

# **Results for the 1st Quarter of 42th business period (Fiscal Year Ending March 31, 2026)**



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**August 14, 2025**

**TECHMATRIX CORPORATION (code : 3762)**



1. Business Highlights for the 1<sup>st</sup> Quarter of Fiscal Year ending March31 2026 (Consolidated)
2. Forecast for Fiscal Year ending March31, 2026
3. Topics of Business activities



# 1. Business Highlights for the 1st Quarter (Consolidated)

- Key KPIs (Consolidated)

<p>Revenue</p> <p><b>+15.3%</b></p> <p>YoY</p> <p>¥15,863 m</p>	<p>Operating profit</p> <p><b>+14.4%</b></p> <p>YoY</p> <p>¥1,274 m</p>	<p>Booking</p> <p><b>▲5.2%</b></p> <p>YoY</p> <p>¥20,544 m</p>	<p>Backlog</p> <p><b>+21.4%</b></p> <p>YoY</p> <p>¥92,836 m</p>
<p>Stock type sales (Recurring revenue) ratio</p> <p><b>85.2%</b></p> <p>TECHMATRIX and PSP</p>	<p>Consecutive increase in revenue</p> <p><b>23years</b></p> <p>in a row March 2025</p>	<p>Patients who stored medical images in NOBORI</p> <p><b>62.89 m</b></p>	<p>Inspections stored in NOBORI</p> <p><b>417.7 m</b></p>

- The **highest** 1Q consolidated revenue, operating profit, profit before tax and profit attributable to owners of parent.

(¥million)

	FY2024 1Q	FY2025 1Q	YoY	
			Change	Change %
Revenue	13,763	15,863	+2,099	+15.3%
Operating profit	1,113	1,274	+160	+14.4%
Profit ratio	(8.1%)	(8.0%)		(△0.1P)
Profit before tax	1,130	1,281	+150	+13.3%
Profit attributable to owners of parent	726	856	+129	+17.8%

\*FY2024 1Q=2024.4~2024.6  
FY2025 1Q=2025.4~2025.6



# Business Highlights for FY2025 1Q (Consolidated)

(¥million)

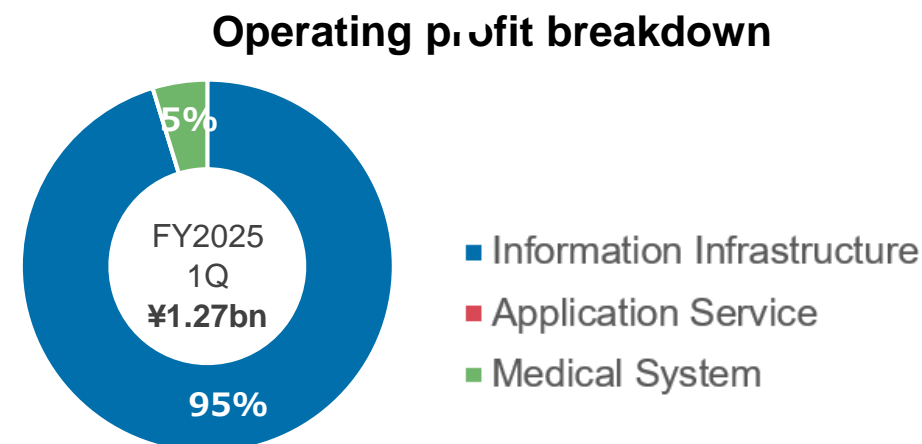
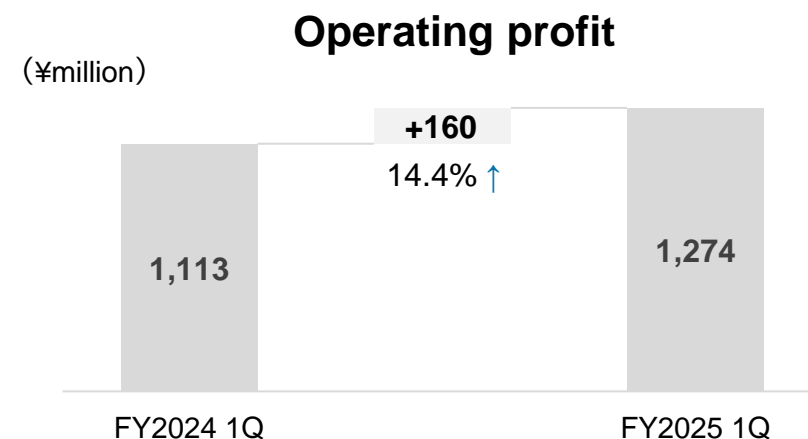
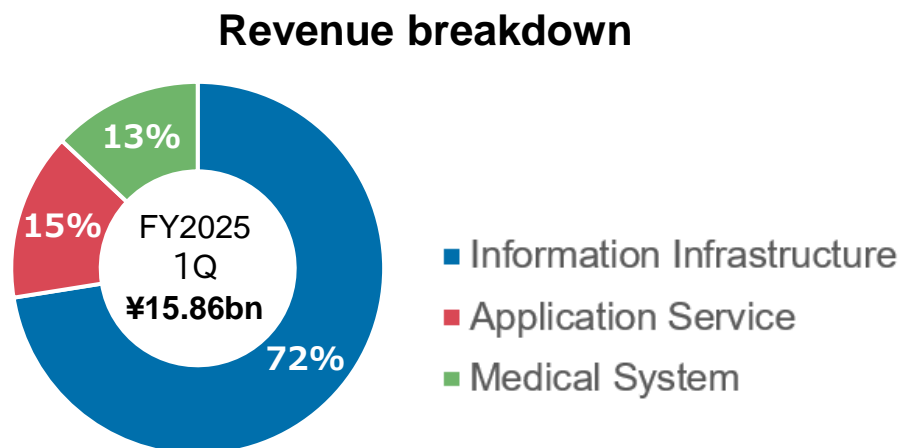
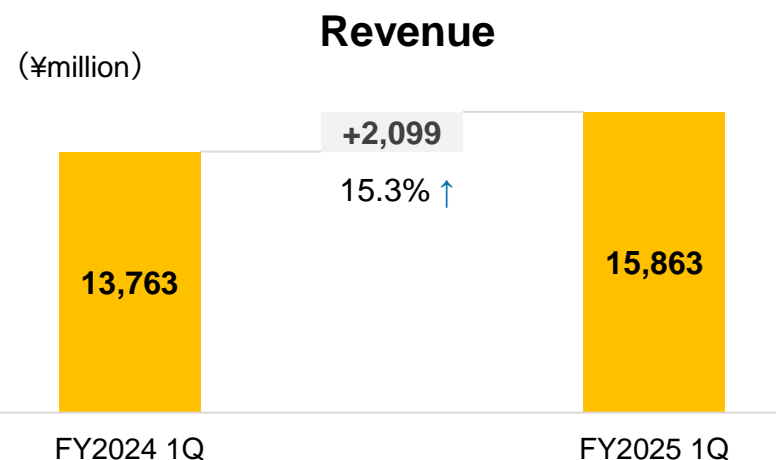
	FY2024 1Q			FY2025 1Q			YOY	
	Results	%	Profit ratio	Results	%	Profit ratio	change	Change %
Revenue	13,763	100.0%		15,863	100.0%		+2,099	+15.3%
Information Infrastructure	9,606	69.8%		11,498	72.5%		+1,891	+19.7%
Application Service	2,102	15.3%		2,302	14.5%		+200	+9.5%
Medical System	2,054	14.9%		2,062	13.0%		+8	+0.4%
Operating profit	1,113	100.0%	8.1%	1,274	100.0%	8.0%	+160	+14.4%
Information Infrastructure	940	84.5%	9.8%	1,256	98.6%	10.9%	+316	+33.6%
Application Service	63	5.7%	3.0%	△44	△3.5%	△2.0%	△108	-%
Medical System	109	9.8%	5.3%	62	4.9%	3.0%	△46	△42.7%

**Information Infrastructure Business:** Demand for cloud-based security products drove overall performance.

**Application Service Business :**Progress in the shift to stock business contributed to performance, revenue growth YoY in the CRM, SE,and EdTech fields.

Operating profit decreased due to a change in the method of recording software development costs for the EdTech business, with the entire amount now being recorded as selling and administrative expenses.

**Medical Systems Business :**For business expansion, Personnel expenses and aggressive development investments increased.





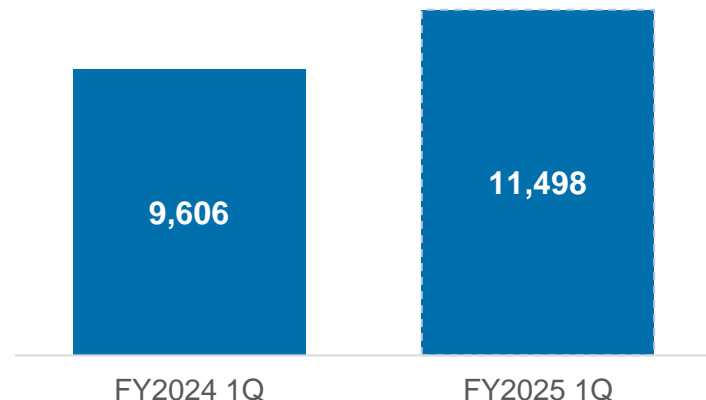
# Business Highlights for FY2025 1Q by Segment (Consolidated)

Information Infrastructure Business

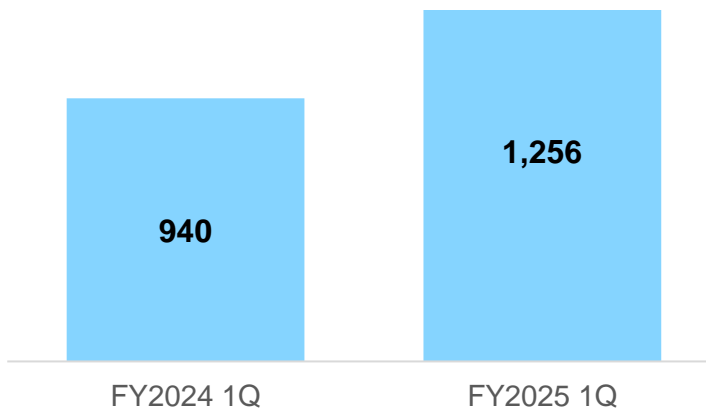
TechMatrix

## Revenue

(¥million)



## Operating Profit



The **highest** 1Q consolidated revenue and Operating profit.

YoY

Revenue

+ **1,891** million yen + **19.7** %

(+) Increasing demands for cloud-based security products and Next-Generation Mail security solutions.

(+) Accumulation of multi-year subscriptions.

(+) Firmus was consolidated from the 3rd quarter of FY2024.

