
Data File FY2025/3

1 Consolidated Performance	
(1) Key Performance Indicators	1
(2) New orders by Segment	2
(3) Backlog of Orders by Segment	3
(4) Net Sales by Segment	4
(5) Operating Income by Segment	5
(6) SG&A Expenses	6
(7) Total Assets & Shareholders' Equity	7
2 Other Indicators (non-consolidated)	8

NOHMI BOSAI LTD.

Contact

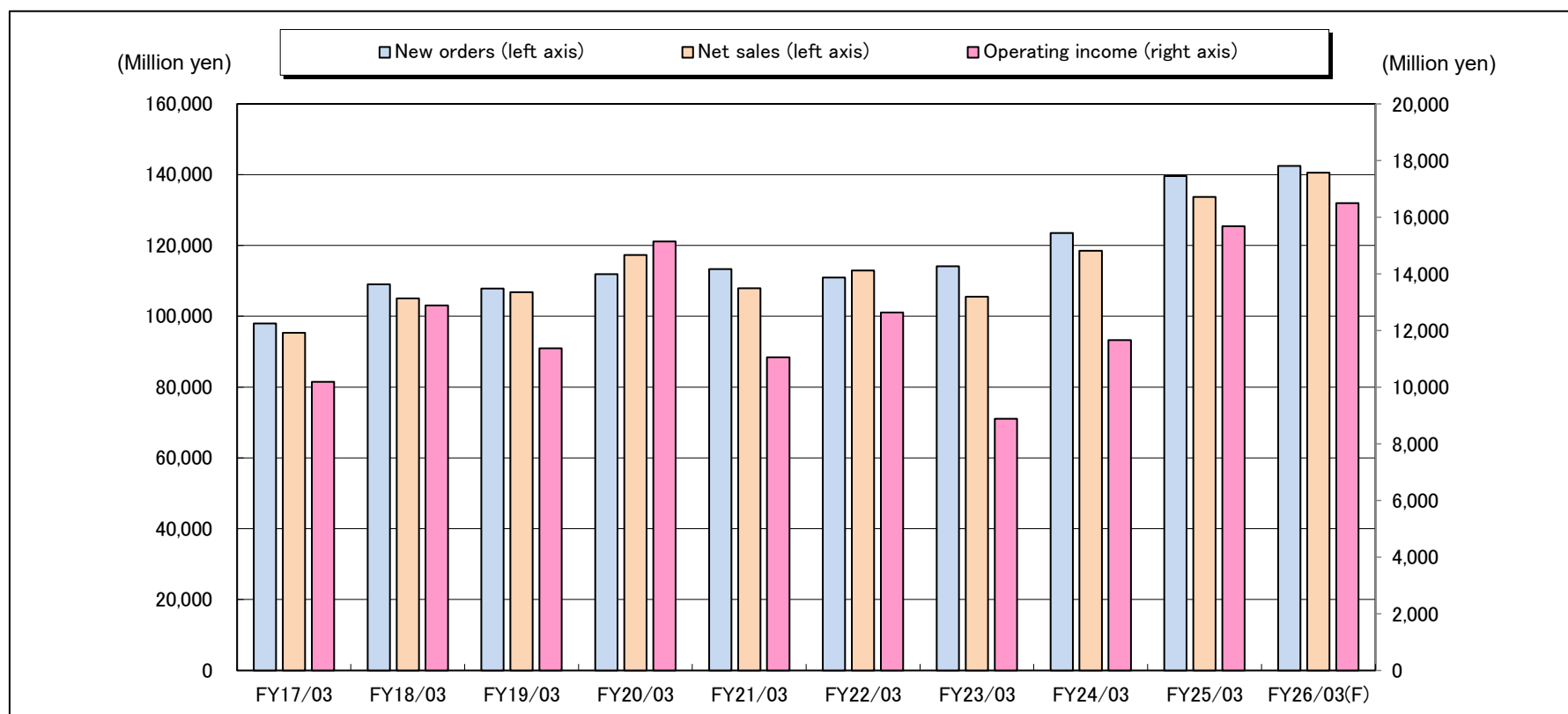
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1. (1) Key Performance Indicators (consolidated)

