

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



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**July 31, 2025**

**TECHMATRIX CORPORATION (code : 3762)**



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

- 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%



# Business Highlights for FY2025 1Q (Consolidated)

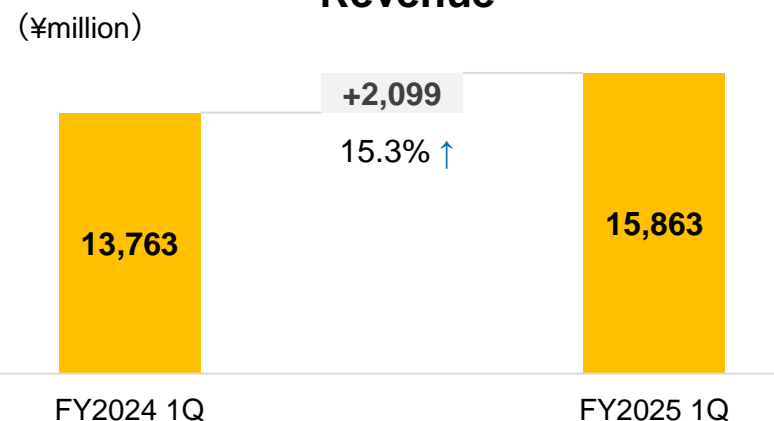
**Information Infrastructure Business:** Demand for cloud-based security products drove overall performance.

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

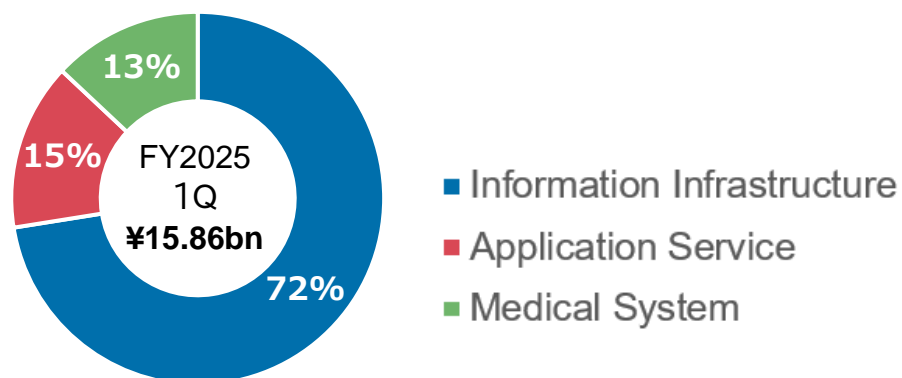
Operating profit decreased due to a change in the method of recording software development costs for the EdTech business, with the entire amount now being recorded as selling and administrative expenses.

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

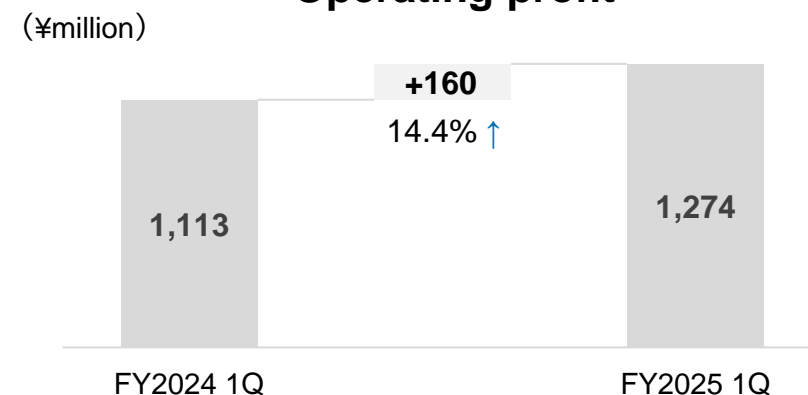
## Revenue



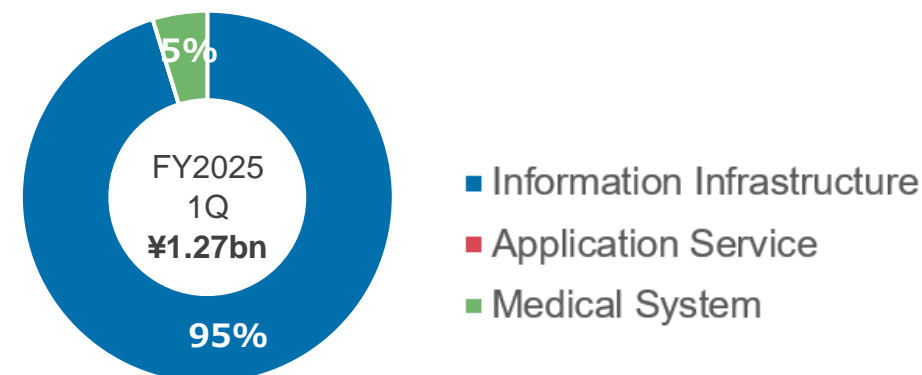
## Revenue breakdown



## Operating profit



## Operating profit breakdown





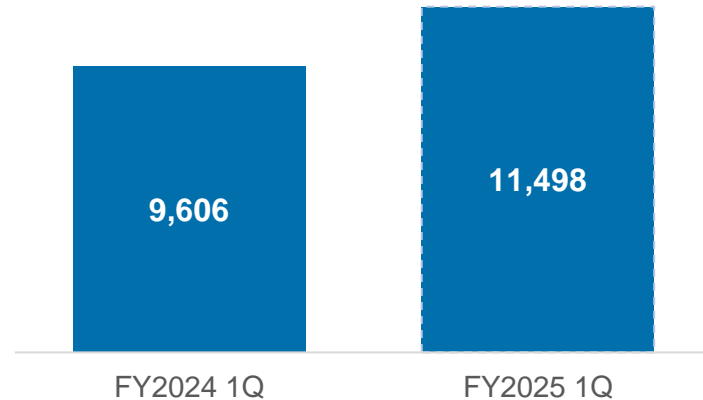
# Business Highlights for FY2025 1Q by Segment (Consolidated)

