

Appendix for the Fiscal Year Ending March 31, 2026



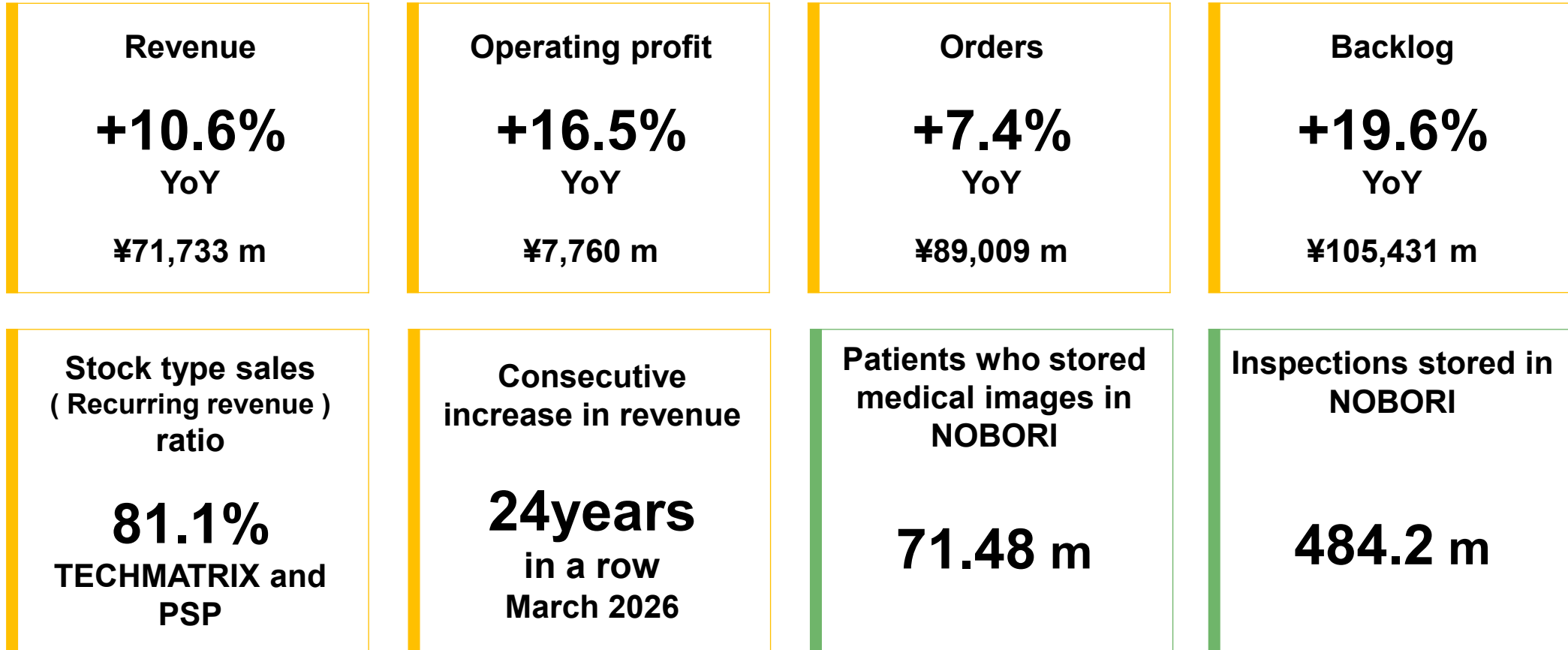
May 8, 2026

TECHMATRIX CORPORATION (code : 3762)



1. Business Highlights for Fiscal Year ending March 31, 2026 (Consolidated)

- **Key KPIs (Consolidated)**





Business Highlights for FY2025 (Consolidated)

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

(¥million)

*FY2024=2024.4~2025.3 FY2025=2025.4~2026.3	FY2024	FY2025	YoY	
			Change	Change %
Revenue	64,882	71,733	+6,851	+10.6%
Operating profit	6,662	7,760	+1,097	+16.5%
Profit margin	(10.3%)	(10.8%)		(+0.5P)
Profit before tax	6,418	7,861	+1,442	+22.5%
Profit attributable to owners of parent	4,056	5,178	+1,121	+27.7%

• Provisions for salary system revision and review of refresh leave Operating profit : ▲80m

*Regarding the business combination with Firmus Sdn. Bhd. carried out on November 12, 2024, provisional accounting treatments were applied in the previous consolidated fiscal year. Since these have been finalized in the current consolidated fiscal year, the revised figures determined after finalizing the provisional accounting treatments.



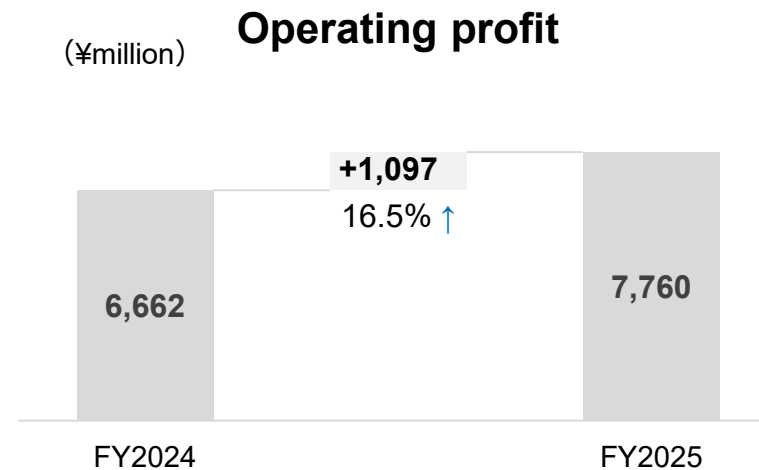
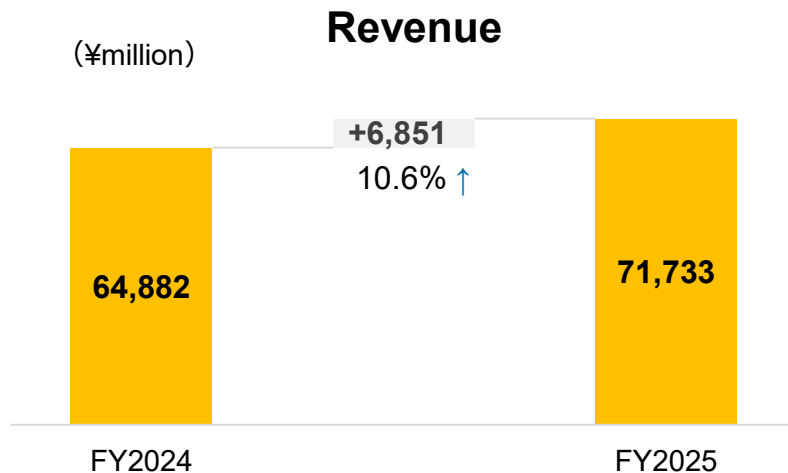
Business Highlights for FY2025 (Consolidated)

(¥million)

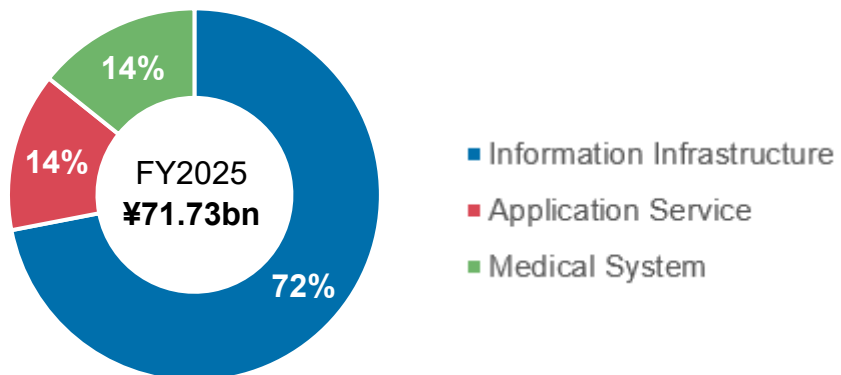
	FY2024			FY2025			YoY	
	Results	Com- position ratio	Profit margin	Results	Com- position ratio	Profit margin	Results	Com- position ratio
Revenue	64,882	100.0%		71,733	100.0%		+6,851	+10.6%
Information Infrastructure	45,585	70.3%		51,620	72.0%		+6,034	+13.2%
Application Service	9,177	14.1%		9,884	13.8%		+706	+7.7%
Medical System	10,119	15.6%		10,229	14.3%		+110	+1.1%
Operating profit	6,662	100.0%	10.3%	7,760	100.0%	10.8%	+1,097	+16.5%
Information Infrastructure	5,267	79.1%	11.6%	6,579	84.8%	12.7%	+1,311	+24.9%
Application Service	141	2.1%	1.5%	△148	△1.9%	-	△289	-
Medical System	1,253	18.8%	12.4%	1,329	17.1%	13.0%	+75	+6.1%



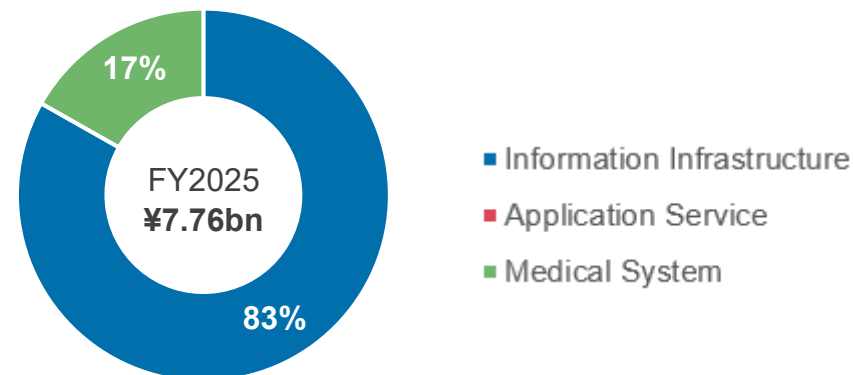
Business Highlights for FY2025 (Consolidated)



