

# **Appendix for the 3rd Quarter of 42nd business period (Fiscal Year Ending March 31, 2026)**



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**January 30, 2026**  
**TECHMATRIX CORPORATION (code : 3762)**



# 1. Business Highlights for the 3rd Quarter of Fiscal Year ending March 31, 2026 (Consolidated)



# Business Highlights for FY2025 3Q (Consolidated)

TechM@trix

- Key KPIs (Consolidated)

Revenue

**+9.1%**

YoY

¥50,985 m

Operating profit

**+6.2%**

YoY

¥5,097 m

Orders

**+6.9%**

YoY

¥64,903 m

Backlog

**+21.3%**

YoY

¥102,073 m

Stock type sales  
(Recurring revenue)  
ratio

**83.3%**

TECHMATRIX and  
PSP

Consecutive  
increase in revenue

**23 years**  
in a row  
March 2024

Patients who stored  
medical images in  
NOBORI

**68.72 m**

Inspections stored in  
NOBORI

**461.9 m**



## Business Highlights for FY2025 3Q (Consolidated)

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- The **highest** 3Q consolidated revenue, operating profit, profit before tax and profit attributable to owners of parent.

(¥million)

*FY2024 2Q=2024.4~2024.12 FY2025 2Q=2025.4~2025.12	FY2024 3Q	FY2025 3Q	YoY	
			Change	Change %
<b>Revenue</b>	46,730	50,985	+4,255	+9.1%
<b>Operating profit</b>	4,801	5,097	+296	+6.2%
<b>Profit ratio</b>	(10.3%)	(10.0%)		(△0.3P)
<b>Profit before tax</b>	4,541	5,122	+581	+12.8%
<b>Profit attributable to owners of parent</b>	2,901	3,348	+447	+15.4%

\*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 3Q (Consolidated)

TechMatrix

## Special Factor

### ■Special factors of the previous term

- Temporary demand from one-time factors [information Infrastructure] :Revenue+¥1,734m, Operating profit+¥201m
- Changing the valuation of retirement benefit obligation [information Infrastructure /Application service] :Operating profit+¥173m
- Cost related to acquisition of Firmus share (one-time cost) [information Infrastructure] :Operating profit▲¥189m

### ■Special factor for this period

- Recording of software development expenses for the EdTech business [Application service] :Operating profit▲¥136m

(¥million)	FY2024 3Q	FY2025 3Q	YoY	
			Change	Change %
<b>Revenue</b>	46,730	50,985	+4,255	+9.1%
*After excluding special factors (Actual revenue)	44,996	50,985	+5,989	+13.3%
<b>Operating profit</b>	4,801	5,097	+296	+6.2%
<b>Profit ratio</b>	(10.3%)	(10.0%)		(△0.3P)
*After excluding special factors (Actual operating profit)	4,615 (10.3%)	5,234 (10.3%)	+618	+13.4% (+0.0%)



# Business Highlights for FY2025 3Q (Consolidated)

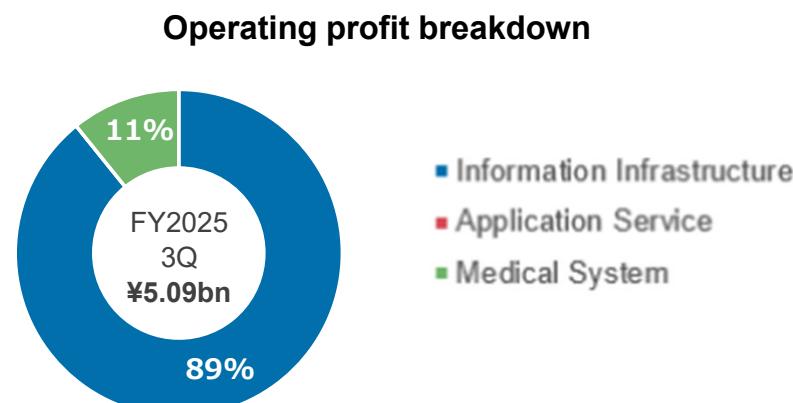
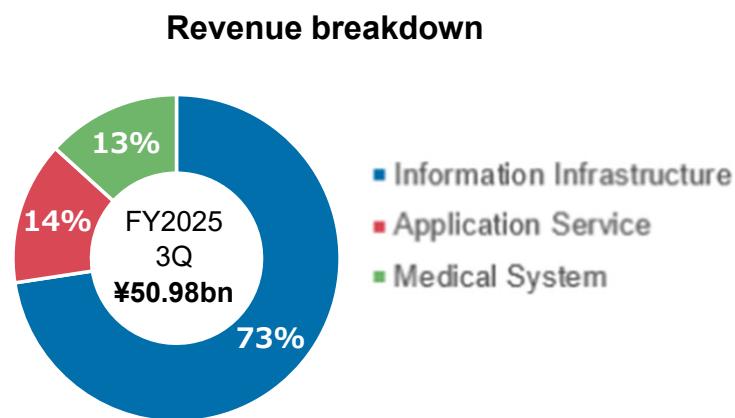
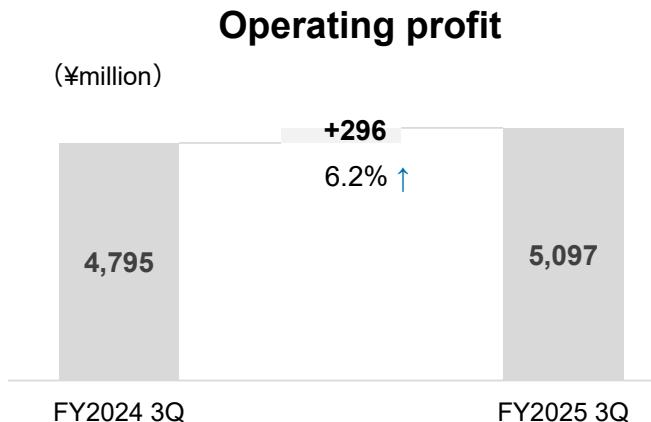
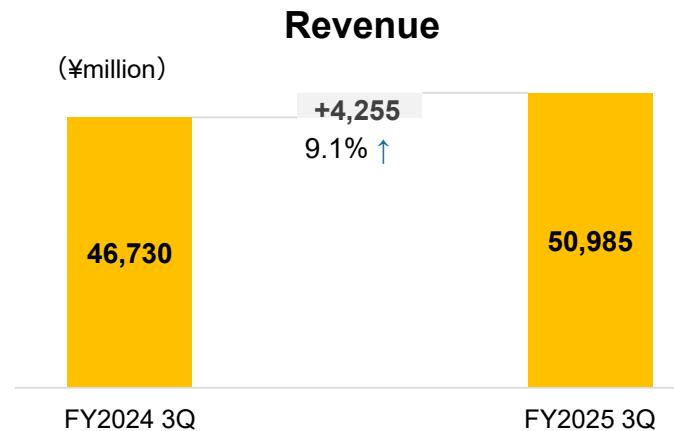
TechMatrix

