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## Data File

### FY2024/3

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## NOHMI BOSAI LTD.

Contact

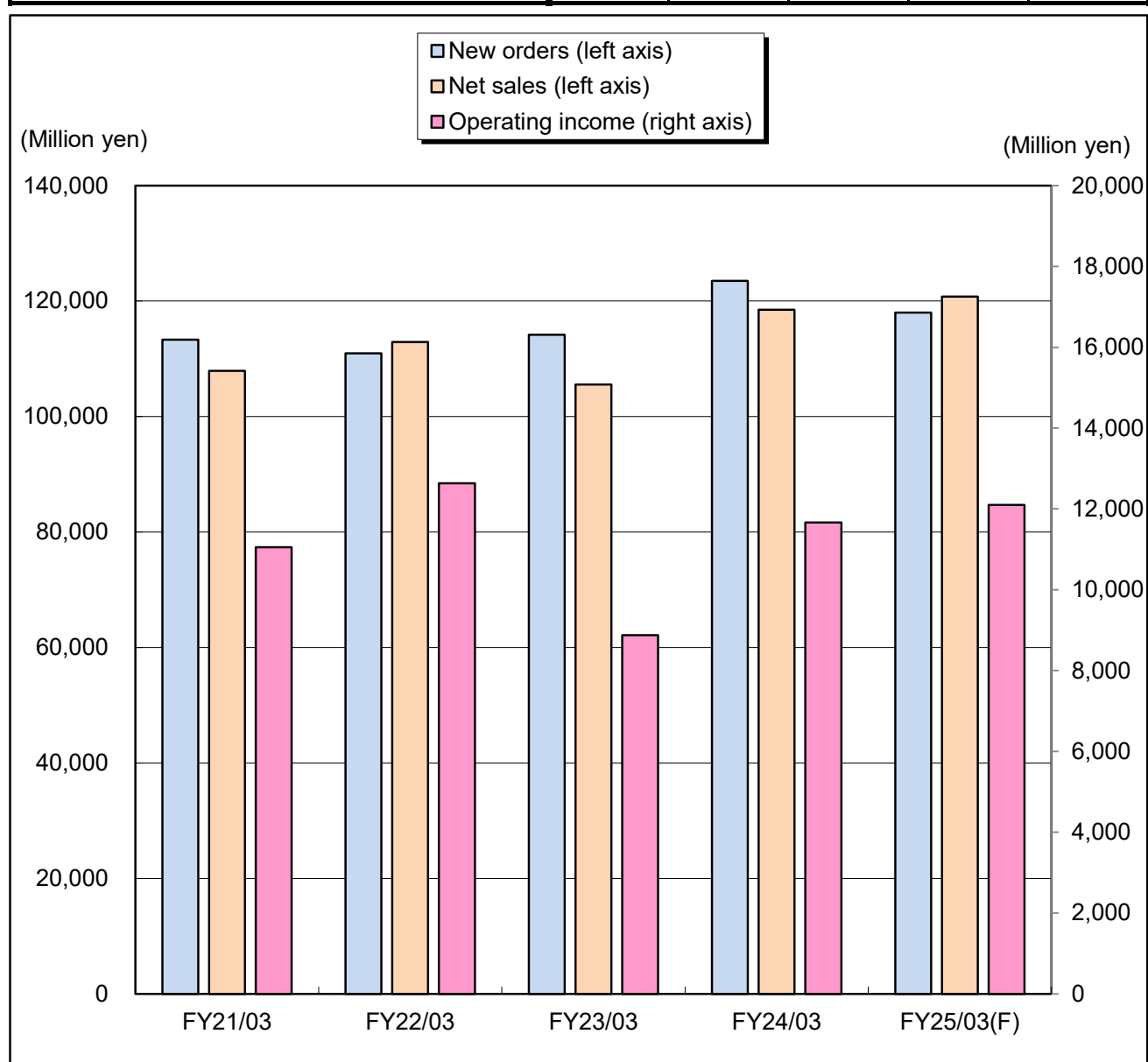
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# 1. (1) Key Performance Indicators (consolidated)