Information Infrastructure Business

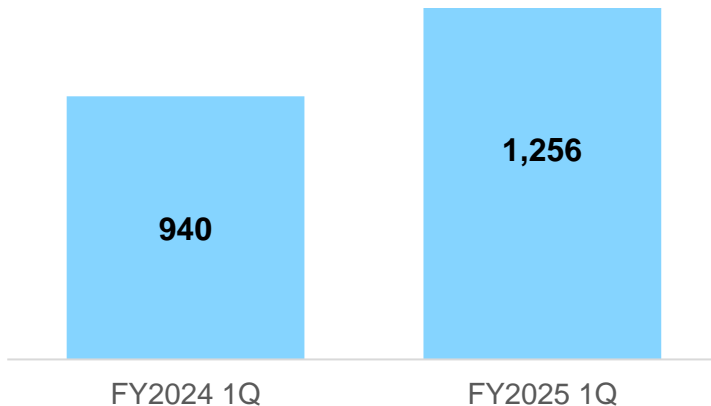
TechMatrix

## 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.



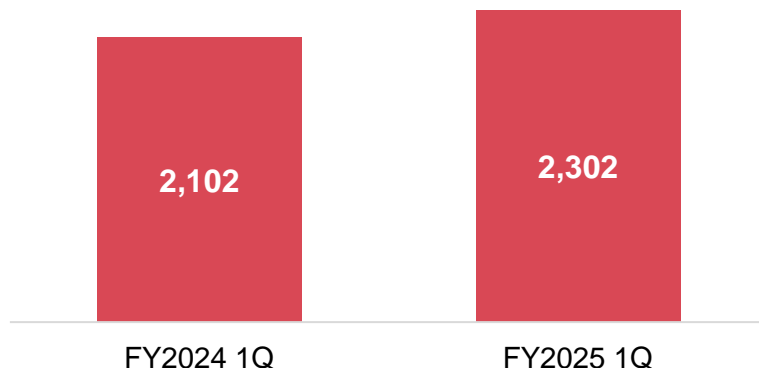
# Business Highlights for FY2025 1Q by Segment (Consolidated)

## Application Service Business



### Revenue

(¥million)



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

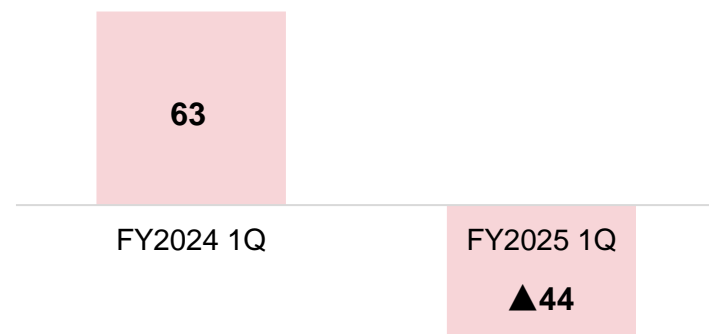
YoY

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



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)



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

Medical System Business

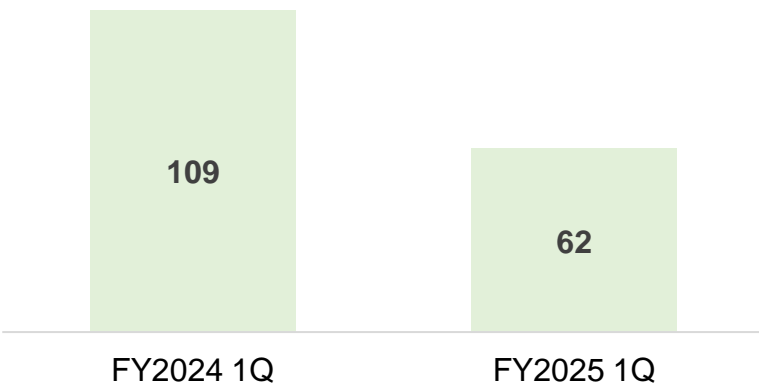
TechMatrix

## Revenue

(¥million)



## Operating profit



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.

