
Data File FY2020/3

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NOHMI BOSAI LTD.

Contact

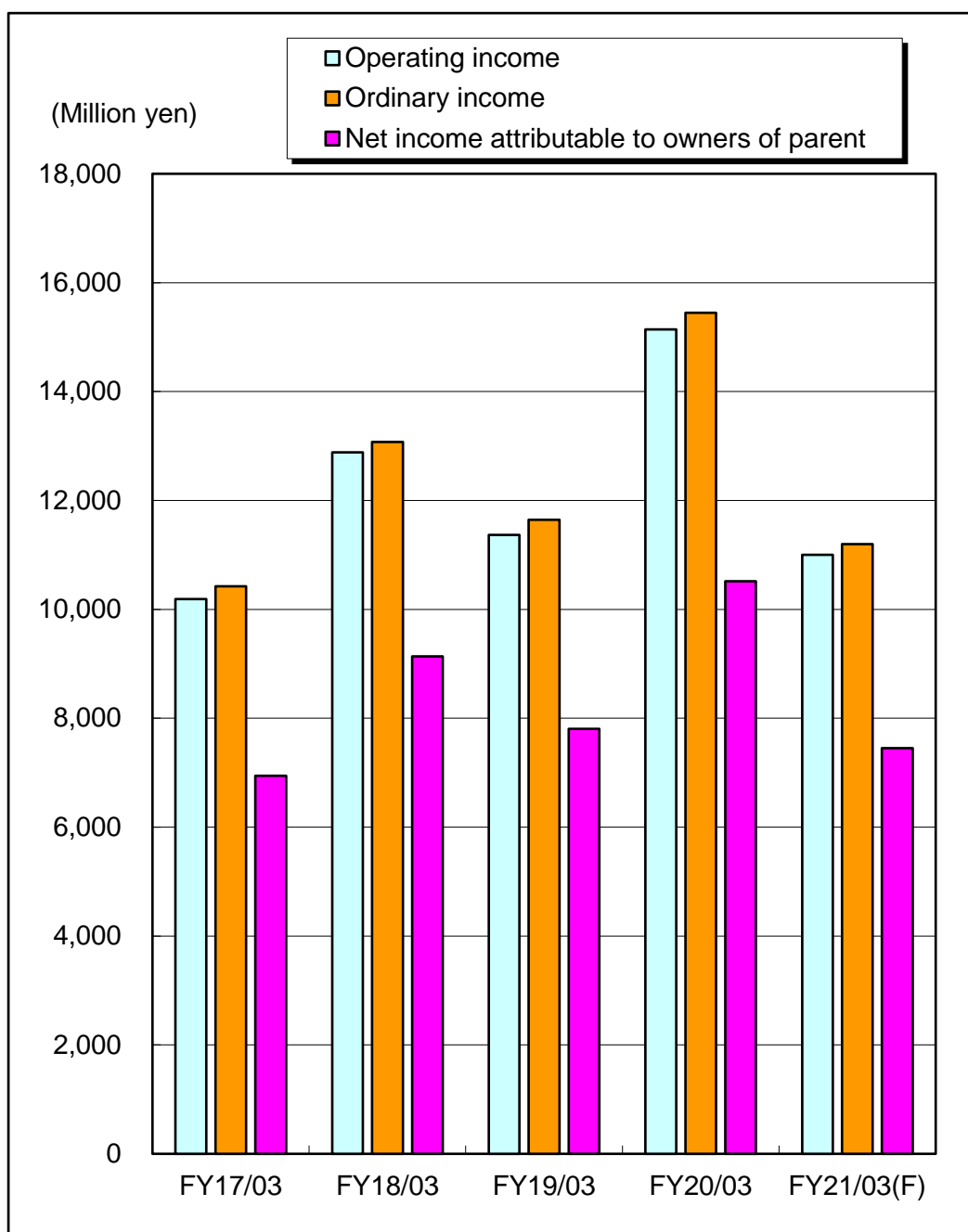
TEL: 03(3265)0214

FAX: 03(3263)4948

1. (1) Key Performance Indicators (consolidated)

(Million yen, rounded down)

