
Data File FY2023/3

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NOHMI BOSAI LTD.

Contact

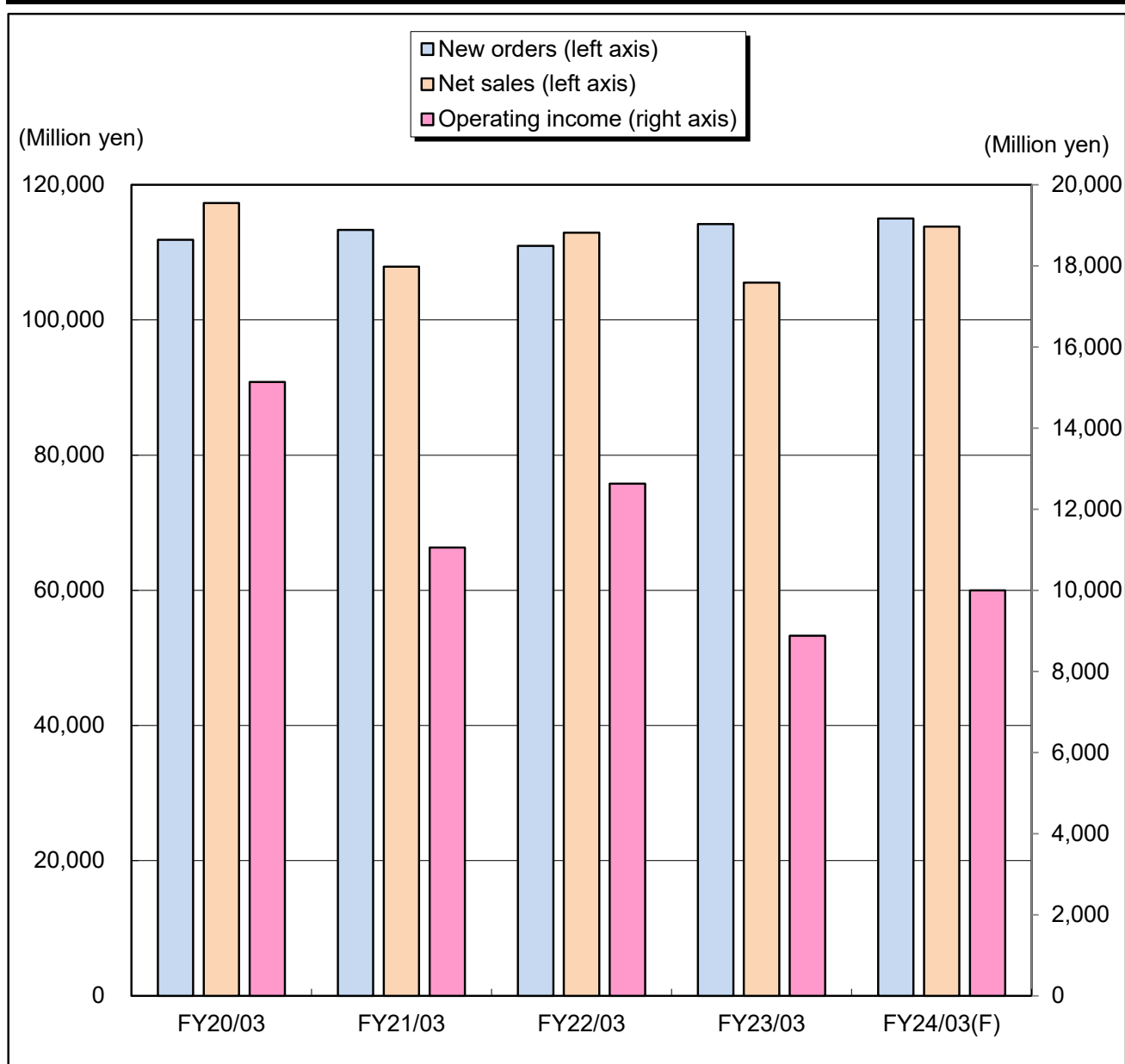
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1. (1) Key Performance Indicators (consolidated)

(Million yen, rounded down)

