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## Data File

### FY2026/3

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## **NOHMI BOSAI LTD.**

Contact

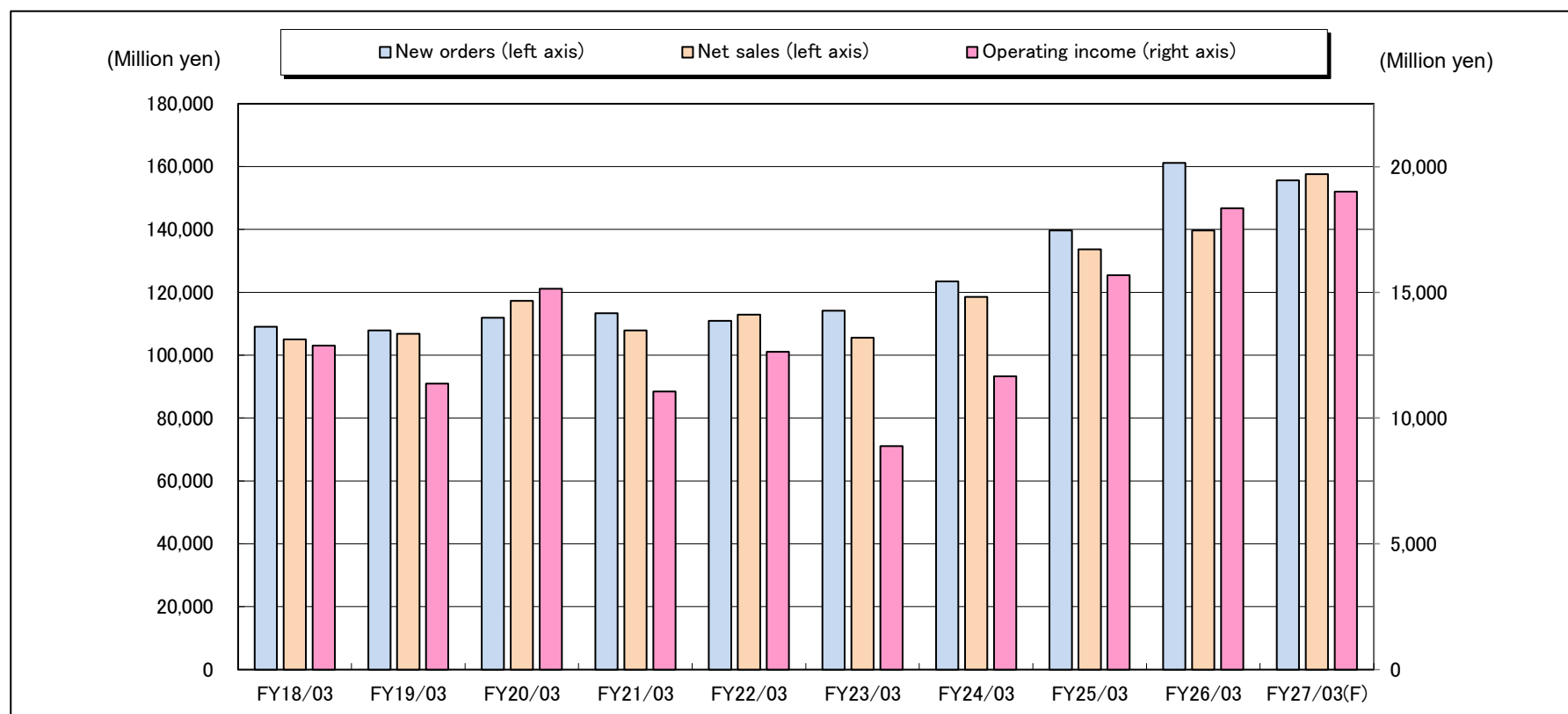
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1. (1) Key Performance Indicators (consolidated)

(Million yen, rounded down)

