



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

November 26, 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

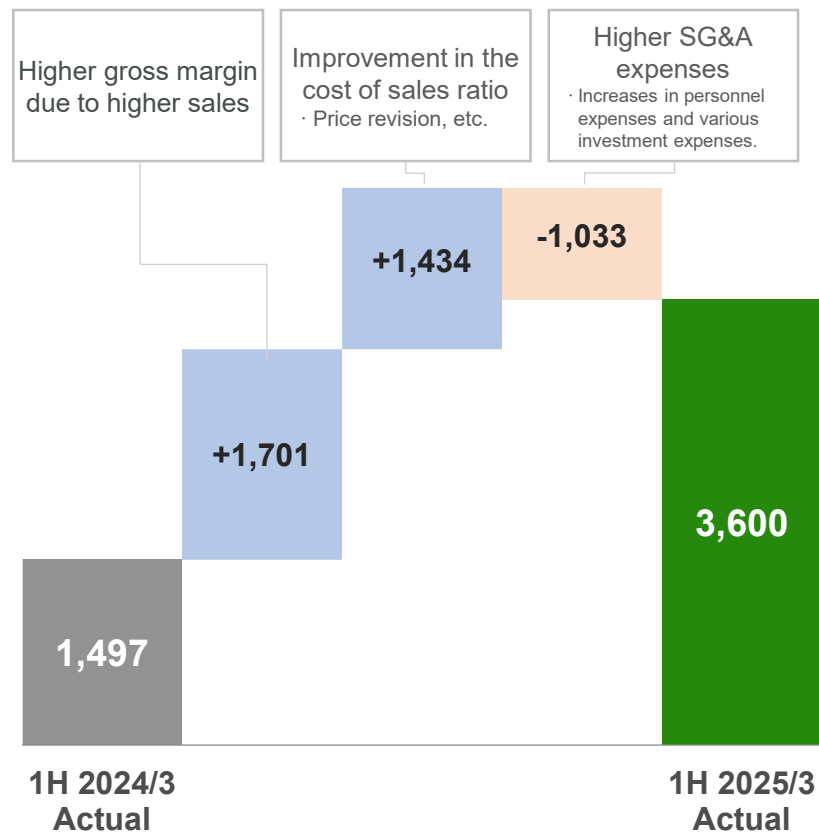
(Million yen)

		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%

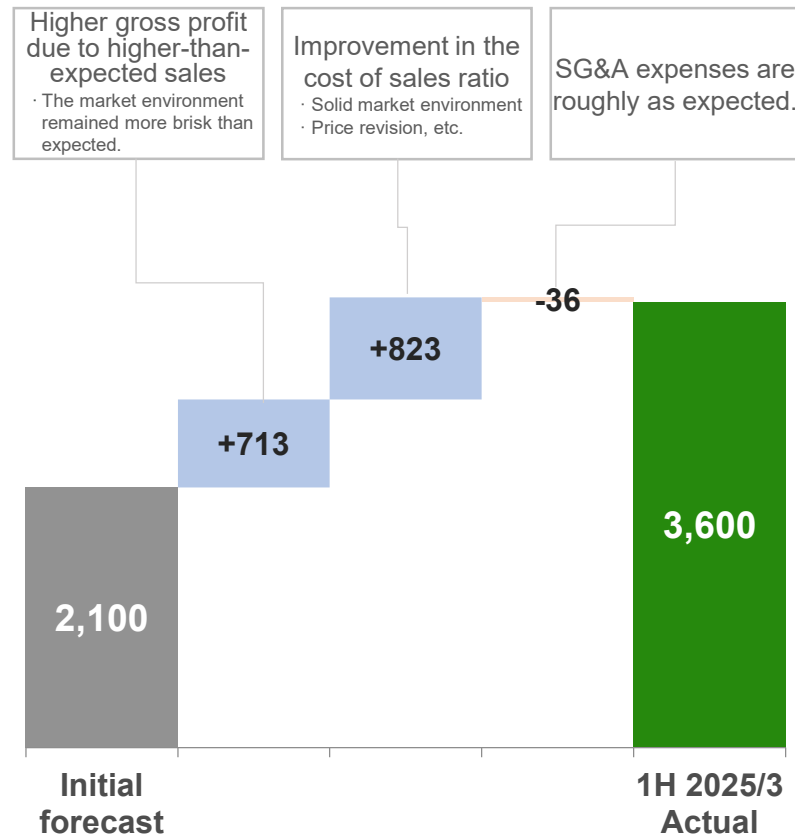


Analysis of Change in Operating Income

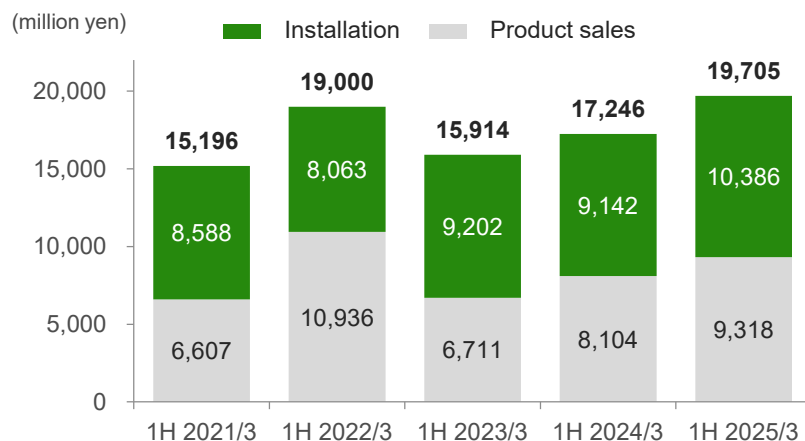
Vs. 1H FY2024/3 (million yen)



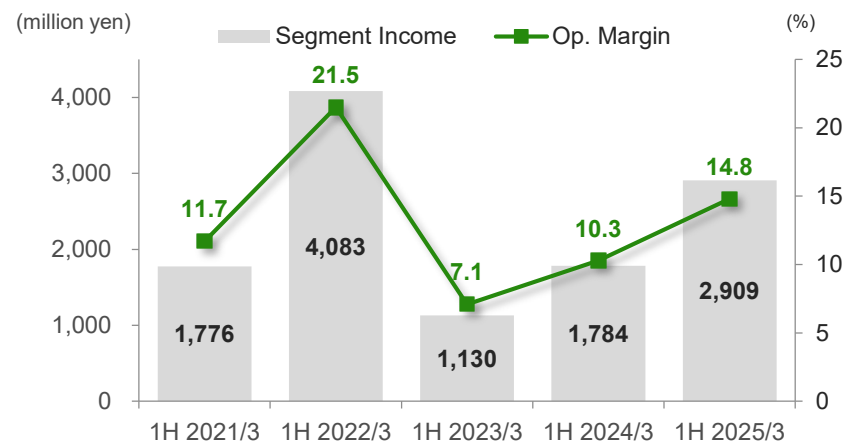
Vs. Forecast (million yen)



Net Sales (before elimination)