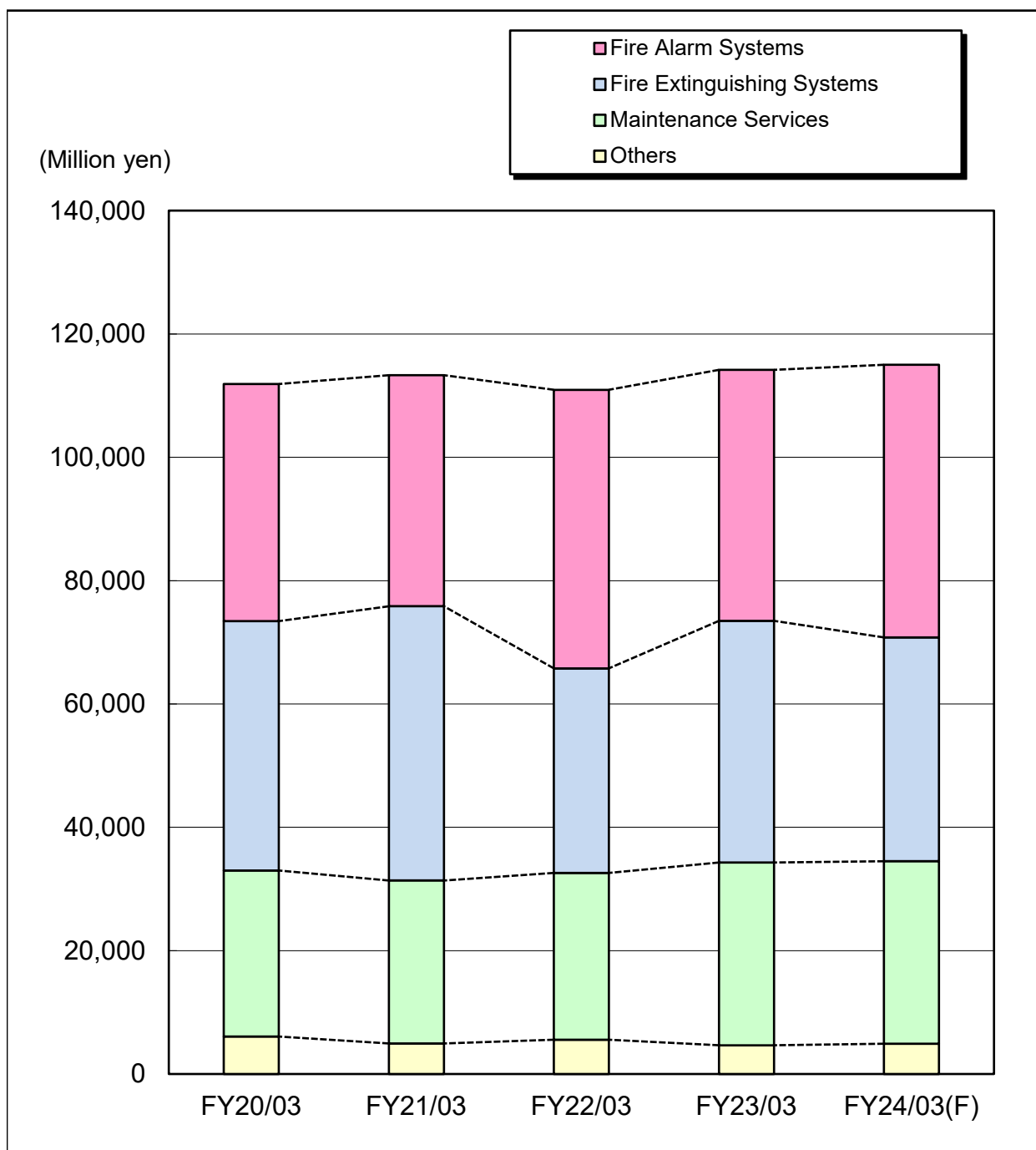
	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03(F)
New orders	111,872	113,308	110,948	114,168	115,000
Net sales	117,294	107,897	112,913	105,537	113,800
Cost of sales	77,989	72,770	74,151	70,678	75,890
% to sales	66.5%	67.4%	65.7%	67.0%	66.7%
SG&A expenses	24,165	24,073	26,128	25,980	27,910
% to sales	20.6%	22.3%	23.1%	24.6%	24.5%
Operating income	15,139	11,053	12,633	8,879	10,000
% to sales	12.9%	10.2%	11.2%	8.4%	8.8%
Ordinary income	15,448	11,494	13,155	9,420	10,300
% to sales	13.2%	10.7%	11.7%	8.9%	9.1%
Net income attributable to owners of parent	10,516	7,620	9,351	7,022	7,230
% to sales	9.0%	7.1%	8.3%	6.7%	6.4%