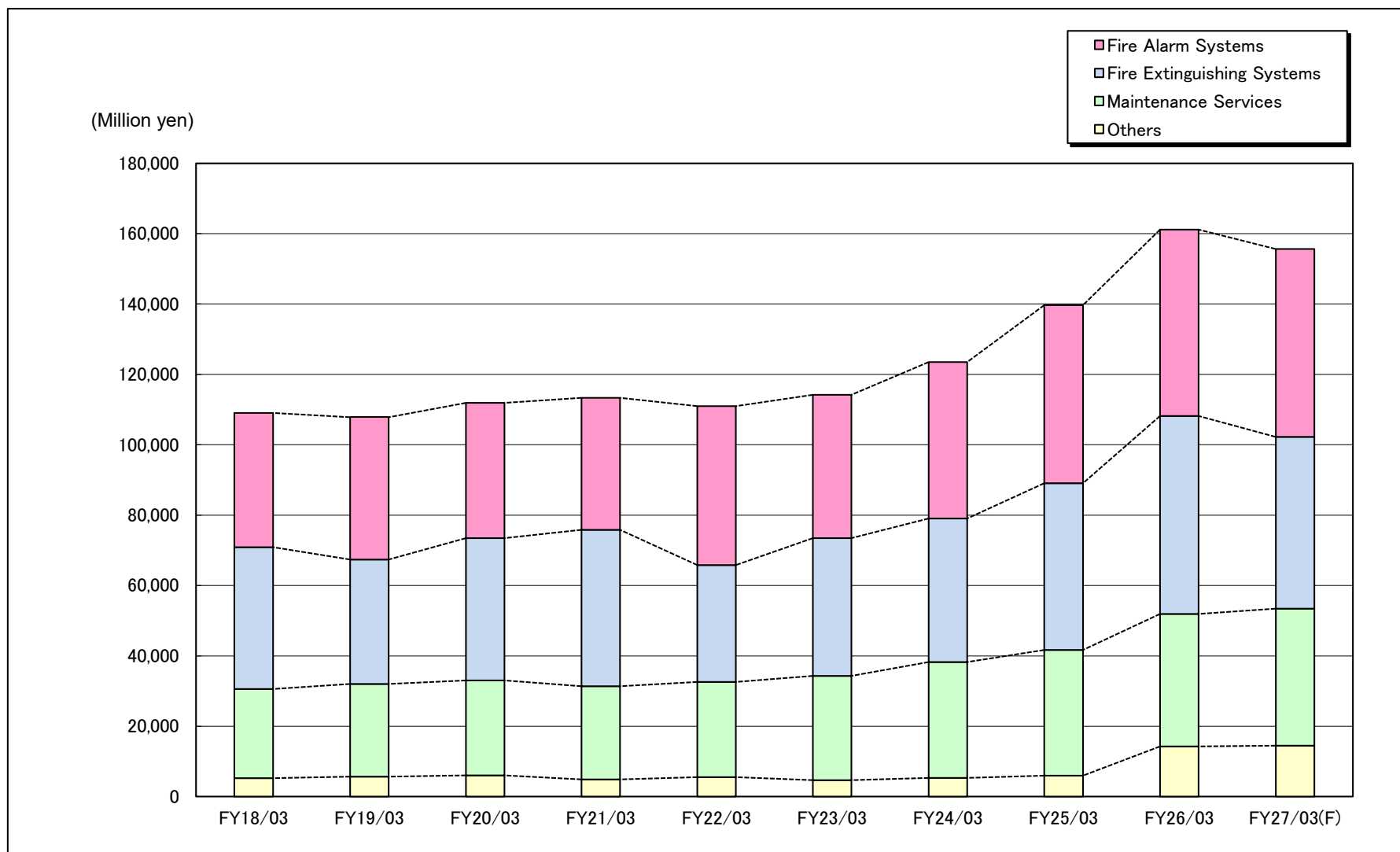
	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03	FY27/03(F)
<b>New orders</b>	<b>109,019</b>	<b>107,860</b>	<b>111,872</b>	<b>113,308</b>	<b>110,948</b>	<b>114,168</b>	<b>123,492</b>	<b>139,640</b>	<b>161,165</b>	<b>155,600</b>
<b>Net sales</b>	<b>105,032</b>	<b>106,774</b>	<b>117,294</b>	<b>107,897</b>	<b>112,913</b>	<b>105,537</b>	<b>118,506</b>	<b>133,696</b>	<b>139,657</b>	<b>157,600</b>
<b>Cost of sales</b>	<b>69,448</b>	<b>71,927</b>	<b>77,989</b>	<b>72,770</b>	<b>74,151</b>	<b>70,678</b>	<b>79,032</b>	<b>87,242</b>	<b>87,338</b>	<b>100,400</b>
% to sales	66.1%	67.4%	66.5%	67.4%	65.7%	67.0%	66.7%	65.3%	62.5%	63.7%
<b>SG&amp;A expenses</b>	<b>22,701</b>	<b>23,480</b>	<b>24,165</b>	<b>24,073</b>	<b>26,128</b>	<b>25,980</b>	<b>27,810</b>	<b>30,776</b>	<b>33,968</b>	<b>38,200</b>
