



FY2025/3 Results of Operations and Medium- to Long-Term Vision 2028 Stage III

May 27, 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

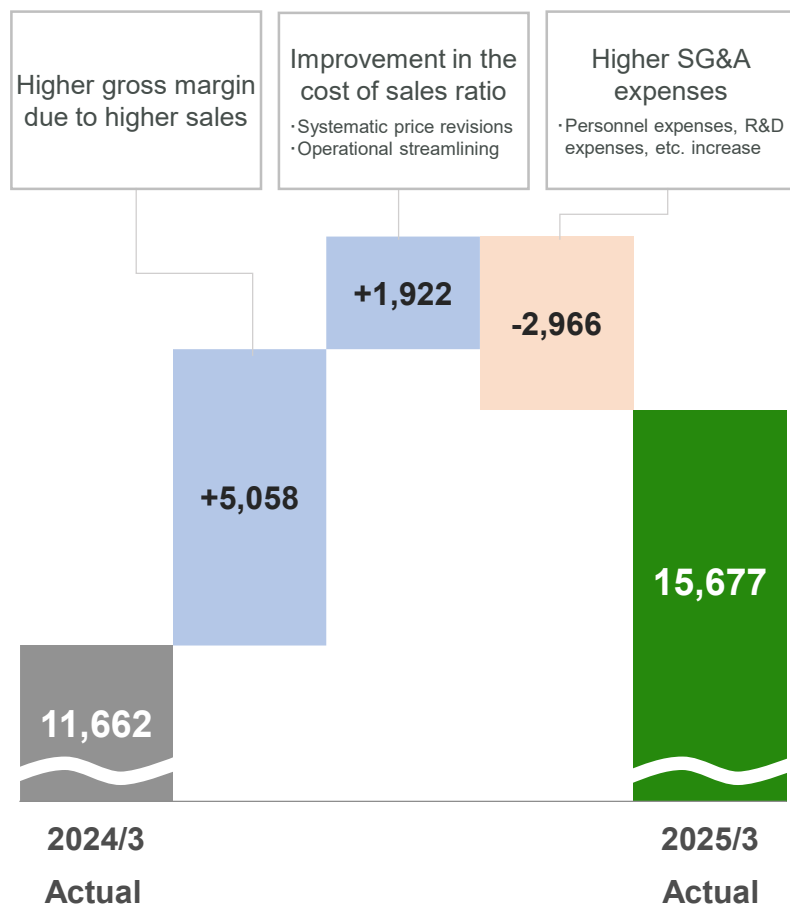
(Million yen)

		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

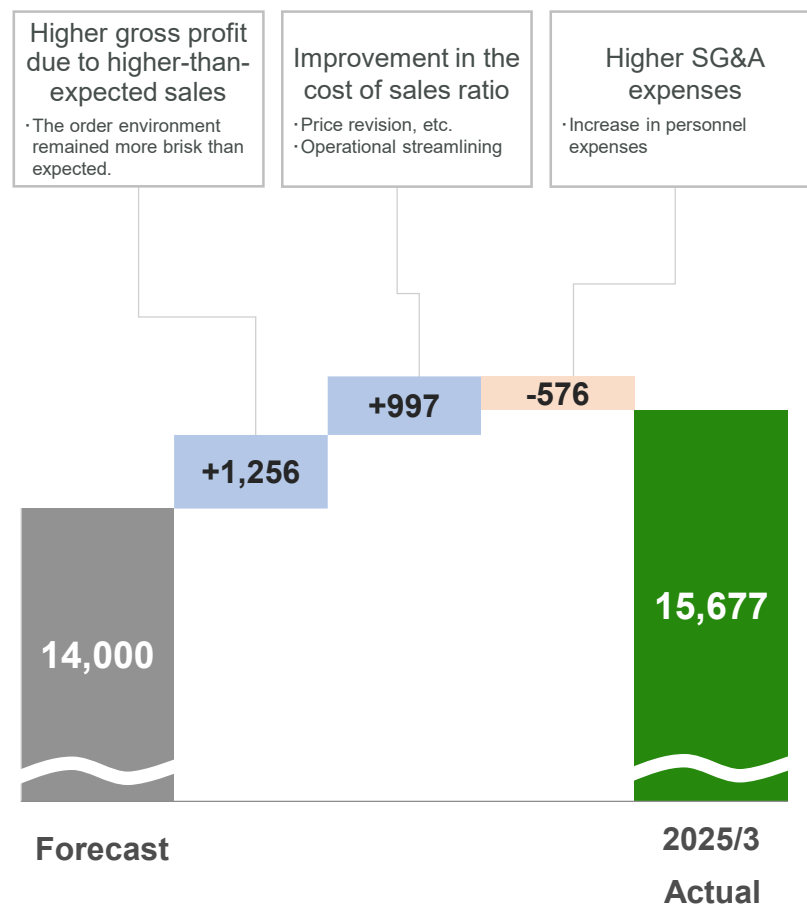


Analysis of Change in Operating Income

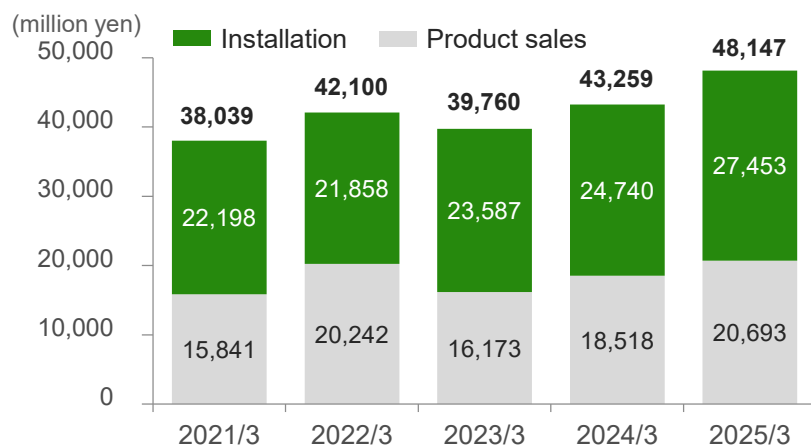
Vs. FY2024/3 (million yen)



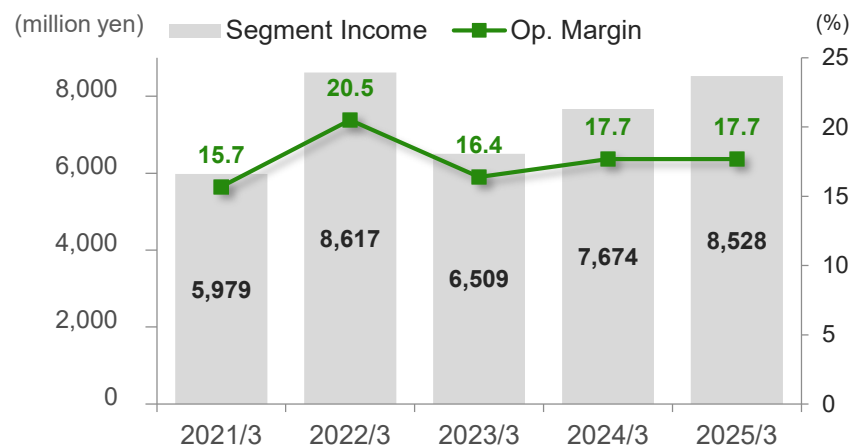
Vs. Forecast (million yen)



Net Sales (before elimination)



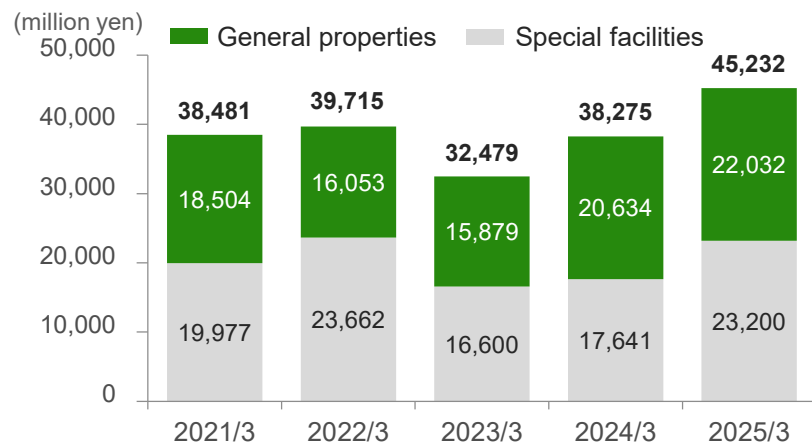
Segment Income & Operating Margin



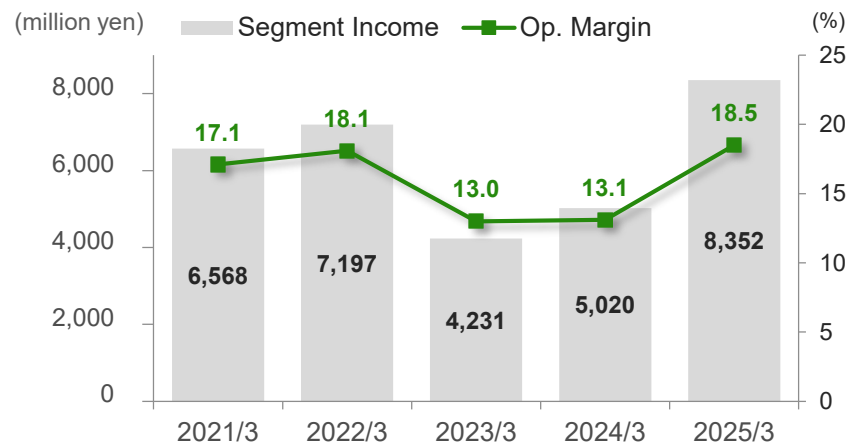
(million yen)	2024/3	2025/3		YoY (%)	Vs. Forecast (%)
	Actual	Plan	Actual		
New orders	44,444	45,900	50,565	+13.8	+10.2
Backlog of orders	15,033	—	17,627	+17.3	—
Net sales	43,259	46,354	48,147	+11.3	+3.9
Installation	24,740	27,154	27,453	+11.0	+1.1
Product sales	18,518	19,200	20,693	+11.7	+7.8
Segment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

- In a situation where the new building market and the renewal market were both strong, net sales and segment income grew thanks to efforts to streamline installation management and expand the workforce.
- The operating margin was maintained due partly to the positive effect of price revisions conducted systematically in response to rising prices of raw materials and other factors. Segment income came very close to the record high achieved in the fiscal year ended March 31, 2022.
- New orders, the order backlog and net sales reached record highs.

