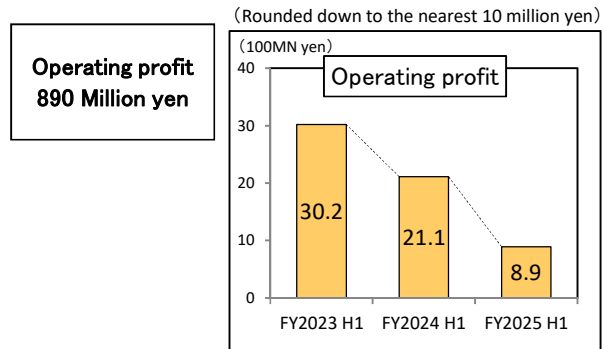
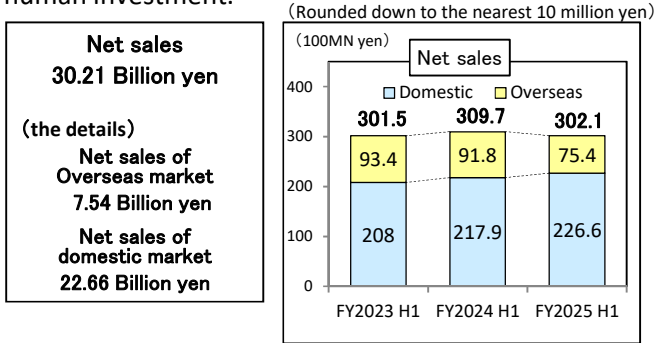


AIPHONE CO., LTD. : Key Points for the Consolidated Half-Year Results for the FY2026

Net sales In the domestic market, sales increased mainly in the detached house and care markets. However in the overseas market, sales in North America fell sharply, resulting in a decrease in consolidated sales.

Profit In addition to the decline in profits due to the decline in sales, operating profit, ordinary profit, and interim net profit attributable to owners of the parent company all decreased significantly due to a worsening sales mix caused by a decrease in the sales composition ratio of overseas markets, which have relatively high profit margins, and an increase in expenses such as development costs and human investment.



[Sales]

The domestic market as a whole increased by 860 million yen. (increased by 4.0% year-on-year)

◆Housing market

Fueled by last-minute demand due to price revisions of core products, the detached housing market saw a significant increase. However, renewal sales in the multi-dwelling housing market decreased due to supply delays of some products. The housing market as a whole increased by 370 million yen. (increased by 2.2% year-on-year)

Individual Housing

- ◎ Last-minute demand due to price revisions of core products.
- ◎ Proactive efforts to secure orders from other companies proved successful.
- ◎ Increase in renovation sales due to heightened awareness of crime prevention.

Apartment market

- ◎ Strong new construction sales, primarily of the "PATMOα" product for rental apartments, driven by Pabbit proposals.
- ▲ Supply delays of some products occurred.
- ▲ Reversal of temporary sales increase in the previous year due to last-minute demand before price revisions.

◆Health Care market

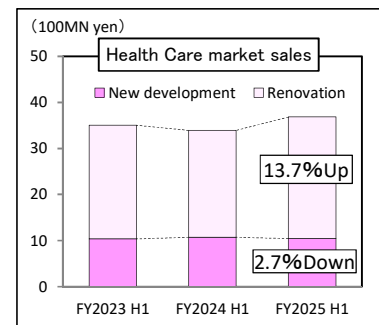
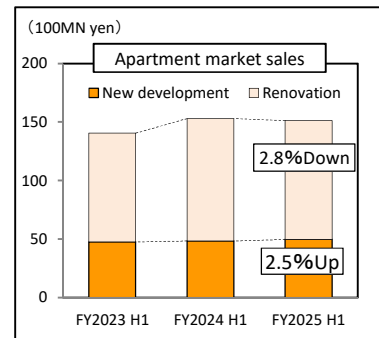
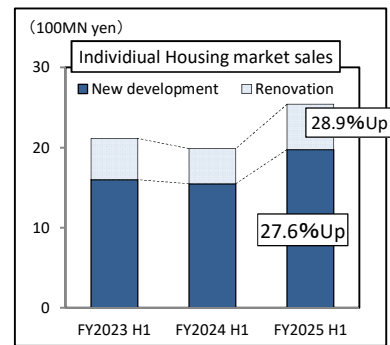
Problem-solving proposals catering to "monitoring support" needs were successful, leading to increased renewal sales to hospitals and elderly care facilities. However, new construction sales decreased due to a decline in the number of new construction starts. The overall care market increased by 280 million yen. (increased by 8.5% year-on-year)

Health Care new development market

- "Monitoring support" needs to address the shortage of medical and nursing care workers.
- ▲ A decrease in the number of new development starts

Health Care renovation market

- ◎ Demand for "monitoring support" remains high in hospitals, facilities, etc.
- Cases of subsidy utilization continue



Domestic market

The domestic market as a whole increased by 4.0% year-on-year due to a significant increase in sales, mainly in the detached housing market and care renewal market.