							(¥million)	
	FY2024 3Q			FY2025 3Q			YoY	
	Results	%	Profit ratio	Results	%	Profit ratio	change	Change %
Revenue	46,730	100.0%		50,985	100.0%		+4,255	+9.1%
Information Infrastructure	33,426	71.5%		37,043	72.7%		+3,617	+10.8%
	6,570	14.1%		7,146	14.0%		+575	+8.8%
	6,733	14.4%		6,795	13.3%		+62	+0.9%
Operating profit	4,801	100.0%	10.3%	5,097	100.0%	10.0%	+296	+6.2%
Application Service	3,971	82.7%	11.9%	4,641	91.1%	12.5%	+669	+16.9%
	282	5.9%	4.3%	△106	△2.1%	△1.5%	△389	-%
	546	11.4%	8.1%	562	11.0%	8.3%	+15	+2.9%



# Business Highlights for FY2025 3Q (Consolidated)

TechMatrix





## Business Highlights for FY2025 3Q by Segment (Consolidated)

### Information Infrastructure Business

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#### Revenue

(¥million)

33,426

FY2024 3Q

37,043

FY2025 3Q

#### Operating profit

3,971

FY2024 3Q

4,641

FY2025 3Q

The **highest** 3Q consolidated Revenue and Operating profit.

YoY

#### Revenue

+ 3,617 million yen + 10.8 %

(+) 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

+ 669 million yen + 16.9 %

(+) Thoroughly conducted sales activities with profitability in mind

(-) A decline due to the temporary demand from one-time factors (operating profit 200 million yen) in the 3Q of the previous fiscal year.

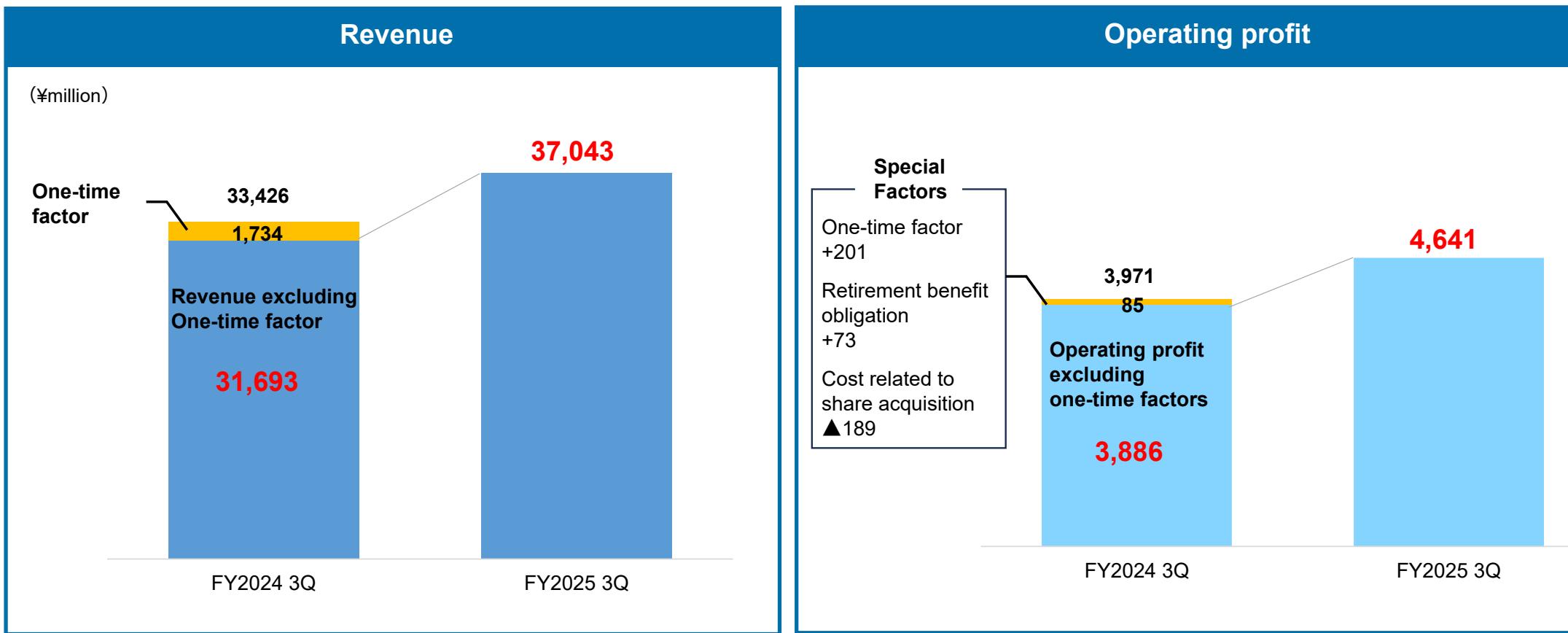
(-) Return of retirement benefit expense (operating profit 73 million yen).



## Business Highlights for FY2025 3Q by Segment (Consolidated) Information Infrastructure Business

TechMatrix

- Excluding one-time factors from the previous term, the growth rate was revenue **+16.9%** and operating profit **+19.4%** compared to the previous term.



\*FY2024 3Q=2024.4~2024.12  
FY2025 3Q=2025.4~2025.12

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## Business Highlights for FY2025 3Q by Segment (Consolidated) Application Service Business

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Although revenue increased YoY, operating profit decreased due to higher expenses associated with the expansion of the CRM business and the profitability of certain cases in the BS business.