Revenue breakdown



Operating profit breakdown





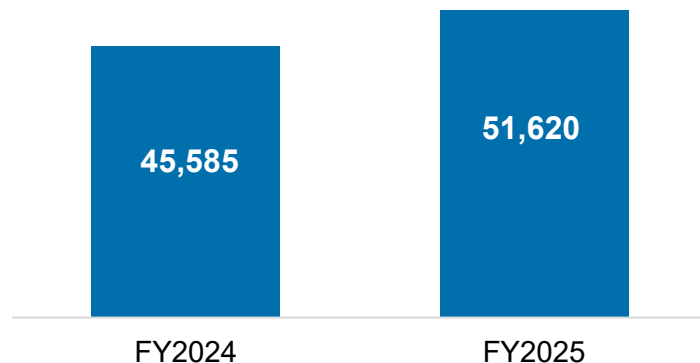
Business Highlights for FY2025 by Segment (Consolidated)

Information Infrastructure Business



Revenue

(¥million)



The **highest** consolidated Revenue and Operating profit.

YoY

Revenue

+ 6,034 million yen **+ 13.2** %

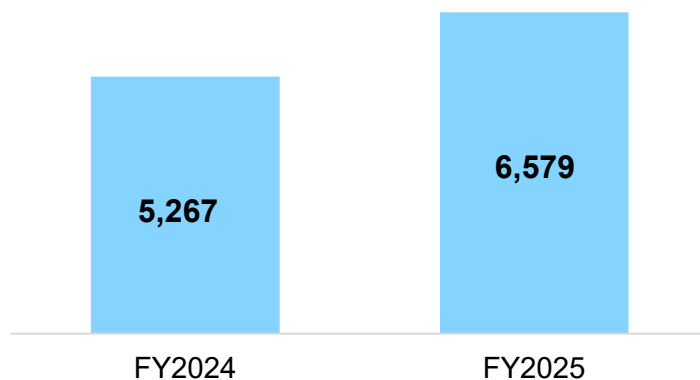
- (+) In addition to conventional cloud-based security solutions, cross-selling of AI-powered SOC automation solutions is progressing.
- (+) Accumulation of multi-year subscriptions.
- (+) Firmus was consolidated from the 3rd quarter of FY2024
- (-) A decline due to the temporary demand from one-time factors (revenue of approximately 1.7 billion yen) in the 2Q of the previous fiscal year.

Operating profit

+ 1,311 million yen **+ 24.9** %

- (+) The increase in SG&A expenses remained slight despite the growth in revenue
- (-) A decline due to the temporary demand from one-time factors (operating profit 200 million yen) in the 3Q of the previous fiscal year.
- (-) Return of retirement benefit expense(operating profit 73 million yen).

Operating profit





Business Highlights for FY2025 by Segment (Consolidated)

Application Service Business



Revenue

(¥million)



Although sales revenue increased YoY, operating profit decreased due to changes in the method of recording software development costs in the EdTech business and an increase in expenses associated with the expansion of the CRM business.

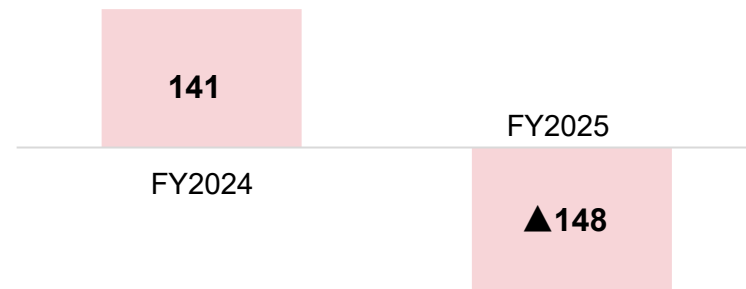
YoY

Revenue

+ 706 million yen **+ 7.7** %

- (+) 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

▲ 289 million yen **—** %

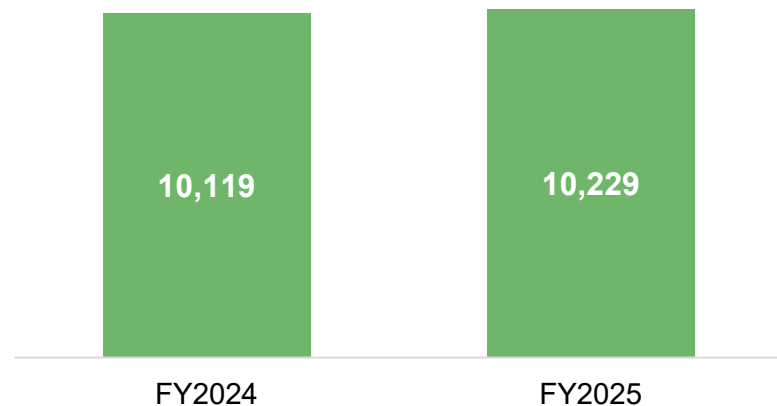
- (-) All software development costs were recorded as research and development expenses.(Cumulative:▲184million yen)(EdTech)
- (-) Increase in personnel expenses and selling and administrative expenses due to business expansion(CRM)
- (-) Return of retirement benefit expense(operating profit 100 million yen).
- (+) Increase due to the rebound effect from the impairment loss on software assets in the previous period (operating profit ▲330 million yen).(EdTech)



Medical System Business

Revenue

(¥million)



Revenue remained at the same level as previous year.
 Operating profit remained at the same level as the previous year, despite an increase in investment costs YoY, due to the expanded sales composition of cloud services.

