Appendix for the 2nd Quarter of 43rd business period (Fiscal Year Ending March 31, 2027)

October 30, 2026

TECHMATRIX CORPORATION（code：3762）

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1. Business Highlights for the 2nd Quarter (Consolidated)

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Business Highlights for FY2026 2Q（Consolidated）

- **Key KPIs（Consolidated）**

Revenue	Operating profit	Booking	Backlog
+16.8% YoY ¥38,999 m	+10.5% YoY ¥3,507 m	+23.1% YoY ¥53,745 m	+22.2% YoY ¥120,262 m

Stock type sales (Recurring revenue) ratio	Consecutive increase in revenue	Patients who stored medical images in NOBORI	Inspections stored in NOBORI
83.5% TECHMATRIX and PSP	24years in a row March 2026	76.11 m	526.6 m

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Business Highlights for FY2026 2Q (Consolidated)

- **The highest 2Q(consolidated) revenue, operating profit, profit before tax and profit attributable to owners of parent.**

(¥million)

＊FY2025 2Q=2025.4～2025.9 FY2026 2Q=2026.4～2026.9	FY2025 2Q	**FY2026 2Q**	YoY	
			Change	Change %
Revenue	33,377	38,999	+5,621	+16.8%
Operating profit	3,174	3,507	+333	+10.5%
Profit ratio	(9.5%)	(9.0%)		(▲0.5P)
Profit before tax	3,201	3,569	+368	+11.5%
Profit attributable to owners of parent	2,104	2,373	+268	+12.7%

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Business Highlights for FY2026 2Q (Consolidated)

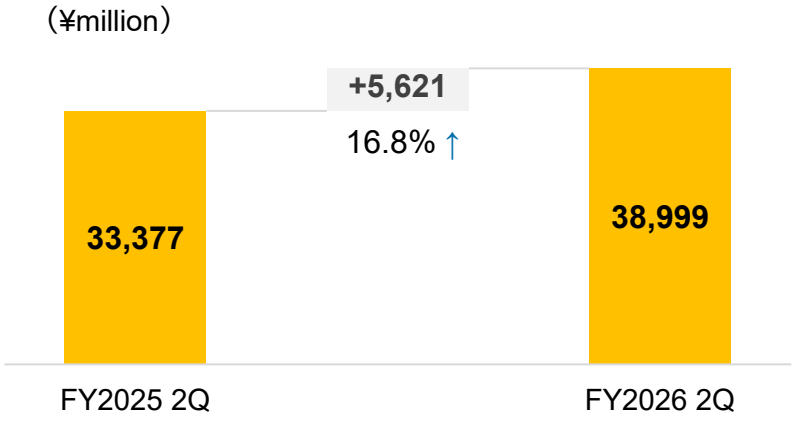
(¥million)

	FY2025 2Q			FY2026 2Q			YOY	
	Results	%	Profit ratio	Results	%	Profit ratio	change	Change %
Revenue	**33,377**	**100.0%**		**38,999**	**100.0%**		**+5,621**	**+16.8%**
Information Infrastructure	24,229	72.6%		28,872	74.0%		+4,642	+19.2%
Application Service	4,716	14.1%		5,458	14.0%		+742	+15.7%
Medical System	4,431	13.3%		4,668	12.0%		+236	+5.3%
Operating profit	**3,174**	**100.0%**	**9.5%**	**3,507**	**100.0%**	**9.0%**	**+333**	**+10.5%**
Information Infrastructure	2,926	92.2%	12.1%	3,220	91.8%	11.2%	+294	+10.0%
Application Service	▲ 53	▲1.7%	▲1.1%	206	5.9%	3.8%	+260	-
Medical System	301	9.5%	6.8%	80	2.3%	1.7%	▲221	▲73.3%

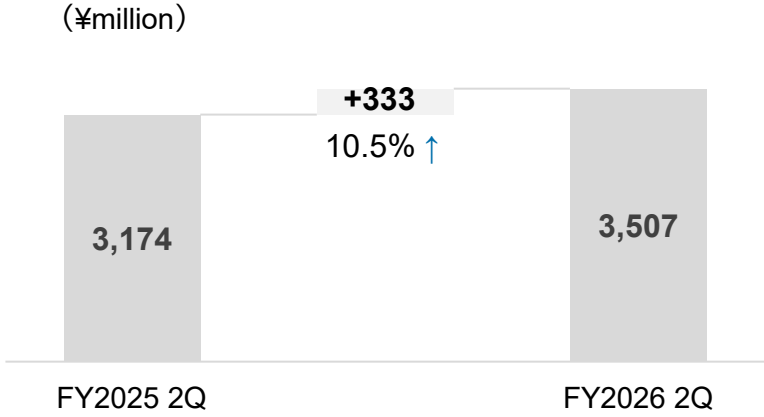
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Business Highlights for FY2026 2Q (Consolidated)

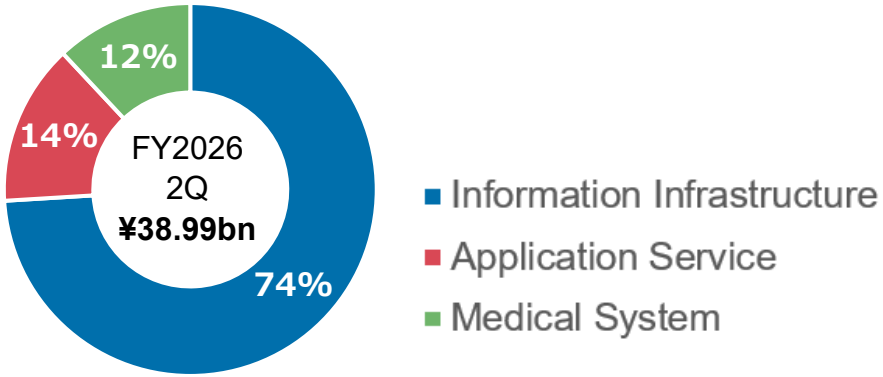
Revenue



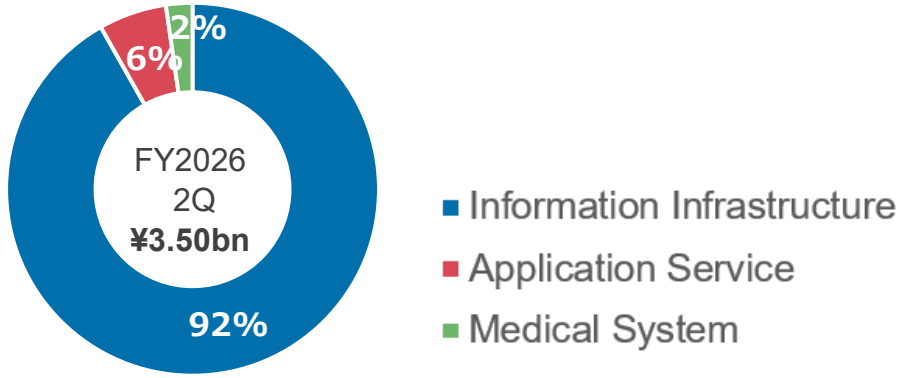
Operating profit



Revenue breakdown



Operating profit breakdown



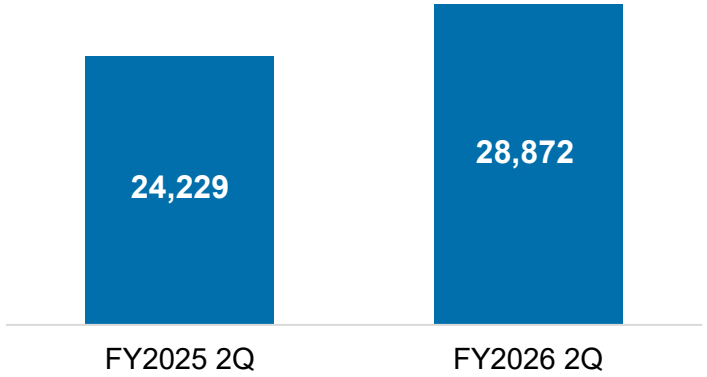
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Business Highlights for FY2026 2Q by Segment (Consolidated)

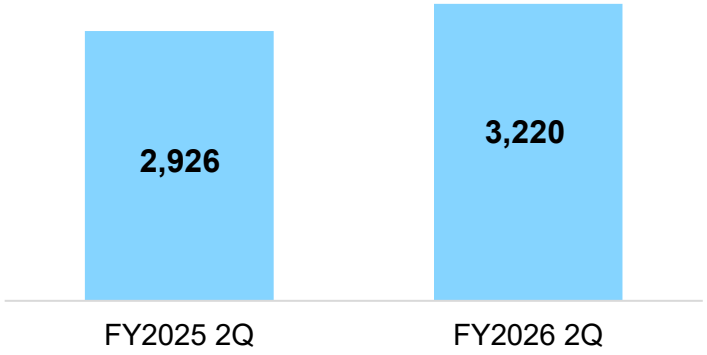
Information Infrastructure Business

Revenue

(¥million)



Operating Profit



The highest 2Q consolidated revenue and Operating profit.

YoY

Revenue

+ 4,642 million yen　　+ 19.2 %

(+) In addition to conventional cloud-based security solutions, cross-selling of AI powered SOC automation solutions is progressing.
(+) Accumulation of multi-year subscriptions.

Operating profit

+ 294 million yen　　+ 10.0 %

(+) Firmus, Cross Head, and OCH operating profits improved compared to the same period last year
(−) Profitability has declined due to intensified price competition for some products and a decline following the large, high-profit projects we secured last term.

