

Results for the First Quarter of FY2025/3

August 8, 2024

NOHMI BOSAI LTD.

Shaping the Customers' Expectations

transformation

Consolidated Results for the First Quarter of FY2025/3

The market environment continued to be strong

Orders received, being generally strong, reached a record first-quarter high for the first time since the fiscal year ended March 31, 2015
For the first time, we recorded quarterly orders in the 40 billion yen range and order backlog in the 80 billion yen range

Net Sales increased due to the high order backlog

Net sales reached a record first-quarter high while the order backlog at the beginning of the fiscal year was at a record level

Concerned about the impacts from rising raw material costs and the regulation on overtime work

While our business performance tends to be skewed toward the second half of each fiscal year, operating income improved (up 643 million yen YoY) in comparison to a loss in the first quarter of the previous year (operating loss of 135 million yen)
Work to hit our performance targets and monitor the impacts from rising raw material costs and the regulatory cap on overtime work hours applied to the construction industry from April 2024

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Consolidated Results of Operation

(Million yen)

	1Q FY2024/3	1Q FY2025/3	Vs. 1Q FY2024/3	
	Results	Results	Amount	Pct.
New orders	36,710	**45,119**	**+8,408**	+22.9%
Net sales	21,666	**24,067**	**+2,401**	+11.1%
Cost of sales	71.1%	**69.7%**	**-1.4pt**	—
Gross profit	6,251	**7,291**	**+1,040**	+16.6%
SG&A expenses	6,387	**6,784**	**+397**	+6.2%
Operating income	-135	**507**	**+643**	—
Operating margin	-0.6%	**2.1%**	**+2.7pt**	—
Ordinary income	31	**648**	**+616**	—
Net income attributable to owners of parent	-2	**371**	**+374**	—
EPS (yen)	-0.04	**6.24**		

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Consolidated Results by Segments

(Million yen)

		1Q FY2024/3	1Q FY2025/3	Vs. 1Q FY2024/3	
		Results	Results	Amount	Pct.
Fire Alarm Systems	Net sales	7,682	**8,800**	**+1,118**	**+14.6%**
	Operating income	458	**1,132**	**+673**	**+146.9%**
	Operating margin	6.0%	12.9%	**+6.9pt**	—
Fire Extinguishing Systems	Net sales	7,509	**8,562**	**+1,053**	**+14.0%**
	Operating income	669	**899**	**+229**	**+34.3%**
	Operating margin	8.9%	10.5%	**+1.6pt**	—
Maintenance Services	Net sales	5,378	**5,670**	**+291**	**+5.4%**
	Operating income	696	**562**	**-133**	**-19.2%**
	Operating margin	12.9%	9.9%	**-3.0pt**	—
Others	Net sales	1,173	**1,117**	**-56**	**-4.8%**
	Operating income	-13	**-5**	**+8**	—
	Operating margin	-1.1%	-0.5%	**+0.6pt**	—
Elimination/ Corporate	Net sales	-77	-83	**-5**	—
	Operating income	-1,947	-2,082	**-135**	—
Consolidated	**Net sales**	21,666	**24,067**	**+2,401**	**+11.1%**
	Operating income	-135	**507**	**+643**	—

