



Results for the First Half (Interim) of FY2025/3

November 7, 2024

NOHMI BOSAI LTD. **NOHMI**



Shaping the Customers'
Expectations



transformation

I . Consolidated Results for the First Half (Interim) of FY2025/3

New orders received reached a record first-half high

The market environment continued to be stronger than expected at the beginning of the fiscal year.

First-half new orders received set a record high for four consecutive years and recorded over ¥80.0 billion for the first time.

Net sales also reached a record high due to the high order backlog

Net sales was higher than expected at the beginning of the fiscal year and reached a record first-half high for the first time since the fiscal year ended March 31, 2020.

Profits also achieved higher than expected at the beginning of the fiscal year

The market environment continued to be stronger than expected, and planned efforts for price revision proved successful amid the rising raw material prices.

Consolidated Results of Operation

(Million yen)

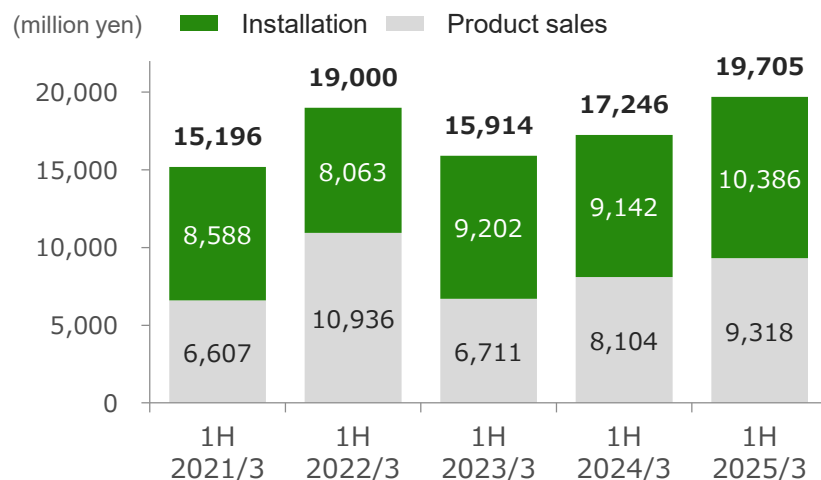
	1H FY2024/3	1H FY2025/3		Vs. 1H FY2024/3		Vs. Initial forecast	
	Results	Initial forecast	Results	Amount	Pct.	Amount	Pct.
New orders	68,422	69,000	80,264	+11,841	+17.3%	+11,264	+16.3%
Net sales	48,732	52,200	54,538	+5,806	+11.9%	+2,338	+4.5%
Cost of sales	70.7%	69.5%	68.0%	-2.7pt	—	-1.5pt	—
Gross profit	14,300	15,900	17,436	+3,135	+21.9%	+1,536	+9.7%
SG&A expenses	12,803	13,800	13,836	+1,033	+8.1%	+36	+0.3%
Operating income	1,497	2,100	3,600	+2,102	+140.4%	+1,500	+71.4%
Operating margin	3.1%	4.0%	6.6%	+3.5pt	—	+2.6pt	—
Ordinary income	1,758	2,200	3,794	+2,036	+115.8%	+1,594	+72.5%
Net income attributable to owners of parent	1,193	1,500	2,539	+1,345	+112.8%	+1,039	+69.3%
EPS (yen)	19.78	25.17	42.84				

Consolidated Results by Segments

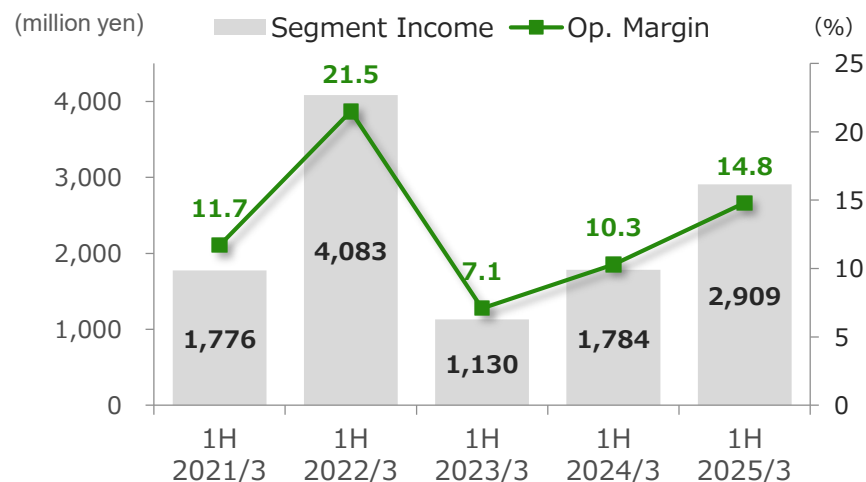
(Million yen)