Net Sales (before elimination)



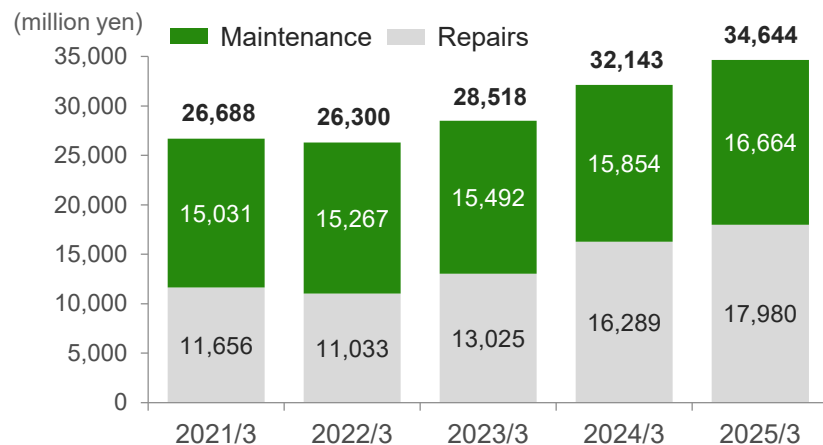
Segment Income & Operating Margin



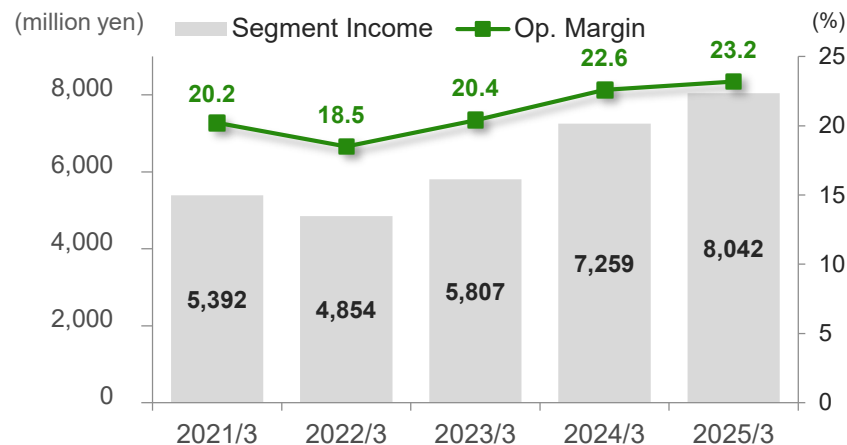
(million yen)	2024/3	2025/3		YoY (%)	Vs. Forecast (%)
	Actual	Plan	Actual		
New orders	40,773	41,200	47,365	+16.2	+15.0
Backlog of orders	41,385	—	43,631	+5.4	—
Net sales	38,275	44,030	45,232	+18.2	+2.7
General properties	20,634	21,230	22,032	+6.8	+3.8
Special facilities	17,641	22,800	23,200	+31.5	+1.8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

- General properties and special facilities were in such high demand that net sales and segment income surpassed their respective actual results for the fiscal year ended March 31, 2020 to reach new highs. The operating margin recovered.
- Despite on ongoing shortage of installation personnel, new orders and the order backlog hit record highs, chiefly as a result of increasing installation capacity and streamlining operations.

Net Sales (before elimination)



Segment Income & Operating Margin



(million yen)	2024/3	2025/3		YoY (%)	Vs. Forecast (%)
	Actual	Plan	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

- Demand was more buoyant than forecast, particularly for renewals. Proactive sales activities contributed to achieving new highs in orders, the order backlog, net sales and segment income for the second consecutive fiscal year.
- Efforts to increase staff and to streamline operations were made with a view to meeting demand. Net sales from repairs performed strongly, registering double-digit growth from the previous fiscal year. The operating margin also surpassed the previous year's level.