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

(Million yen, rounded down)

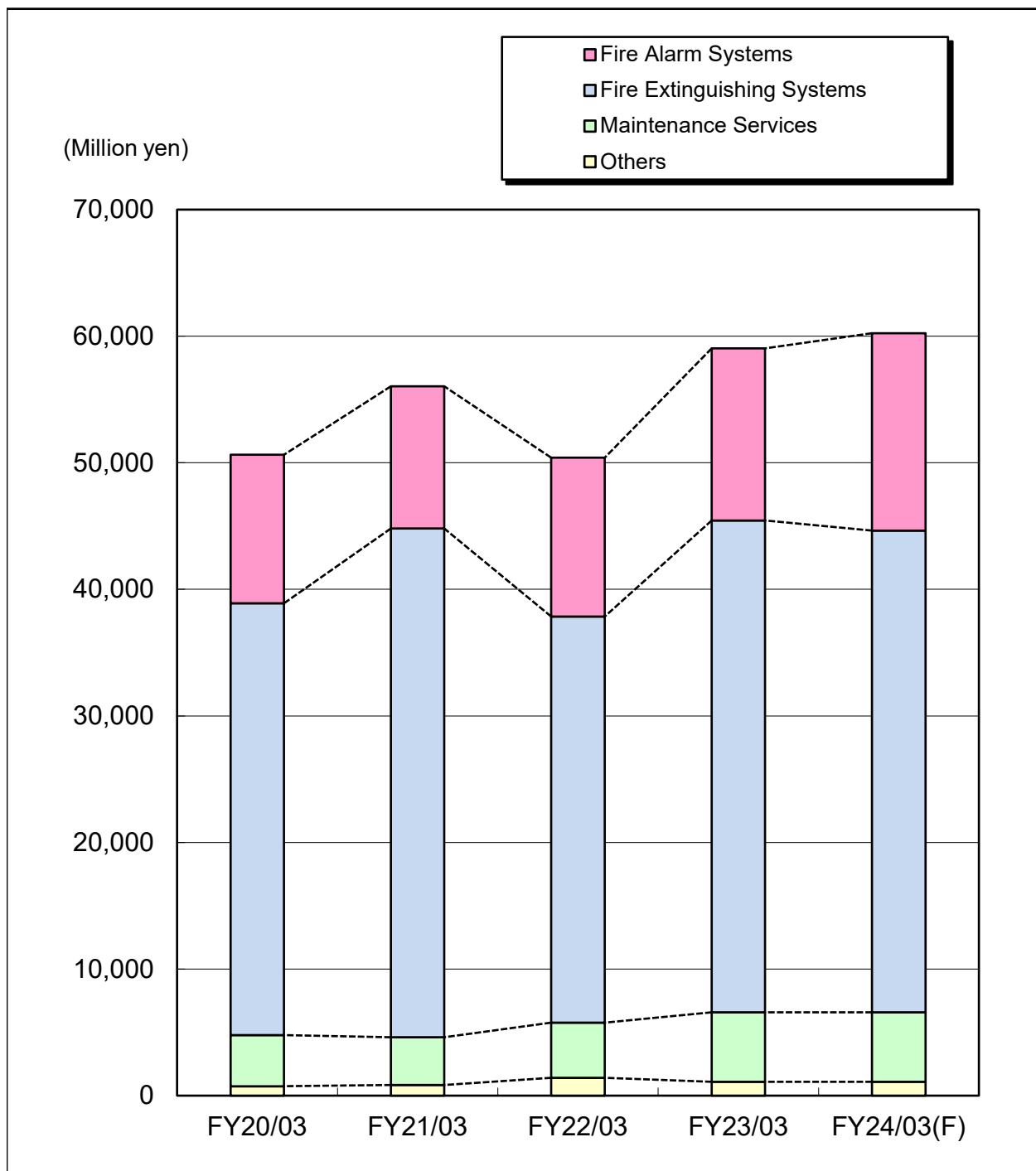
	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03(F)
Fire Alarm Systems	38,441	37,466	45,169	40,707	44,200
Fire Extinguishing Systems	40,419	44,469	33,163	39,158	36,300
Maintenance Services	26,935	26,436	27,067	29,640	29,600
Others	6,075	4,936	5,547	4,662	4,900
Total	111,872	113,308	110,948	114,168	115,000