% to sales	21.6%	22.0%	20.6%	22.3%	23.1%	24.6%	23.5%	23.0%	24.3%	24.2%
<b>Operating income</b>	<b>12,881</b>	<b>11,366</b>	<b>15,139</b>	<b>11,053</b>	<b>12,633</b>	<b>8,879</b>	<b>11,662</b>	<b>15,677</b>	<b>18,349</b>	<b>19,000</b>
% to sales	12.3%	10.6%	12.9%	10.2%	11.2%	8.4%	9.8%	11.7%	13.1%	12.1%
<b>Ordinary income</b>	<b>13,073</b>	<b>11,644</b>	<b>15,448</b>	<b>11,494</b>	<b>13,155</b>	<b>9,420</b>	<b>12,242</b>	<b>16,217</b>	<b>19,361</b>	<b>19,840</b>
% to sales	12.4%	10.9%	13.2%	10.7%	11.7%	8.9%	10.3%	12.1%	13.9%	12.6%
<b>Net income attributable to owners of parent</b>	<b>9,135</b>	<b>7,804</b>	<b>10,516</b>	<b>7,620</b>	<b>9,351</b>	<b>7,022</b>	<b>8,574</b>	<b>11,098</b>	<b>13,648</b>	<b>13,310</b>
% to sales	8.7%	7.3%	9.0%	7.1%	8.3%	6.7%	7.2%	8.3%	9.8%	8.4%