YoY

Revenue

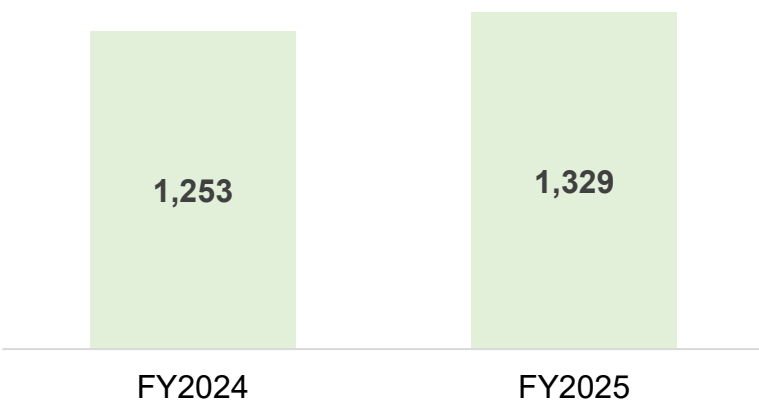
+ 110 million yen **+ 1.1** %

(+) 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



Operating profit

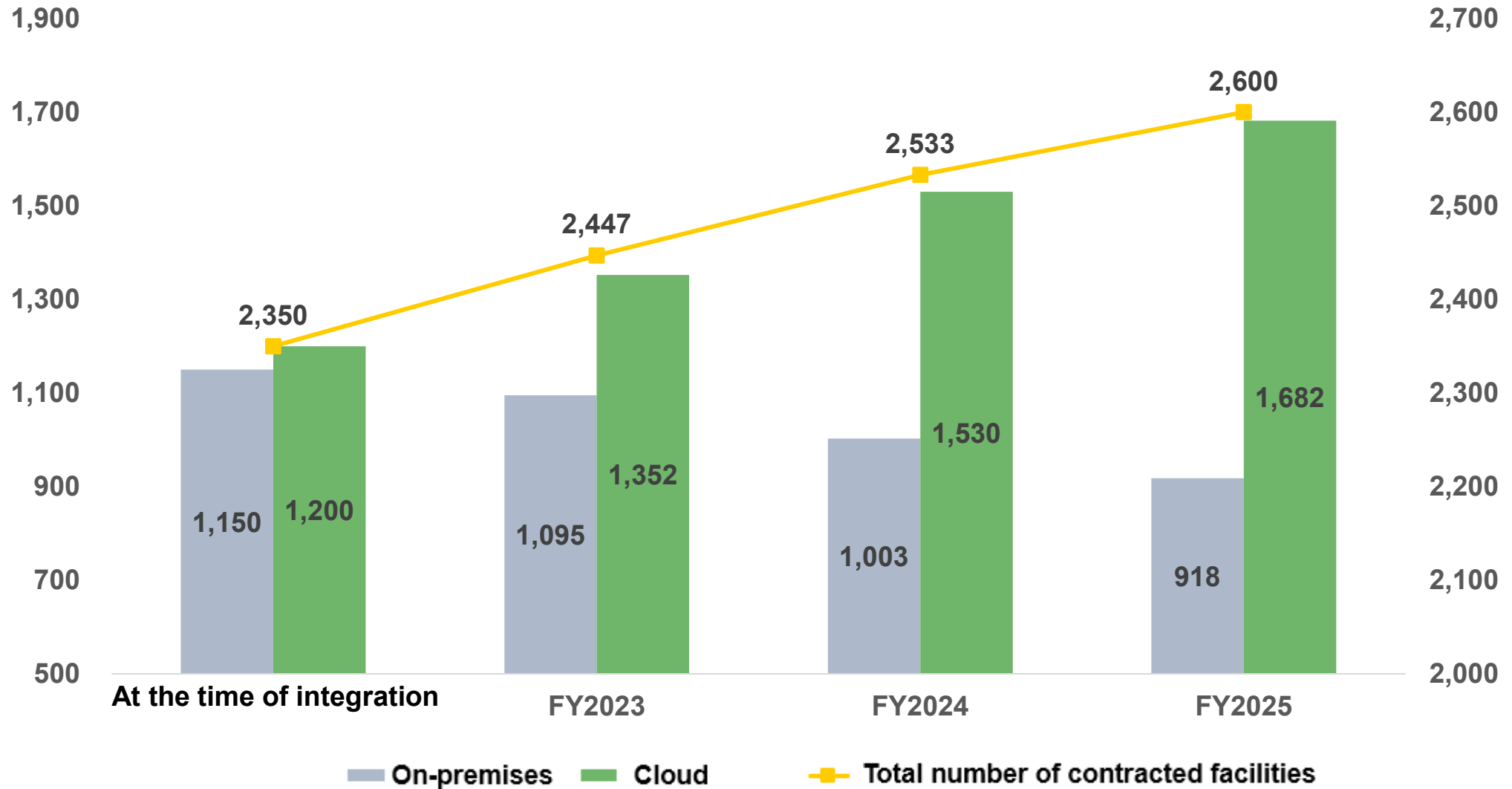
+ 75 million yen **+ 6.1** %

(+) The sales composition ratio of cloud services is expanding

(-) Increased labor and investment costs(PSP)



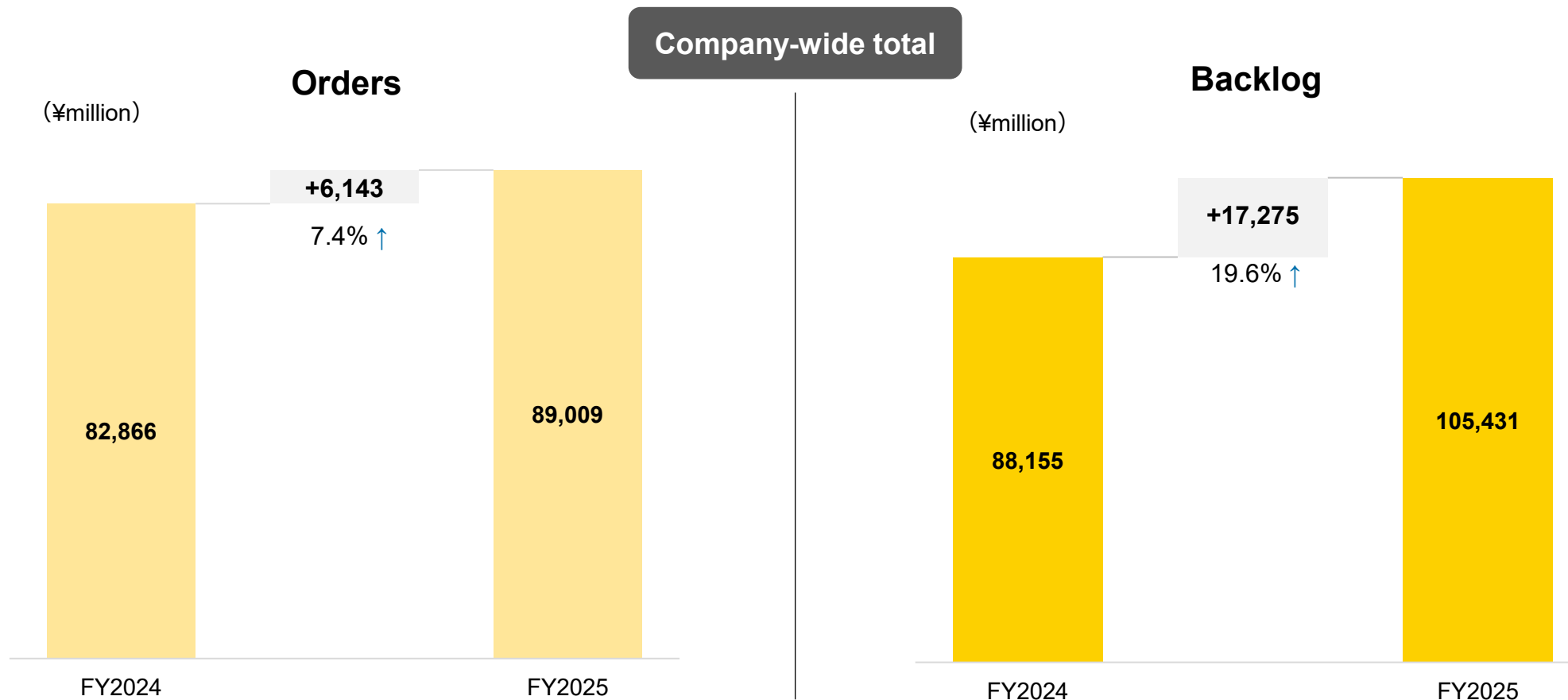
Transition of PACS contract facility numbers





Orders and Backlog for FY2025 (Consolidated)

- Consolidated order intake increased year-on-year, as the Information Infrastructure business absorbed the decline from large-scale renewals in the previous fiscal year through the steady accumulation of new orders and renewal orders.
- The consolidated order backlog increased compared to the previous term due to a higher proportion of orders from stock-type projects.



*By eliminating the impact of agent transactions in the previous period's EdTech business, we have revised the order volume and order backlog from the previous period.



Orders by Segment for FY2025 (Consolidated)

Information Infrastructure Business

In addition to conventional cloud-based security products, cross-selling of SOC operations automation solutions has progressed. Through the acquisition of new projects and steady accumulation of contract renewals, the decline following large renewal projects in the previous term was offset. It set a new record.

Application Service Business

The CRM field, software quality assurance field, and EdTech business are performing well.

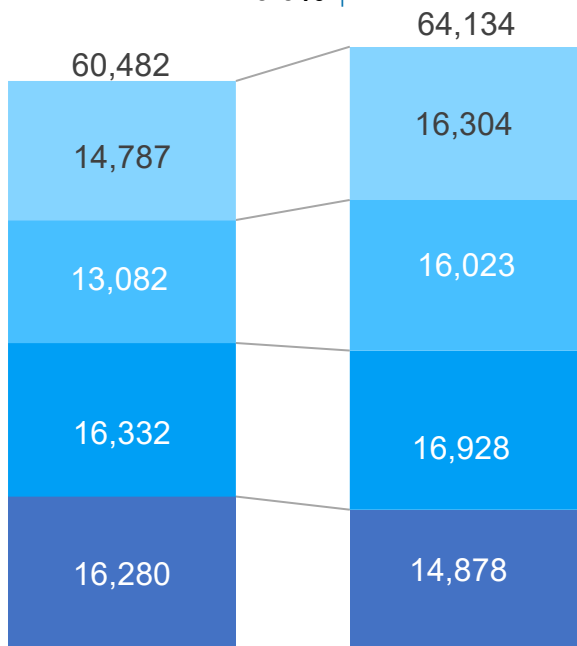
Medical System Business

In addition to securing new projects and steadily accumulating renewal projects in the medical image management system (PACS), the company is also performing strongly in the AI business, having secured a large-scale project.

Information Infrastructure Business

(百万円)

+6.0% ↑



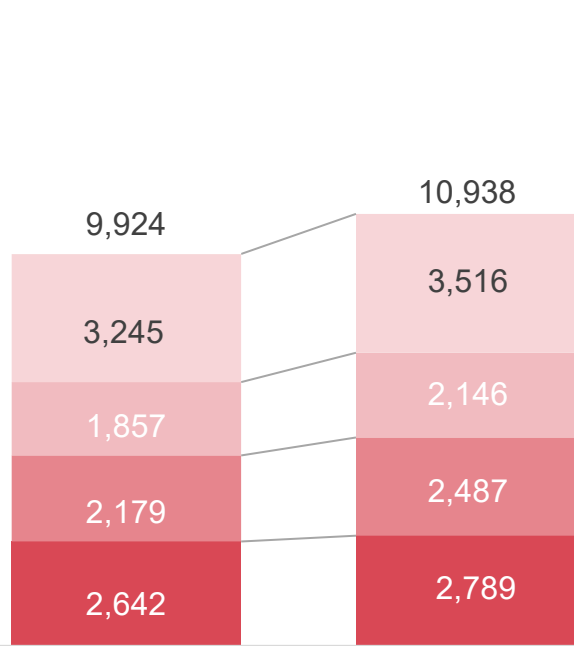
FY2024

FY2025

Application Services Business

(百万円)

+10.2% ↑



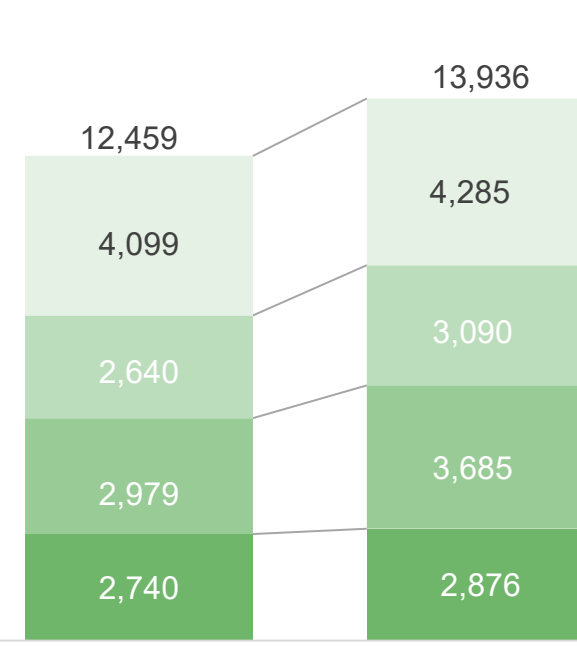
FY2024

FY2025

Medical System Business

(百万円)

