TechMatrix

Appendix for the 37th business period
(Fiscal Year Ending March 31, 2021)

TECHMATRIX CORPORATION
(Stock Code:3762)
http://www.techmatrix.co.jp/

2021.5

Corporate Profile

Company Name	TECHMATRIX CORPORATION
Date of establishment	August 30, 1984
Listed exchange	First Section of the Tokyo Stock Exchange
Stock code	3762
Paid-in capital	¥1,298.12 million
Net sales	¥30,603.0 million (Consolidated; Results for fiscal year ended March 2021)
The number of the issued stocks	41,518,400 ＊Stock splits on July 1（1：2）
Number of employees	1,152 (Consolidated; as of March 31, 2021)
Fiscal year-end	March 31
Board composition	11 Directors including 4 audit and supervisory committee members (7 outside directors) as of June 2020 *including 2 female directors
Head Office location	**Head office** ： 11-24,Mita 3-chome, Minato-ku, Tokyo
Domestic Offices	**West Japan Branch** ： 2-7 Nakano-shima 2-chome,Kita-ku, Osaka
	Nagoya Sales Office ： 16-7 Nishiki 1-chome, Naka-ku, Nagoya, Aichi Prefecture
	Kyushu Sales Office ： 30-26 Hakata-Ekimae 3-chome, Hakata-ku
Representative Office	**Representative Office in Bangkok** ： 591 Sukhumvit 33, Klongtan Nua ,Wattana, Bangkok 10110

History

Aug-84	TechMatrix was founded as Nichimen Data Systems Co., Ltd., a strategic subsidiary of the IT division of Nichimen Corporation (currently Sojitz Corporation).
Dec-96	Entry into the packaged software business; developed and started selling a Customer Relationship Management (CRM) package called "FastHelp."
Jul-00	Nichimen Corporation sold all shares of the Company to ITX Corporation, making it a consolidated subsidiary of ITX
Nov-00	Changed the company name to TechMatrix Corporation
Feb-01	Rakuten, Inc. made an equity invest in TechMatrix through a private allocation of shares to strengthen the relationship between the two companies
Feb-05	Listed on the JASDAQ Securities Exchange
Aug-07	Established Ichigo LLC
Jan-08	Made CROSS HEAD a consolidated subsidiary
Aug-09	Made CASAREAL, Inc. a wholly owned subsidiary
Jun-10	Listed on the second section of the Tokyo Stock Exchange
Feb-13	Listed on the first section of the Tokyo Stock Exchange
Mar-14	Acquired 100% ownership of CROSS HEAD and Okinawa Cross Head Co., Ltd.
Apr-15	CROSS HEAD absorbed and merged NCL Communications
Aug-15	Repurchase of treasury stock from Rakuten
Nov-16	Relocation of West Japan Branch
Jan-18	NOBORI Ltd. was founded
Jul-18	Retirement of treasury stocks(2,500,000)and issuance of stock acquisition rights with exercise price amendment provision to a third party
Nov-19	Business and capital alliance with Information Design Architecture Yamazaki Co., Ltd. in the field of Capital markets for financial institutions.
Oct-20	Established Kyushu Sales Office in Fukuoka City, Fukuoka Prefecture

Main shareholders

株主	株数 （株）	比率 （%）
Custody Bank of Japan, Ltd.（account in trust）	6,173,600	13.86
The Master Trust Bank of Japan ,Ltd. (account in trust)	4,800,200	10.78
TECHMATRIX CORPORATION	4,776,438	10.72
JP MORGAN CHASE BANK 380055	1,810,700	4.06
Individual	1,436,000	3.22
Custody Bank of Japan, Ltd.（account in security investment trust）	987,600	2.21
TECHMATRIX's Employee Shareholding Association	839,000	1.88
GOVERNMENT OF NORWAY	706,900	1.58
THE BANK OF NEW YORK MELLON 140042	659,795	1.48
STATE STREET BANK AND TRUST COMPANY 505025	643,000	1.44

