



Appendix for the 36th business period (Fiscal Year Ending March 31, 2020)

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

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| 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 | ¥28,553.0 million (Consolidated; Results for fiscal year ended March 2020) |
| The number of the issued stocks | 22,259,200 |
| Number of employees | 1,108 (Consolidated; as of March 31, 2020) |
| Fiscal year-end | March 31 |
| Board composition | 9 Directors including 4 audit and supervisory committee members (5 external directors) as of March 2016 |
| Head Office location | Head office : 11-24,Mita 3-chome, Minato-ku, Tokyo |
| | Head Office Sagamihara Annex : 22-9, Sagamihara 6-chome, Chuo-ku, Sagamihara, Kanagawa Prefecture |
| Domestic Offices | West Japan Branch : 2-7 Nakano-shima 2-chome,Kita-ku, Osaka |
| | Nagoya Sales Office : 16-17 Nishiki 1-chome, Naka-ku, Nagoya, Aichi Prefecture |
| Representative Office | Representative Office in Bangkok : 591 Sukhumvit 33, Klongtan Nua ,Wattana, Bangkok 10110 |

| | |
|---------------|--|
| 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. |

Main shareholders

As of March 30, 2020

| Name of shareholder | Number of stock | Ratio |
|--|-----------------|-------|
| Japan Trustee Services Bank, Ltd. (account in trust) | 3,999,900 | 17.96 |
| TECHMATRIX CORPORATION | 2,388,148 | 10.72 |
| The Master Trust Bank of Japan ,Ltd. (account in trust) | 1,913,700 | 8.59 |
| Individual | 718,000 | 3.22 |
| GOVERNMENT OF NORWAY | 575,200 | 2.58 |
| BNP PARIBAS SECURITIES SERVICES LUXEMBOURG /JASDEC/FIM/LUXEMBOURG FUNDS/UCITS ASSETS | 475,000 | 2.13 |
| TECHMATRIX's Employee Shareholding Association | 418,800 | 1.88 |
| KBL EPB S.A. 107704 | 334,400 | 1.50 |
| KIA FUND136 | 285,800 | 1.28 |
| Japan Trustee Services Bank, Ltd. (account in trust5) | 281,000 | 1.26 |

Information Infrastructure Business

Provision of infrastructure technology that underpin cloud era

| Category | Solution | Main products and service | Remarks |
|-------------------------------|--|---|---|
| Network & Security | <ul style="list-style-type: none"> 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 | <ul style="list-style-type: none"> F5 Networks Dell EMC (Isilon) Dell EMC (RSA) McAfee Palo Alto Networks ∴ TRINITY Tanium Cylance Cyxtera Proofpoint Cohesity Tenable Appscan Veracode Votiro Cybersec Forescout | <ul style="list-style-type: none"> 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." Techmatrix Group provides the information infrastructure solutions for the service companies such as telecommunication, cloud and IDC and for each enterprise company as well.

Provision of solutions for vertical markets

| Category | Solution | Partner | Remarks |
|----------------|---|---|--|
| Medical | Cloud service for healthcare institutions | Electronic patient record vendors Medical equipment (modality) vendors | <ul style="list-style-type: none"> • "NOBORI", a Cloud service for healthcare information • "NOBORI PAL", a platform for other healthcare services |

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. 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 | <ul style="list-style-type: none"> • 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 | <ul style="list-style-type: none"> • Parasoft • Ranorex • Lattix • Scitools • AccuRev (Micro Focus) • CloudBees • FOSSID • Neotys • Gurock • Pocket Soft | <ul style="list-style-type: none"> • 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 | <ul style="list-style-type: none"> • 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 | <ul style="list-style-type: none"> • 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%)  TechMatrix Group | Provision of a cloud service for healthcare information "NOBORI" and a platform for other healthcare services "NOBORI PAL". "NOBORI" has the largest number of medical images in Japan. We promote new businesses. |
| Ichgo LLC (63.3%)  | Provision of IT infrastructure to support teleradiology and telepathology in the healthcare field |
| A-Line Co.Ltd.(NOBORI 51.0%)  | Provision of cloud type medical radiation dose management system "MINCADI" |
| CROSS HEAD (100.0%)  | 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%)  | Provision of network solution and temporary dispatch and employee placement services for IT technicians in Okinawa |
| CASAREAL,Inc. (100.0%)  | System development using open source software and training services for skill-development of IT technicians |
| Information Design & Architecture Yamazaki Co., Ltd.(51.0%)  | Strength in system planning and design in the area of financial engineering and information technology overlap (Provision of series of Apreccia is main business.) |