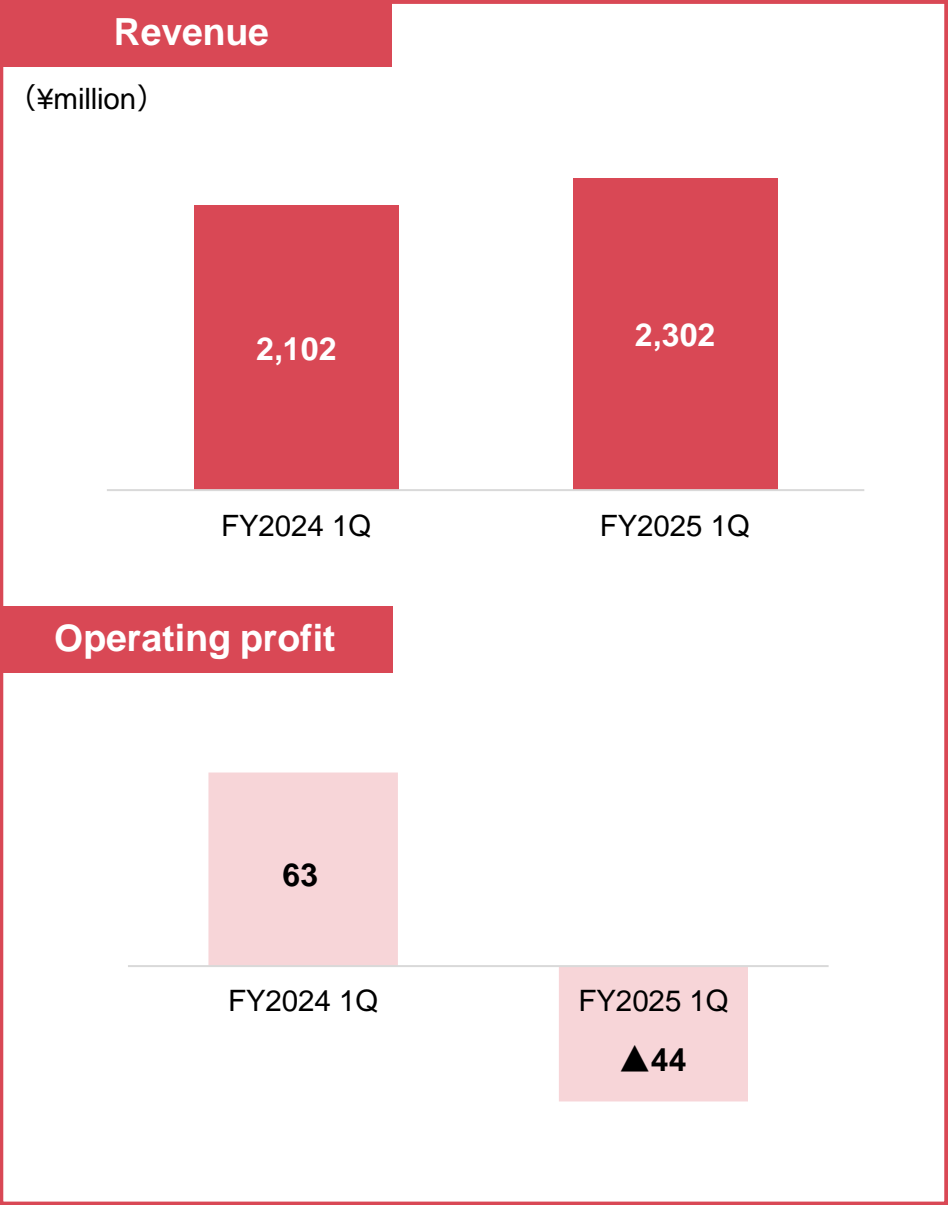
Operating profit

+ **316** million yen + **33.6** %

(+) Thoroughly conducted sales activities with profitability in mind (Decrease in SG&A expenses to sales ratio)

(-) Cross Head and OCH's operating profits decreased YoY.





Although revenue increased YoY, operating profit decreased due to a change in the method of recording software development costs in the EdTech business.

YoY

Revenue

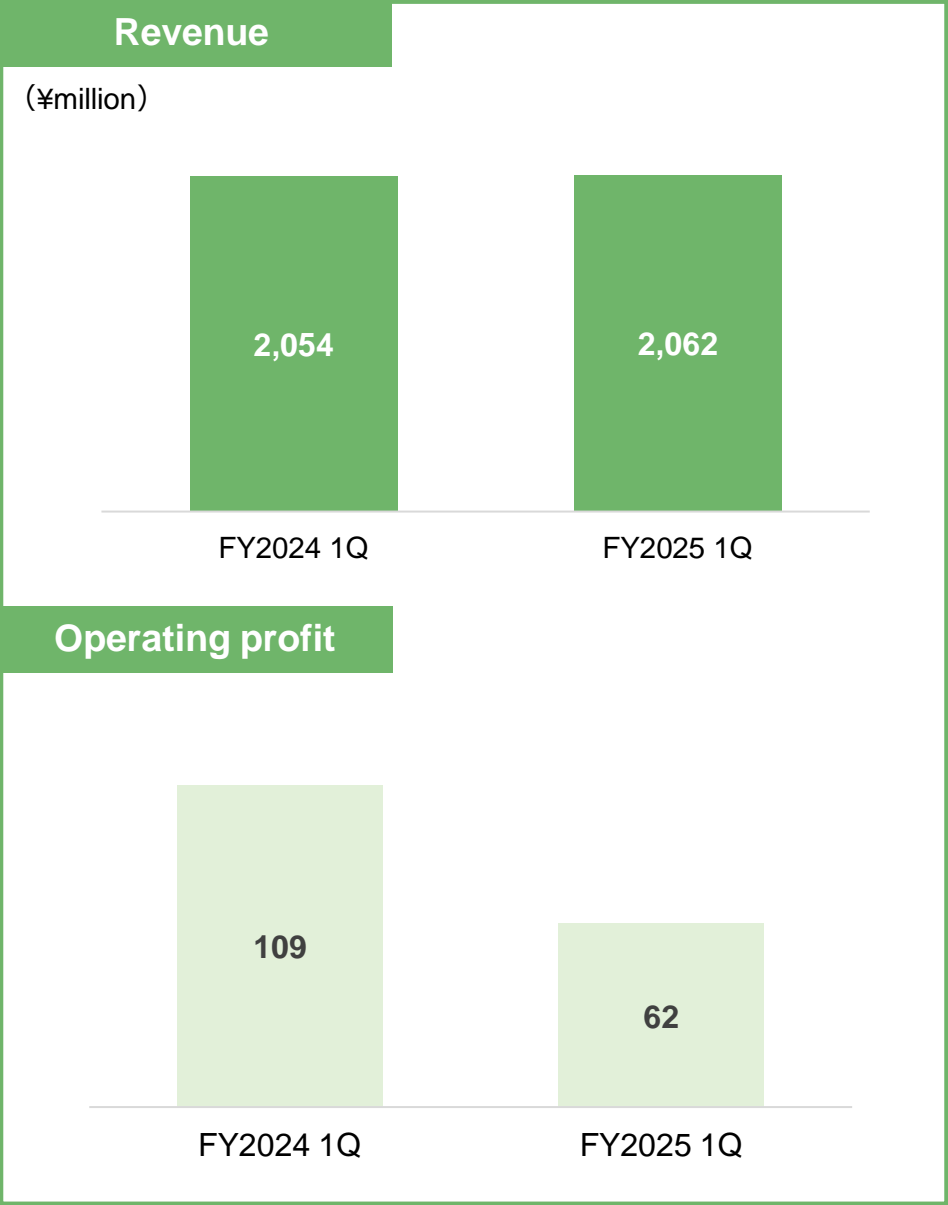
+ 200 million yen + 9.5 %

- (+) Strong demand for cloud-based contact center CRM system (FastHelp) (CRM)
- (+) Revenue increased due to the accumulation of stock-type businesses accelerated by the progress of subscriptions. (CRM、SE、EdTech)

Operating profit

▲ 108 million yen — %

- (-) All software development costs were recorded as research and development expenses. (49million yen) (EdTech)
- (-) Increase in personnel expenses and selling and administrative expenses due to business expansion (CRM)
- (-) Failure to accumulate orders. (BS)



Although sales revenue remained at the same level as previous year, operating profit decreased due to increased investment costs. Operating profit exceeded the plan.

YoY

Revenue

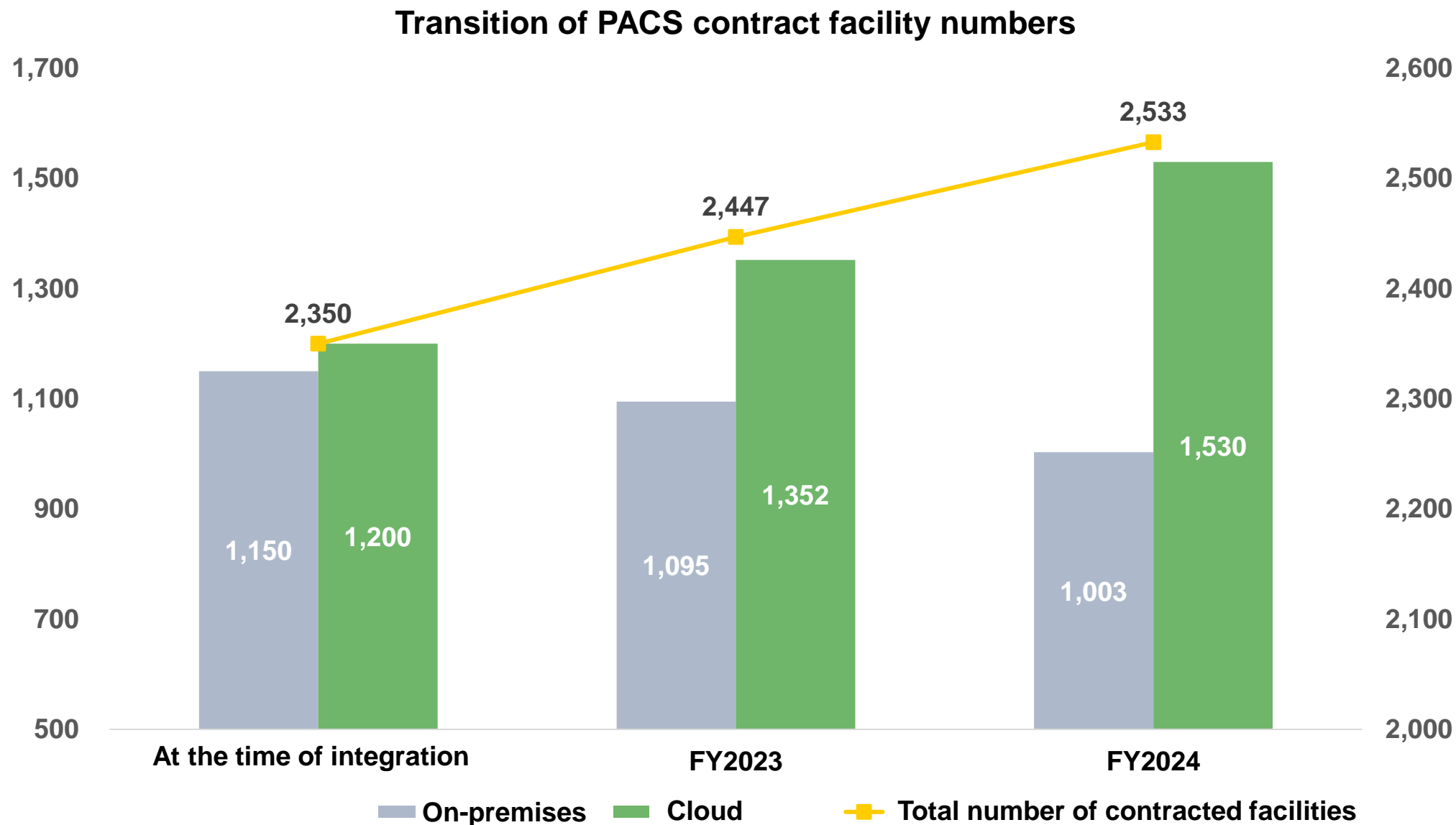
+ 8 million yen      + 0.4 %

- (+) NOBORI, a medical information cloud service and a PHR application, performed well.
- (+) Ichigo and A-Line performed well.
- (-) Gradual shift to cloud computing.