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

(Million yen, rounded down)

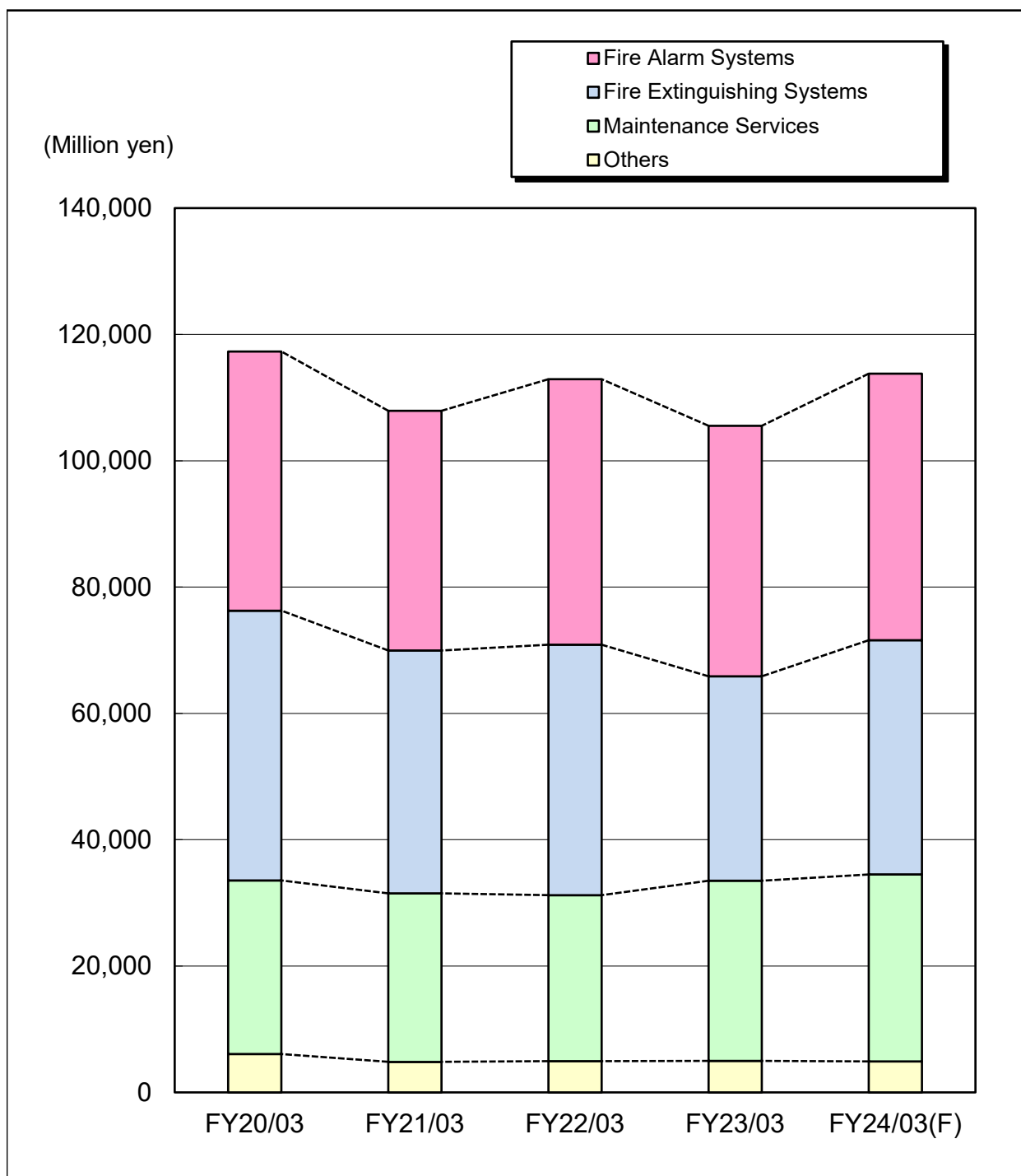
	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03(F)
Fire Alarm Systems	11,728	11,243	12,550	13,594	15,594
Fire Extinguishing Systems	34,133	40,187	32,080	38,857	38,057
Maintenance Services	4,024	3,773	4,364	5,487	5,487
Others	747	840	1,409	1,096	1,096
Total	50,634	56,045	50,404	59,035	60,235