NOBORI Ltd.

TechMatrix Group

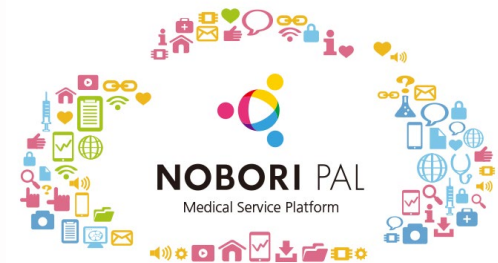
Corporate overview

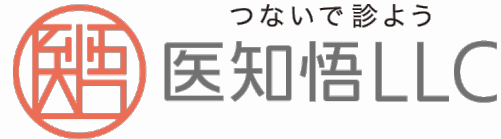
| | |
|---------------------|--|
| Name | NOBORI Ltd. |
| Location | 11-24 Mita 3-chome, Minato-ku, Tokyo |
| established | January 22, 2018 |
| Representative | Yoshihisa Yoda |
| Paid-in capital | ¥1,100 million |
| Business activities | Provision of a cloud service for healthcare information "NOBORI" and a platform for other healthcare services "NOBORI PAL". "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。





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

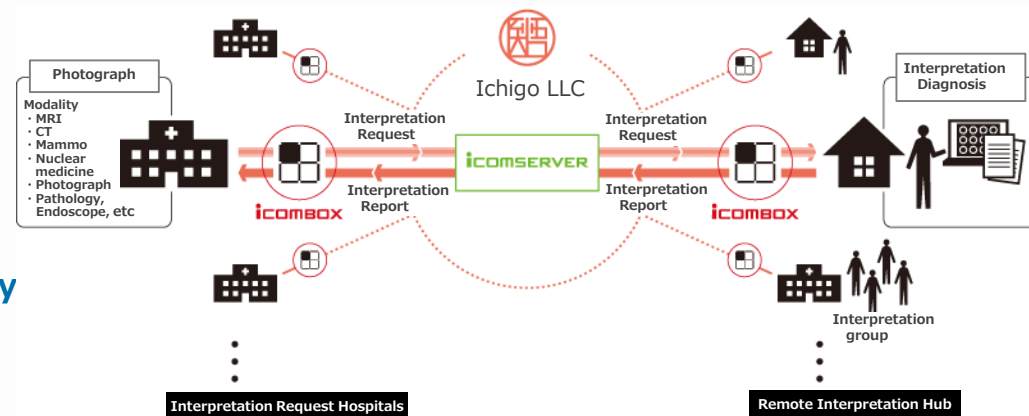
The Ichigo LLC does not intervene in the contracts about a teleradiology and telepathology services which are concluded between radiologists and hospitals. We provide only information infrastructure which realizes teleradiology and telepathology in an independent position and support both customers.