Operating profit

▲ 46 million yen      ▲ 42.7 %

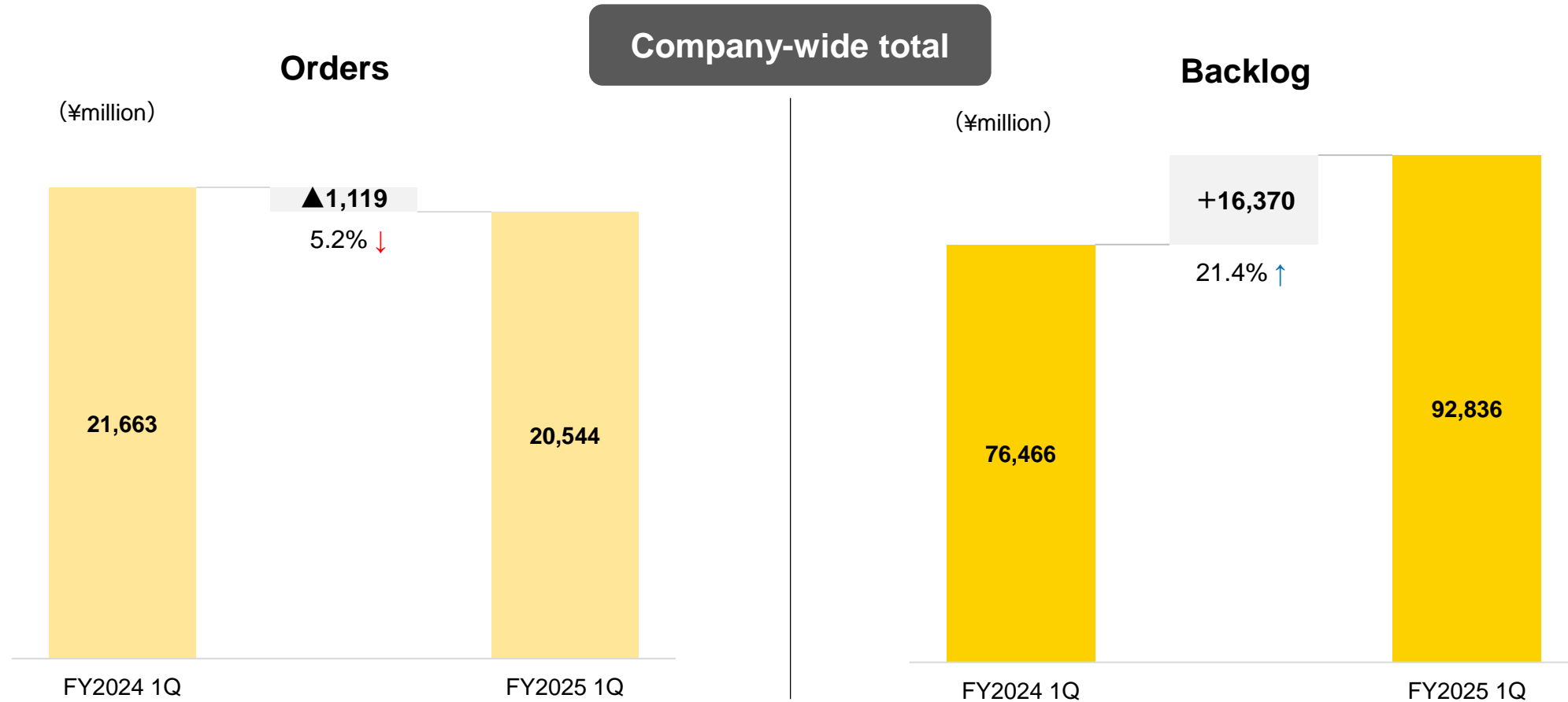
- (-) Increased labor and investment costs(PSP)
- (-) Amortization of development costs(PSP)





# Booking and Backlog for FY2025 1Q (Consolidated)

- Consolidated orders received decreased slightly YoY due to multiple large renewal orders in the information infrastructure business in the previous fiscal year.
- Strong backlogs, in particular, in Information Infrastructure business.
- Information Infrastructure, Application Service, and Medical System businesses all orders steadily increased.

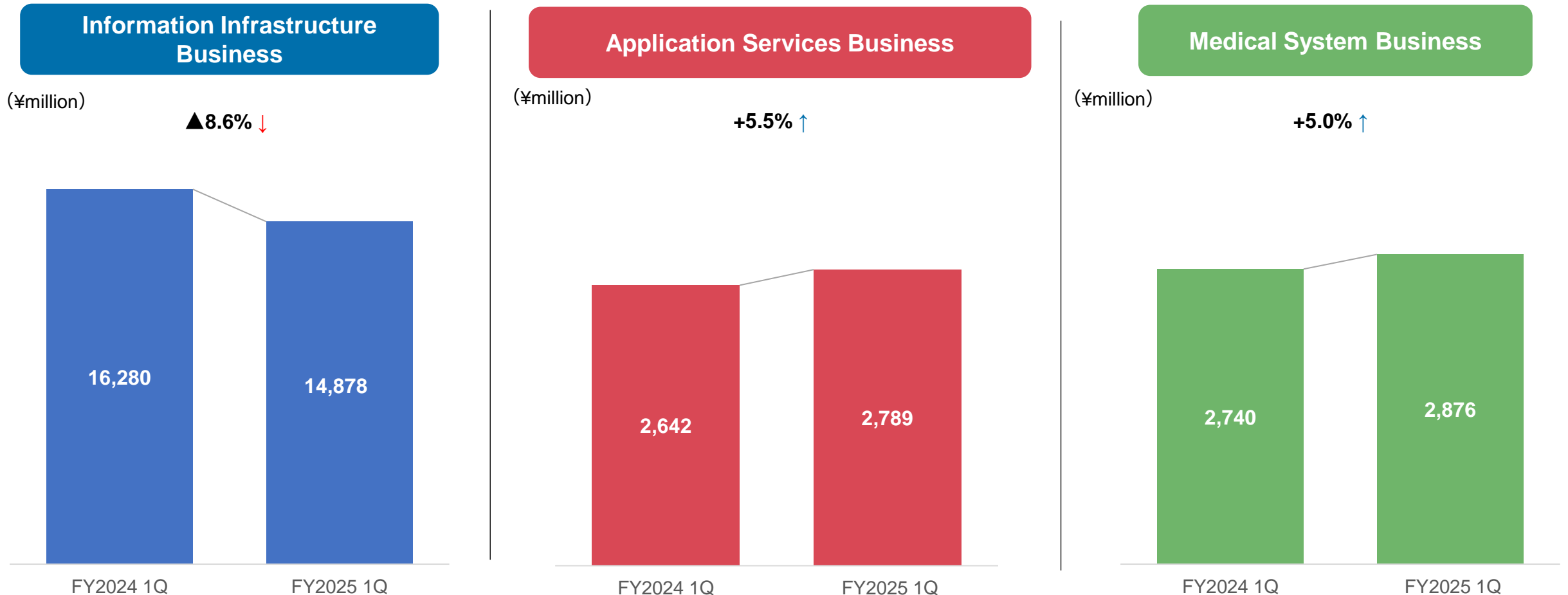


# Booking by Segment for FY2025 1Q (Consolidated)

**Information Infrastructure Business** : Although we received a new large order for a cloud-based security product, orders were slightly down YoY due to multiple large renewal orders received in the previous term. However, orders were increased compared to the plan and remained steady.

**Application Service Business** : Strong performance mainly in the CRM field and Software quality assurance field.

**Medical Systems Business** : Orders for medical image management systems ( PACS ) were steady and exceeded the plan.



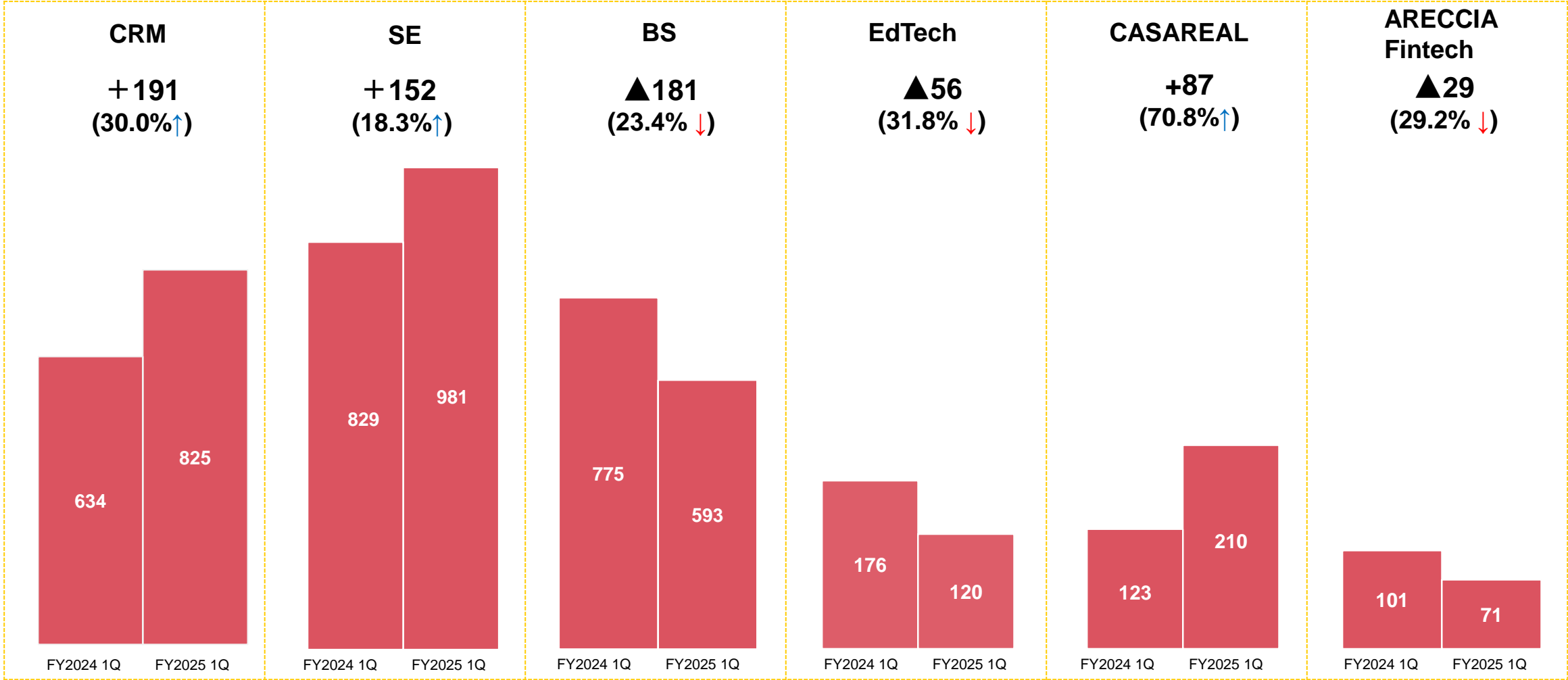


# Booking for FY2025 1Q by Field (Consolidated)

## Application Service Business

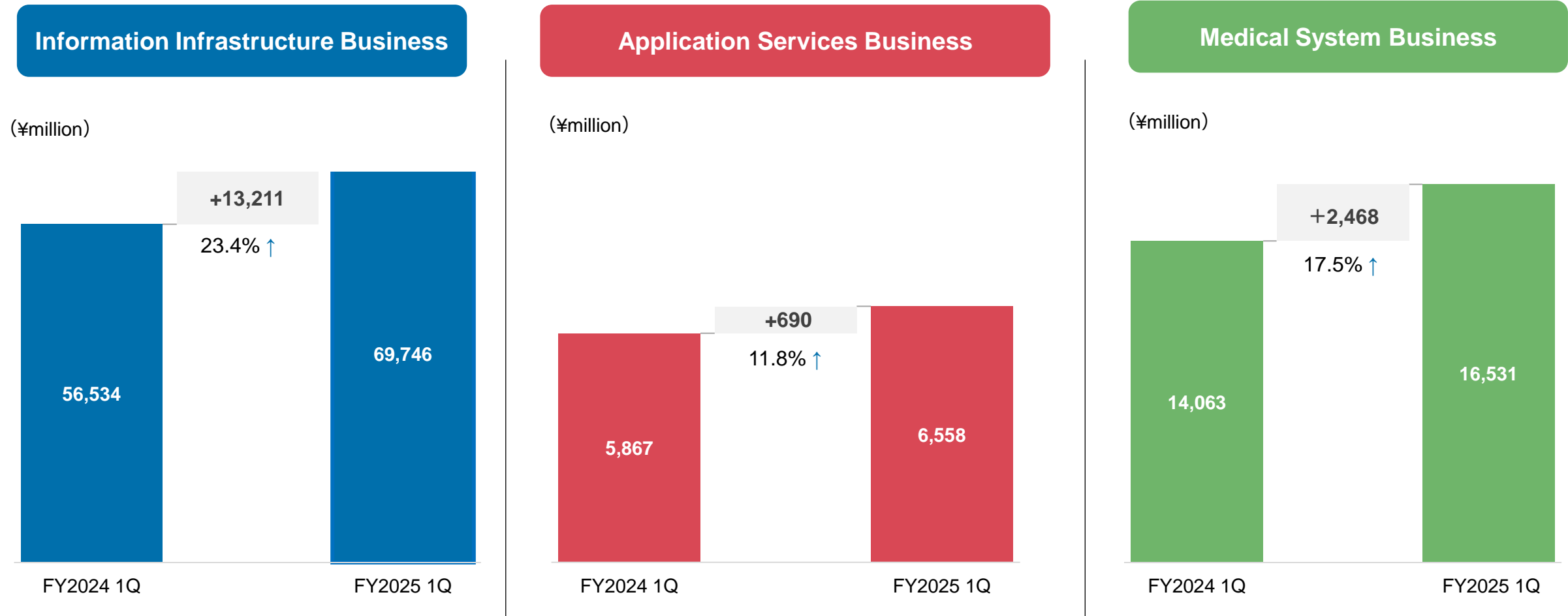


(¥million) ※ Figures before consolidation adjustments between divisions



※ Division name abbreviation  
CRM: Contact center / Call center, SE: Software quality assurance, BS: Business solution, EdTech: Education