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

(Million yen, rounded down)

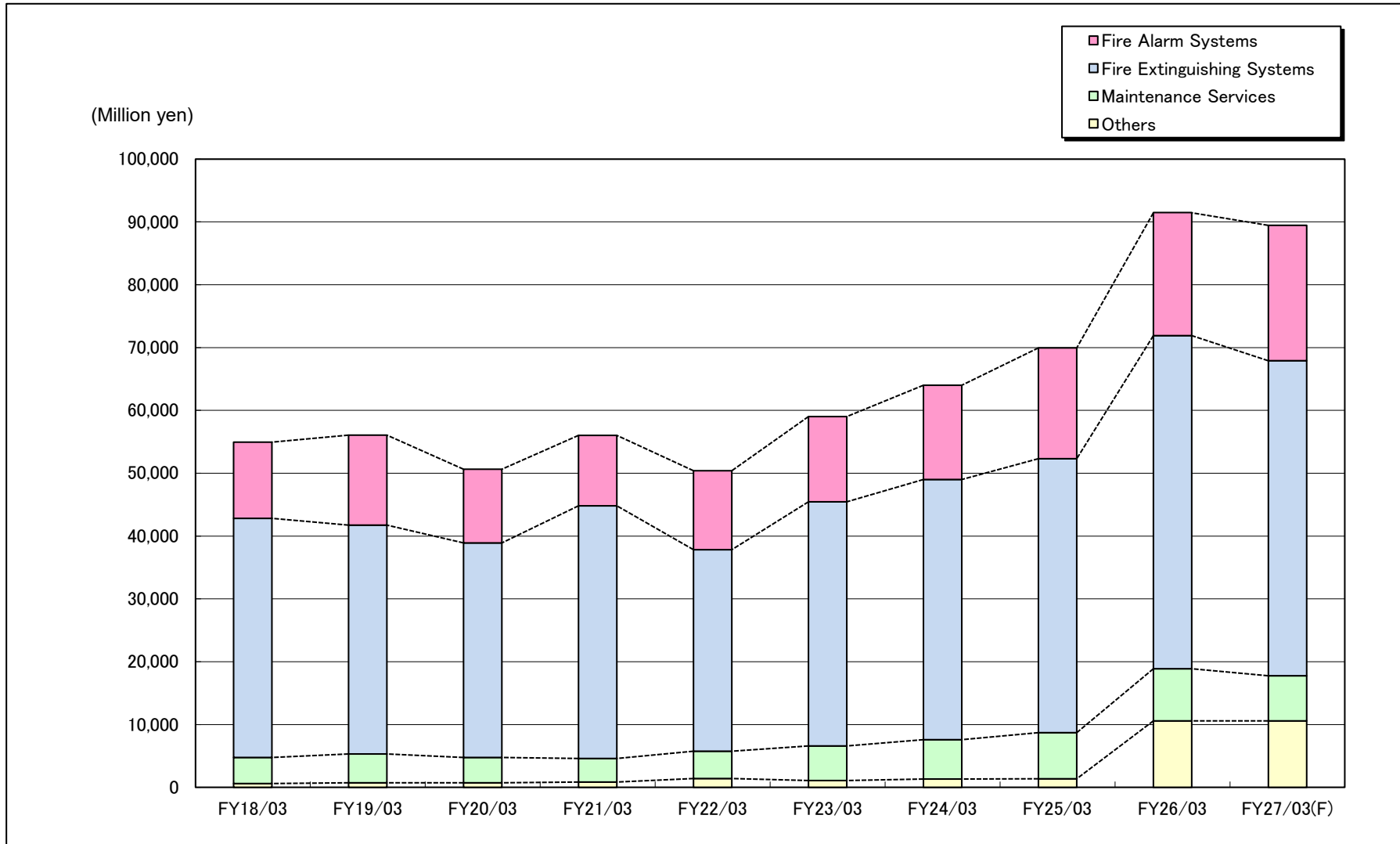
	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03	FY27/03(F)
Fire Alarm Systems	38,106	40,467	38,441	37,466	45,169	40,707	44,444	50,565	52,960	53,400
Fire Extinguishing Systems	40,323	35,398	40,419	44,469	33,163	39,158	40,773	47,365	56,264	48,800
Maintenance Services	25,296	26,277	26,935	26,436	27,067	29,640	32,936	35,701	37,678	38,900
Others	5,292	5,716	6,075	4,936	5,547	4,662	5,338	6,008	14,261	14,500
<b>Total</b>	<b>109,019</b>	<b>107,860</b>	<b>111,872</b>	<b>113,308</b>	<b>110,948</b>	<b>114,168</b>	<b>123,492</b>	<b>139,640</b>	<b>161,165</b>	<b>155,600</b>



