

Results for the First Half (Interim) of FY2025/3

November 7, 2024

NOHMI BOSAI LTD.

Shaping the Customers' Expectations

transformation

Ⅰ. Consolidated Results for the First Half (Interim) of FY2025/3

New orders received reached a record first-half high

The market environment continued to be stronger than expected at the beginning of the fiscal year.
First-half new orders received set a record high for four consecutive years and recorded over ¥80.0 billion for the first time.

Net sales also reached a record high due to the high order backlog

Net sales was higher than expected at the beginning of the fiscal year
and reached a record first-half high for the first time since the fiscal year ended March 31, 2020.

Profits also achieved higher than expected at the beginning of the fiscal year

The market environment continued to be stronger than expected,
and planned efforts for price revision proved successful amid the rising raw material prices.

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Consolidated Results of Operation

(Million yen)

	1H FY2024/3	1H FY2025/3		Vs. 1H FY2024/3		Vs. Initial forecast	
	Results	Initial forecast	Results	Amount	Pct.	Amount	Pct.
New orders	68,422	69,000	**80,264**	**+11,841**	+17.3%	**+11,264**	+16.3%
Net sales	48,732	52,200	**54,538**	**+5,806**	+11.9%	**+2,338**	+4.5%
Cost of sales	70.7%	69.5%	**68.0%**	**-2.7pt**	—	**-1.5pt**	—
Gross profit	14,300	15,900	**17,436**	**+3,135**	+21.9%	**+1,536**	+9.7%
SG&A expenses	12,803	13,800	**13,836**	**+1,033**	+8.1%	**+36**	+0.3%
Operating income	1,497	2,100	**3,600**	**+2,102**	+140.4%	**+1,500**	+71.4%
Operating margin	3.1%	4.0%	**6.6%**	**+3.5pt**	—	**+2.6pt**	—
Ordinary income	1,758	2,200	**3,794**	**+2,036**	+115.8%	**+1,594**	+72.5%
Net income attributable to owners of parent	1,193	1,500	**2,539**	**+1,345**	+112.8%	**+1,039**	+69.3%
EPS (yen)	19.78	25.17	**42.84**				

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Consolidated Results by Segments

(Million yen)

		1H FY2024/3	1H FY2025/3	Vs. 1H FY2024/3	
		Results	Results	Amount	Pct.
Fire Alarm Systems	Net sales	17,246	**19,705**	**+2,459**	**+14.3%**
	Operating income	1,784	**2,909**	**+1,125**	**+63.1%**
	Operating margin	10.3%	14.8%	**+4.5pt**	—
Fire Extinguishing Systems	Net sales	16,340	**18,664**	**+2,323**	**+14.2%**
	Operating income	1,433	**2,485**	**+1,051**	**+73.4%**
	Operating margin	8.8%	13.3%	**+4.5pt**	—
Maintenance Services	Net sales	12,768	**13,822**	**+1,054**	**+8.3%**
	Operating income	2,131	**2,311**	**+179**	**+8.4%**
	Operating margin	16.7%	16.7%	**+0.0pt**	—
Others	Net sales	2,563	**2,578**	**+15**	**+0.6%**
	Operating income	72	**122**	**+50**	**+68.9%**
	Operating margin	2.8%	4.8%	**+2.0pt**	—
Elimination/ Corporate	Net sales	-186	-232	**-46**	—
	Operating income	-3,924	-4,229	**-304**	—
Consolidated	**Net sales**	48,732	**54,538**	**+5,806**	**+11.9%**
	Operating income	1,497	**3,600**	**+2,102**	**+140.4%**

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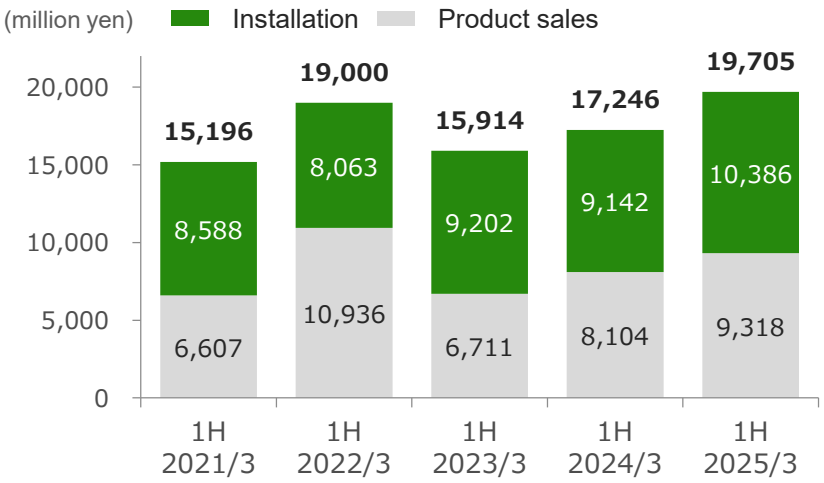
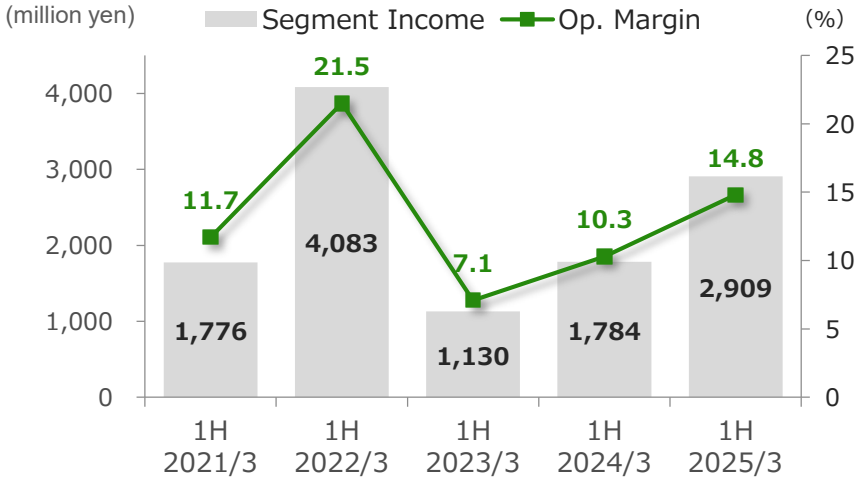
Segment Information