(Million yen, rounded down)

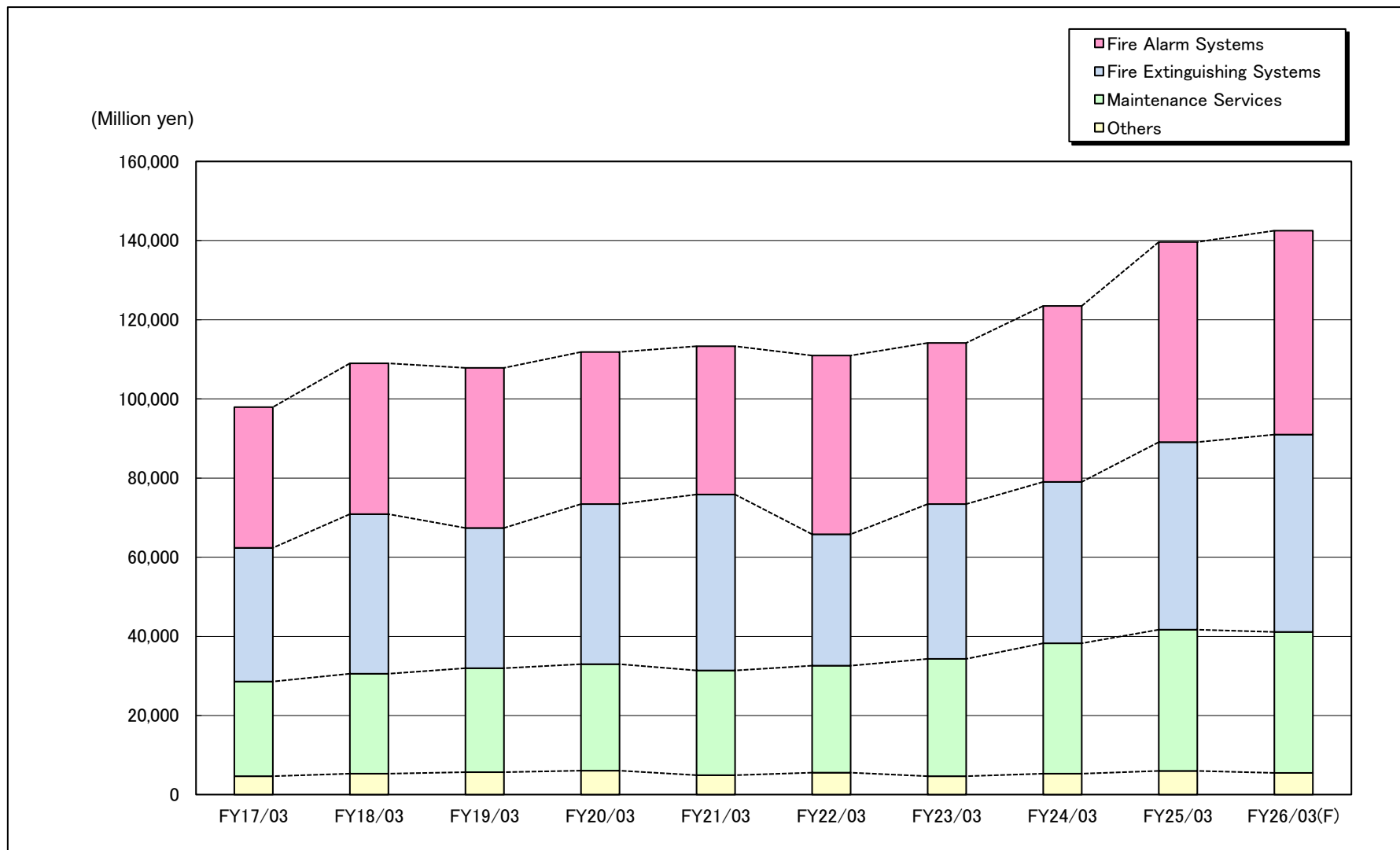
	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03(F)
New orders	97,946	109,019	107,860	111,872	113,308	110,948	114,168	123,492	139,640	142,500
Net sales	95,328	105,032	106,774	117,294	107,897	112,913	105,537	118,506	133,696	140,600
Cost of sales	63,232	69,448	71,927	77,989	72,770	74,151	70,678	79,032	87,242	90,400
% to sales	66.3%	66.1%	67.4%	66.5%	67.4%	65.7%	67.0%	66.7%	65.3%	64.3%
SG&A expenses	21,905	22,701	23,480	24,165	24,073	26,128	25,980	27,810	30,776	33,700
% to sales	23.0%	21.6%	22.0%	20.6%	22.3%	23.1%	24.6%	23.5%	23.0%	24.0%
Operating income	10,190	12,881	11,366	15,139	11,053	12,633	8,879	11,662	15,677	16,500
% to sales	10.7%	12.3%	10.6%	12.9%	10.2%	11.2%	8.4%	9.8%	11.7%	11.7%
Ordinary income	10,425	13,073	11,644	15,448	11,494	13,155	9,420	12,242	16,217	16,900
% to sales	10.9%	12.4%	10.9%	13.2%	10.7%	11.7%	8.9%	10.3%	12.1%	12.0%
Net income attributable to owners of parent	6,942	9,135	7,804	10,516	7,620	9,351	7,022	8,574	11,098	11,600
% to sales	7.3%	8.7%	7.3%	9.0%	7.1%	8.3%	6.7%	7.2%	8.3%	8.3%