(Million yen, rounded down)

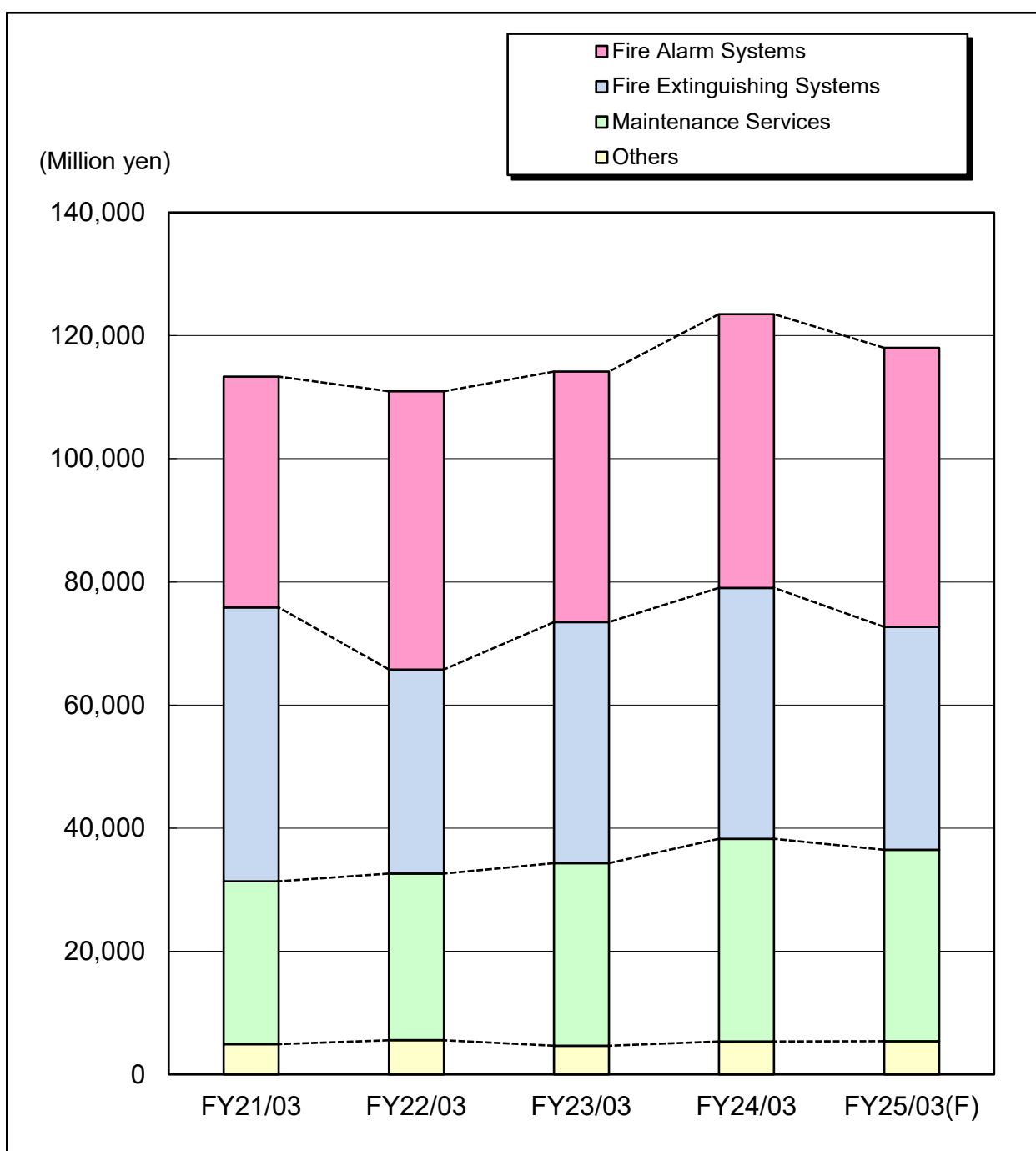
	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03(F)
<b>New orders</b>	<b>113,308</b>	<b>110,948</b>	<b>114,168</b>	<b>123,492</b>	<b>118,000</b>
<b>Net sales</b>	<b>107,897</b>	<b>112,913</b>	<b>105,537</b>	<b>118,506</b>	<b>120,800</b>
<b>Cost of sales</b>	<b>72,770</b>	<b>74,151</b>	<b>70,678</b>	<b>79,032</b>	<b>79,400</b>
% to sales	67.4%	65.7%	67.0%	66.7%	65.7%
<b>SG&amp;A expenses</b>	<b>24,073</b>	<b>26,128</b>	<b>25,980</b>	<b>27,810</b>	<b>29,300</b>
% to sales	22.3%	23.1%	24.6%	23.5%	24.3%
<b>Operating income</b>	<b>11,053</b>	<b>12,633</b>	<b>8,879</b>	<b>11,662</b>	<b>12,100</b>
% to sales	10.2%	11.2%	8.4%	9.8%	10.0%
<b>Ordinary income</b>	<b>11,494</b>	<b>13,155</b>	<b>9,420</b>	<b>12,242</b>	<b>12,400</b>
% to sales	10.7%	11.7%	8.9%	10.3%	10.3%
<b>Net income attributable to owners of parent</b>	<b>7,620</b>	<b>9,351</b>	<b>7,022</b>	<b>8,574</b>	<b>8,600</b>
% to sales	7.1%	8.3%	6.7%	7.2%	7.1%