		1H FY2024/3	1H FY2025/3	Vs. 1H FY2024/3	
		Results	Results	Amount	Pct.
Fire Alarm Systems	Net sales	17,246	19,705	+2,459	+14.3%
	Operating income	1,784	2,909	+1,125	+63.1%
	Operating margin	10.3%	14.8%	+4.5pt	—
Fire Extinguishing Systems	Net sales	16,340	18,664	+2,323	+14.2%
	Operating income	1,433	2,485	+1,051	+73.4%
	Operating margin	8.8%	13.3%	+4.5pt	—
Maintenance Services	Net sales	12,768	13,822	+1,054	+8.3%
	Operating income	2,131	2,311	+179	+8.4%
	Operating margin	16.7%	16.7%	+0.0pt	—
Others	Net sales	2,563	2,578	+15	+0.6%
	Operating income	72	122	+50	+68.9%
	Operating margin	2.8%	4.8%	+2.0pt	—
Elimination/ Corporate	Net sales	-186	-232	-46	—
	Operating income	-3,924	-4,229	-304	—
Consolidated	Net sales	48,732	54,538	+5,806	+11.9%
	Operating income	1,497	3,600	+2,102	+140.4%

Net Sales (before elimination)

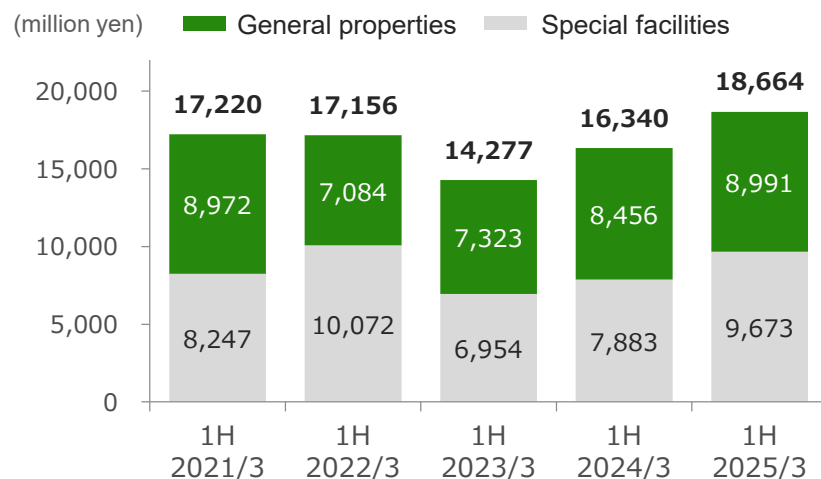


Segment Income & Operating Margin

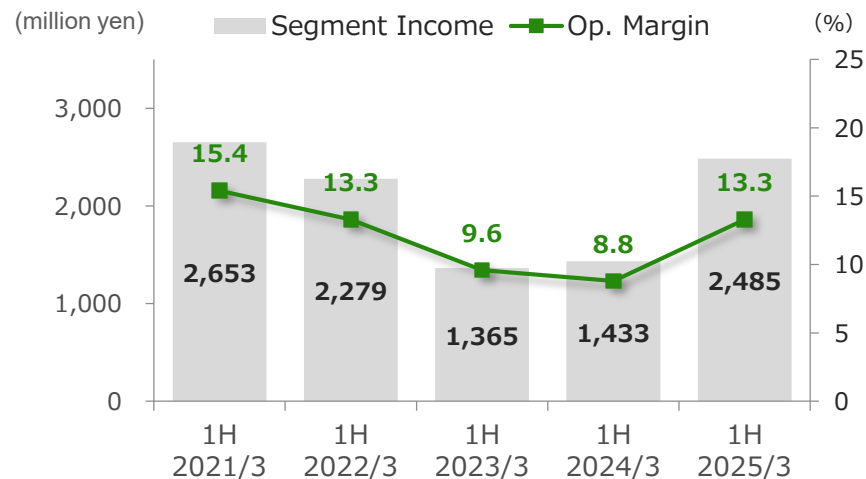


(million yen)	1H 2024/3 Actual	1H 2025/3 Actual	YoY (%)
New orders	23,181	25,823	+11.4
Backlog of orders	19,605	21,246	+8.4
Net sales	17,246	19,705	+14.3
Installation	9,142	10,386	+13.6
Product sales	8,104	9,318	+15.0
Segment Income	1,784	2,909	+63.1

Net Sales (before elimination)

