



# Results for the Third Quarter of FY2025/3

February 10, 2025

NOHMI BOSAI LTD.





Shaping the Customers'  
Expectations



*transformation*

# Consolidated Results for the Third Quarter of FY2025/3



### **New orders received, order backlog, and net sales reached record highs for two consecutive years**

The market environment continued to be generally strong.

New orders received, order backlog, and net sales all reached record third-quarter highs for two consecutive years while we closely watched the impact of the regulatory cap on overtime work hours.

### **Planned responses were made to rising costs**

Addressed rising costs, such as rising raw material prices and increasing labor costs, by working to revise prices as planned and streamline operations.

Third-quarter profit was the second-highest level after the fiscal year ended March 31, 2020.

### **Initiatives for improving profitability will be continuously advanced**

Progress toward the full-year business forecast is favorable.

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

# Consolidated Results of Operation

(Million yen)

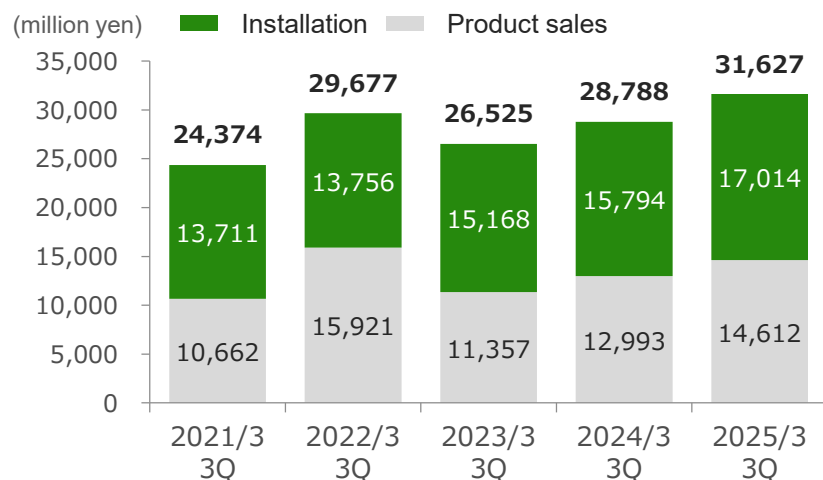
	3Q FY2024/3	3Q FY2025/3	Vs. 3Q FY2024/3	
	Results	Results	Amount	Pct.
Net sales	78,877	<b>88,518</b>	+9,640	+12.2%
Cost of sales	70.1%	<b>67.3%</b>	-2.8pt	—
Gross profit	23,617	<b>28,923</b>	+5,306	+22.5%
SG&A expenses	20,141	<b>21,306</b>	+1,164	+5.8%
Operating income	3,475	<b>7,617</b>	+4,142	+119.2%
Operating margin	4.4%	<b>8.6%</b>	+4.2pt	—
Ordinary income	3,832	<b>7,995</b>	+4,163	+108.6%
Net income attributable to owners of parent	2,650	<b>5,472</b>	+2,822	+106.5%
EPS (yen)	43.92	<b>92.52</b>		
New orders	97,589	<b>110,307</b>	+12,717	+13.0%
Backlog of orders	77,747	<b>85,811</b>	+8,063	+10.4%

# Consolidated Results by Segments

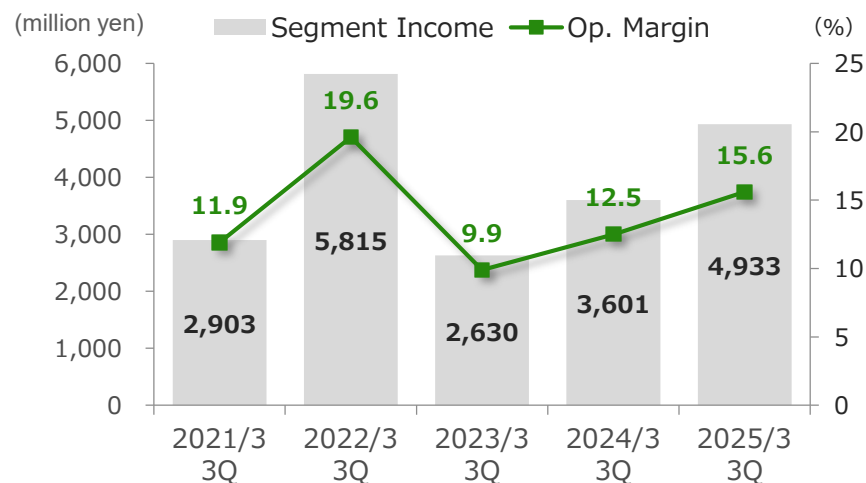
( Million yen )