## 1. (2) New orders by Segment (consolidated)

(Million yen, rounded down)

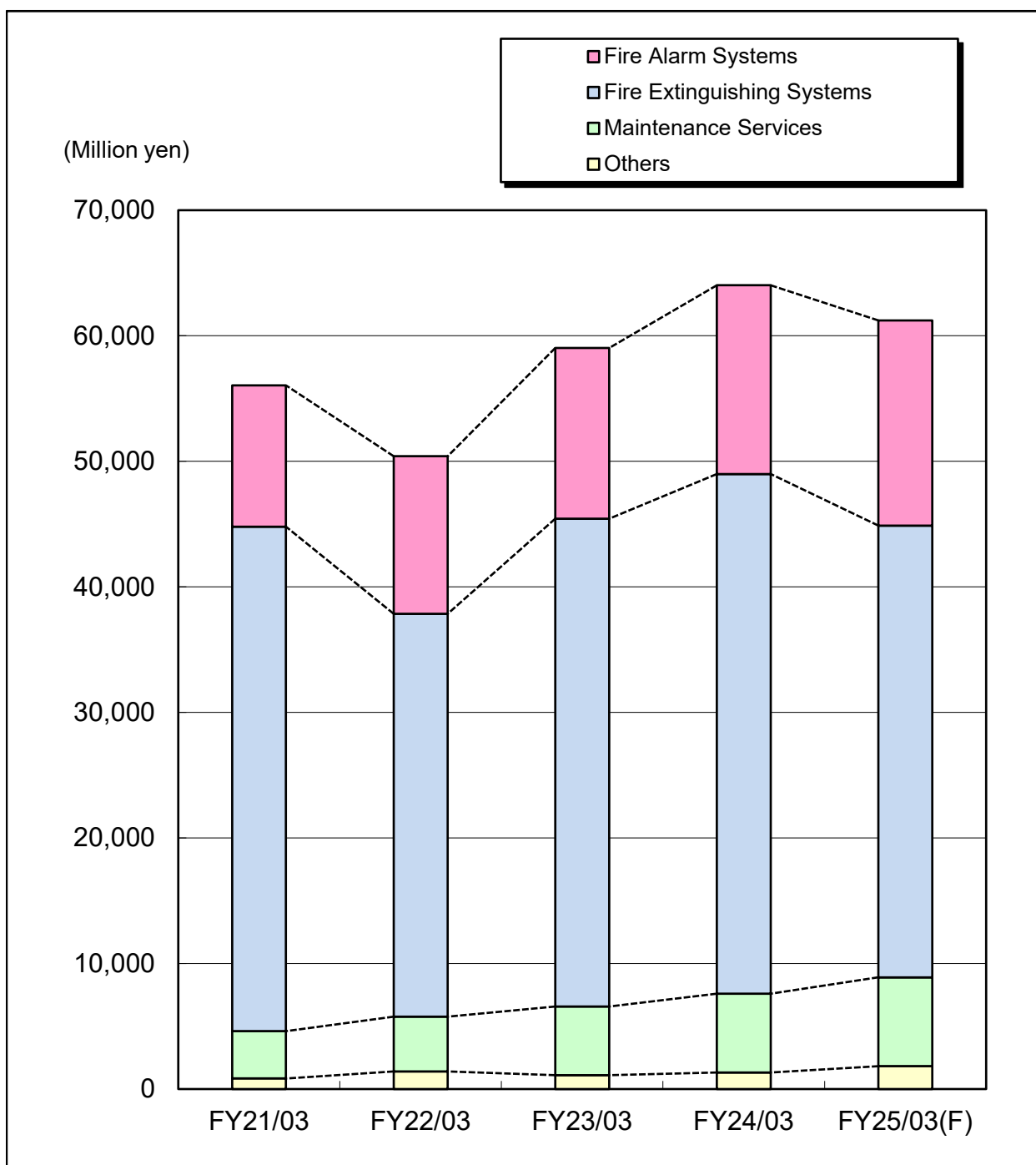
	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03(F)
Fire Alarm Systems	37,466	45,169	40,707	44,444	45,300
Fire Extinguishing Systems	44,469	33,163	39,158	40,773	36,200
Maintenance Services	26,436	27,067	29,640	32,936	31,100
Others	4,936	5,547	4,662	5,338	5,400
<b>Total</b>	<b>113,308</b>	<b>110,948</b>	<b>114,168</b>	<b>123,492</b>	<b>118,000</b>



# 1. (3) Backlog of Orders by Segment (consolidated)

(Million yen, rounded down)