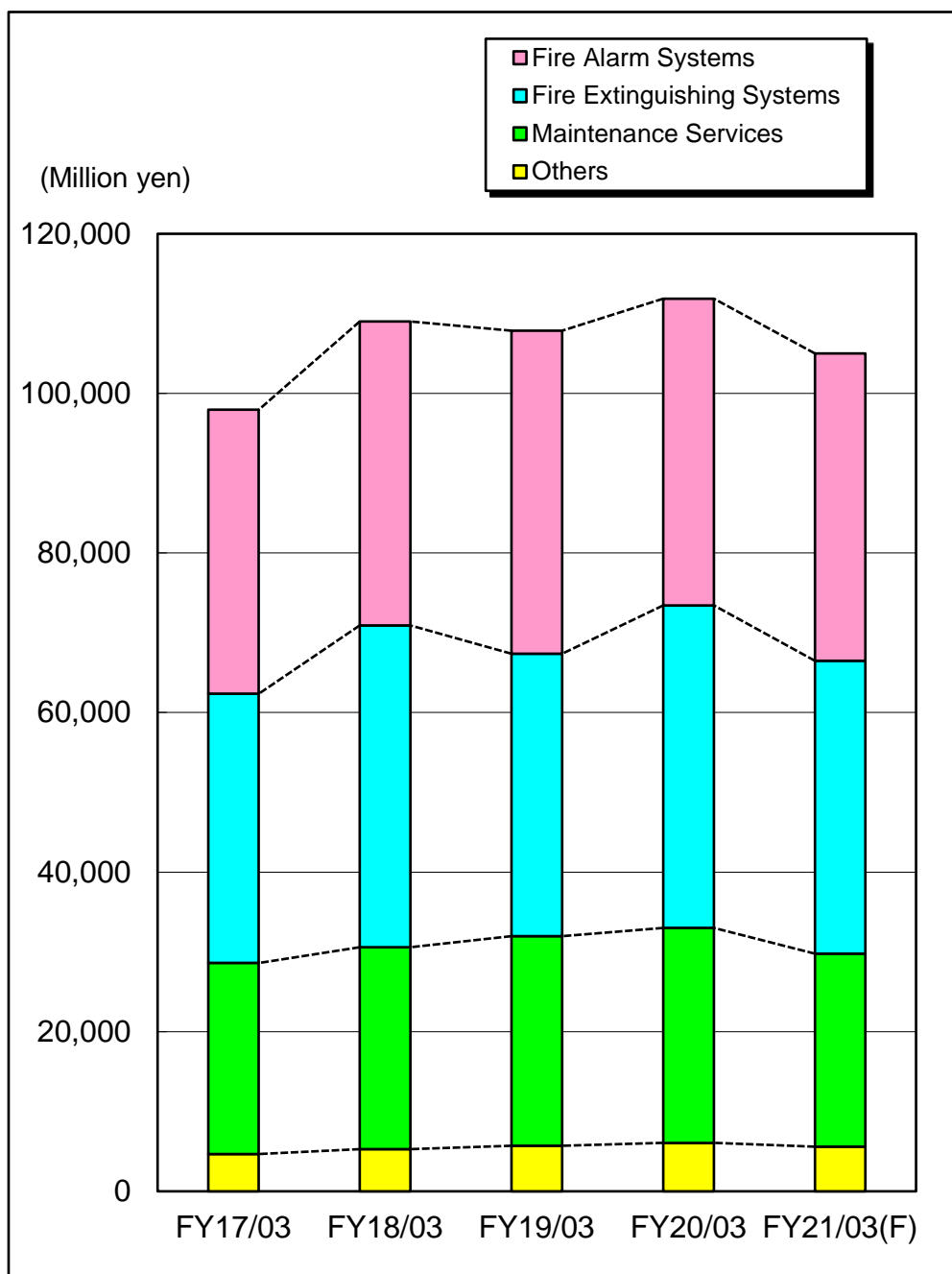
	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03(F)
New orders	97,946	109,019	107,860	111,872	105,000
Net sales	95,328	105,032	106,774	117,294	107,000
Cost of sales	63,232	69,448	71,927	77,989	72,600
% to sales	66.3%	66.1%	67.4%	66.5%	67.9%
SG&A expenses	21,905	22,701	23,480	24,165	23,400
% to sales	23.0%	21.6%	22.0%	20.6%	21.9%
Operating income	10,190	12,881	11,366	15,139	11,000
% to sales	10.7%	12.3%	10.6%	12.9%	10.3%
Ordinary income	10,425	13,073	11,644	15,448	11,200
% to sales	10.9%	12.4%	10.9%	13.2%	10.5%
Net income attributable to owners of parent	6,942	9,135	7,804	10,516	7,450
% to sales	7.3%	8.7%	7.3%	9.0%	7.0%



