



# FY2024/3 Results of Operations

May 28, 2024

NOHMI BOSAI LTD.





Shaping <sup>the</sup> Customers'  
Expectations



*transformation*

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## I . Consolidated Results FY2024/3



### **New record high new orders and order backlog for two consecutive years.**

New orders remained firm overall.

The backlog of orders as of the end of the fiscal year exceeded the record high, topping the previous year.

### **Constraints in the supply of components were eliminated overall and we also enjoyed record-high net sales.**

While the backlog of orders as of the beginning of the fiscal year was at the highest-ever level, net sales also reached a record high for reasons such as the overall elimination of constraints in the supply of components.

### **Amid the firm environment for orders, income was greater than planned.**

The environment for orders became firmer than initially forecast. Further, we systematically sought to revise prices. As a consequence, income was greater than planned.

# Consolidated Results of Operation

(Million yen)

	FY2023/3	FY2024/3		Vs. FY2023/3		Vs. Plan	
	Results	Plan	Results	Amount	Pct.	Amount	Pct.
New orders	114,168	115,000	<b>123,492</b>	<b>+9,324</b>	+8.2%	<b>+8,492</b>	+7.4%
Net sales	105,537	113,800	<b>118,506</b>	<b>+12,968</b>	+12.3%	<b>+4,706</b>	+4.1%
Cost of sales	67.0%	66.7%	<b>66.7%</b>	<b>-0.3pt</b>	—	<b>+0.0pt</b>	—
Gross profit	34,859	37,910	<b>39,473</b>	<b>+4,613</b>	+13.2%	<b>+1,563</b>	+4.1%
SG&A expenses	25,980	27,910	<b>27,810</b>	<b>+1,830</b>	+7.0%	<b>-99</b>	-0.4%
Operating income	8,879	10,000	<b>11,662</b>	<b>+2,783</b>	+31.3%	<b>+1,662</b>	+16.6%
Operating margin	8.4%	8.8%	<b>9.8%</b>	<b>+1.4pt</b>	—	<b>+1.0pt</b>	—
Ordinary income	9,420	10,300	<b>12,242</b>	<b>+2,822</b>	+30.0%	<b>+1,942</b>	+18.9%
Net income attributable to owners of parent	7,022	7,230	<b>8,574</b>	<b>+1,551</b>	+22.1%	<b>+1,344</b>	+18.6%
EPS (yen)	116.42	119.83	<b>142.10</b>				
ROE	6.2%	6.3%	<b>7.2%</b>				

# Consolidated Results by Segments

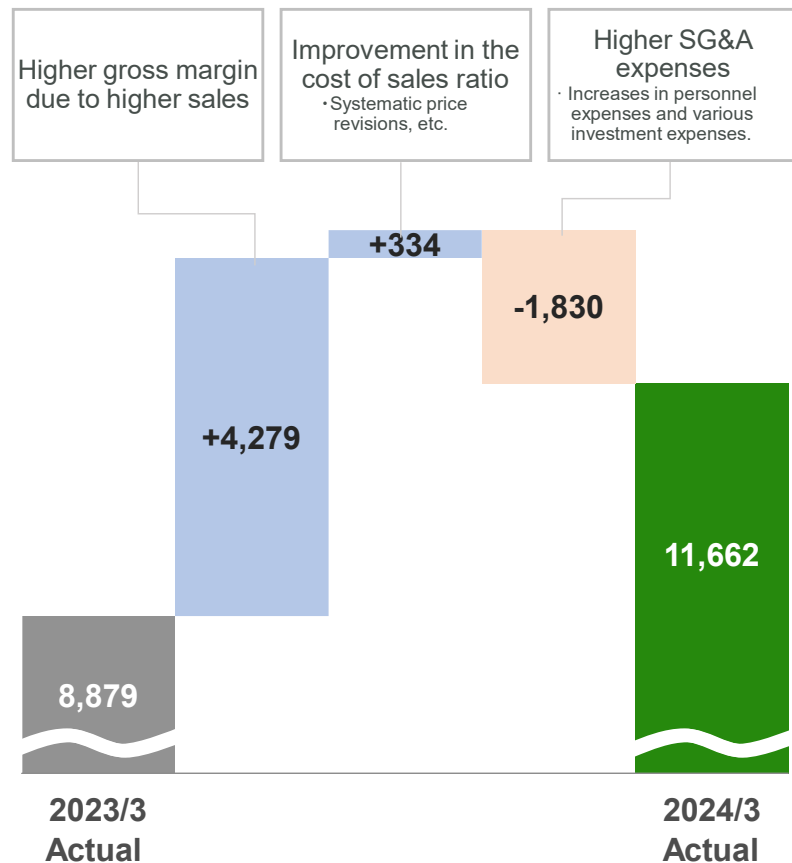
(Million yen)

		FY2023/3	FY2024/3		Vs. FY2023/3	Vs. Plan
		Results	Plan	Results	Amount	Amount
Fire Alarm Systems	Net sales	39,760	42,297	<b>43,259</b>	<b>+3,498</b>	<b>+961</b>
	Operating income	6,509	6,851	<b>7,674</b>	<b>+1,165</b>	<b>+823</b>
	Operating margin	16.4%	16.2%	<b>17.7%</b>	<b>+1.3pt</b>	<b>+1.5pt</b>
Fire Extinguishing Systems	Net sales	32,479	37,197	<b>38,275</b>	<b>+5,796</b>	<b>+1,077</b>
	Operating income	4,231	5,474	<b>5,020</b>	<b>+788</b>	<b>-454</b>
	Operating margin	13.0%	14.7%	<b>13.1%</b>	<b>+0.1pt</b>	<b>-1.6pt</b>
Maintenance Services	Net sales	28,518	29,600	<b>32,143</b>	<b>+3,625</b>	<b>+2,543</b>
	Operating income	5,807	6,213	<b>7,259</b>	<b>+1,451</b>	<b>+1,045</b>
	Operating margin	20.4%	21.0%	<b>22.6%</b>	<b>+2.2pt</b>	<b>+1.6pt</b>
Others	Net sales	5,168	5,092	<b>5,309</b>	<b>+141</b>	<b>+216</b>
	Operating income	283	88	<b>251</b>	<b>-32</b>	<b>+162</b>
	Operating margin	5.5%	1.7%	<b>4.7%</b>	<b>-0.8pt</b>	<b>+3.0pt</b>
Elimination/ Corporate	Net sales	-388	-388	<b>-481</b>	<b>-92</b>	<b>-92</b>
	Operating income	-7,952	-8,628	<b>-8,542</b>	<b>-590</b>	<b>+85</b>
Consolidated	Net sales	105,537	113,800	<b>118,506</b>	<b>+12,968</b>	<b>+4,706</b>
	Operating income	8,879	10,000	<b>11,662</b>	<b>+2,783</b>	<b>+1,662</b>

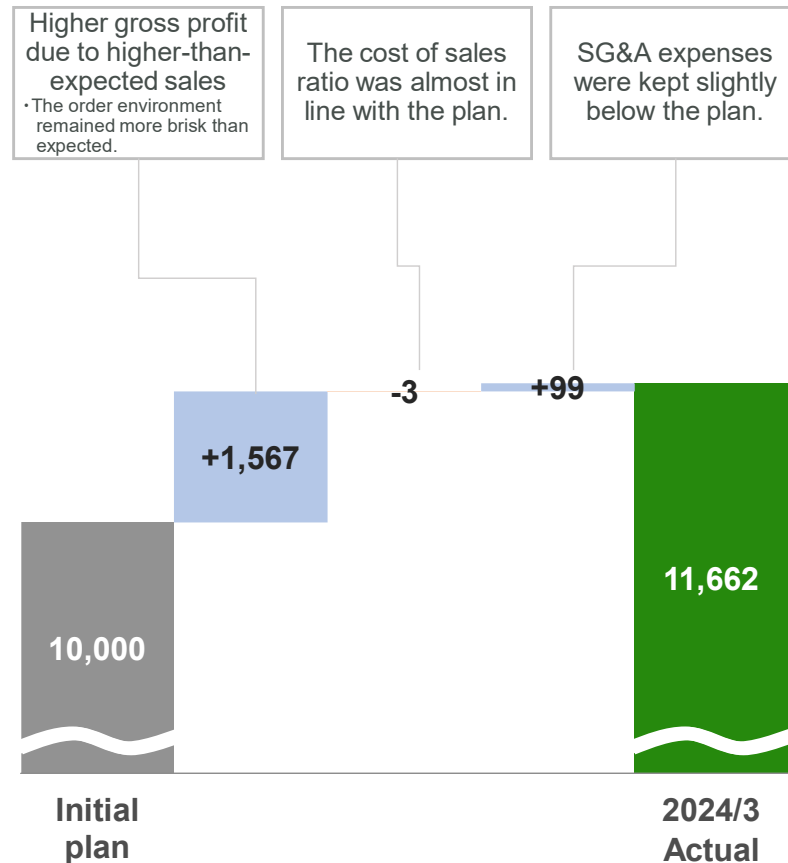


# Analysis of Change in Operating Income

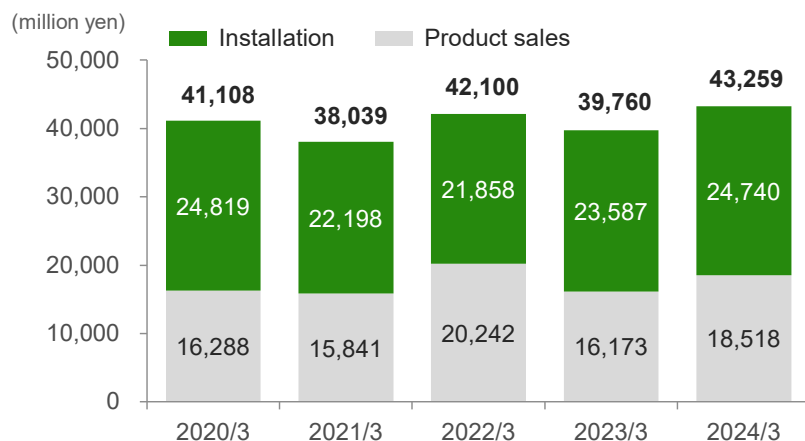
## Vs. FY2023/3 (million yen)