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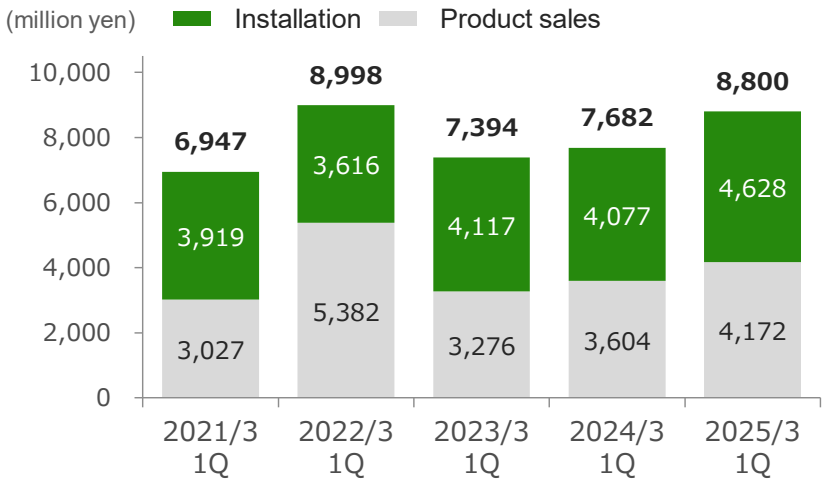
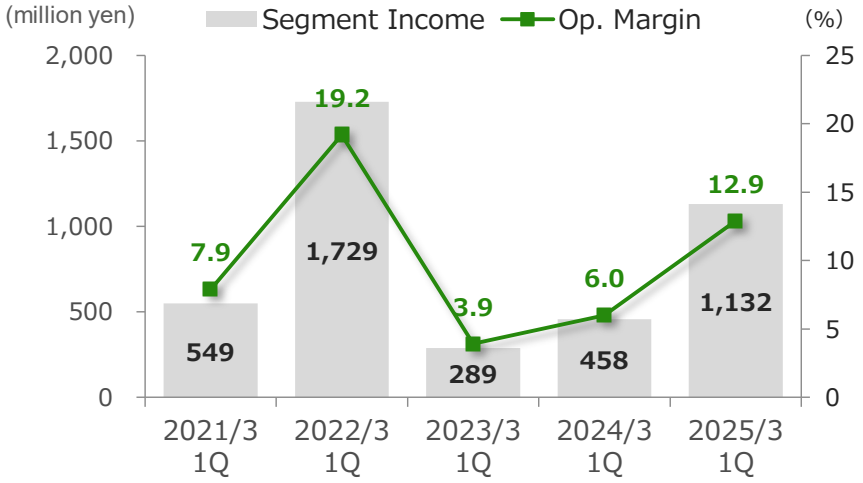
Segment Information

Fire Alarm Systems | Fire Extinguishing Systems | Maintenance Services

Net Sales (before elimination)



Segment Income & Operating Margin



(million yen)	1Q 2024/3 Actual	1Q 2025/3 Actual	YoY (%)
New orders	**11,493**	**13,344**	**+16.1**
Backlog of orders	**17,425**	**19,599**	**+12.5**
Net sales	**7,682**	**8,800**	**+14.6**
Installation	4,077	4,628	+13.5
Product sales	3,604	4,172	+15.8
Segment Income	**458**	**1,132**	**+146.9**

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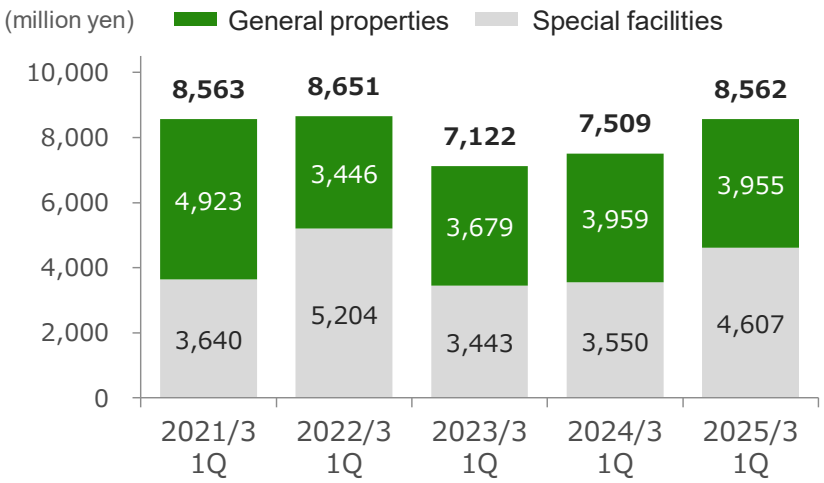
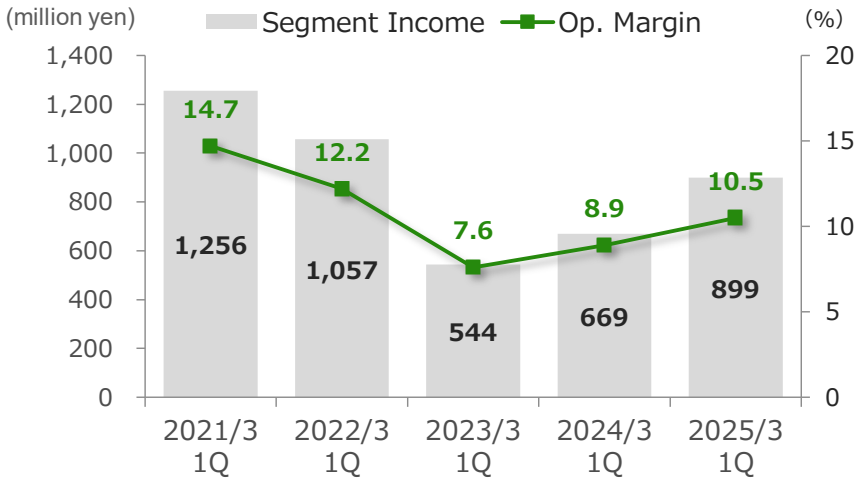
Segment Information