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

(Million yen, rounded down)

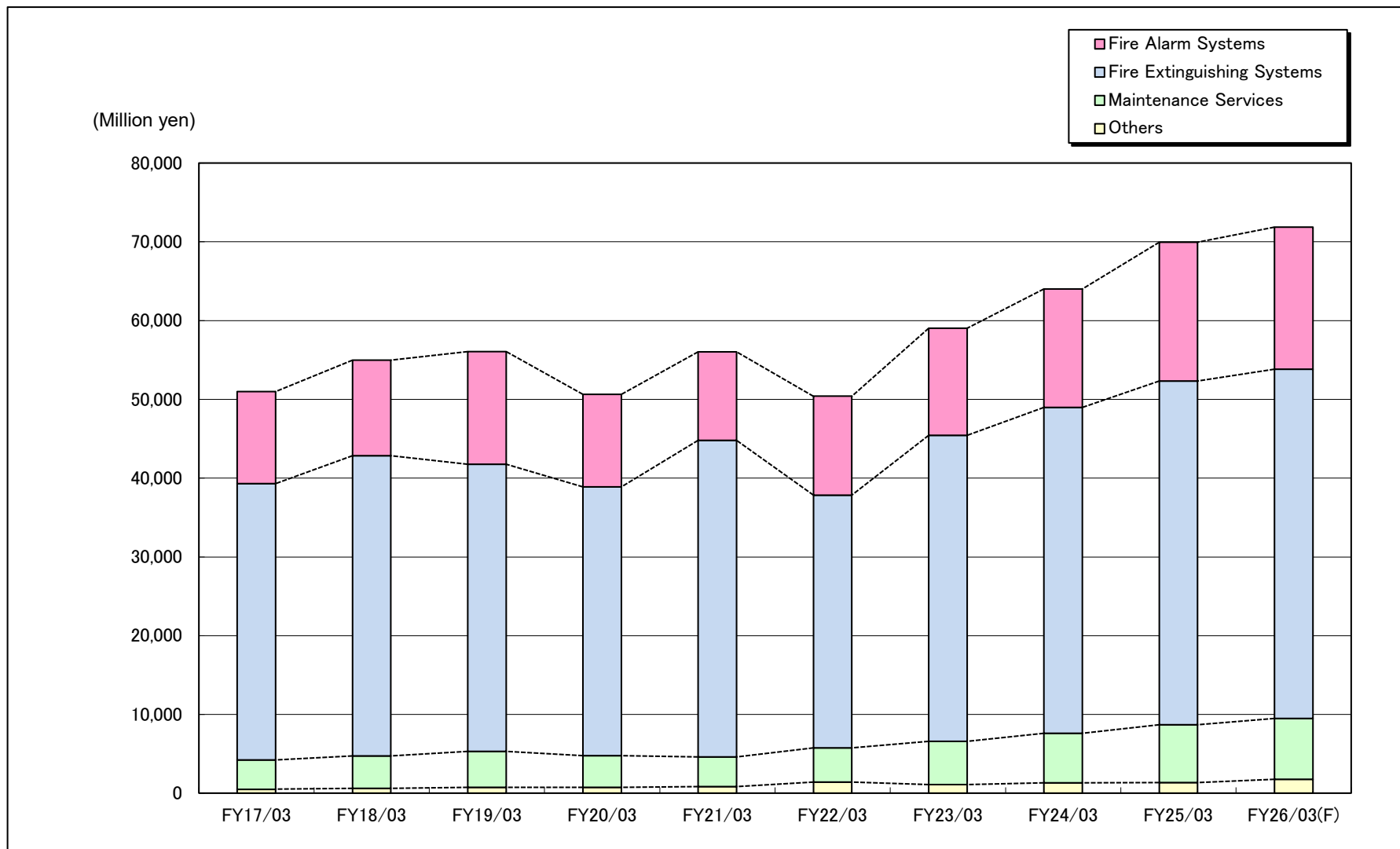
	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03(F)
Fire Alarm Systems	35,592	38,106	40,467	38,441	37,466	45,169	40,707	44,444	50,565	51,500
Fire Extinguishing Systems	33,742	40,323	35,398	40,419	44,469	33,163	39,158	40,773	47,365	49,900
Maintenance Services	23,938	25,296	26,277	26,935	26,436	27,067	29,640	32,936	35,701	35,600
Others	4,673	5,292	5,716	6,075	4,936	5,547	4,662	5,338	6,008	5,500
Total	97,946	109,019	107,860	111,872	113,308	110,948	114,168	123,492	139,640	142,500