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

(Million yen, rounded down)

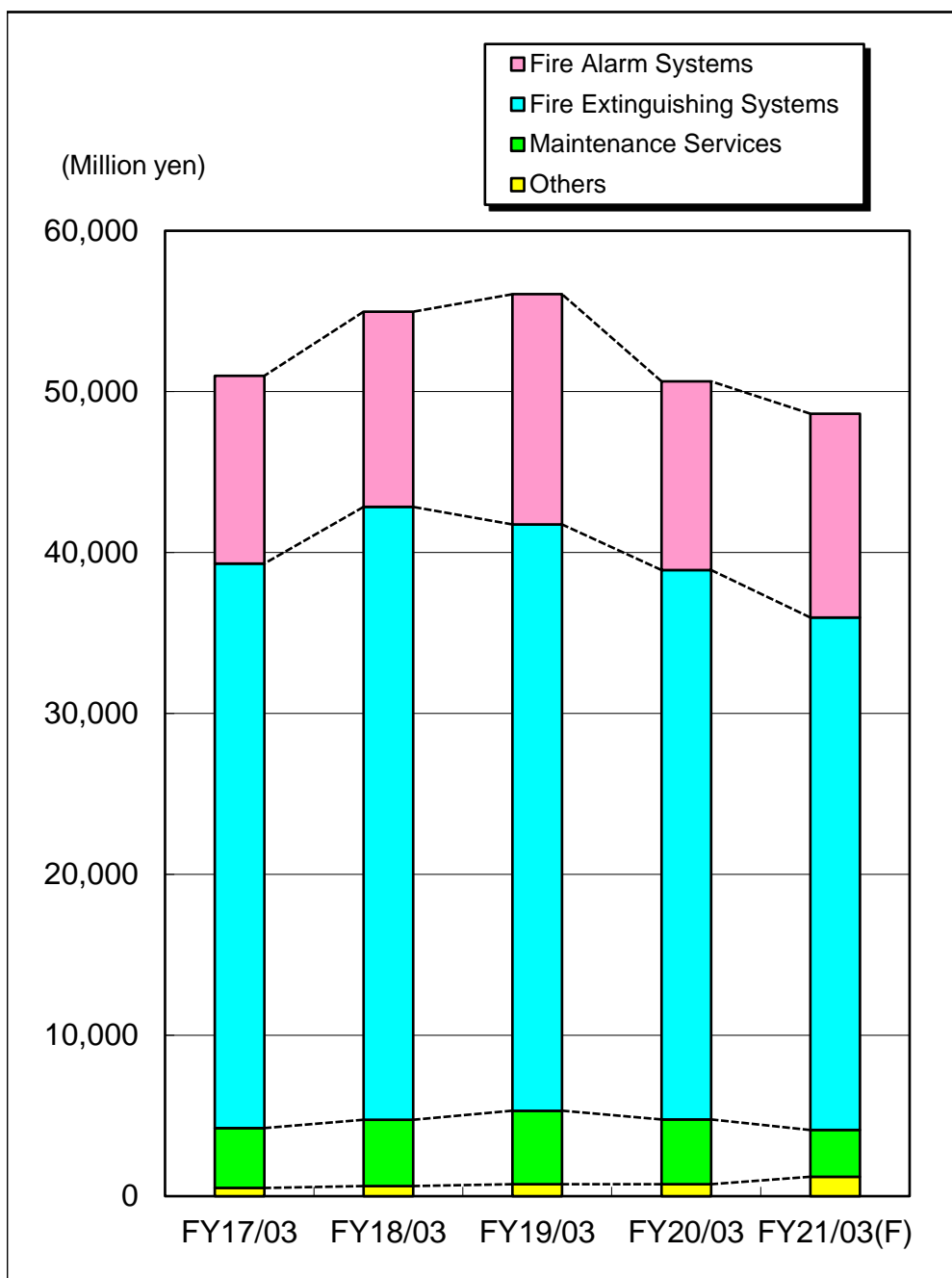
	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03(F)
Fire Alarm Systems	35,592	38,106	40,467	38,441	38,500
Fire Extinguishing Systems	33,742	40,323	35,398	40,419	36,700
Maintenance Services	23,938	25,296	26,277	26,935	24,200
Others	4,673	5,292	5,716	6,075	5,600
Total	97,946	109,019	107,860	111,872	105,000