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

(Million yen, rounded down)

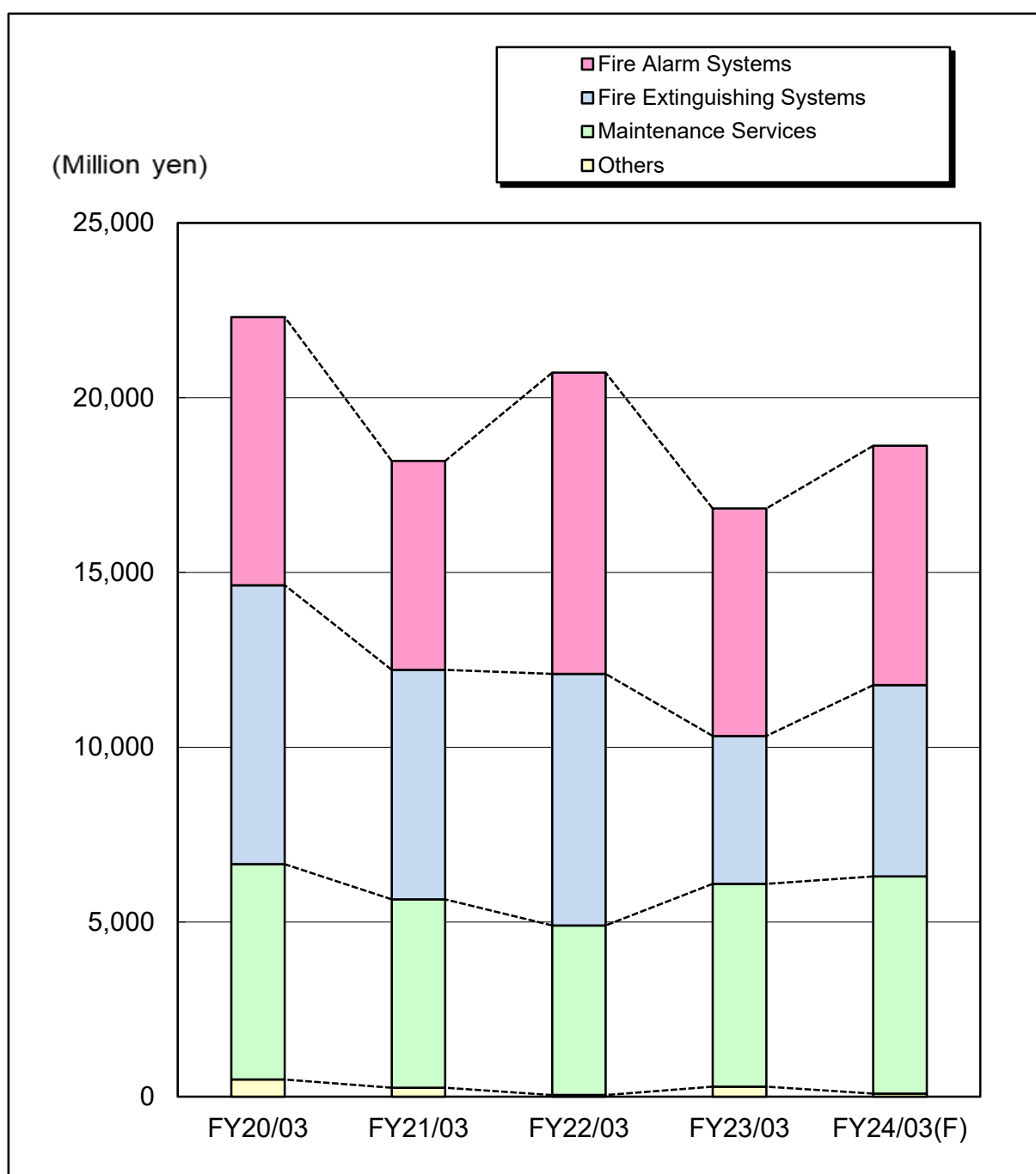
	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03(F)
Fire Alarm Systems	41,015	37,952	42,036	39,663	42,200
Fire Extinguishing Systems	42,725	38,415	39,647	32,381	37,100
Maintenance Services	27,482	26,687	26,299	28,517	29,600
Others	6,070	4,842	4,929	4,975	4,900
Total	117,294	107,897	112,913	105,537	113,800