+11.9% ↑



FY2024

FY2025



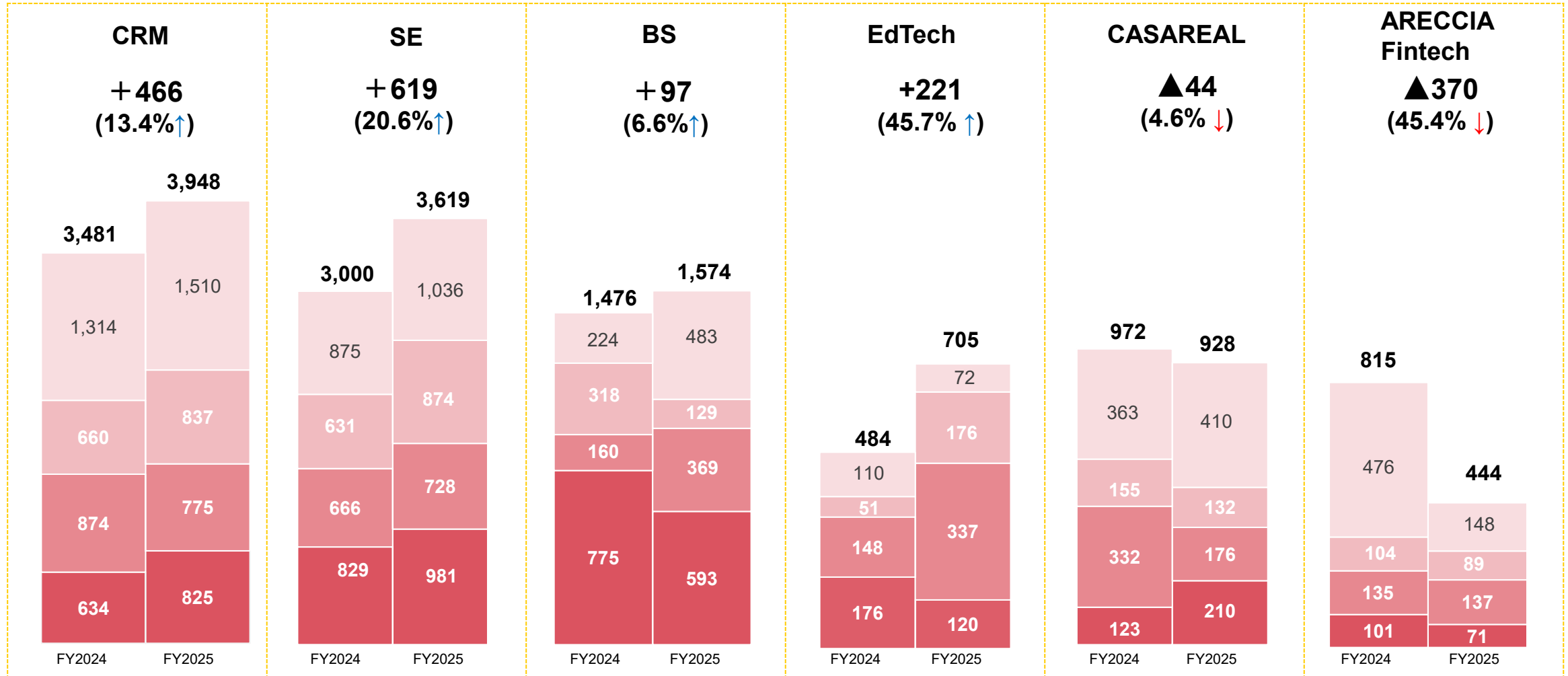
Booking for FY2025 by Field (Consolidated)

Application Service Business



(¥million) ※ Figures before consolidated accounting processing.

■ 1Q ■ 2Q ■ 3Q ■ 4Q



※ Division name abbreviation

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

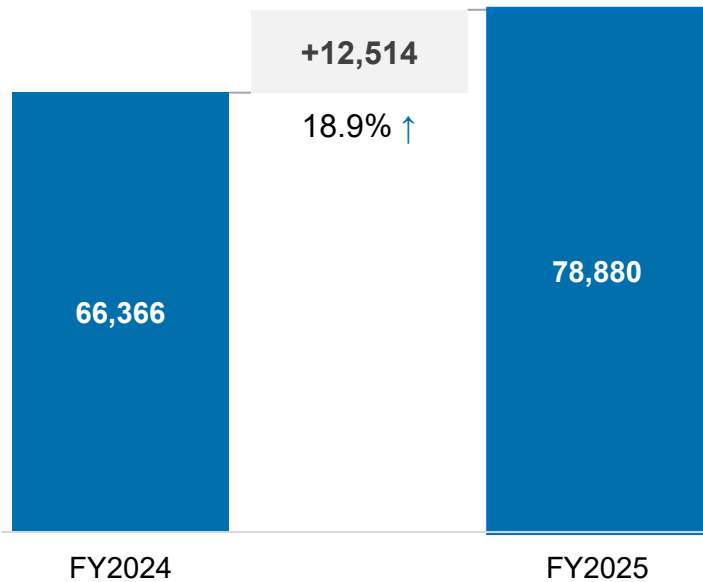


Backlog by Segment for FY2025 (Consolidated)

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

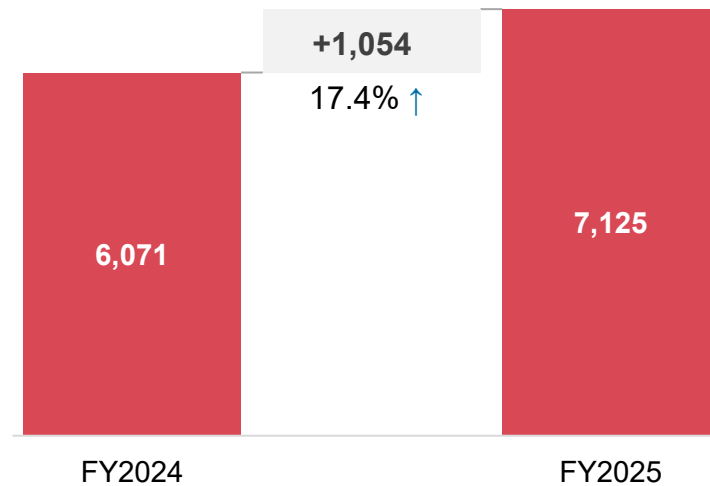
Information Infrastructure Business

(¥million)



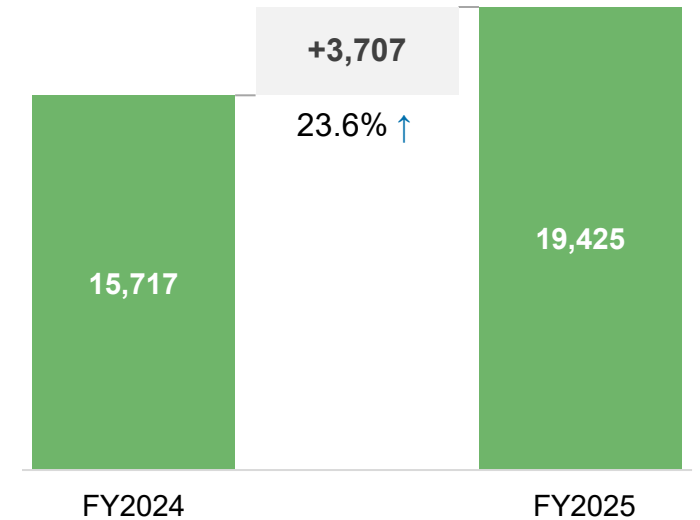
Application Services Business

(¥million)