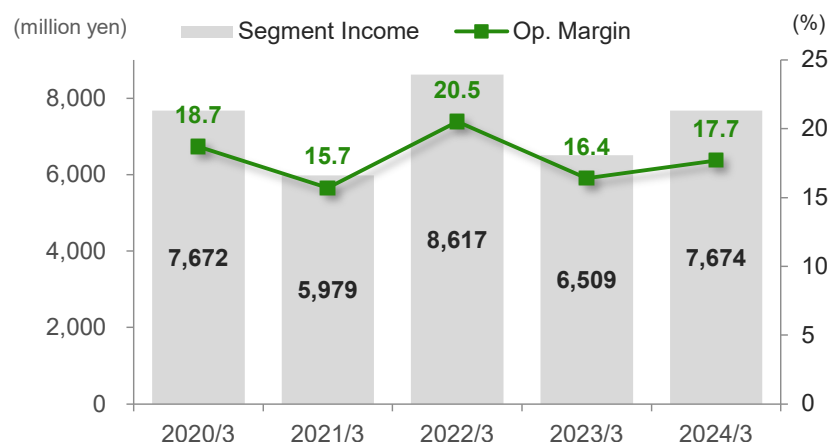
## Vs. Plan (million yen)



### Net Sales (before elimination)



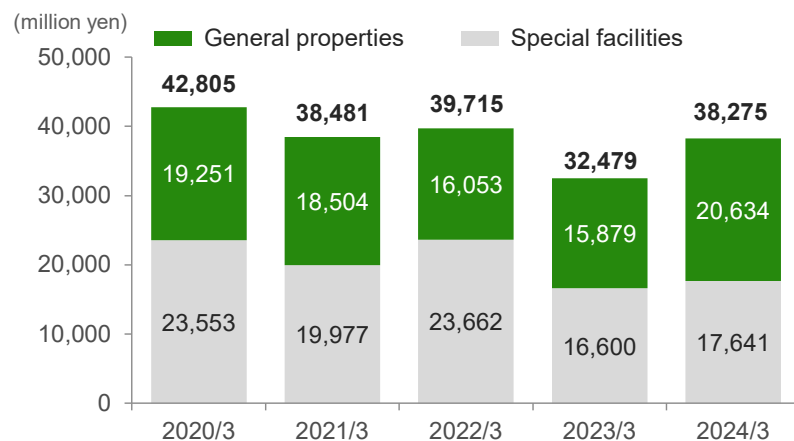
### Segment Income & Operating Margin



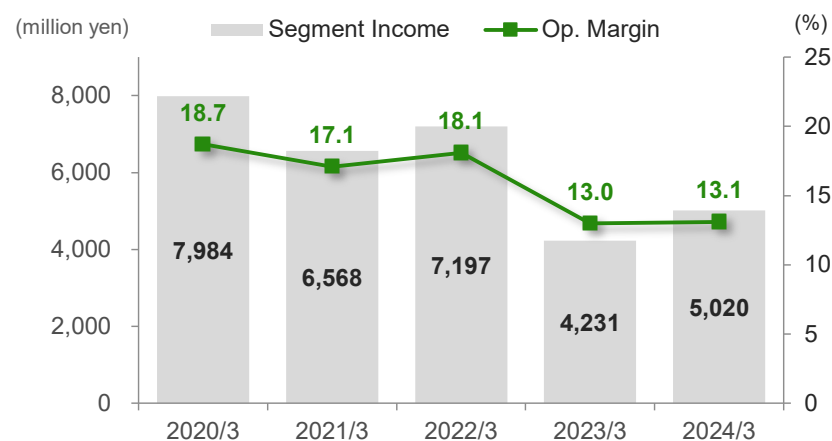
(million yen)	2023/3	2024/3		YoY (%)	Vs. Plan (%)
	Actual	Plan	Actual		
New orders	40,707	44,200	44,444	+9.2	+0.6
Backlog of orders	13,594	—	15,033	+10.6	—
Net sales	39,760	42,297	43,259	+8.8	+2.3
Installation	23,587	24,637	24,740	+4.9	+0.4
Product sales	16,173	17,660	18,518	+14.5	+4.9
Segment Income	6,509	6,851	7,674	+17.9	+12.0

- Both net sales and segment income increased, mainly reflecting higher sales of products due to the near elimination of constraints in the supply of components, among other factors.
- Profitability improved chiefly due to systematic price revisions to address rising raw material costs.
- New orders remain at a high level.  
Net sales and the order backlog hit record highs.

## Net Sales (before elimination)



## Segment Income & Operating Margin

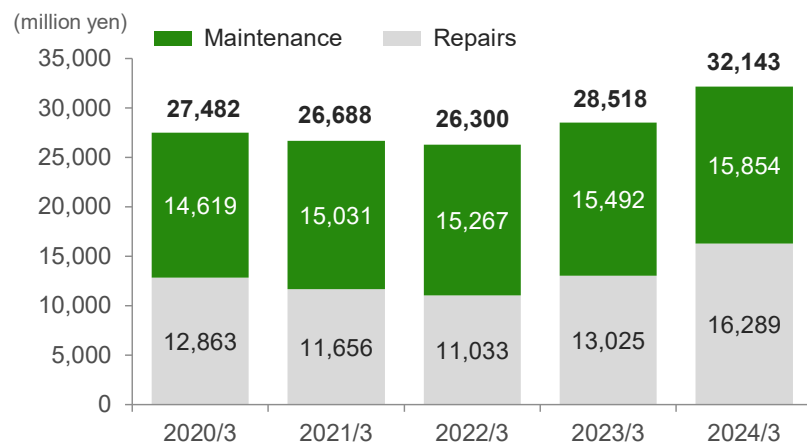


(million yen)	2023/3	2024/3		YoY (%)	Vs. Plan (%)
	Actual	Plan	Actual		
New orders	39,158	36,300	40,773	+4.1	+12.3
Backlog of orders	38,857	—	41,385	+6.5	—
Net sales	32,479	37,197	38,275	+17.8	+2.9
General properties	15,879	21,557	20,634	+29.9	-4.3
Special facilities	16,600	15,640	17,641	+6.3	+12.8
Segment Income	4,231	5,474	5,020	+18.6	-8.3

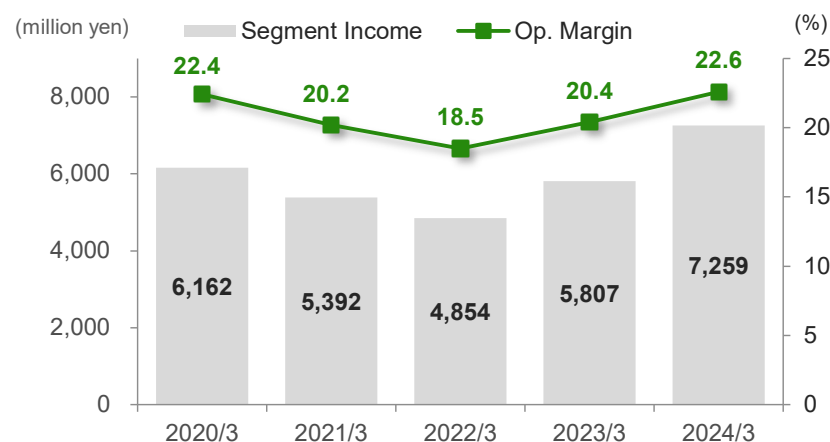
- Net sales and segment income increased, mainly reflecting the background situation where the backlog of orders at the beginning of the fiscal year was at a high level.
- While demand remains brisk, profitable properties are limited and the operating margin remains unchanged.
- Income was less than planned for reasons such as construction delays. However, the order backlog as of the end of the fiscal year was a record high.



## Net Sales (before elimination)



## Segment Income & Operating Margin



(million yen)	2023/3	2024/3		YoY (%)	Vs. Plan (%)
	Actual	Plan	Actual		
New orders	29,640	29,600	32,936	+11.1	+11.3
Backlog of orders	5,487	—	6,281	+14.5	—
Net sales	28,518	29,600	32,143	+12.7	+8.6
Maintenance	15,492	15,330	15,854	+2.3	+3.4
Repairs	13,025	14,270	16,289	+25.1	+14.2
Segment Income	5,807	6,213	7,259	+25.0	+16.8

- New orders, the order backlog, net sales and income reached record highs.
- While we sought to reinforcement our workforce and other aspects of our business, our performance outpaced the plan, mainly in the area of Repairs.
- Amid the strong demand, active proposal activities succeeded and our operating margin returned to the 22% level.