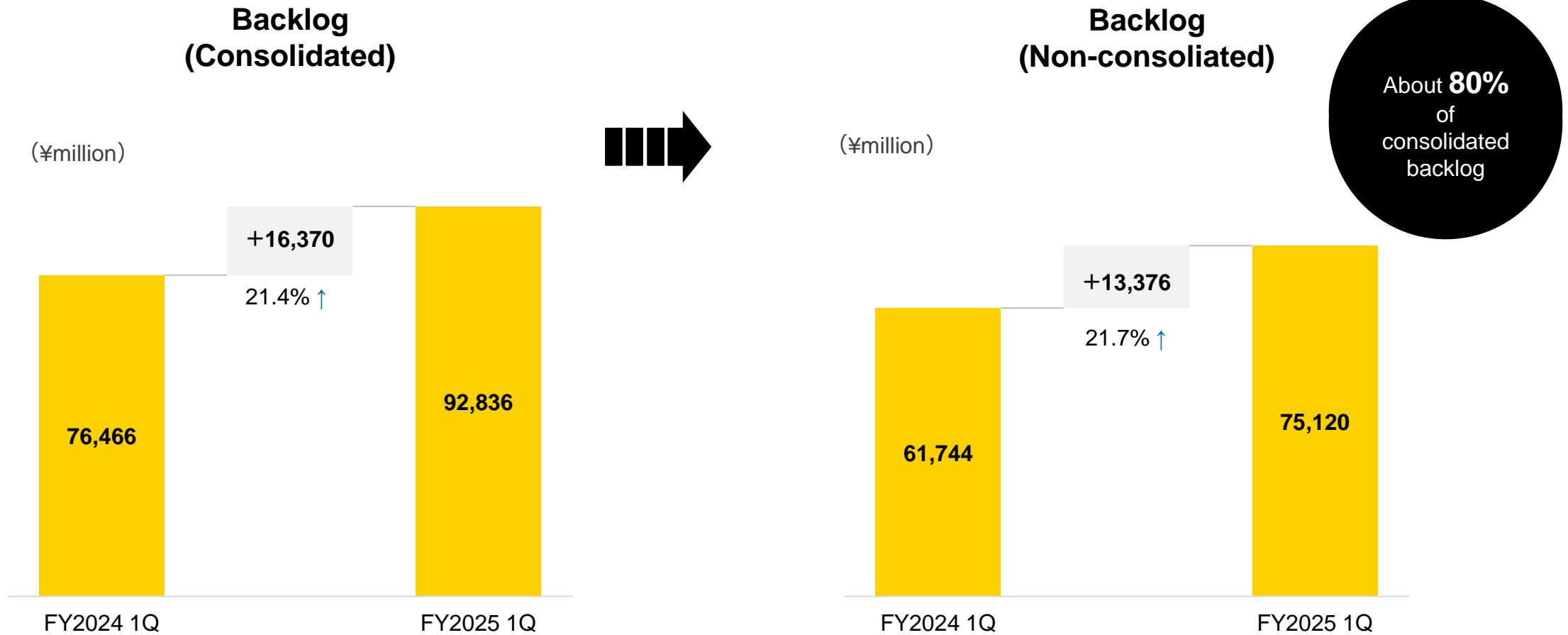
- In increasing tendency due to shift to subscription (strengthening stock business).





# Backlog for FY2025 1Q (Non-Consolidated)

- Consolidated and non-consolidated (TechMatrix only) backlogs are as follows.

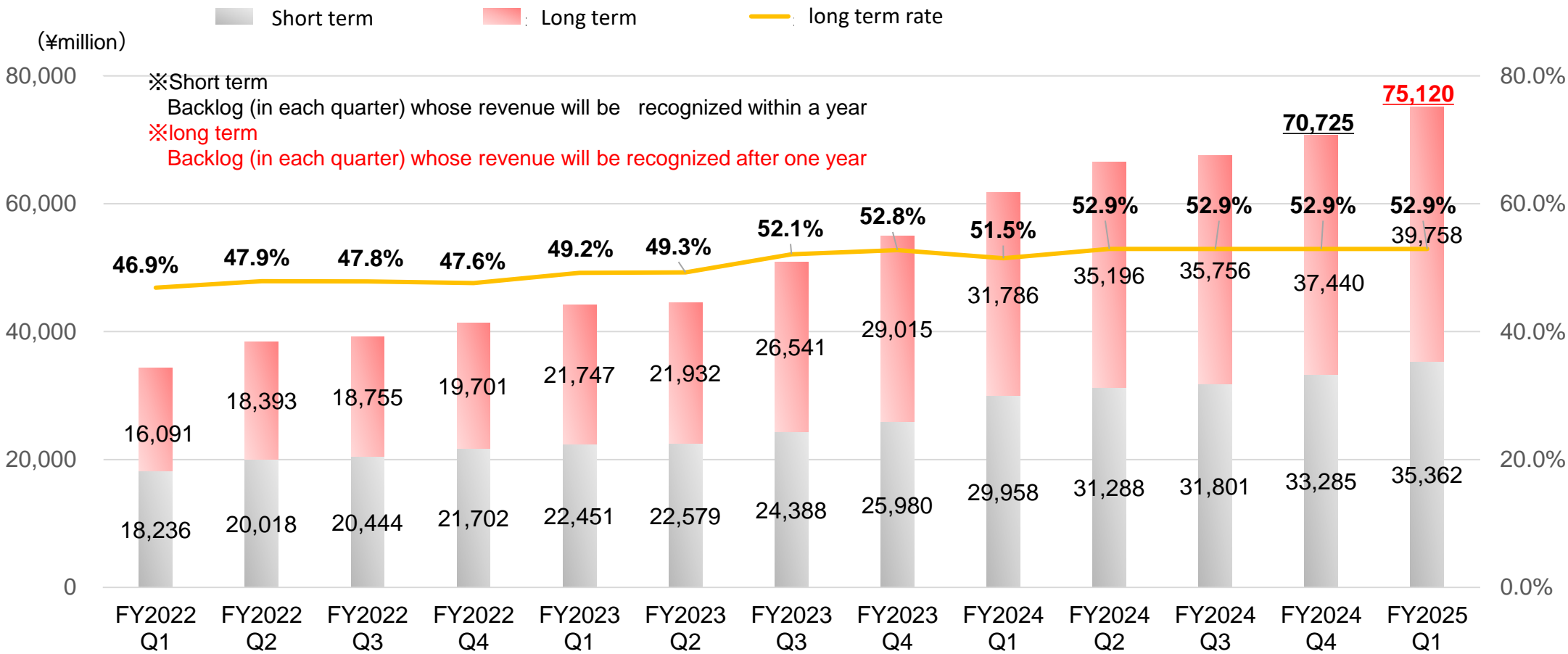






# Backlog for FY2025 1Q (Non-Consolidated)

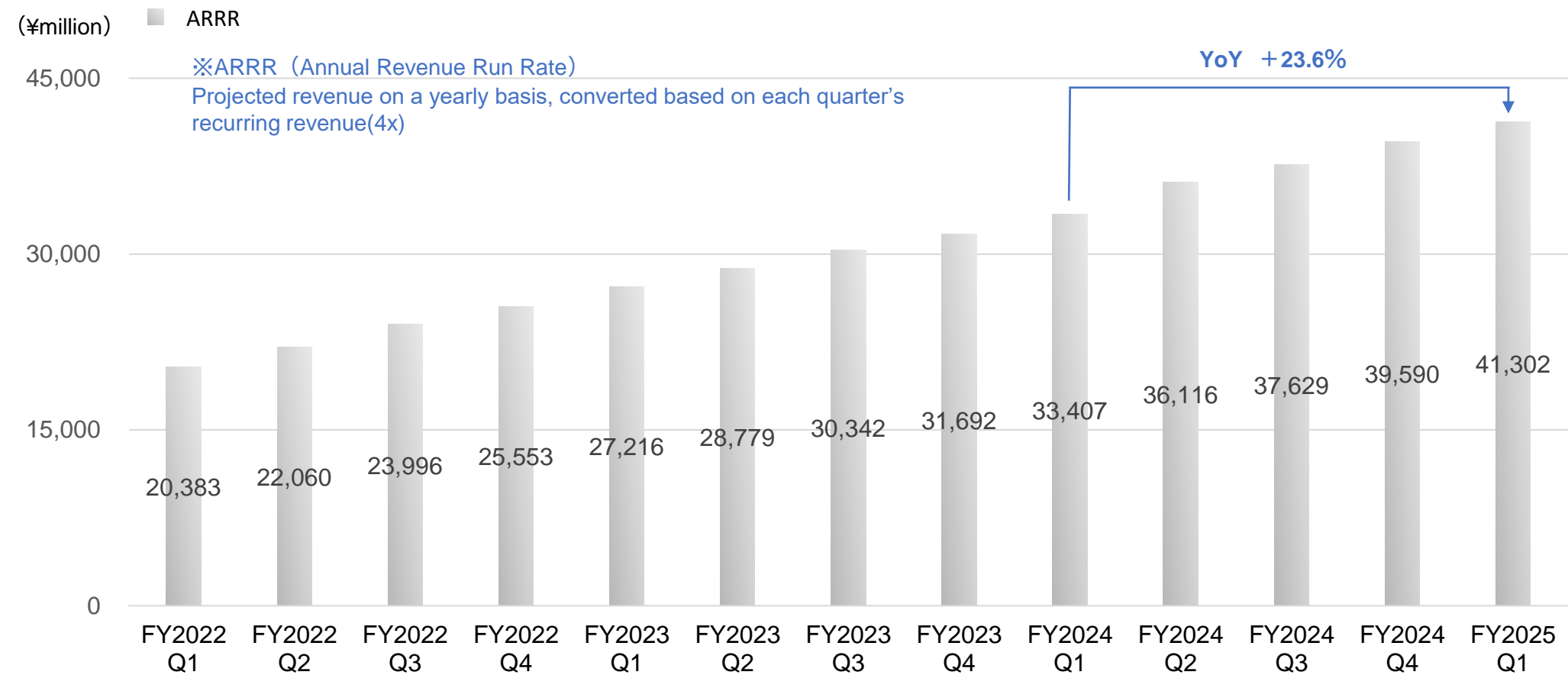
- Non-consolidated backlog (for only TechMatrix) are as follows.














# ARRR for FY2025 1Q (Non-Consolidated)

- Non-consolidated ARRR (only at TechMatrix) is as follows.