Overseas market as a whole decreased by 1.63 billion yen (down 17.8% year-on-year)

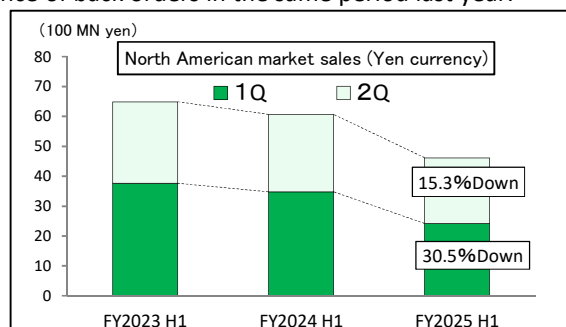
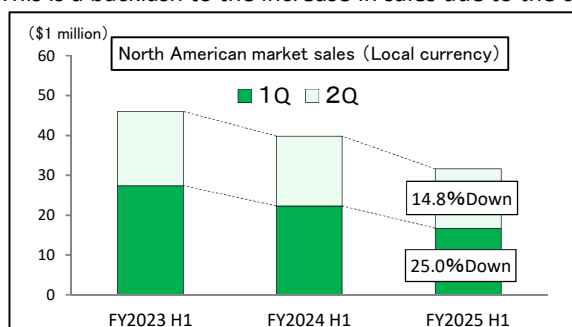
◆North American market

Decreased on a local currency basis (down 20.5% year-on-year)

Decreased by 1.45 billion yen on a yen basis (down 24.0% year-on-year).

▲Dealer inventory restraints amid uncertainty about the U.S. economy, particularly tariffs.

▲This is a backlash to the increase in sales due to the clearance of back orders in the same period last year.



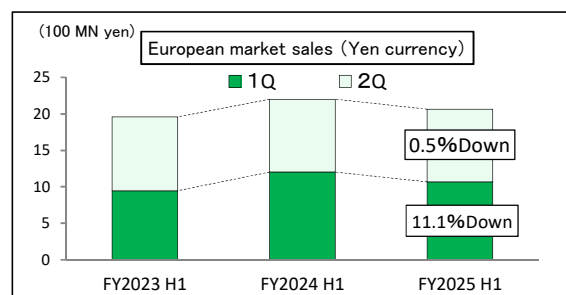
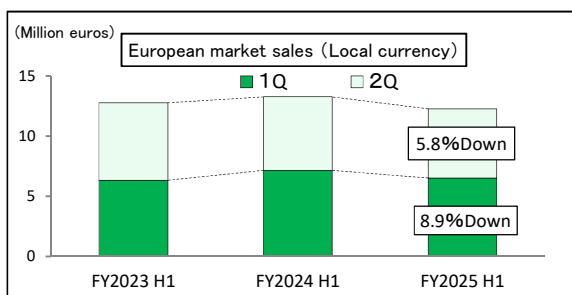
◆European market

Decreased on a local currency basis (down 7.5% year-on-year)

Decreased by 130 million yen on a yen basis (down 6.3% year-on-year).

▲The European economy is stagnating.

▲Price competition with European and Chinese companies is intensifying.



Overseas market

In our core North American market, sales fell sharply on a local currency basis due to a backlash following a temporary sales increase resulting from the release of backorders from the previous fiscal year, as well as uncertainty about the U.S. economy, particularly due to tariffs, which led to distributors cutting back on inventory and refraining from purchasing our products. Even on a yen basis, overseas sales as a whole fell sharply by 17.8% compared to the same period last year, due in part to the appreciation of the yen.

[Profit]

Operating profit: Decreased by 1.22 billion yen (down 57.9% year-on-year)

▲Deterioration in sales mix due to a decrease in the sales composition ratio of overseas markets, which have relatively high profit margins.

▲Expenses such as development costs and human investment increased.

Ordinary profit: Decreased by 1.1 billion yen (down 53.5% year-on-year)

Profit attributable to owners of parent: Decreased by 830 million yen (down 49.5% year-on-year)

◎Profit from sale of strategically held shares: 680 million yen.

▲Impairment loss of 450 million yen due to impairment of investment securities.

[Full-year outlook]

Initial plan remains unchanged

◎Further increase in domestic renewal sales, which have relatively high profit margins.

◎The effects of the price revision are expected to become more pronounced from the middle of the second half of the year.

[Dividend]

As planned at the beginning of the fiscal year, the interim dividend will be 50 yen (together with the year-end dividend of 80 yen, the annual dividend will be 130 yen).

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