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



Corporate overview

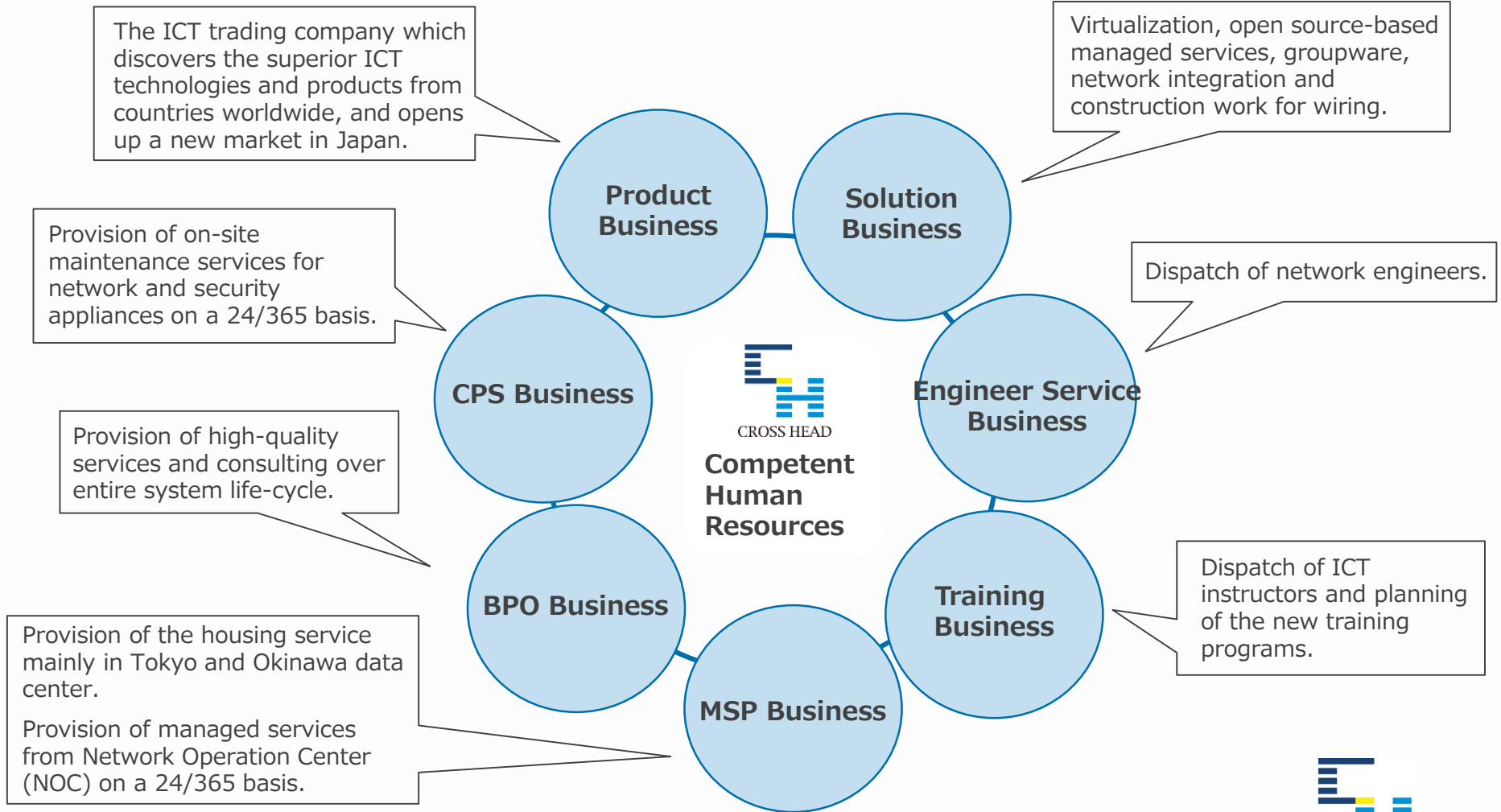
| | |
|----------------------|---|
| Name | CROSS HEAD |
| Location | 20-3 Ebisu 4-chome, Shibuya-ku, Tokyo |
| established | September 14, 1992 |
| Representative | Takashi Sekine |
| Paid-in capital | ¥395 million |
| Corporate Philosophy | Based on "an advanced network technology and human skill", 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.