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

(Million yen, rounded down)

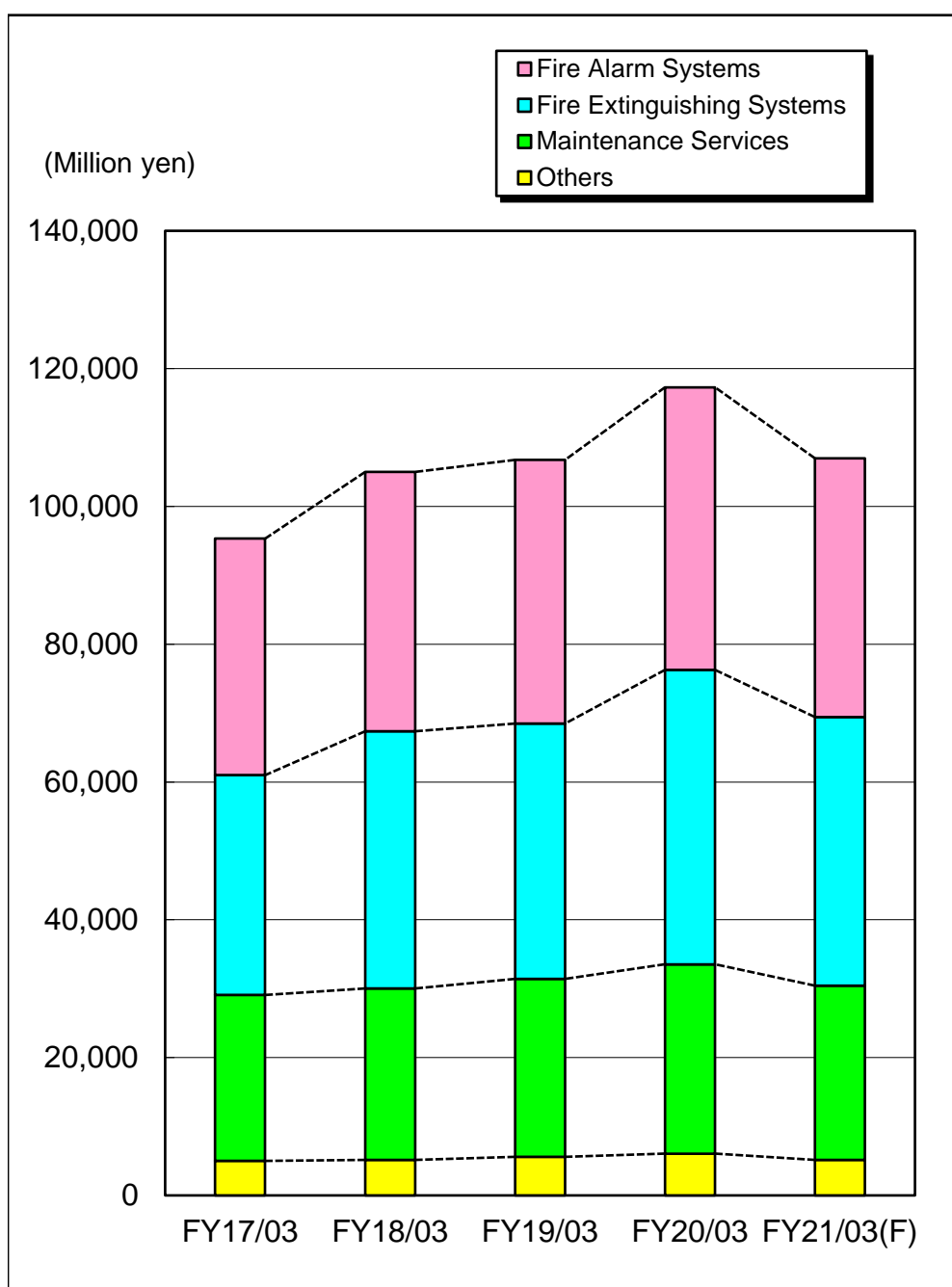
	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03(F)
Fire Alarm Systems	11,668	12,133	14,303	11,728	12,668
Fire Extinguishing Systems	35,085	38,081	36,439	34,133	31,853
Maintenance Services	3,718	4,125	4,571	4,024	2,904
Others	510	631	742	747	1,207
Total	50,983	54,971	56,056	50,634	48,634