Shaping the Customers'
Expectations

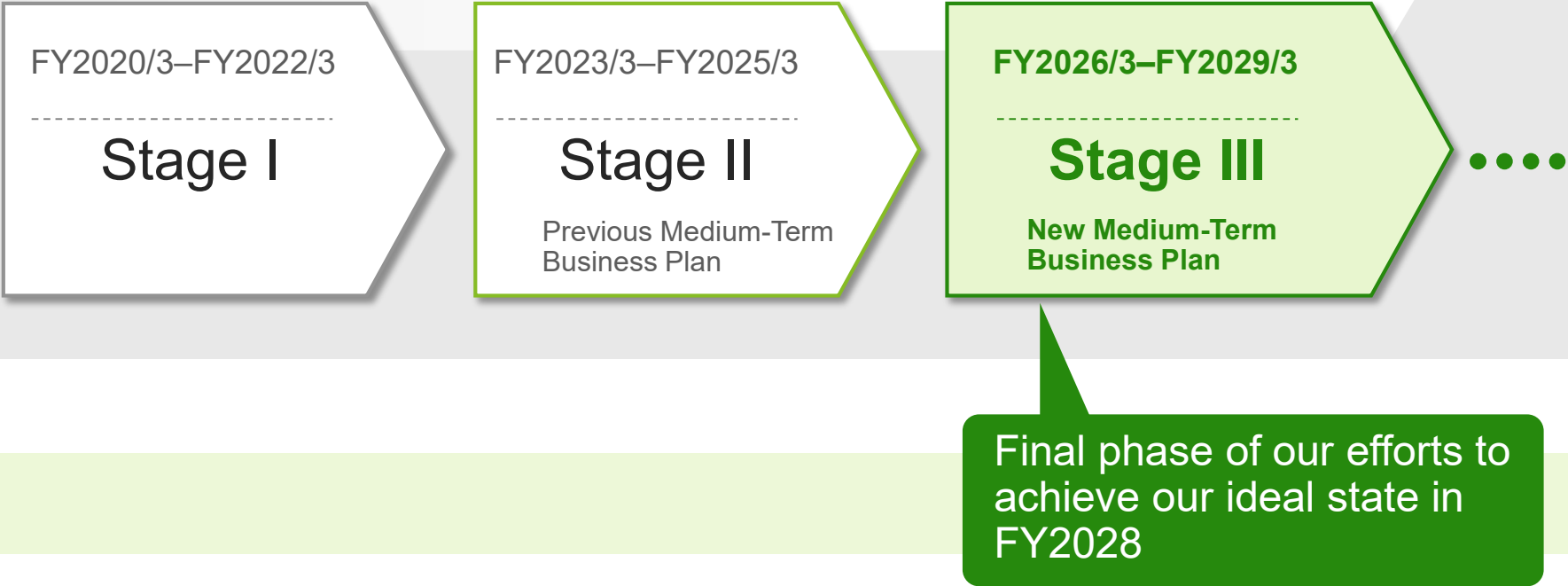


transformation

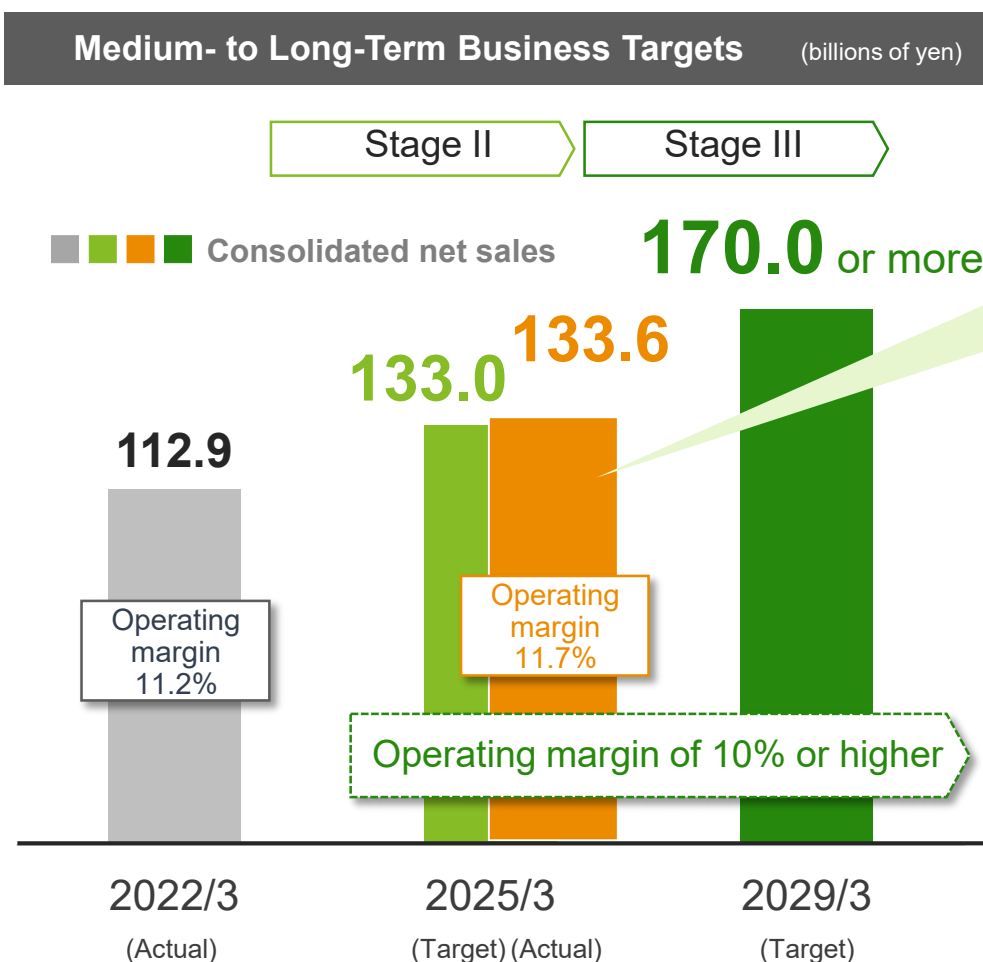
Ⅱ . Nohmi Bosai Group Medium- to Long-Term Vision 2028 Stage III (FY2026/3 to FY2029/3)



Medium- to Long-Term Vision 2028



Achieved both net sales and operating margin targets



Analysis of operating results

- By accurately capturing the rise in construction demand, orders increased in both number and value (semiconductor-related properties and data centers driven by DX needs, plants, large-scale multiple use buildings, etc.)
- Some opportunities were lost due to constraints on the number of construction and maintenance personnel

Investment for future growth

- Conducted three merger and acquisition transactions targeting peripheral industries
⇒ However, resource shortages in PMI* have become apparent
- Expansion of supply chain-related investments (response to component shortages)
- Issues remained regarding the promotion framework for DX and investment in new businesses

Enhancing corporate and social value

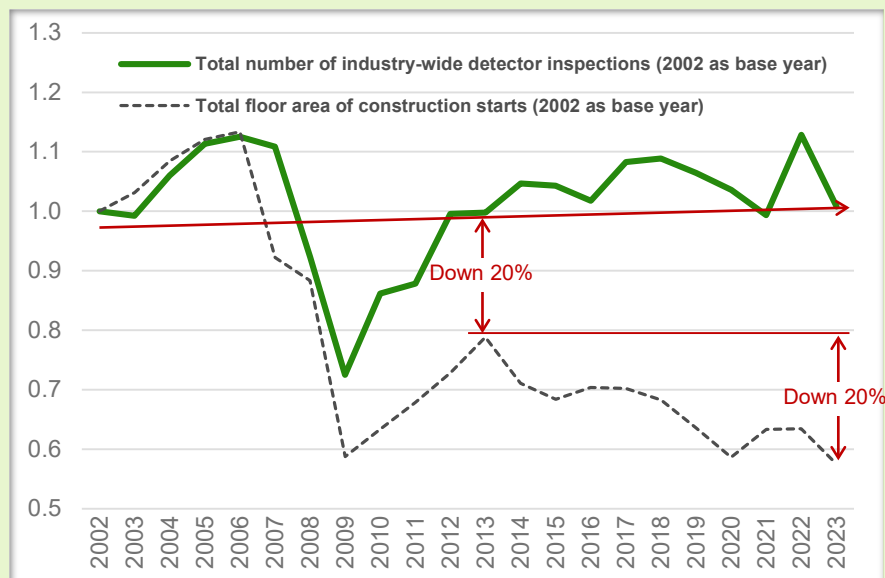
- Steady promotion of sustainability management (Identification of material issues, development of a sustainability promotion structure, formulation of a diversity, equity, and inclusion (DE&I) strategy, and setting and promoting carbon-neutral targets)

* PMI (Post Merger Integration): Integration process to maximize the effects of mergers and acquisitions



Robust construction demand, including renewal work expected to continue at least through 2028

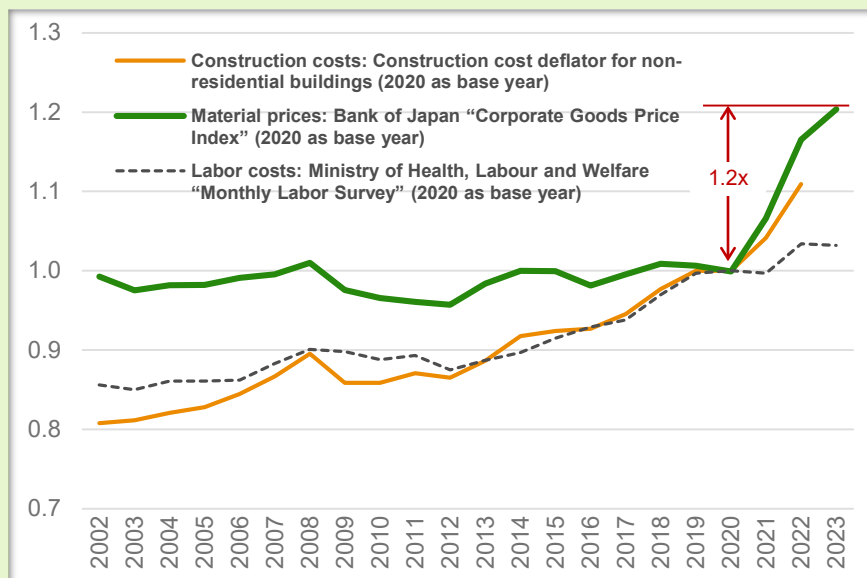
Total number of industry-wide detector inspections,
total floor area of construction starts



(Source) Compiled by the Company based on data from the Japan Fire Equipment Inspection Institute and the Ministry of Land, Infrastructure, Transport and Tourism

Although the floor area of new construction starts is on a downward trend, the number of detector inspections conducted across the industry as a whole is showing a slight increase, leading us to anticipate the renewal market will remain active

Construction costs, material prices, labor costs



(Source) Compiled by the Company based on data from the Ministry of Land, Infrastructure, Transport and Tourism, the Bank of Japan, and the Ministry of Health, Labour and Welfare

The recent increase in construction costs is mainly due to higher material costs, and this trend of rising material costs and labor unit prices is expected to continue for several years



Social Issues to Be Addressed by Nohmi Bosai





Medium- to Long-Term Vision Statement <Announced in May 2022>



<Medium- to Long-Term Vision Statement>

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

Growth investment

Personnel strategy for dynamic growth



Accelerate the growth cycle of individuals and the company to achieve dynamic growth.

Co-create with customers

Future co-creation project



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

Investment plan for the future



Plan to invest in research and development, mergers and acquisitions, equipment, personnel and the environment for the future.

Digital Transformation (DX)