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

(Million yen, rounded down)

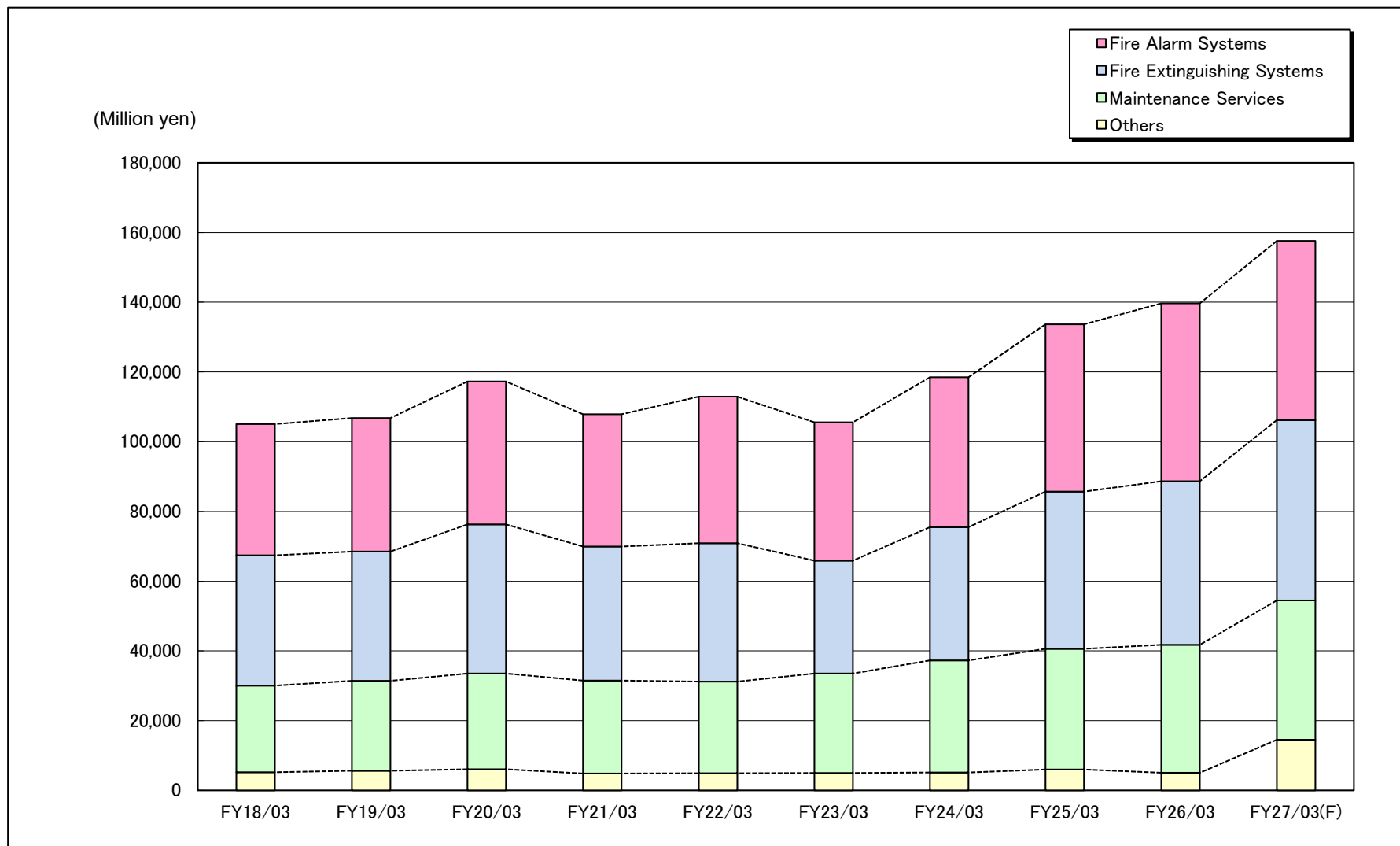
	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03	FY27/03(F)
Fire Alarm Systems	12,133	14,303	11,728	11,243	12,550	13,594	15,033	17,627	19,571	21,571
Fire Extinguishing Systems	38,081	36,439	34,133	40,187	32,080	38,857	41,385	43,631	53,022	50,122
Maintenance Services	4,125	4,571	4,024	3,773	4,364	5,487	6,281	7,338	8,282	7,182
Others	631	742	747	840	1,409	1,096	1,321	1,368	10,597	10,597
<b>Total</b>	<b>54,971</b>	<b>56,056</b>	<b>50,634</b>	<b>56,045</b>	<b>50,404</b>	<b>59,035</b>	<b>64,022</b>	<b>69,966</b>	<b>91,474</b>	<b>89,474</b>