YoY

### Revenue

**+ 575** million yen **+ 8.8 %**

- (+) 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

**▲ 389** million yen **— %**

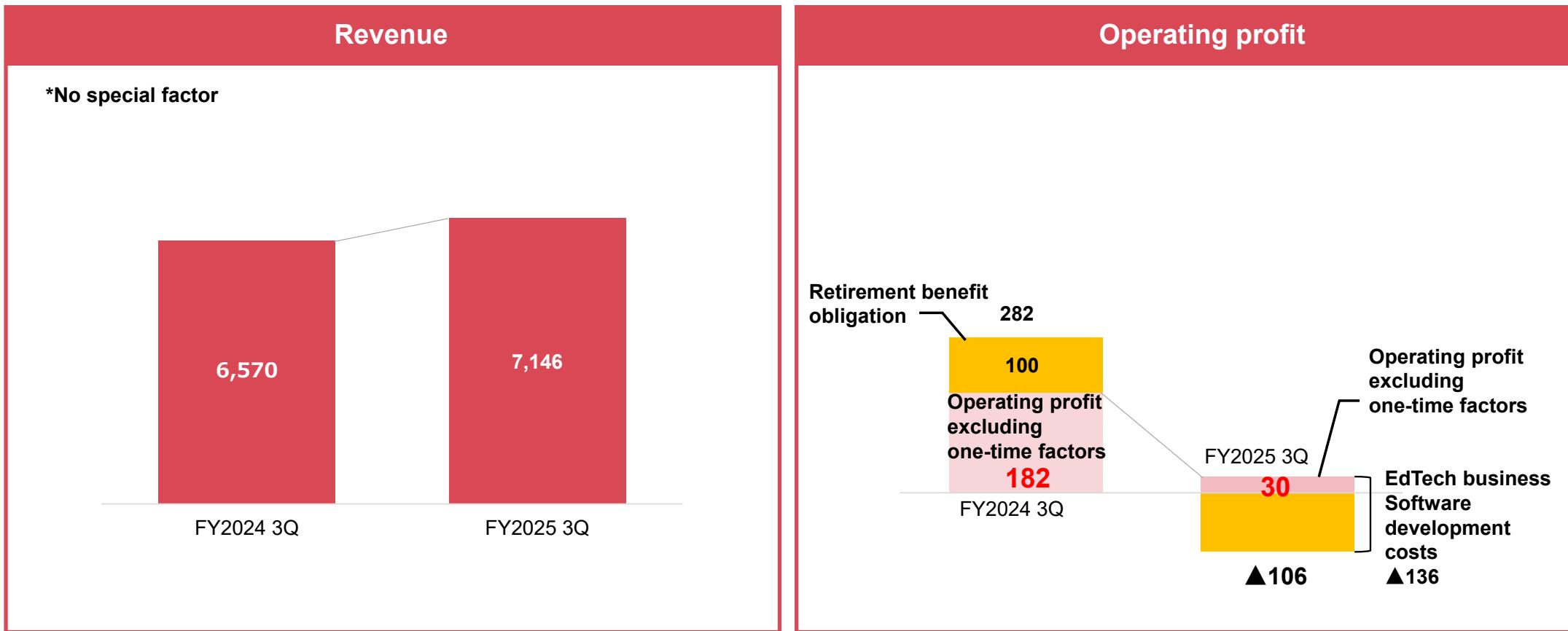
- (-) All software development costs were recorded as research and development expenses.(Cumulative:▲136million yen)(EdTech)  
\*Impact amount compared to full-year plan:▲199million yen
- (-) Increase in personnel expenses and selling and administrative expenses due to business expansion(CRM)
- (-) Sluggish growth in orders for bidding projects at the beginning of the period(BS)
- (-) Return of retirement benefit expense(operating profit 100 million yen).



## Business Highlights for FY2025 3Q by Segment (Consolidated) Application Service Business

TechMatrix

- Excluding Special factors from the previous term, the growth rate was revenue **+8.8%** and operating profit **▲83.5% (▲¥152M)** compared to the previous term.



\*FY2024 3Q=2024.4~2024.12  
FY2025 3Q=2025.4~2025.12

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## Business Highlights for FY2025 3Q by Segment (Consolidated)

### Medical System Business

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#### Revenue

(¥million)

6,733

FY2024 3Q

6,795

FY2025 3Q

#### Operating profit

546

FY2024 3Q

562

FY2025 3Q

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

+ 62 million yen + 0.9 %

(+) 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

+ 15 million yen + 2.9 %

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

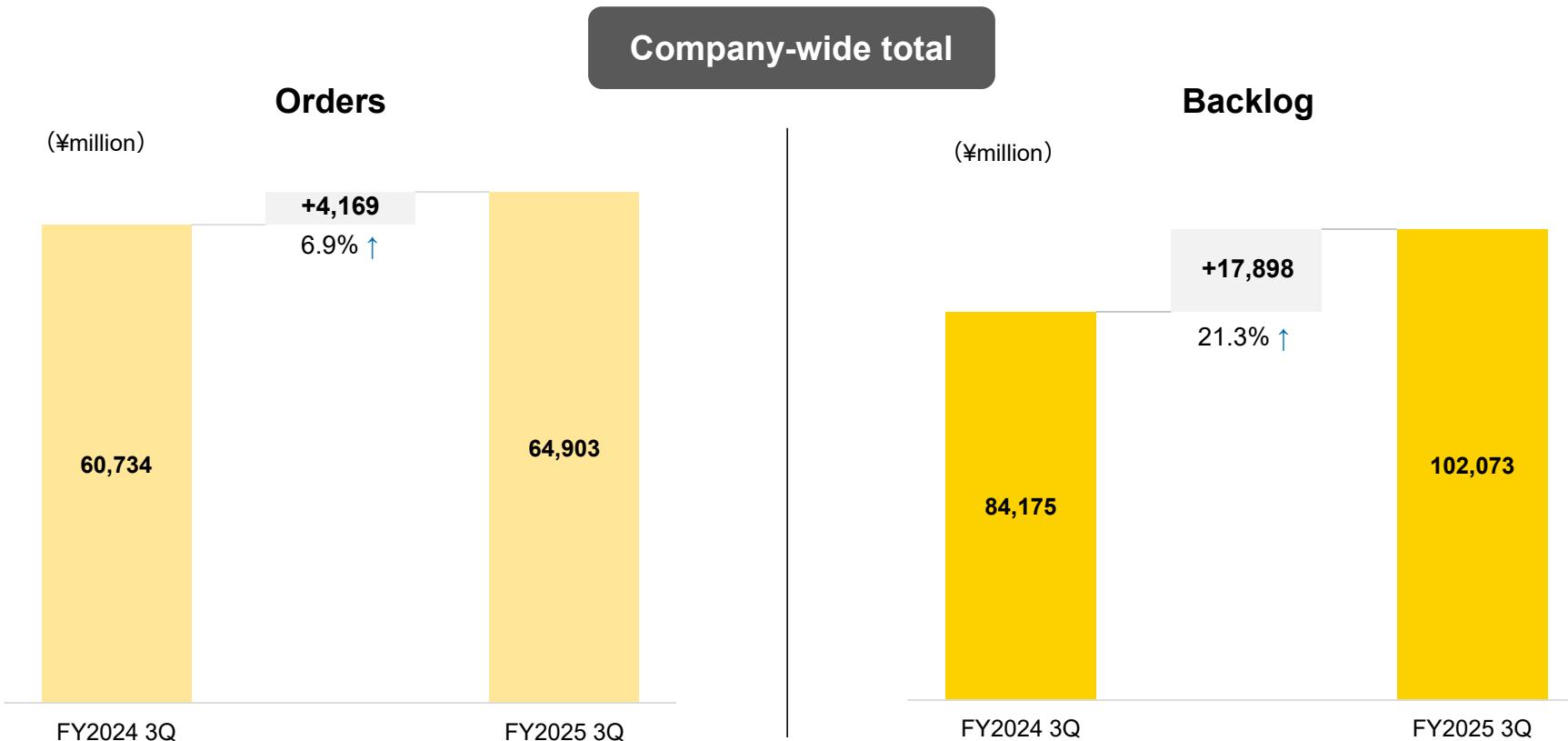
(-) Increased labor and investment costs(PSP)