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

(Million yen, rounded down)

	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03(F)
Fire Alarm Systems	7,672	5,979	8,617	6,509	6,851
Fire Extinguishing Systems	7,984	6,568	7,197	4,231	5,474
Maintenance Services	6,162	5,392	4,854	5,807	6,213
Others	490	253	46	283	88
Total	22,308	18,194	20,715	16,832	18,628
Elimination/ Corporate	(7,168)	(7,140)	(8,081)	(7,952)	(8,628)
Operating income	15,139	11,053	12,633	8,879	10,000



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

(Million yen, rounded down)

Items	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03(F)
Remuneration for directors	715	553	560	579	—
Salaries/wages/allowance	7,988	8,354	8,624	8,873	—
Provision for bonuses	2,190	2,090	2,228	2,133	—
Bonuses	884	935	972	940	—
Welfare expenses	1,785	1,855	1,921	1,899	—
Provision for retirement benefits for directors	21	19	19	16	—
Retirement benefit expenses	1,007	978	1,072	1,060	—
Total personnel expenses	14,593	14,787	15,399	15,502	15,960
Provision of allowance for doubtful accounts	7	-10	164	-99	—
Outsourcing expenses	1,329	1,370	1,865	1,931	—
Rent expenses	1,505	1,561	1,532	1,598	—
Depreciation	813	925	956	959	—
Research and development expenses	2,107	2,289	2,484	2,345	—
Other	3,809	3,148	3,726	3,742	—
Membership fee	(89)	(85)	(76)	(78)	—
Advertising expenses	(234)	(195)	(456)	(304)	—
Repair and maintenance expenses	(303)	(286)	(320)	(295)	—
Stationery expenses	(167)	(161)	(157)	(148)	—
Utilities expenses	(121)	(115)	(123)	(145)	—
Design fee	(312)	(336)	(355)	(359)	—
Entertainment expenses	(423)	(225)	(262)	(401)	—
Taxes and dues	(599)	(571)	(595)	(594)	—
Communication expenses	(226)	(228)	(239)	(248)	—
Insurance expenses	(322)	(245)	(271)	(255)	—
Travel and transportation expenses	(592)	(364)	(411)	(563)	—
Other	(414)	(334)	(456)	(346)	—
Total non-personnel expenses	9,572	9,285	10,729	10,477	11,950
Total SG&A Expenses	24,165	24,073	26,128	25,980	27,910