Shaping <sup>the</sup> Customers'  
Expectations



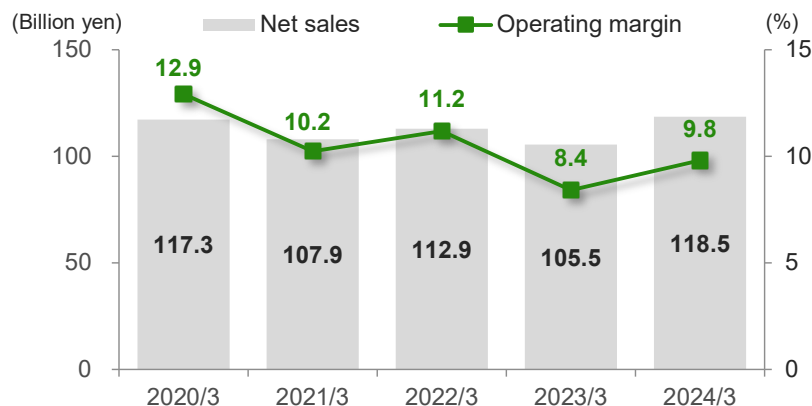
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## 2. Action to Implement Management That is Conscious of Cost of Capital and Stock Price

# Review and Analysis of the Current Situation Regarding Our Efforts to Enhance Our Corporate Value

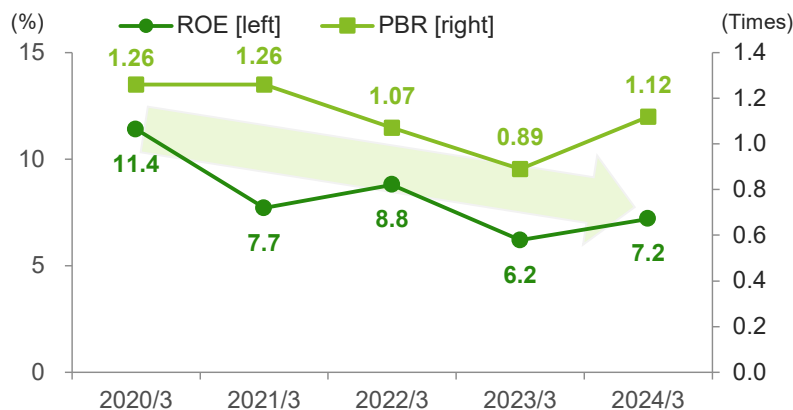
## Trends in net sales and operating margin



**Initiatives to enhance corporate value based on the Medium- to Long-Term Vision 2028**

**Severe business environment during and after the COVID pandemic**  
(constraints in the supply of components and increasing raw materials prices)

## Trends in ROE and PBR



**Our understanding is that ROE exceeded the cost of capital and PBR remained higher than 1.**

**ROE has generally decreased over the last few years.**

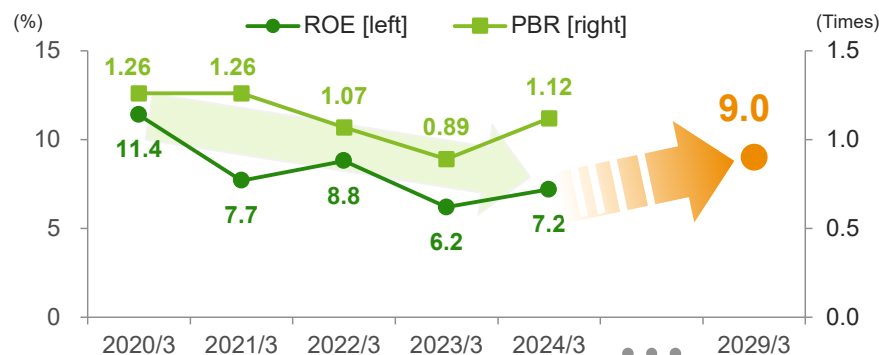
# Policies and Goals for Improving the Current Situation and Specific Initiatives

Orient the management of the business more toward the cost of capital and the stock price to continue enhancing our medium- and long-term corporate value

**Increase ROE to 9.0% or more by fiscal 2028**

- Improving profitability
- Strengthening shareholder returns
- Enhancing IR activities

Improvement of capital efficiency



## Fulfill the Medium- to Long-Term Vision 2028

### Specific initiatives

#### 1) Improving profitability

##### Priority measures Investments for growth

- Build a foundation ⇒ Achieve cost reduction
- Human capital investment ⇒ Increase competitiveness
- Utilize M&A ⇒ Expand business domains

#### 2) Strengthening shareholder returns

Set a new payout ratio target

Acquire treasury shares

#### 3) Enhancing IR activities

Continuous dialogue with shareholders and investors

Start publishing Integrated reports (from 2023 onward), etc.



## Medium- to Long-Term Vision 2028 — Shaping the Customers' Expectations —

For shaping safety to meet customers' expectations

### Investment plan for the future

Stage II  
(2023/3 to 2025/3)

Research and  
development

Investment in growth,  
M&A and the building  
of the foundations

Investment in  
personnel

Enhancement of the  
supply chain  
Investment in the  
environment

Ratio to net sales<sup>\*</sup>  
**3%**

Investment  
amount  
**30  
billion yen**

<sup>\*</sup> As of FY2029/3

### Major initiatives

- **Relocate and build a new Mitaka Factory, our main factory**  
The area of the site is approximately 3 times larger than the site of the previous factory. The gross floor area is approximately 5 times larger.  
⇒ Reduce costs by improving productivity
- **Nissho Setsubi Kogyo (currently Oita Nohmi) and Sakamoto Densetsu join the Nohmi Group**  
Actively implementing M&A
- **Investment in digital transformation**  
We are considering a cloud-based service that is geared toward labor reduction.  
Development of a new integrated information system is under way to build a foundation for digital transformation.
- **Employee expansion**  
2022/3: 2,635 people ⇒ 2024/3: 2,766 people (consolidated)
- **Strengthen employee training**

**Going forward, we will unfailingly invest in pursuit of greater profitability.**



# Strengthening Shareholder Returns 1/2

## Medium- to Long-Term Vision 2028

### — Shaping the Customers' Expectations —

We plan to raise the consolidated payout ratio to 40% by FY2025/3, during the Stage II period, and **set a new target of 50% in and after FY2026/3.**

#### Trend in dividend per share (Yen)

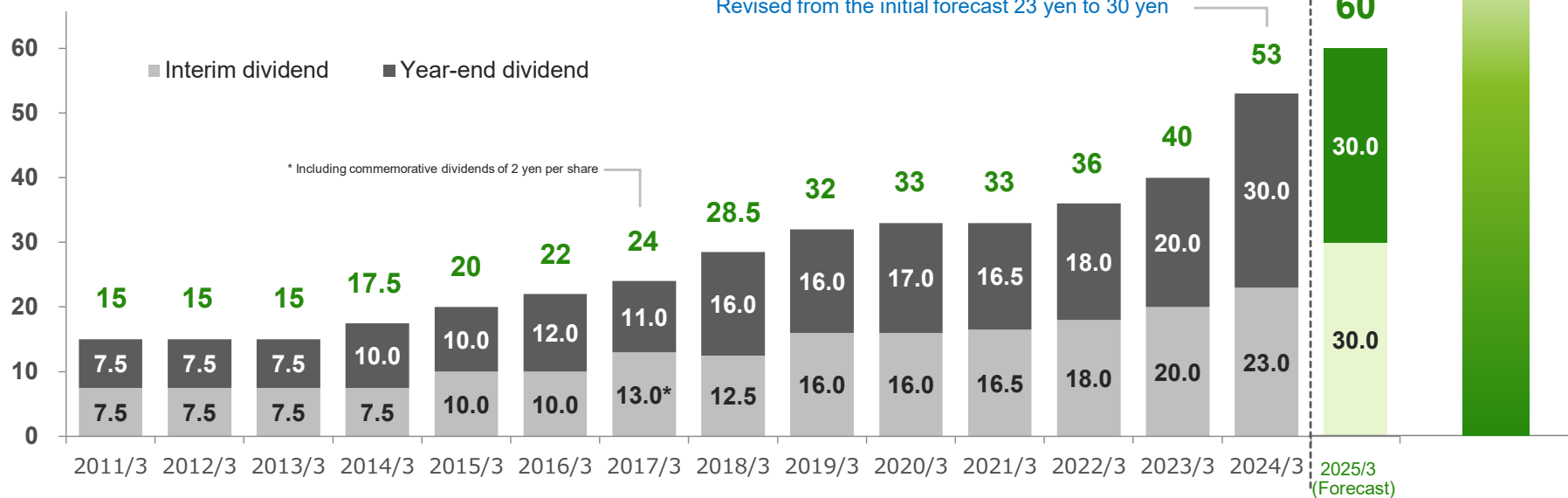
\* We have not reduced dividends, excluding extraordinary dividends, since FY1979/3.

Stage II period  
(2023/3 to 2025/3)

By FY2025/3, raise  
the consolidated  
payout ratio to  
**40%**

In and after  
FY2026/3  
**50%**

[Year-end dividend]  
Revised from the initial forecast 23 yen to 30 yen



Dividend payout ratio	48.5%	50.6%	31.4%	21.9%	21.4%	20.0%	20.8%	18.8%	24.7%	18.9%	26.1%	23.2%	34.4%	37.3%	42.1%
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## Strengthening Shareholder Returns 2/2

Acquire treasury shares for the purpose of improving shareholder returns and capital efficiency.

### Decision on Matters Concerning Acquisition of Treasury Shares (Announced on May 9)

#### Total number of shares able to be acquired

Upper limit: 1.5 million shares (2.48% of the total number of shared issues excluding treasury shares)

#### Total acquisition value

Upper limit: 4.0 billion yen

#### Acquisition period

From May 10, 2024 to May 15, 2024

#### Method of acquisition

Purchase through the Off-Auction Treasury Share Repurchase Trading System (ToSTNeT-3)

### Purchase via ToSTNeT-3

#### Date of acquisition

May 10, 2024

#### Number of shares acquired

1.5 million shares

#### Total acquisition value

3.7 billion yen

With this purchase, the acquisition of treasury shares pursuant to the resolution of the Meeting of Board of Directors held on May 9 was completed.