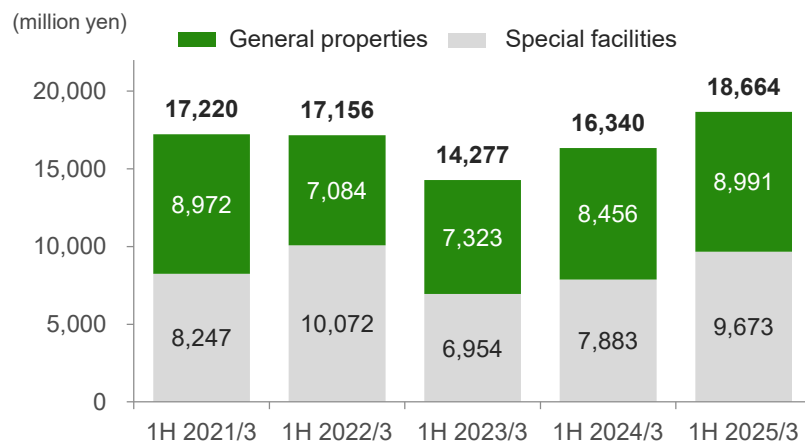
Segment Income & Operating Margin



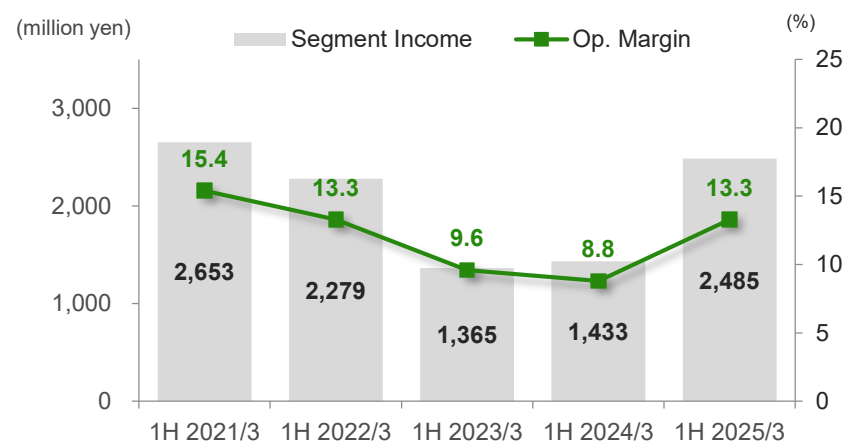
(million yen)	1H 2024/3 Actual	1H 2025/3 Actual	YoY (%)
New orders	23,181	25,823	+11.4
Backlog of orders	19,605	21,246	+8.4
Net sales	17,246	19,705	+14.3
Installation	9,142	10,386	+13.6
Product sales	8,104	9,318	+15.0
Segment income	1,784	2,909	+63.1

- Amid the solid market environment, net sales and segment income rose after efforts to streamline construction management and expand the workforce.
- Profitability increased due partly to the positive effect of price revisions conducted systematically amid the climbing prices of raw materials.
- With briskness in both the new building market and the renewal market, new orders, the order backlog and net sales all achieved their respective record first half highs.

Net Sales (before elimination)



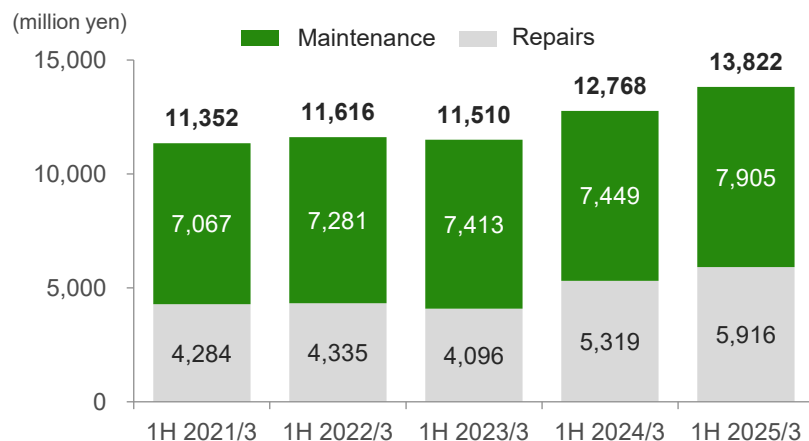
Segment Income & Operating Margin



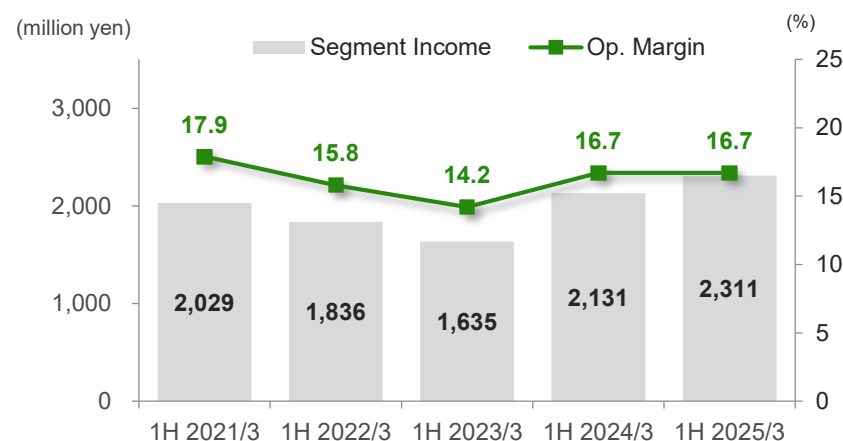
(million yen)	1H 2024/3 Actual	1H 2025/3 Actual	YoY (%)
New orders	20,651	27,698	+34.1
Backlog of orders	43,185	50,458	+16.8
Net sales	16,340	18,664	+14.2
General properties	8,456	8,991	+6.3
Special facilities	7,883	9,673	+22.7
Segment income	1,433	2,485	+73.4

- Net sales and segment income grew, reflecting initiatives for boosting construction capacity amid the record-high backlog of orders at the beginning of the fiscal year.
- With capital investment on an upward trend in Japan, demand was high from both general properties and special facilities. The market environment was strong.
- New orders increased significantly. New orders, the backlog of orders and net sales all hit record highs in the first half of the fiscal year.

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

- Orders for maintenance steadily increased. Demand for facility renewal was high.
- With efforts to propose renewal and to strengthen the construction structure, new orders, the backlog of orders and net sales all achieved their respective new first half highs for the second consecutive fiscal year.