Information Infrastructure Business

Provision of infrastructure technology that underpin cloud era

Category	Solution	Main products and service	Remarks
Network& Security	• Comprehensive security measures • Getting rid of the destabilization of the Web sites by the access concentration • Expanding storage capacity without a system stop and backup • Integration	• **F5 Networks** • **Dell EMC（Isilon）** • **Dell EMC（RSA）** • **McAfee** • **Palo Alto Networks** • **∴ TRINITY** • **Tanium** • **BlackBerry Cylance** • **Appgate** • **Proofpoint** • **Cohesity** • **Tenable** • **Appscan** • **Veracode** • **Votiro Cybersec** • **Forescout**	• Increasing cyber-attacks • Continuously growing by expansion of cloud business market • Basic Law for Cyber Security (2016 Revised Version)

We are distributing cutting-edge, competitive and fast-growing products mainly from North America for relatively niche market segments, which were found by using our insights based on our long years of experiences in this field. Also, we provide services covering the life cycle of system usage, including maintenance, operation and managed services, which are highly value-added and attempt not to remain in simple product sale.

TechMatrix provides secure and highly reliable total IP network infrastructure solutions that are cost-effective, ranging from Green-IT, virtualization, Software-defined network (SDN), security to storage technologies.

CROSS HEAD and Okinawa Cross Head Co., Ltd., which are consolidated subsidiaries, primarily provide after-sale services such as maintenance, operation and managed services and also provide temporary dispatch and employee placement services for IT technicians. Also, they provides SDN, storage, security and call center products.

Trend of the IT system investment has shifted from "ownership of equipment" to "usage of services." Techmatrx Group provides the information infrastructure solutions for the service companies such as telecommunication, cloud and iDC and for each enterprise company as well.

Application Services Business 1/2

Provision of solutions for vertical markets

Category	Solution	Partner	Remarks
Medical	Cloud service for healthcare institutions	**Electronic patient record vendors** **Medical equipment (modality) vendors**	• "**NOBORI**", a Cloud service for healthcare information • "**NOBORI PAL**", a platform for other healthcare services • **PHR（Personal Health Record) service**

In the Healthcare field, mainly on a self-developed product, we provide the Integrated Information System for various medical imaging equipment such as CT, MRI, Endoscope, Ultrasonic equipment and PET in medical institutions. We started the provision of PHR service in May 2020. A consolidated subsidiary, Ichigo LLC which was established with plural radiology specialists and co-funded, provides IT infrastructure to support teleradiology in the healthcare field.

Category	Solution	Partner	Remarks
Contact Center CRM	Facilitating operations in contact centers	**Bell system24** **NTT Data** **CTC** **Nihon Unisys** **NEC** **PBX vendors**	• Customers ranging from large centers (more than 1,000 seats) to small centers • On-premises/Cloud service • Top-class customer base in number

In the CRM (Customer Relationship Management) field, we provide high-quality CRM systems to improve customer-satisfaction, which can manage customer-facing records from multiple channels (telephone, e-mail, Web and fax). "Fast Series" (a self-developed product) also flexibly addresses in-bound, out-bound contact center, FAQ, internal help desks and other operations. These systems can run not only conventional "on Premise" but also on the Cloud service (FastCloud).

Provision of solutions for vertical domain

Category	Solution	Main products	Remarks
Software Quality Assurance	Improvement of software quality	• **Parasoft** • **Ranorex** • **Lattix** • **Scitools** • **AccuRev (Micro Focus)** • **CloudBees** • **FOSSID** • **Neotys** • **Gurock** • **Pocket Soft**	• Distribution and marketing of a variety of tools • Consulting service for functional safety (to comply with standards)

To develop high-quality software at a lower cost, customers need systematic testing and debugging operations based on consistent policies for software quality control and security. We provide best-of-breed tools and consulting services to cover all the software development life cycle.