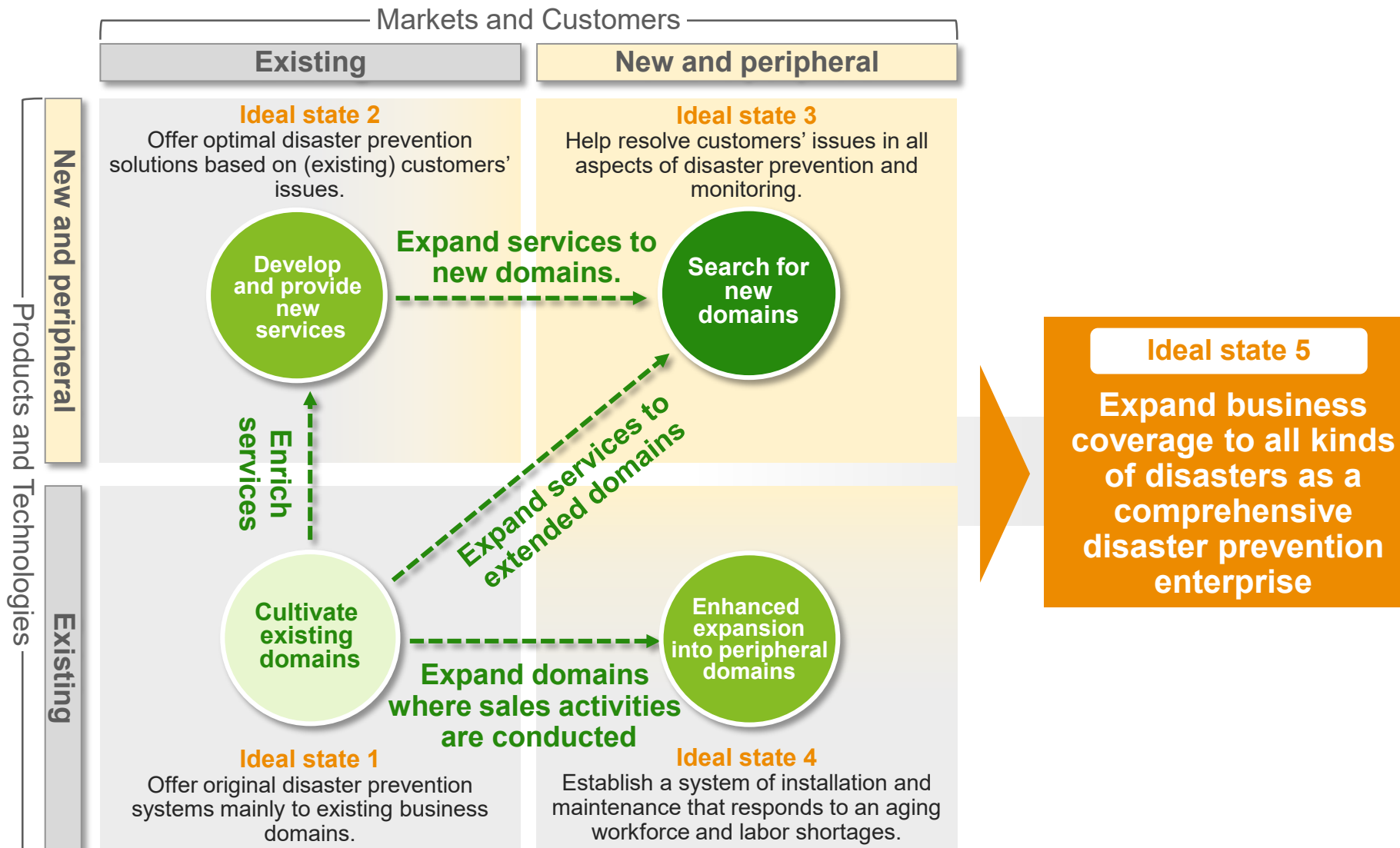
Create a supply chain for a stronger system of stably supplying products and services.

Respond to issues by increasing corporate value through sustainability management.

Change into a company creating higher additional value.



Relationship Between Basic Business Strategy Orientation and Ideal State





Stage III Performance Targets for FY2029/3

While maintaining the net sales target, the operating margin and ROE will be raised from the initial targets based on the actual results for FY2025/3

	Actual results for FY2025/3	Initial target for FY2029/3		Revised target for FY 2029/3
Net sales	133.6 billion yen	170 billion yen or more	No change →	170 billion yen or more
Operating margin	11.7%	10.0% or higher	+2.0pt →	12.0% or higher
ROE	8.8%	9.0% or higher	+1.0pt →	10.0% or higher
Dividend payout ratio	40.5%	50.0%	No change →	50.0%



Stage III Orientation of Strategy

Priority measures 1

- Continue to strengthen recruitment, development, and placement of human resources
- Accelerate initiatives to achieve DX



Expand earnings and improve profit margins in existing businesses

Priority measures 2

- Active engagement in mergers and acquisitions in domains related to disaster prevention and peripheral industries



Business expansion

Priority measures 3

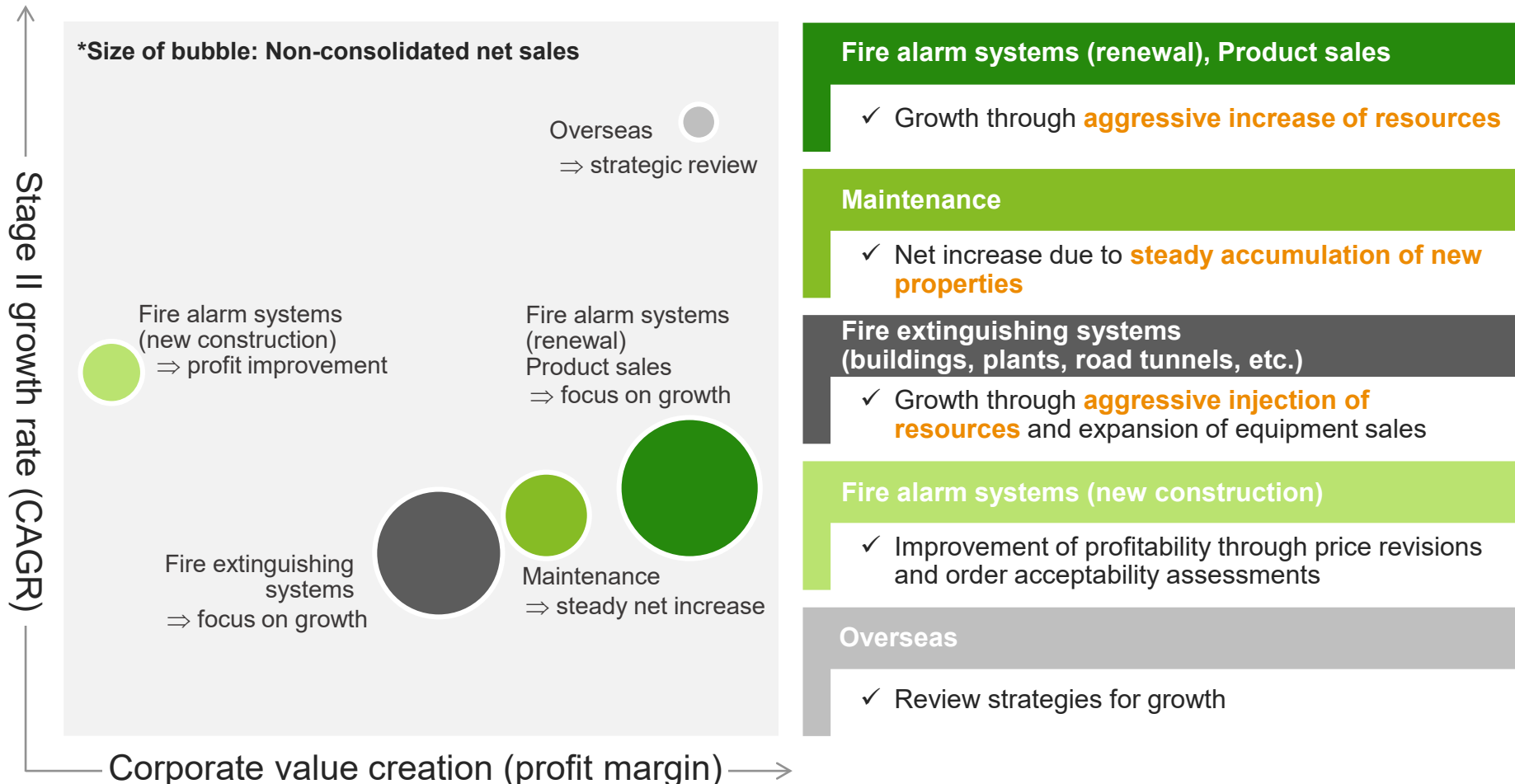
- Focus on future co-creation projects and other activities



New business creation and upscaling

[Priority Measures 1] Future Orientation Through Review of the Current Business Portfolio and Human Resources Allocation

Aggressively enhance resources in existing businesses and actively invest in businesses with high margins





[Priority Measures 1] Human Capital Management for Dynamic Growth

For shaping safety to meet customers' expectations

Personnel strategy for dynamic growth

“Autonomy and initiative,” “Active engagement of all employees,” and “Provide a platform for performance and growth”



Work-style

Strategic orientation

Further promotion of work-life balance

Performance indicator

- Paid leave utilization rate: **75% or higher**
- Male parental leave uptake rate: **60% or higher**



Transfer and placement

Strategic orientation

Achieve strategic transfers and placement that value personal career aspirations

Set up a human resource portfolio

Performance indicator

- Growth opportunity score: **3.8 or higher** *2



Recruitment

Strategic orientation

Focus on acquiring human resources necessary to achieve business strategies
(Installation and maintenance personnel, etc.)

Performance indicator

- NOHMI BOSAI: **+400 people**
- Group companies: **+100 people**
- Sales per employee: **5% increase** *1



Development

Strategic orientation

Establish a human resource development system for early deployment

Performance indicator

- Skills (specialized) education
Number of curricula: **50% increase**



Personnel system

Strategic orientation

Build a motivating and comfortable work environment

Performance indicator

- Implement measures by FY2026
- Work style score: **4.0 or higher** *2
- Rating score: **3.5 or higher** *2



DE&I

Strategic orientation

Create opportunities for competent individuals with diverse abilities and values to flourish and develop

Performance indicator

- Female employees in senior positions: **30 or more**
- Statutory employment rate for persons with disabilities that exceeds the legal requirement

*1: Compared with the average of FY2019 to FY2023 *2: Explanatory factor for engagement score



Significantly enhance resources to focus on enhancing customer value and reducing non-core operations

Change the styles of services

- Promote new introduction and development through the establishment of a dedicated system for cloud services (TASKis, N-HOPS (under development), etc.)