## Booking and Backlog for FY2025 3Q (Consolidated)

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- Consolidated orders remained at the same level YoY, covering the impact of multiple large-scale renewal orders in the previous fiscal year due to the acquisition of multiple new large-scale projects in the information infrastructure business.
- The consolidated order backlog increased YoY due to a higher proportion of stock-type projects in orders.
- Information Infrastructure, Application Service, and Medical System businesses all orders steadily increased.



\*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.



## Booking by Segment for FY2025 3Q (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, maintaining a level comparable to the same period last year.

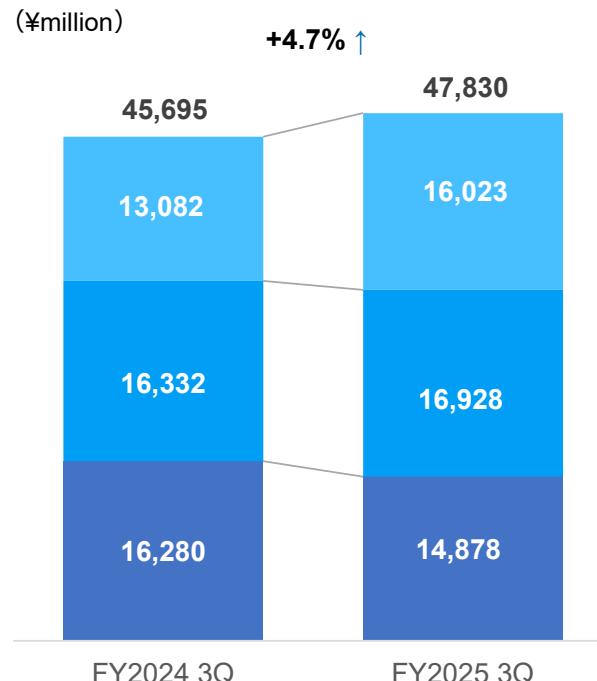
### Application Service Business

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

### Medical System Business

Orders for medical image management systems ( PACS ) is performing steadily due to the acquisition of new projects and the consistent accumulation of renewals.

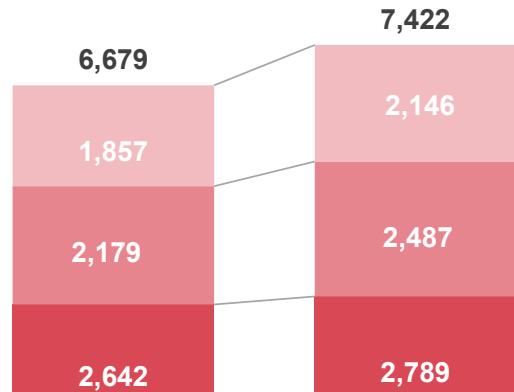
#### Information Infrastructure Business



#### Application Services Business

(¥million)

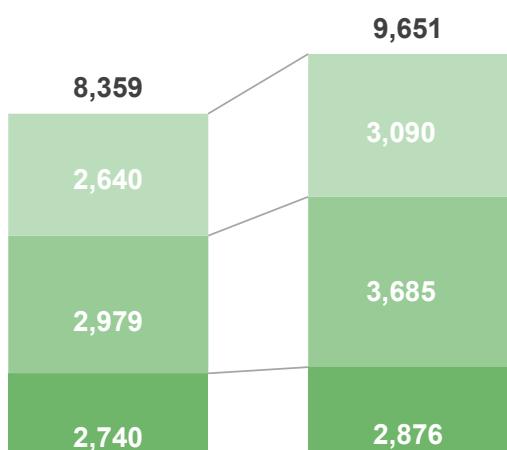
+11.1% ↑



#### Medical System Business

(¥million)

+15.5% ↑





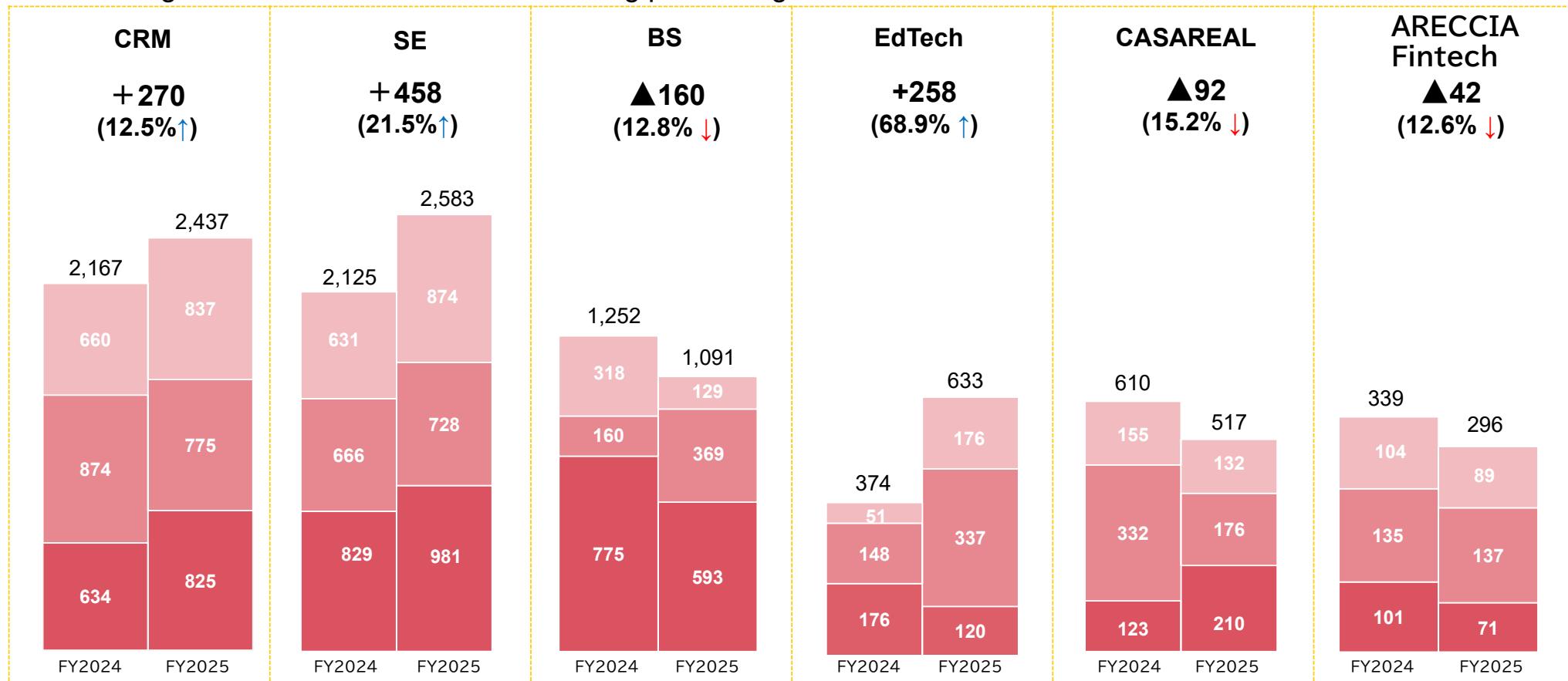
# Booking for FY2025 3Q by Field (Consolidated)