# Weather chart by Segment (Based on revenue) for FY2025 1Q

Information Infrastructure Business		YoY
Next-Generation Firewall / SASE / XDR / SOAR ( Palo Alto )	• Increased revenue for cloud-based security products as a result of the accumulation of medium-sized projects. New demands continue to increase.	
Next-Generation Mail security( ProofPoint )	• Revenue increased YoY due to strong new demand for cloud-based solutions that utilize DMARC to respond to spoofed e-mails and accumulation of stock type business.	
Antivirus / Intrusion prevention Appliances / Security Information and Event Management(SIEM) / Web security ( Trellix, Skyhigh )	• Revenue increased YoY due to strong orders for Intrusion prevention Appliances.	
Storage products ( Dell, Cohesity )	• Medium-scale projects were accumulated mainly in the media/entertainment industry.	
Load balancers ( F5 )	• Revenue for application delivery / load balancer ( BIG-IP ) increased as a result of the accumulation of medium-sized projects.	
Personal Authentication Systems & Forensic Products ( RSA )	• Increased revenue due to increased demand for Forensic Products.	
Security-related operation and monitoring services ( TPS )	• Although orders are on the rise, sales decreased due to a backlash from receiving a medium-sized, temporary order in the previous period.	
Other security products	• Strong demands for Cyber Hygiene and Next-generation anti-virus products utilizing AI and Web application vulnerability assessment tool.	
CROSS HEAD & OCH	• CROSS HEAD: Maintained the same level as the previous year. • OCH: Sales decreased due to a decline in sales performance of major distributors of new UTM products.	



+ 10% and over



+ 5% ~ +10%



within ±5%












within △10%



under △10%



# Weather chart by Segment (Based on revenue) for FY2025 1Q

Application Services Business		YoY
CRM field	<ul style="list-style-type: none"> <li>Market environment is favorable. Revenue increased due to the accumulation of stock-type businesses accelerated by the progress of subscriptions.</li> </ul>	
Software Quality Assurance field	<ul style="list-style-type: none"> <li>Strong demands for testing tools, especially in the automotive industry.</li> <li>Revenue increased due to the accumulation of stock-type businesses accelerated by the progress of subscriptions.</li> </ul>	
Business Solution field	<ul style="list-style-type: none"> <li>Revenue decreased YoY due to failure to accumulate orders.</li> </ul>	
EdTech field	<ul style="list-style-type: none"> <li>Increased revenue significantly due to deployment to public schools in addition to private schools that offer advanced education and the accumulation of projects.</li> </ul>	
CASAREAL	<ul style="list-style-type: none"> <li>Sales increased due to steady growth in the education business, including IT training.</li> </ul>	
ARECCIA Fintech	<ul style="list-style-type: none"> <li>Maintained the same level as the previous year.</li> </ul>	
Medical System Business		YoY
PSP	<ul style="list-style-type: none"> <li>On-premise sales decreased due to the cloud shift but maintained the same level as the previous year due to an increase in cloud sales.</li> <li>New contracts, renewals, and replacements of cloud-based PACS were all steady.</li> </ul>	
Ichigo	<ul style="list-style-type: none"> <li>Maintained stable sales growth for teleradiology and telepathology and exceeded the plan.</li> </ul>	
A-Line	<ul style="list-style-type: none"> <li>Expanded the installation of radiation dose management systems for medical institutions due to the increased willingness of medical institutions to invest in safety management systems for medical radiation.</li> </ul>	



+ 10% and over



+ 5% ~ +10%



within ±5%



within △10%

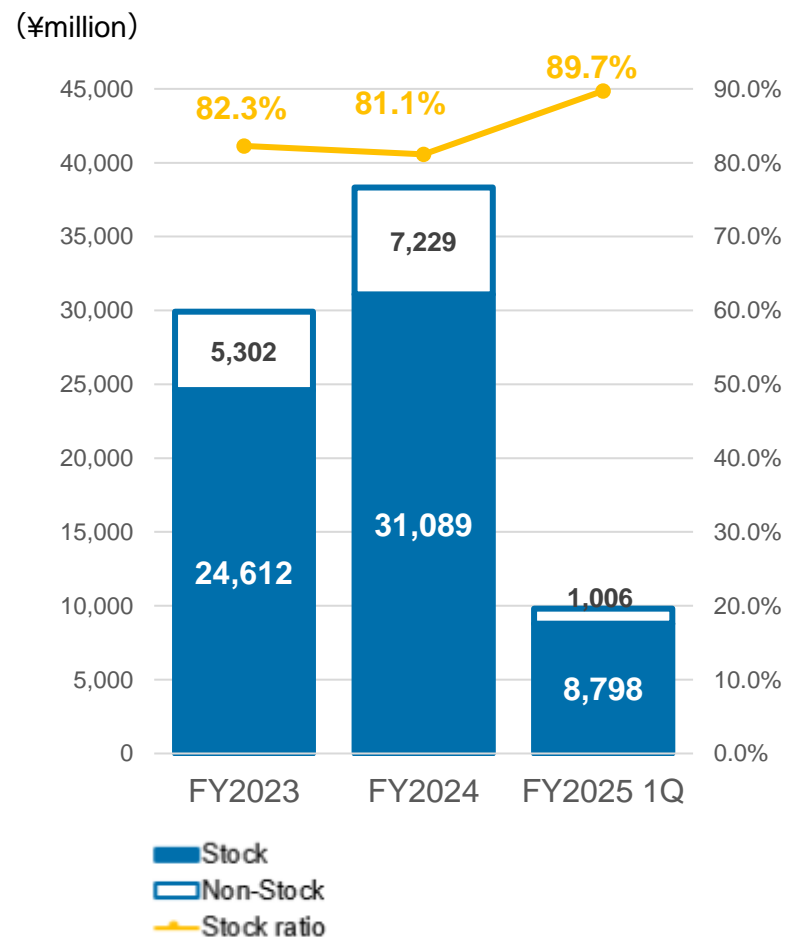


under △10%

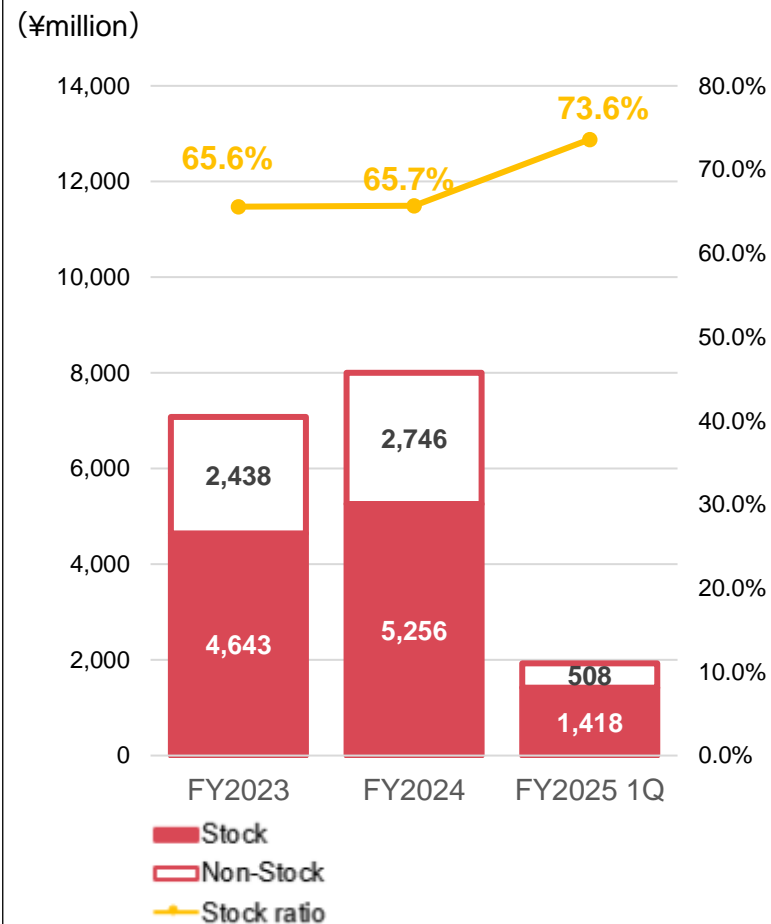


# Stock type sales (Recurring revenue) ratio of TECHMATRIX and PSP

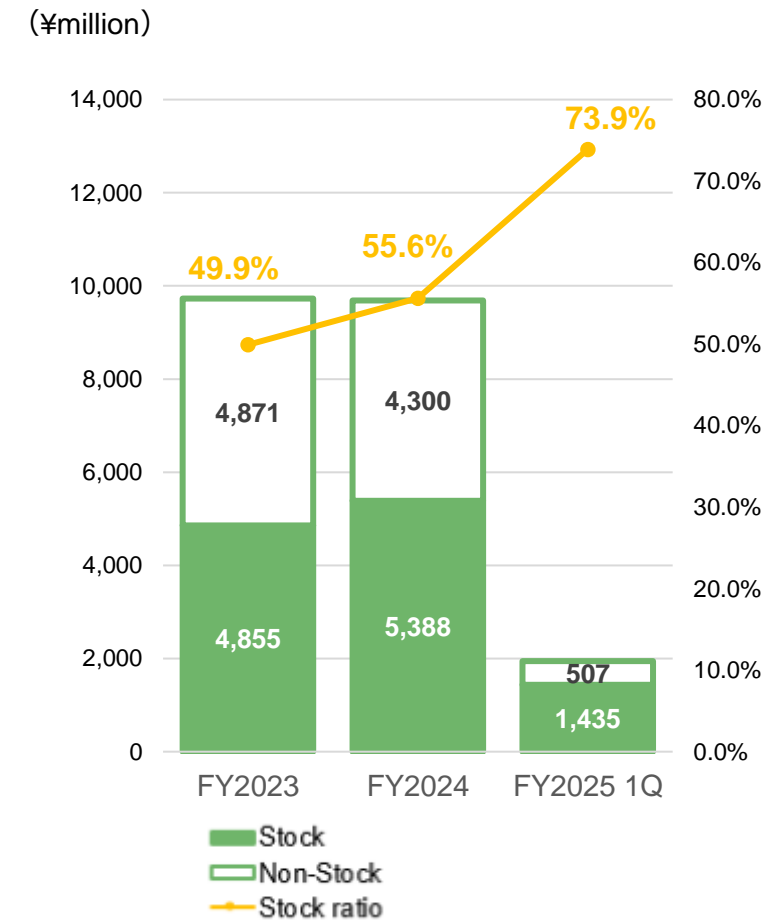
## Information Infrastructure Business



## Application Services Business



## Medical System Business



※ FY2024,25 excludes financial business



# Consolidated Statement of Financial Position

※“Advance payments” included in “Other current assets” and “Advance received” included in “Other current liabilities” were increased as a result of increase in order for subscription-based cloud security services.

(¥million)

	FY2024	FY2025 1Q		FY2024	FY2025 1Q
<b>Total current assets</b>	<b>85,446</b>	<b>87,517</b>	<b>Total current liabilities</b>	<b>67,449</b>	<b>69,964</b>
Cash and cash equivalents	27,325	29,197	Trade and other payables	2,166	1,713
Trade and other receivables	7,699	4,714	Borrowings	510	460
Other current assets (※)	50,421	53,605	Other current liabilities (※)	64,772	67,788
<b>Total non-current assets</b>	<b>19,994</b>	<b>20,107</b>	<b>Total non-current liabilities</b>	<b>7,995</b>	<b>7,736</b>
Property, plant and equipment	5,987	6,119	Borrowings	1,750	1,700
Goodwill	4,092	4,091	Other non-current liabilities	6,245	6,036
Intangible assets	3,255	3,272	<b>Total liabilities</b>	<b>29,996</b>	<b>29,923</b>
Other non-current assets	6,658	6,623	Share capital and Capital surplus	6,097	6,099
			Treasury shares	△921	△921
			Retained earnings	18,912	18,885
			Other components of equity	118	48
			Total equity attributable to owners of parent	24,207	24,110
			Non-controlling interests	5,789	5,812
<b>Total assets</b>	<b>105,441</b>	<b>107,625</b>	<b>Total liabilities and equity</b>	<b>105,441</b>	<b>107,625</b>



# Changes in Employees

FY2024	1Q	2Q	3Q	4Q
Information Infrastructure	667 (+32)	659 (+23)	759 (+130)	779 (+143)
Application Service	416 (+39)	421 (+39)	421 (+35)	429 (+42)
Medical System	449 (+30)	457 (+38)	457 (+32)	465 (+39)
Corporate (Common)	54 (+1)	58 (+6)	62 (+11)	65 (+12)
Consolidated total	1,586 (+102)	1,595 (+106)	1,699 (+208)	1,738 (236)
(Firmus Group)			(94)	(108)
FY2024	1Q	2Q	3Q	4Q
Non-Consolidated total	588 (+30)	598 (+55)	605 (+64)	619 (+66)

FY2025	1Q	2Q	3Q	4Q
Information Infrastructure	801 (+134)	-	-	-
Application Service	461 (+45)	-	-	-
Medical System	484 (+35)	-	-	-
Corporate (Common)	66 (+12)	-	-	-
Consolidated total	1,812 (+226)	-	-	-
(Firmus Group)	(112)	-	-	-
FY2025	1Q	2Q	3Q	4Q
Non-Consolidated total	652 (+64)	-	-	-

※The number of employees is the number of full-time employees.