Shaping the Customers'
Expectations



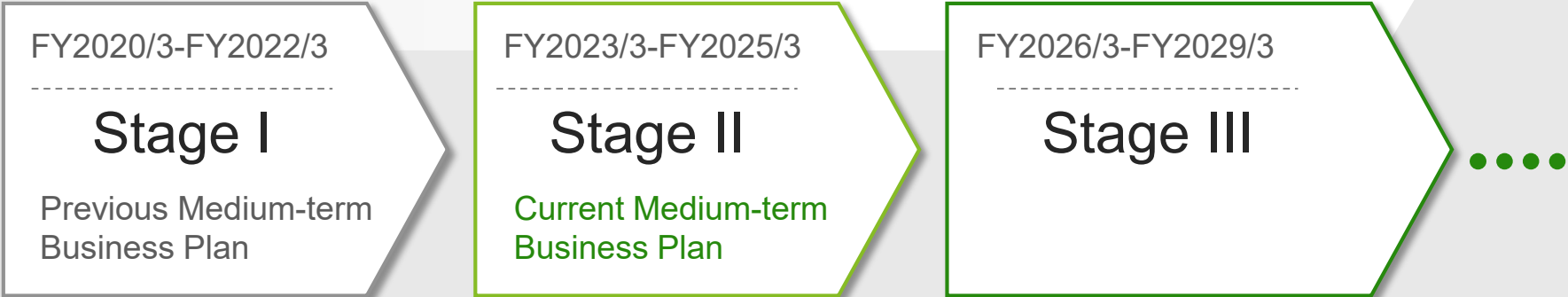
transformation

II . Progress of Nohmi Bosai Group Medium- to Long-term Vision 2028

- Shaping the Customers' Expectations -



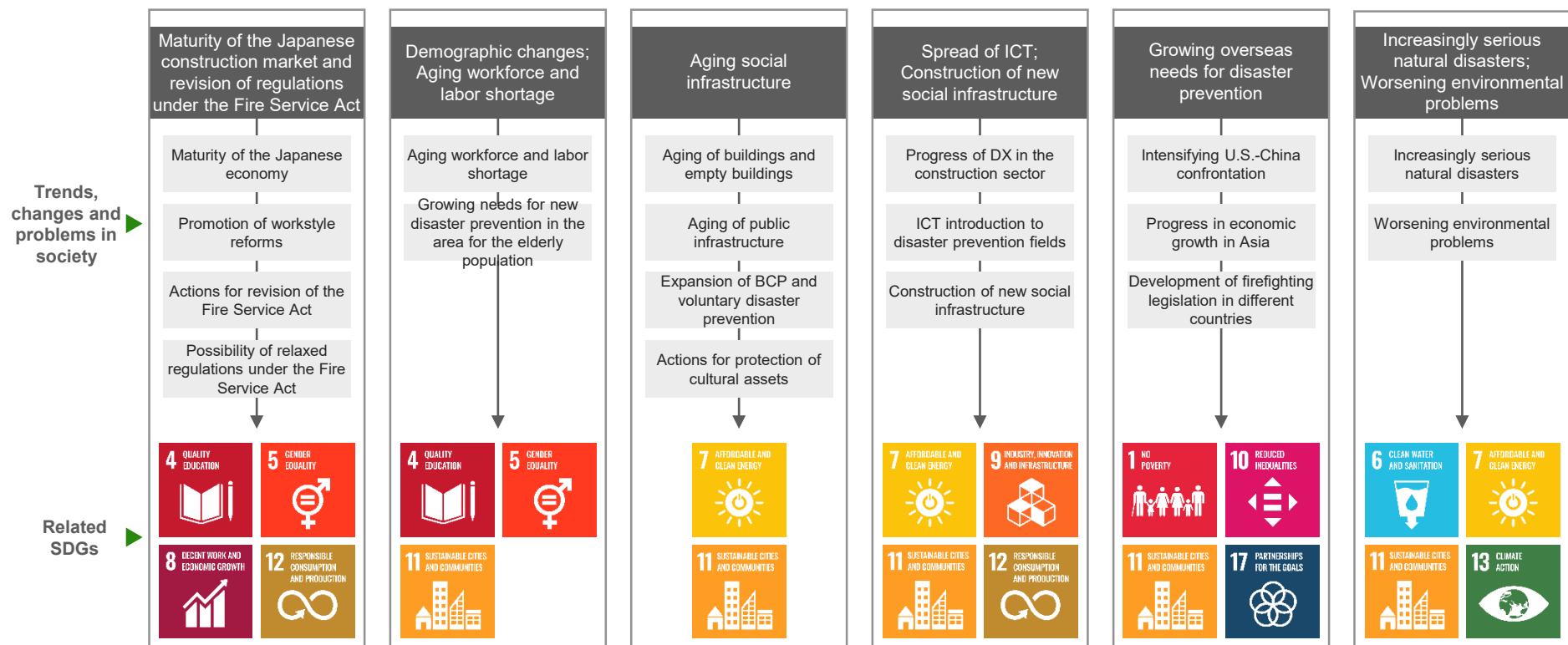
Medium- to Long-term Vision 2028



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 13.

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 ideal state

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 installation 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.



Medium- to Long-term Vision Statement 1/2

Medium- to Long-term Vision Statement

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.



Medium- to Long-term Vision Statement 2/2

Medium- to Long-term Vision Statement

Shaping the Customers'
Expectations



transformation

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

Nohmi Bosai's ideal state

➡ 1

Offer original disaster prevention systems mainly to existing business domains.

➡ 2

Offer optimal disaster prevention solutions based on customers' issues.

➡ 3

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

➡ 4

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

➡ 5

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

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. 21

Co-create with customers

Future co-creation project



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

⇒ See p. 16

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. 23

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

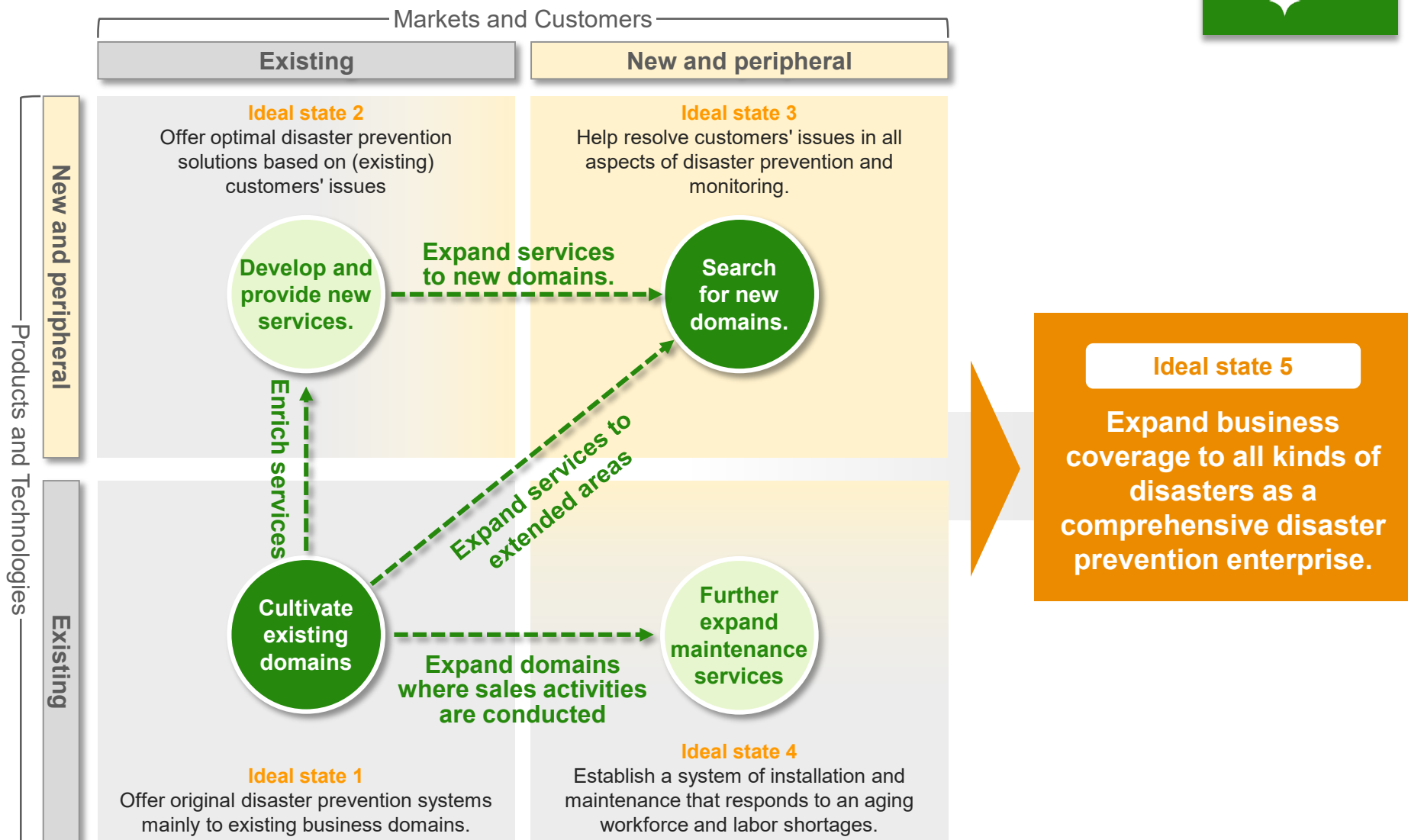
Increase value offered

Improve the ability to solve social issues



Business Strategy: Basic Orientation

Future co-creation
project





Example of Cultivating Existing Domains and Searching for New Domains

– VR Content –

An **edition for earthquakes and tsunami** will be added to the ***Panic in the Office*** series of **virtual reality fire experience content**, which has been circulated since 2022. An **edition on volcanic disasters** will also be created.

