



Appendix for the 2nd Quarter of 36th business period

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

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	¥25,418.0 million (Consolidated; Results for fiscal year ended March 2019)
The number of the issued stocks	22,259,200
Number of employees	1,086 (Consolidated; as of March 31, 2019)
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
May-15	Relocate and integrate Head Office
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

Main shareholders

As of September 30, 2019

Name of shareholder	Number of stock	Ratio
Japan Trustee Services Bank, Ltd. (account in trust)	4,811,500	21.61
TECHMATRIX CORPORATION	2,288,118	10.72
The Master Trust Bank of Japan ,Ltd. (account in trust)	1,898,700	8.52
GOLDMAN SACHS INTERNATIONAL	729,770	3.27
Individual	716,800	3.22
BNP PARIBAS SECURITIES SERVICES LUXEMBOURG /JASDEC/FIM/LUXEMBOURG FUNDS/UCITS ASSETS	665,000	2.98
TECHMATRIX's Employee Shareholding Association	475,900	2.13
GOVERNMENT OF NORWAY	439,500	1.97
KBL EPB S. A. 107704	344,700	1.54
Trust & Custody Services Bank, Ltd. (account in securities investment trust)	301,700	1.35

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 Cyance Cyxtera Proofpoint Cohesity Tenable Appscan Veracode Votiro Cybersec 	<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

5 consolidated subsidiaries

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
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

NOBORI Ltd.

TechMatrix Group

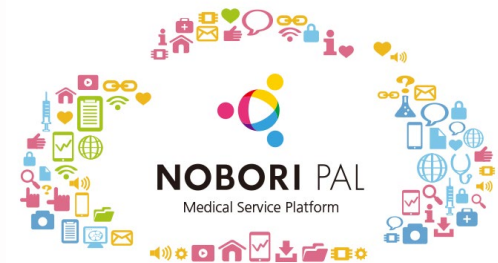
Corporate overview

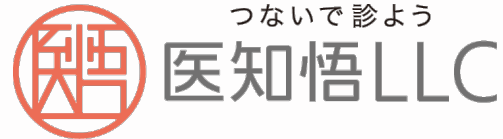
Name	NOBORI Ltd.
Location	11-24 Mita 3-chome, Minato-ku, Tokyo
established	January 22, 2018
Representative	Yoshihisa Yoda
Paid-in capital	¥1,100 million
Business activities	Provision of a cloud service for healthcare information "NOBORI" and a platform for other healthcare services "NOBORI PAL". "NOBORI"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



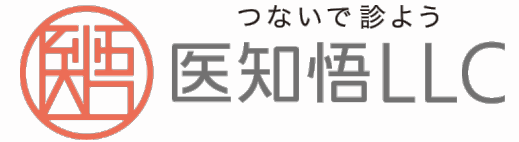
iCOMBOX

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
 - Kyoto Prefecture, Kawasaki city , OKAYAMA University, SHIMANE University, TOKAI University, G.I.Lab
 - Global data exchange with doctors in U.S.A., France, China, Indonesia, Vietnam and India



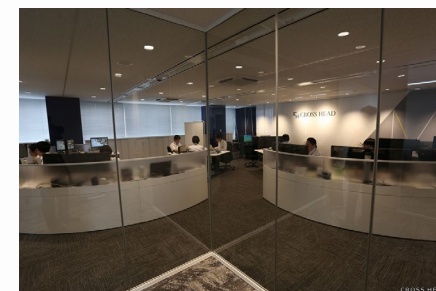
OKAYAMA University Hospital



Japan Pathology AI Diagnostics Project(JP-AID)