※ Figures in parentheses are year-on-year comparisons.



## 2. Forecast for Fiscal Year ending March 31, 2026





## ■ Change in method of recording software development costs for EdTech businesses

- The entire remaining carrying amount of capitalized software development costs was impaired in the previous fiscal year.
- This fiscal year, as in the past, forecasts were prepared based on the assumption that assets related to software development will be recorded as assets.
- After consulting with the auditing firm, we decided to record the entire software development costs as sales and general administrative expenses (research and development expenses).

FY2024

Assets related to software development were recorded as assets.

After

FY2025

Software development costs are recorded as sales and administrative expenses (research and development expenses)

**Impact**  
(Compared to the  
forecast)

1Q

**49** million yen

2Q~4Q

About **150** million yen



- The forecasts announced in May 2025 remains unchanged.

(¥million)

	FY2024	FY2025	YoY	
	Actual	Forecast	Change	Change %
Revenue	64,882	73,000	+8,118	+12.5%
Operating profit	6,668	7,600	+932	+14.0%
Profit margin	(10.3%)	(10.4%)		(+0.1P)
Profit before tax	6,424	7,600	+1,176	+18.3%
Profit attributable to owners of parent	4,060	4,880	+820	20.2%



## Forecast by segment(Consolidated)

- The forecasts announced in May 2025 remains unchanged.

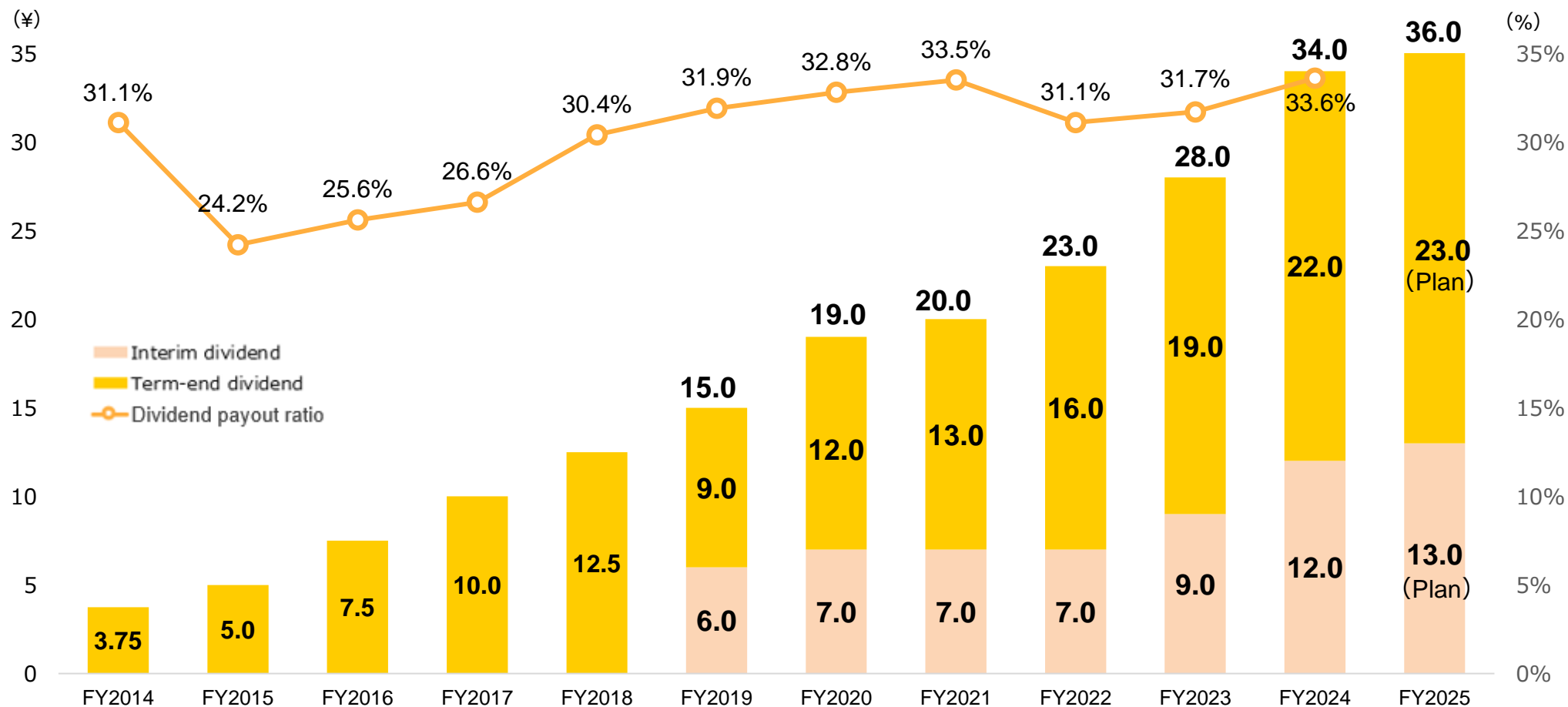
(¥million)

Revenue	FY2024	FY2025	YoY	
	Actual	Forecast	Change	Change %
Information Infrastructure	45,585	52,600	+7,015	+15.4%
Application Service	9,177	10,200	+1,023	+11.1%
Medical System	10,119	10,200	+81	+0.8%

Operating profit	FY2024	FY2025	YoY	
	Actual	Forecast	Change	Change %
Information Infrastructure	5,273	6,200	+927	+17.6%
Application Service	141	500	+359	+254.6%
Medical System	1,253	900	▲353	▲28.2%



- Anticipating dividend increase for 11th consecutive fiscal years.
- We are considering revising our dividend policy at the time of this interim dividend payment.



※As a result of the 1:2 stock split implemented in Marth 2017 and July 2020, the amount of dividends for prior periods presented assuming that the stock split was implemented.



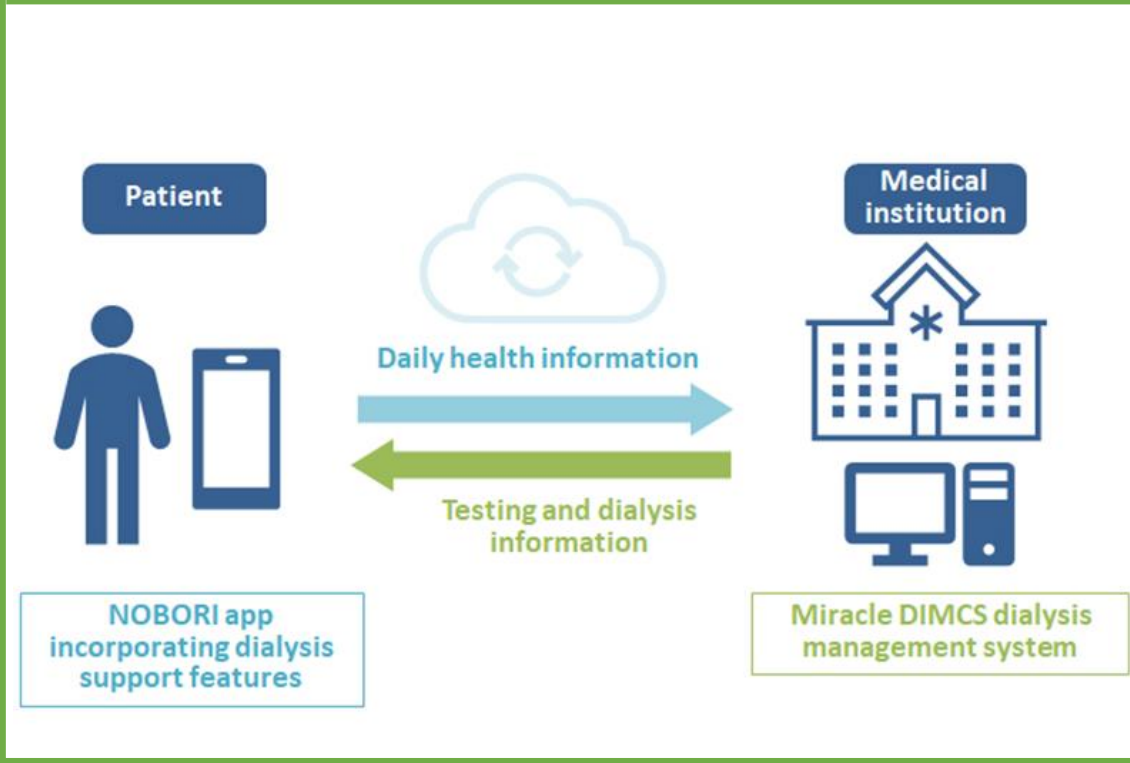
# 3. Topics of Business activities



## Medium-term Management Plan: Diverse alliances/M&A

In June 2025, the three companies, Toray Industries, Inc., Toray Medical Co., Ltd., and PSP Corporation collaborated to integrate PSP's personal health record (PHR) application "NOBORI" with Toray Medical's dialysis management system "Miracle DIMCS", and then its verification test for patients started at selected medical institutions.

### Integration of PHR app "NOBORI" and dialysis management system "Miracle DIMCS"



### Background

- Dialysis medical settings are likely to see more complicated medical treatment and run short of healthcare professionals.
- Streamlining operations and easing the workloads of frontline caregivers is required.

### Effect of system development and integration

- Dialysis patients can:
  - Check their schedules and test results on their own.
  - Manage their own health data proactively.
  - Report their off-site life record to the hospital.
  - Build health awareness and improve self-care.
- Medical institutions can:
  - Provide medical information to patients.
  - Collect health data from patients.
  - Share patients' health data among medical team.
  - Streamline operations to enhance patient care.

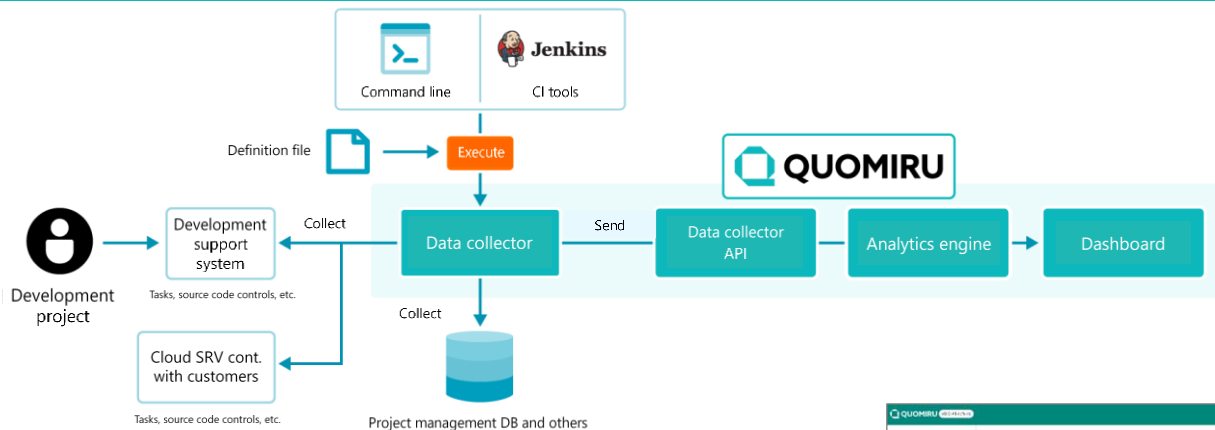


## Medium-term Management Plan: Expanding portfolio of products and services



- Launched a software development support dashboard tool “Quomiru”, our first proprietary product in the SE field

### Features



- Design based on expertise accumulated on our development scene
- Rich set of widgets specific for software development
- Retrieval of useful data from collected ones, as well as flexible configurability

⇒ **A business intelligence tool to ease workload on software development and maintenance processes**



### Problems on the development scene

- Complicating software development
- Transcribing error, overlook of info, lack of real-time sense and other concerns due to manual-based collection of data dispersed in multiple tools
- Lower product quality and customer satisfaction due to failure to identify the status of progress and risks

Dashboards tool that can visualize the development progress, product quality, and risks in the software development processes on a real-time basis

Helps identify potential risks by allowing the system to automatically collect and visualize development data



# EOF



(Reference)  
Medium-Term Management Plan  
“Creating Customer Value in the New Era”

# TechMatrix Corporate Philosophy

**To survive the new era as a company that creates the future, new business development is absolutely necessary.**

## **Mission Statement**

The IT professional group who create a better future

## **Action Guidelines**

- In a spirit of co-existence and co-prosperity, we work hard to make a contribution to our customers and society.
- Keeping in mind the importance of humbly learning something new, we continue to challenge new technologies and new businesses.
- All the members make a strong commitment to a team success and team growth through open discussion.