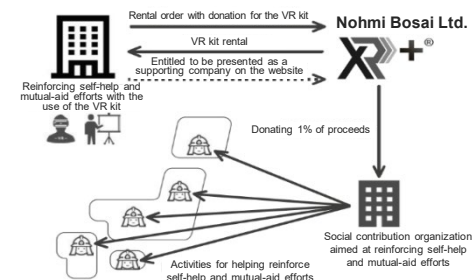
- The *Panic in the Office* series of virtual reality fire experience content provides a realistic experience of fires and major earthquakes in a virtual space.
⇒ Improving participants' awareness of disaster drills and education on disaster prevention
- We offer it with a VR kit required for the experience on a rental basis. A cumulative total of at least 5,000 people have been provided with the experience through corporate disaster drills and disaster prevention events held by local governments.
- In the future, an edition for earthquakes and tsunami will be released to enrich the content.
- We are also working to create an edition for volcanic disasters, after the project was selected as one of the five projects for the volcanic disaster prevention business plan in a business pitch meeting in July 2024 organized by the Yamanashi Prefectural Government, which strives to improve its capacity to control possible volcanic disasters caused by Mount Fuji.



Scenes in the virtual reality fire experience content

Outline of the virtual reality fire experience content

- (1) The *Panic in the Office* series of virtual reality fire experience content has been jointly developed with a game development company, using our knowledge on disaster prevention.
- (2) Players can realistically experience a frightening fire in an office building or a major earthquake in a virtual situation where they are a person in the space.
- (3) The experience lasts five to ten minutes per scene.
- (4) The content is offered on the dedicated rental e-commerce website of XR Plus. One percent of its proceeds is donated to continuously support social contribution organizations.



The edition for earthquakes and tsunami

An Achievement of the Future Co-Creation Project 1/2 – Stockle+ –

Stockle+, a new service created to shape customers' expectations
After test sales, it was put to regular sale in May 2024.

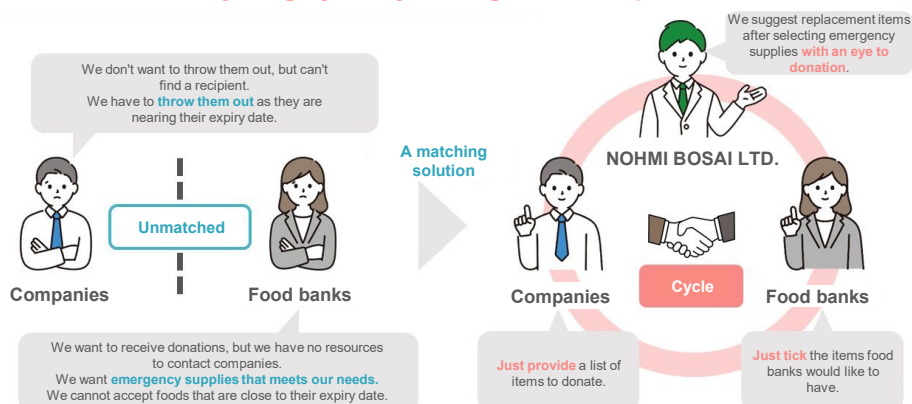
- Stockle+ is a matching service targeting companies that wish to donate emergency supplies, the best-before dates of which are about to expire, and food banks that wish to receive such donation.
- The service promotes the development of a sustainable, recycling society by redistributing still-usable emergency supplies.
- We signed an agreement with the All Japan Food Bank Promotion Council on continuous donation.



Features of Stockle+

- Facilitates social contribution by redistributing emergency supplies otherwise wasted (SDG response)
- Can reduce administrative burden for companies and food banks when supplies are restocked
- Can donate to food banks and other organizations at the same cost as that for disposal

Creation of a recycling cycle by linking isolated operations



Reducing the workloads of company staff by providing a one-stop service, including suggestions on items to replace and coordination of donation recipients.





Demonstration trials of the **NHOPS** app for supporting setup and operation of evacuation center begin.

- Local governments all over Japan create manuals for setting up and operating evacuation center and carry out drills in preparation for future possible disasters. When interviewed, local government personnel and locals who will actually do on-site work say they feel worried that they have nothing but the manual.
⇒ To address this problem, development efforts are underway for the NHOPS web app for helping set up and operate evacuation center.
- Demonstration trials began in cooperation with Kasukabe, Saitama Prefecture in June 2024 and Shibuya, Tokyo and Komazawa University in October 2024.
In the future, the trial will be continued at other evacuation center in Shibuya and other trials will be conducted in Sakura, Chiba, in Gyoda, Saitama and in Machida, Tokyo.
- With a view to commercialization in 2026, we continue to invite applications from local governments for demonstration trials.



* The name of NHOPS has been coined by abbreviating the Neighborly Help Operation System.

Overview of NHOPS

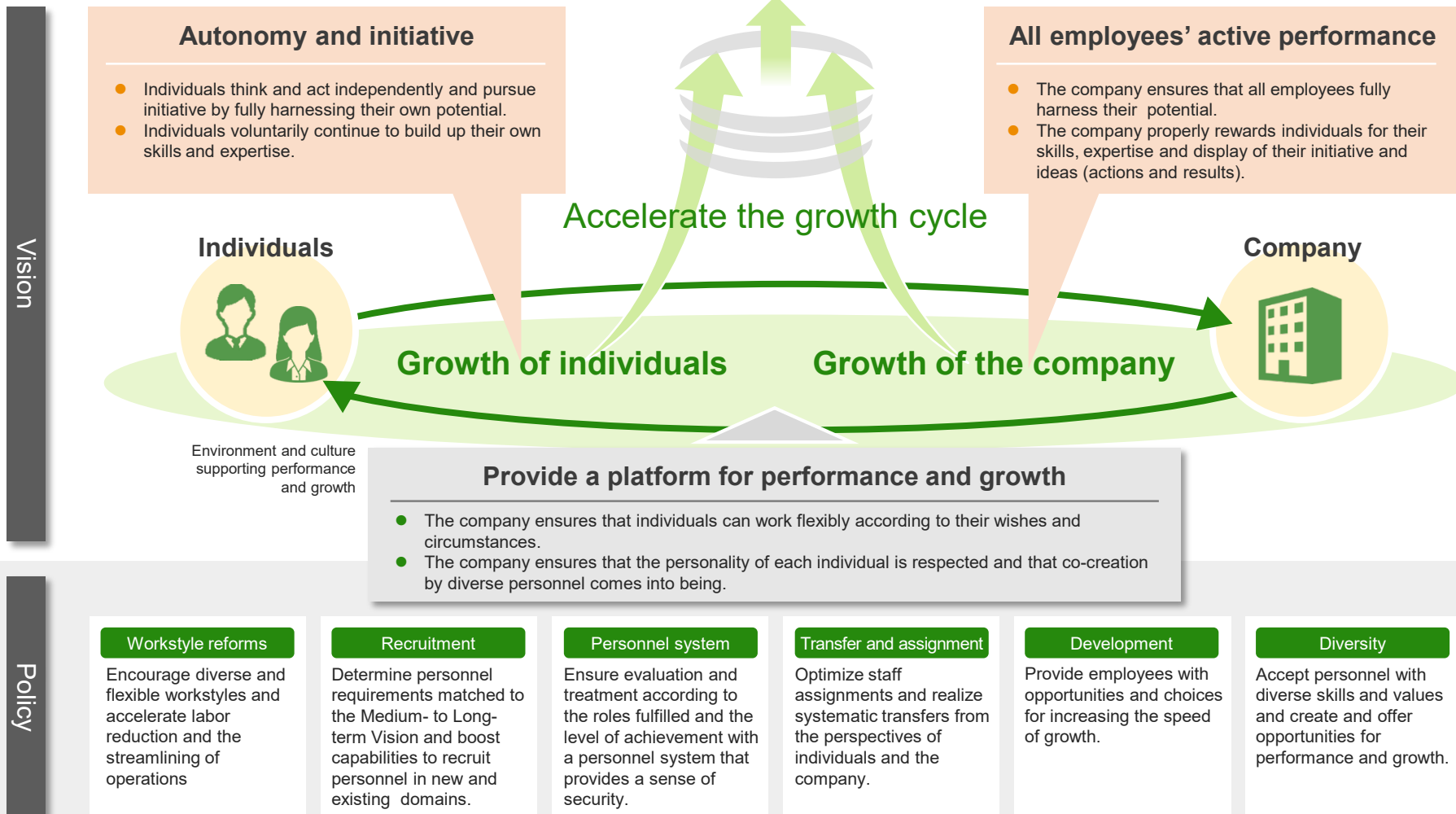
- (1) The screen of a smartphone or other device displays one necessary action for launch or operation per page. This helps anyone to easily set up or operate an evacuation center.
- (2) The number of messages displayed on a single page is limited to one. That helps workers to easily take actions intuitively and leads to swifter actions for setting up an evacuation center.
- (3) The app allows users to change the text and the diagram into content suited for the evacuation center.
- (4) The app is intended to help improve regional disaster prevention comprehensively.