Corporate overview

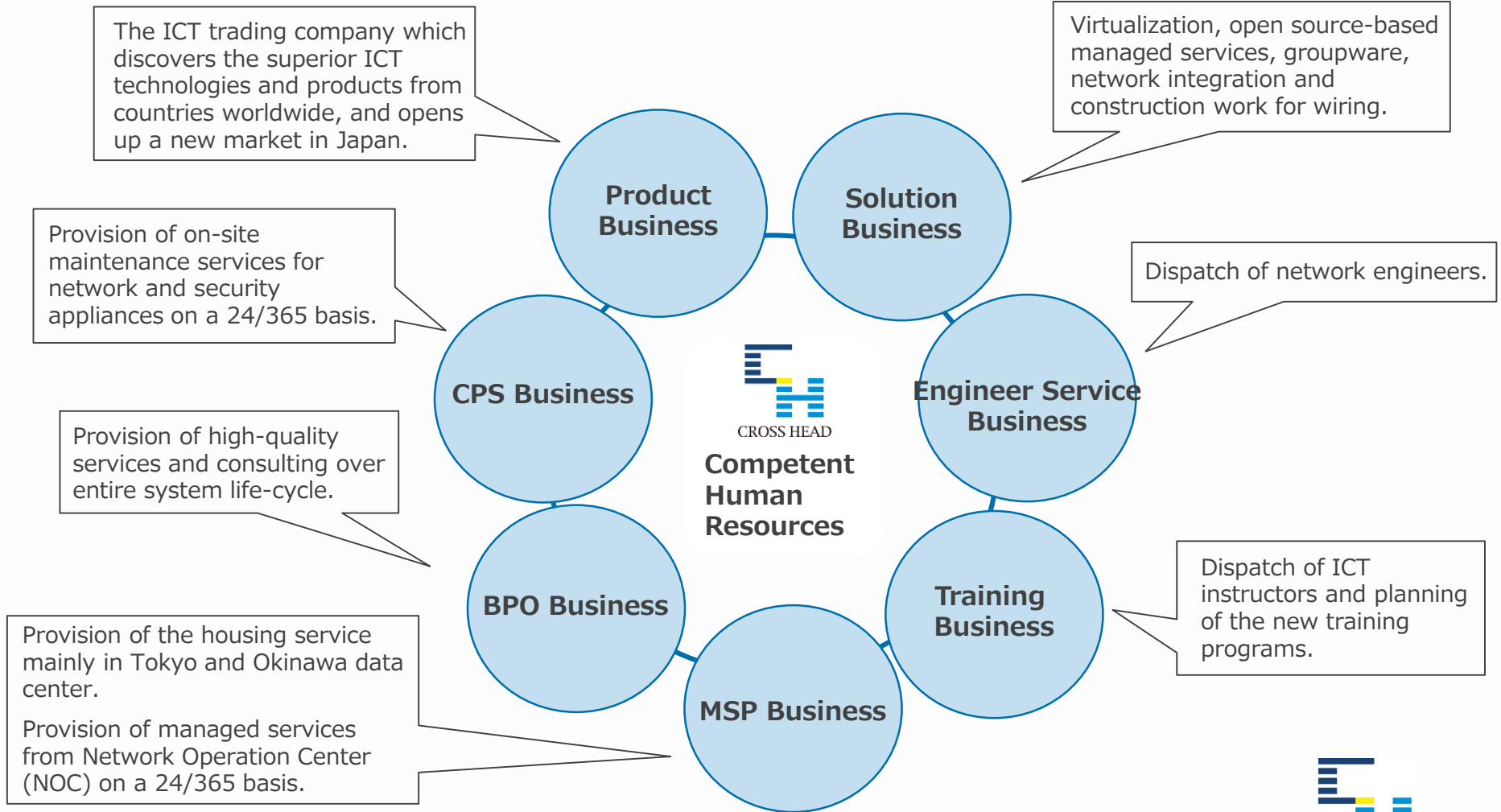
Name	CROSS HEAD
Location	20-3 Ebisu 4-chome, Shibuya-ku, Tokyo
established	September 14, 1992
Representative	Takashi Sekine
Paid-in capital	¥395 million
Corporate Philosophy	Based on "an advanced network technology and human skill", we aim at "the value provider" which can realize the growth of the customer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