## Application Service Business

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(¥million) ※ Figures before consolidated accounting processing.

■ 1Q ■ 2Q ■ 3Q



※ Division name abbreviation

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



## Backlog by Segment for FY2025 3Q (Consolidated)

TechMatrix

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

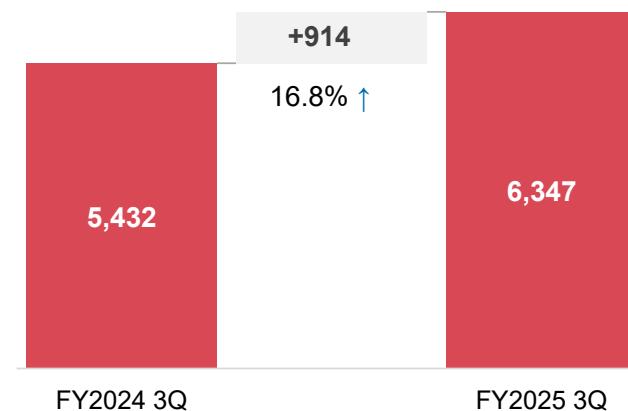
### Information Infrastructure Business

(¥million)



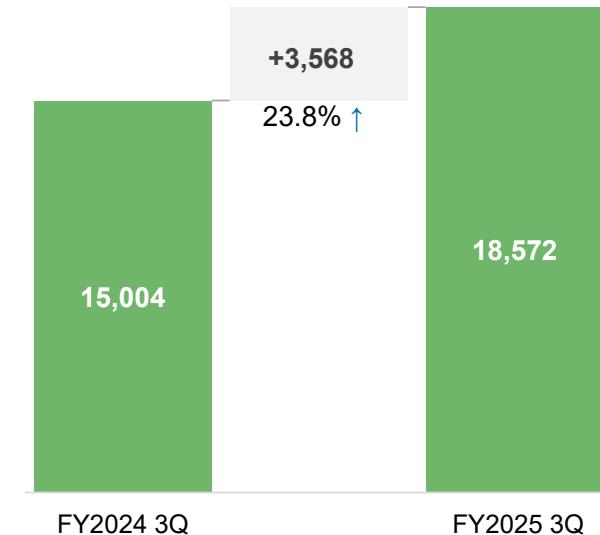
### Application Services Business

(¥million)



### Medical System Business

(¥million)