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

(Million yen, rounded down)

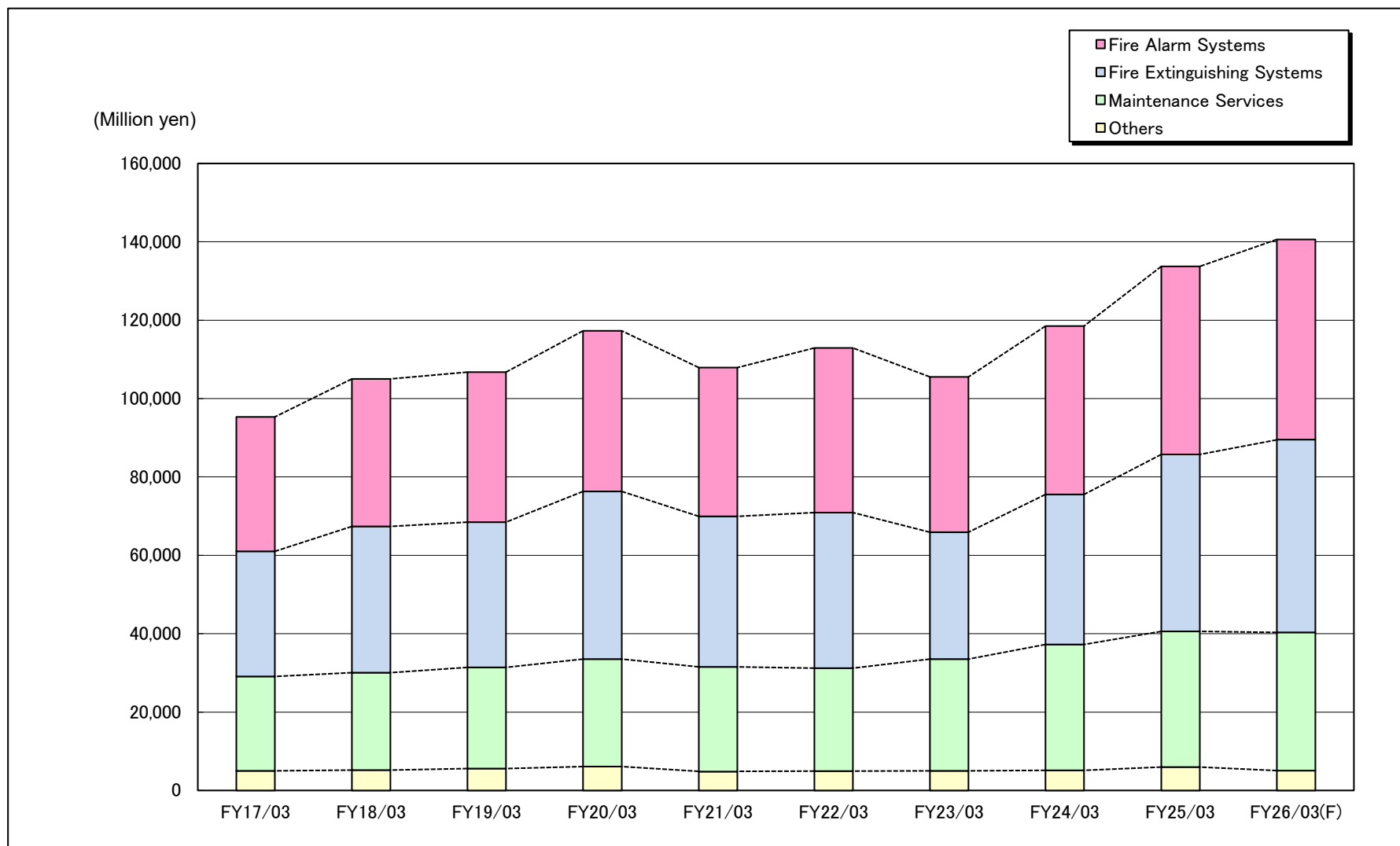
	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03(F)
Fire Alarm Systems	11,668	12,133	14,303	11,728	11,243	12,550	13,594	15,033	17,627	18,027
Fire Extinguishing Systems	35,085	38,081	36,439	34,133	40,187	32,080	38,857	41,385	43,631	44,331
Maintenance Services	3,718	4,125	4,571	4,024	3,773	4,364	5,487	6,281	7,338	7,738
Others	510	631	742	747	840	1,409	1,096	1,321	1,368	1,768
Total	50,983	54,971	56,056	50,634	56,045	50,404	59,035	64,022	69,966	71,866