## ● Holding briefings on financial results and individual meetings

## Improvement of information shared on the website ●

- Providing briefings on financial results to institutional investors and analysts (continued biannually)
- Individual meetings (as needed)

### Nohmi Bosai's person in charge of IR activities

Briefings on financial results: Attended by President and Representative and officers in charge of IR activities

Individual meetings: Mainly handled by General Affairs Department which is in charge of IR

### Main themes for investor dialogue

Business environment and details/progress of Medium-term Management Plan/ future strategy/shareholder returns and other capital policies/ corporate governance/price revision efforts/addressing restrictions on overtime, etc.

Inform the executives of the status and details of dialogue with investors on an as-needed basis in pursuit of our sustained growth

Start of publication of Integrated Reports  
(from 2023)







Shaping the Customers'  
Expectations

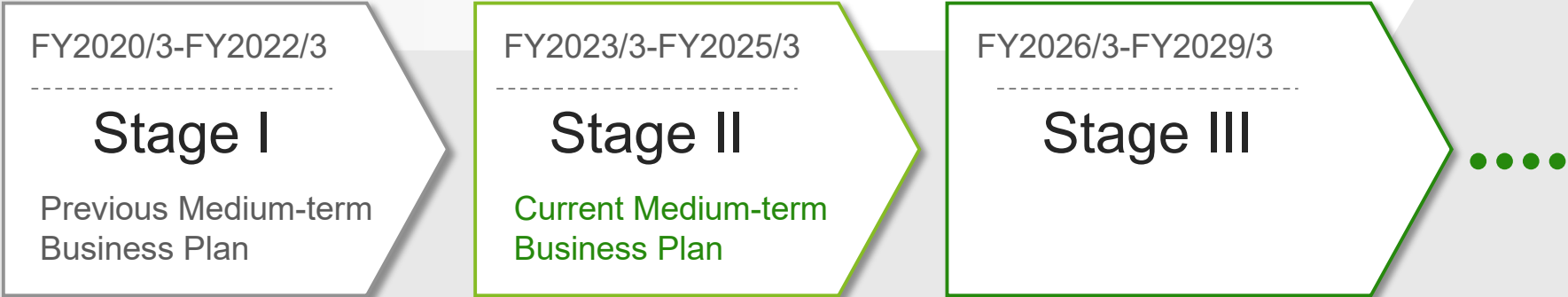


*transformation*

### Ⅲ. Progress of Nohmi Bosai Group Medium- to Long-term Vision 2028 - Shaping the Customers' Expectations -



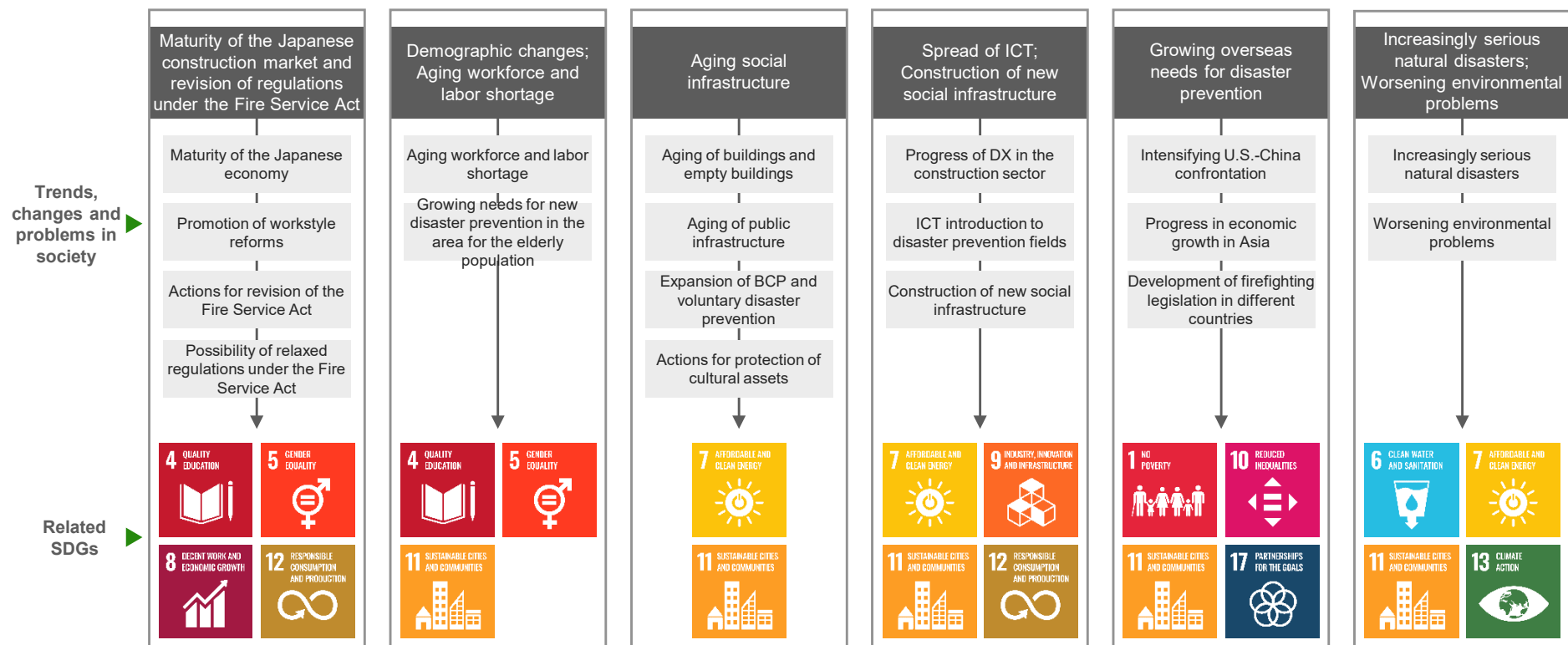
# Medium- to Long-term Vision 2028



At the start of this plan, a medium- to long-term vision statement was formulated.  
It defined the orientation for a long period of time.

\* For the medium- to long-term vision statement, see page 20.

# Awareness of the External Environment



Desired society

**A society where precious human lives, property and the environment are protected and where anyone can live happily**

Nohmi Bosai's aspirations

Offer original disaster prevention systems mainly to existing business domains.

Offer optimal disaster prevention solutions based on customers' issues.

Help resolve customers' issues in all aspects of disaster prevention and monitoring.

Establish a system of construction and maintenance that responds to an aging workforce and labor shortages.

Expand business coverage to all kinds of disasters as a comprehensive disaster prevention enterprise.



Shaping the Customers'  
Expectations



*transformation*

**Shape** safety to meet **customers'**  
**expectations** and realize a society  
where anyone can live happily.

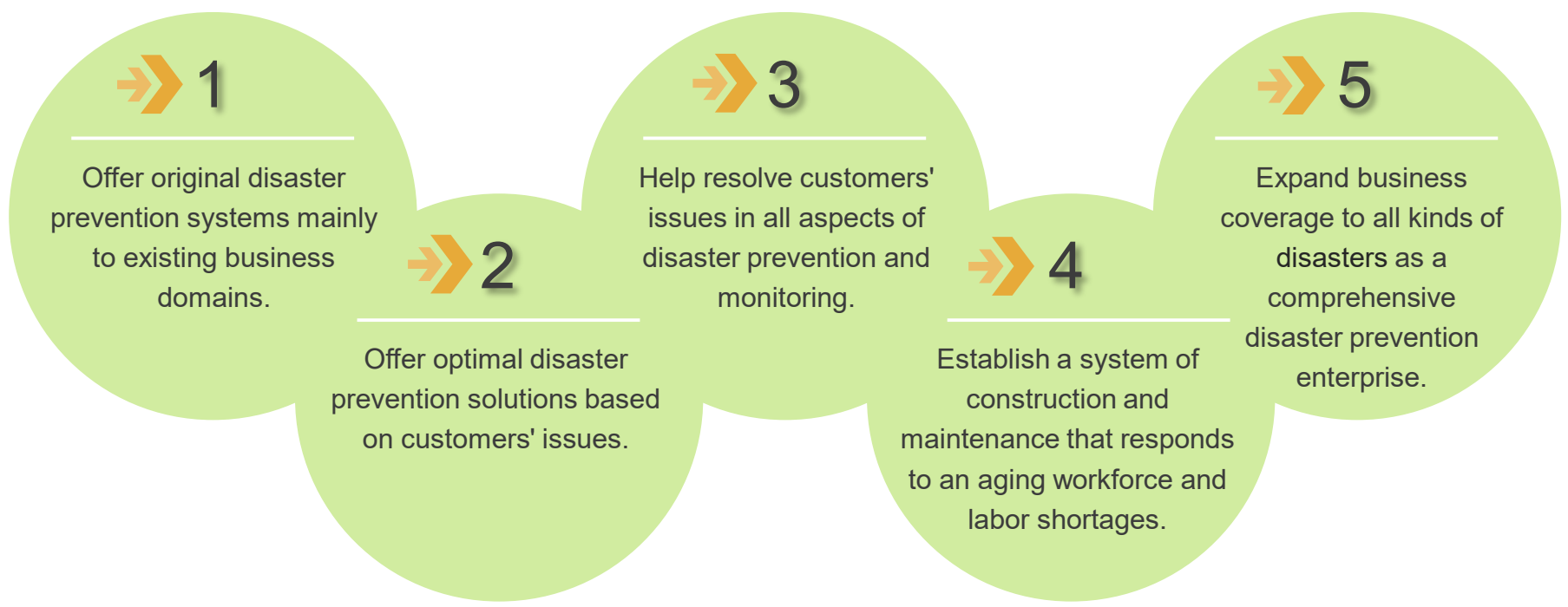
We will help create a society where precious human lives, property and the environment are protected and where anyone can enjoy safety and live happily. We aspire to be a company that together with customers **shapes** safety to meet **customers' expectations** to deliver solutions to all places by constantly taking the lead in disaster prevention.