Medical System Business

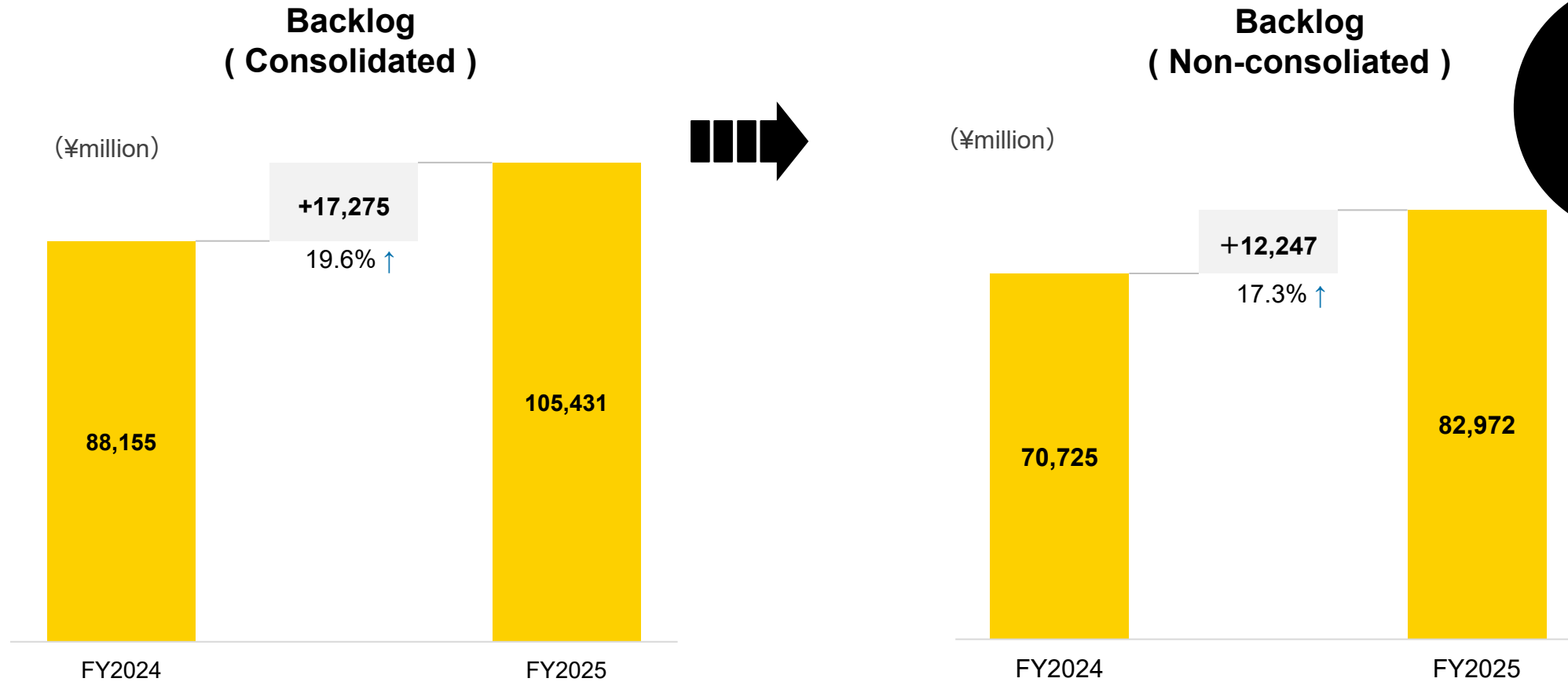
(¥million)





Backlog for FY2025 (Non-Consolidated)

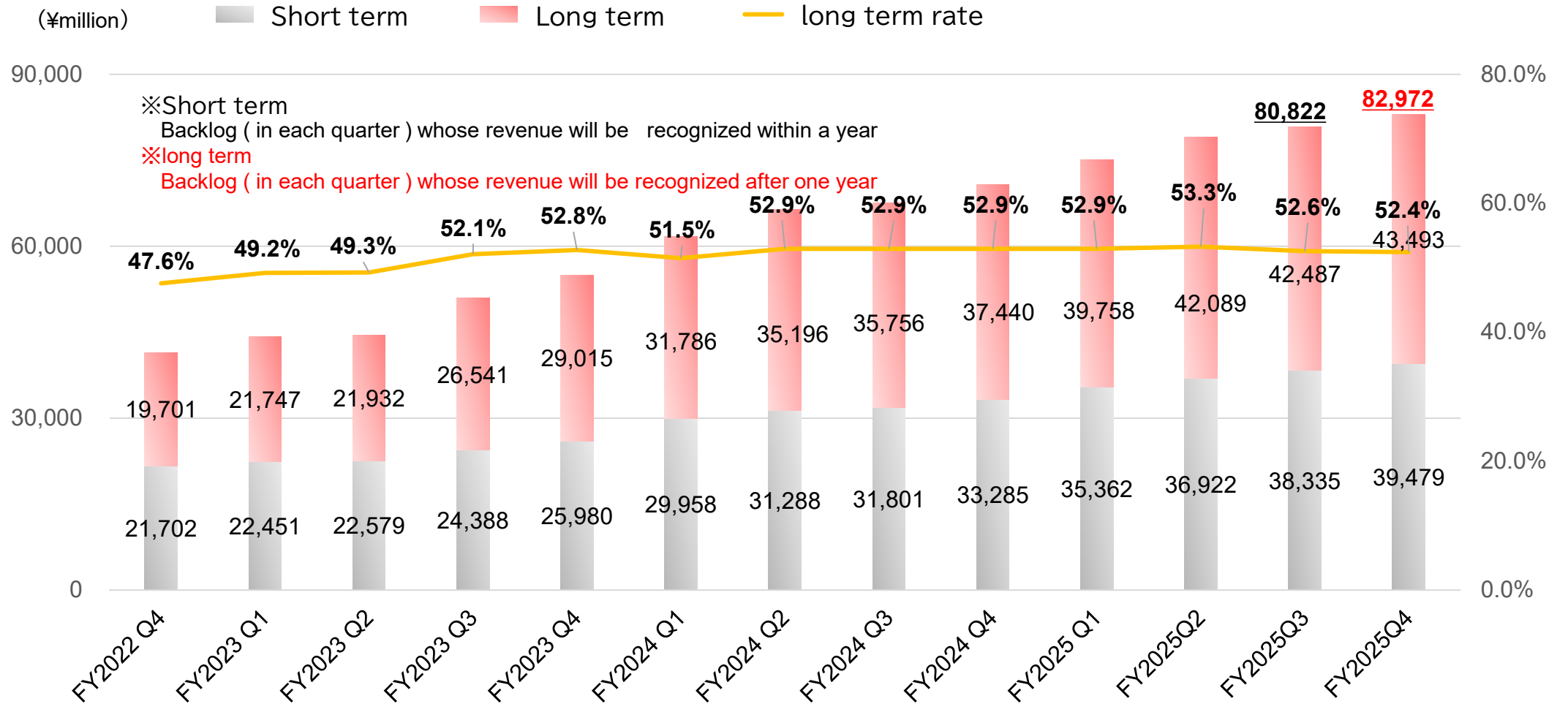
- Consolidated and non-consolidated (TechMatrix only) backlogs are as follows.





Backlog for FY2025 (Non-Consolidated)

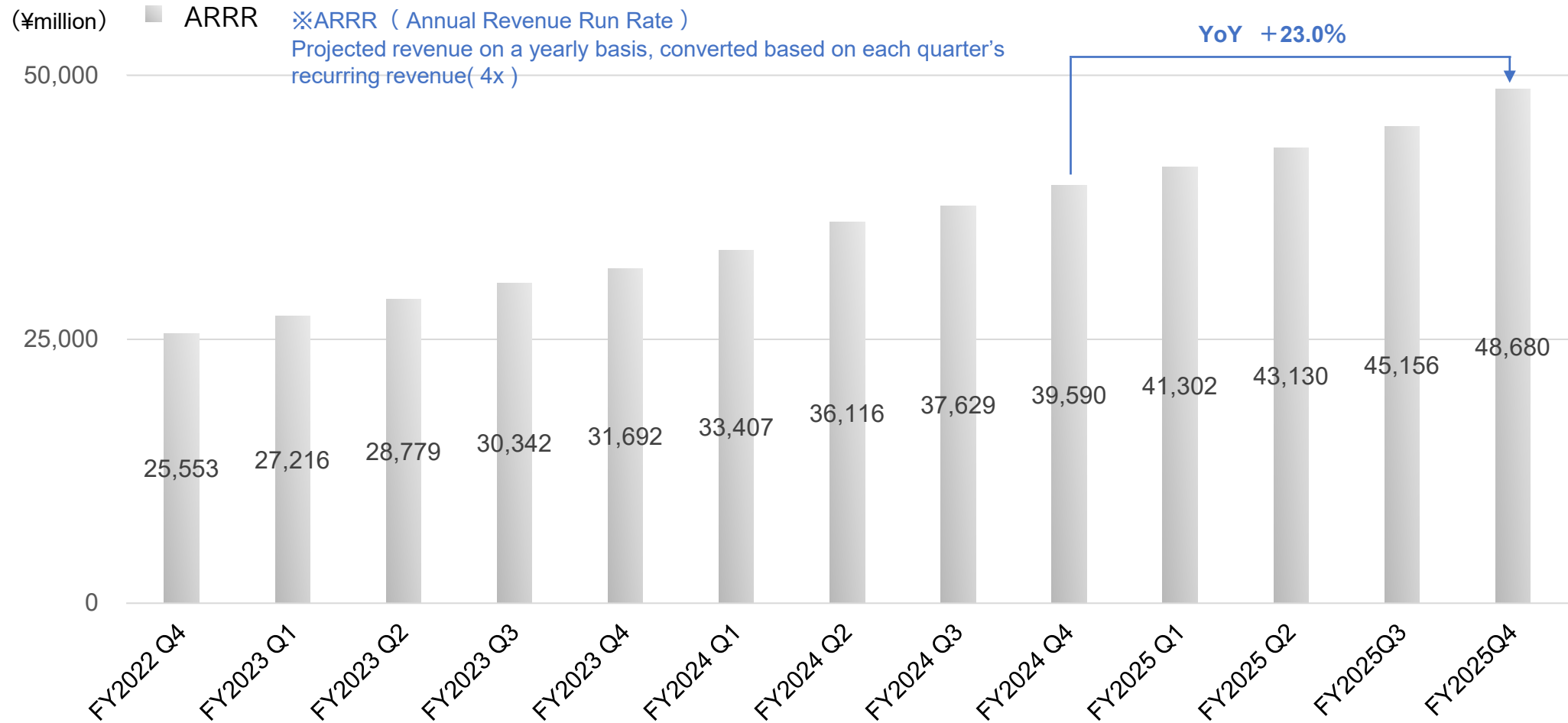
- Non-consolidated backlog (or only TechMatrix) are as follows.