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

(Million yen, rounded down)

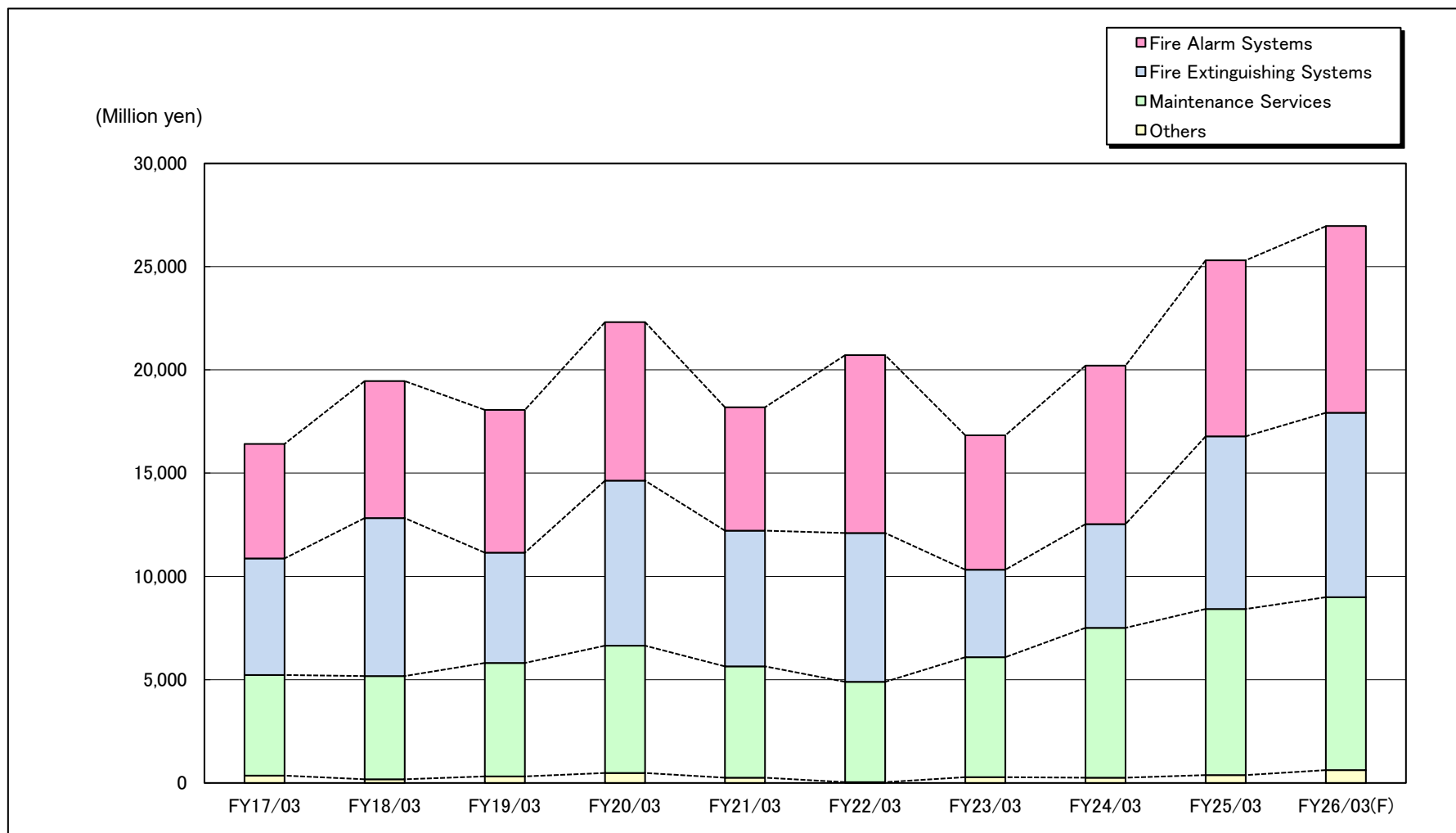
	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03(F)
Fire Alarm Systems	34,332	37,641	38,297	41,015	37,952	42,036	39,663	43,005	47,971	51,100
Fire Extinguishing Systems	31,903	37,328	37,040	42,725	38,415	39,647	32,381	38,245	45,119	49,200
Maintenance Services	24,082	24,889	25,830	27,482	26,687	26,299	28,517	32,143	34,644	35,200
Others	5,010	5,172	5,605	6,070	4,842	4,929	4,975	5,113	5,961	5,100
Total	95,328	105,032	106,774	117,294	107,897	112,913	105,537	118,506	133,696	140,600



1. (5) Operating Income by Segment (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(F)
Fire Alarm Systems	5,544	6,640	6,911	7,672	5,979	8,617	6,509	7,674	8,528	9,037
Fire Extinguishing Systems	5,638	7,647	5,349	7,984	6,568	7,197	4,231	5,020	8,352	8,925
Maintenance Services	4,878	4,987	5,488	6,162	5,392	4,854	5,807	7,259	8,042	8,374
Others	353	185	319	490	253	46	283	251	386	625
Total	16,415	19,460	18,068	22,308	18,194	20,715	16,832	20,205	25,310	26,962
Elimination/ Corporate	- 6,225	- 6,578	- 6,701	- 7,168	- 7,140	- 8,081	- 7,952	- 8,542	- 9,633	- 10,462
Operating income	10,190	12,881	11,366	15,139	11,053	12,633	8,879	11,662	15,677	16,500



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

(Million yen, rounded down)