Change customer services

- Standardization following nationwide expansion of inspection process reforms
- Expand the results of installation process improvements
- Transform the flow from sales to order processing

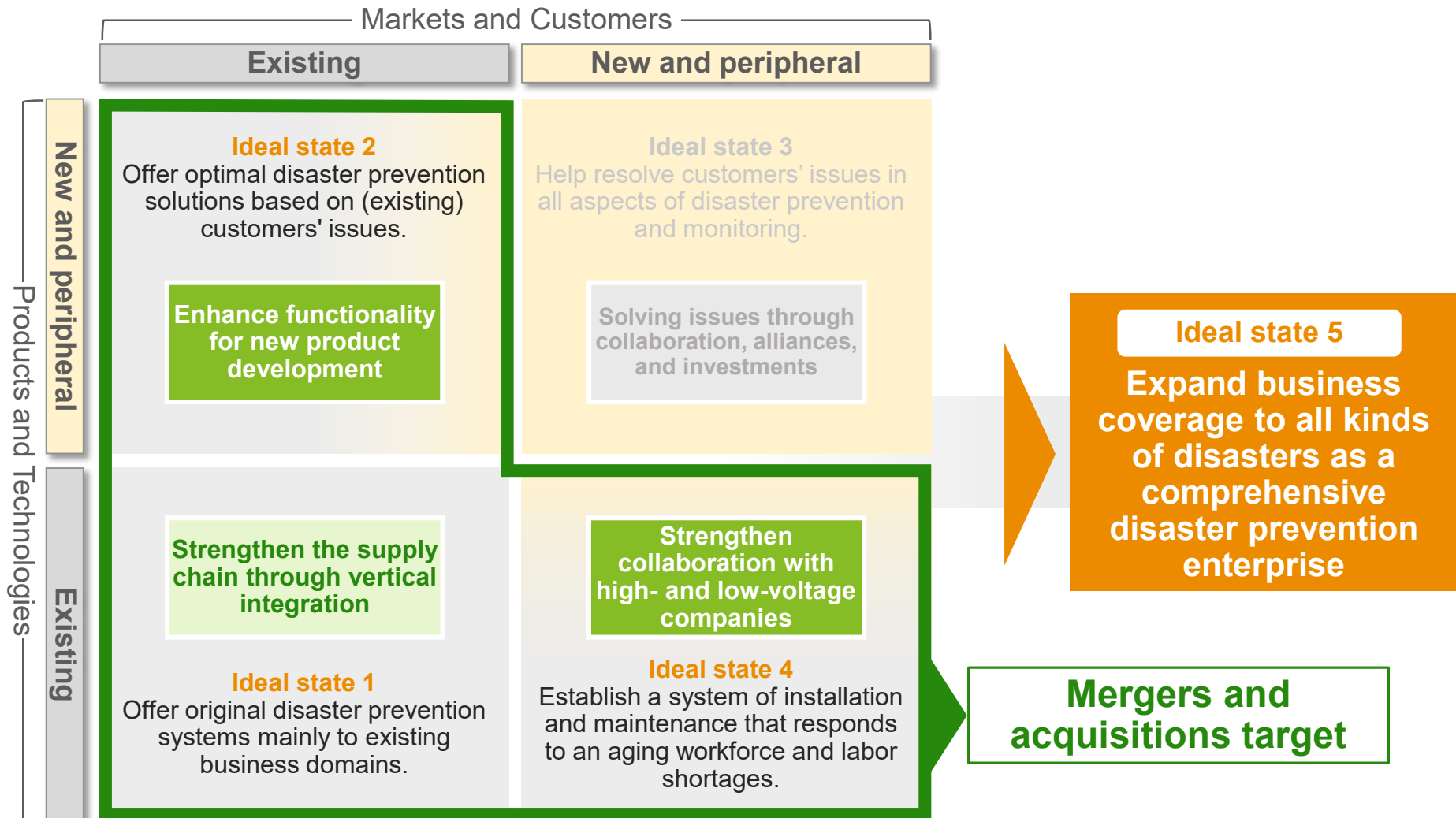
Internal digitization Reduction of non-core operations

- Aim for paperless operations across the company
- Formulate an integrated digital transformation strategy
- Maximize the benefits of RPA implementation
- Actively promote business improvement through generative AI



Enhance
customer
value

Reinforce the system to promote mergers and acquisitions and PMI operations **by enhancing resources**





[Priority Measures 2] Mergers and Acquisitions Implemented in Stage II

Aim to expand the market by strengthening collaboration with high-voltage and low-voltage companies in the disaster prevention peripheral domain.

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. (current: Oita Nohmi Co., Ltd.)

Became our subsidiary in April 2022

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

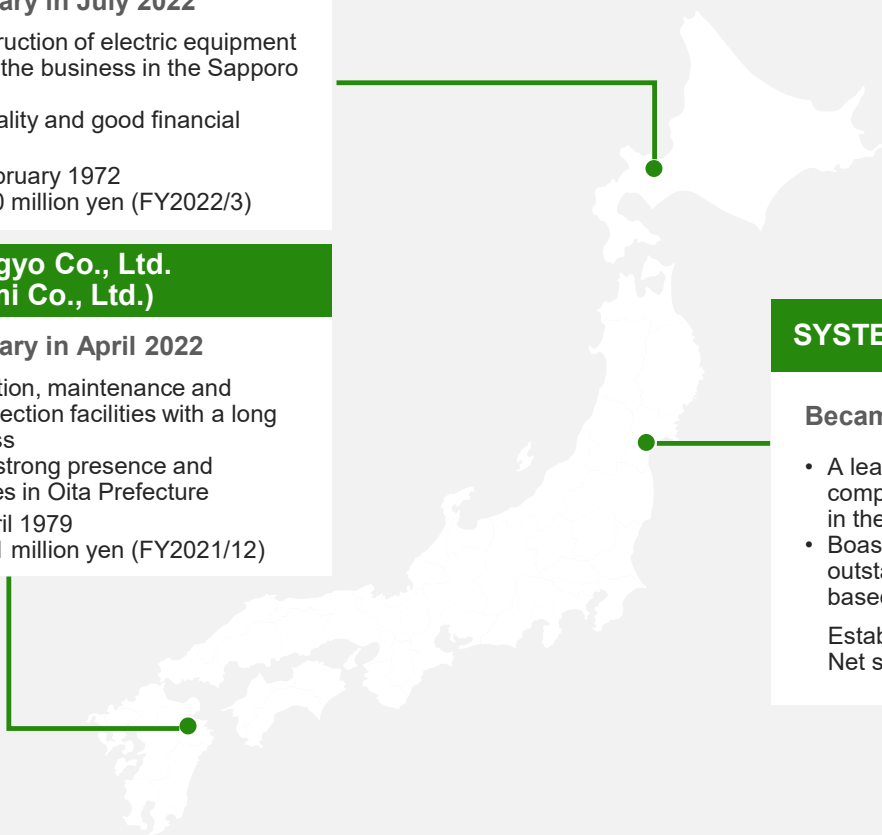
Established: April 1979
Net sales: 171 million yen (FY2021/12)

SYSTEMS Co., Ltd.