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

(Million yen, rounded down)

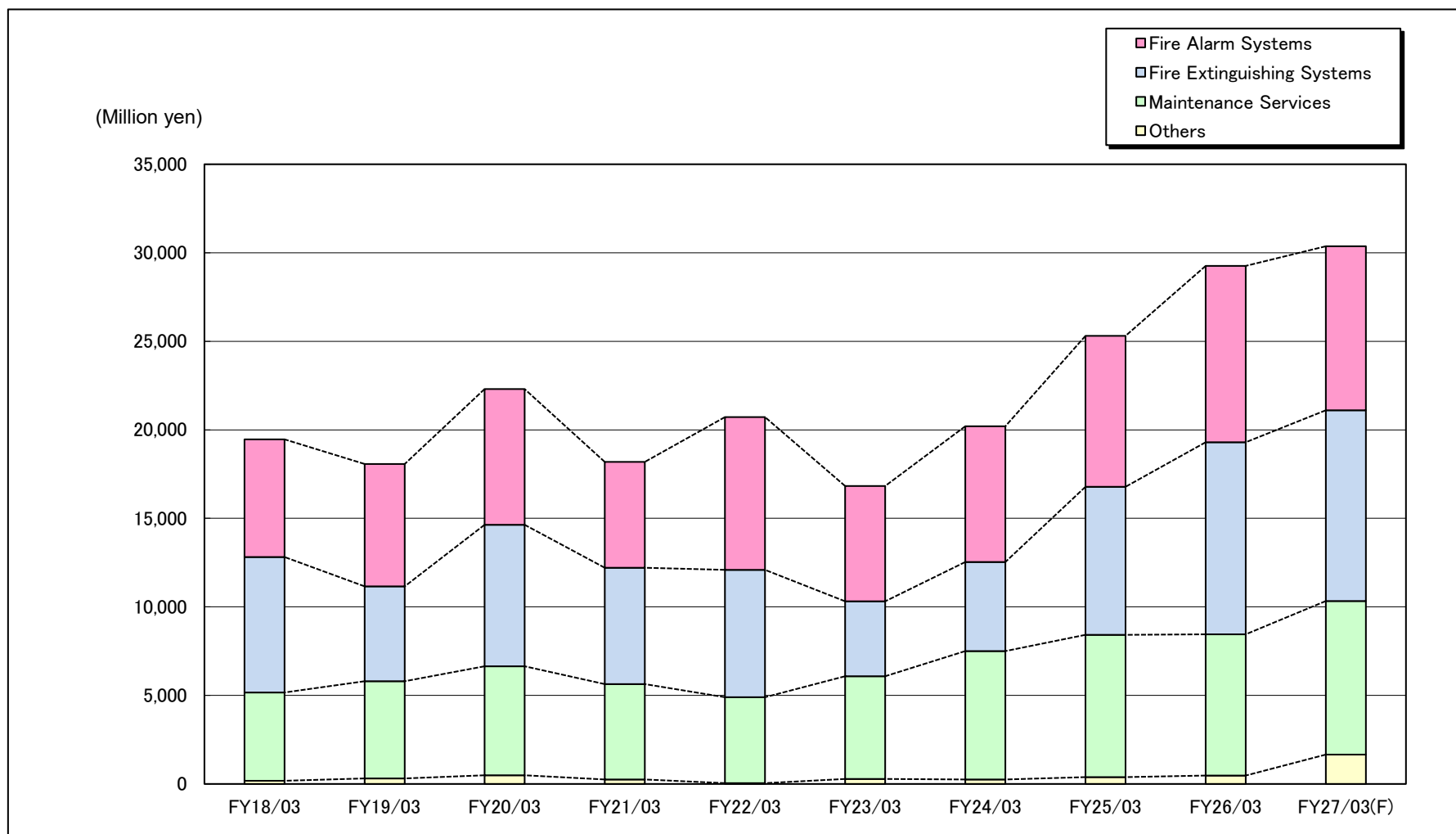
	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03	FY27/03(F)
Fire Alarm Systems	37,641	38,297	41,015	37,952	42,036	39,663	43,005	47,971	51,017	51,400
Fire Extinguishing Systems	37,328	37,040	42,725	38,415	39,647	32,381	38,245	45,119	46,873	51,700
Maintenance Services	24,889	25,830	27,482	26,687	26,299	28,517	32,143	34,644	36,734	40,000
Others	5,172	5,605	6,070	4,842	4,929	4,975	5,113	5,961	5,032	14,500
<b>Total</b>	<b>105,032</b>	<b>106,774</b>	<b>117,294</b>	<b>107,897</b>	<b>112,913</b>	<b>105,537</b>	<b>118,506</b>	<b>133,696</b>	<b>139,657</b>	<b>157,600</b>



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

(Million yen, rounded down)

	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03	FY27/03(F)
Fire Alarm Systems	6,640	6,911	7,672	5,979	8,617	6,509	7,674	8,528	9,958	9,270
Fire Extinguishing Systems	7,647	5,349	7,984	6,568	7,197	4,231	5,020	8,352	10,842	10,763
Maintenance Services	4,987	5,488	6,162	5,392	4,854	5,807	7,259	8,042	7,979	8,673
Others	185	319	490	253	46	283	251	386	473	1,663
<b>Total</b>	<b>19,460</b>	<b>18,068</b>	<b>22,308</b>	<b>18,194</b>	<b>20,715</b>	<b>16,832</b>	<b>20,205</b>	<b>25,310</b>	<b>29,255</b>	<b>30,370</b>
Elimination/ Corporate	- 6,578	- 6,701	- 7,168	- 7,140	- 8,081	- 7,952	- 8,542	- 9,633	- 10,905	- 11,370
<b>Operating income</b>	<b>12,881</b>	<b>11,366</b>	<b>15,139</b>	<b>11,053</b>	<b>12,633</b>	<b>8,879</b>	<b>11,662</b>	<b>15,677</b>	<b>18,349</b>	<b>19,000</b>



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

(Million yen, rounded down)