Fire Alarm Systems | Fire Extinguishing Systems | Maintenance Services

Net Sales (before elimination)



Segment Income & Operating Margin



(million yen)	1H 2024/3 Actual	1H 2025/3 Actual	YoY (%)
New orders	**23,181**	**25,823**	**+11.4**
Backlog of orders	**19,605**	**21,246**	**+8.4**
Net sales	**17,246**	**19,705**	**+14.3**
Installation	9,142	10,386	+13.6
Product sales	8,104	9,318	+15.0
Segment Income	**1,784**	**2,909**	**+63.1**

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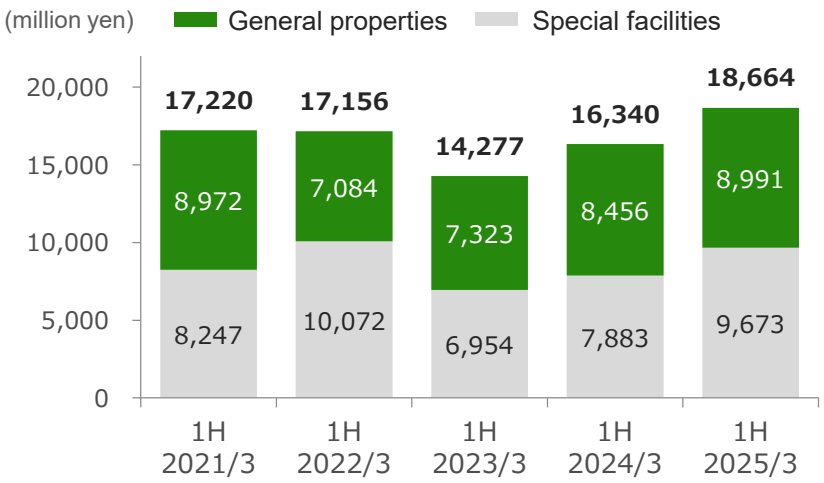
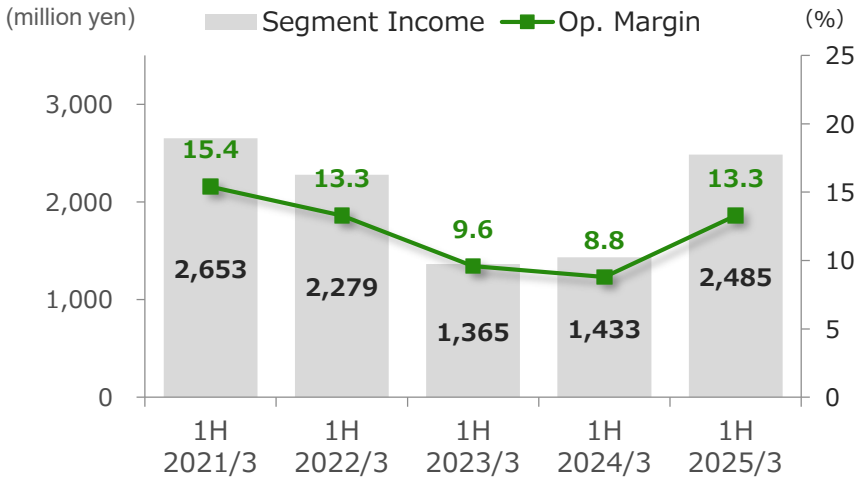
Segment Information

Net Sales (before elimination)



Segment Income & Operating Margin



(million yen)	1H 2024/3 Actual	1H 2025/3 Actual	YoY (%)
New orders	**20,651**	**27,698**	**+34.1**
Backlog of orders	**43,185**	**50,458**	**+16.8**
Net sales	**16,340**	**18,664**	**+14.2**
General properties	8,456	8,991	+6.3
Special facilities	7,883	9,673	+22.7
Segment Income	**1,433**	**2,485**	**+73.4**