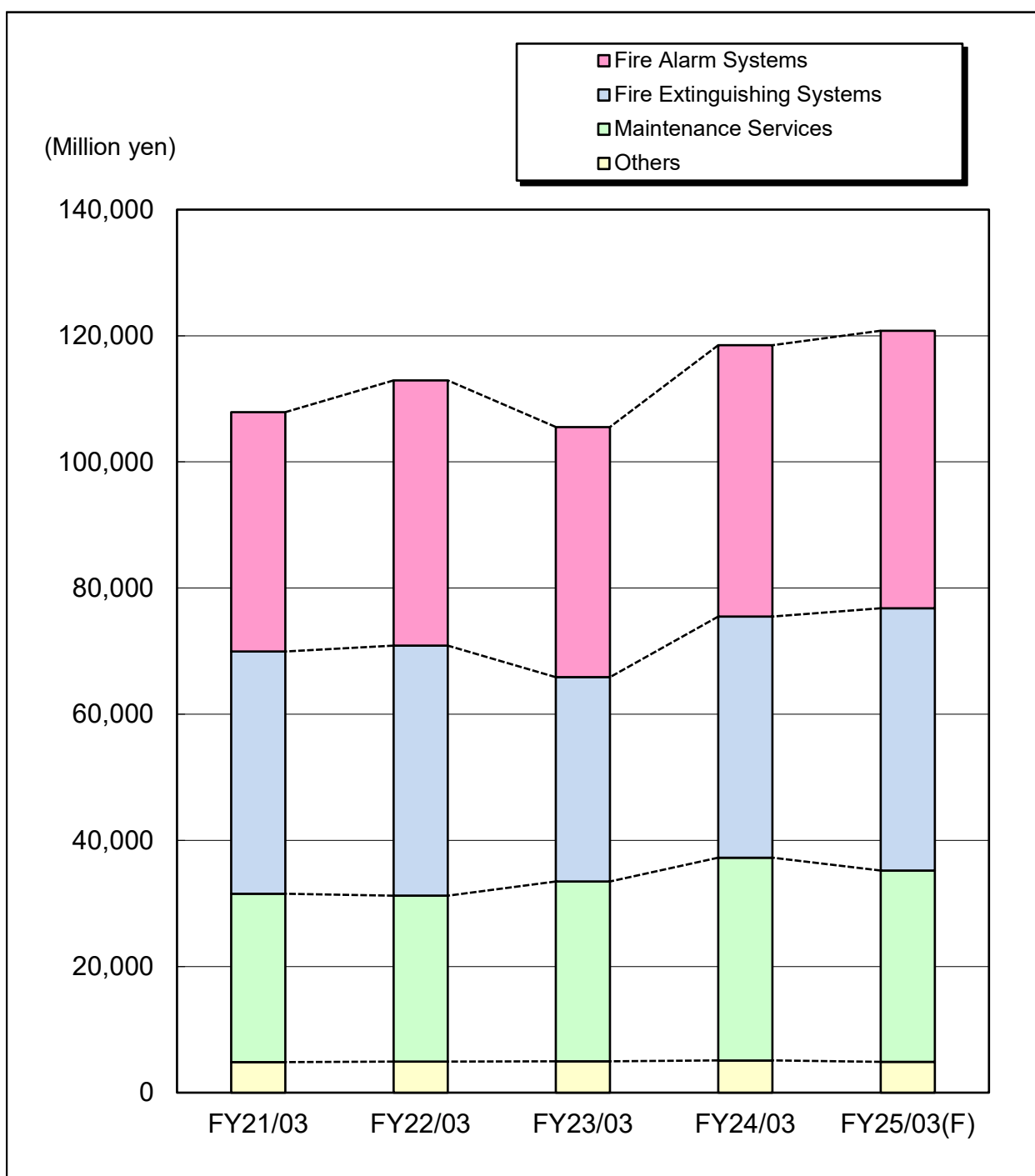
	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03(F)
Fire Alarm Systems	11,243	12,550	13,594	15,033	16,333
Fire Extinguishing Systems	40,187	32,080	38,857	41,385	35,985
Maintenance Services	3,773	4,364	5,487	6,281	7,081
Others	840	1,409	1,096	1,321	1,821
<b>Total</b>	<b>56,045</b>	<b>50,404</b>	<b>59,035</b>	<b>64,022</b>	<b>61,222</b>



# 1. (4) Net Sales by Segment (consolidated)

(Million yen, rounded down)