		3Q FY2024/3	3Q FY2025/3	Vs. 3Q FY2024/3	
		Results	Results	Amount	Pct.
Fire Alarm Systems	Net sales	28,788	31,627	+2,839	+9.9%
	Operating income	3,601	4,933	+1,332	+37.0%
	Operating margin	12.5%	15.6%	+3.1pt	—
Fire Extinguishing Systems	Net sales	26,222	30,486	+4,263	+16.3%
	Operating income	2,330	4,497	+2,167	+93.0%
	Operating margin	8.9%	14.8%	+5.9pt	—
Maintenance Services	Net sales	20,371	22,657	+2,286	+11.2%
	Operating income	3,496	4,426	+929	+26.6%
	Operating margin	17.2%	19.5%	+2.3pt	—
Others	Net sales	3,844	4,098	+254	+6.6%
	Operating income	151	349	+198	+131.5%
	Operating margin	3.9%	8.5%	+4.6pt	—
Elimination/ Corporate	Net sales	-348	-351	-3	—
	Operating income	-6,104	-6,590	-485	—
Consolidated	Net sales	78,877	88,518	+9,640	+12.2%
	Operating income	3,475	7,617	+4,142	+119.2%

## Net Sales (before elimination)

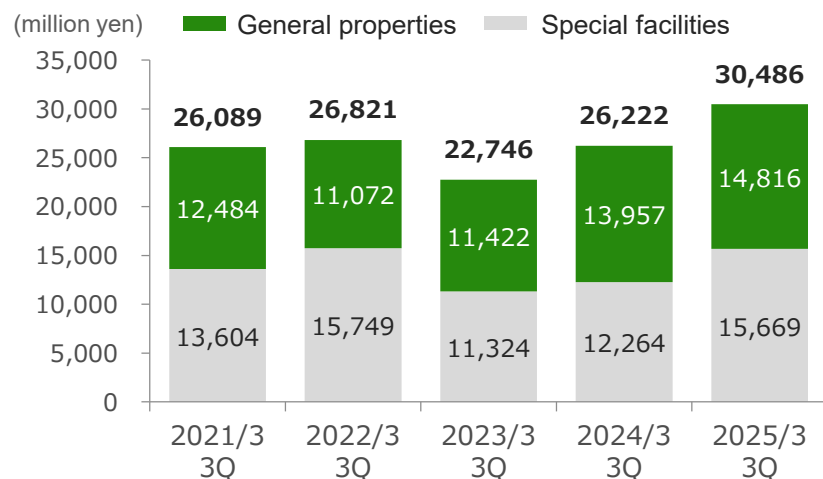


## Segment Income & Operating Margin

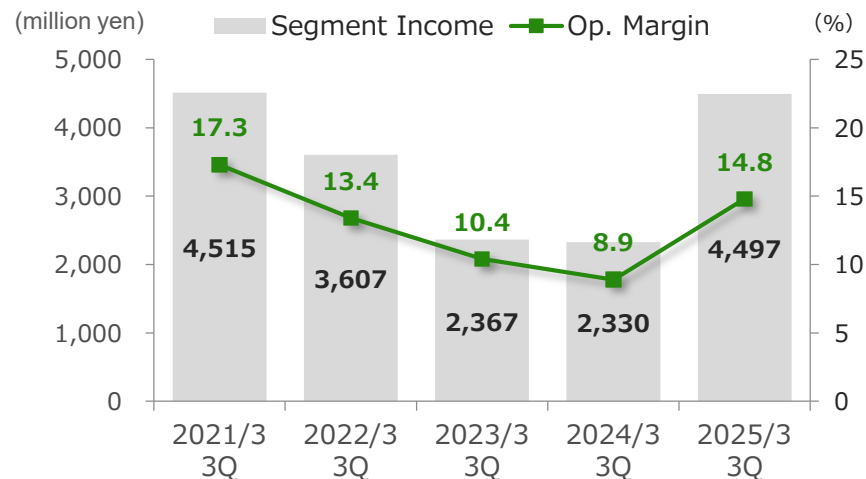


(million yen)	3Q 2024/3 Actual	3Q 2025/3 Actual	YoY (%)
New orders	33,850	37,513	+10.8
Backlog of orders	18,834	21,037	+11.7
Net sales	28,788	31,627	+9.9
Installation	15,794	17,014	+7.7
Product sales	12,993	14,612	+12.5
Segment Income	3,601	4,933	+37.0