Core business



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 |



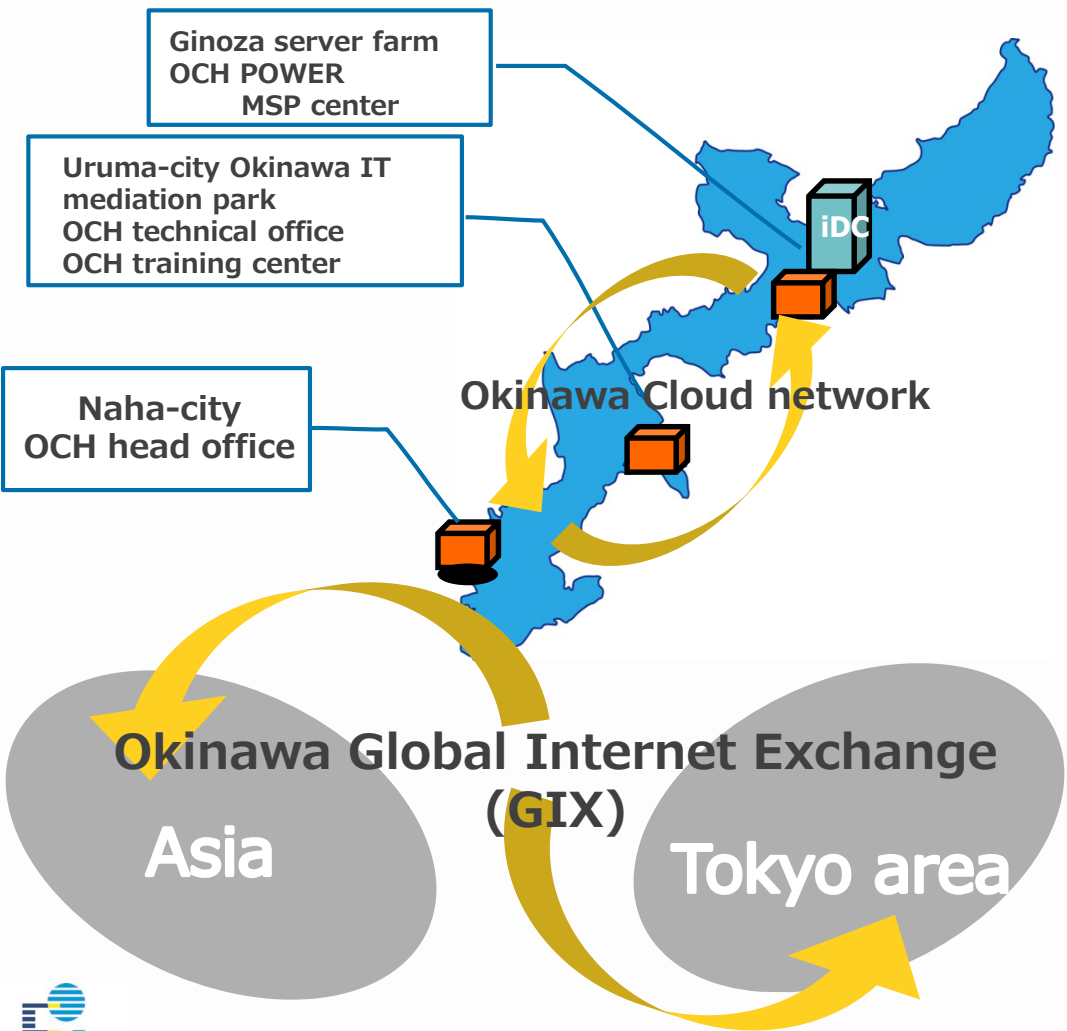
1. Better location (Evasion of the simultaneous devastation risk)
2. Better Distance (shortest route to the Asian market)
3. Potential Market (IT industry, prioritized by OKINAWA Prefectural Government in its industrial development policy)
4. Cost Performance (Providing high-quality services at a low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

Core competence

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

Okinawa Cross Head

Core business



■ **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



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



Core business

Third party inspection/ Vulnerability testing service

Java/Android/iOS Technical training services

Application development for Web/Smartphone

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

- 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