Every one of us will be aware of our mission as a pioneer in disaster prevention business. We will sincerely listen to those who support the Nohmi Bosai Group and gain enhanced insights into **customers' expectations**. We will carry out activities with an inquisitive mindset to realize our targets.



Shape safety to meet customers' expectations and realize a society where anyone can live happily.

## Nohmi Bosai's aspirations



# Realizing the Medium- to Long-term Vision Statement

For shaping safety to meet customers' expectations

Enrich knowledge of personnel and organizations

## Personnel strategy for dynamic growth



Accelerate the growth cycle of individuals and the company to achieve dynamic growth

⇒ See p. 25、26

Co-create with customers

## Future co-creation project



Change the style of proposals to customers to increase the value offered to them.

⇒ See p. 23、24、26

Growth investment

## Investment plan for the future



Plan to invest in research and development, mergers and acquisitions, equipment, personnel and the environment for the future

⇒ See p. 13

Digital Transformation (DX)

Create a supply chain for a stronger system of stably supplying products and services.

Respond to issues by increasing corporate value through sustainability management.

Change into a company creating higher additional value.



For shaping safety to meet customers' expectations

Personnel strategy for dynamic growth

Investment plan for the future

**Future co-creation project**



## Cultivate and search for business (cultivate existing domains and search for new ones)

In both new and existing domains, firmly establish the activities for creating and nurturing seeds for solutions as a system to develop these solutions into pillars for future generations.

Have a broader  
perspective for  
solving social issues.

Create a mechanism  
for continuously  
devising ideas.

Forge a culture where  
the development of  
ideas is continuously  
encouraged.

Continue investment in commercialization



## Develop personnel who make proposals

We will gain insights into what customers seek, going beyond their expectations, and will develop personnel who integrate our technological strengths and potential with other companies' technologies to create solutions.

Ability to gain insights  
into essential issues  
facing customers

Ability to create an  
idea from scratch

Ability to associate  
issues with  
technologies

Move proactively

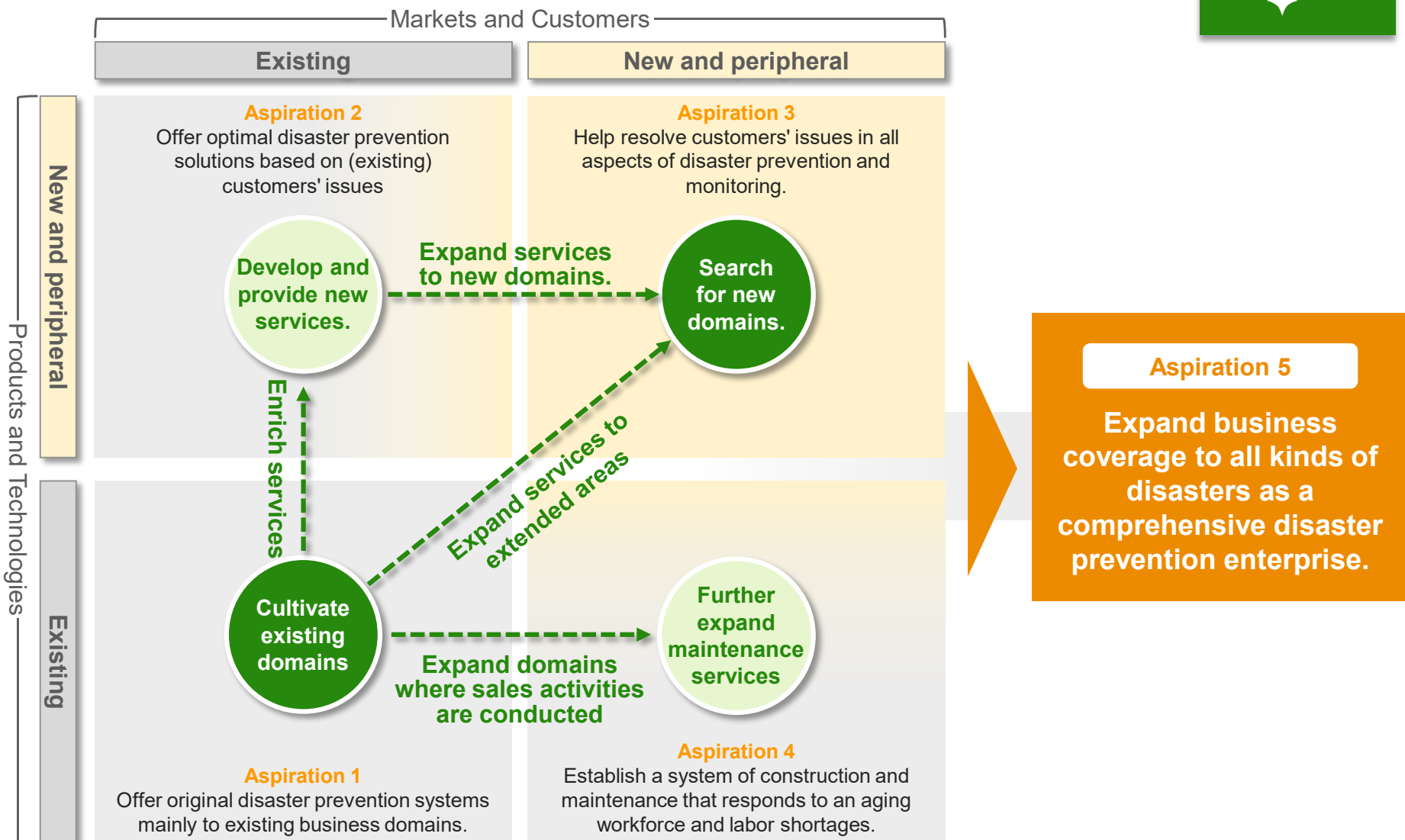
**Increase value offered**

**Improve the ability to solve social issues**



# Business Strategy: Basic Orientation

Future co-creation  
project







# Personnel Strategy for Dynamic Growth

Personnel strategy  
for dynamic growth



For shaping safety to meet customers' expectations

Vision

## Autonomy and initiative

- Individuals think and act independently and pursue initiative by fully harnessing their own potential.
- Individuals voluntarily continue to build up their own skills and expertise.

## All employees' active performance

- The company ensures that all employees fully harness their potential.
- The company properly rewards individuals for their skills, expertise and display of their initiative and ideas (actions and results).

Accelerate the growth cycle

Individuals



Growth of individuals

Growth of the company

Company



Environment and culture  
supporting performance  
and growth

## Provide a platform for performance and growth

- The company ensures that individuals can work flexibly according to their wishes and circumstances.
- The company ensures that the personality of each individual is respected and that co-creation by diverse personnel comes into being.

Policy

### Workstyle reforms

Encourage diverse and flexible workstyles and accelerate labor reduction and the streamlining of operations

### Recruitment

Determine personnel requirements matched to the Medium- to Long-term Vision and boost capabilities to recruit personnel in new and existing domains.

### Personnel system

Ensure evaluation and treatment according to the roles fulfilled and the level of achievement with a personnel system that provides a sense of security.

### Transfer and assignment

Optimize staff assignments and realize systematic transfers from the perspectives of individuals and the company.

### Development

Provide employees with opportunities and choices for increasing the speed of growth.

### Diversity

Accept personnel with diverse skills and values and create and offer opportunities for performance and growth.



## Begin implementing the Customers' Expectations Box

**Provide all employees with opportunities to think about and make recommendations regarding customers' expectations**, in addition to continuing the activities for creating new businesses as projects.

Period	<b>Part 1: June to August 2023</b> <b>Part 2: October to December 2023</b> <b>(prolonged to January 2024)</b>
Participants	<b>All employees of Nohmi Bosai</b> ⇒ To be ultimately extended to all officers and employees of the Nohmi Bosai Group
Contents	<b>New services and products segment</b> <b>Business improvement segment</b>

**Collect nearly 1,000 ideas**

## Accelerate our personnel strategy

Encourage the development of human resources that proactively propose new ideas  
⇒ Commitment to the Future Co-Creation Project

**Committee for Promoting  
Active Participation of Women in the Workplace**  
established for the promotion of DE&I



**Human Resources Planning/DE&I Promotion  
Group was established within Human  
Resources Department in FY2024**

DE&I: Diversity, equity and inclusion

**Steadily  
bearing  
fruit**

**Cultivate existing domains and search for new ones**  
**Develop personnel who make proposals**



# Examples of the Cultivation of Existing Domains

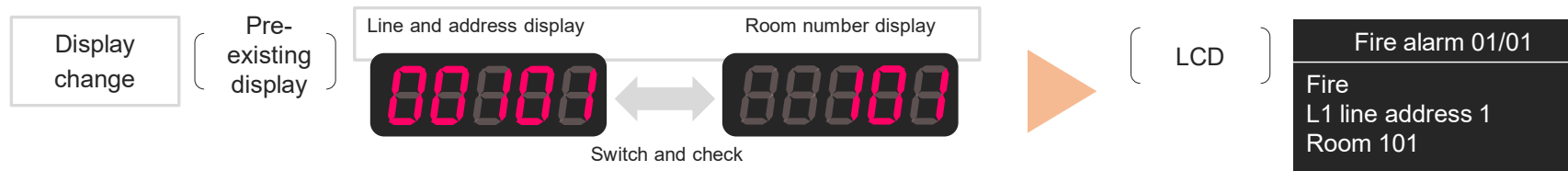
New P-type conventional automatic fire alarm system, our main line of products

Advanced P IV™ System and P-type Class 1 Fire Alarm & Smoke Control Panel launched in April 2024

## Features (common)

Greater visibility and operability

- Incorporating a LCD screen, the new products display abnormalities in Japanese, not using codes
- Equipped with built-in guide feature



## Advanced P IV™ System



FCSJ107S-R-20LT

### Characteristics

Enabling an Advanced P IV detector to display more information\*

- ✓ Changes in the concentration of smoke detected and temperature can be displayed in a graph form
- ✓ The amount of dust detected by each detector can be displayed.
  - ⇒ Making it easier to identify the right time to replace the detector with a new one

\* Our survey / Covering P-type class 1 fire alarm & smoke control panels from domestic manufacturers

## P-type Class 1 Fire Alarm & Smoke Control Panel



FCSJ106N-B1-40LT

### Characteristics

- ✓ Different pieces of guidance information can be displayed on the LCD
  - ⇒ Quickly check necessary information
- ✓ The design reflects an awareness of user-friendliness
  - ⇒ The operation panel is linearly designed and is equipped with switches around the LCD.