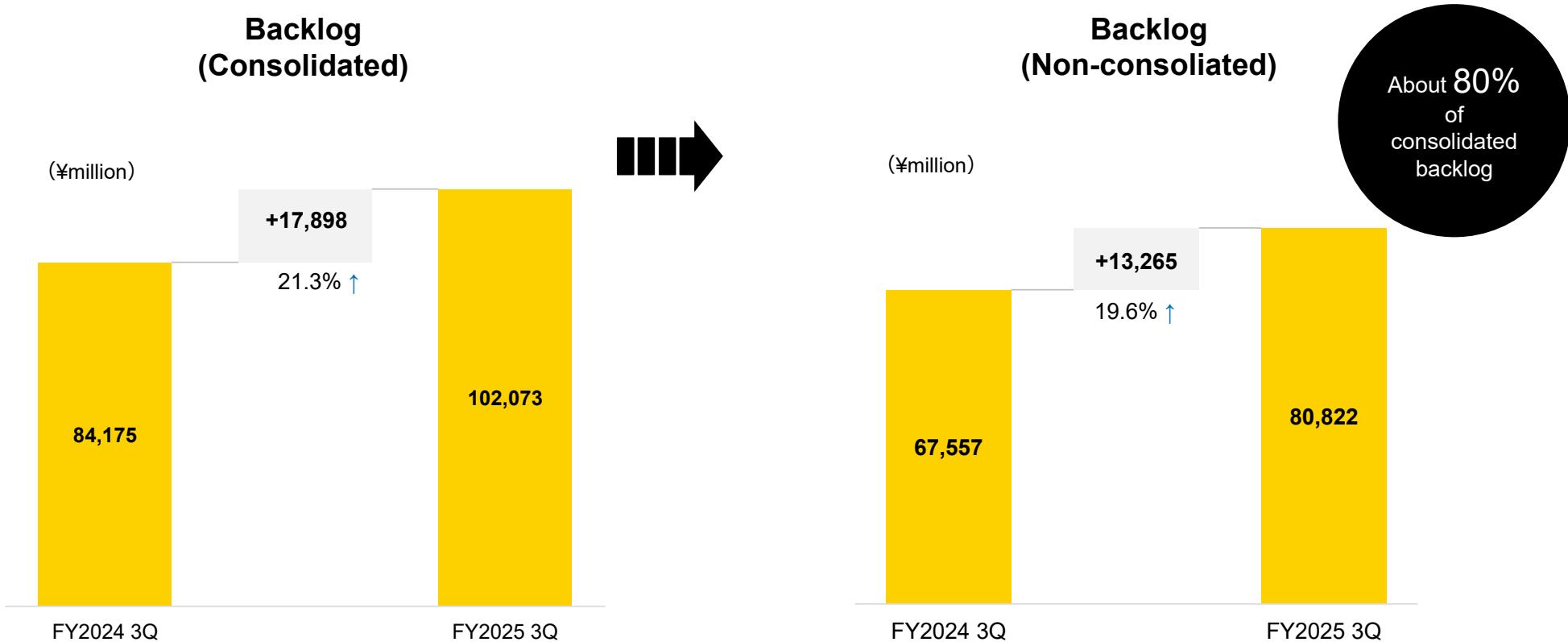




## Backlog for FY2025 3Q (Non-Consolidated)

TechMatrix

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

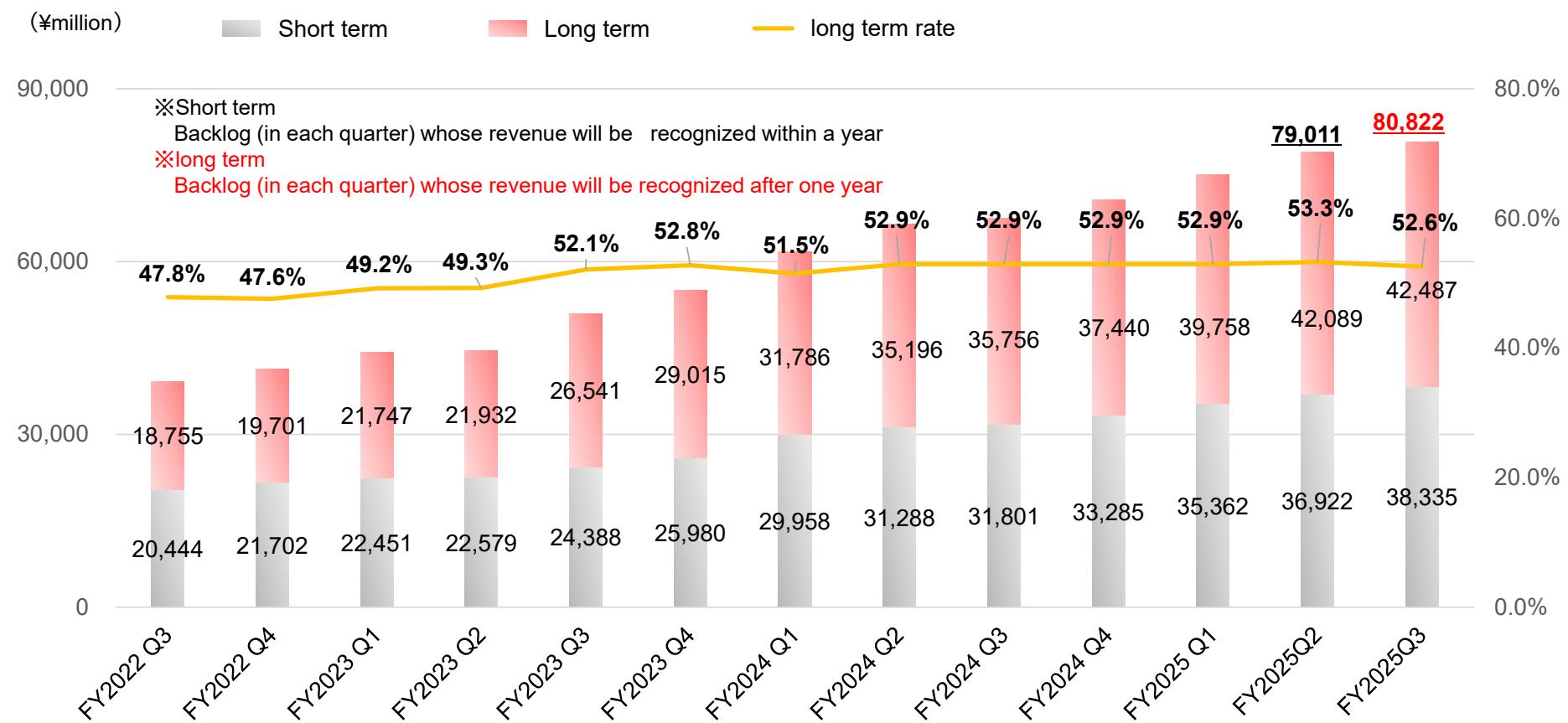




## Backlog for FY2025 3Q (Non-Consolidated)

TechMatrix

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

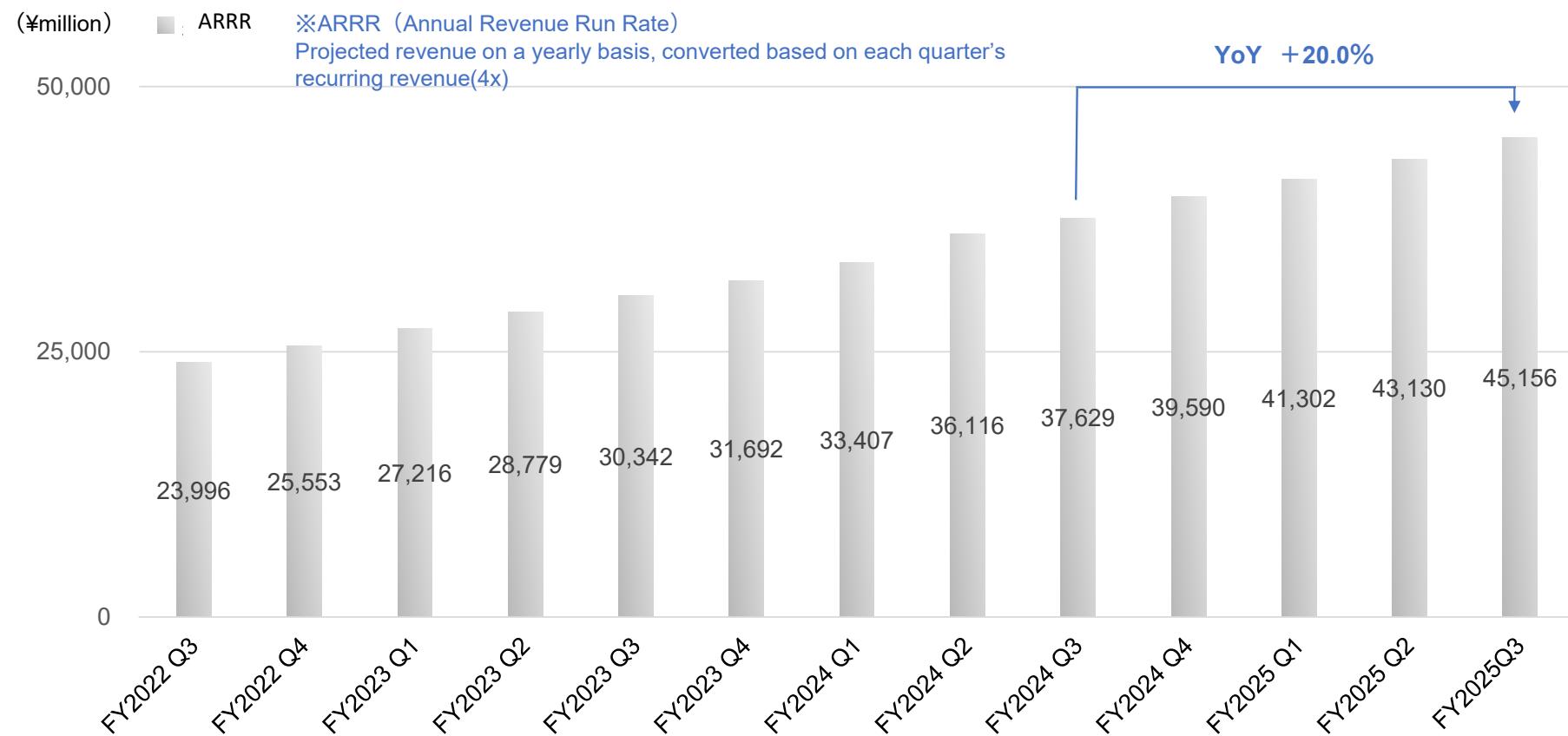




## ARRR for FY2025 3Q (Non-Consolidated)

TechMatrix

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