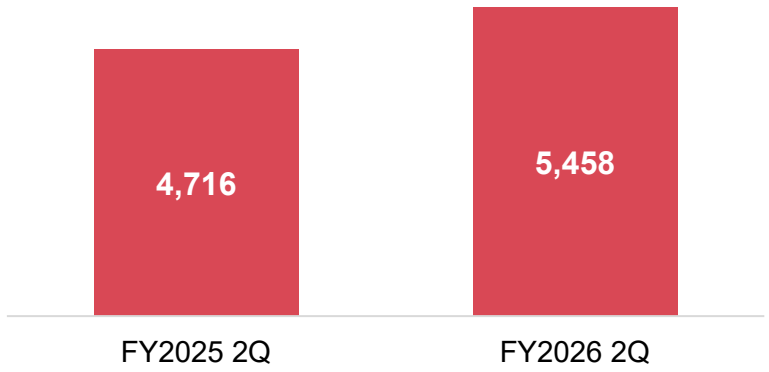
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Business Highlights for FY2026 2Q by Segment (Consolidated)

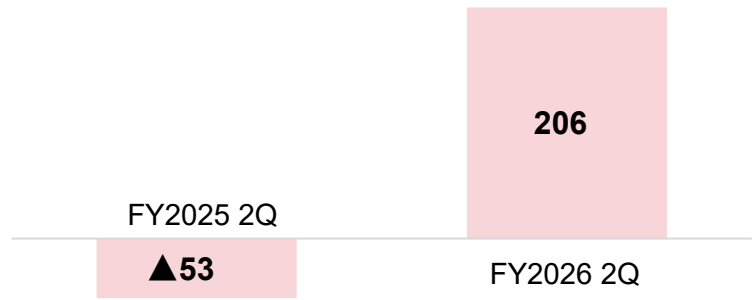
Application Service Business

Revenue

(¥million)



Operating profit



Sales revenue increased YoY. Operating profit improved significantly YoY and turned positive.

YoY

Revenue

+ 742 million yen　　+ 15.7 %

(+) Strong demand for cloud-based contact center CRM system (FastHelp). （CRM）

(+) Revenue increased due to the accumulation of new stock orders, the proportion of stock in sales has increased. （CRM、SE、EdTech）

(+) Academic and public solutions are doing well.(BS)

Operating profit

+ 260 million yen　　— %

(+) Kept the increase in selling, general, and administrative expenses down while sales are growing.(CRM)

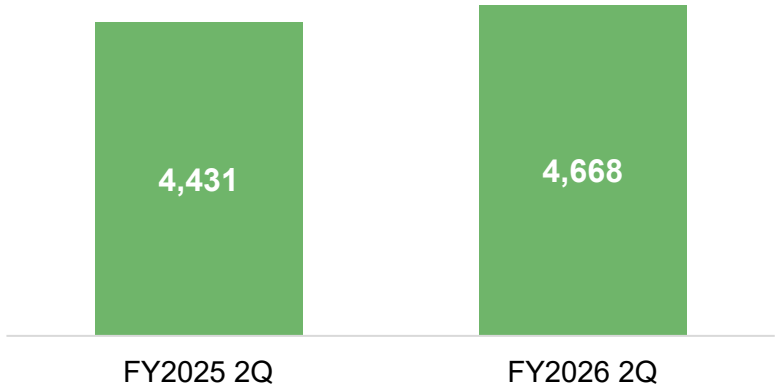
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Business Highlights for FY2026 2Q by Segment (Consolidated)

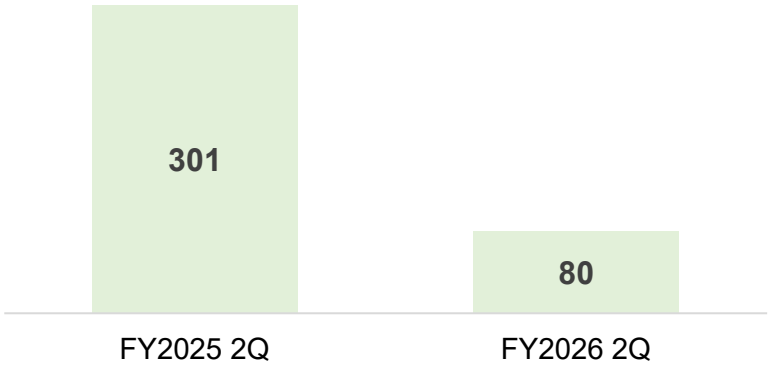
Medical System Business

Revenue

(¥million)



Operating profit



Revenue increased YoY.
Operating profit decreased YoY due to Medmain's period loss in the investment phase, as well as an increase in investment costs.

YoY

Revenue

+ 236 million yen + 5.3 %

(+) NOBORI, a medical information cloud service and a PHR application, performed well.
(+) A-Line performed well.
(+) Medmain periodic revenue (May–September 2026)
(−) Gradual shift to cloud computing.

Operating profit

▲ 221 million yen ▲ 73.3 %

(−) Increased labor and investment costs.(PSP)
(−) Medmain period loss (May–September 2026)

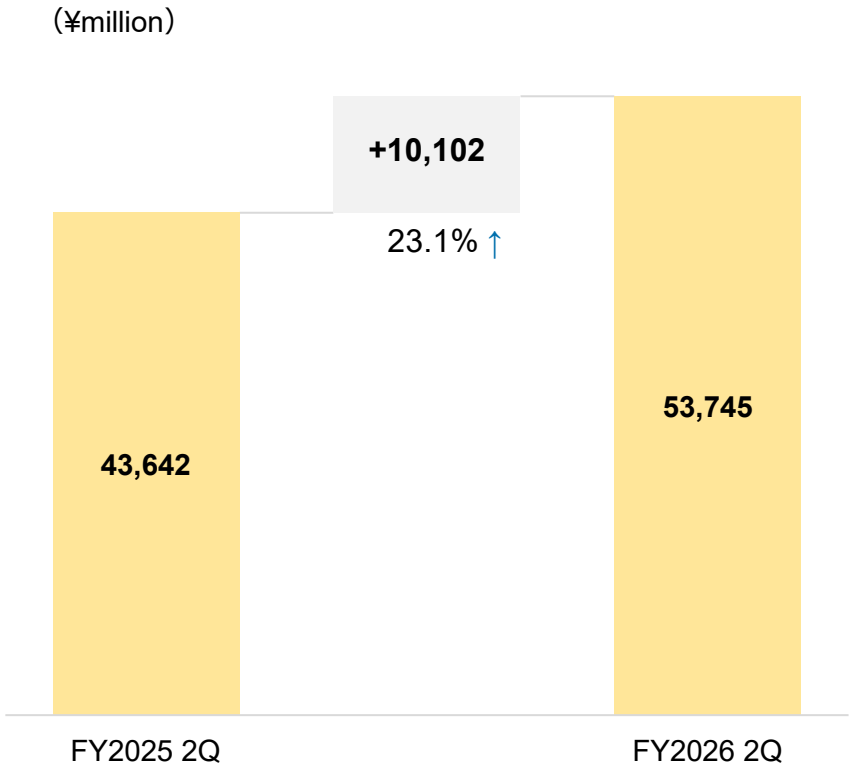
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Booking and Backlog for FY2026 2Q (Consolidated)

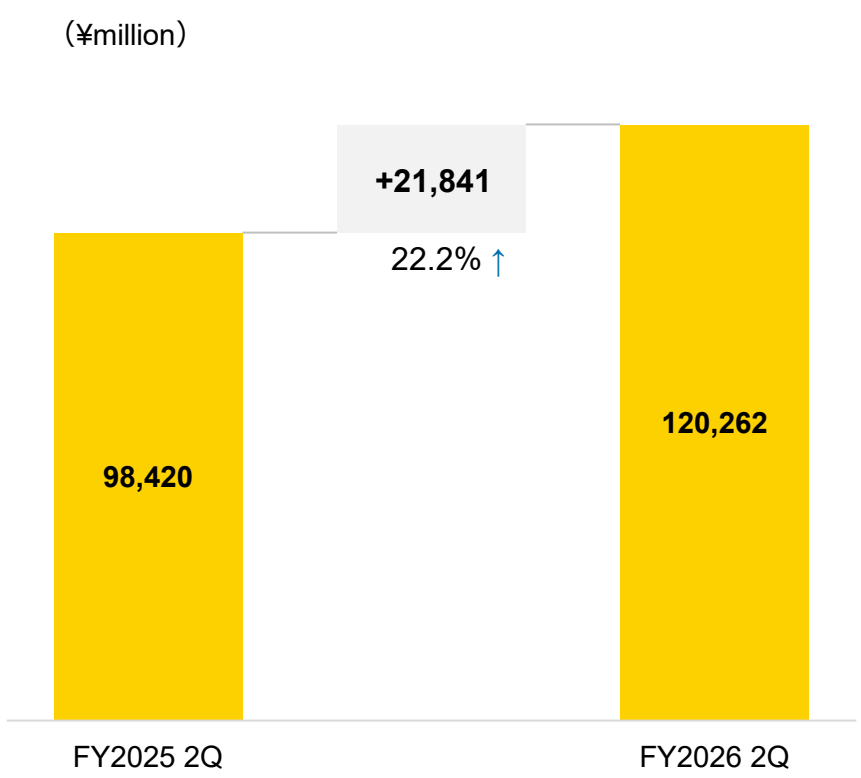
- Consolidated orders increased YoY, thanks to not only winning new projects in the Information Infrastructure business but also having multiple large-scale renewal projects.
- The consolidated order backlog increased YoY across all segments.