A conceptual NHOPS screenshot



For shaping safety to meet customers' expectations





Enhancement of the diversity promotion structure

Ensuring diversity

Human Resources Planning/DE&I Promotion Group was established
within Human Resources Department in FY2024
In October 2024, **the Diversity, Equity & Inclusion (DE&I) Strategy** was drawn up.

Diversity, Equity & Inclusion (DE&I) Strategy

Nohmi Bosai's company creed states, "As a pioneer in the disaster prevention business, we are committed to the mission and contribute to the safety of society." Since our earliest days, we have consistently worked to ensure the safety of society and thereby demonstrate the underlying spirit of the company creed.

Going forward, we will maintain this perspective to attract human resources with diverse abilities and values, and continue to create and present opportunities for employees to thrive and grow. As a company and as a diverse group of individuals, we will deliver safety and security to all places and always lead the way in disaster prevention.

Toward this end, we will adhere to our company creed and management principle while implementing and evolving measures to uphold DE&I.

DE&I Slogan

Diversity is possibility.

Together, shaping one form of safety

At Nohmi Bosai, we believe that the combination of individuality and different backgrounds among employees leads to one form of safety never experienced before.

Employees respect diversity in others, and Nohmi Bosai creates an environment where each person can demonstrate individual strengths.

We are Team Nohmi, striving for one form of safety that only we can shape.

We are always moving forward, one step at a time, toward a bright future for everyone.

DE&I Policy

Diversity

Create an environment where people with diverse personalities exist within organizations and communities. We respect the individuality of each person and strive to cultivate an atmosphere diverse not only in gender, age, culture, nationality, religion, disability, gender identity, sexual orientation and gender expression but also values and lifestyles.

Equity

Develop a fair environment and systems that enable everyone to fully demonstrate abilities and exhibit personality, showcasing individuality. We provide consideration and systems based on the unique characteristics and needs of each person and ensure that everyone has access to equal opportunities.

Inclusion

Create an environment where everyone in the organization is respected and has the freedom to thrive by demonstrating abilities and individuality. We will ensure psychological safety by cultivating an atmosphere conducive to accepting and respecting the individual and thus generate high-added value to reach corporate goals.

Established: October 18, 2024

Takeshi Okamura

President and Representative Director

NOHMI BOSAI LTD.



Create a corporate culture that respects the individuality of each employee and provides opportunities for human resources with diverse skills and values to blossom and grow.

Activities for diversity, equity and inclusion

- **Promotion of female employees to senior-level positions (equivalent to managers)**

As of March 31, 2022: 9 ⇒ As of March 31, 2024: 13
[Target] April 2025: 15, April 2030: 40

- **Mid-career hires**

Focus efforts on hiring mid-career professionals.

We have recruited an average of 56 such personnel in the past three years. They account for nearly 45% of all personnel hired in a year.

- **Recruitment of foreign nationals**

We have recruited an average of three such personnel in the past three years. We will continue to hire around three such personnel per year. We hold consultation and exchange meetings for new foreign national employees in order to improve the retention rate after they joined us.



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*
3%

Investment
amount
30 billion yen

* As of FY2029/3

Major initiatives

- **Relocated and built 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

- **Implementation of M&A activities**

- Nissho Setsubi Kogyo (currently Oita Nohmi) and Sakamoto Densetsu joined the Nohmi Group in 2022

- **In October 2024, SYSTEMS Co., Ltd., which is strong in the Tohoku region, joined the Nohmi Group.**

- **Investment in digital transformation**

We are considering our response to labor saving and cloud-based services.

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**

We will unfailingly invest in pursuit of greater profitability.



Sakamoto Densetsu Co., Ltd.

Became our subsidiary in July 2022

- A company for construction of electric equipment with a long history in the business in the Sapporo area
- High construction quality and good financial standing

Established: February 1972
Net sales: 290 million yen (FY2022/3)

Nissho Setsubi Kogyo Co., Ltd. (currently Oita Nohmi Co., Ltd.)

Became our subsidiary in April 2022

- Company for construction, maintenance and inspection of fire protection facilities with a long history in the business
- The company has a strong presence and construction capabilities in Oita Prefecture

Established: April 1979
Net sales: 171 million yen (FY2021/12)

SYSTEMS Co., Ltd.

Became our subsidiary in October 2024

- A leading telecommunication engineering company with 50 years of history and track record in the Tohoku region
- Boasting a high level of brand power with outstanding specialist technologies and locally based reliability

Established: June 1974
Net sales: 2,696 million yen (FY2024/7)

We will cultivate more markets by utilizing the Nohmi brand and strengthening the links among strong current, weak current and fire protection.