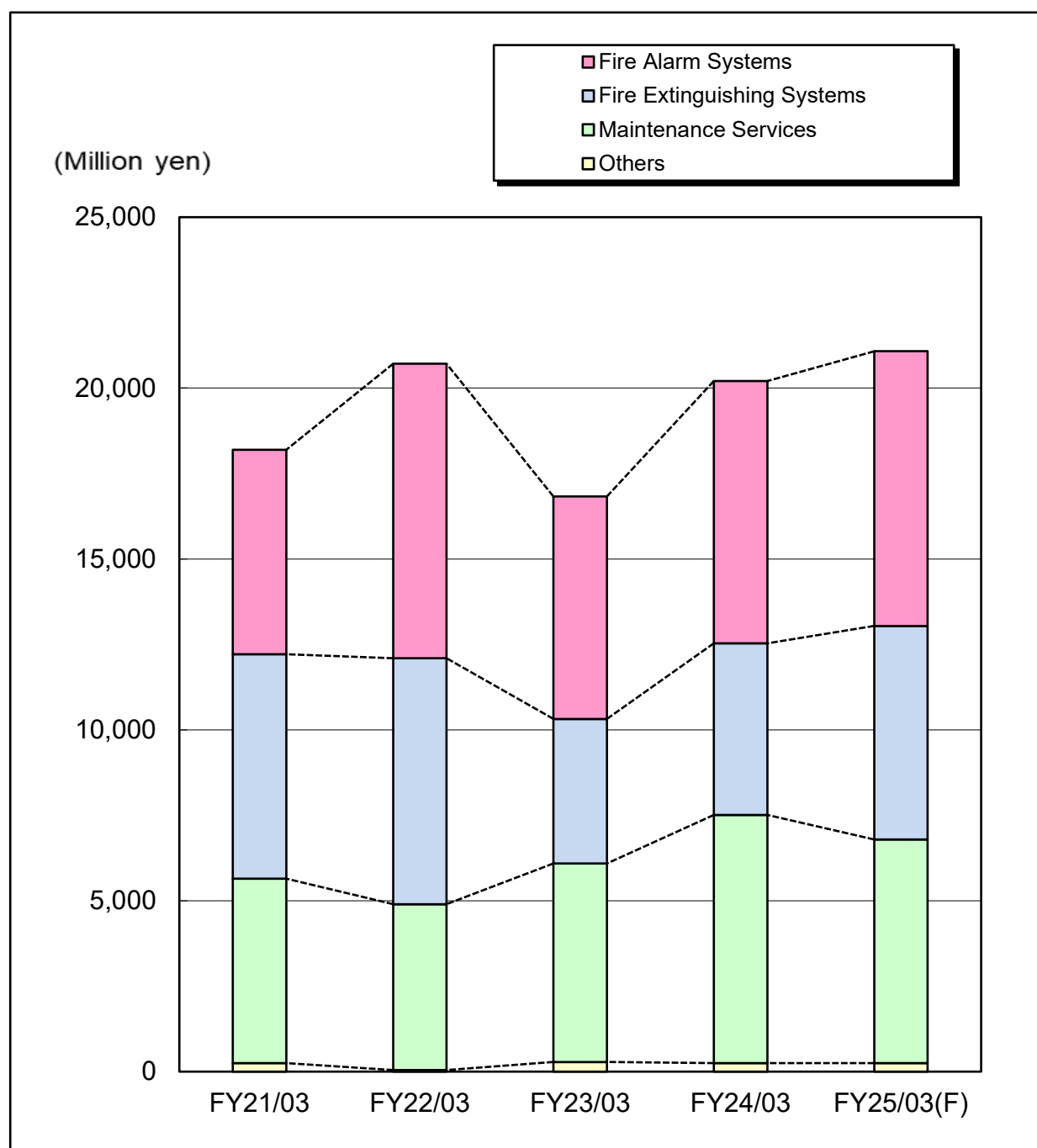
	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03(F)
Fire Alarm Systems	37,952	42,036	39,663	43,005	44,000
Fire Extinguishing Systems	38,415	39,647	32,381	38,245	41,600
Maintenance Services	26,687	26,299	28,517	32,143	30,300
Others	4,842	4,929	4,975	5,113	4,900
<b>Total</b>	<b>107,897</b>	<b>112,913</b>	<b>105,537</b>	<b>118,506</b>	<b>120,800</b>



# 1. (5) Operating Income by Segment (consolidated)

(Million yen, rounded down)

	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03(F)
Fire Alarm Systems	5,979	8,617	6,509	7,674	8,035
Fire Extinguishing Systems	6,568	7,197	4,231	5,020	6,252
Maintenance Services	5,392	4,854	5,807	7,259	6,542
Others	253	46	283	251	247
<b>Total</b>	<b>18,194</b>	<b>20,715</b>	<b>16,832</b>	<b>20,205</b>	<b>21,077</b>
Elimination/ Corporate	(7,140)	(8,081)	(7,952)	(8,542)	(8,977)
<b>Operating income</b>	<b>11,053</b>	<b>12,633</b>	<b>8,879</b>	<b>11,662</b>	<b>12,100</b>