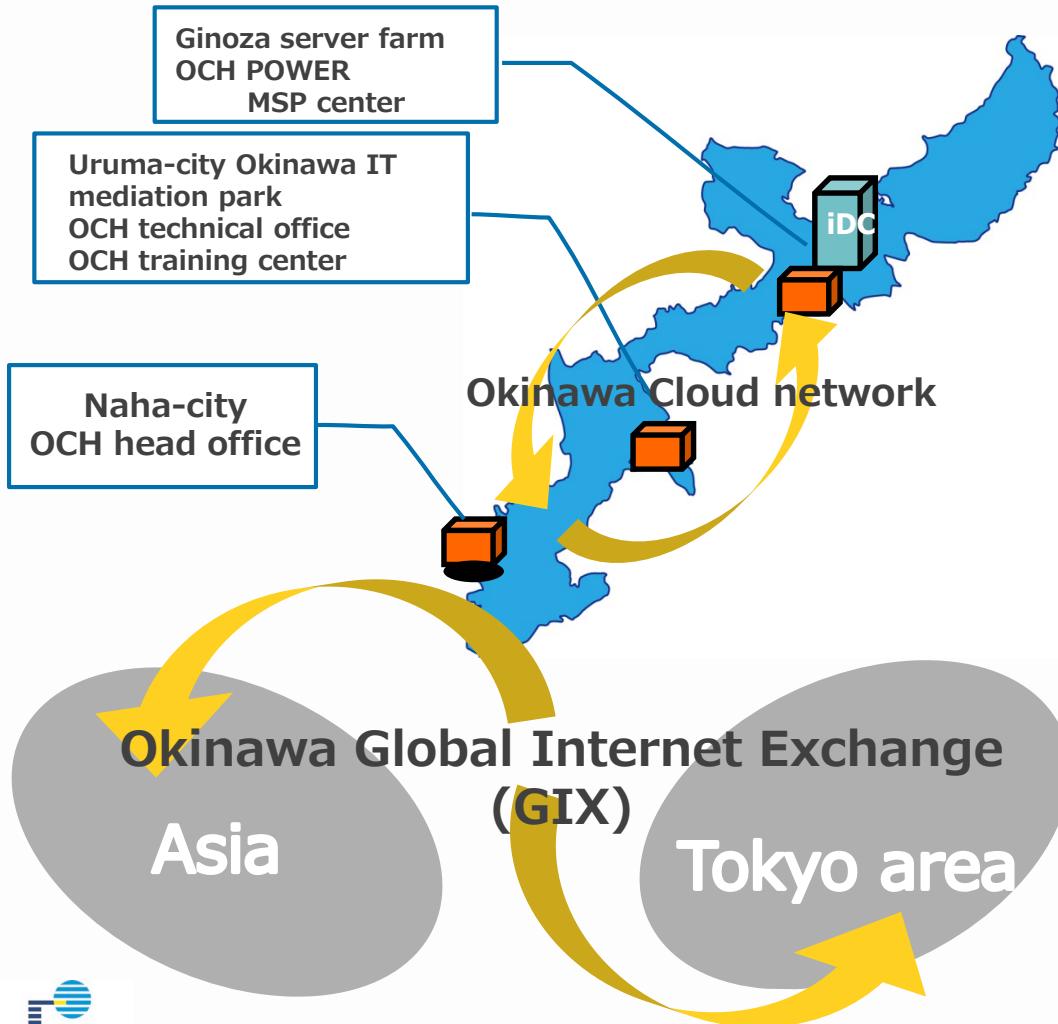
1. Better location (Evasion of the simultaneous devastation risk)
2. Better Distance (shortest route to the Asian market)
3. Potential Market (IT industry, prioritized by OKINAWA Prefectural Government in its industrial development policy)
4. Cost Performance (Providing high-quality services at a low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

MEMO

MEMO