# Slogan for the New Medium-Term Management plan (2024-2026)

**Creating Customer Value in the New Era**



# Thoughts on the New Medium-Term Management Plan

The TechMatrix Group will continue to be a company that creates **a better future** by solving social issues with solutions packed with its **foresight** and **Business know how**.

## Foresight involves

- Discovering social issues to be solved
- Finding state-of-the-art technologies.



## Business know-how

- Holding more In-depth knowledge than customers do on business processes in focused industries requiring expert knowledge or skills.



## A better future

- Enhancing customer convenience and operational efficiency
- Building a society where customers can live safely and with peace of mind.

# New Medium-Term Management Plan

## Creating Customer Value

### **Source of customer value (DNA)**

Offering solutions packed with  
Business know-how

### **Credo and aspiration (corporate culture)**

Providing close support for customers  
Serving persistently without giving up

An environment where every single employee  
can take on challenges to grow

### **Business infrastructure (basis for offering customer value)**

Recruiting and retaining talents  
Putting in place systems for conducting operations quickly and accurately



# New Medium-Term Management Plan

## the New Era

**Decrease in the  
working population**



×

**Emergence of  
new technology**



×

**corporate social  
responsibility**



# New Medium-Term Management Plan: Key Strategies

## Purposes (what we want to achieve)

**Expanding  
business domains**

**Expanding business  
in the overseas market**

**Creating businesses  
by utilizing data**

## Measures (to make them happen)

**Expanding portfolio of  
products and services**

**Utilization of AI**

**Creation of synergies by  
strengthening group  
collaboration**

**Diverse alliances / M&A  
(expansion of existing business,  
creation of new business)**

**Developing and retaining talents  
(including promotion of diversity)**

# New Medium-Term Management Plan: Focus Areas



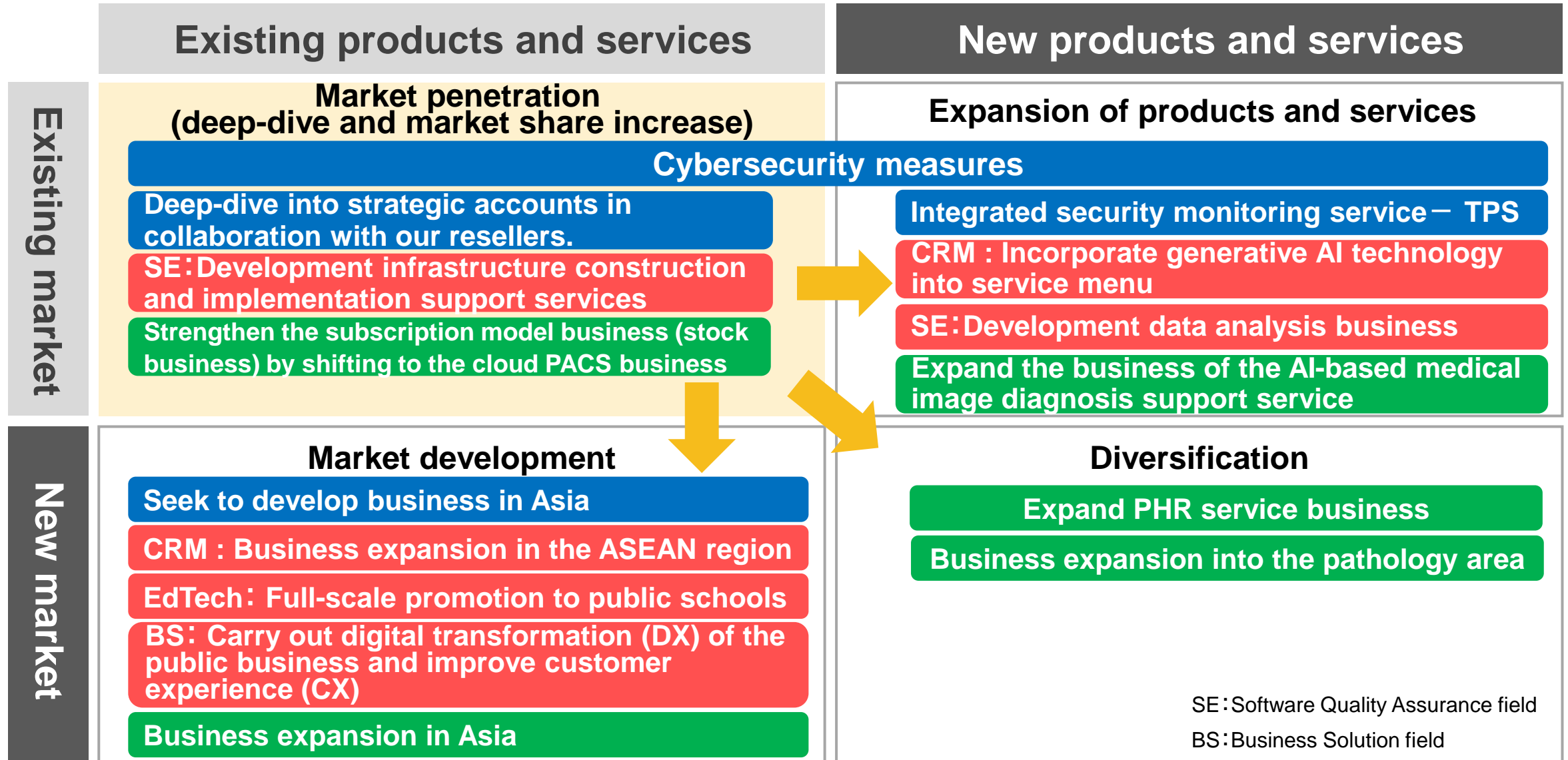
Information Infrastructure



Application Service



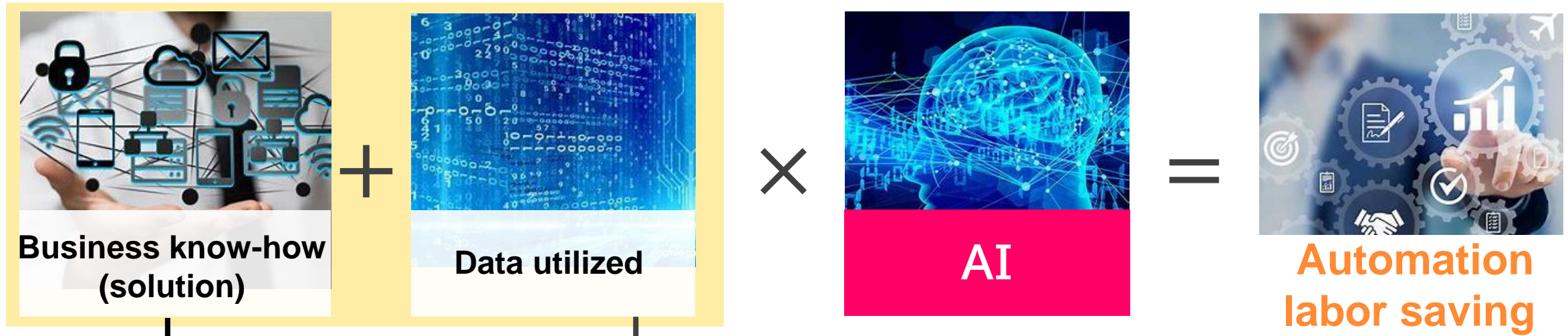
Medical System





# New Medium-Term Management Plan: Data utilization

Support automation and labor saving through data utilization  
for Customers of our solutions



- **Medical System field**  
Medical institution business processes including medical image management
- **CRM field**  
Call center / contact center operations and knowledge management
- **SE field**  
Software development process and quality control
- **Security field**  
Cybersecurity measures and security operations

- **Medical System field**  
medical image data  
\*More than 50 million people and more than 300 million data items (as of March 2024)
- **CRM field**  
call history data  
Inquiry history data



(Reference) Data • Other

# 62,897,000

The number of **patients** who stored medical images in NOBORI

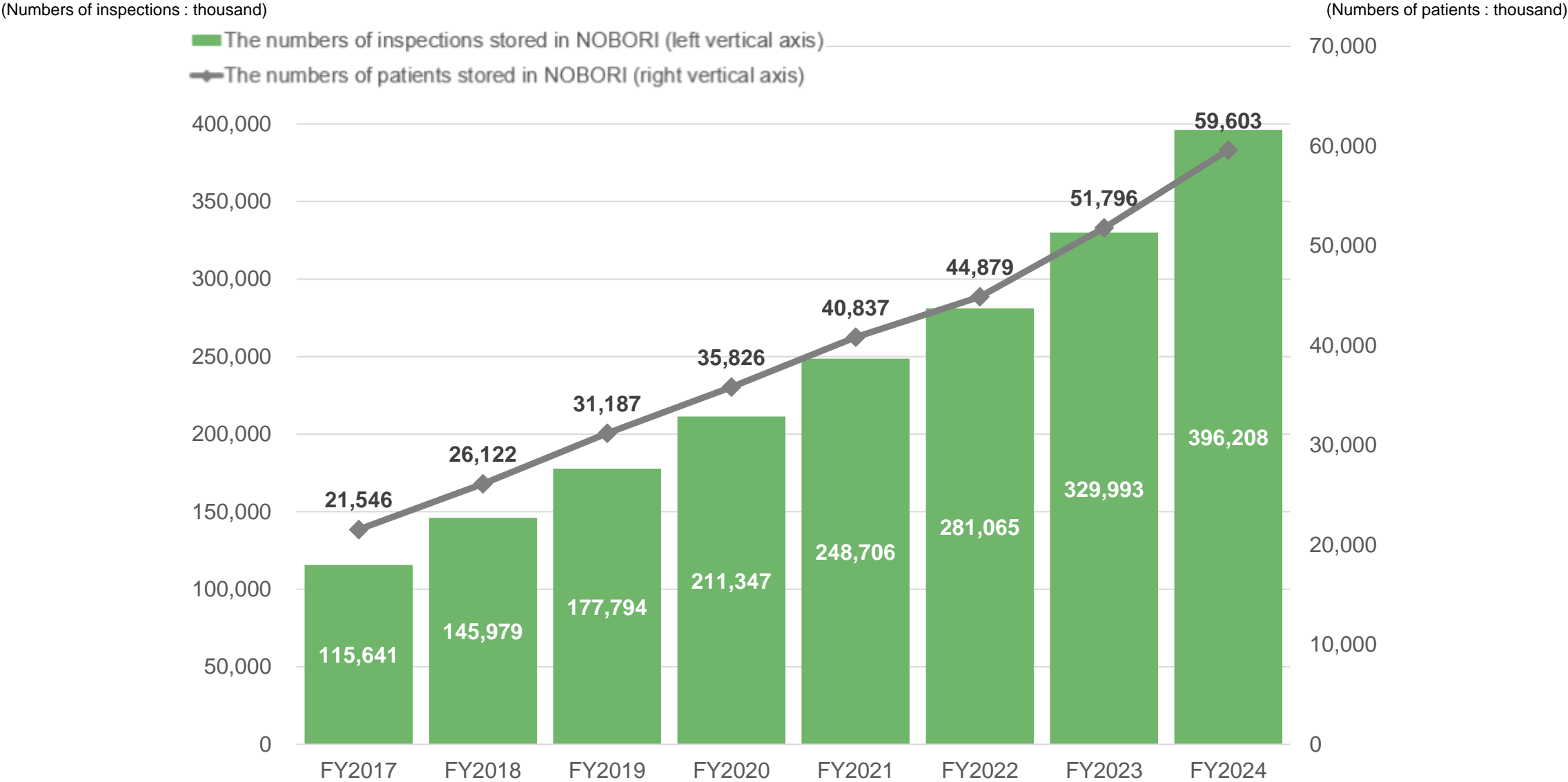
# 417,714,000

The number of **inspections** stored in NOBORI

(June 30, 2025)