## 1. (6) SG&A Expenses (consolidated)

(Million yen, rounded down)

Items	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03(F)
Remuneration for directors	553	560	579	594	—
Salaries/wages/allowance	8,354	8,624	8,873	9,196	—
Provision for bonuses	2,090	2,228	2,133	2,211	—
Bonuses	935	972	940	1,068	—
Welfare expenses	1,855	1,921	1,899	2,063	—
Provision for retirement benefits for directors	19	19	16	19	—
Retirement benefit expenses	978	1,072	1,060	954	—
<b>Total personnel expenses</b>	<b>14,787</b>	<b>15,399</b>	<b>15,502</b>	<b>16,108</b>	<b>16,500</b>
Provision of allowance for doubtful accounts	-10	164	-99	190	—
Outsourcing expenses	1,370	1,865	1,931	2,076	—
Rent expenses	1,561	1,532	1,598	1,760	—
Depreciation	925	956	959	1,026	—
Research and development expenses	2,289	2,484	2,345	2,420	—
Other	3,148	3,726	3,742	4,227	—
Membership fee	(85)	(76)	(78)	(87)	—
Advertising expenses	(195)	(456)	(304)	(343)	—
Repair and maintenance expenses	(286)	(320)	(295)	(356)	—
Stationery expenses	(161)	(157)	(148)	(161)	—
Utilities expenses	(115)	(123)	(145)	(143)	—
Design fee	(336)	(355)	(359)	(371)	—
Entertainment expenses	(225)	(262)	(401)	(459)	—
Taxes and dues	(571)	(595)	(594)	(619)	—
Communication expenses	(228)	(239)	(248)	(250)	—
Insurance expenses	(245)	(271)	(255)	(252)	—
Travel and transportation expenses	(364)	(411)	(563)	(626)	—
Other	(334)	(456)	(346)	(554)	—
<b>Total non-personnel expenses</b>	<b>9,285</b>	<b>10,729</b>	<b>10,477</b>	<b>11,701</b>	<b>12,800</b>
<b>Total SG&amp;A Expenses</b>	<b>24,073</b>	<b>26,128</b>	<b>25,980</b>	<b>27,810</b>	<b>29,300</b>