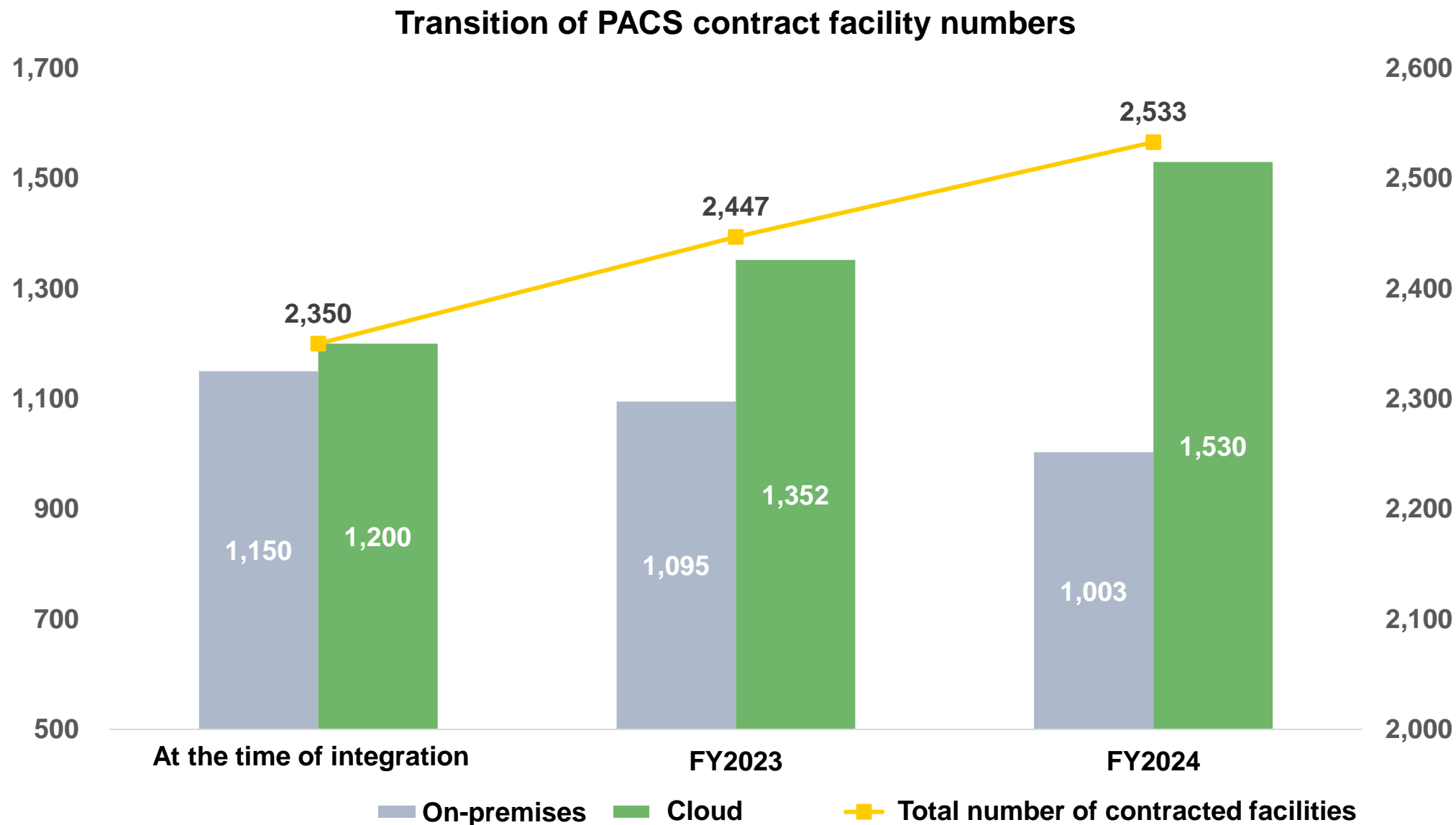
Operating profit

▲ 46 million yen ▲ 42.7 %

(-) Increased labor and investment costs(PSP)

(-) Amortization of development costs(PSP)

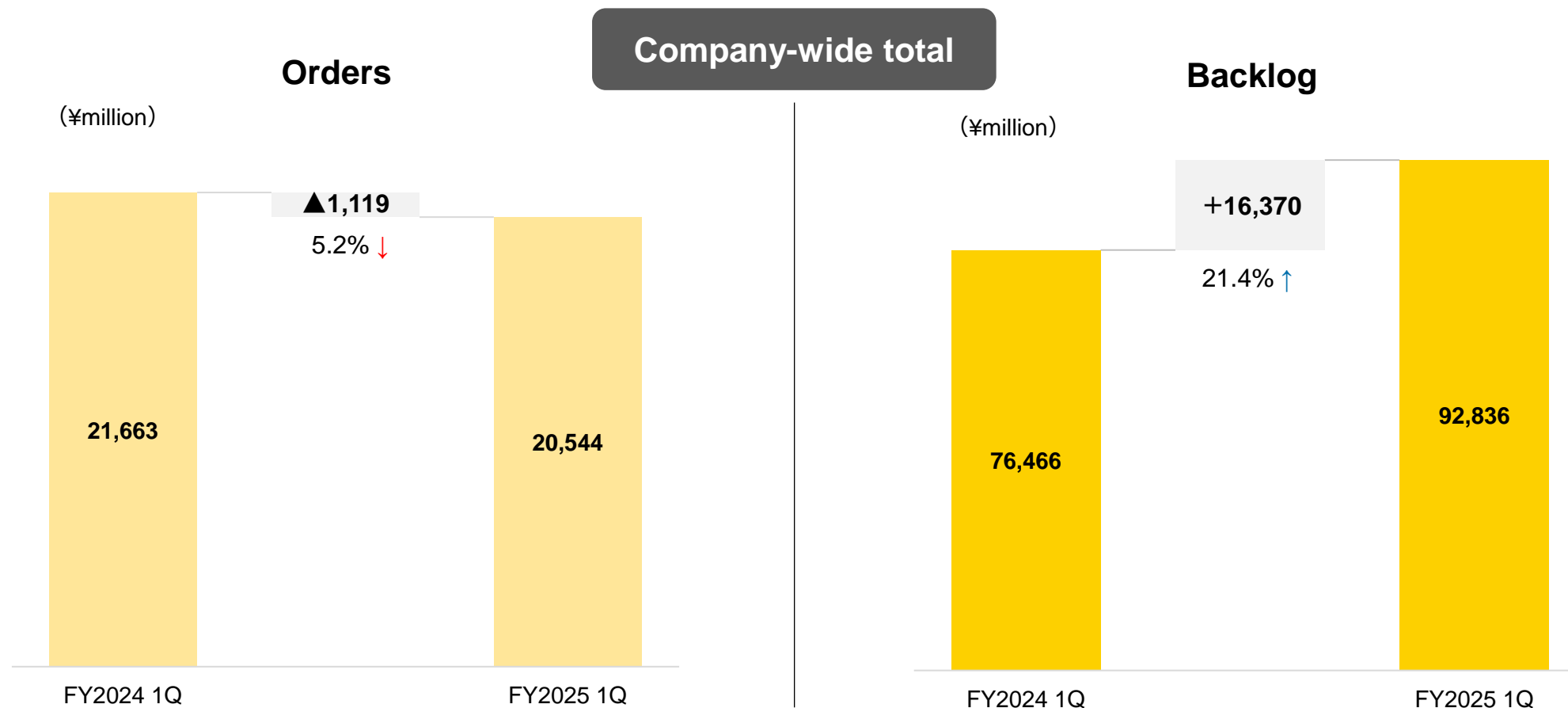






# Booking and Backlog for FY2025 1Q (Consolidated)

- 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.

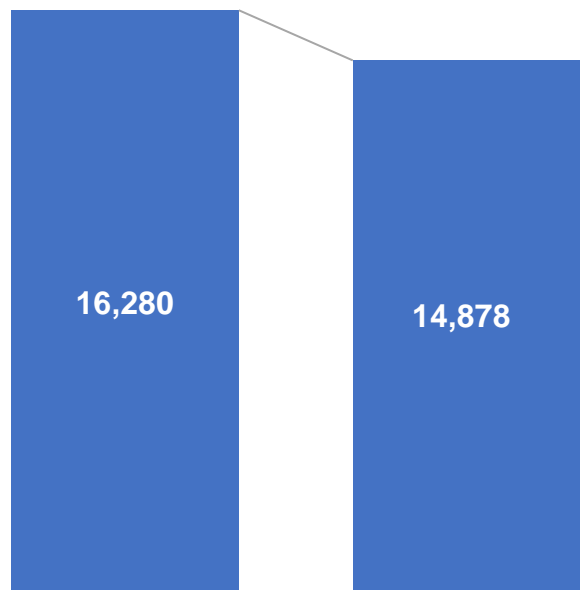
**Application Service Business** : Strong performance mainly in the CRM field and Software quality assurance field.