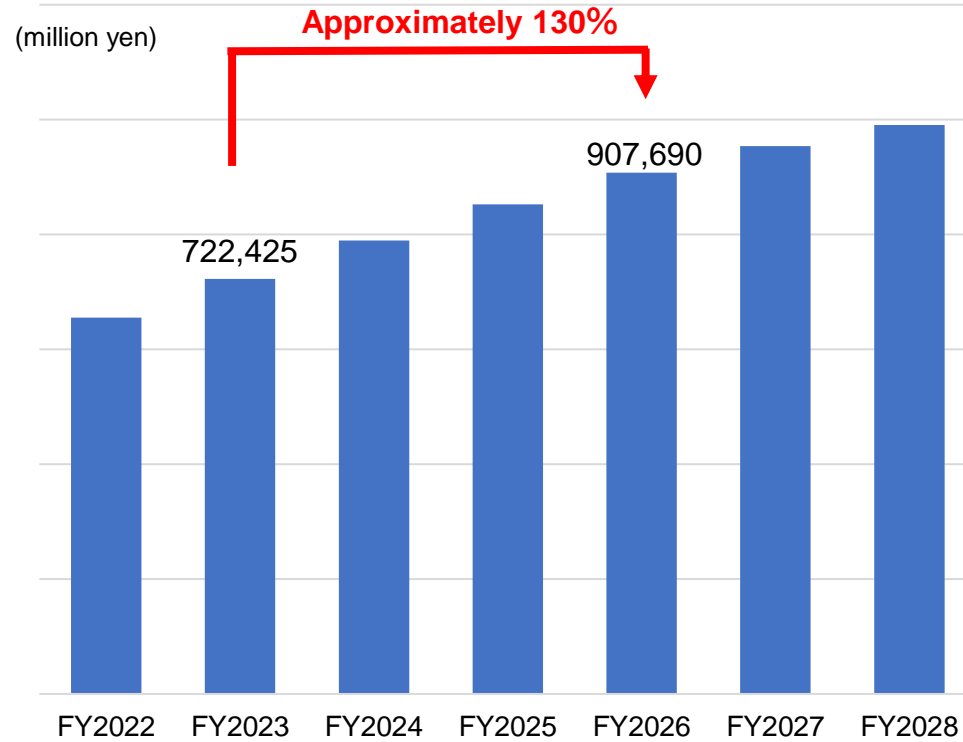
# Data Stored in NOBORI





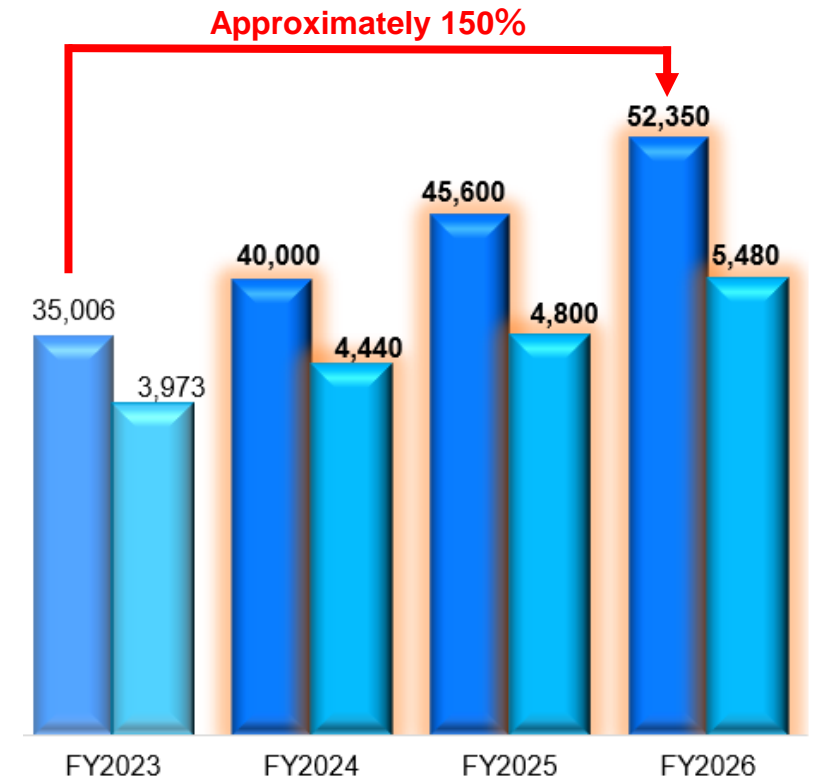
Network security business market is expected to continue expanding

## Domestic market forecast for network security business



■ Net sales  
■ Operating income

## Medium-term plan for our information infrastructure business



Source: Fuji Chimera Research Institute, Inc.  
Created based on 「Survey of the domestic market for network security business」



At super major and major companies that are our main business partners Continued investment is expected in the future

## Domestic company size Network security investment trends

(Billion yen)

	FY2022	FY2028	Ratio to FY2022
Super major	2,651	4,055	153.0%
Major	2,090	3,313	158.5%
Medium	1,183	1,707	144.3%
Small	627	830	132.4%

(employees)

Super major : 5,000~  
Major : 1,000~4,999  
Medium : 300~900  
Small : 299~1

**Super-major and Major companies are proactive in implementing security measures**, so their investment amounts are steadily increasing. **It is anticipated that active efforts will continue in the future** to prevent business shutdowns due to the increasing sophistication of cyber attacks and security incidents that have increased in recent years.

Small and medium-sized companies have limited budgets for security measures, and future growth in investment amounts is expected to be slower than that of Super-major and Major companies .

**However, steady growth is expected as efforts are being made to comply with security guidelines established by each industry.**

Source: Fuji Chimera Research Institute, Inc.

Created based on 「Survey of the domestic market for network security business」



## The Global Personal Health Record Software Market size is expected to reach \$13.2 Million by 2027

### Market Growth Factors

#### Increasing government initiatives across the globe

There are growing government initiatives across various regions to promote the paperless healthcare mechanism. The burden of carrying multiple papers or prescriptions for availing any health care facilities has led patients to opt for personal health record software.

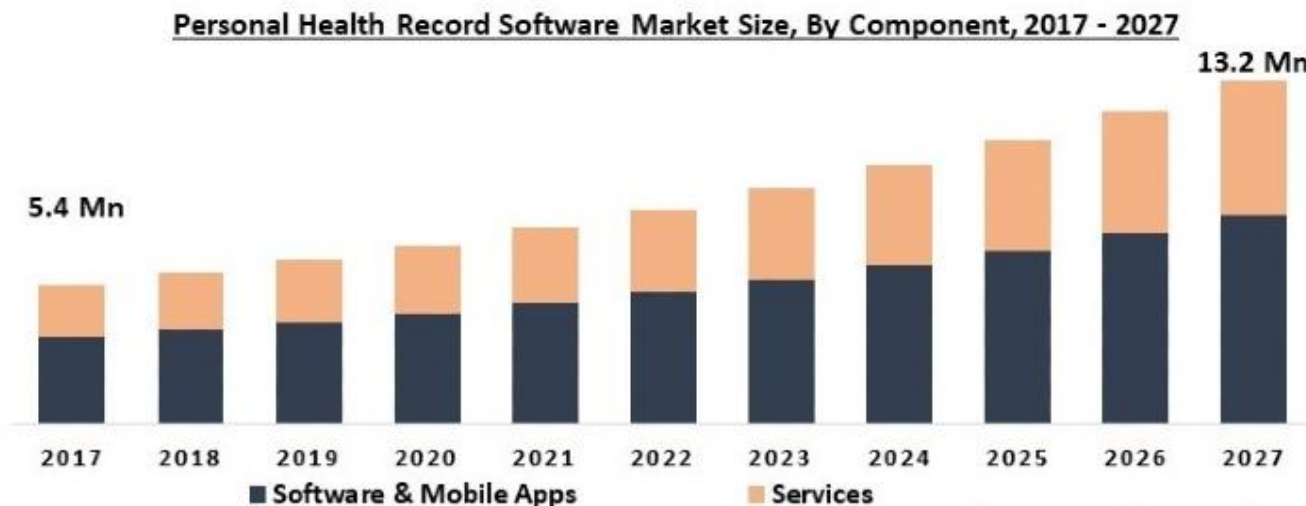
#### Growing digitalization in the healthcare industry

The increasing digitalization across the globe, especially in the healthcare sector is creating demand for more advanced, compact, and convenient technologies and solutions, which is estimated to fuel the demand for personal health record software. This software helps in keeping the health record of a person that includes a wide variety of information like doctor and patient's address, an allergy to the patient, etc., which improves the healthcare management.

Source : Global Information, Inc.

"Global Personal Health Record Software Market By Component (Software & Mobile Apps and Services), By Architecture Type (Payer Tethered, Standalone and Provider Tethered), By Deployment Mode (Web-based and Cloud-based By Regional Outlook, Industry Analysis Report and Forecast, 2021 - 2027 " (KBV Research)

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Source: [www.kbvresearch.com](http://www.kbvresearch.com)



Provision of optimal services to customers based on our Japan's top class track record of supporting product deployments.



**2 years in a row**

- JAPAC Distributor Excellence Award (2023,2024)

**7 years in a row**

- Distributor of the year (2018, 2019, 2020, 2021, 2022, 2023, 2024)

**2 years in a row**

- Excellence in support of the year (2018, 2019)



**2021 Award**

- MVP Partner of the year

**2022 Award**

- Most Dedicated Partner of the Year



**2019~2021,2023~2024 Award**

Channel Services Delivery Excellence Award  
(Former Services Delivery Excellence Awards )



**5 years in a row**

- PARTNER OF THE YEAR (2021, 2022, 2023, 2024,2025)

**2022~2023, 2025 Award**

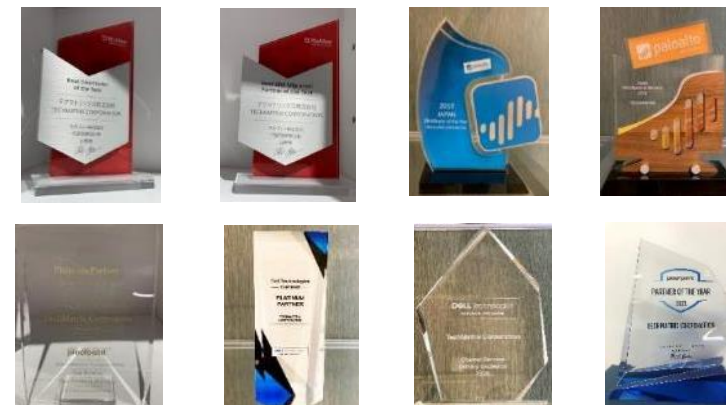
- Deal registration of the year (2022, 2023, 2025)



**2022 Award**

APJ Marketing Partner of the Year

【Others】







<Handling of this material>

Description of future prospect contained in this material, etc. is based on current information.

It may fluctuate due to Macroeconomic trends, Market environment, Our related industry trends, Other internal ・ external factors, etc.

Therefore, there are risks and certainty that actual performance may differ from the descriptions of future prospect, etc.

<Contact>

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