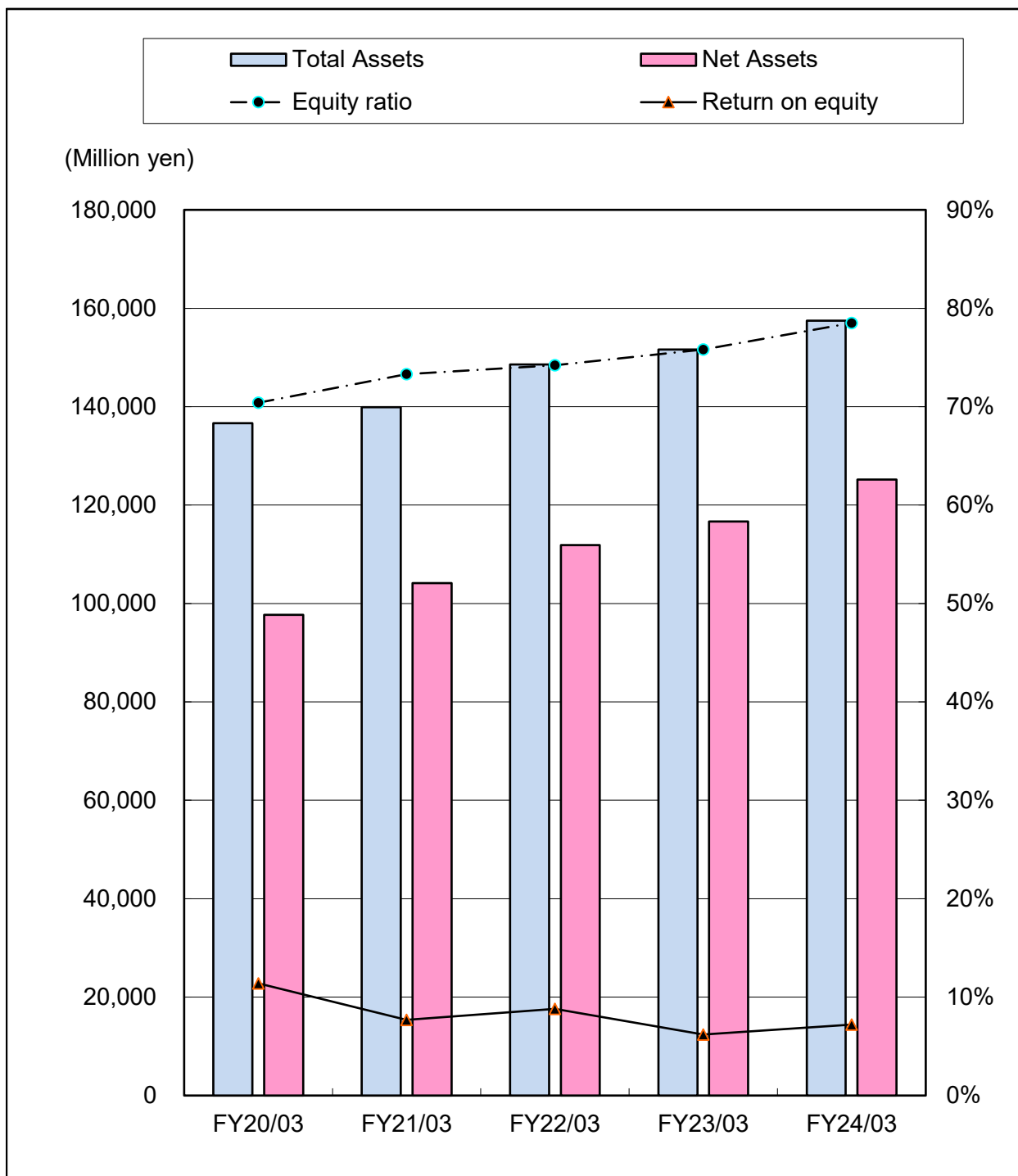
\* Personnel and non-personnel expenses in research and development expenses are as follows

Research and development expenses	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03(F)
<b>Personnel expenses</b>	<b>1,020</b>	<b>1,113</b>	<b>1,127</b>	<b>1,150</b>	<b>1,210</b>
<b>Non-personnel expenses</b>	<b>1,269</b>	<b>1,371</b>	<b>1,217</b>	<b>1,270</b>	<b>1,700</b>

# 1. (7) Total Assets & Shareholders' Equity (consolidated)

(Million yen, rounded down)

	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03
Total Assets	136,666	139,875	148,599	151,602	157,485
Net Assets	97,671	104,122	111,891	116,635	125,166
Equity ratio	70.4%	73.3%	74.2%	75.8%	78.5%
Return on equity	11.4%	7.7%	8.8%	6.2%	7.2%





## 2. Other Indicators (non-consolidated)

(Rounded down)

	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03 (F)
Number of employees	1,466	1,522	1,578	1,631	1,679	1,716	1,742	1,814	—
Sales per employee (Million yen)	51	55	51	55	49	52	46	49	—
Operating income per employee (Thousand yen)	5,081	7,022	5,721	7,169	4,818	5,876	3,539	4,497	—
Capital expenditure (Million yen)	3,190	1,903	1,130	1,417	3,366	3,081	2,358	1,779	1,848
Depreciation (Million yen)	1,099	1,339	1,530	1,636	1,766	1,841	2,000	2,084	2,350
R&D expenses (Million yen)	1,797	2,066	2,245	2,136	2,317	2,506	2,365	2,445	2,925
Financial income/expenses (Million yen)	275	281	338	322	335	385	437	434	419