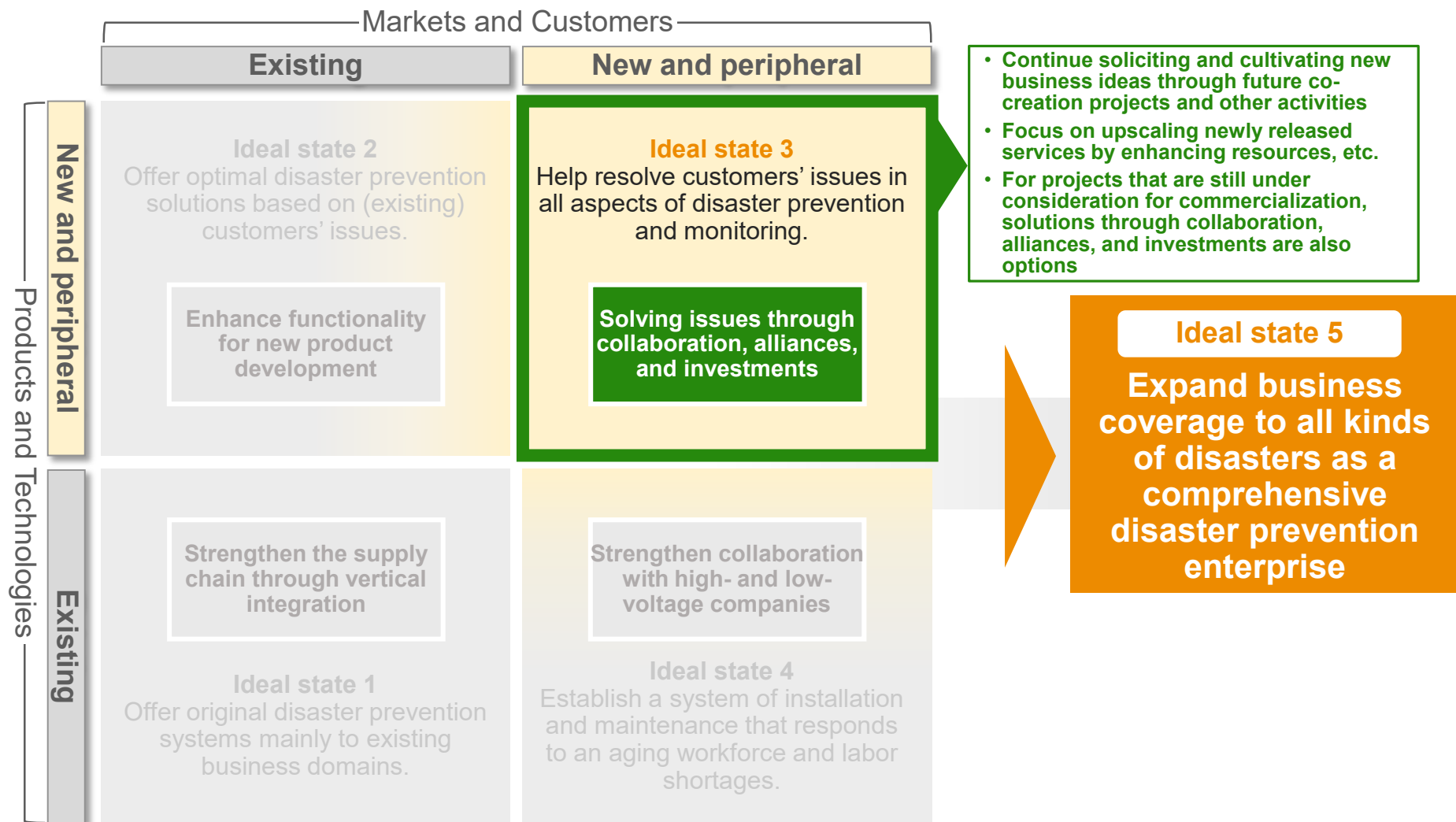
Became our subsidiary in October 2024

- 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)



Upscaling newly created services and expanding into new domains through collaboration and investment





[Priority Measures 3] New Services in Stage II

Focusing on scaling up services created through internal pitch contest and future co-creation projects



VR fire experience

“Earthquakes and tsunami” and “volcanic disasters” to be added

By experiencing realistic fires and large earthquakes in a virtual space, participants are increasingly motivated to participate in disaster prevention drills and education.



Stockle+

Orders expanding since release in May 2024

Match companies that want to donate emergency supplies that have reached their expiration date rather than discarding them with food banks that want to receive food donations.



N-HOPS

Currently undergoing demonstration experiments (under development) in multiple local governments

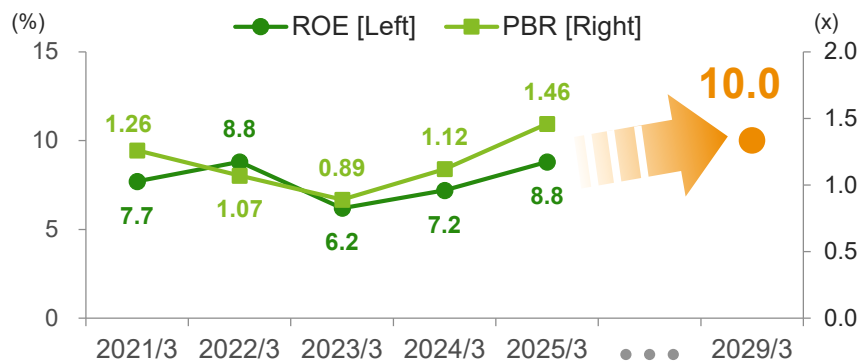
Even in situations where local government support is insufficient during disasters, residents can establish and operate their own evacuation centers.

Actions to Implement Management That is Conscious of Cost of Capital and Stock Price — Raising ROE Targets

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 10.0% or higher
by fiscal 2028**

- Improving profitability
 - Strengthening shareholder returns
- Improvement of capital efficiency



Fulfill the Medium- to Long-Term Vision 2028

Specific Initiatives

1) Improving profitability

Priority measures

Investment for growth

- Build a foundation
⇒ Achieve cost reduction
- Human capital investment
⇒ Increase competitiveness
- Utilize mergers and acquisitions
⇒ Expand business domains

2) Strengthening shareholder returns

Set a new dividend payout ratio target
Acquire treasury shares

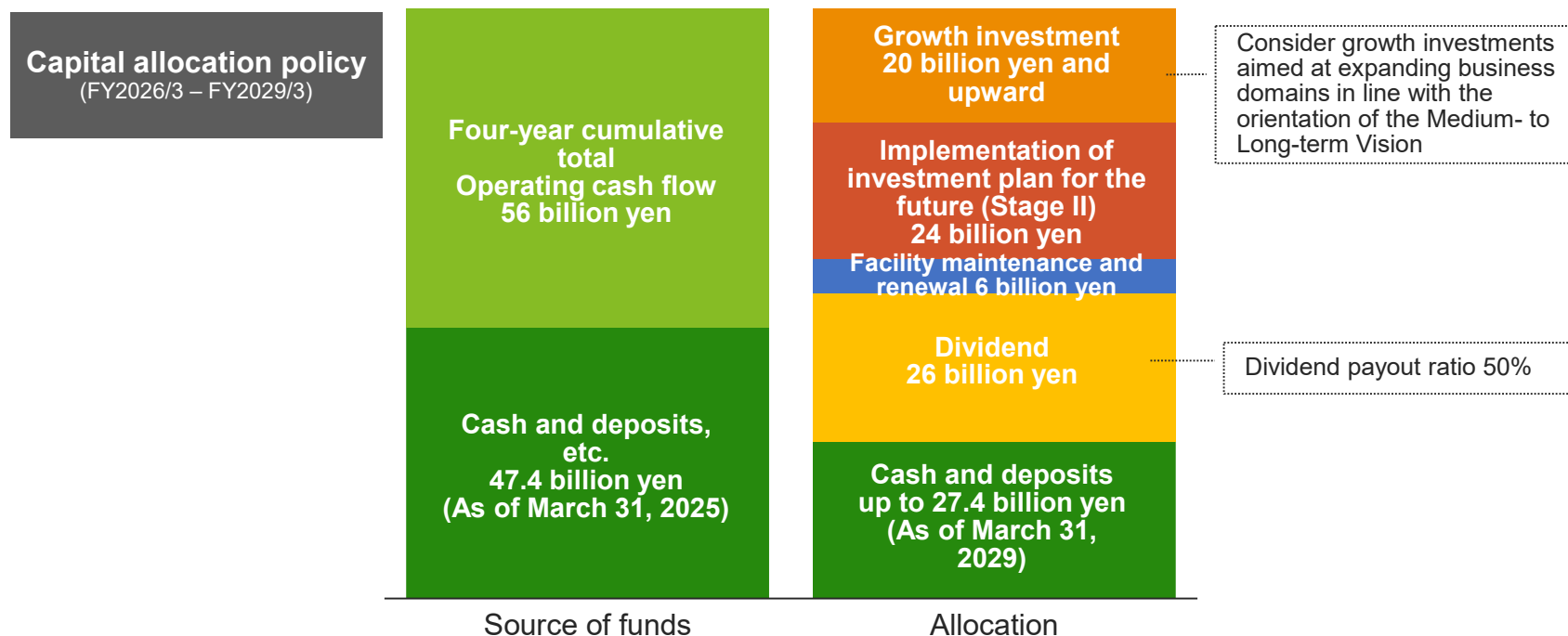
3) Enhancing IR activities

Continuous dialogue with shareholders and investors
Improvement in the quality and quantity of disclosed information, etc.

Reduction in cost of equity
⇒ rise in PBR

Capital Allocation Policy in Stage III

- **Full utilization of enhanced human capital, etc. + securely capturing merger and acquisition opportunities** by strengthening the system
- Investments to strengthen the foundation required for growth completed in the investment plan for the future in Stage II
Further implement growth investments while leveraging our strengthened foundations, and **achieve a ROE of 10% in FY2029/3**
- **Borrowings may be utilized** as necessary for additional growth investments
- **Set a target dividend payout ratio of 50% (consider raising this ratio as appropriate in light of investment conditions and other factors)**





Dividend and Shareholder Returns Policy

Achieved a consolidated dividend payout ratio of 40% in FY2025/3 in Stage II (40.5%)

Set a **target of 50% for FY2026/3 and beyond**

(For FY2027/3 and beyond, further expansion will be considered taking into account investment, etc.)