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

(Million yen, rounded down)

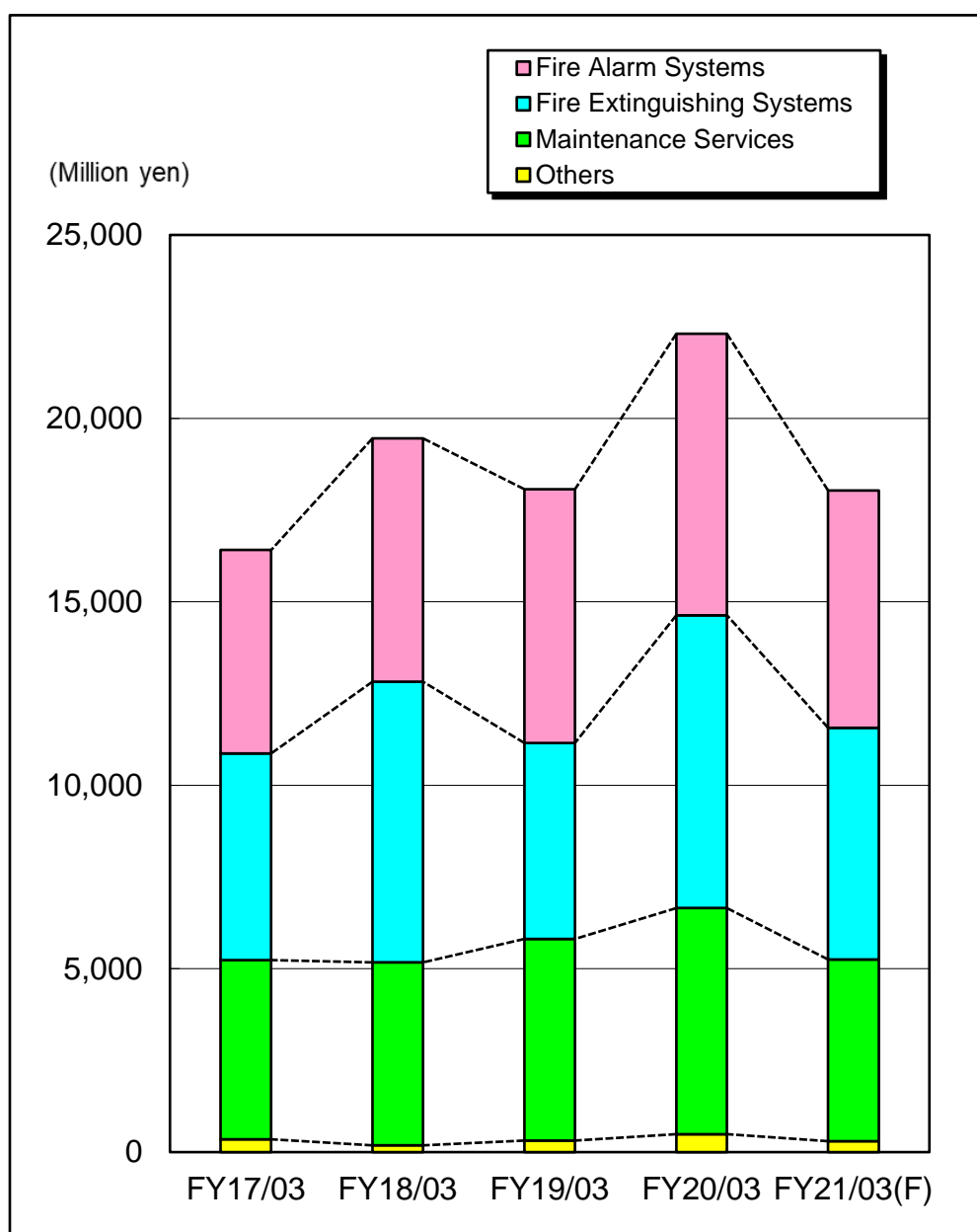
	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03(F)
Fire Alarm Systems	34,332	37,641	38,297	41,015	37,560
Fire Extinguishing Systems	31,903	37,328	37,040	42,725	38,980
Maintenance Services	24,082	24,889	25,830	27,482	25,320
Others	5,010	5,172	5,605	6,070	5,140
Total	95,328	105,032	106,774	117,294	107,000