Category	Solution	Main customers	Remarks
Business Solution	• Development of EC sites • Big data analysis by BI 〈Financial field〉 • Advanced risk management systems • Trading system for complex financial derivatives	**JST, Rakuten Group, Riskmonster, Pal-system, NTT DoCoMo Bank, Insurance, Securities, financial firms**	• Sustaining businesses from existing customers in good shape • Expanding "Raku-Raku back office" , a cloud service • Targeting the derivatives trading at the financial firms which looks ahead to regulatory reinforcement

Business Solution field, we undertake the development of custom-made applications, ranging from EC sites to mission-critical internal systems mainly using Web-based technologies. CASAREAL, Inc., which is a consolidated subsidiary, provides the system development by using state-of-the-art open source software and training services for skill-development of IT technicians. In the Financial field, we have accumulated knowledge and expertise in the financial services industry by specializing mainly in risk management, asset-liability management (ALM) and fair valuation of complex financial derivatives and portfolios using financial engineering techniques.

Group Companies

Company's name (investment ratio)	Business activities
NOBORI Ltd. (66.66%) **NOBORI Ltd.** TechMatrix Group	Provision of a cloud service for healthcare information "NOBORI", a platform for other healthcare services "NOBORI PAL" and PHR service for the individual（Patient）. "NOBORI" has the largest number of medical images in Japan. We promote new businesses.
Ichgo LLC (63.3%) 医知悟LLC	Provision of IT infrastructure to support teleradiology and telepathology in the healthcare field
A-Line Co.Ltd.(NOBORI 51.0%) A-Line	Provision of cloud type medical radiation dose management system "MINCADI"
CROSS HEAD (100.0%) CROSS HEAD	Provision of network solution, SDN, storage products, IT security products and temporary dispatch and employee placement services for IT technicians
Okinawa Cross Head Co., Ltd. （CROSS HEAD 100.0%) OKINAWA CROSS HEAD	Provision of network solution and temporary dispatch and employee placement services for IT technicians in Okinawa
CASAREAL,Inc. (100.0%) CASAREAL	System development using open source software and training services for skill-development of IT technicians
Information Design & Architecture Yamazaki Co., Ltd.(51.0%) IDAY	Strength in system planning and design in the area where financial engineering and information technology overlap (Provision of series of Apreccia is main business.)

NOBORI Ltd.

NOBORI Ltd.

TechMatrix Group

Corporate overview

Name	NOBORI Ltd.
Location	11-24 Mita 3-chome, Minato-ku, Tokyo
established	January 22, 2018
Representative	Yoshihisa Yoda
Paid-in capital	¥1,100 million
Business activities	Provision of a cloud service for healthcare information "NOBORI" , a platform for other healthcare services "NOBORI PAL" and PHR service for the individual（Patient）. "NOBORI" has the largest number of medical images in Japan. We promote new businesses.

NOBORI-CUBE

「クラウド上に便利を集め、医療機関を支援したい」
そんな仲間が集まります。

NOBORI PAL
Medical Service Platform

Ichigo LLC

つないで 診よう
医知悟 LLC
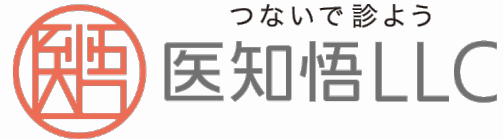
Corporate overview

Name	Ichigo LLC
Location	Within TechMatrix Corporation Mita 3-chome, Minato-ku, Tokyo
established	August 1, 2007
Representative	Yoshihisa Yoda
Paid-in capital	¥150 million
Business activities	Provision of IT infrastructure to support teleradiology and telepathology in the healthcare field

ICOMBOX

Both are our customers;