Company-wide total

Orders



Backlog

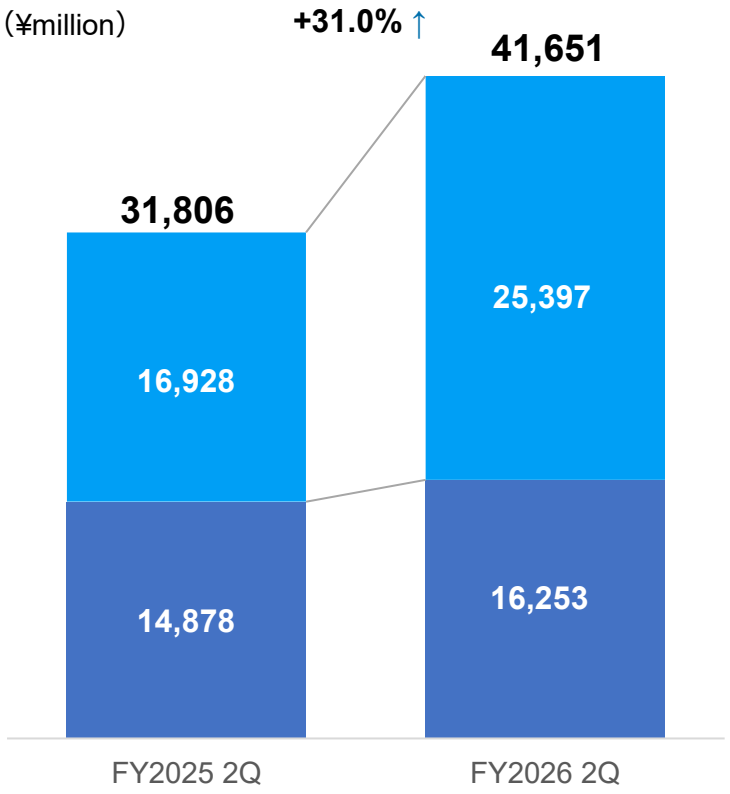


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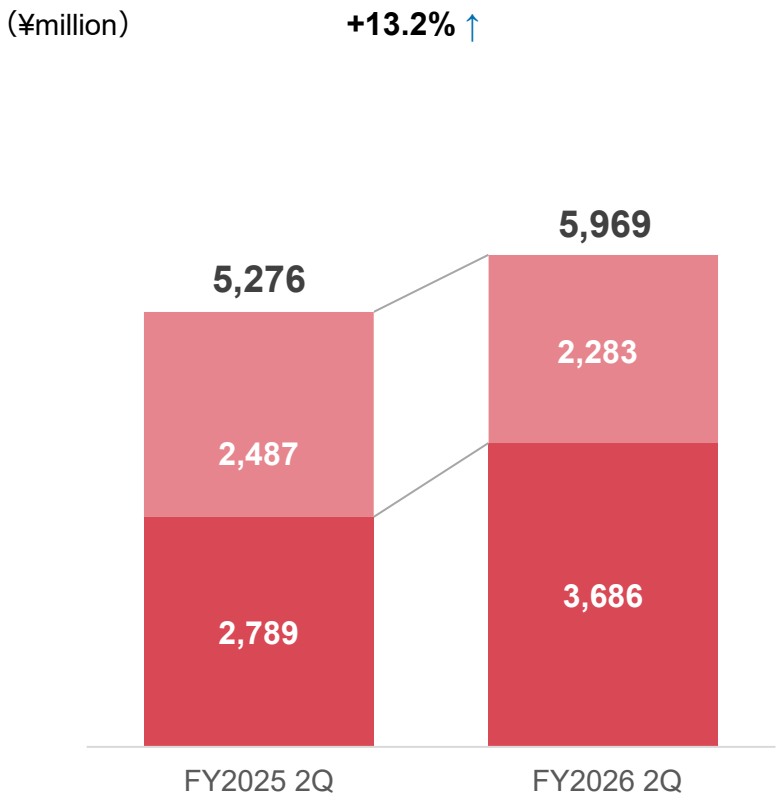
Booking by Segment for FY2026 2Q (Consolidated)

Information Infrastructure Business	In addition to conventional cloud-based security products, cross-selling of SOC operations automation solutions has progressed. Business is doing well thanks to winning new projects and steadily accumulating renewals, including large ones.
Application Service Business	The CRM field, software quality assurance field, and Business solution field are performing well.
Medical System Business	Due to landing a big AI business project last term, orders have decreased YoY. The medical imaging management system (PACS) is doing well thanks to steadily picking up new projects and renewals.

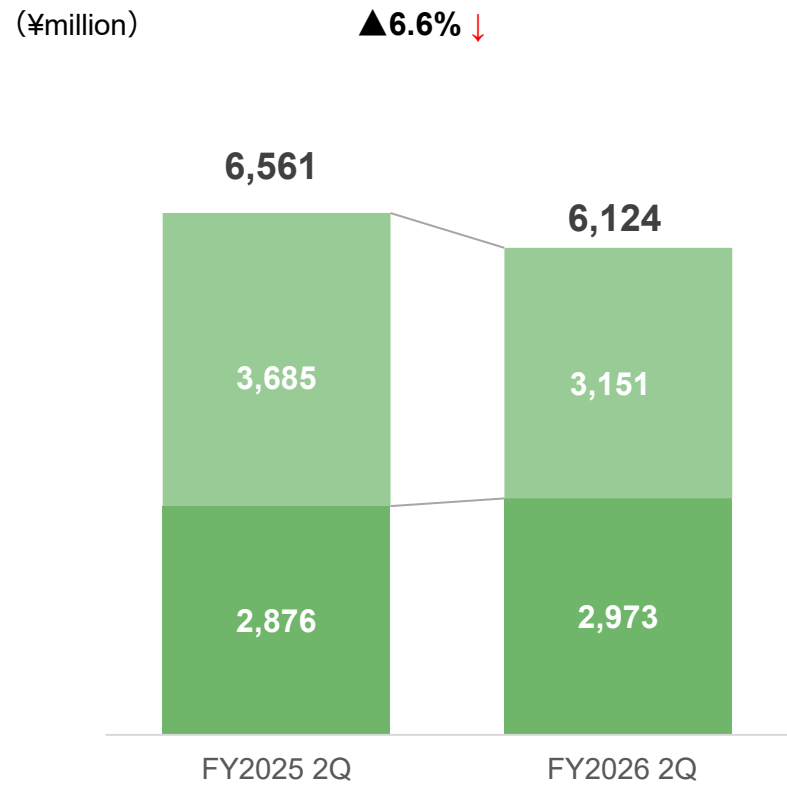
Information Infrastructure Business



Application Services Business



Medical System Business

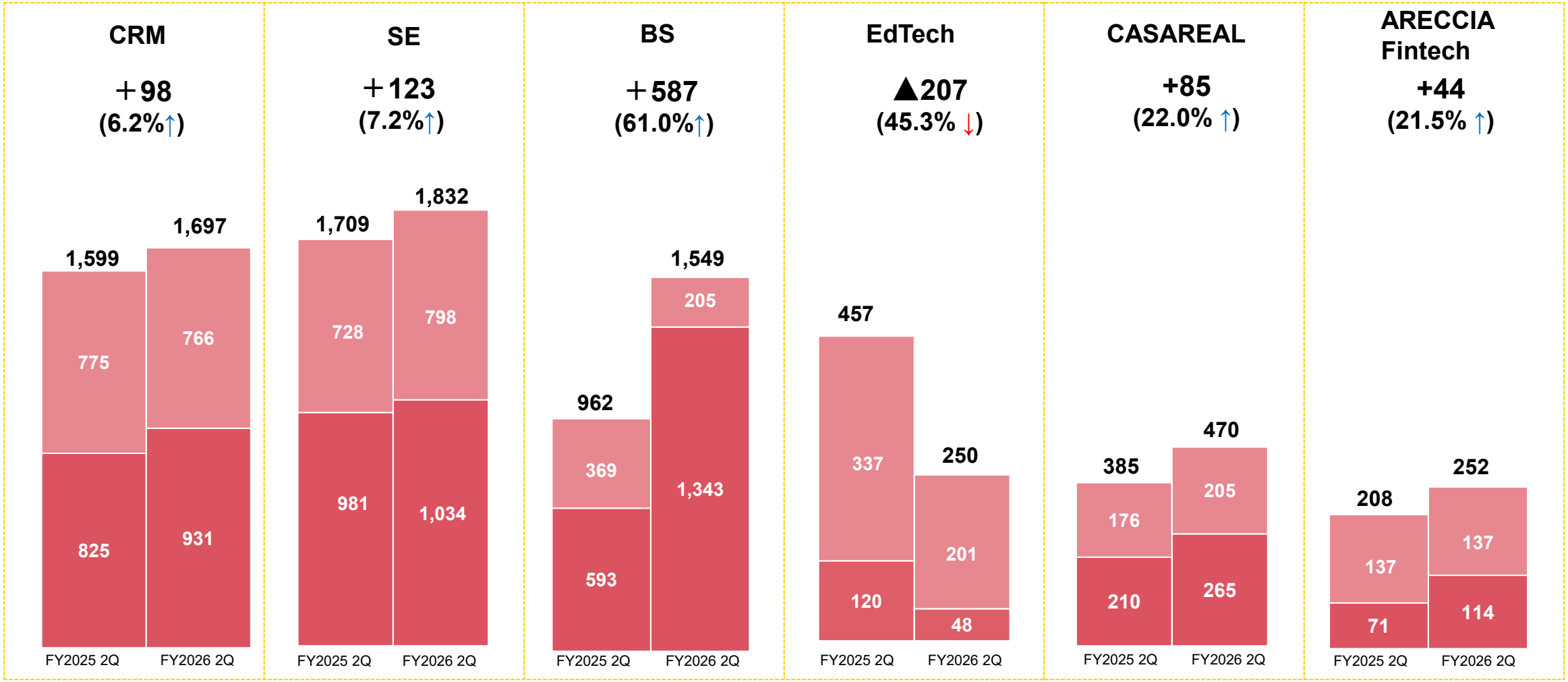


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Booking for FY2026 2Q by Field (Consolidated)

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

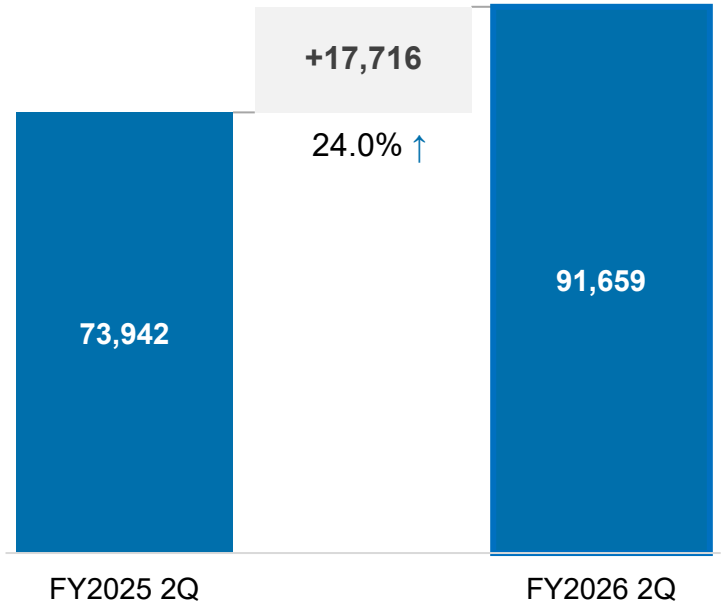
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Backlog by Segment for FY2026 2Q (Consolidated)

- Increasing trend due to the growth of the subscription business(strengthening stock business).