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

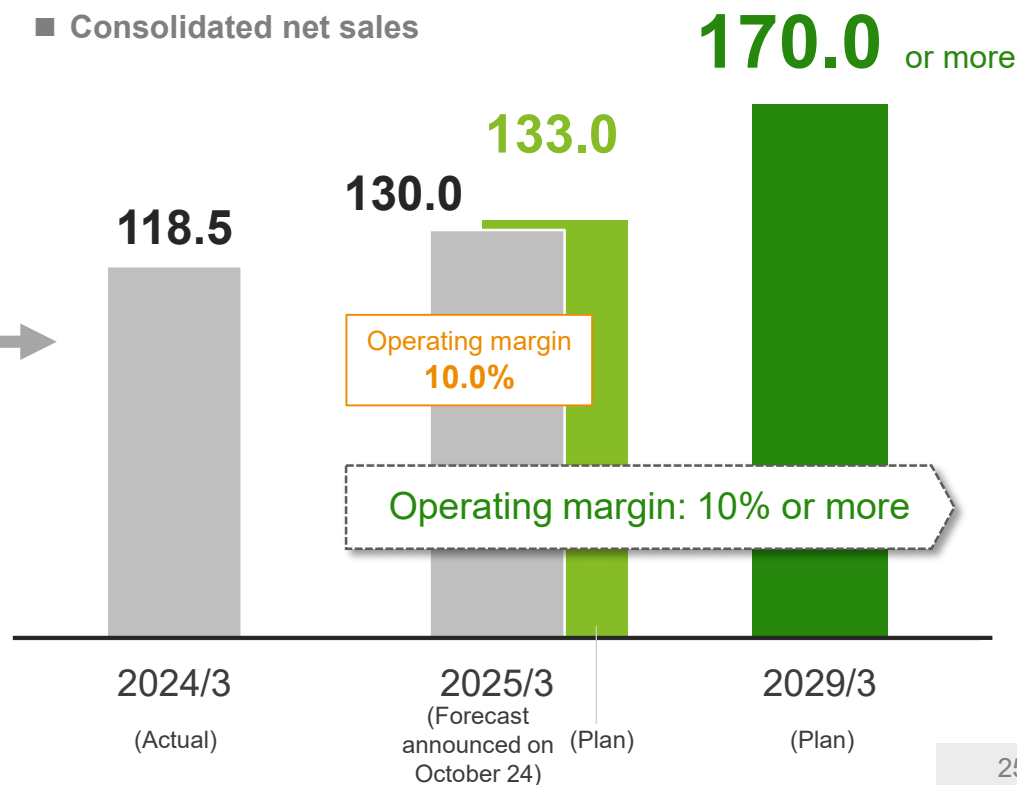
Stage III

(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





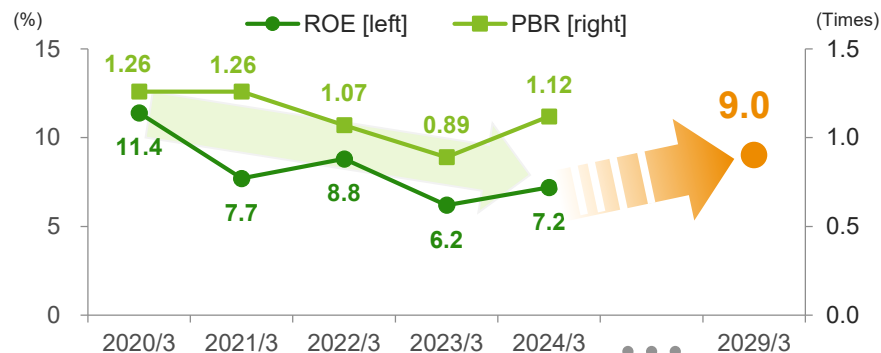
Policies and Goals for Improving the Current Situation and Specific Initiatives

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.



Dividend and Shareholder Returns Policy

We set a **target** of raising the consolidated payout ratio to 40% by FY2025/3, during the Stage II period, and to **50% in and after FY2026/3**. We expect to increase dividends for the fourth consecutive year for FY2025/3. We will maintain our status of conducting no dividend reduction for 27 consecutive fiscal years.

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)