- The medical institutions where the image diagnosis is needed
- Radiologists who intend to begin teleradiology and telepathology services
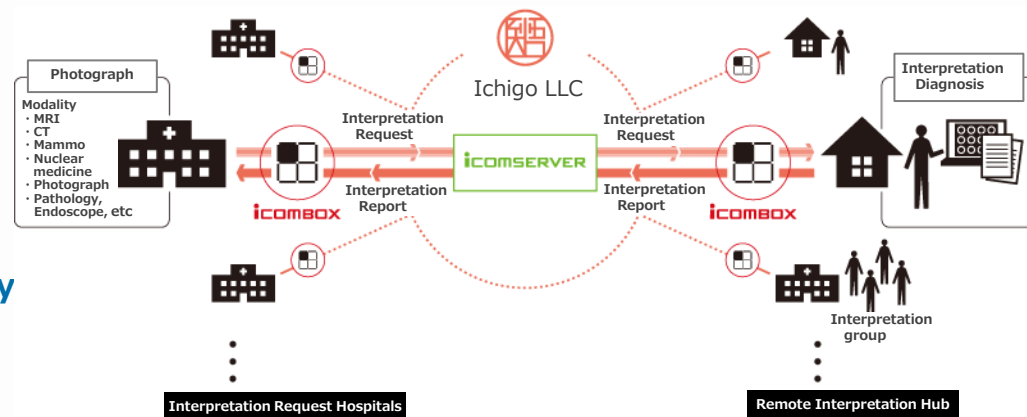
The Ichigo LLC does not intervene in the contracts about a teleradiology and telepathology services which are concluded between radiologists and hospitals. We provide only information infrastructure which realizes teleradiology and telepathology in an independent position and support both customers.

Ichigo LLC

つないで 診よう
医知悟LLC

Core business

- The number of customers is **over 650** from a service start in April, 2008
- The number of medical images transmitted monthly is about **200,000** (34% market share)
- No.1 market share in teleradiology infrastructure services in Japan with over **1,400** radiologists registered
- Case studies
  - ✓ Medical check-up facilities of a major company, local government and others
  - ✓ Transmission system for medical images between a core hospital and medical facilities on islands in the Tokyo area
  - ✓ Others

    OKAYAMA University, SHIMANE University, TOKAI University, G.I.Lab

    Global data exchange with doctors in U.S.A., France, China, Indonesia,

    Vietnam and India

OKAYAMA University Hospital

Photograph		Ichigo LLC	Interpretation Diagnosis

Modality
· MRI
· CT
· Mammo
· Nuclear medicine
· Photograph
· Pathology, Endoscope, etc

Interpretation Request

Interpretation Report

iCOMSERVER

iCOMBOX

Interpretation group

Interpretation Request Hospitals

Remote Interpretation Hub

10

A-Line Co.Ltd.

Corporate overview

Name	A-Line Co.Ltd.
Location	2-7 Nakano-shima 2-chome, Kita-ku, Osaka
established	December 11, 2015
Representative	Makoto Tabushi
Paid-in capital	¥40,505,000yen
Business activities	Provision of cloud type medical radiation dose management system "MINCADI" and any more.

価値ある線量管理を。

MINCADI

クラウド型画像検査情報管理ツール

About "MINCADI"

MINCADI is a new cloud-based service that **enables patients to receive radiology data when inspected,** in addition to managing the exposures of radiology tests required at medical sites.

We provide a realistic information with great transparency by centrally managing large volumes of medical information data contained in medical images captured at each medical institution using data servers located outside the medical institutions.

11

A-Line Co.Ltd.

Specific of "MINCADI"

- **Management of inspection content at own facilities**

  ・It is possible to grasp the increase or decrease in the number of inspections conducted at our own facilities and changes in the conditions of photographs by equipment and period, thereby enhancing the safety and efficiency of inspections.

- **Exposure dosage management for each patient**

  ・Stores medical radiation data of patients in the cloud. It is possible to display a list of test days, photographic parts, and test names for each patient.

- **Comparison of inspection content with other facilities**

  ・It is possible to compare and examine information from other facilities and to determine the appropriateness of the filming conditions of your own facility.
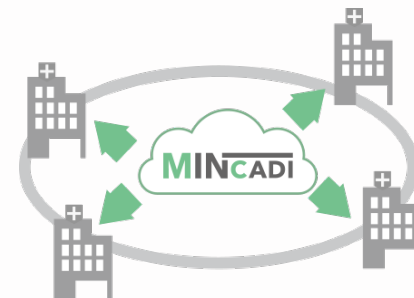
- **Secure storage of inspection information**
- **Comparison of inspection information with other facilities is possible**
- **Functionality additions and changes are only uploaded to the cloud and are always available in the latest version**