Aggressively propose these products in the new building market and the renovation market to increase our market share



# Topics 1/2: Pursuit of Sustainability

## Development of eco-friendly fire-extinguishing foam

### Characteristics

The ingredients were fully reexamined using the foam extinguishing technology which we have accumulated over many years. This led to the realization of high foaming and fire-extinguishing performance high-temperature and high-smoke concentration fire environments despite the foams having minimal PFAS\*.

\* PFAS: Organic fluorine compounds (per- and poly-fluoroalkyl substances) that it is believed adversely affect human bodies, etc. because they do not decompose in the natural world.

### Comparison of foaming in a smoky environment (minimal PFAS/synthetic surfactant fire-extinguishing foam)



**The newly developed product**

(for the Inside Air Hi-Ex System Perf-Ex high foaming fire-extinguishing system)



General commercially available product



## Topics 2/2: Improving Governance to Enhance Corporate Value

### Transition to a company with an Audit & Supervisory Committee

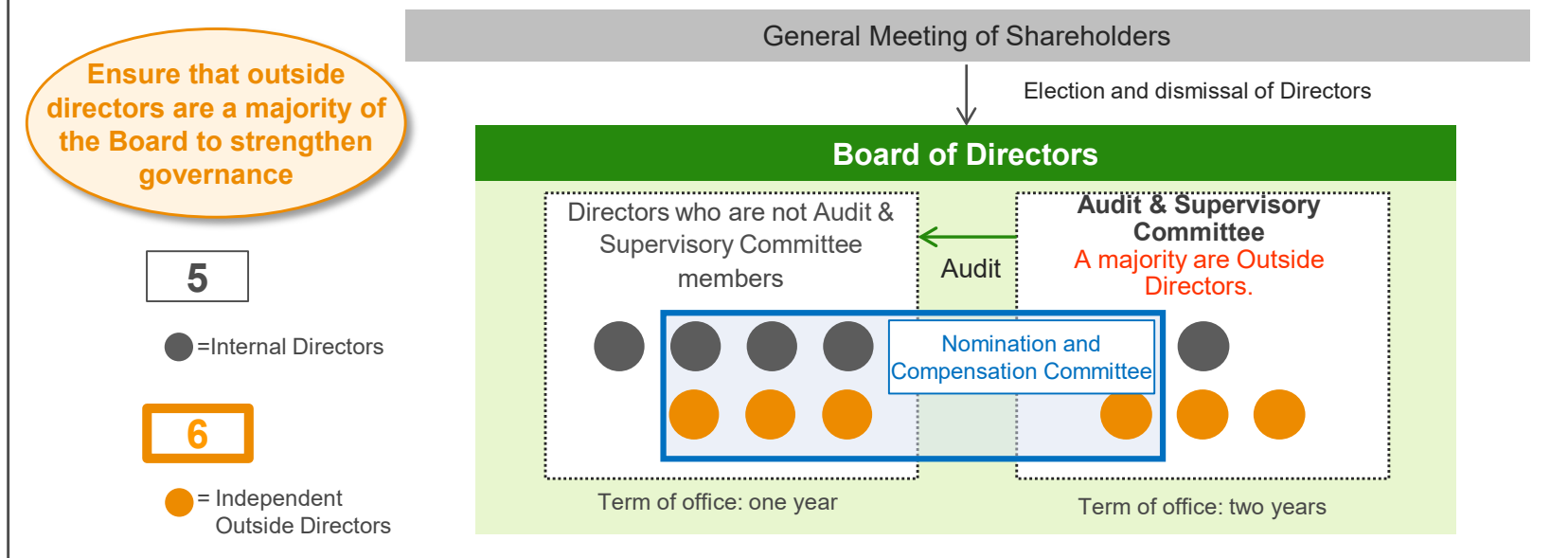
#### Purpose of the transition

- Strengthen the Board of Directors' supervisory functions to improve corporate governance
- Accelerate management decision-making and enhance discussions at meetings of the Board of Directors



### Further Improvements to Corporate Value

#### Governance system after the transition





# Numerical Targets

Increase profitability through efforts such as strengthening the supply chain, focusing on price revisions, increasing the workforce and streamlining operations on a medium- and long-term basis and aggressively invest in growth. Do this to achieve the FY2029/3 targets.

## Medium- to long-term business targets

(Billion yen)

Stage II

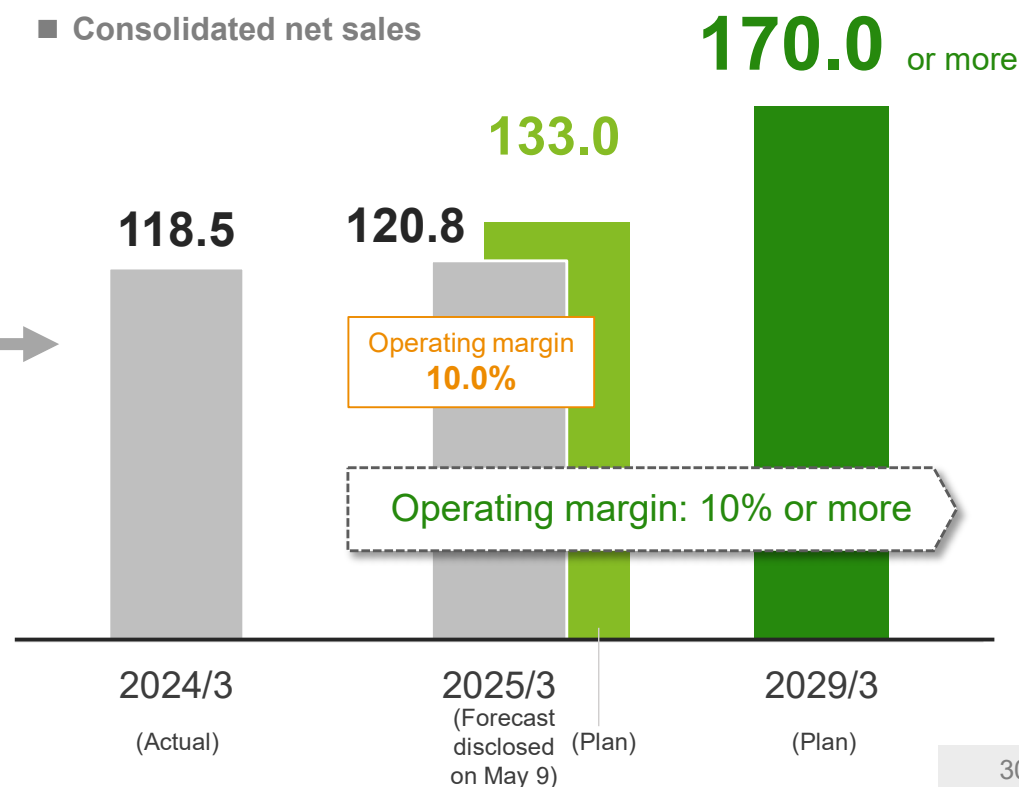
Stage III

(Billion yen)

2024/3 (Actual)

New orders	123.4
Net sales	118.5
Operating income	11.6
Operating margin	(9.8%)
Ordinary income	12.2
Net income attributable to owners of parent	8.5
ROE	7.2%

### Consolidated net sales





Shaping the Customers'  
Expectations



*transformation*

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## IV. Forecast for FY2025/3

# Forecast for FY2025/3 (Consolidated)

(Million yen)

	FY2024/3	FY2025/3	Vs. FY2024/3	
	Actual	Forecast	Amount	Pct.
New orders	123,492	<b>118,000</b>	-5,492	-4.4%
Net sales	118,506	<b>120,800</b>	+2,293	+1.9%
Gross profit	39,473	<b>41,400</b>	+1,926	+4.9%
Gross margin	33.3%	<b>34.3%</b>	+1.0pt	—
SG&A expenses	27,810	<b>29,300</b>	+ 1,489	+ 5.4%
Operating income	11,662	<b>12,100</b>	+437	+3.7%
Operating margin	9.8%	<b>10.0%</b>	+0.2pt	—
Ordinary income	12,242	<b>12,400</b>	+157	+1.3%
Net income attributable to owners of parent	8,574	<b>8,600</b>	+25	+0.3%
EPS (yen)	142.10	<b>142.53</b>		
ROE	7.2%	<b>7.2%</b>		





### **New orders will remain at a high level and exceed the new orders in FY2023/3.**

They are projected to decrease in comparison with the previous year, which was a record high. But new orders will exceed the new orders in FY2023/3.

We are concerned about the impact of the upper limit on overtime in the construction industry which will come into force in April 2024.

### **Both net sales and income will increase as the backlog of orders hit a record high.**

Constraints in the supply of components, the rise of prices and other events that were a result of the COVID pandemic affected the progress of our efforts toward the numerical targets of the Medium- to Long-term Vision (see page 30).

The impact of the upper limit on overtime is a concern, but we forecast and increase in net sales and income YoY.