ARRR for FY2025 (Non-Consolidated)

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



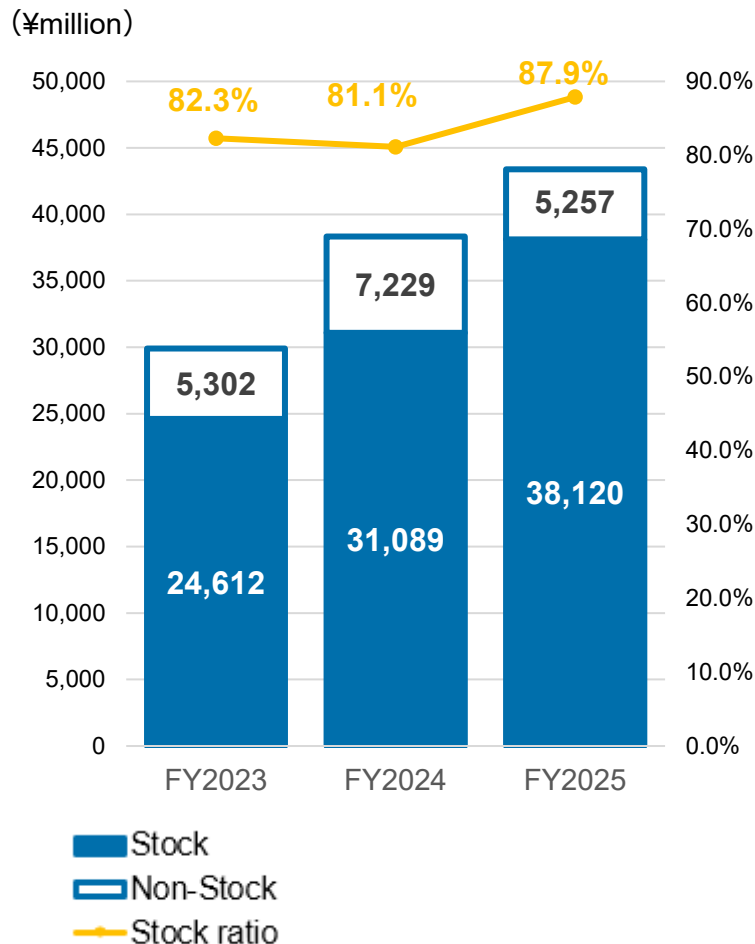


Stock type sales (Recurring Revenue) ratio of TECHMATRIX and PSP

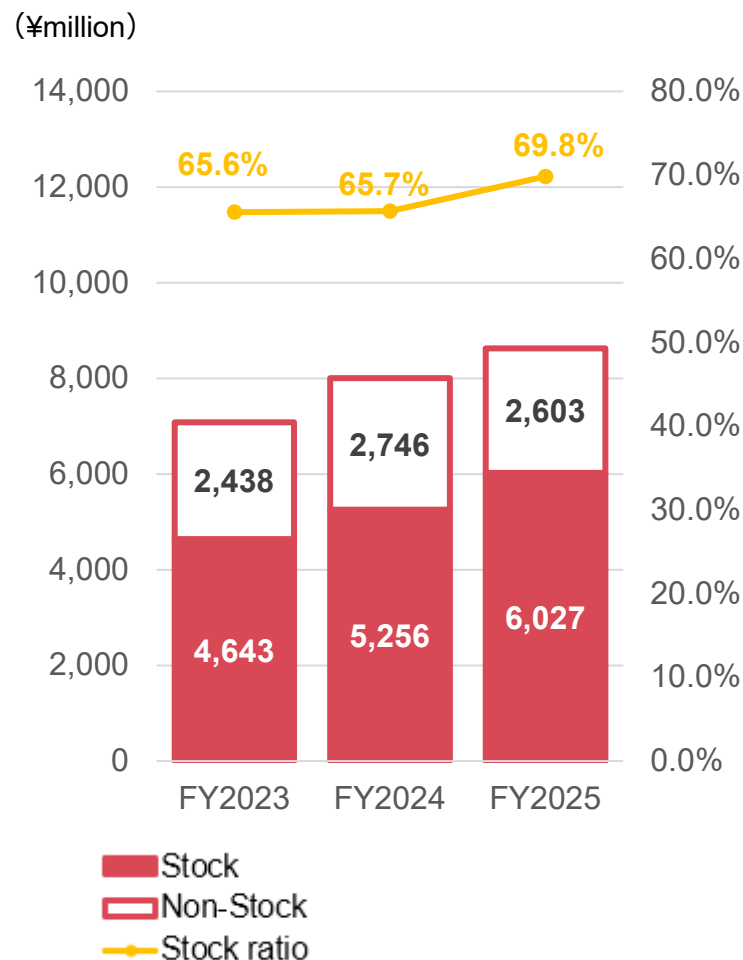


- Stock type sales ratio (Techmatrix and PSP): 81.1%

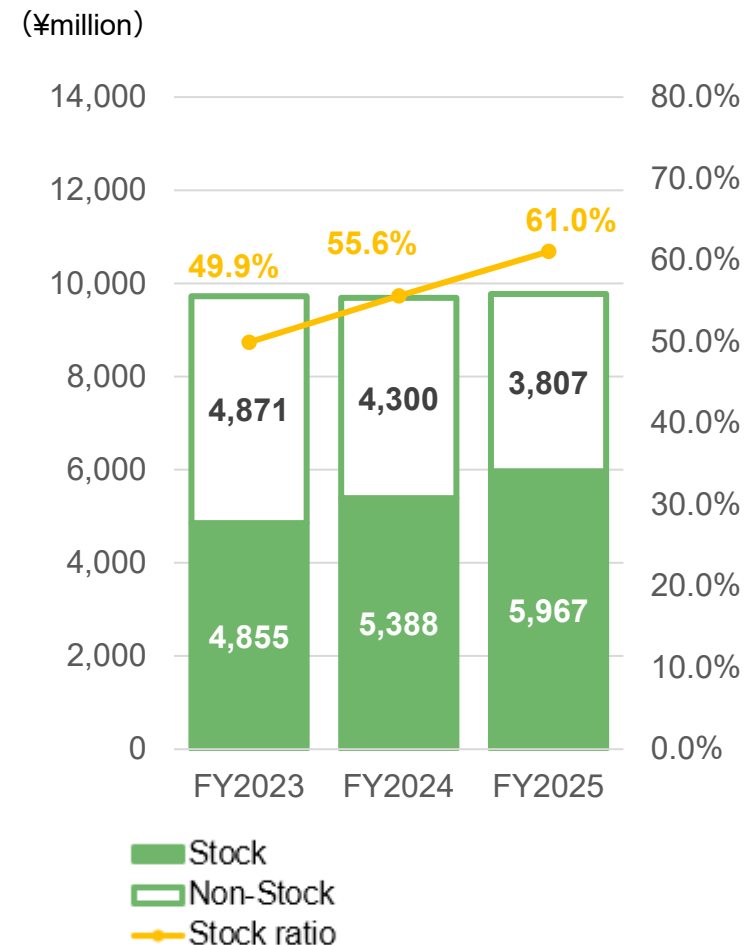
Information Infrastructure Business



Application Services Business



Medical System Business



※ FY2024 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		FY2024	FY2025
Total current assets	85,446	101,405	Total current liabilities	67,449	82,780
Cash and cash equivalents	27,325	35,801	Trade and other payables	2,166	2,715
Trade and other receivables	7,699	7,035	Borrowings	510	200
Other current assets (※)	50,421	58,568	Other current liabilities (※1)	64,772	79,865
Total non-current assets	20,051	20,126	Total non-current liabilities	8,056	6,070
Property, plant and equipment	5,987	5,426	Borrowings	1,750	1,550
Goodwill	3,895	4,509	Other non-current liabilities	6,306	4,520
Intangible assets	3,509	3,828	Total liabilities	29,992	32,680
Other non-current assets	6,658	6,361	Share capital and Capital surplus	6,097	4,306
			Treasury shares	△921	△918
			Retained earnings	18,908	21,902
			Other components of equity	118	1,036
			Total equity attributable to owners of parent	24,202	26,327
			Non-controlling interests	5,789	6,353
Total assets	105,497	121,531	Total liabilities and equity	105,497	121,531

*Regarding the business combination with Firmus Sdn. Bhd. carried out on November 12, 2024, provisional accounting treatments were applied in the previous consolidated fiscal year. Since these have been finalized in the current consolidated fiscal year, the amounts for 'goodwill' and 'intangible assets' reflect the revised figures determined after finalizing the provisional accounting treatments.



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)	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)
(Firmus Group)	(112)	(115)	(112)	(113)
FY2025	1Q	2Q	3Q	4Q
Non-Consolidated total	652 (+64)	654 (+56)	659 (+54)	666 (+47)

※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, 2027



Consolidated Financial Forecast

(¥million)

	FY2026	Previous year comparison(FY2025)			Medium term comparison(FY2026)		
	Forecast	Actual	Change	Change %	Actual	Change	Change %
Revenue	81,800	71,733	+10,067	+14.0%	80,000	+1,800	+2.3%
Operating profit	8,200	7,760	+440	+5.7%	8,600	△400	△4.7%
Profit margin	(10.0%)	(10.8%)		(△0.8P)	(10.8%)		(△0.8P)
Profit before tax	8,280	7,861	+419	+5.3%	-	-	-
Profit attributable to owners of parent	5,380	5,178	+202	+3.9%	-	-	-



Consolidated Financial Forecast

- Sales revenue grew, driven by the information infrastructure business.
- Operating profit is expected to reach the target for the third year of the medium-term management plan, excluding the impact of making Medmain a consolidated subsidiary in the medical systems business.