■**Use case by NOBORI customers**
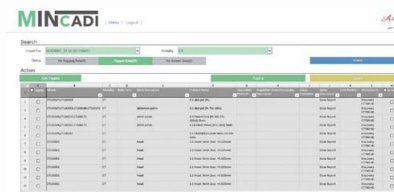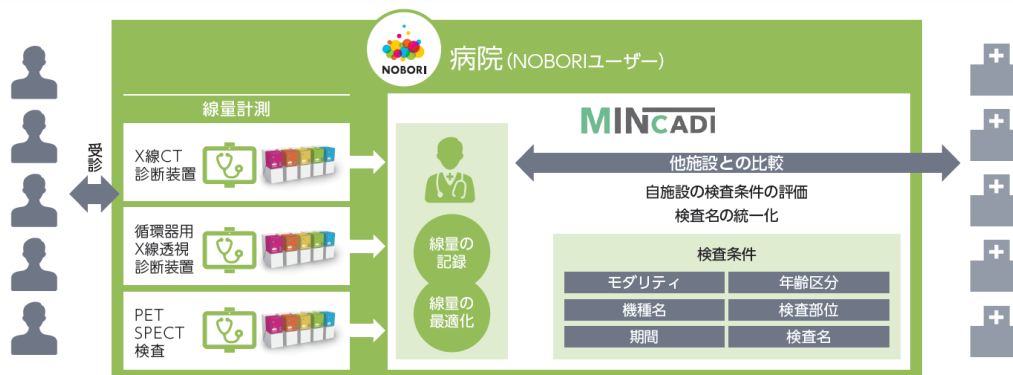
- **Aline-ment, which unifies the different test names for each facility, does not need to be performed once the test name has been Aline-ment**

12

CROSS HEAD

Corporate overview

Name	CROSS HEAD
Location	20-3 Ebisu 4-chome, Shibuya-ku, Tokyo
established	September 14, 1992
Representative	Takashi Sekine
Paid-in capital	¥395 million
Corporate Philosophy	Based on "an advanced network technology and human skill", we aim at "the value provider" which can realize the growth of the customer businesses and contribution to the society by creating "the scalable network".
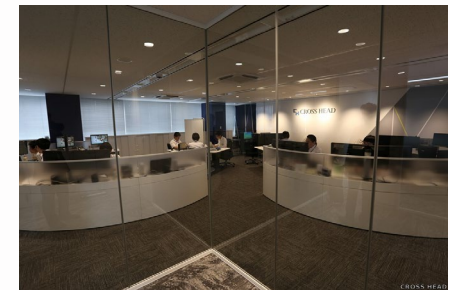
Core competence

The power of talented people who are full of human being powers.
We lay emphasis on the training of our employees, and our excellent engineers, i.e. the source of the collective strength, enable Cross Head to offer high-quality ICT services.

13

CROSS HEAD

Core business

The ICT trading company which discovers the superior ICT technologies and products from countries worldwide, and opens up a new market in Japan.

Virtualization, open source-based managed services, groupware, network integration and construction work for wiring.

Provision of on-site maintenance services for network and security appliances on a 24/365 basis.

Dispatch of network engineers.

Provision of high-quality services and consulting over entire system life-cycle.

Dispatch of ICT instructors and planning of the new training programs.

Provision of the housing service mainly in Tokyo and Okinawa data center.

Provision of managed services from Network Operation Center (NOC) on a 24/365 basis.

Product Business

Solution Business

CPS Business

CROSS HEAD
Competent Human Resources

Engineer Service Business

BPO Business

Training Business

MSP Business

CROSS HEAD

14

Okinawa Cross Head Co., Ltd.