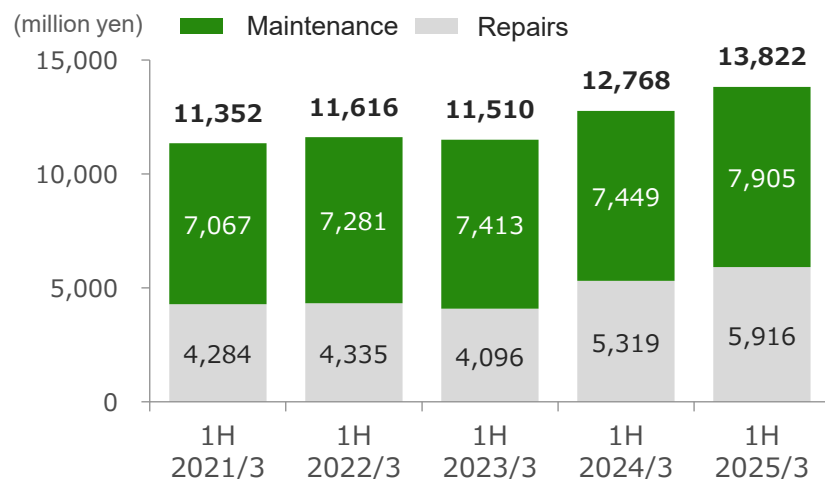


Segment Income & Operating Margin

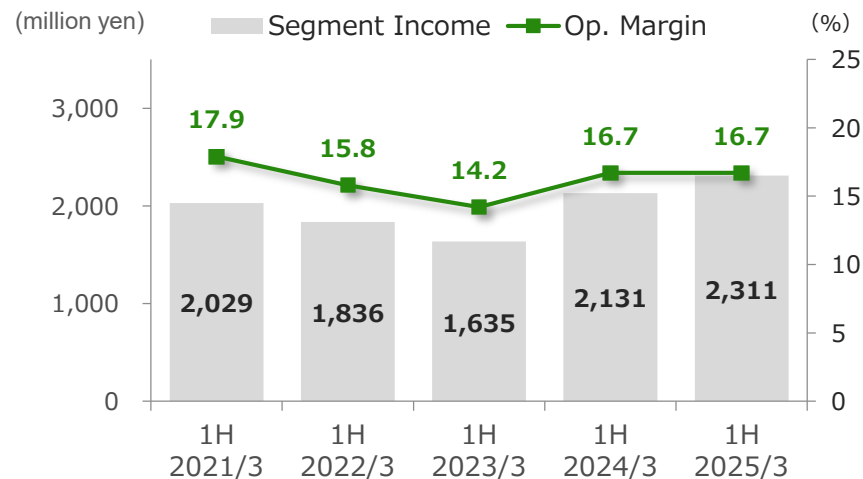


(million yen)	1H 2024/3 Actual	1H 2025/3 Actual	YoY (%)
New orders	20,651	27,698	+34.1
Backlog of orders	43,185	50,458	+16.8
Net sales	16,340	18,664	+14.2
General properties	8,456	8,991	+6.3
Special facilities	7,883	9,673	+22.7
Segment Income	1,433	2,485	+73.4

Net Sales (before elimination)



Segment Income & Operating Margin



(million yen)	1H 2024/3 Actual	1H 2025/3 Actual	YoY (%)
New orders	21,833	23,784	+8.9
Backlog of orders	14,552	16,243	+11.6
Net sales	12,768	13,822	+8.3
Maintenance	7,449	7,905	+6.1
Repairs	5,319	5,916	+11.2
Segment Income	2,131	2,311	+8.4



Shaping the Customers'
Expectations



transformation

Ⅱ . Forecast for FY2025/3



Forecast for FY2025/3 (Consolidated)

(Million yen)

	FY2024/3	FY2025/3	Vs. FY2024/3	
	Actual	Forecast (announced on October 24)	Amount	Pct.
New orders	123,492	126,000	+2,507	+2.0%
Net sales	118,506	130,000	+11,493	+9.7%
Gross profit	39,473	44,200	+4,726	+12.0%
Gross margin	33.3%	34.0%	+0.7pt	—
SG&A expenses	27,810	30,200	+2,389	+8.6%
Operating income	11,662	14,000	+2,337	+20.0%
Operating margin	9.8%	10.8%	+1.0pt	—
Ordinary income	12,242	14,300	+2,057	+16.8%
Net income attributable to owners of parent	8,574	9,800	+1,225	+14.3%
EPS (yen)	142.10	165.33		
ROE	7.2%	8.0%		



New orders received continue to be high, with an expectation of exceeding the previous fiscal year

New orders received continue to be strong in the current fiscal year and are expected to exceed the previous record-high fiscal year.

The impact of the regulatory cap on overtime work hours applied to the construction industry from April 2024 is a matter of concern.

The market environment continue to be strong, with the full-year forecast revised upward

The full-year forecast was revised upward backed by the solid performance trend up until the second quarter (announced on October 24).

Net sales expected to record high for two consecutive years and we expect to see ¥130.0 billion for the first time.

Initiatives for improving profitability will be sped up

Work to revise prices and streamline operations while closely watching the impacts of rising raw material prices and the regulatory cap on overtime work hours; expect to achieve an operating margin target of 10% or higher.

Aggressively implement various measures to achieve the targets for the fiscal year ending March 31, 2029, set in the Medium- to Long-Term Vision 2028, and work to further improve profitability.



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.