Items	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03	FY27/03(F)
Remuneration for directors	631	722	715	553	560	579	594	564	610	—
Salaries/wages/allowance	7,759	7,898	7,988	8,354	8,624	8,873	9,196	9,760	10,809	—
Provision for bonuses	1,992	1,981	2,190	2,090	2,228	2,133	2,211	2,860	2,779	—
Bonuses	821	849	884	935	972	940	1,068	1,372	1,550	—
Welfare expenses	1,687	1,725	1,785	1,855	1,921	1,899	2,063	2,287	2,425	—
Provision for retirement benefits for directors	86	17	21	19	19	16	19	32	25	—
Retirement benefit expenses	1,014	1,027	1,007	978	1,072	1,060	954	844	727	—
<b>Total personnel expenses</b>	<b>13,994</b>	<b>14,221</b>	<b>14,593</b>	<b>14,787</b>	<b>15,399</b>	<b>15,502</b>	<b>16,108</b>	<b>17,722</b>	<b>18,927</b>	<b>20,400</b>
Provision of allowance for doubtful accounts	1	44	7	- 10	164	- 99	190	- 53	- 3	—
Outsourcing expenses	1,157	1,219	1,329	1,370	1,865	1,931	2,076	2,552	3,229	—
Rent expenses	1,278	1,455	1,505	1,561	1,532	1,598	1,760	1,965	2,208	—
Depreciation	708	746	813	925	956	959	1,026	1,117	1,157	—
Research and development expenses	2,035	2,240	2,107	2,289	2,484	2,345	2,420	2,681	3,033	—
Other	3,526	3,552	3,809	3,148	3,726	3,742	4,227	4,791	5,416	—
Membership fee	(90)	(91)	(89)	(85)	(76)	(78)	(87)	(101)	(105)	—
Advertising expenses	(213)	(222)	(234)	(195)	(456)	(304)	(343)	(364)	(473)	—
Repair and maintenance expenses	(281)	(292)	(303)	(286)	(320)	(295)	(356)	(483)	(400)	—
Stationery expenses	(172)	(173)	(167)	(161)	(157)	(148)	(161)	(168)	(172)	—
Utilities expenses	(121)	(127)	(121)	(115)	(123)	(145)	(143)	(150)	(155)	—
Design fee	(314)	(297)	(312)	(336)	(355)	(359)	(371)	(386)	(415)	—
Entertainment expenses	(391)	(435)	(423)	(225)	(262)	(401)	(459)	(532)	(588)	—
Taxes and dues	(601)	(573)	(599)	(571)	(595)	(594)	(619)	(701)	(734)	—
Communication expenses	(235)	(220)	(226)	(228)	(239)	(248)	(250)	(273)	(296)	—
Insurance expenses	(205)	(215)	(322)	(245)	(271)	(255)	(252)	(273)	(297)	—
Travel and transportation expenses	(573)	(603)	(592)	(364)	(411)	(563)	(626)	(675)	(762)	—
Other	(323)	(299)	(414)	(334)	(456)	(346)	(554)	(680)	(1,012)	—
<b>Total non-personnel expenses</b>	<b>8,707</b>	<b>9,259</b>	<b>9,572</b>	<b>9,285</b>	<b>10,729</b>	<b>10,477</b>	<b>11,701</b>	<b>13,054</b>	<b>15,041</b>	<b>17,800</b>
<b>Total SG&amp;A Expenses</b>	<b>22,701</b>	<b>23,480</b>	<b>24,165</b>	<b>24,073</b>	<b>26,128</b>	<b>25,980</b>	<b>27,810</b>	<b>30,776</b>	<b>33,968</b>	<b>38,200</b>