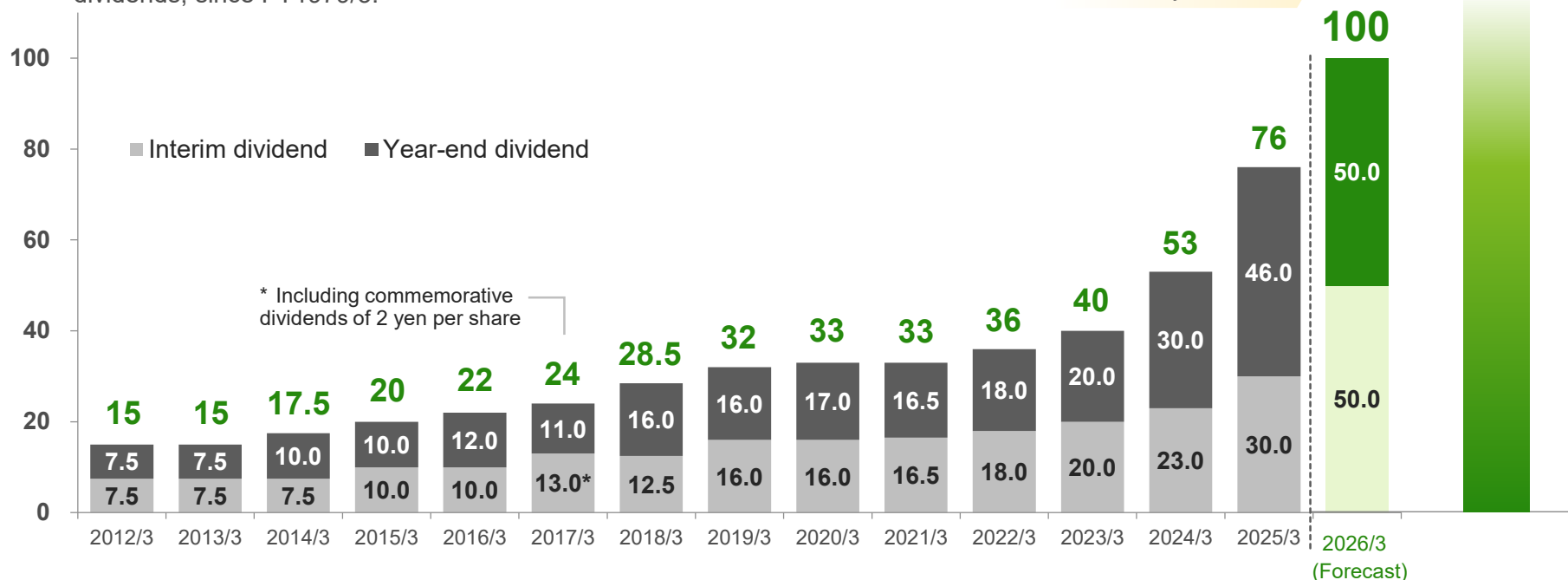
Stage II period
(FY2023/3 – FY2025/3)

Achieved a consolidated dividend payout ratio of **40%** by FY2025/3

Aim for **50%** from FY2026/3 onwards

Trend in dividend per share (Yen)

* We have not reduced dividends, excluding extraordinary dividends, since FY1979/3.



Dividend payout ratio	50.6%	31.4%	21.9%	21.4%	20.0%	20.8%	18.8%	24.7%	18.9%	26.1%	23.2%	34.4%	37.3%	40.5%	50.9%
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Relationship between Material Issues and Medium- to Long-Term Vision

Material issues

1 Offer solutions for protecting life and property from all kinds of disasters

We will reinforce the structure for providing fire protection systems and services to help realize a society free from accidents involving fires, as we expand our business presence to all types of disaster categories and draw on digital technology to enhance product and service capabilities.

2 Promote human resources development and ensure diversity as ways to respect personal autonomy and initiative

We will cultivate a corporate culture that fosters personal growth, promote diversity and inclusion, and create workplaces where employees feel their work is rewarding.

3 Embrace global environmental protection initiatives, starting by realizing carbon-neutral status

We will work toward carbon-neutral status while contributing to a better environment through products, services and proactive responses to restrictions on chemical substances.

4 Adopt management practices appropriate to a company seeking to ensure safety and security

We will realize a robust supply chain, adopt corporate management practices conscious of human rights and strengthen our resilience to disasters through business continuity planning.

Orientation of activities in Stage III of Medium- to Long-Term Vision

In addition to continuing activities for the future co-creation projects to solve social issues in the entire disaster domains, we will strengthen and promote our marketing functions to realize a society free from accidents involving fires.

Create a work environment in which everyone feels motivated and comfortable, and secure human resources necessary to achieve our business strategy and improve productivity per employee. Specifically, we will create opportunities for competent individuals with diverse abilities and values to flourish and develop, and we will strive to increase the number of female employees in senior positions to 30 or more and achieve a statutory employment rate for persons with disabilities that exceeds the legal requirement.

Set a medium-term reduction target of reducing greenhouse gas emissions by 45% compared with FY2018 levels by FY2030, and promote this target by establishing KPIs that break down the target into specific items. Specifically, we will reduce the consumption of electricity, gas, fuel (gasoline, heavy oil, light oil, kerosene), paper, etc., and continue to promote measures to reduce risks posed by climate change to our business and create opportunities, such as sponsoring organizations that carry out afforestation activities to increase forest areas.

- 1) Strict compliance
- 2) Strengthen part procurement, stabilize production systems, and ensure delivery deadlines are met. Streamline operations through DX and secure and develop human resources. Collaborate with suppliers to enhance technical capabilities as well as production efficiency and strengthen supply chain.
- 3) Promote consideration of human rights due diligence.
- 4) We will consider further measures to strengthen resilience in anticipation of the Nankai Trough earthquake at all business facilities nationwide.

Related SDGs





Shaping the Customers'
Expectations



transformation

III. 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.

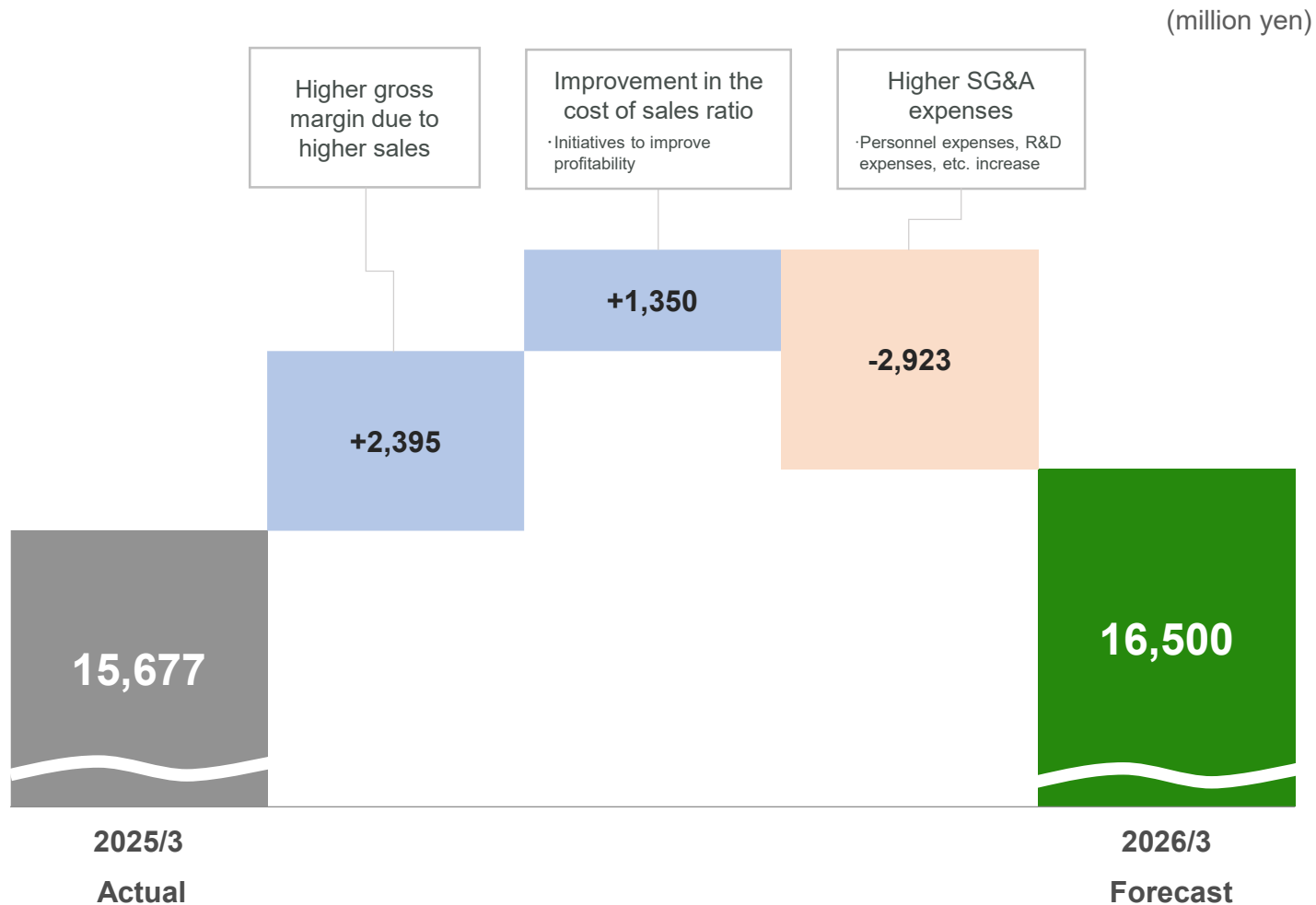
Forecast for FY2025/3 by Segments

(Million yen)

		FY2025/3	FY2026/3	Vs. FY2025/3	
		Actual	Forecast	Amount	Pct.
Fire Alarm Systems	Net sales	48,147	51,275	+3,128	+6.5%
	Operating income	8,528	9,037	+508	+6.0%
	Operating margin	17.7%	17.6%	-0.1pt	—
Fire Extinguishing Systems	Net sales	45,232	49,313	+4,080	+9.0%
	Operating income	8,352	8,925	+573	+6.9%
	Operating margin	18.5%	18.1%	-0.4pt	—
Maintenance Services	Net sales	34,644	35,200	+555	+1.6%
	Operating income	8,042	8,374	+331	+4.1%
	Operating margin	23.2%	23.8%	+0.6pt	—
Others	Net sales	6,169	5,307	-861	-14.0%
	Operating income	386	625	+239	+61.9%
	Operating margin	6.3%	11.8%	+5.5pt	—
Elimination/ Corporate	Net sales	-497	-497	—	—
	Operating income	-9,633	-10,462	-829	—
Consolidated	Net sales	133,696	140,600	+6,903	+5.2%
	Operating income	15,677	16,500	+822	+5.2%