Aiming for a consolidated
payout ratio of

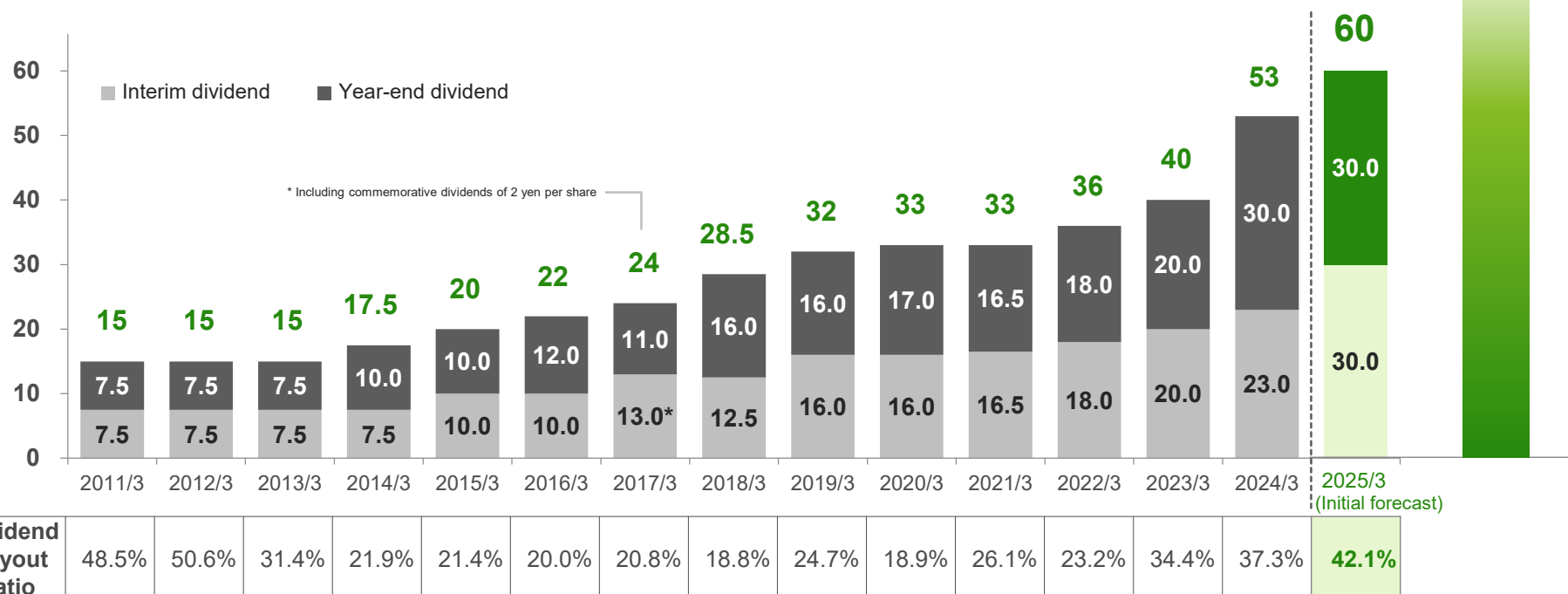
40%

by FY2025/3

Aiming for

50%

for FY2026/3
and later





Shaping the Customers'
Expectations



transformation

III. 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.

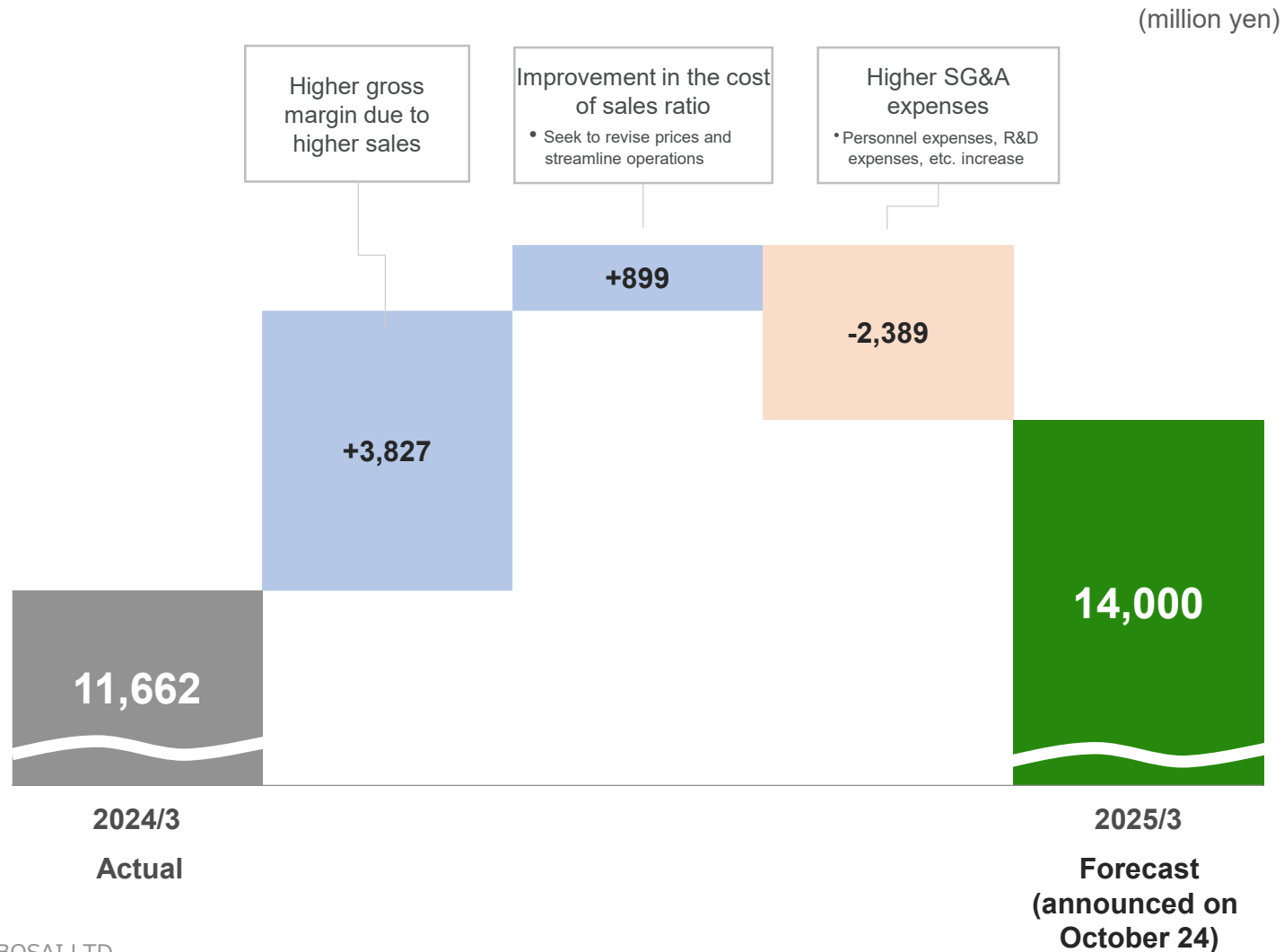
Forecast for FY2025/3 by Segments

(Million yen)

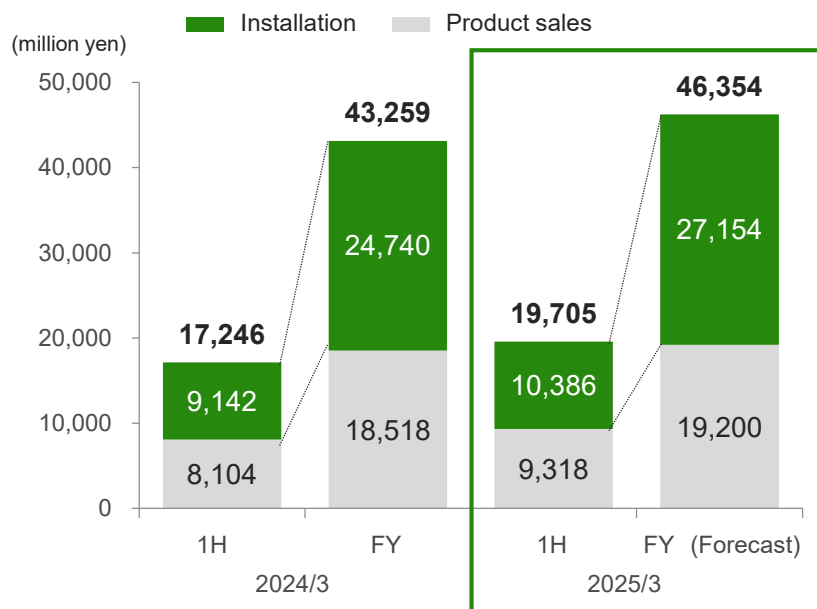
		FY2024/3	FY2025/3	Vs. FY2024/3	
		Actual	Forecast (announced on October 24)	Amount	Pct.
Fire Alarm Systems	Net sales	43,259	46,354	+3,094	+7.2%
	Operating income	7,674	8,115	+440	+5.7%
	Operating margin	17.7%	17.5%	-0.2pt	—
Fire Extinguishing Systems	Net sales	38,275	44,030	+5,754	+15.0%
	Operating income	5,020	7,252	+2,231	+44.5%
	Operating margin	13.1%	16.5%	+3.4pt	—
Maintenance Services	Net sales	32,143	34,000	+1,856	+5.8%
	Operating income	7,259	7,912	+653	+9.0%
	Operating margin	22.6%	23.3%	+0.7pt	—
Others	Net sales	5,309	6,095	+786	+14.8%
	Operating income	251	207	-44	-17.6%
	Operating margin	4.7%	3.4%	-1.3pt	—
Elimination/ Corporate	Net sales	-481	-481	—	—
	Operating income	-8,542	-9,487	-944	—
Consolidated	Net sales	118,506	130,000	+11,493	+9.7%
	Operating income	11,662	14,000	+2,337	+20.0%



Analysis of Operating Income Forecast

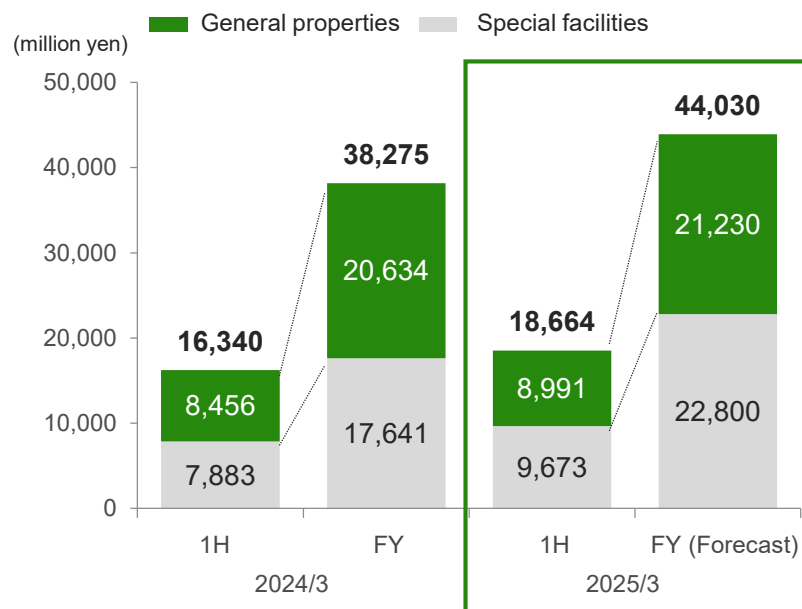


Fire Alarm Systems



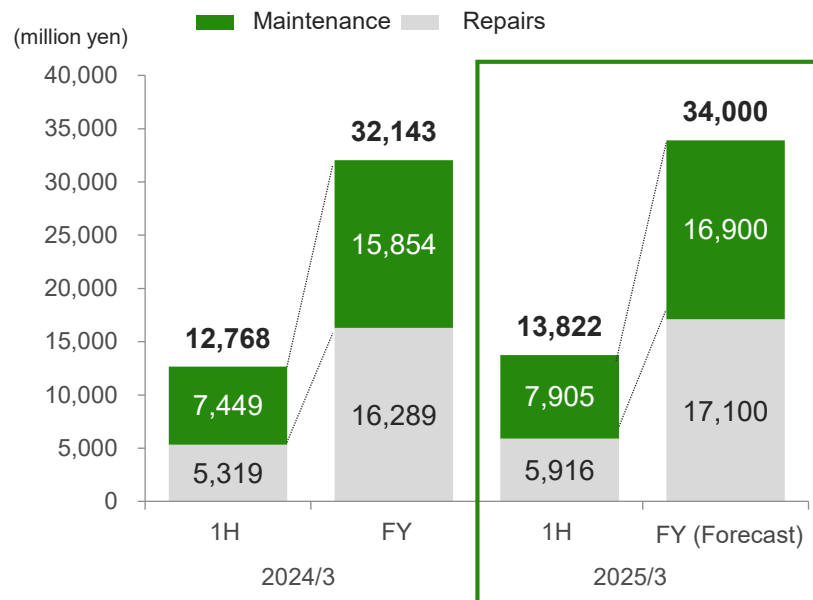
- Against the backdrop of a steady market environment for both new building and renewal work, we expect to beat last year's net sales, which were a record high.