Corporate overview

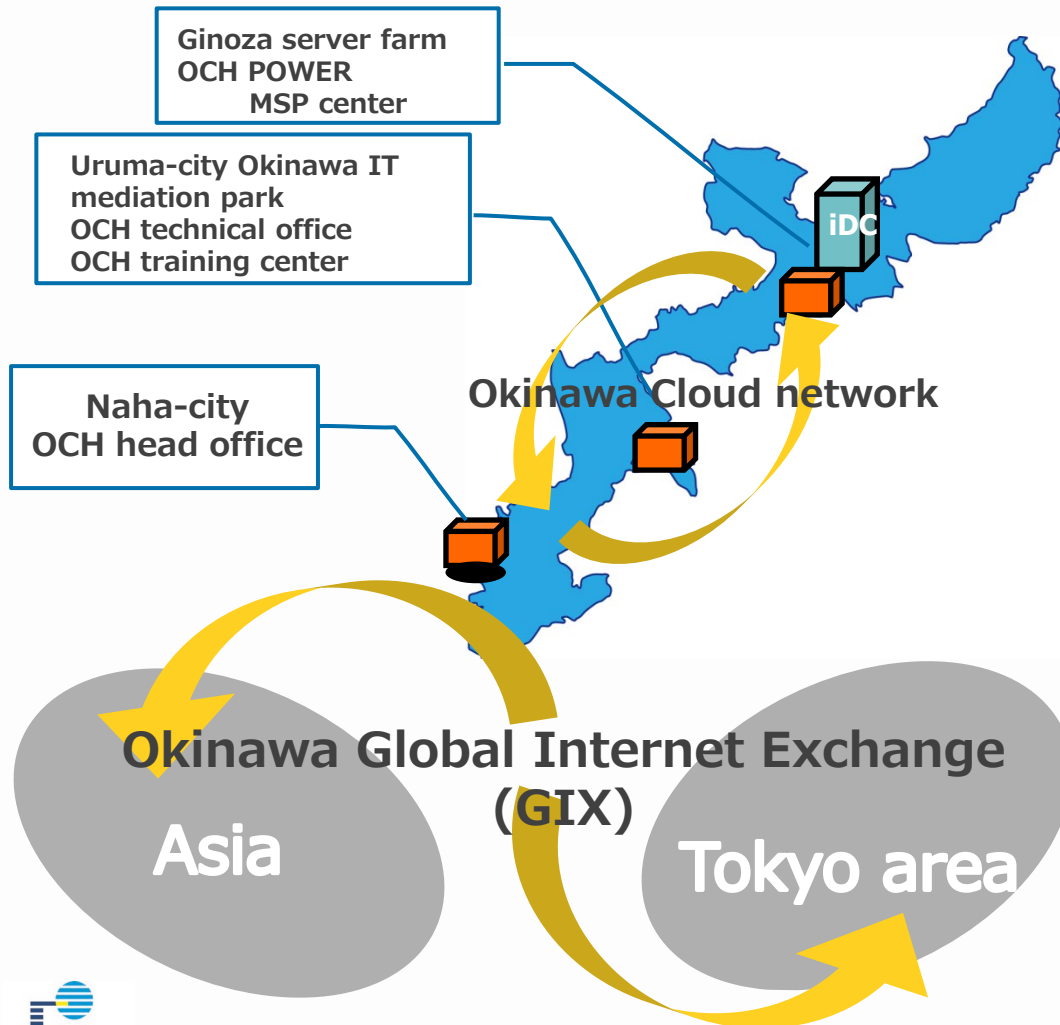| Name	Okinawa Cross Head Co., Ltd.
Location	1-9 Asahimachi, Naha, Okinawa
established	June 21, 2006
Representative	Tadaaki Tokashiki
Paid-in capital	¥51 million
Corporate Philosophy	Social Contribution through creating, connecting and maintaining IT Infrastructure

OKINAWA CROSS HEAD

1. Better location (Evasion of the simultaneous devastation risk
2. Better Distance (shortest route to the Asian market)
3. Potential Market (IT industry, prioritized by OKINAWA Prefectural Government in its industrial development policy)
4. Cost Performance (Providing high-quality services at a low price)

Core competence

Create and maintain IT infrastructure, providing easy-to-use Package solution by IoT

15

Okinawa Cross Head

Core business

Ginoza server farm
OCH POWER
MSP center

Uruma-city Okinawa IT mediation park
OCH technical office
OCH training center

iDC

Okinawa Cloud network

Naha-city
OCH head office

Okinawa Global Internet Exchange (GIX)

Asia

Tokyo area

■ **Products service**
Provision of Package Solutions including OCH owned cloud infrastructure, products and partner services
CUMO
Virtual iDC, SaaS service , and more

Nas2cloud-series
Automated Cloud backup service

VCR
Secure service in collaboration with VarioSecure Inc.