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

## Information Infrastructure Business

(¥million)

▲8.6% ↓



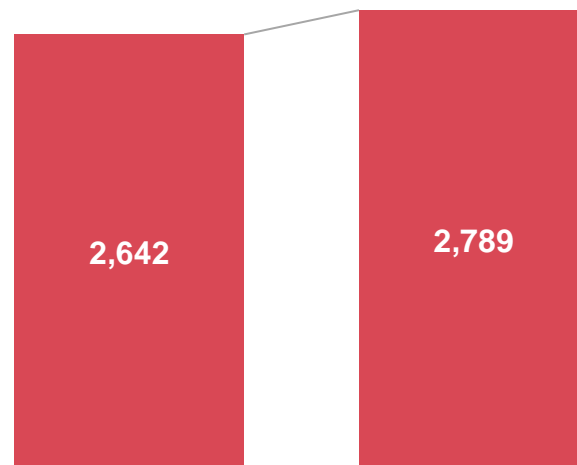
FY2024 1Q

FY2025 1Q

## Application Services Business

(¥million)

+5.5% ↑



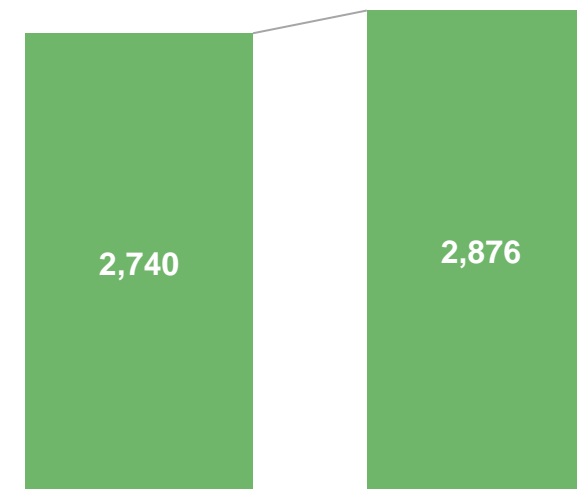
FY2024 1Q

FY2025 1Q

## Medical System Business

(¥million)