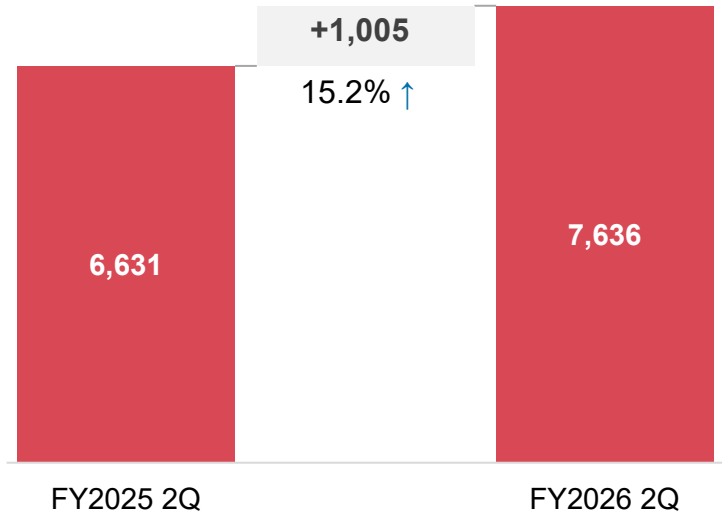
Information Infrastructure Business

(¥million)



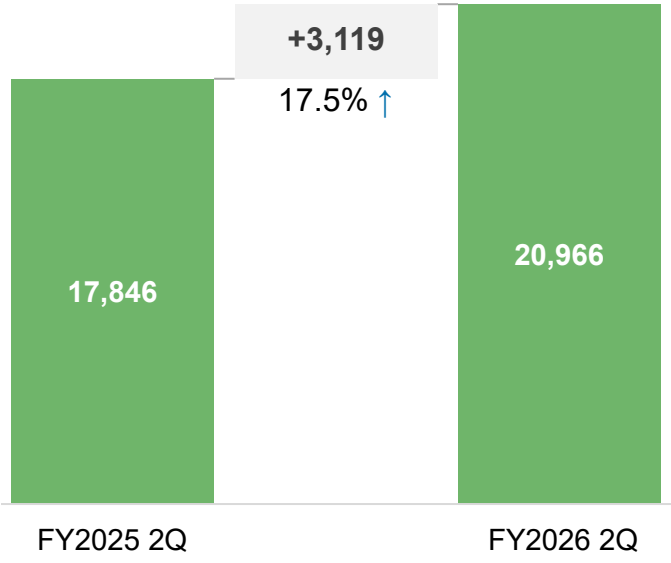
Application Services Business

(¥million)



Medical System Business

(¥million)

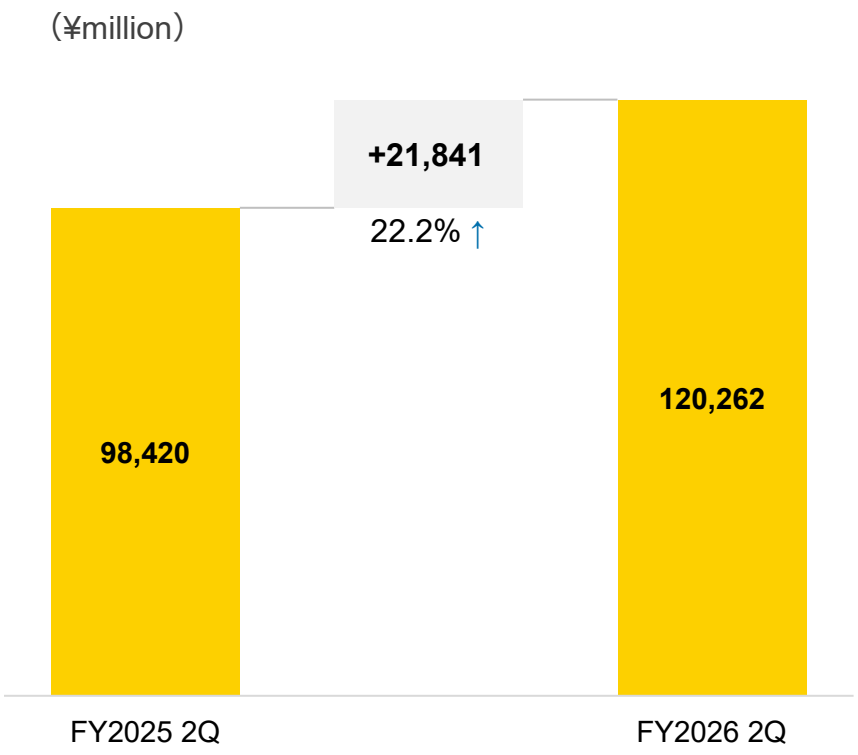


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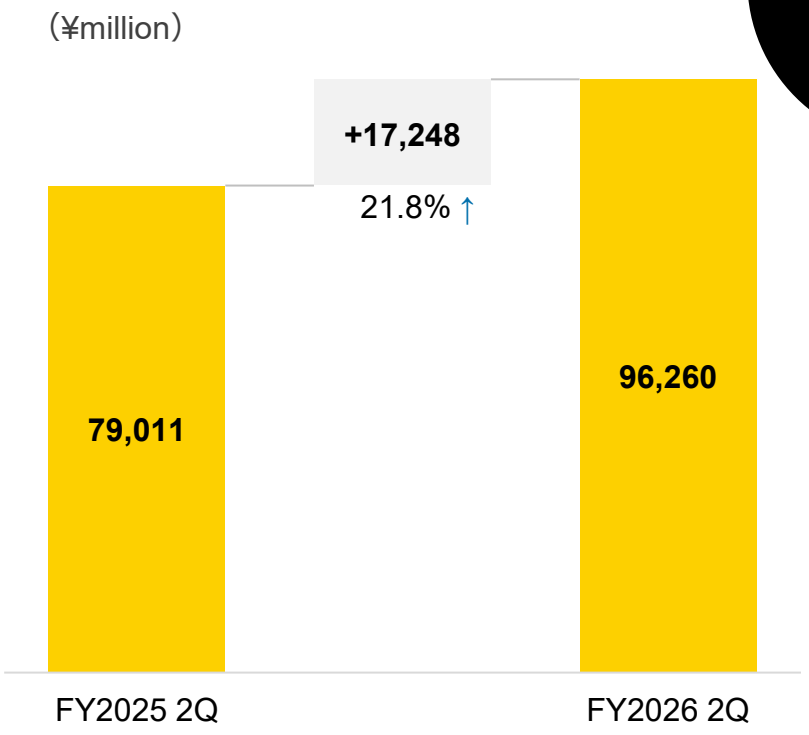
Backlog for FY2026 2Q (Non-Consolidated)

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

Backlog
(Consolidated)



Backlog
(Non-consoliated)



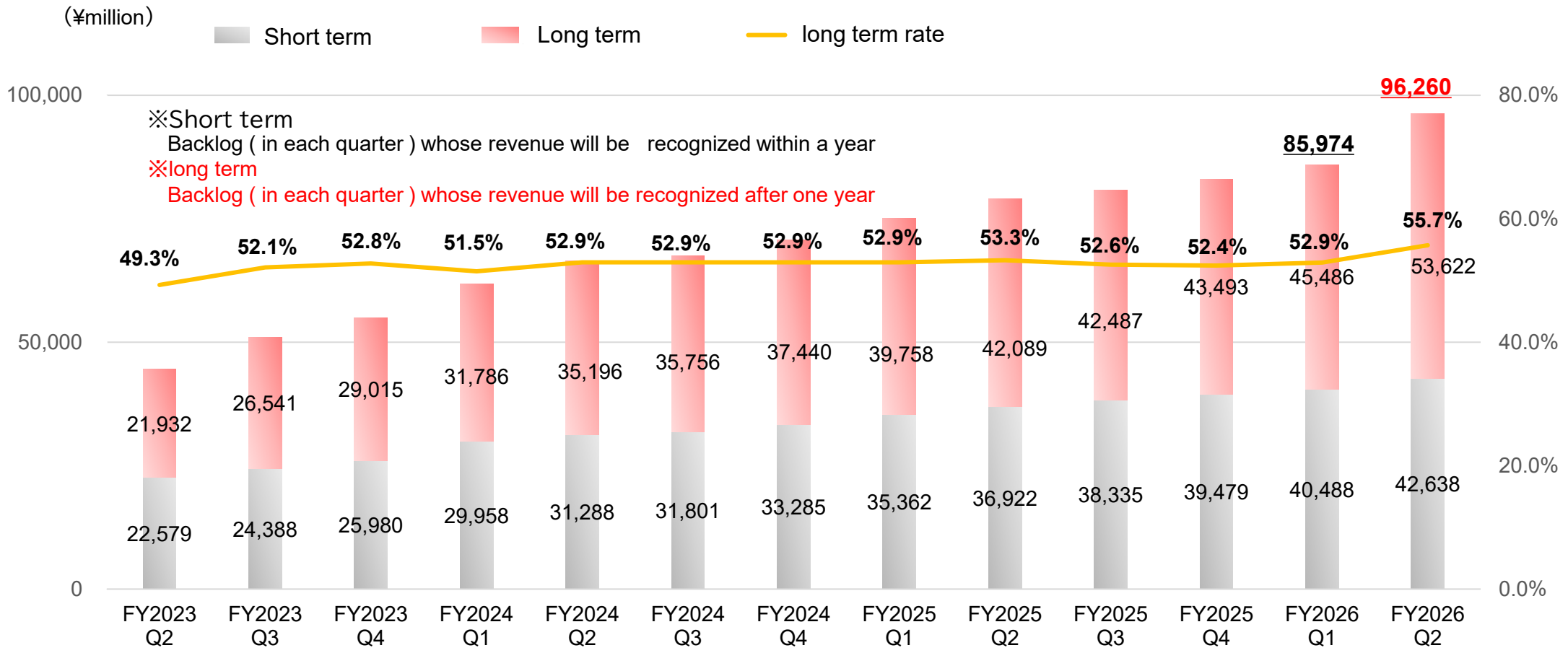
About **80%** of consolidated backlog

※ Figures before consolidation adjustments between divisions

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Backlog for FY2026 2Q (Non-Consolidated)