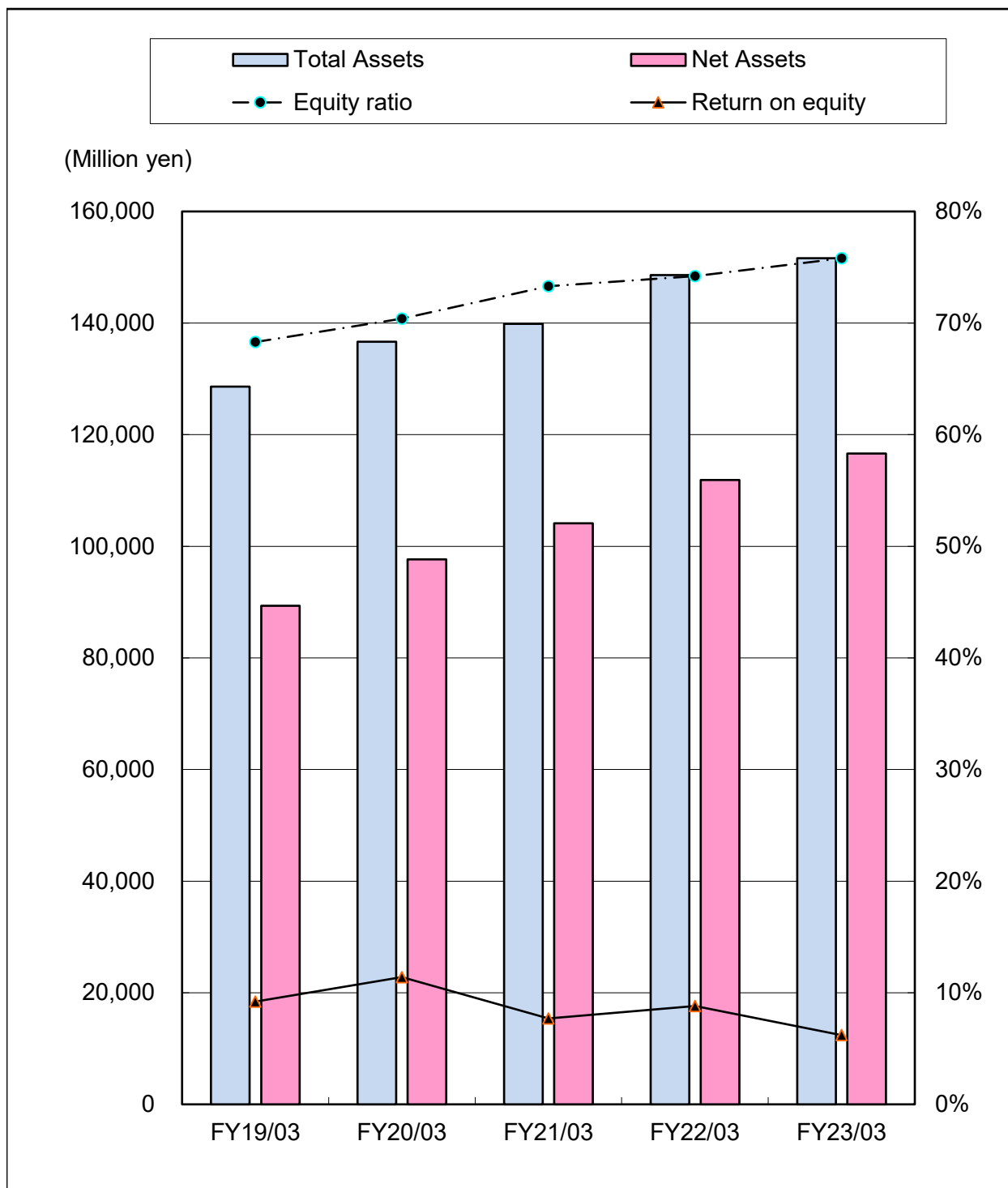
* Personnel and non-personnel expenses in research and development expenses are as follows

Research and development expenses	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03(F)
Personnel expenses	977	1,020	1,113	1,127	1,184
Non-personnel expenses	1,130	1,269	1,371	1,217	1,607

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

(Million yen, rounded down)

	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03
Total Assets	128,628	136,666	139,875	148,599	151,602
Net Assets	89,362	97,671	104,122	111,891	116,635
Equity ratio	68.3%	70.4%	73.3%	74.2%	75.8%
Return on equity	9.2%	11.4%	7.7%	8.8%	6.2%



2. Other Indicators (non-consolidated)

(Rounded down)

	FY16/03	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03 (F)
Number of employees	1,452	1,466	1,522	1,578	1,631	1,679	1,716	1,742	—
Sales per employee (Million yen)	55	51	55	51	55	49	52	46	—
Operating income per employee (Thousand yen)	5,832	5,081	7,022	5,721	7,169	4,818	5,876	3,539	—
Capital expenditure (Million yen)	3,654	3,190	1,903	1,130	1,417	3,366	3,081	2,358	2,890
Depreciation (Million yen)	930	1,099	1,339	1,530	1,636	1,766	1,841	2,000	2,444
R&D expenses (Million yen)	1,862	1,797	2,066	2,245	2,136	2,317	2,506	2,365	2,824
Financial income/expenses (Million yen)	226	275	281	338	322	335	385	437	398