+5.0% ↑



FY2024 1Q

FY2025 1Q

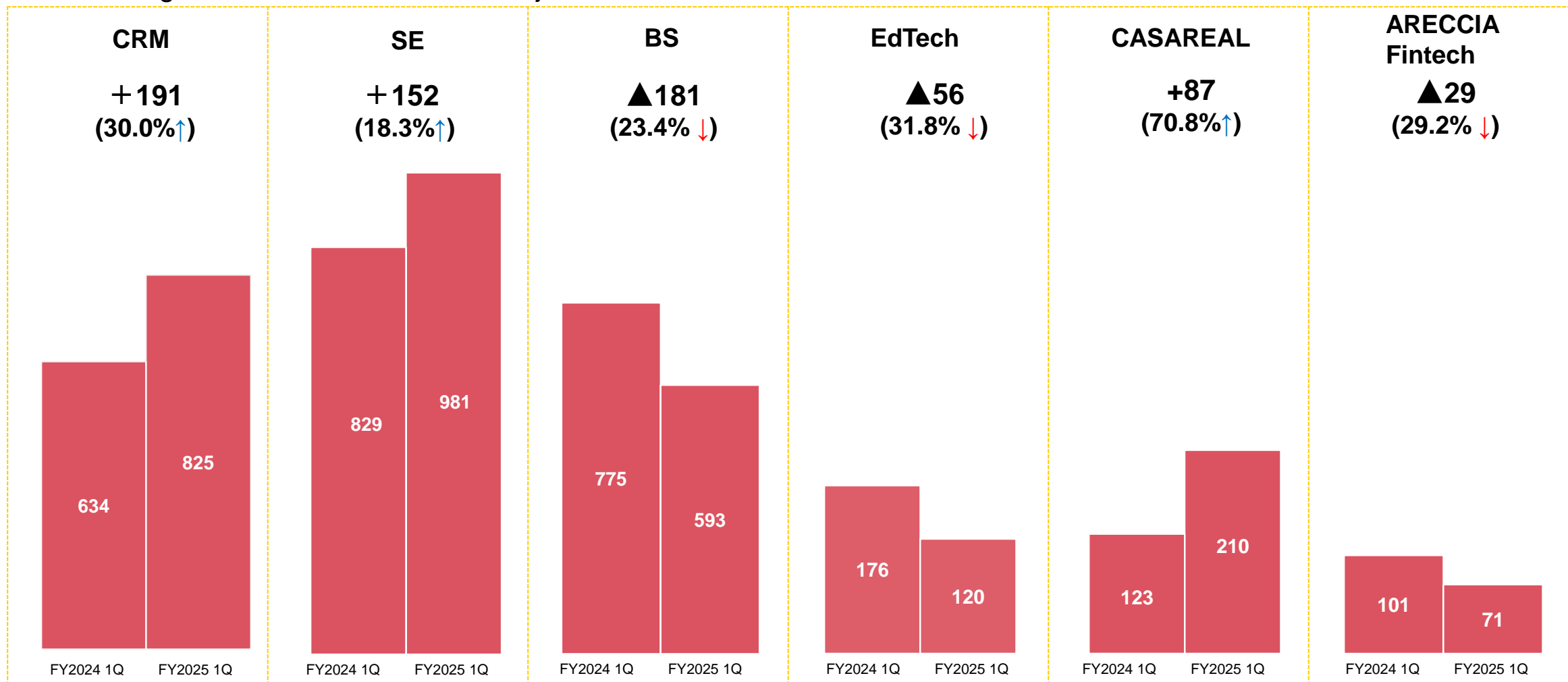


# Booking for FY2025 1Q by Field (Consolidated)

## Application Service Business



(¥million) ※ Figures before consolidation adjustments between divisions



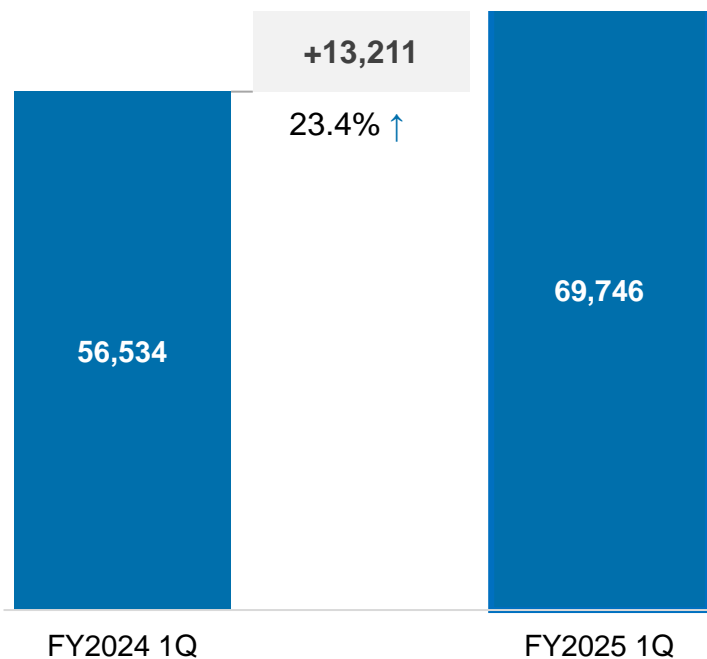
※ Division name abbreviation