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



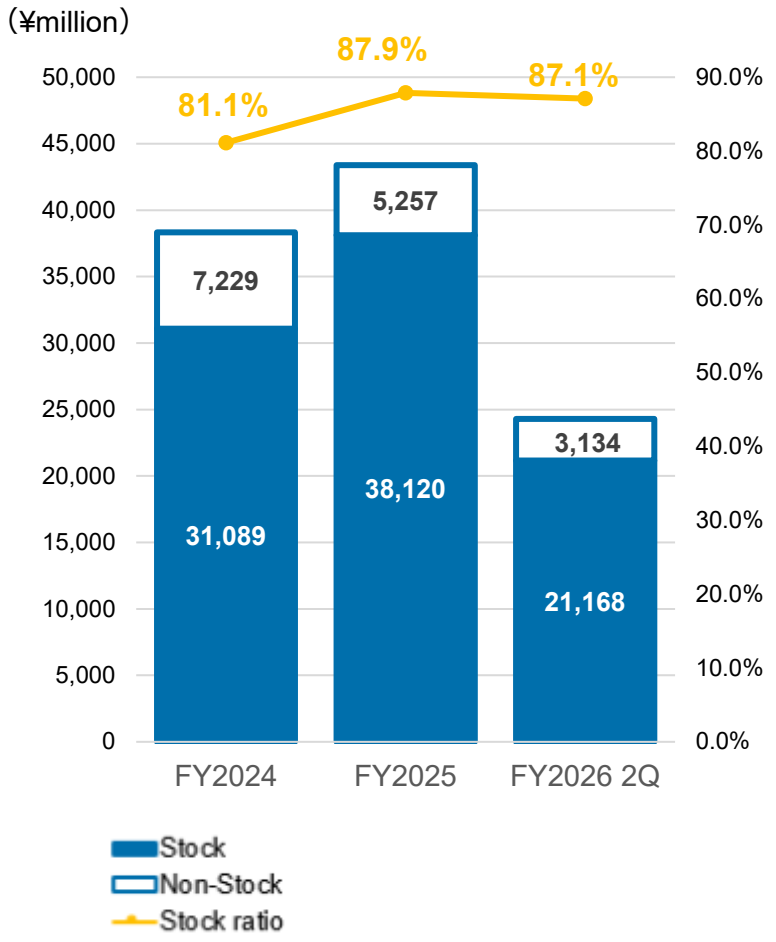
※ Figures before consolidation adjustments between divisions

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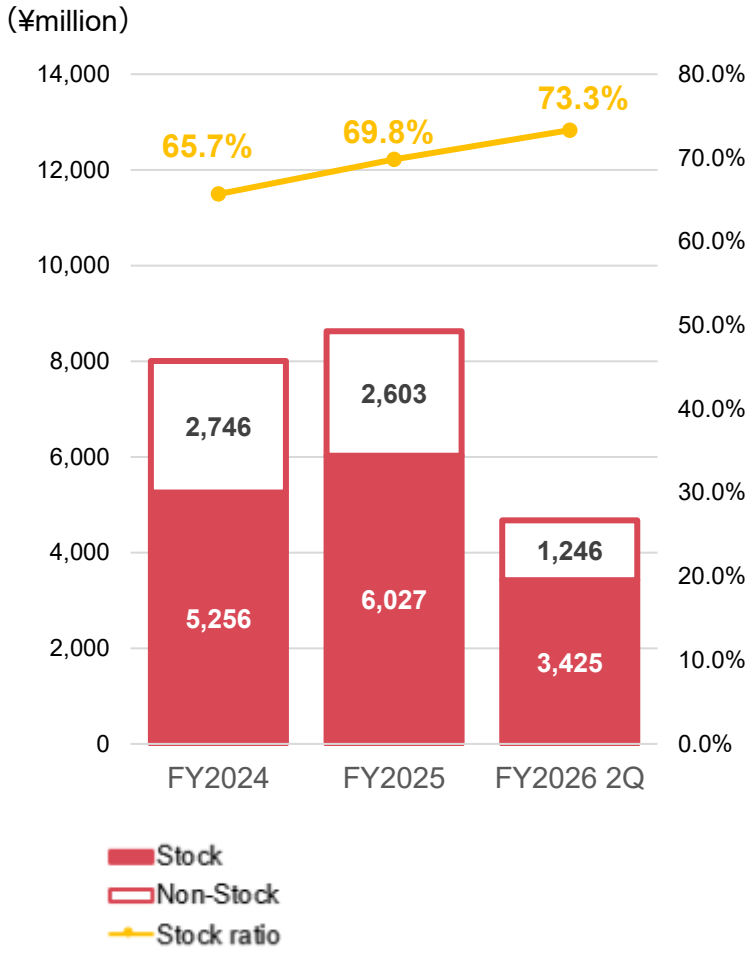
Stock type sales (Recurring revenue) ratio of TECHMATRIX and PSP

- Stock type sales ratio (Techmatrix and PSP) : 83.5%

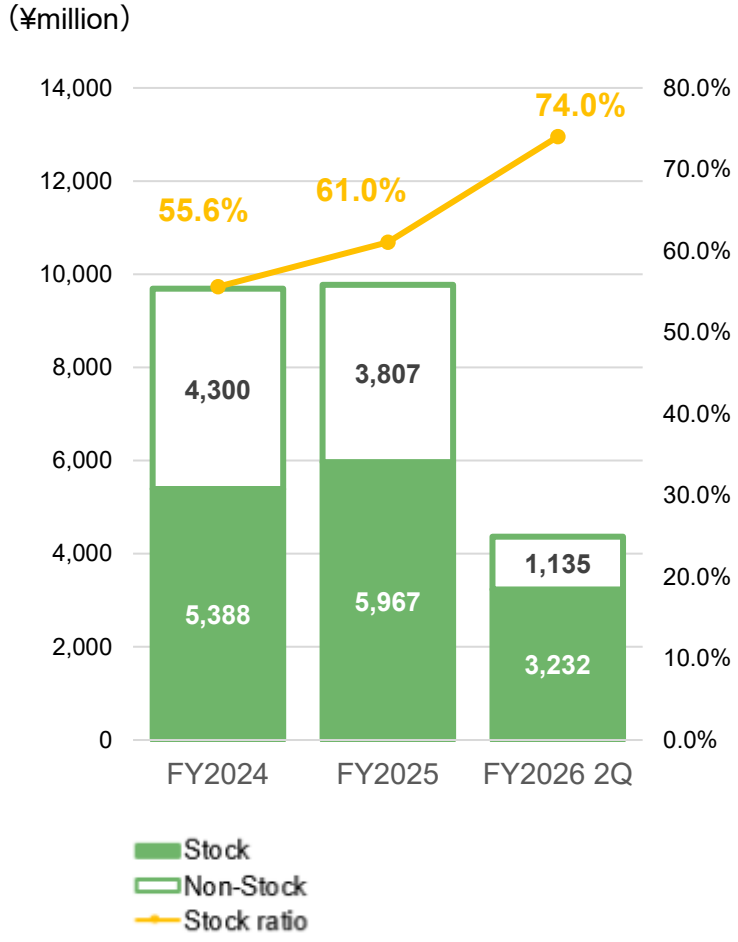
Information Infrastructure Business



Application Services Business



Medical System Business



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Consolidated Statement of Financial Position

※Our company adopts a business model where we receive advance payments from customers at the time of contract and make upfront payments for things like license fees, which increases our total assets. The equity ratio may look low structurally, but that's because of the buildup of advance payments that will turn into future revenue.