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

(Million yen, rounded down)

	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03(F)
Fire Alarm Systems	5,544	6,640	6,911	7,672	6,469
Fire Extinguishing Systems	5,638	7,647	5,349	7,984	6,313
Maintenance Services	4,878	4,987	5,488	6,162	4,957
Others	353	185	319	490	297
Total	16,415	19,460	18,068	22,308	18,039
Elimination/ Corporate	(6,225)	(6,578)	(6,701)	(7,168)	(7,039)
Operating income	10,190	12,881	11,366	15,139	11,000



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

(Million yen, rounded down)

Items	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03(F)
Remuneration for directors	598	631	722	715	—
Salaries/wages/allowance	7,577	7,759	7,898	7,988	—
Provision for bonuses	1,827	1,992	1,981	2,190	—
Bonuses	806	821	849	884	—
Welfare expenses	1,651	1,687	1,725	1,785	—
Provision for retirement benefits for directors	75	86	17	21	—
Retirement benefit expenses	1,081	1,014	1,027	1,007	—
Total personnel expenses	13,617	13,994	14,221	14,593	14,200
Provision of allowance for doubtful accounts	14	1	44	7	—
Outsourcing expenses	1,048	1,157	1,219	1,329	—
Rent expenses	1,270	1,278	1,455	1,505	—
Depreciation	570	708	746	813	—
Research and development expenses	1,778	2,035	2,240	2,107	—
Other	3,605	3,526	3,552	3,809	—
Membership fee	(87)	(90)	(91)	(89)	—
Advertising expenses	(196)	(213)	(222)	(234)	—
Repair and maintenance expenses	(239)	(281)	(292)	(303)	—
Stationery expenses	(174)	(172)	(173)	(167)	—
Utilities expenses	(113)	(121)	(127)	(121)	—
Design fee	(338)	(314)	(297)	(312)	—
Entertainment expenses	(449)	(391)	(435)	(423)	—
Taxes and dues	(529)	(601)	(573)	(599)	—
Communication expenses	(234)	(235)	(220)	(226)	—
Insurance expenses	(207)	(205)	(215)	(322)	—
Travel and transportation expenses	(561)	(573)	(603)	(592)	—
Other	(473)	(323)	(299)	(414)	—
Total non-personnel expenses	8,288	8,707	9,259	9,572	9,200
Total SG&A Expenses	21,905	22,701	23,480	24,165	23,400