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).

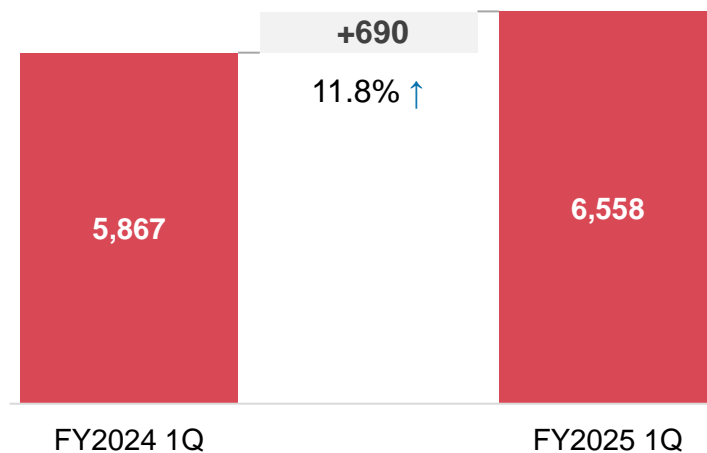
## Information Infrastructure Business

(¥million)



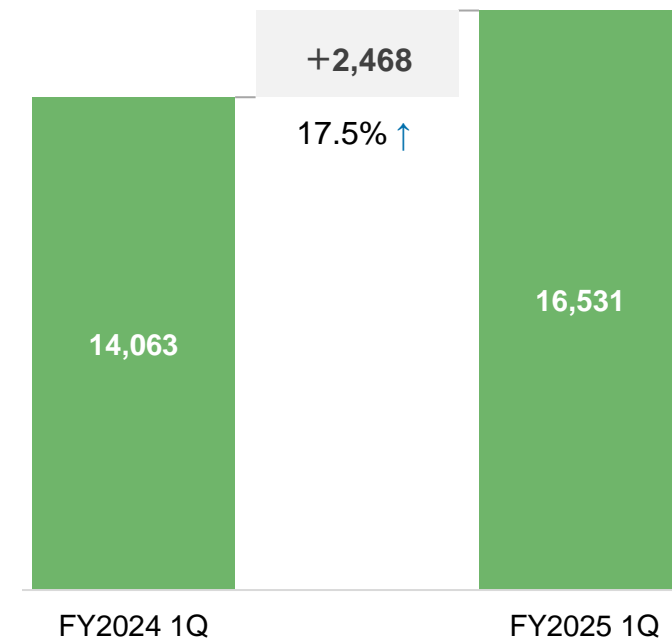
## Application Services Business

(¥million)



## Medical System Business

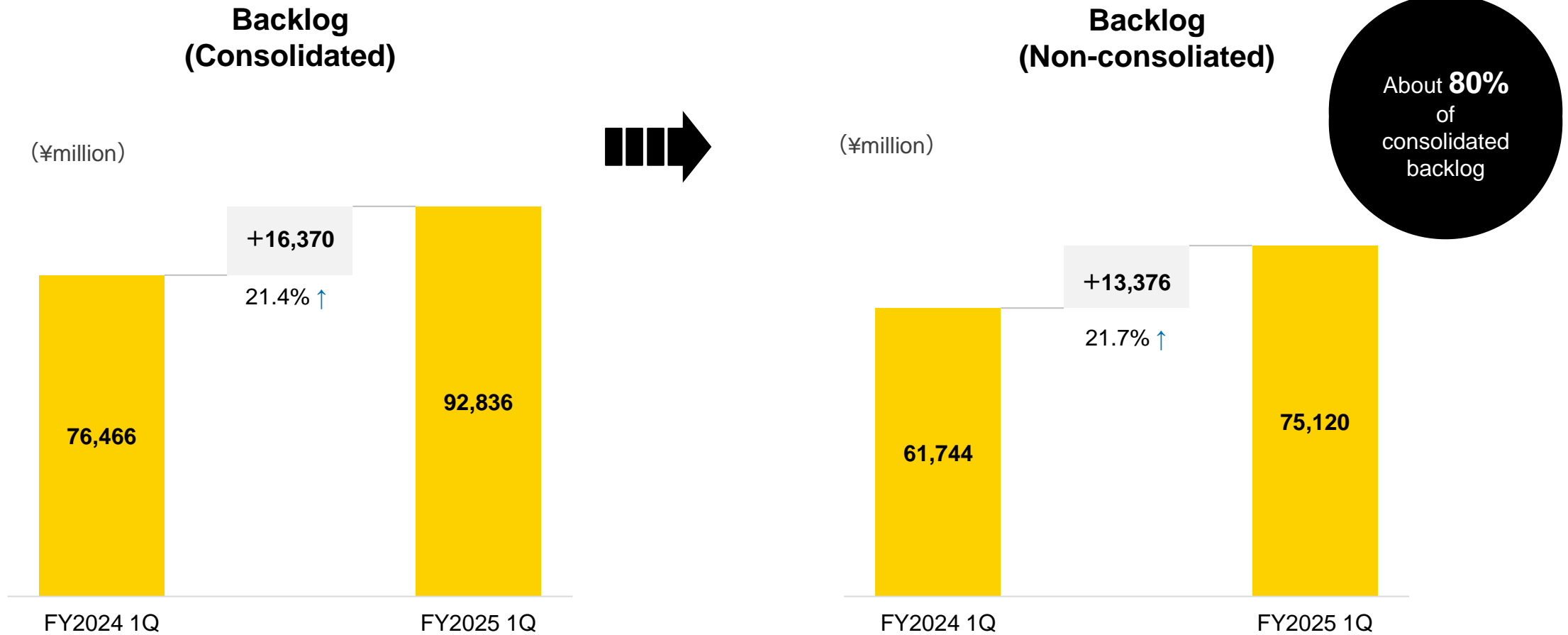
(¥million)