(¥million)	FY2025	FY2026 2Q
Total current assets	**101,405**	**104,370**
Cash and cash equivalents	35,801	27,313
Trade and other receivables	7,035	5,779
Other current assets (※)	58,568	71,277
Total non-current assets	**20,126**	**23,690**
Property, plant and equipment	5,426	6,402
Goodwill	4,509	7,013
Intangible assets	3,828	4,335
Other non-current assets	6,361	5,939
Total assets	**121,531**	**128,060**

	FY2025	FY2026 2Q
Total current liabilities	**82,780**	**88,752**
Trade and other payables	2,715	2,315
Borrowings	200	204
Other current liabilities (※)	79,865	86,232
Total non-current liabilities	**6,070**	**6,397**
Borrowings	1,550	1,459
Other non-current liabilities	4,520	4,938
Total liabilities	**32,680**	**32,909**
Share capital and Capital surplus	4,306	4,317
Treasury shares	▲918	▲1,902
Retained earnings	21,902	23,054
Other components of equity	1,036	866
Total equity attributable to owners of parent	26,327	26,335
Non-controlling interests	6,353	6,574
Total liabilities and equity	**121,531**	**128,060**

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Changes in Employees

FY2025	1Q	2Q	3Q	4Q
Information Infrastructure	801 (+134)	804 (+145)	797 (+38)	800 (+21)
Application Service	461 (+45)	464 (+43)	469 (+48)	473 (+44)
Medical System	484 (+35)	488 (+31)	489 (+32)	486 (+21)
Corporate (Common)	66 (+12)	66 (+8)	66 (+4)	66 (+1)
Consolidated total	1,812 (+226)	1,822 (+227)	1,821 (+122)	1,825 (+87)

FY2026	1Q	2Q	3Q	4Q
Information Infrastructure	826 (+25)	838 (+34)		
Application Service	491 (+30)	491 (+27)		
Medical System	516 (+32)	517 (+29)		
Corporate (Common)	67 (+1)	70 (+4)		
Consolidated total	1,900 (+88)	1,916 (+94)		

FY2025	1Q	2Q	3Q	4Q
Non-Consolidated total	652 (+64)	654 (+56)	659 (+54)	666 (+47)

FY2026	1Q	2Q	3Q	4Q
Non-Consolidated total	694 (+42)	703 (+49)		

※The number of employees is the number of full-time employees.
※ Figures in parentheses are year-on-year comparisons.

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2. Difference between forecast and actual of the first half of the fiscal year ending March 2027 (Consolidated)

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Difference between forecast and actual on first half of FY2026

- **Both sales revenue and operating profit ended up at the forecast levels.**

(¥million)

	FY2026 First half		Diff. from 8th May	
	Forecast on 8th May	Actual	Change	Change %
Revenue	39,000	38,999	▲0	▲0.0%
Operating profit	3,400	3,507	+107	+3.2%
Profit ratio	(8.7%)	(9.0%)		(+0.3P)
Profit before tax	3,430	3,569	+139	+4.1%
Profit attributable to owners of parent	2,300	2,373	+73	+3.2%

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3. Forecast for Fiscal Year ending March31, 2027

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Consolidated Financial Forecast

- **The forecasts announced in May 2026 remains unchanged.**

(¥million)

	FY2025	**FY2026**	YoY	
	Actual	Forecast	Change	Change %
Revenue	71,733	81,800	+10,067	+14.0%
Operating profit	7,760	8,200	+440	+5.7%
Profit margin	(10.8%)	(10.0%)		(▲0.8P)
Profit before tax	7,861	8,280	+419	+5.3%
Profit attributable to owners of parent	5,178	5,380	+202	+3.9%

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Forecast by segment(Consolidated)

- **The forecasts announced in May 2026 remains unchanged.**

(¥million)

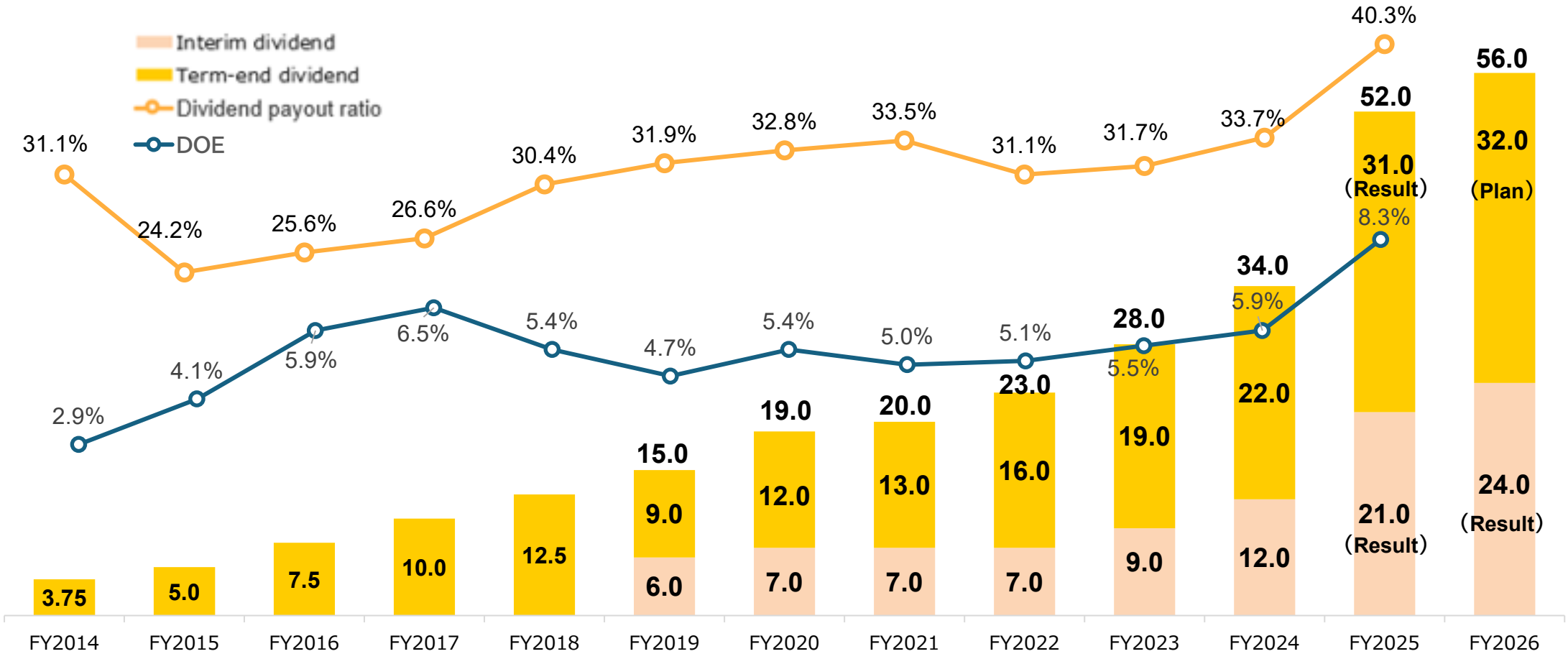
Revenue	FY2025	**FY2026**	YoY	
	Actual	Forecast	Change	Change %
Information Infrastructure	51,620	59,500	+7,880	+15.3%
Application Service	9,884	11,130	+1,246	+12.6%
Medical System	10,229	11,170	+941	+9.2%

Operating profit	FY2025	**FY2026**	YoY	
	Actual	Forecast	Change	Change %
Information Infrastructure	6,579	7,240	+661	+10.0%
Application Service	▲148	200	+348	—
Medical System	1,329	760	▲569	▲42.8%

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Shareholder Returns Dividend

Anticipating dividend increase for 11th consecutive fiscal years.



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

※ Since FY2020, DOE has been calculated based on International Financial Reporting Standards (IFRS).

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(Reprint)

4. Capital allocation to achieve continuous improvement of corporate value

Proof of a Solid Revenue Base and Competitive Advantage in the AI Era

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Solid Revenue Base and Evolution into Recurring Business Model

Foresight

Information Infrastructure Business, SE Business

- Discovering and delivering overseas state-of-the-art technologies
- Capabilities in selecting state-of-the-art technologies and an extensive track record in the Japanese market

Business know-how

Medical System Business, CRM Business, EdTech Business

- Delivering best practices tailored to specialized industries and business types as solution packages
- In-depth knowledge of specialized industries and business operations

(Results for the fiscal year ended March 31, 2026)

Accumulation of subscription contracts

Stock type sales ratio *

81.1%

(TechMatrix and PSP)

High profitability driven by a focus on technology and solution packages

24 consecutive years of revenue growth

12 consecutive years of profit growth

ROE 20.5%

Estimated cost of capital 7%

*Percentage of revenue from ongoing business.

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Journey of Evolution into a Solid Recurring Business Model

1984 Founded
Import and domestic sales of advanced overseas technologies

1990
Launched financial and contracted systems development businesses (BS business)

1994
Launched software quality assurance business (SE business)

1996
Launched cybersecurity business (Information Infrastructure)

1996
Launched CRM business

1998
Launched medical system business

2012
Launched security-related operation and monitoring service (TPS) business

2012
Started providing cloud PACS "NOBORI" (Medical business)

Information Infrastructure Business

Application Services Business
(CRM, SE, BS, EdTech businesses)

2021
Entered EdTech (education) business

2025
Launched providing quality control dashboard (SE business)

Medical System Business

2018
Spun off the Medical System Business (NOBORI Ltd.)

2022
PSP Corporation and NOBORI Ltd. were merged, with PSP Corporation as the surviving company.

Growth driven by two core pillars: Discovering and delivering overseas state-of-the-art technologies, and providing proprietary added value as best practices

- The information Infrastructure and SE Businesses, which provide overseas state-of-the-art technology, serve as our cash-generating engine (accounting for 75% of total revenue).
- The Medical System Business, which delivers best practices tailored to specialized industries and business types, has grown into a business exceeding 10 billion yen. In the Application Services Business, the CRM Business has scaled beyond 3.5 billion yen. While the EdTech Business requires upfront investment at this stage, we are developing it into a future growth pillar.

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Even in the situation of an Anthropic Shock, our business strengths remain solid.

In early 2026, the launch of autonomous AI agents (e.g., Claude Cowork) by U.S.-based Anthropic PBC triggered a fundamental shift in the role of software, resulting in approximately 42 trillion yen ($285B) in market capitalization being wiped out from the software market.

1. End of traditional SaaS user-ID-based pricing model and GUIs

- **No need for GUIs:** We are entering an era where AI agents operate systems directly.
- **Collapse of ID-based pricing models:** User-based pricing models collapse as AI agents replace humans in task processing.

Impacted businesses are transitioning into "AI-era data foundations" (detailed on next Slide CRM Business)

2. Disappearance of low value-added SI businesses

- **Limits of man-month business model:** The time-based compensation business is no longer viable.
- **AI-driven in-house development:** As AI replaces coding, development man-hours drop drastically, accelerating in-house development.