■ **Platform service**
Provision of the platform services using its own network system and facilities

OCH POWER
iDC service, remotely operating OCH POWER data center through web

JPIX-Okinawa
IX services available in Okinawa

Okinawa Cloud network service
Large capacity network service connecting DCs and major IT facilities in Okinawa.

OCH POWER Global Ethernet
Network service between Tokyo, Hong Kong, Singapore and Okinawa

16

CASAREAL,Inc.

Corporate overview

Name	CASAREAL, Inc.
Location	Within TechMatrix Corporation Mita 3-chome, Minato-ku, Tokyo
established	July 2, 1999
Representative	Shinichiro Kubo
Paid-in capital	¥50 million
Corporate Philosophy	We realize the growth of customers' businesses led by the growth of our employees. We always value a motivation "to learn" and "teamwork" to contribute to the society through the growth of each employee.

Business activities

■Application development
- Web application development using JAVA・PHP
- Application development for smartphones

■Training services for engineers
- Technical training for engineers by the engineers experienced   in application development

■Testing service
- Consulting services for testing

17

CASAREAL,Inc.

Core business

Third party inspection/ Vulnerability　testing service

Java/Android/iOS Technical training services

- Testing consultation
- Vulnerability assessment
- Testing assistance（Third party inspection and load testing）

Application development for Web/Smartphone

- Regular training courses
- New employee training
- Skill-change training
- Courseware development

- Web application development
- Application development for smartphone
- System integration services

- Assisting application development, making full use of our expertise on open source　for many years
- Provision of the services specializing in smartphone ranging from application development to technical training for engineers
- Supporting testing processes from design phase to programming phase to realize high-quality systems development

CASAREAL

18

Information Design & Architecture Yamazaki Co., Ltd.

Corporate overview

IDAY 山崎情報設計株式会社
Information Design & Architecture Yamazaki Co., Ltd.

Name	Information Design & Architecture Yamazaki Co., Ltd.
Location	Ichibanchō 27−2 Chiyoda City, Tokyo
established	December 1999（Februaly 2007, Change of company name and form）
Representative	Hiroshi Yamazaki
Paid-in capital	¥110 million
Corporate Philosophy	Strength in system planning and design in the area where financial engineering and information technology overlap (Provision of series of Apreccia is main business.)

Corporate Philosophy

Identifying the essential requirements of business from the perspective of "designing information", discovering generalized models, and devoting ourselves into lean system design.

Information Design & Architecture Yamazaki Co., Ltd.

Business activities

IDAY 山崎情報設計株式会社
Information Design & Architecture Yamazaki Co., Ltd.

- **Package solution**
  - Providing packaged solutions developed by using our unique technologies and design technique, to deal with financial instruments ranging from traditional / vanilla financial products to advanced / exotic financial derivatives

Apreccia 4
Any Transactions To ONE Platform

  - **A "highly versatile" package that can flexibly manage the issue of structured bonds**
  - **Can be used in a wide range of applications, from integrated management of market operations to management specialized in specific operations**

Cross-cutting risk management
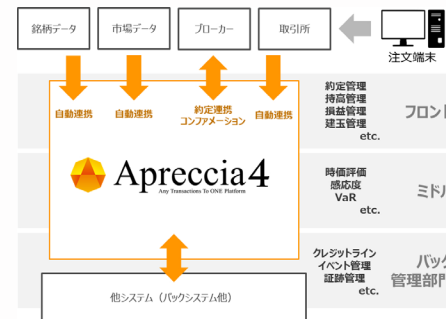
Sellside—Usage example

- **Customer solution**
  - Providing total solutions that reflect customer needs to the fullest extent, including engineering services (SES) that meet the needs of system development sites and other contracted development businesses that utilize the pure use of "information design technologies"

20

MEMO

MEMO

MEMO