# Backlog for FY2025 1Q (Non-Consolidated)

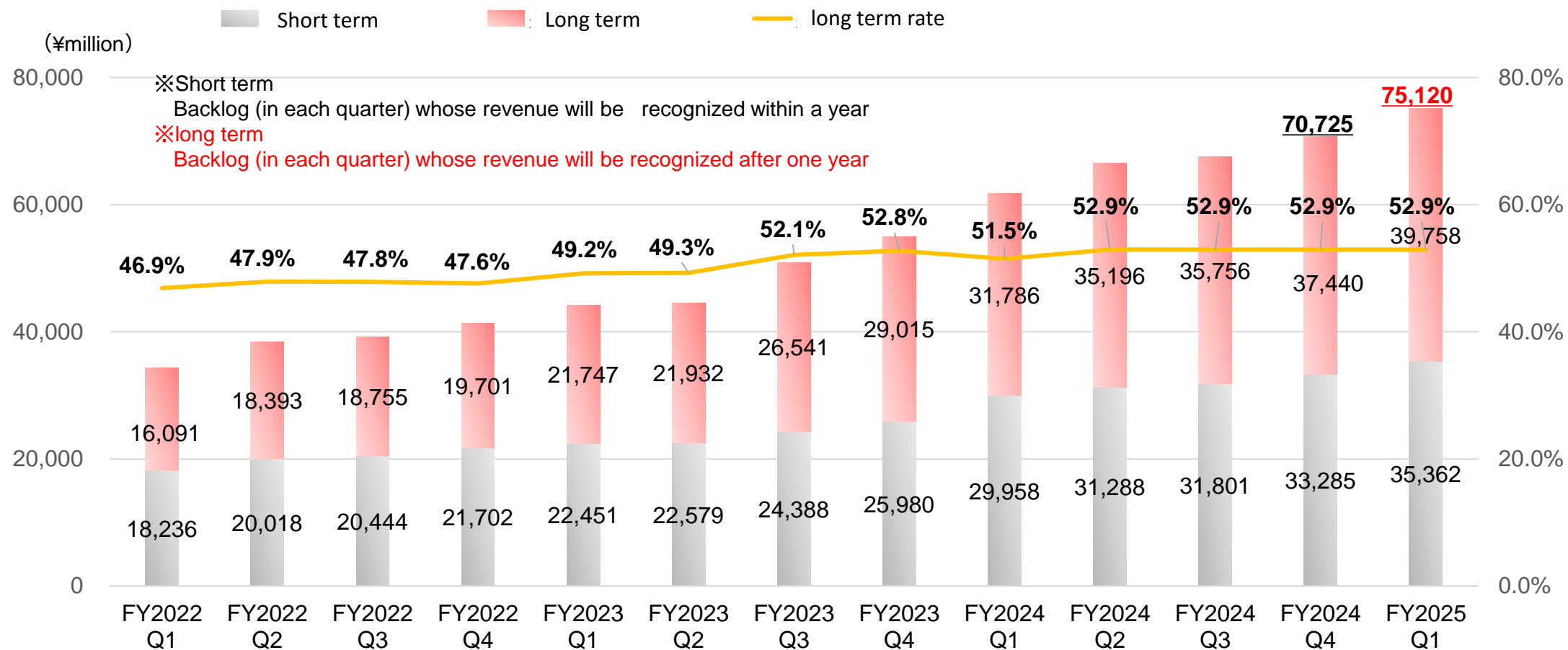
- Consolidated and non-consolidated (TechMatrix only) backlogs are as follows.





# Backlog for FY2025 1Q (Non-Consolidated)

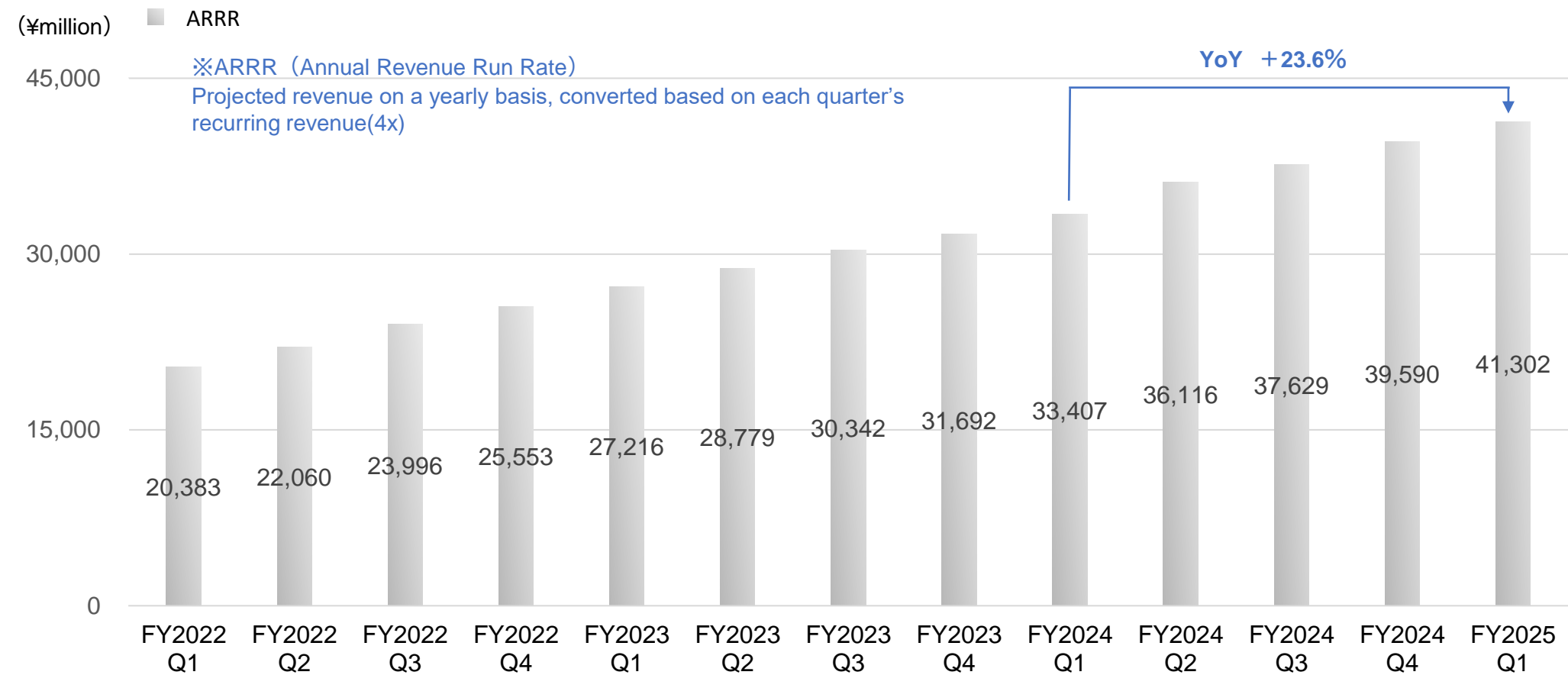
- Non-consolidated backlog (for only TechMatrix) are as follows.