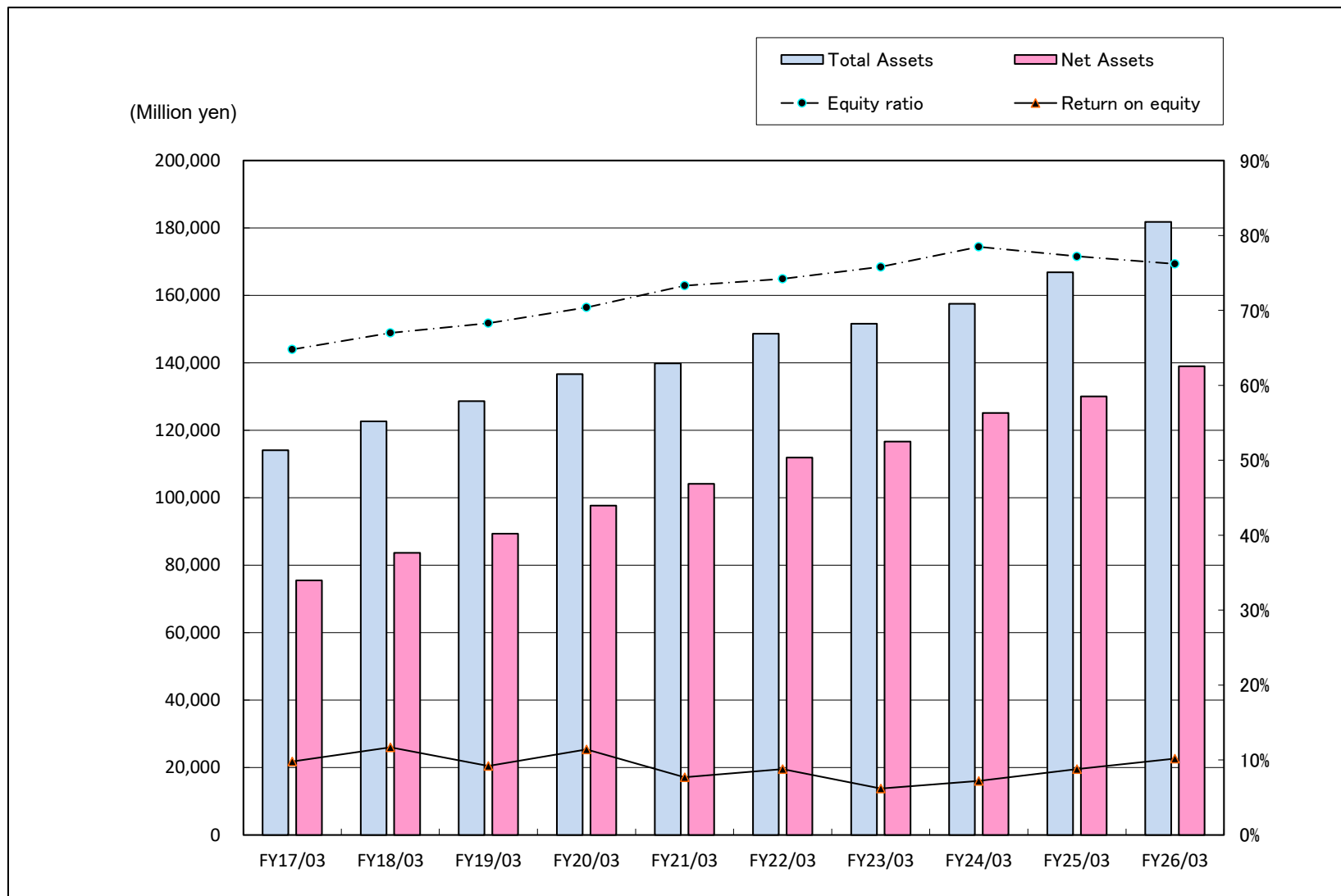
\* Personnel and non-personnel expenses in research and development expenses are as follows

Research and development expenses	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03	FY27/03(F)
<b>Personnel expenses</b>	871	947	977	1,020	1,113	1,127	1,150	1,264	1,300	1,360
<b>Non-personnel expenses</b>	1,164	1,293	1,130	1,269	1,371	1,217	1,270	1,417	1,733	2,350

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

(Million yen, rounded down)

	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03
Total Assets	114,093	122,617	128,628	136,666	139,875	148,599	151,602	157,485	166,877	181,811
Net Assets	75,448	83,684	89,362	97,671	104,122	111,891	116,635	125,166	130,030	138,986
Equity ratio	64.8%	67.0%	68.3%	70.4%	73.3%	74.2%	75.8%	78.5%	77.2%	76.2%
Return on equity	9.8%	11.7%	9.2%	11.4%	7.7%	8.8%	6.2%	7.2%	8.8%	10.2%



2. Other Indicators (non-consolidated)

(Rounded down)

	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03	FY27/03(F)
Number of employees	1,522	1,578	1,631	1,679	1,716	1,742	1,814	1,869	1,961	—
Sales per employee (Million yen)	55	51	55	49	52	46	49	55	55	—
Operating income per employee (Thousand yen)	7,022	5,721	7,169	4,818	5,876	3,539	4,497	6,162	7,064	—
Capital expenditure (Million yen)	1,903	1,130	1,417	3,366	3,081	2,358	1,779	1,512	4,038	2,244
Depreciation (Million yen)	1,339	1,530	1,636	1,766	1,841	2,000	2,084	2,109	2,128	2,467
R&D expenses (Million yen)	2,066	2,245	2,136	2,317	2,506	2,365	2,445	2,706	3,043	3,728
Financial income/expenses (Million yen)	281	338	322	335	385	437	434	656	896	764