Not applicable to our business portfolio

3. Liberation from legacy system maintenance

- **Automated modernization of legacy languages:** The emergence of tools like Claude Code enables automatic conversion of legacy systems into modern languages, eliminating the need for life-extension and maintenance

Not applicable to our business portfolio

4. Direct replacement of digital labor sourcing

- **Complete replacement of tasks:** AI agents take over the majority of simple digital tasks, leading to a sharp drop in unit pricing to a fraction of former levels.

Not applicable to our business portfolio

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Even as AI Evolves, Our Growth Continues Accelerating

Information Infrastructure Business

- Control and defense mechanisms provided by security hardware cannot be replaced by AI.
- The needs for next-generation security solutions and security operations powered with AI are growing.
- New market opportunities are emerging in AI security.

CRM Business

- Human involvement remains indispensable for SLA responses requiring approval and emotional handling such as complaints.
- We are transitioning toward performance- and volume-based pricing models.
- An evolution into a data foundation for AI-enabled contact center operations creates a structure to scale revenue.

SE Business

- In core domains like automotive, stringent safety and accountability requirements, including ISO 26262, make complete AI replacement extremely difficult.
- The acceleration brought about by AI-driven development conversely heightens quality risks, dramatically increasing demand for verification, testing, and other services.

Medical System Business

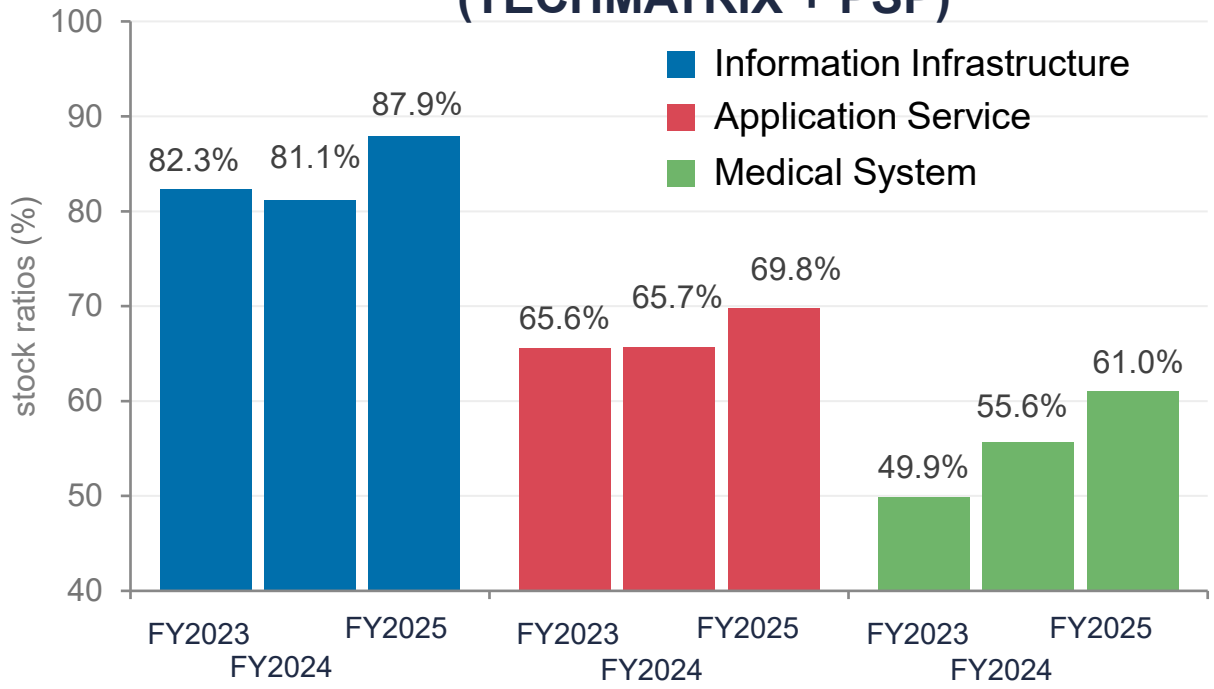
- Increased processing speed and data volume driven by AI directly boost revenue growth under our usage and capacity-based pricing models.
- We are creating new revenue streams by proactively embedding AI into our proprietary services and delivering them to the market.

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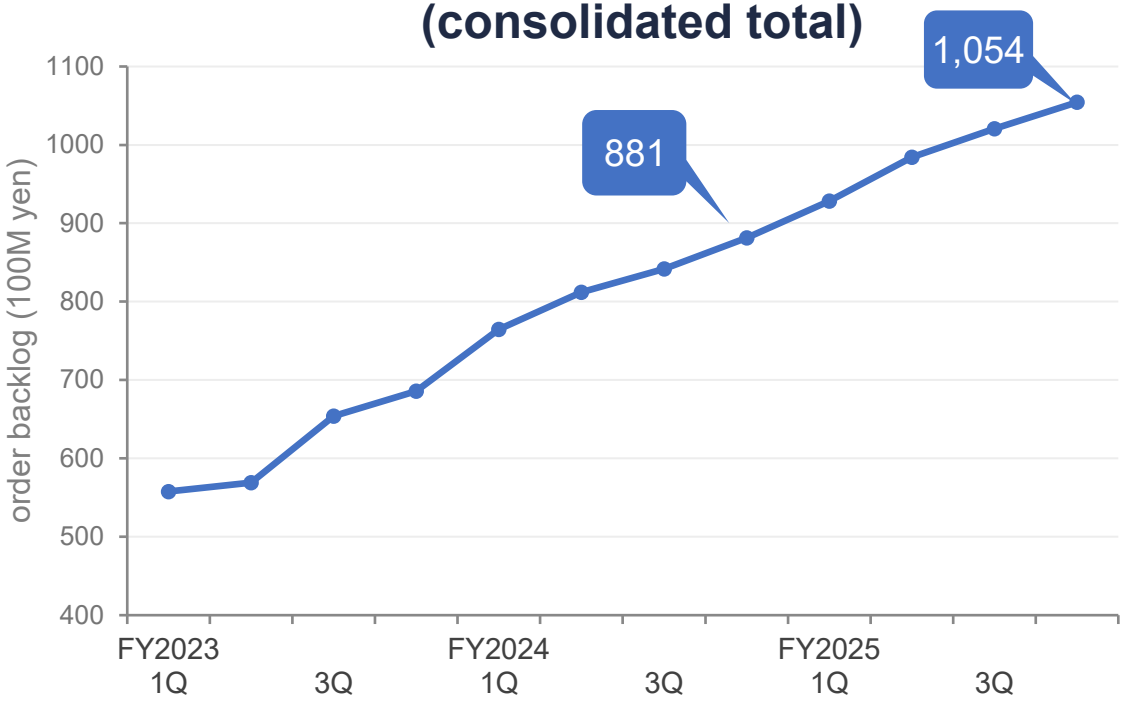
Time-series of stock ratio and order backlog growth

- The strength of a revenue base created by foresight and business know-how

Trends in stock type sales ratios by segment (TECHMATRIX + PSP)



Quarterly trend of order backlog (consolidated total)



Company-wide backorders	Information Infrastructure	Application Service	Medical System
+19.6%	**+18.9%**	**+17.4%**	**+23.6%**
(FY24→FY25)	Order backlog: 78.8 billion yen	Order backlog: 7.1 billion yen	Order backlog: 19.4 billion yen

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Growth Drivers and Further Growth Scenarios

Information Infrastructure

Current situation
(The numbers are last year's results)

- Stock ratio 87.9% (+5.6 points in 3 years).
- Backlog 78.8 billion yen (+18.9%).
- Revenue of 51.6 billion yen and operating profit of 6.6 billion yen, both record highs (+13.2%/+24.9%).

Growth driver

- Expanding the range of products, growing business in the 'AI security' area.
- Enhancing security operation services through AI use and collaboration with Firmus.
- Expanding into ASEAN (Malaysia, Singapore, etc.) centered around Firmus.

Growth Scenario

- A high stock ratio has increased backorders, and the rise in handled products is directly linked to business growth.
- Improving profit margins by expanding the security operations service business.

Application Services Business

Current situation
(The numbers are last year's results)

- Stock ratio 69.8% (+4.2 points in 3 years).
- Backlog 7.1 billion yen (+17.4%).
- Revenue hits a record high of 9.8 billion yen (+7.7%), EdTech posts an operating loss due to upfront investments.

Growth driver

- Enhancing the added value of CRM through the service commercialization of generative AI technology (such as FastGenie).
- Expansion of products handled in the SE business and deployment of in-house solutions.
- The full-scale expansion of EdTech in public schools.
- Expanding the CRM business in ASEAN and turning it profitable.

Growth Scenario

- The stock ratio has improved for CRM, SE, and EdTech. The backlog of orders keeps growing.
- Reducing sales losses for EdTech and CRM in ASEAN and making AI-related sales a new source of revenue.

Medical System Business

Current situation
(The numbers are last year's results)

- Stock ratio 61.0% (+11.1 points in 3 years).
- Backlog 19.4 billion yen (+23.6%).
- Revenue of 10.2 billion yen, operating profit of 1.3 billion yen (+1.1%/+6.1%).

Growth driver

- Accelerating the shift of PACS to the cloud and expanding its share.
- Expansion of new businesses in PHR and pathology fields.
- Expansion of the 'AI Image Diagnosis Support' Platform.
- Business expansion in ASEAN and other countries. (Thailand, Malaysia, Philippines, Nepal, etc.)