# ARRR for FY2025 1Q (Non-Consolidated)

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

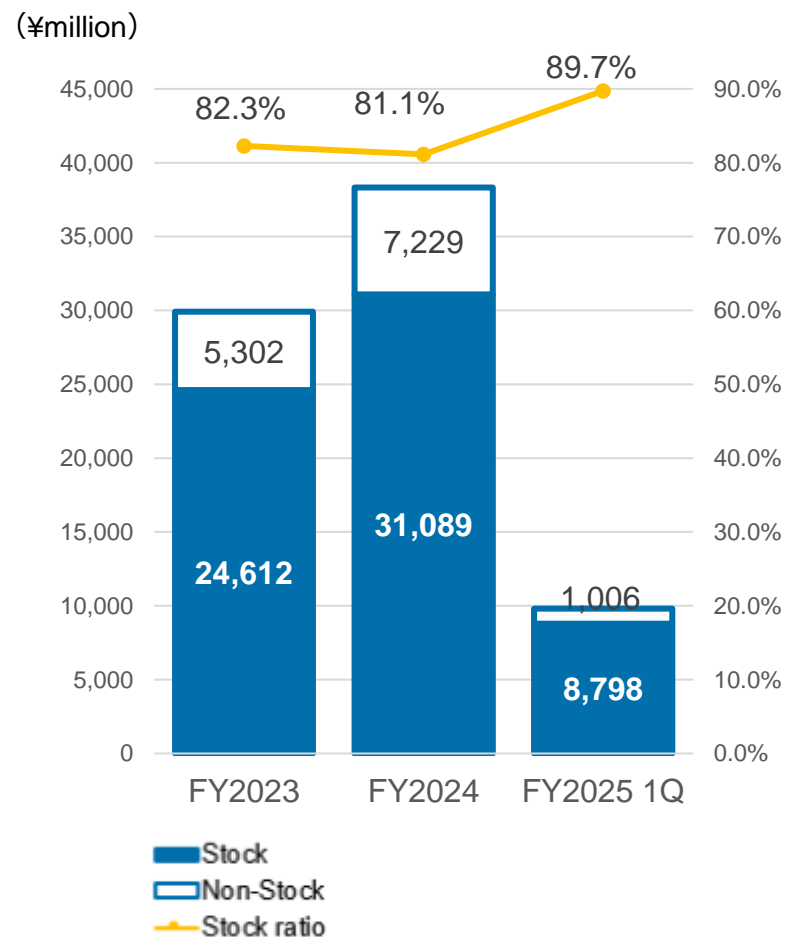




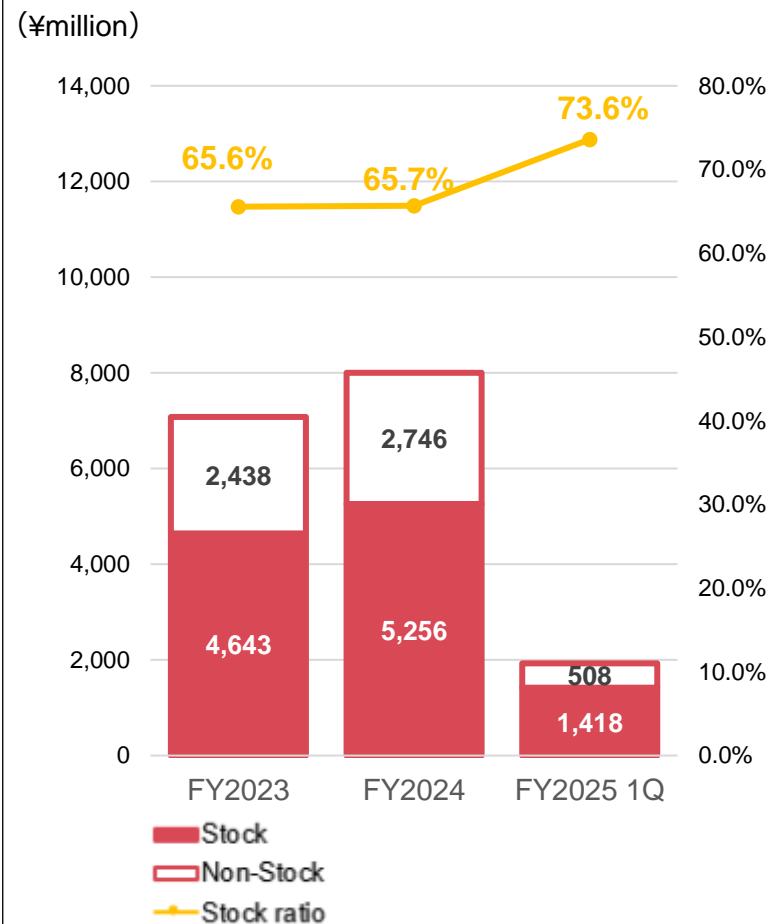


# Stock type sales (Recurring revenue) ratio of TECHMATRIX and PSP

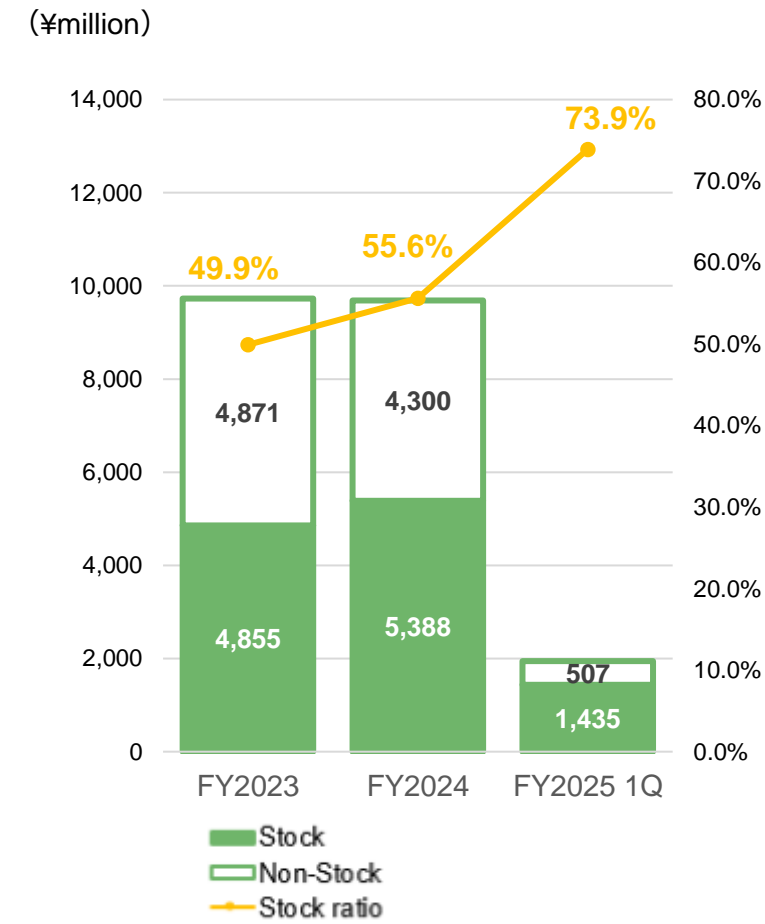
## Information Infrastructure Business



## 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.

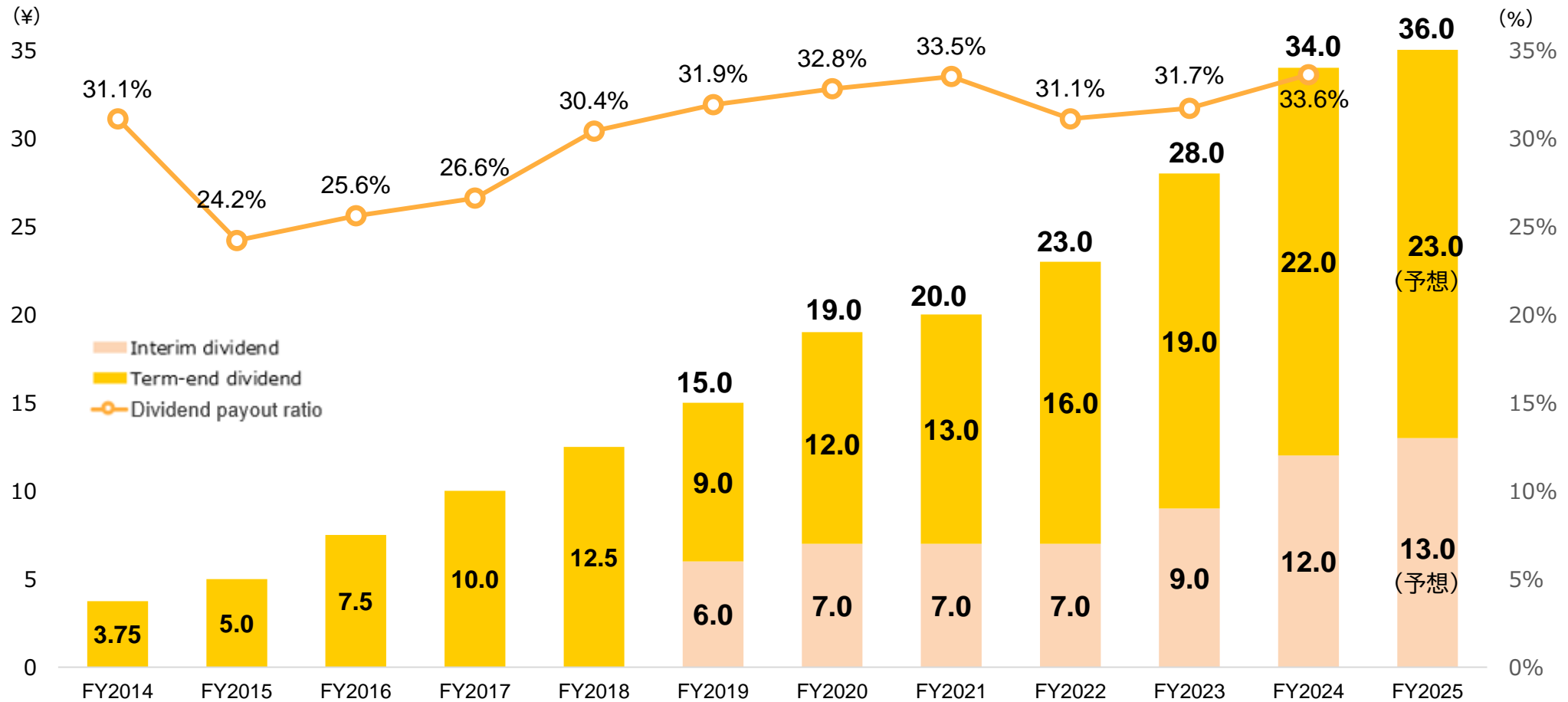
(¥million)

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.





<Handling of this material>

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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.

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