### **Initiatives for improving profitability will be sped up.**

We will stay committed to revising prices and streamlining operations and the operating margin is projected to exceed the target by 10% or more.

Implement initiatives more aggressively to achieve the FY2029/3 targets and pursue the continued improvement of profitability.

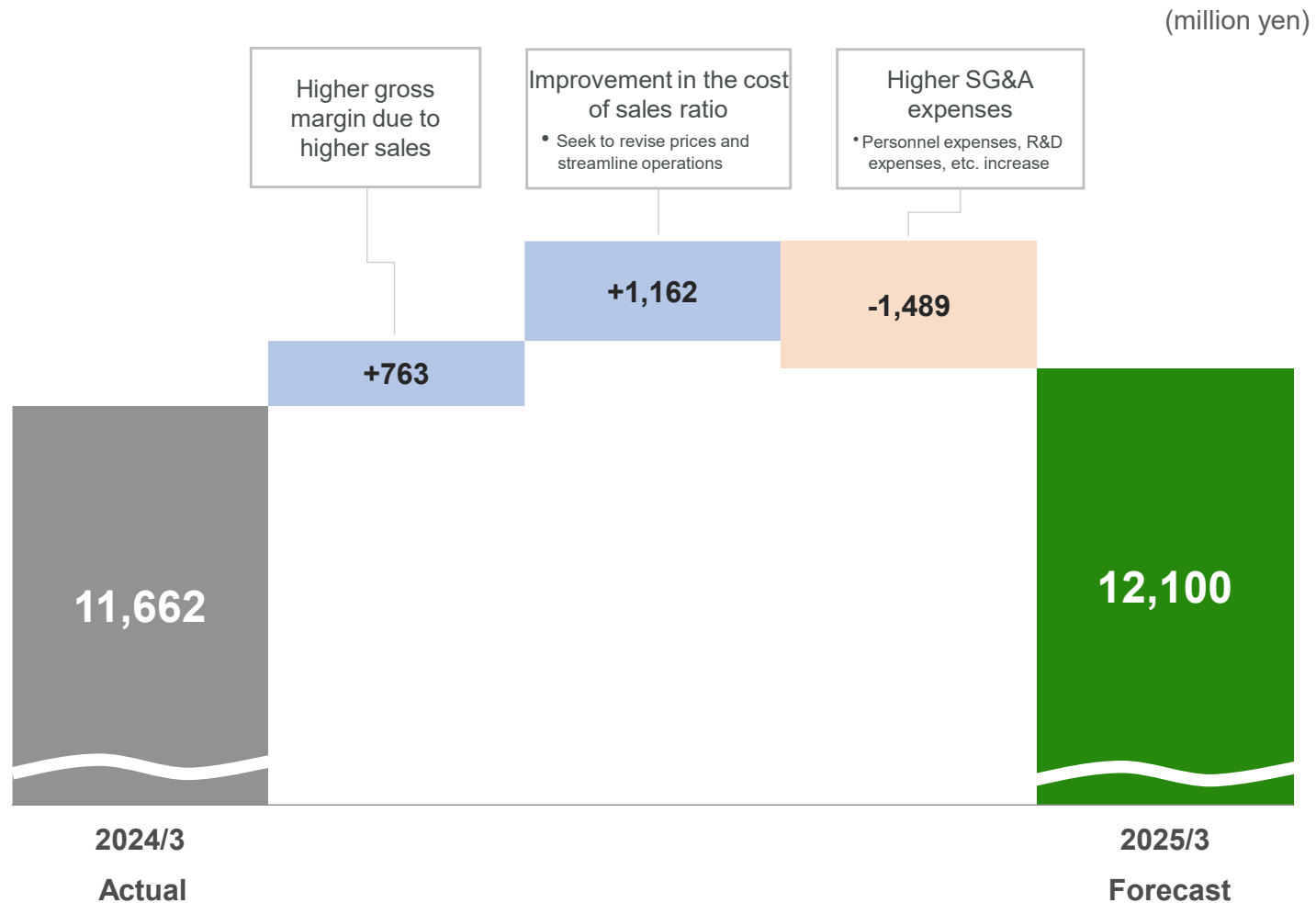
# Forecast for FY2025/3 by Segments

(Million yen)

		FY2024/3	FY2025/3	Vs. FY2024/3	
		Actual	Forecast	Amount	Pct.
<b>Fire Alarm Systems</b>	Net sales	43,259	<b>44,254</b>	+994	+2.3%
	Operating income	7,674	<b>8,035</b>	+360	+4.7%
	Operating margin	17.7%	<b>18.2%</b>	+0.5pt	—
<b>Fire Extinguishing Systems</b>	Net sales	38,275	<b>41,630</b>	+3,354	+8.8%
	Operating income	5,020	<b>6,252</b>	+1,231	+24.5%
	Operating margin	13.1%	<b>15.0%</b>	+1.9pt	—
<b>Maintenance Services</b>	Net sales	32,143	<b>30,300</b>	-1,843	-5.7%
	Operating income	7,259	<b>6,542</b>	-716	-9.9%
	Operating margin	22.6%	<b>21.6%</b>	-1.0pt	—
<b>Others</b>	Net sales	5,309	<b>5,095</b>	-213	-4.0%
	Operating income	251	<b>247</b>	-4	-1.6%
	Operating margin	4.7%	<b>4.8%</b>	+0.1pt	—
Elimination/ Corporate	Net sales	-481	<b>-481</b>	—	—
	Operating income	-8,542	<b>-8,977</b>	-434	—
<b>Consolidated</b>	Net sales	118,506	<b>120,800</b>	+2,293	+1.9%
	Operating income	11,662	<b>12,100</b>	+437	+3.7%



# Analysis of Operating Income Forecast



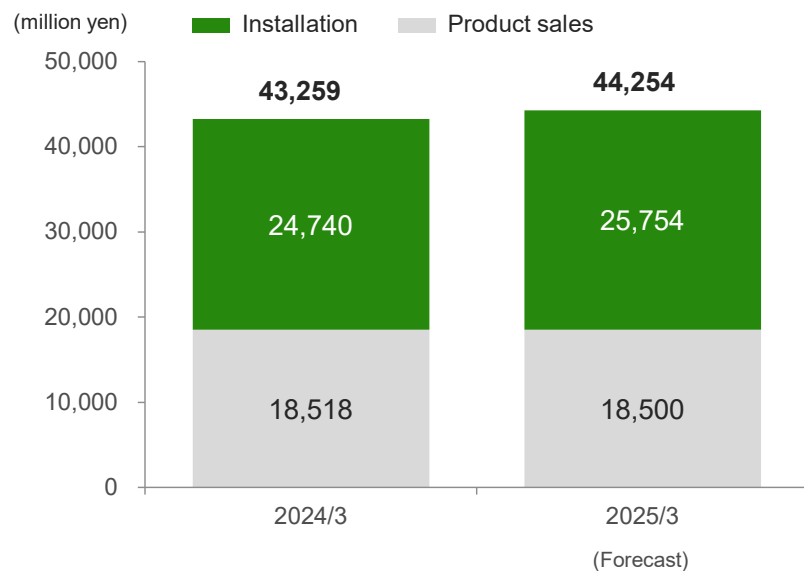
# Sales Forecast by Segment (1)

Fire Alarm Systems

Fire Extinguishing Systems

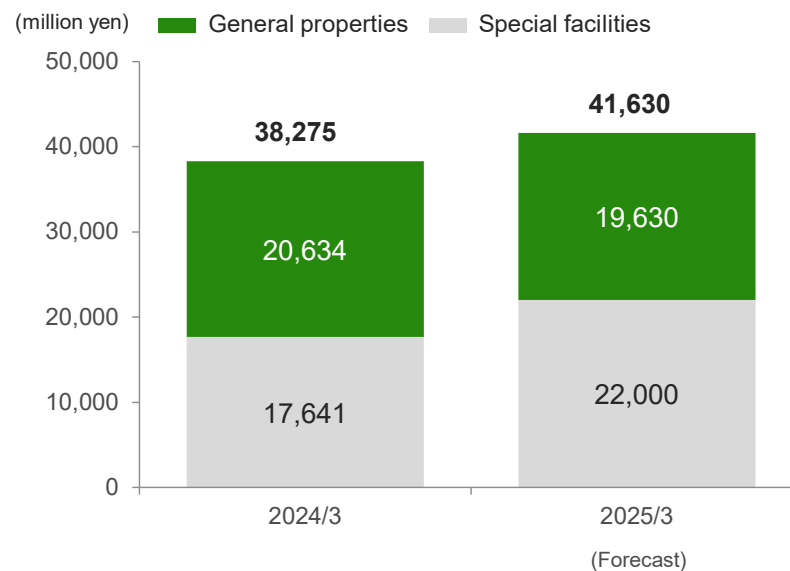
Maintenance Services

## Fire Alarm Systems



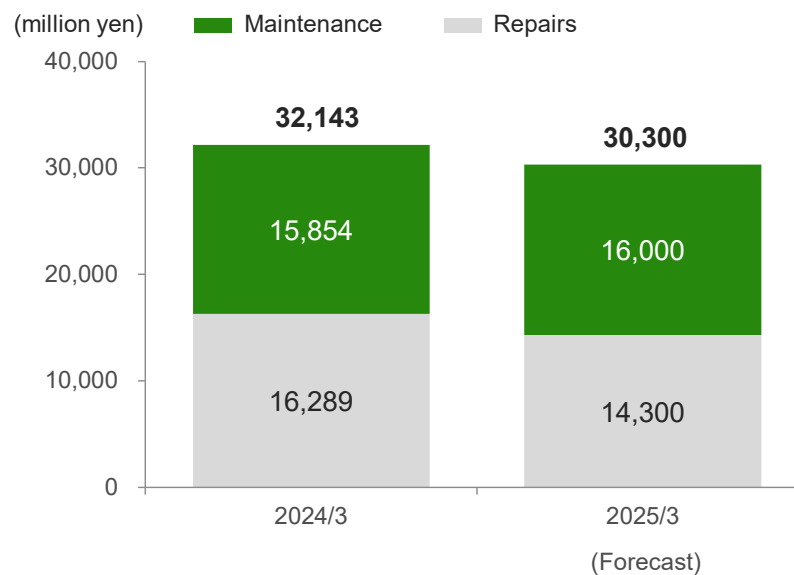
- Against the backdrop of a steady market environment for both new and renovated buildings, we will seek to beat last fiscal year's net sales, which were a record high.