Fire Extinguishing Systems



- On the basis of accumulation of large backlog of orders mainly for special facilities, we aim to reach a new high in net sales for the first time since FY2020/3.

Maintenance Services



- In a continuously buoyant market environment, we will work to upgrade proposals for renewal and take other actions with the aim of achieving net sales that exceed the record high marked in the previous fiscal year.



Shaping ^{the} Customers'
Expectations



transformation

IV. 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 Conventionl (P-type) automatic fire alarm system launched
Organic fluorine compound (not use PFAS), environment-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 Kajiwara-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



Fire Alarm Systems

Manufacture and sale of automatic fire alarm systems, environment monitoring systems, fire and smoke control systems, and other products and the installation of these systems

Major products

- Fire alarm systems
- Gas leakage detector
- Evacuation guidance systems
- Environment monitoring systems
- Fire and smoke control systems
- Emergency broadcasting systems
- Disaster prevention systems for houses

Maintenance/inspection services and repair/renewal services for fire protection equipment

Maintenance Services

Fire Extinguishing Systems

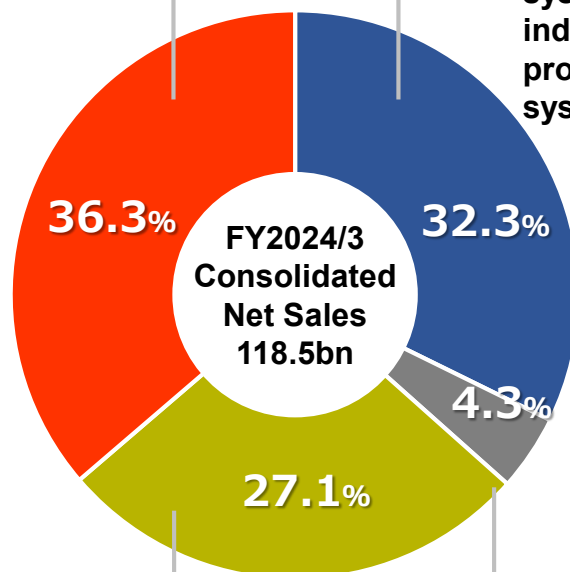
Manufacture and sale of sprinkler systems, foam fire extinguishing systems, fire protection systems for industrial plants and tunnels, and other products and the installation of these systems

Major products

- Sprinklers
- Systems to protect cultural assets
- Fire protection systems for industrial plants
- Fire protection systems for tunnels

Installation and maintenance of parking lot management systems and other activities

Others





- Fire alarm systems are equipment that quickly detects smoke and heat in the event of fire to issue an alarm to make people in the building aware of the fire.
- The Fire Service Act provides for the standards for installation of automatic fire alarm systems.
- The installation of fire alarm systems is required mainly at office buildings, commercial facilities, condominiums, hotels, and logistical warehouses.
- We have two business models. One is “product sales,” in which manufactured devices are sold to distributors and others. The other is “installation,” in which we also carry out the installation work.
- We also deal in the aspirating super-high sensitivity smoke detection system PROTECVIEW and other products. The PROTECVIEW is designed to detect fire as early as it is still a sign. It serves as a system for safety measures for data centers and semiconductor plants that will be voluntarily installed separately from those required by law.



<PROTECVIEW>

- Fire extinguishing systems are facilities for extinguishing or controlling fire should it occur.
- They include sprinkler systems using water, foam fire extinguishing systems, and gas fire extinguishing systems using nitrogen and other gases.
- The Fire Service Act provides for the standards for installation of fire extinguishing systems.
- Net sales in the fire extinguishing systems segment are divided as follows.
General properties: Office buildings, commercial facilities, condominiums and suchlike
Special facilities: Plants, factories, power plants, cultural assets, road tunnels, and others
- We do not only sell the devices we manufacture but also install them.
- Solutions for special facilities such as plants and tunnels are one of our advantages.





- Net sales in the maintenance services segment are divided into two categories: maintenance and repairs.
- Maintenance mainly constitutes inspections of automatic fire alarm systems, fire extinguishing systems and other fire protection equipment, and other systems. They are conducted twice a year by qualified personnel in accordance with the Fire Service Act.
- Repairs include mending of defects that occur in properties covered by inspection contracts, the replacement of components, and renewal work for overall disaster prevention systems.
- Renewal is basically not a statutory obligation. We proactively propose it at times when it is recommended.
- As a manufacturer, we offer high value-added services to maintain a high level of safety.





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





Strengths of the Nohmi Bosai Group (2)

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





Trends of Consolidated Financial Results

(Million yen)

	FY2021/3	FY2022/3	FY2023/3	FY2024/3	2025/3
	Actual	Actual	Actual	Actual	Forecast (announced on October 24)
New orders	113,308	110,948	114,168	123,492	126,000
Net sales	107,897	112,913	105,537	118,506	130,000
Gross profit	35,127	38,762	34,859	39,473	44,200
Gross margin	32.6%	34.3%	33.0%	33.3%	34.0%
SG&A expenses	24,073	26,128	25,980	27,810	30,200
Operating income	11,053	12,633	8,879	11,662	14,000
Operating margin	10.2%	11.2%	8.4%	9.8%	10.8%
Ordinary income	11,494	13,155	9,420	12,242	14,300
Net income attributable to owners of parent	7,620	9,351	7,022	8,574	9,800
EPS (yen)	126.38	155.07	116.42	142.10	165.33
ROE	7.7%	8.8%	6.2%	7.2%	8.0%



Trends of Consolidated Results by Segment

(百万円)

		FY2021/3	FY2022/3	FY2023/3	FY2024/3	2025/3
		Actual	Actual	Actual	Actual	Forecast (announced on October 24)
Fire Alarm Systems	Net sales	38,039	42,100	39,760	43,259	46,354
	Operating income	5,979	8,617	6,509	7,674	8,116
	Operating margin	15.7%	20.5%	16.4%	17.7%	17.5%
Fire Extinguishing Systems	Net sales	38,481	39,715	32,479	38,275	44,031
	Operating income	6,568	7,197	4,231	5,020	7,252
	Operating margin	17.1%	18.1%	13.0%	13.1%	16.5%
Maintenance Services	Net sales	26,688	26,300	28,518	32,143	34,001
	Operating income	5,392	4,854	5,807	7,259	7,913
	Operating margin	20.2%	18.5%	20.4%	22.6%	23.3%
Others	Net sales	5,038	5,120	5,168	5,309	6,096
	Operating income	253	46	283	251	207
	Operating margin	5.0%	0.9%	5.5%	4.7%	3.4%
Elimination/ Corporate	Net sales	-349	-322	-388	-481	-481
	Operating income	-7,140	-8,081	-7,952	-8,542	-9,487
Consolidated	Net sales	107,897	112,913	105,537	118,506	130,000
	Operating income	11,053	12,633	8,879	11,662	14,000



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.