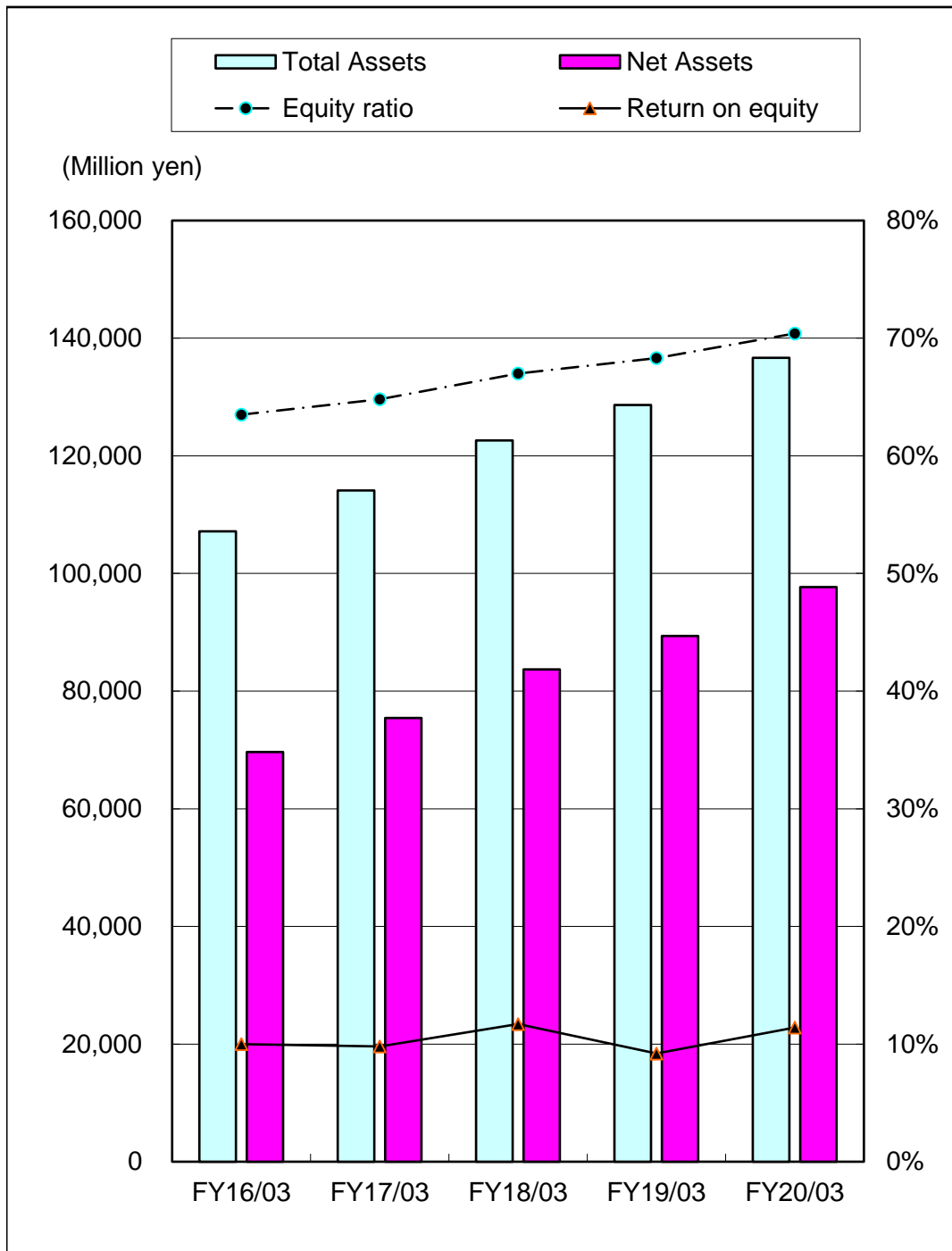
* Personnel and non-personnel expenses in research and development expenses are as follows

Research and development expenses	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03(F)
Personnel expenses	850	871	947	977	940
Non-personnel expenses	928	1,164	1,293	1,130	1,260

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

(Million yen, rounded down)

	FY16/03	FY17/03	FY18/03	FY19/03	FY20/03
Total Assets	107,145	114,093	122,617	128,628	136,666
Net Assets	69,627	75,448	83,684	89,362	97,671
Equity ratio	63.5%	64.8%	67.0%	68.3%	70.4%
Return on equity	10.0%	9.8%	11.7%	9.2%	11.4%



2. Other Indicators (non-consolidated)

(Rounded down)

	FY13/03	FY14/03	FY15/03	FY16/03	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03 (F)
Number of employees	1,401	1,407	1,418	1,452	1,466	1,522	1,578	1,631	—
Sales per employee (Million yen)	50	52	52	55	51	55	51	55	—
Operating income per employee (Thousand yen)	2,347	4,627	5,265	5,832	5,081	7,022	5,721	7,169	—
Capital expenditure (Million yen)	555	784	2,896	3,654	3,190	1,903	1,130	1,417	3,341
Depreciation (Million yen)	1,154	1,062	973	930	1,099	1,339	1,530	1,636	1,964
R&D expenses (Million yen)	1,694	1,662	1,708	1,862	1,797	2,066	2,245	2,136	2,200
Financial income/expenses (Million yen)	190	160	209	226	275	281	338	322	334