



FY2025/3 Results of Operations

May 9, 2025

NOHMI BOSAI LTD.





Shaping ^{the} Customers'
Expectations



transformation

I . Consolidated Results FY2025/3



Both net sales and profit increased for the second consecutive year, reaching record highs

Net sales reached a record high for the second consecutive year, and profits hit a record high for the first time since the fiscal year ended March 31, 2020.

Responded to the regulatory cap on overtime which was applied in April 2024 by streamlining operations and increasing personnel.

Systematic price revisions and streamlining operations were effective in addressing rising raw material costs and other costs.

Market environment was strong, with orders also hitting a record high

Overall market conditions remained stronger than expected.

Both orders and order backlog reached record highs for the third consecutive year.

Achievement of Medium- to Long-Term Vision 2028 Stage II goals

Achieved Medium- to Long-Term Vision 2028 Stage II (fiscal year ended March 31, 2023, to fiscal year ended March 31, 2025) targets, exceeding the financial results forecast which was revised upward on October 24, 2024

(net sales: target ¥133 billion → actual ¥133.6 billion, operating margin: target 10% or higher → actual 11.7%).

Consolidated Results of Operation

(Million yen)

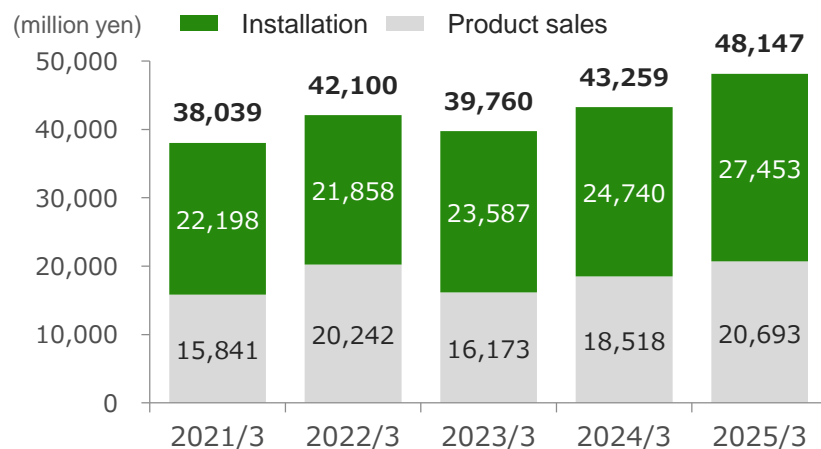
	FY2024/3	FY2025/3		Vs. FY2024/3		Vs. Forecast	
	Results	Forecast	Results	Amount	Pct.	Amount	Pct.
Net sales	118,506	130,000	133,696	+15,190	+12.8%	+3,696	+2.8%
Cost of sales	66.7%	66.0%	65.3%	-1.4pt	—	-0.7pt	—
Gross profit	39,473	44,200	46,453	+6,980	+17.7%	+2,253	+5.1%
SG&A expenses	27,810	30,200	30,776	+2,966	+10.7%	+576	+1.9%
Operating income	11,662	14,000	15,677	+4,014	+34.4%	+1,677	+12.0%
Operating margin	9.8%	10.8%	11.7%	+1.9pt	—	+0.9pt	—
Ordinary income	12,242	14,300	16,217	+3,974	+32.5%	+1,917	+13.4%
Net income attributable to owners of parent	8,574	9,800	11,098	+2,524	+29.4%	+1,298	+13.3%
EPS (yen)	142.10	165.33	187.86				
ROE	7.2%	8.0%	8.8%				
New orders	123,492	126,000	139,640	+16,147	+13.1%	+13,640	+10.8%
Backlog of orders	64,022	60,022	69,966	+5,943	+9.3%	+9,944	+16.6%

Consolidated Results by Segments

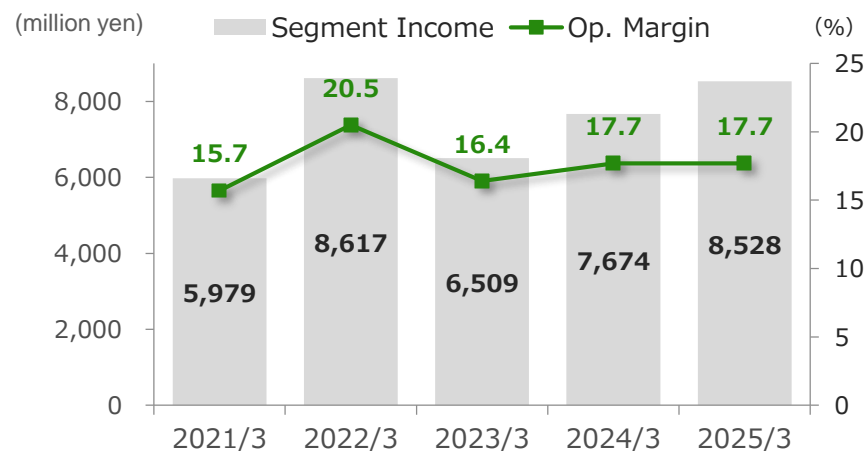
(Million yen)