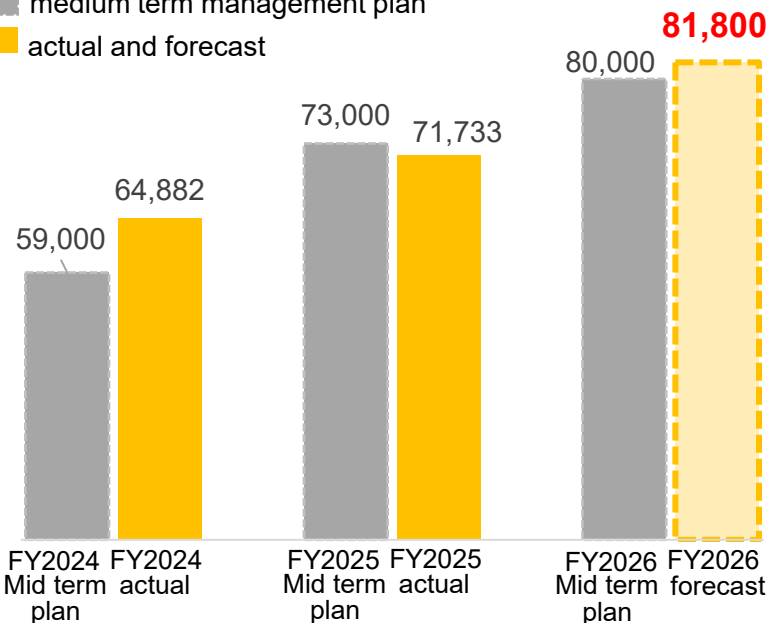
Differences in assumptions with the medium-term plan

- ① Change in the method of recording software development casts in the EdTech business.(Application Service)
- ② Making Medmain a consolidated subsidiary.(Medical system)

Revenue

(¥million)

■ medium term management plan
■ actual and forecast



Vs. mid term plan

+1,800
(+2.3%)

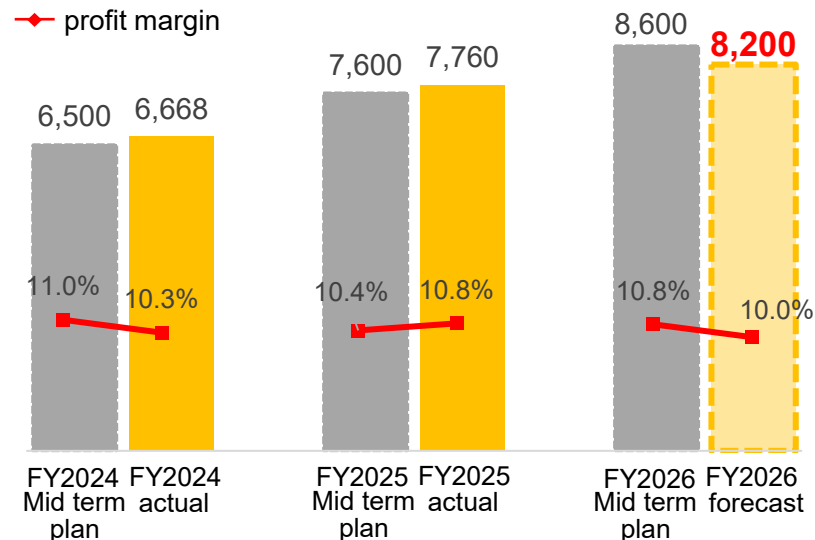
YoY

+10,067
(+14.0%)

Operating profit

(¥million)

■ medium term management plan
■ actual and forecast
◆ profit margin



Vs. mid term plan

▲ 400
(▲4.7%)

YoY

+440
(+5.7%)



Due to the accumulation of backorders resulting from the increase in stock-type projects and the progress of cross-selling AI-powered SOC task automation solutions, it is expected to exceed the plan for the third year of the medium-term management plan.

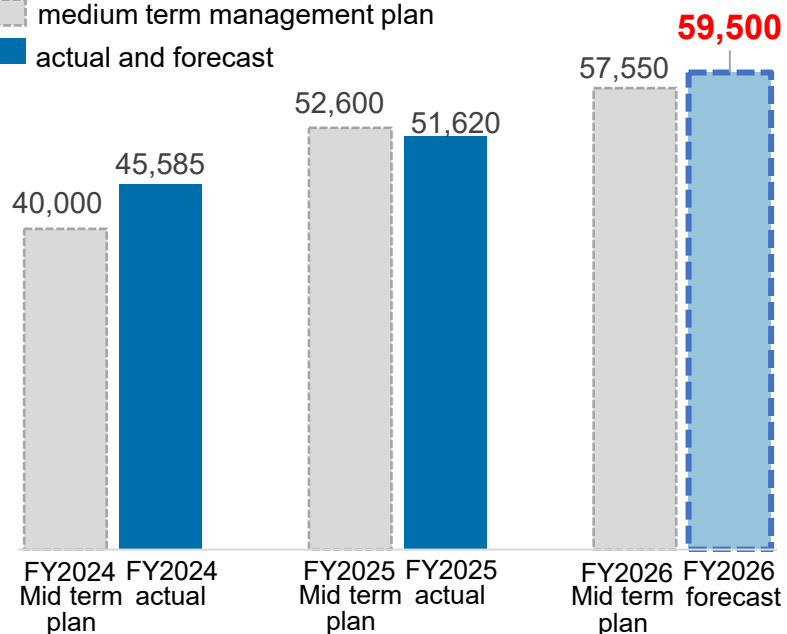
Differences in assumptions with the medium-term plan

None

Revenue

(¥million)

medium term management plan
actual and forecast



Vs. mid term plan

+1,950
(+3.4%)

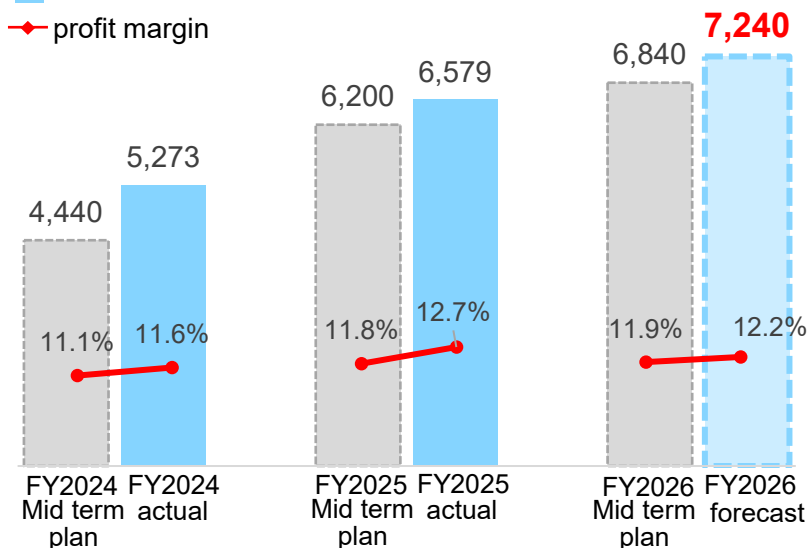
YoY

+7,880
(+15.3%)

Operating profit

(¥million)

medium term management plan
actual and forecast
profit margin



Vs. mid term plan

+400
(+5.8%)

YoY

+661
(+10.0%)



Factors for Revenue and Profit

Application Service Business

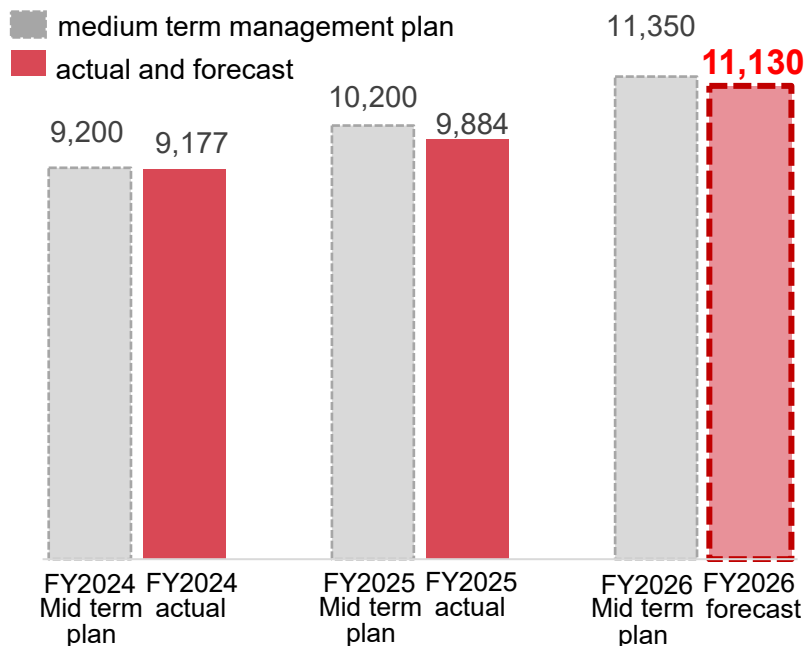
- Sales are expected to steadily accumulate from subscription performance and to land at roughly the same level as the plan for the third year of the medium-term management plan.
- Taking into account the trends of the previous term, we reviewed the operating profit plan.