## Net Sales (before elimination)

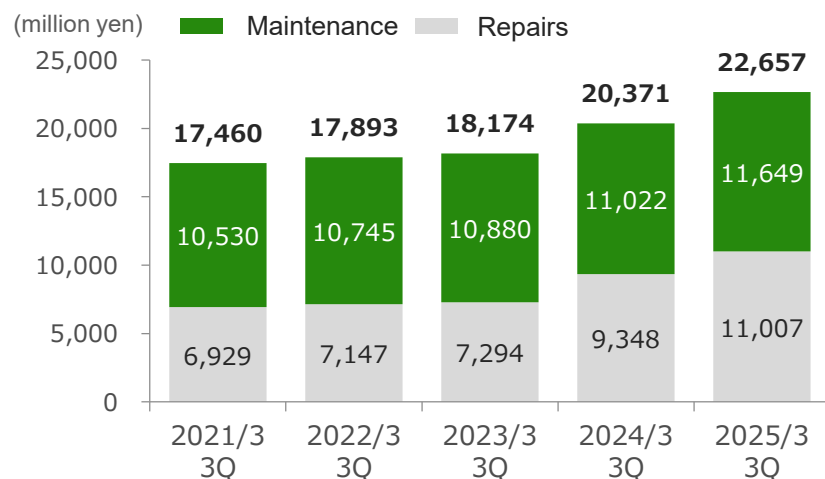


## Segment Income & Operating Margin

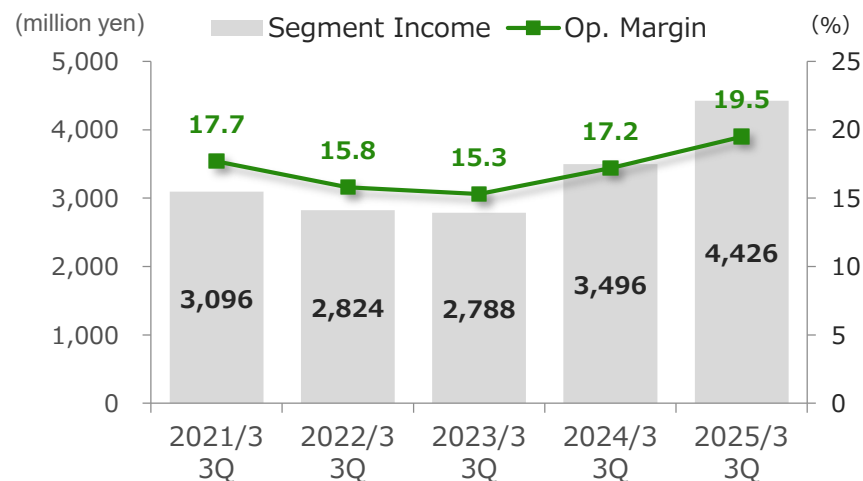


(million yen)	3Q 2024/3 Actual	3Q 2025/3 Actual	YoY (%)
New orders	32,096	38,642	+20.4
Backlog of orders	44,750	49,615	+10.9
Net sales	26,222	30,486	+16.3
General properties	13,957	14,816	+6.2
Special facilities	12,264	15,669	+27.8
Segment Income	2,330	4,497	+93.0

## Net Sales (before elimination)



## Segment Income & Operating Margin



(million yen)	3Q 2024/3 Actual	3Q 2025/3 Actual	YoY (%)
New orders	27,563	29,734	+7.9
Backlog of orders	12,680	13,357	+5.3
Net sales	20,371	22,657	+11.2
Maintenance	11,022	11,649	+5.7
Repairs	9,348	11,007	+17.8
Segment Income	3,496	4,426	+26.6





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.