Analysis of Operating Income Forecast



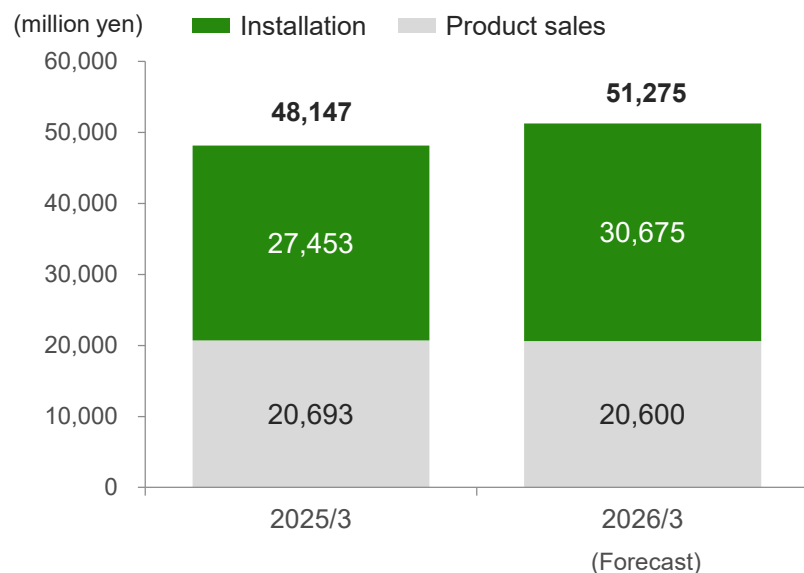
Sales Forecast by Segment (1)

Fire Alarm Systems

Fire Extinguishing Systems

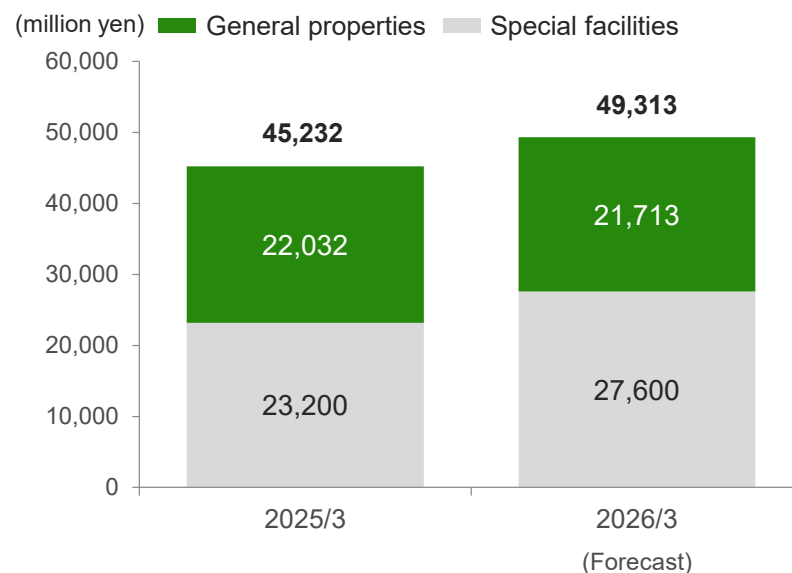
Maintenance Services

Fire Alarm Systems



- Given a steady market environment, we will seek to exceed the record net sales set in the previous fiscal year by boosting installation.

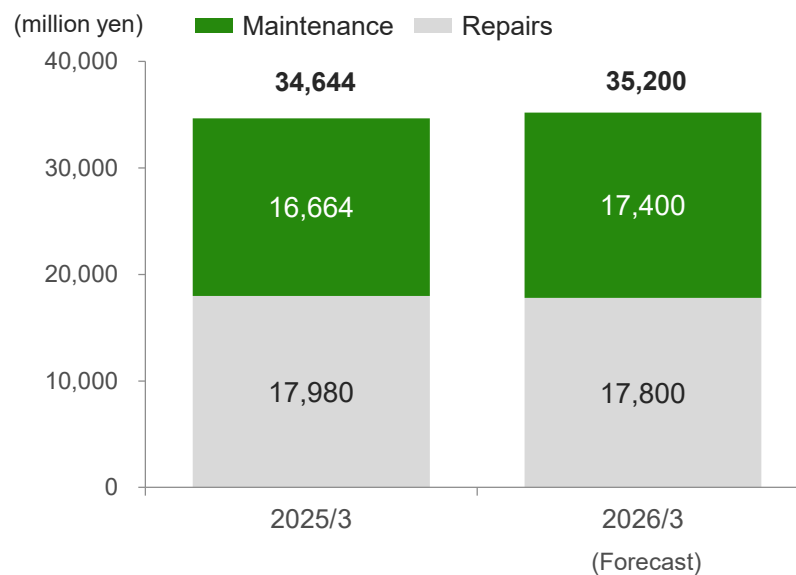
Fire Extinguishing Systems



- With a strong order backlog accumulated, mainly for special facilities for which a significant number of inquiries were received, we expect record net sales for the overall segment.



Maintenance Services



- In light of steady demand, sales from repairs are expected to be on a par with the record high achieved in the previous fiscal year. Performance in maintenance is likely to remain stable.

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, 2025)
➤ Employees	2,875 (consolidated) (As of March 31, 2025)
➤ 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



- 2025 New aspirating super-high sensitivity smoke detection system PROTECVIEW launched
- 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 SPash 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

100th anniversary

Listing of stock

Establishment



<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



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

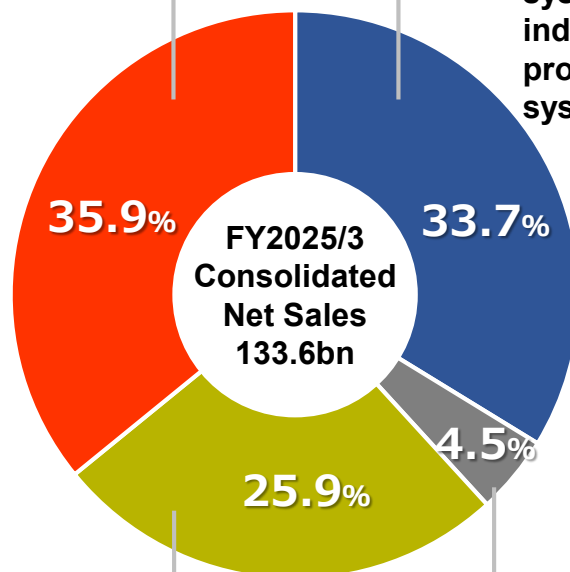
Manufacture and sale of sprinkler systems, foam fire extinguishing systems, fire protection systems for industrial plants and tunnels, and other products and the installation of these systems

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)

	FY2022/3	FY2023/3	FY2024/3	FY2025/3	FY2026/3
	Actual	Actual	Actual	Actual	Forecast
Net sales	112,913	105,537	118,506	133,696	140,600
Gross profit	38,762	34,859	39,473	46,453	50,200
Gross margin	34.3%	33.0%	33.3%	34.7%	35.7%
SG&A expenses	26,128	25,980	27,810	30,776	33,700
Operating income	12,633	8,879	11,662	15,677	16,500
Operating margin	11.2%	8.4%	9.8%	11.7%	11.7%
Ordinary income	13,155	9,420	12,242	16,217	16,900
Net income attributable to owners of parent	9,351	7,022	8,574	11,098	11,600
EPS (yen)	155.07	116.42	142.10	187.86	196.34
ROE	8.8%	6.2%	7.2%	8.8%	8.8%
New orders	110,948	114,168	123,492	139,640	142,500
Backlog of orders	50,404	59,035	64,022	69,966	71,866



Trends of Consolidated Results by Segment

(Million yen)

		FY2022/3	FY2023/3	FY2024/3	FY2025/3	FY2026/3
		Actual	Actual	Actual	Actual	Forecast
Fire Alarm Systems	Net sales	42,100	39,760	43,259	48,147	51,275
	Operating income	8,617	6,509	7,674	8,528	9,037
	Operating margin	20.5%	16.4%	17.7%	17.7%	17.6%
Fire Extinguishing Systems	Net sales	39,715	32,479	38,275	45,232	49,313
	Operating income	7,197	4,231	5,020	8,352	8,925
	Operating margin	18.1%	13.0%	13.1%	18.5%	18.1%
Maintenance Services	Net sales	26,300	28,518	32,143	34,644	35,200
	Operating income	4,854	5,807	7,259	8,042	8,374
	Operating margin	18.5%	20.4%	22.6%	23.2%	23.8%
Others	Net sales	5,120	5,168	5,309	6,169	5,307
	Operating income	46	283	251	386	625
	Operating margin	0.9%	5.5%	4.7%	6.3%	11.8%
Elimination/ Corporate	Net sales	-322	-388	-481	-497	-497
	Operating income	-8,081	-7,952	-8,542	-9,633	-10,462
Consolidated	Net sales	112,913	105,537	118,506	133,696	140,600
	Operating income	12,633	8,879	11,662	15,677	16,500



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.