## Fire Extinguishing Systems



- We expect sales to increase throughout the segment, supported by the large order backlog that has been accumulated, mainly in Special facilities.

## Maintenance Services



- Due to a concentration of properties in the previous fiscal year enabling our performance to reach a record high, we expect a temporary reactionary slow down in our performance, but it will remain stable.

Shaping the Customers'  
Expectations



*transformation*

## V . Reference



# Comprehensive fire safety company

➤ Trade Name	NOHMI BOSAI LTD.
➤ Head Office	7-3 Kudan-Minami, 4-Chome, Chiyoda-ku, Tokyo Japan
➤ Establishment	May 5, 1944 (Foundation: December, 1916)
➤ President	Takeshi Okamura, Representative Director and President
➤ Capital	13,302 million yen (As of March 31, 2024)
➤ Employees	2,766 (consolidated) (As of March 31, 2024)
➤ Business	Contract test, planning, proposal regarding disaster prevention. Research, development, planning, installation and maintenance of disaster prevention facilities and systems. Design, manufacturing and marketing of disaster prevention equipment. Design, manufacturing, installation, marketing and maintenance of parking lot system.

# History



- 2024 New P-type conventional automatic fire alarm system launched  
Organic fluorine compound (minimal PFAS), eco-friendly fire-extinguishing foam developed
- 2022 Listed on Tokyo stock exchange Prime Market  
Mitaka Factory was relocated and newly built
- 2021 Released “Panic in the Office” a virtual reality fire experience
- 2019 TASKis® cloud disaster response support software was launched
- 2018 R-26C fire alarm system for midsize/large buildings was launched
- 2017 Menuma factory was expanded and Nohmi Technorium Menuma, an exhibition facility was established
- 2016 Automatic fire extinguisher system SPLash α was launched
- 2014 Manual fire alarm box with ring-shaped location lamp won GOOD DESIGN Gold prize
- 2013 Image processing smoke detection system was launched
- 2010 Established R&D center in Misato, Saitama
- 2009 Aspirating super-high sensitivity smoke detection system PROTECVIEW was launched
- 2006 Third-party allocation of shares to SECOM Co., Ltd.
- 2004 Mamoru-kun 10, fire alarm equipment for houses, was launched
- 2002 Conventional fire alarm system with automatic testing function “Advanced P” was launched
- 1995 Nohmi Secom Fire Protection (Beijing) Co., Ltd. established in China
- 1991 Listed on First Section of the Tokyo Stock Exchange
- 1987 Installed fire protection systems in the Seikan Tunnel and the Seto bridge
- 1974 Developed fire protection systems for LNG terminal
- 1968 Installed the first ionization type fire detection system in the Kasumigaseki Building, which was the first high-rise building in Japan
- 1962 Installed the first fire protection systems in the Kajiwarra-Tennosan tunnel of the Meishin Expressway in Japan.  
Listed on Second Section of the Tokyo Stock Exchange
- 1936 Installed the first fire alarm systems at the imperial palace
- 1933 Installed the first fire alarm systems at Sanjyusangendo Temple, a first in Japan for a national treasure
- 1924 Nohmi Shokai started a fire protection business to manufacture and sell automatic fire alarm systems after the Great Kanto Earthquake
- 1916 Teruichi Nohmi established Nohmi Shokai



<R-26C>



Nohmi Technorium Menuma



Menuma Factory



R&D center Misato



Manual fire alarm box with ring-shaped location lamp



<PROTECVIEW>



Teruichi Nohmi



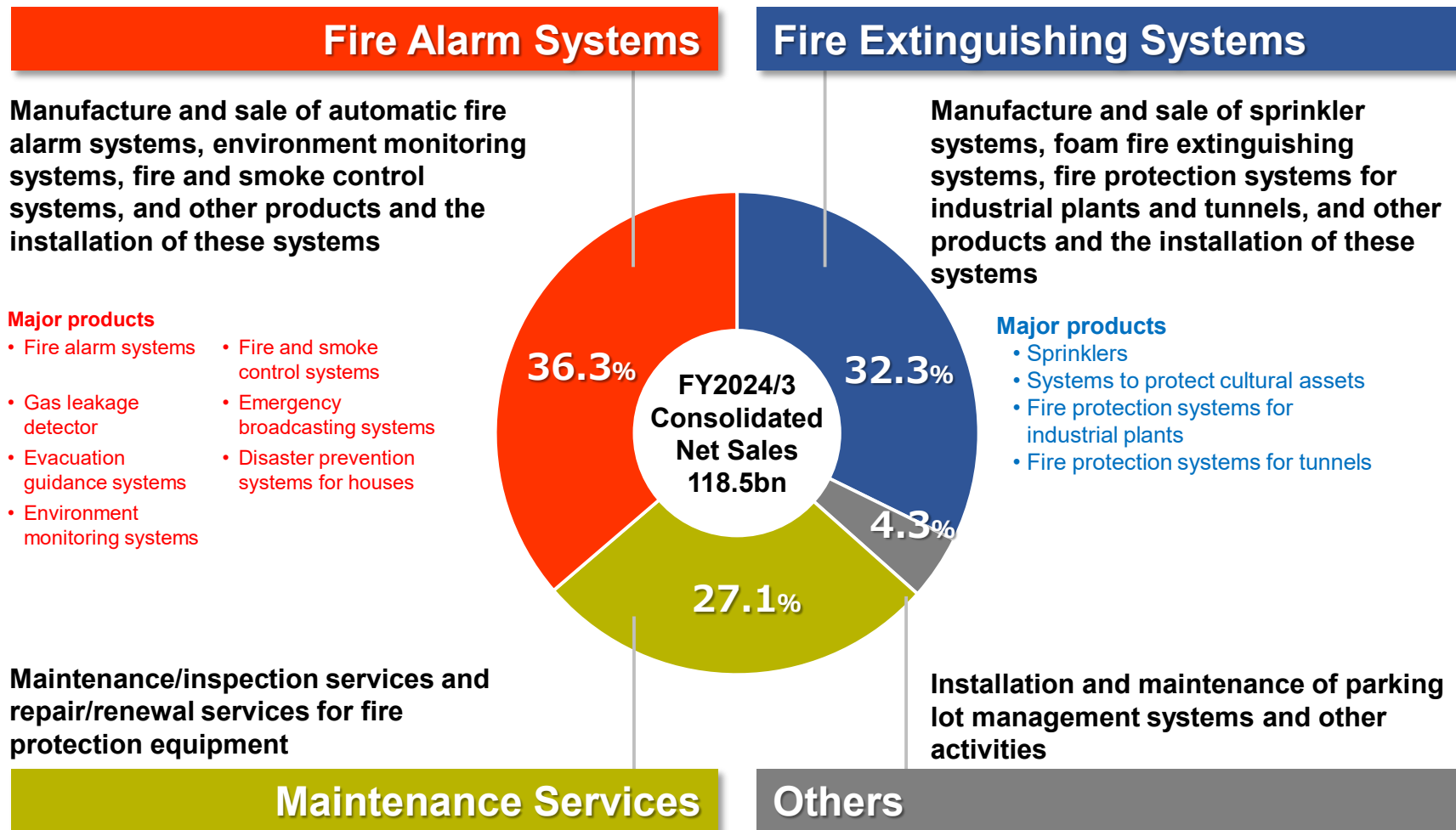
Oku-Goten in imperial palace completion ceremony

Establishment

Listing of stock

100th anniversary





## Comprehensive fire safety expertise

- R&D ⇒ Manufacturing ⇒ Sales/Design ⇒ Installation ⇒ Maintenance  
A fully integrated infrastructure for providing products and services



- A **diverse lineup** of equipment allows Nohmi to meet the fire protection requirements of almost any type of building or other facility

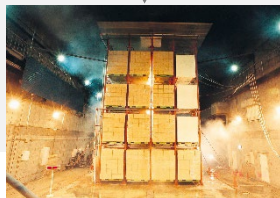


## Five key strengths backed by many years of accomplishments

- 1 Technology** – Development, design, installation and other skills covering all aspects of fire protection
- 2 Knowledge** – Fire safety expertise acquired from an enormous volume of research and testing
- 3 Installation quality** – Rigorous process management and other skills ensure outstanding quality for all installation work
- 4 Reliability** – A reputation for trust among customers and all others due to a record of proven reliability
- 5 Nationwide network** – A powerful network of sales distributors covering all areas of Japan

\*Simulations cover almost all potential sources of fires

Rack warehouse  
fire test



Automotive paint  
booth fire test



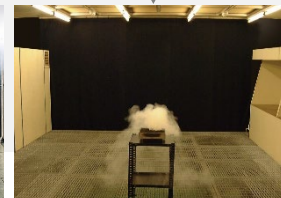
Foam fire  
extinguishing test



Smoke dispersion  
test



Clean room smoke  
test





Statements in this presentation about future results of operations are based on information that is currently available to Nohmi Bosai and its group companies. These forecasts incorporate risk factors and uncertainties.

Actual results of operations may differ significantly from the forecasts in this presentation because of a change in the economic environment for business activities, a shift in demand or other reasons.