Items	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03(F)
Remuneration for directors	598	631	722	715	553	560	579	594	564	—
Salaries/wages/allowance	7,577	7,759	7,898	7,988	8,354	8,624	8,873	9,196	9,760	—
Provision for bonuses	1,827	1,992	1,981	2,190	2,090	2,228	2,133	2,211	2,860	—
Bonuses	806	821	849	884	935	972	940	1,068	1,372	—
Welfare expenses	1,651	1,687	1,725	1,785	1,855	1,921	1,899	2,063	2,287	—
Provision for retirement benefits for directors	75	86	17	21	19	19	16	19	32	—
Retirement benefit expenses	1,081	1,014	1,027	1,007	978	1,072	1,060	954	844	—
Total personnel expenses	13,617	13,994	14,221	14,593	14,787	15,399	15,502	16,108	17,722	18,100
Provision of allowance for doubtful accounts	14	1	44	7	- 10	164	- 99	190	- 53	—
Outsourcing expenses	1,048	1,157	1,219	1,329	1,370	1,865	1,931	2,076	2,552	—
Rent expenses	1,270	1,278	1,455	1,505	1,561	1,532	1,598	1,760	1,965	—
Depreciation	570	708	746	813	925	956	959	1,026	1,117	—
Research and development expenses	1,778	2,035	2,240	2,107	2,289	2,484	2,345	2,420	2,681	—
Other	3,605	3,526	3,552	3,809	3,148	3,726	3,742	4,227	4,791	—
Membership fee	(87)	(90)	(91)	(89)	(85)	(76)	(78)	(87)	(101)	—
Advertising expenses	(196)	(213)	(222)	(234)	(195)	(456)	(304)	(343)	(364)	—
Repair and maintenance expenses	(239)	(281)	(292)	(303)	(286)	(320)	(295)	(356)	(483)	—
Stationery expenses	(174)	(172)	(173)	(167)	(161)	(157)	(148)	(161)	(168)	—
Utilities expenses	(113)	(121)	(127)	(121)	(115)	(123)	(145)	(143)	(150)	—
Design fee	(338)	(314)	(297)	(312)	(336)	(355)	(359)	(371)	(386)	—
Entertainment expenses	(449)	(391)	(435)	(423)	(225)	(262)	(401)	(459)	(532)	—
Taxes and dues	(529)	(601)	(573)	(599)	(571)	(595)	(594)	(619)	(701)	—
Communication expenses	(234)	(235)	(220)	(226)	(228)	(239)	(248)	(250)	(273)	—
Insurance expenses	(207)	(205)	(215)	(322)	(245)	(271)	(255)	(252)	(273)	—
Travel and transportation expenses	(561)	(573)	(603)	(592)	(364)	(411)	(563)	(626)	(675)	—
Other	(473)	(323)	(299)	(414)	(334)	(456)	(346)	(554)	(680)	—
Total non-personnel expenses	8,288	8,707	9,259	9,572	9,285	10,729	10,477	11,701	13,054	15,600
Total SG&A Expenses	21,905	22,701	23,480	24,165	24,073	26,128	25,980	27,810	30,776	33,700