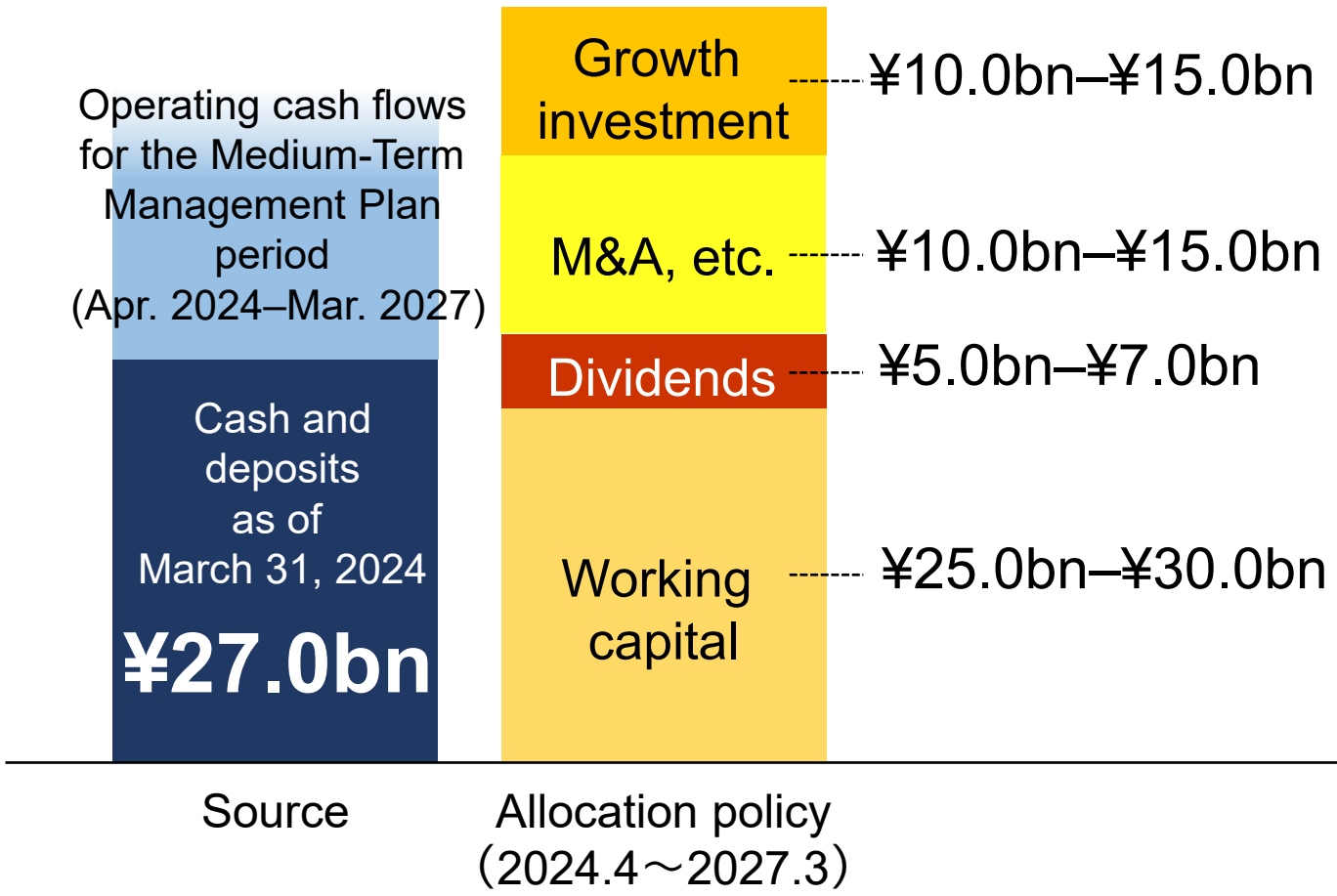
Growth Scenario

- With the shift of PACS to the cloud, the stock ratio has improved, and the backlog of orders has also grown.
- AI image diagnosis and digital pathology are advancing, and revenue contribution is set to accelerate in the next medium-term plan.

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The disclosed capital allocation policy

The three-year capital allocation policy for the medium-term management period (FY2024–FY2026) announced in October 2025



Recruit and develop advanced IT talent, improve their working conditions, and invest in R&D

- Acquire talent to expand portfolio services.
- Invest in R&D to enhance and expand proprietary solutions.

M&A and capital and business alliances

- Acquire cutting-edge technology, specialized expertise, and talent.

Enhance shareholder returns

Funds for business continuity

- To ensure business continuity, working capital must cover not only routine operating costs but also approximately one month's worth of order value. This reflects the time lag between payments to overseas suppliers and the collection of customer payments. The required working capital is increasing due to multi-year large-scale contracts.

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Investment Results for the First Two Years of FY2024–FY2026 Medium-Term Management Plan

Invested **approx. 17.5 billion yen** over the first two years

Growth investment for human capital

Approx. 10 billion yen

- **Accelerated recruitment and development of advanced IT talent ahead of schedule,** invested through the hiring of over 300 new employees and improvements in working conditions across group companies (**approx. 4.5 billion yen**).
- Drove the **expansion of proprietary solutions**, including feature enhancements such as AI diagnostic support in medical business, development of AI-powered product lines in CRM business, and cloud-based school administration support in EdTech business (**approx. 5.5 billion yen**).

Strategic M&A and R&D

Approx. 7.5 billion yen

Investments serving as future growth pillars.

- **Executed large-scale investments in Firmus Sdn. Bhd. in November 2024 and Medmain Inc. in March 2026.**

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Future commitments: prioritizing and disciplined giving

1 

Growth investment

(Continuing to invest in business growth and aiming for even more revenue growth.)

2 

M&A, etc.

(Strategic business expansion and achieving discontinuous growth.)

3 

Shareholder returns (dividends and share buybacks)

(When it comes to share buybacks, we aim to have a total payout ratio of 100%, and if we judge that there's a gap with the market valuation within that target range, we actively carry them out.)

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Balancing growth and shareholder returns

Disciplined capital allocation policy targeting a 100% total payout ratio, while maintaining the principle of prioritizing growth investment and M&A

- Four-year period: FY2026-FY2029 (through the end of the next Medium-Term Management Plan)
- Conduct 3.2 billion yen in share buybacks to achieve a 100% total payout ratio for the current FY

  Maintain the current dividend policy targeting the higher of a 40% payout ratio or a 7% DOE

  Targeting a 100% total payout ratio in each fiscal year through dividends and flexible share buybacks

1. Steady expansion of recurring business leveraging foresight and business know-how
2. Continuous generation of robust operating cash flows

→ **Robust cash generation** →

3. Execution of strategic and proactive growth investments and M&A
4. **Policy to target a 100% total payout ratio (3.2 billion yen in share buybacks)**

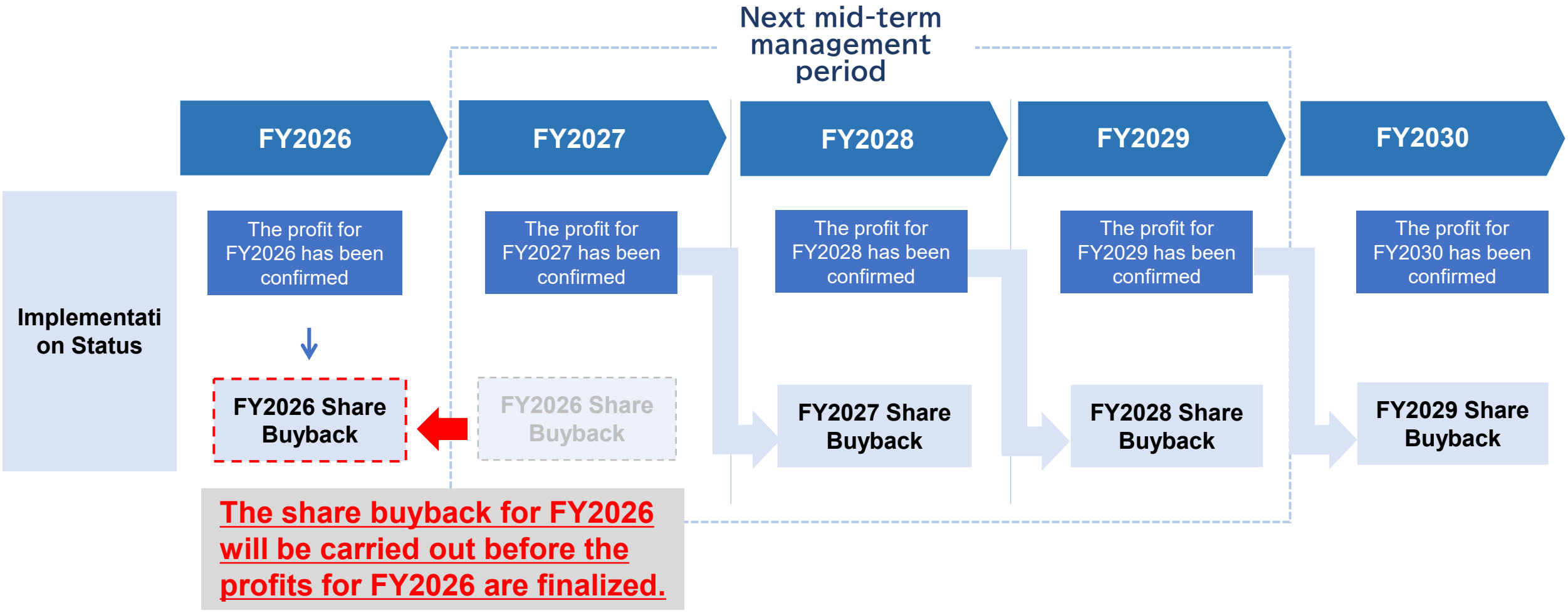
- The 100% total payout ratio applies to future net income and is separate from funding for growth investments and M&A
- Continued execution of growth investments and M&A under a 100% total payout ratio policy.

  Maintaining financial flexibility through the use of cash on hand (¥25-30 billion working capital buffer) and debt financing as needed
- Further details on capital allocation will be presented with the next Medium-Term Management Plan.

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Schedule for Share Buybacks

- Before the profits were finalized, we bought back our own shares in FY2026.
- The repurchase of our own shares from FY2027 onward is planned to be carried out after profits are confirmed.



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＜Contact＞

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