		FY2024/3	FY2025/3		Vs. FY2024/3	Vs. Forecast
		Results	Forecast	Results	Amount	Amount
Fire Alarm Systems	Net sales	43,259	46,354	48,147	+4,887	+1,792
	Operating income	7,674	8,115	8,528	+854	+413
	Operating margin	17.7%	17.5%	17.7%	-0.0pt	+0.2pt
Fire Extinguishing Systems	Net sales	38,275	44,030	45,232	+6,956	+1,201
	Operating income	5,020	7,252	8,352	+3,331	+1,099
	Operating margin	13.1%	16.5%	18.5%	+5.4pt	+2.0pt
Maintenance Services	Net sales	32,143	34,000	34,644	+2,501	+644
	Operating income	7,259	7,912	8,042	+783	+130
	Operating margin	22.6%	23.3%	23.2%	+0.6pt	-0.1pt
Others	Net sales	5,309	6,095	6,169	+860	+73
	Operating income	251	207	386	+135	+179
	Operating margin	4.7%	3.4%	6.3%	+1.6pt	+2.9pt
Elimination/ Corporate	Net sales	-481	-481	-497	-16	-16
	Operating income	-8,542	-9,487	-9,633	-1,090	-145
Consolidated	Net sales	118,506	130,000	133,696	+15,190	+3,696
	Operating income	11,662	14,000	15,677	+4,014	+1,677

Net Sales (before elimination)

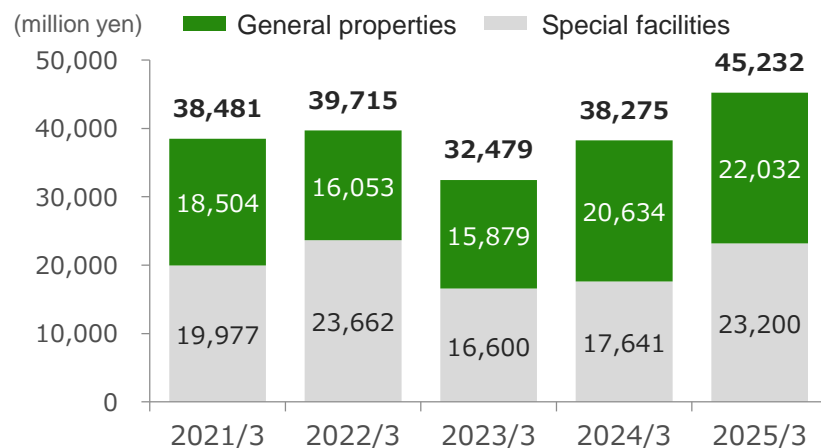


Segment Income & Operating Margin

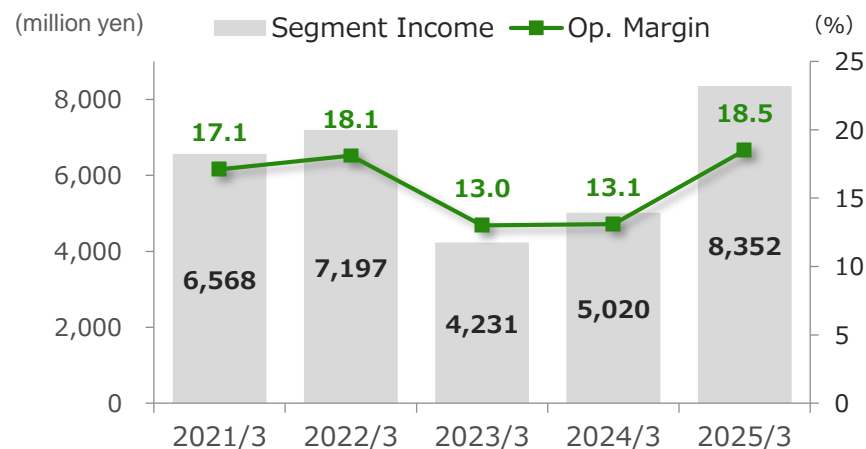


(million yen)	2024/3	2025/3		YoY (%)	Vs. Forecast (%)
	Actual	Forecast	Actual		
New orders	44,444	45,900	50,565	+13.8	+10.2
Backlog of orders	15,033	—	17,627	+17.3	—
Net sales	43,259	46,354	48,147	+11.3	+3.9
Installation	24,740	27,154	27,453	+11.0	+1.1
Product sales	18,518	19,200	20,693	+11.7	+7.8
Segment Income	7,674	8,115	8,528	+11.1	+5.1

Net Sales (before elimination)