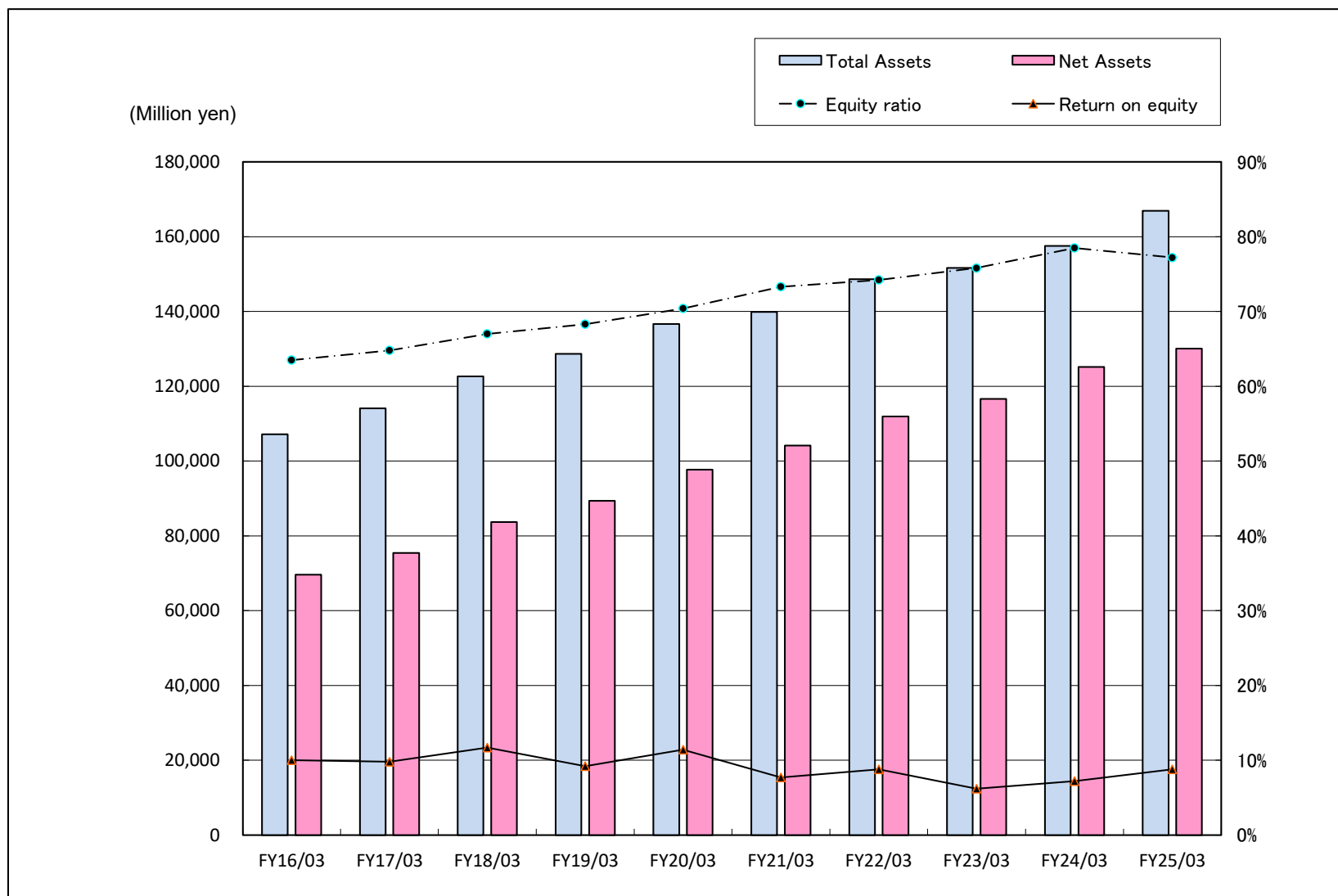
* Personnel and non-personnel expenses in research and development expenses are as follows

Research and development expenses	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03(F)
Personnel expenses	850	871	947	977	1,020	1,113	1,127	1,150	1,264	1,320
Non-personnel expenses	928	1,164	1,293	1,130	1,269	1,371	1,217	1,270	1,417	2,000

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

(Million yen, rounded down)

	FY16/03	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03
Total Assets	107,145	114,093	122,617	128,628	136,666	139,875	148,599	151,602	157,485	166,877
Net Assets	69,627	75,448	83,684	89,362	97,671	104,122	111,891	116,635	125,166	130,030
Equity ratio	63.5%	64.8%	67.0%	68.3%	70.4%	73.3%	74.2%	75.8%	78.5%	77.2%
Return on equity	10.0%	9.8%	11.7%	9.2%	11.4%	7.7%	8.8%	6.2%	7.2%	8.8%



2. Other Indicators (non-consolidated)

(Rounded down)

	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03	FY25/03	FY26/03(F)
Number of employees	1,466	1,522	1,578	1,631	1,679	1,716	1,742	1,814	1,869	—
Sales per employee (Million yen)	51	55	51	55	49	52	46	49	55	—
Operating income per employee (Thousand yen)	5,081	7,022	5,721	7,169	4,818	5,876	3,539	4,497	6,162	—
Capital expenditure (Million yen)	3,190	1,903	1,130	1,417	3,366	3,081	2,358	1,779	1,512	2,718
Depreciation (Million yen)	1,099	1,339	1,530	1,636	1,766	1,841	2,000	2,084	2,109	2,425
R&D expenses (Million yen)	1,797	2,066	2,245	2,136	2,317	2,506	2,365	2,445	2,706	3,333
Financial income/expenses (Million yen)	275	281	338	322	335	385	437	434	656	652