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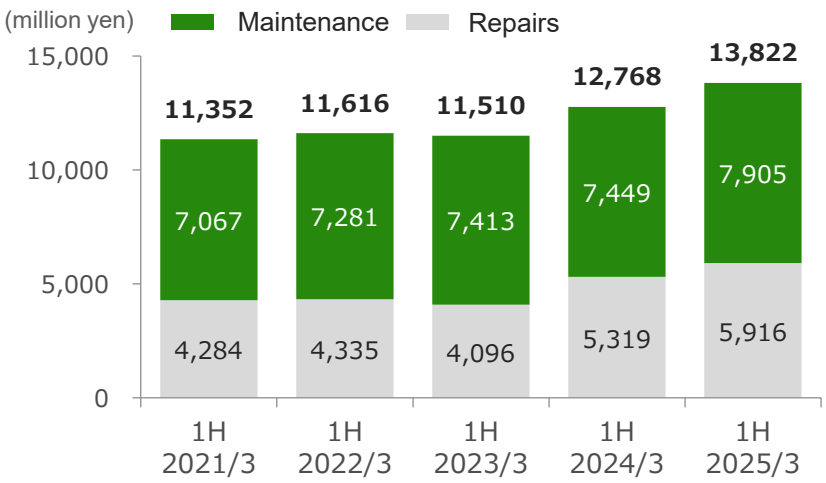
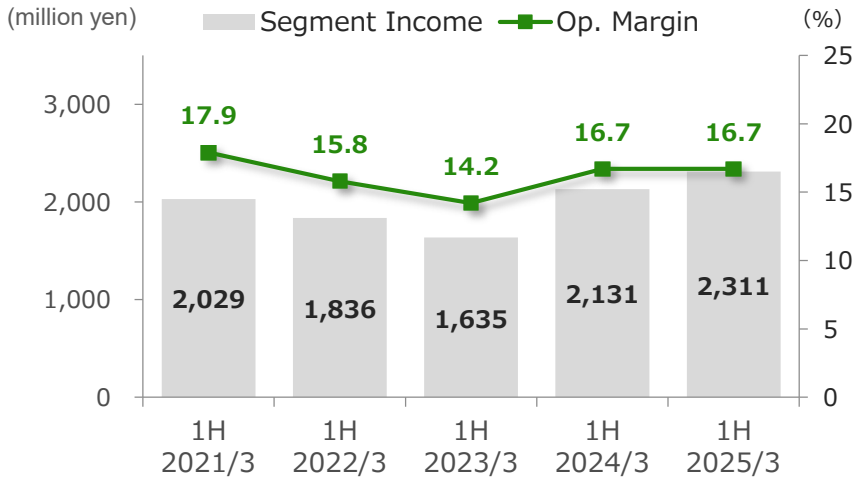
Segment Information

Net Sales (before elimination)



Segment Income & Operating Margin



(million yen)	1H 2024/3 Actual	1H 2025/3 Actual	YoY (%)
New orders	**21,833**	**23,784**	**+8.9**
Backlog of orders	**14,552**	**16,243**	**+11.6**
Net sales	**12,768**	**13,822**	**+8.3**
Maintenance	7,449	7,905	+6.1
Repairs	5,319	5,916	+11.2
Segment Income	**2,131**	**2,311**	**+8.4**

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Ⅱ. Forecast for FY2025/3

Forecast for FY2025/3 (Consolidated)

(Million yen)

	FY2024/3	FY2025/3	Vs. FY2024/3	
	Actual	Forecast (announced on October 24)	Amount	Pct.
New orders	123,492	**126,000**	+2,507	+2.0%
Net sales	118,506	**130,000**	+11,493	+9.7%
Gross profit	39,473	**44,200**	+4,726	+12.0%
Gross margin	33.3%	**34.0%**	+0.7pt	—
SG&A expenses	27,810	**30,200**	+2,389	+8.6%
Operating income	11,662	**14,000**	+2,337	+20.0%
Operating margin	9.8%	**10.8%**	+1.0pt	—
Ordinary income	12,242	**14,300**	+2,057	+16.8%
Net income attributable to owners of parent	8,574	**9,800**	+1,225	+14.3%
EPS (yen)	142.10	**165.33**		
ROE	7.2%	**8.0%**		

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New orders received continue to be high, with an expectation of exceeding the previous fiscal year

New orders received continue to be strong in the current fiscal year and are expected to exceed the previous record-high fiscal year.
The impact of the regulatory cap on overtime work hours applied to the construction industry from April 2024 is a matter of concern.

The market environment continue to be strong, with the full-year forecast revised upward

The full-year forecast was revised upward backed by the solid performance trend up until the second quarter (announced on October 24).
Net sales expected to record high for two consecutive years and we expect to see ¥130.0 billion for the first time.

Initiatives for improving profitability will be sped up

Work to revise prices and streamline operations while closely watching the impacts of rising raw material prices and the regulatory cap on overtime work hours; expect to achieve an operating margin target of 10% or higher.
Aggressively implement various measures to achieve the targets for the fiscal year ending March 31, 2029, set in the Medium- to Long-Term Vision 2028, and work to further improve profitability.

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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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