Differences in assumptions with the medium-term plan

Changes in accounting treatment for EdTech business software development

Revenue

(¥million)



Vs. mid term plan

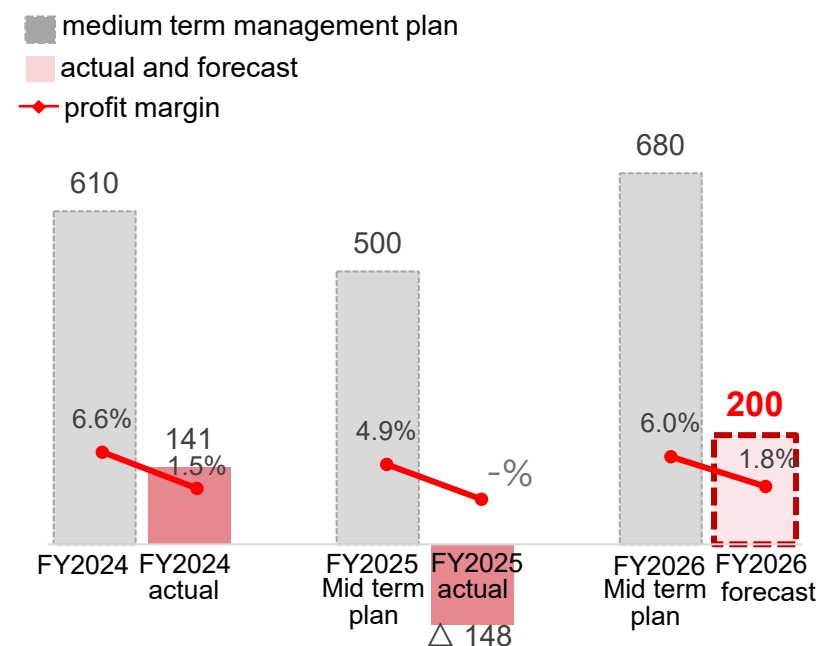
▲ 220
(▲1.9%)

YoY

+1,246
(+12.6%)

Operating profit

(¥million)



Vs. mid term plan

▲ 480
(▲70.6%)

YoY

+348
(- %)



Factors for Revenue and Profit

Medical System Business

- Absorbing the decrease in sales due to the cloud shift through new customer acquisition
- In addition to strengthening personnel and investing in development for business expansion, we revised our operating profit plan due to the consolidation of Medomain Corporation as a subsidiary.

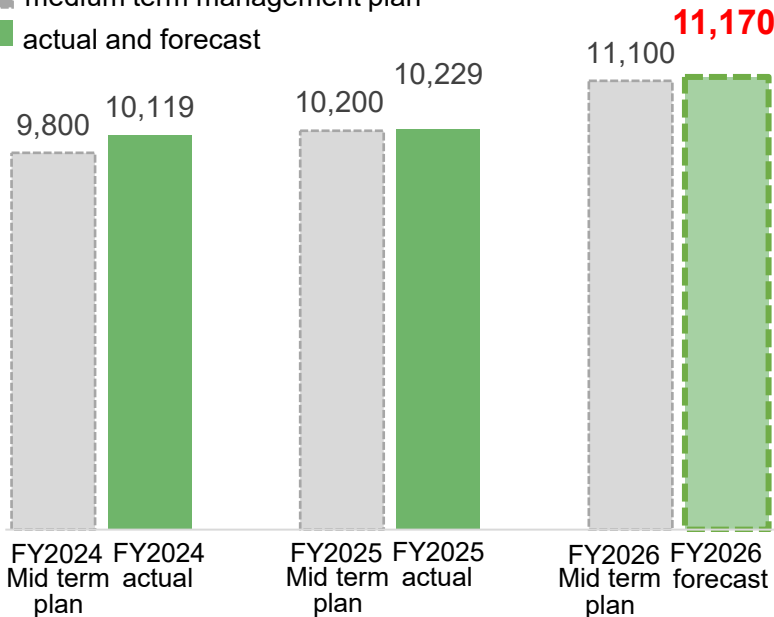
Differences in assumptions with the medium-term plan

Making Medmain a consolidated subsidiary

Revenue

(¥million)

■ medium term management plan
■ actual and forecast



Vs. mid term plan

+70
(+0.6%)

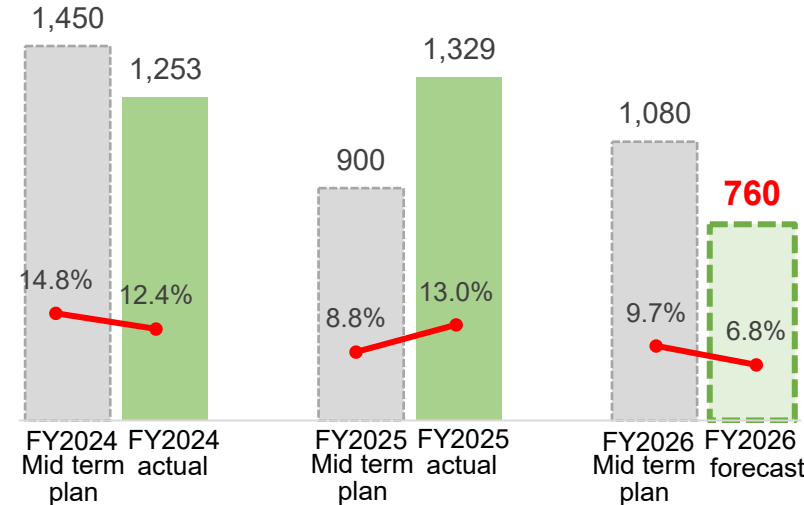
YoY

+941
(+9.2%)

Operating profit

(¥million)

■ medium term management plan
■ actual and forecast
— profit margin



Vs. mid term plan

▲ 320
(▲29.6%)

YoY

▲ 569
(▲42.8%)



Forecast by segment

(Compared to medium term management plan)

(¥million)

Revenue	FY2026	FY2026	Vs. Medium term management plan	
	Medium term management plan	Forecast	Change	Change %
Information Infrastructure	57,550	59,500	+1,950	+3.4%
Application Service	11,350	11,130	▲220	▲1.9%
Medical System	11,100	11,170	+70	+0.6%

Operating profit	FY2026	FY2026	Vs. Medium term management plan	
	Medium term management plan	Forecast	Change	Change %
Information Infrastructure	6,840	7,240	+400	+5.8%
Application Service	680	200	▲480	▲70.6%
Medical System	1,080	760	▲320	▲29.6%



Forecast by segment(Compared to previous period)

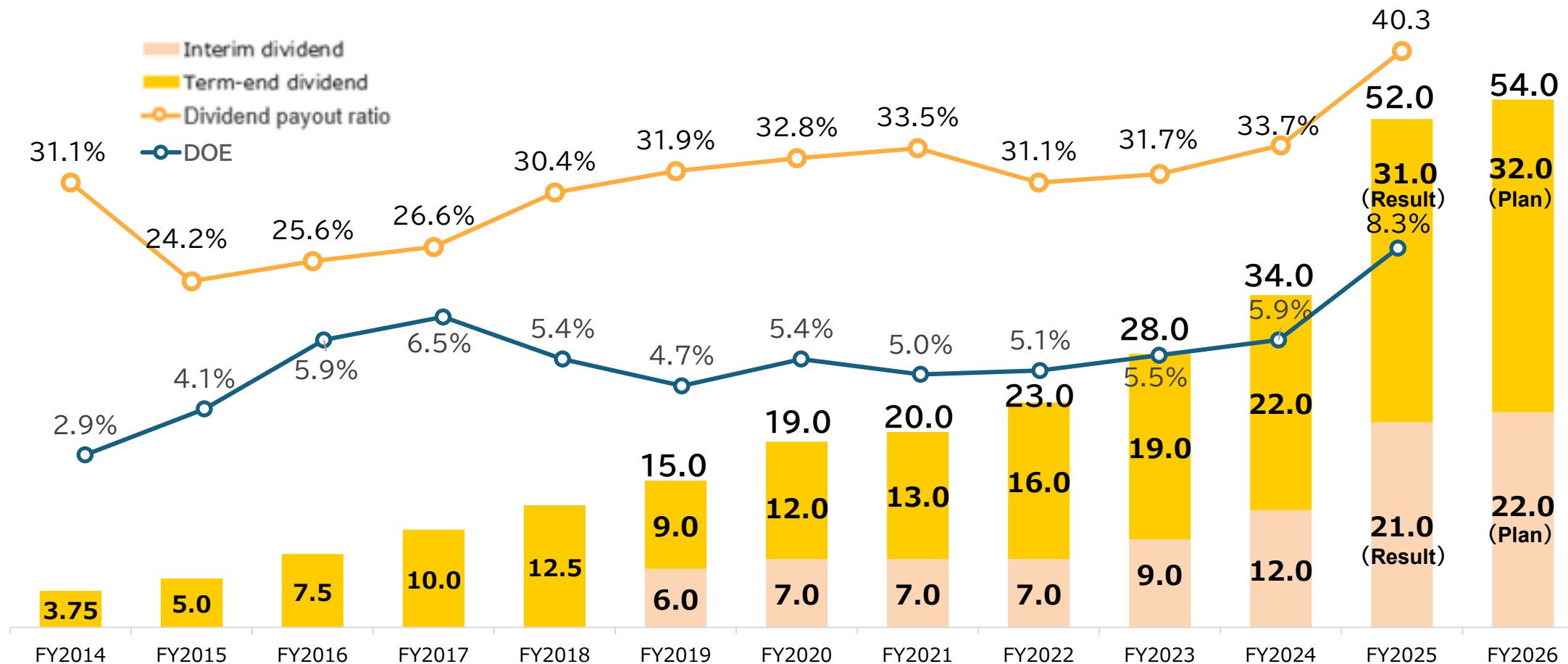
(¥million)

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%



Anticipating dividend increase for 11th consecutive fiscal years.



※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.

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



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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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