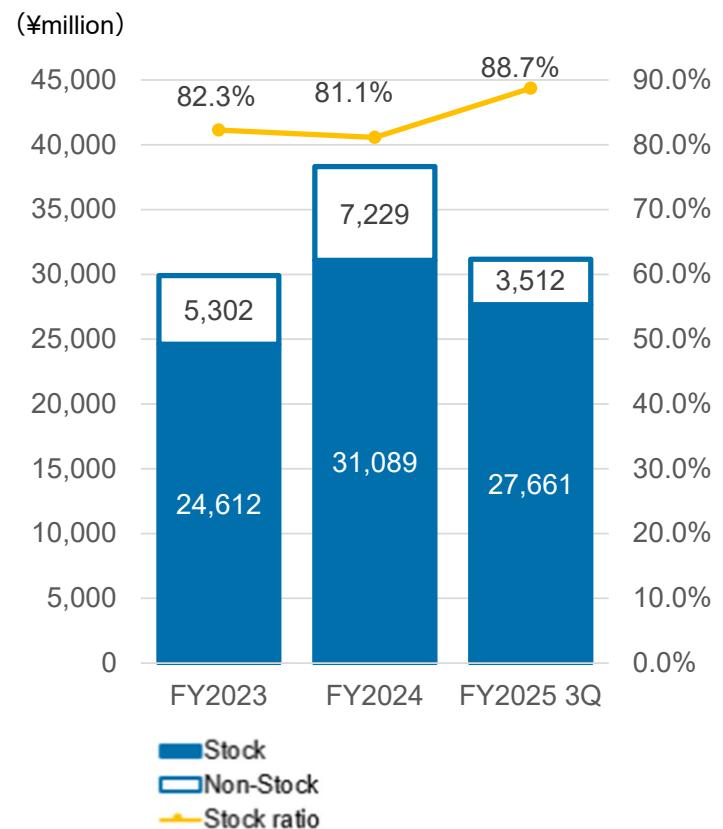




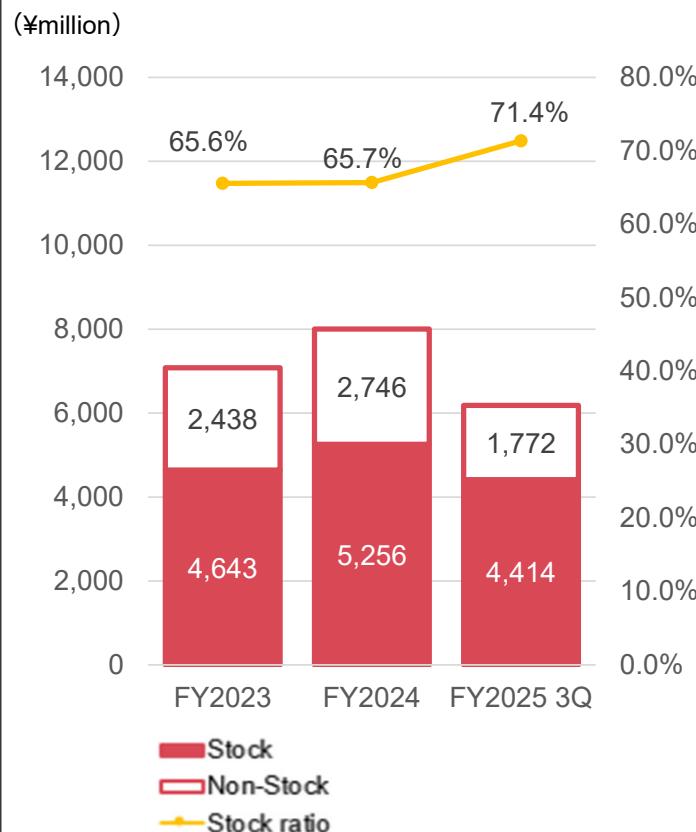
# Stock type sales (Recurring revenue) ratio of TECHMATRIX and PSP

TechMatrix

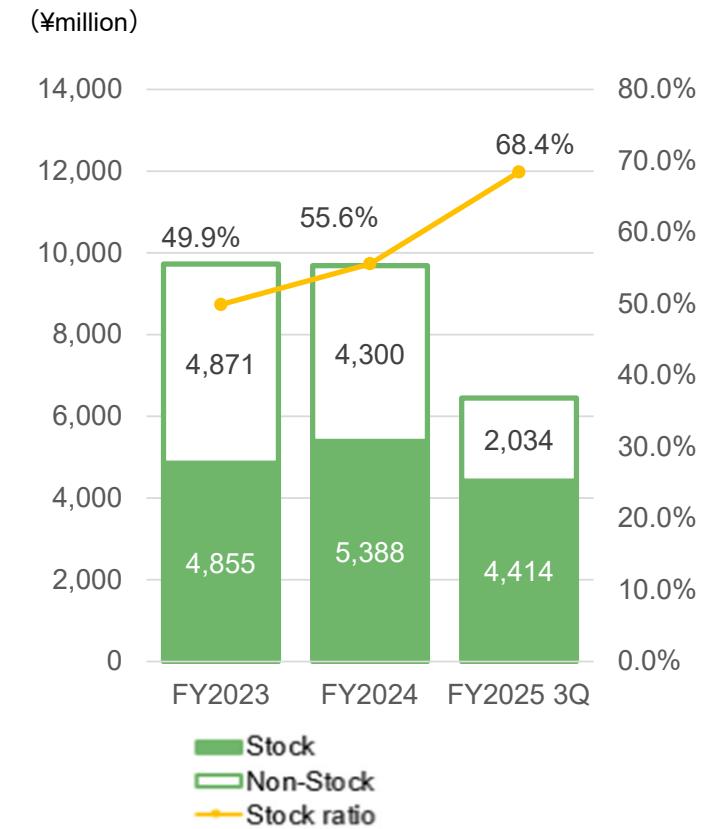
## Information Infrastructure Business



## Application Services Business



## Medical System Business



※ FY2024,25 excludes financial business

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# Consolidated Statement of Financial Position