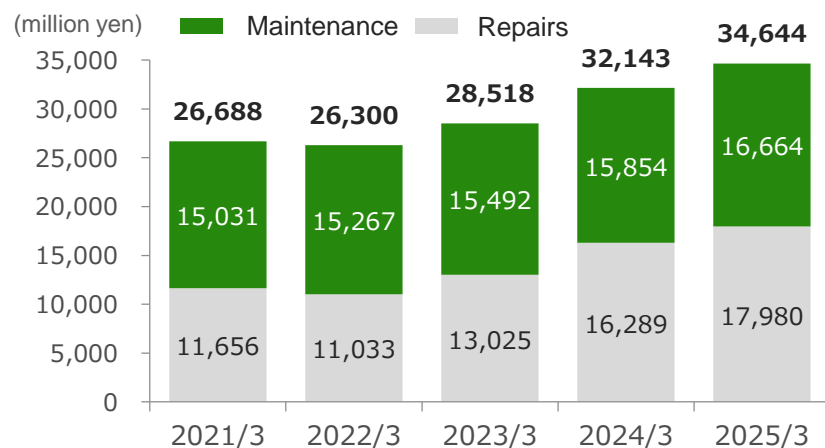


Segment Income & Operating Margin

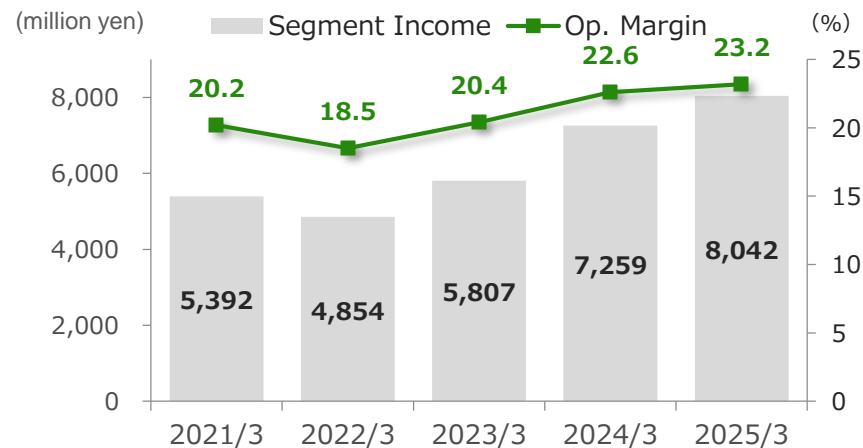


(million yen)	2024/3	2025/3		YoY (%)	Vs. Forecast (%)
	Actual	Forecast	Actual		
New orders	40,773	41,200	47,365	+16.2	+15.0
Backlog of orders	41,385	—	43,631	+5.4	—
Net sales	38,275	44,030	45,232	+18.2	+2.7
General properties	20,634	21,230	22,032	+6.8	+3.8
Special facilities	17,641	22,800	23,200	+31.5	+1.8
Segment Income	5,020	7,252	8,352	+66.4	+15.2

Net Sales (before elimination)



Segment Income & Operating Margin



(million yen)	2024/3	2025/3		YoY (%)	Vs. Forecast (%)
	Actual	Forecast	Actual		
New orders	32,936	33,000	35,701	+8.4	+8.2
Backlog of orders	6,281	—	7,338	+16.8	—
Net sales	32,143	34,000	34,644	+7.8	+1.9
Maintenance	15,854	16,900	16,664	+5.1	-1.4
Repairs	16,289	17,100	17,980	+10.4	+5.1
Segment Income	7,259	7,912	8,042	+10.8	+1.6



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Ⅱ . Forecast for FY2026/3



Forecast for FY2026/3 (Consolidated)

(Million yen)

	FY2025/3	FY2026/3	Vs. FY2025/3	
	Actual	Forecast	Amount	Pct.
Net sales	133,696	140,600	+6,903	+5.2%
Gross profit	46,453	50,200	+3,746	+8.1%
Gross margin	34.7%	35.7%	+1.0pt	—
SG&A expenses	30,776	33,700	+2,923	+9.5%
Operating income	15,677	16,500	+822	+5.2%
Operating margin	11.7%	11.7%	+0.0pt	—
Ordinary income	16,217	16,900	+682	+4.2%
Net income attributable to owners of parent	11,098	11,600	+501	+4.5%
EPS (yen)	187.86	196.34		
ROE	8.8%	8.8%		
New orders	139,640	142,500	+2,859	+2.0%
Backlog of orders	69,966	71,866	+1,900	+2.7%



Orders are expected to remain high amid a strong market environment

The outlook for the Japanese economy as a whole is uncertain due to policy developments in the United States and other factors, but the market environment surrounding the fire protection industry is expected to remain strong.

By leveraging our enhanced human capital, we aim to achieve record-high orders for the fourth consecutive year.

Aim to increase net sales and profits against a backdrop of high order backlog

Order backlog at the beginning of the fiscal year was at a record high.

Net sales are expected to exceed ¥140 billion for the first time, setting a record high for the third consecutive year.

Concurrently, aim to achieve record profits for the second consecutive year.

Improve profitability to achieve the ultimate goal of the Medium- to Long-Term Vision

As raw material prices and labor costs continue to rise, we will further promote operational streamlining and have already implemented price revisions again in April 2025.

Continue to focus on improving profitability by actively allocating resources to businesses with high profit margins.



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 changes in the economic environment for business activities, a shift in demand or other reasons.