Net Sales (before elimination)



Segment Income & Operating Margin



(million yen)	1Q 2024/3 Actual	1Q 2025/3 Actual	YoY (%)
New orders	**8,838**	**14,606**	**+65.3**
Backlog of orders	**40,193**	**47,438**	**+18.0**
Net sales	**7,509**	**8,562**	**+14.0**
General properties	3,959	3,955	-0.1
Special facilities	3,550	4,607	+29.8
Segment Income	**669**	**899**	**+34.3**

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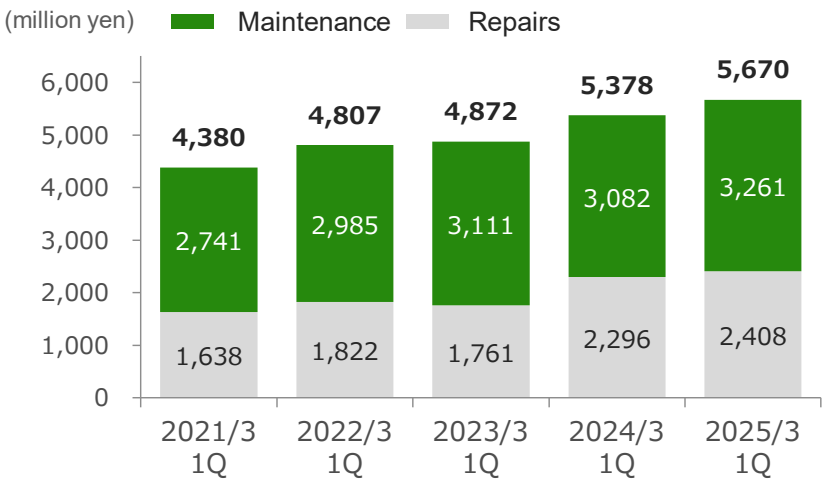
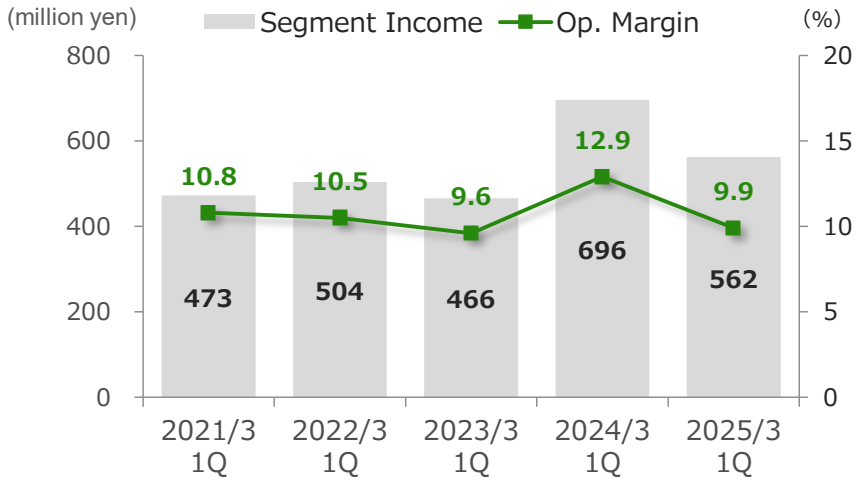
Segment Information

Net Sales (before elimination)



Segment Income & Operating Margin



(million yen)	1Q 2024/3 Actual	1Q 2025/3 Actual	YoY (%)
New orders	**14,947**	**15,943**	**+6.7**
Backlog of orders	**15,055**	**16,554**	**+10.0**
Net sales	**5,378**	**5,670**	**+5.4**
Maintenance	3,082	3,261	+5.8
Repairs	2,296	2,408	+4.9
Segment Income	**696**	**562**	**-19.2**

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Precautions

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

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