TechMatrix

※ "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 3Q		FY2024	FY2025 3Q
<b>Total current assets</b>	<b>85,446</b>	<b>96,899</b>	<b>Total current liabilities</b>	<b>67,449</b>	<b>78,165</b>
Cash and cash equivalents	27,325	32,938	Trade and other payables	2,166	2,149
Trade and other receivables	7,699	5,099	Borrowings	510	200
Other current assets (※)	50,421	58,861	Other current liabilities (※)	64,772	75,816
<b>Total non-current assets</b>	<b>20,051</b>	<b>20,424</b>	<b>Total non-current liabilities</b>	<b>8,056</b>	<b>6,557</b>
Property, plant and equipment	5,987	5,526	Borrowings	1,750	1,600
Goodwill	3,895	4,397	Other non-current liabilities	6,306	4,957
Intangible assets	3,509	3,755	<b>Total liabilities</b>	<b>29,992</b>	<b>32,601</b>
Other non-current assets	6,658	6,745	Share capital and Capital surplus	6,097	6,116
			Treasury shares	△921	△918
			Retained earnings	18,908	20,548
			Other components of equity	118	831
			Total equity attributable to owners of parent	24,202	26,577
			Non-controlling interests	5,789	6,023
<b>Total assets</b>	<b>105,497</b>	<b>117,324</b>	<b>Total liabilities and equity</b>	<b>105,497</b>	<b>117,324</b>

\*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

TechMatrix

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)	-
Application Service	461 (+45)	464 (+43)	469 (+48)	-
Medical System	484 (+35)	488 (+31)	489 (+32)	-
Corporate (Common)	66 (+12)	66 (+8)	66 (+4)	-
Consolidated total	1,812 (+226)	1,822 (+227)	1,821 (+122)	-
(Firmus Group)	(112)	(115)	(112)	-

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

※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



- The forecasts announced in May 2025 remains unchanged.

	FY2024	FY2025	YoY			
			Actual	Forecast	Change	Change %
<b>Revenue</b>	64,882	73,000			+8,118	+12.5%
<b>Operating profit</b>	6,662	7,600			+938	+14.1%
<b>Profit margin</b>	(10.3%)	(10.4%)				(+0.1P)
<b>Profit before tax</b>	6,418	7,600			+1,182	+18.4%
<b>Profit attributable to owners of parent</b>	4,056	4,880			+824	20.3%

\*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.



## Forecast by segment(Consolidated)

TechM@trix

- The forecasts announced in May 2025 remains unchanged.

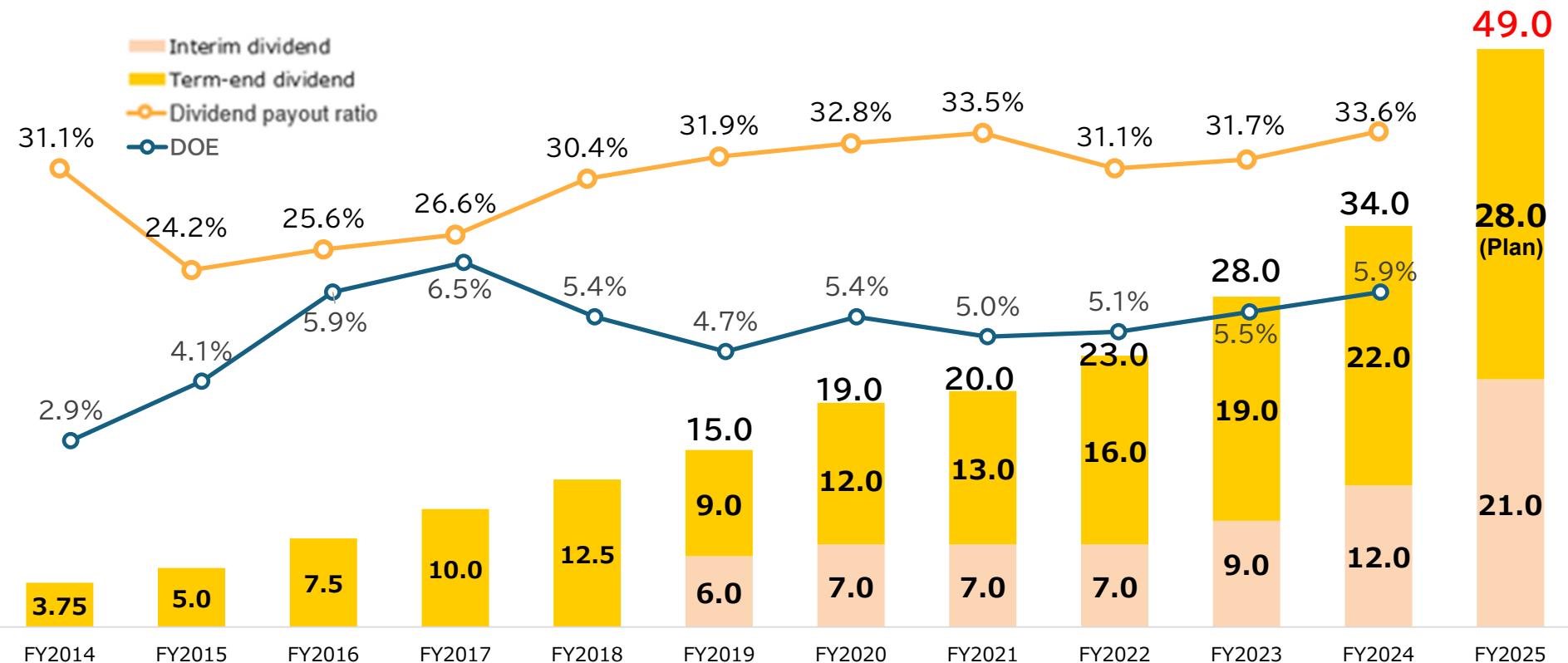
(¥million)

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	5,267	6,200	+933	+17.7%
Application Service	141	500	+359	+254.6%
Medical System	1,253	900	▲353	▲28.2%

\*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.



- Anticipating dividend increase for 11th consecutive fiscal years.
- Based on the revised dividend policy, an interim dividend was paid with a payout ratio of 40%.



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

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