

# **Supplemental Financial Summary for the Nine Months Ended December 31, 2025**

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**Securities Code: 6745**

**February 4, 2026**

**HOCHIKI**



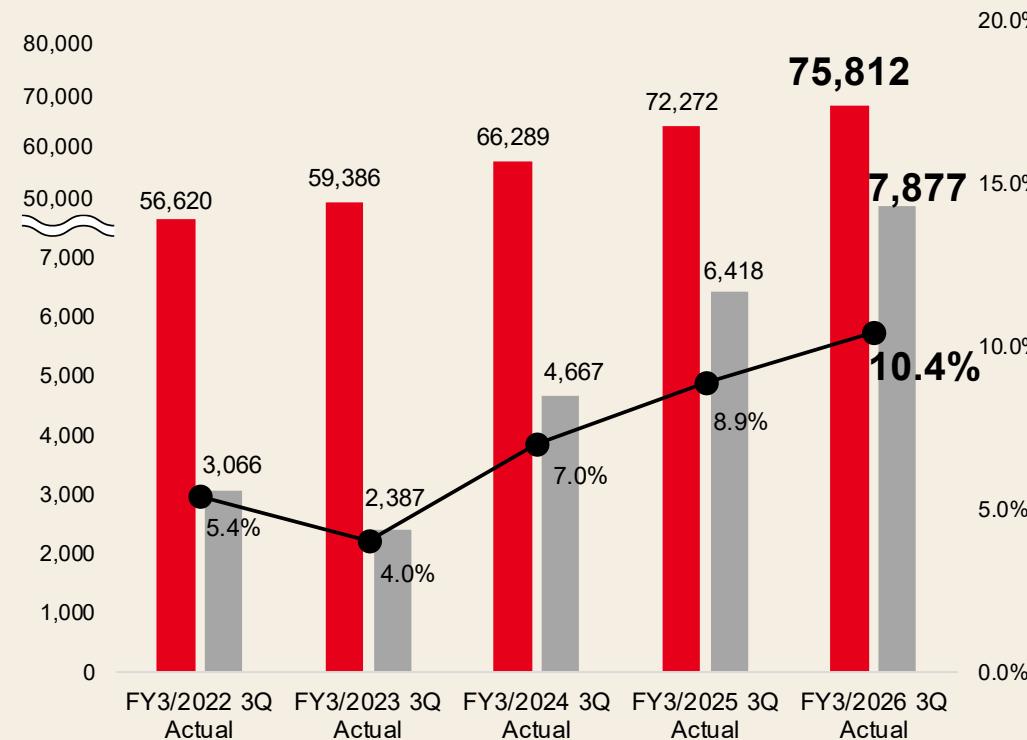
# **Overview of Consolidated Financial Results for FY3/2026 3Q**

## Financial Highlights

Consolidated net sales and operating profit increased year on year, reflecting both higher revenue and higher profit. As profitability continued to improve, the operating margin rose to over 10%.

Net sales from the Company's core focus areas, including the stock business and overseas sales, also increased, resulting in higher revenue and higher profit across all segments.

### Consolidated Net Sales, Operating Profit, and Margin



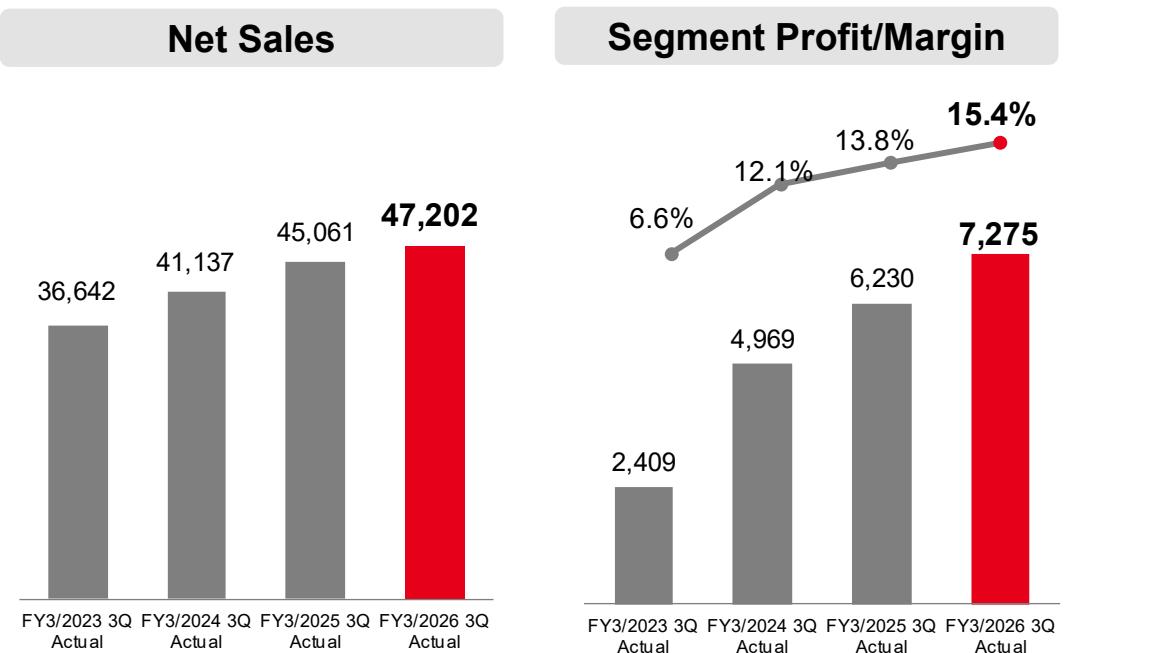
### Profit and Loss by Segment

(Millions of yen)	Net Sales	YoY Change			Profit	YoY Change		
		Amount of Change	Ratio	Amount of Change		Amount of Change	Ratio	Amount of Change
Fire Alarm Systems	47,202	2,141	4.8%	7,275	1,045	16.8%		
Maintenance	15,703	894	6.0%	3,465	85	2.5%		
Fire Extinguishing Systems	8,329	149	1.8%	1,439	312	27.7%		
Security Systems	4,576	354	8.4%	421	135	47.2%		
Consolidated Total	75,812	3,539	4.9%	7,877	1,458	22.7%		

### Key Indicators

(Millions of yen)	Net Sales/ Ratio to Net Sales/Ratio	YoY Change	
		Amount of Change	Ratio
Stock-model Business Sales (Maintenance and Refurbishment/Retrofit)	32,980	1,170	3.7%
Composition Ratio of Stock Business in Domestic Sales	57.5%	0.0pp	-
Overseas Sales	18,414	1,465	8.6%
Overseas Ratio in Consolidated Net Sales	24.3%	0.8pp	-

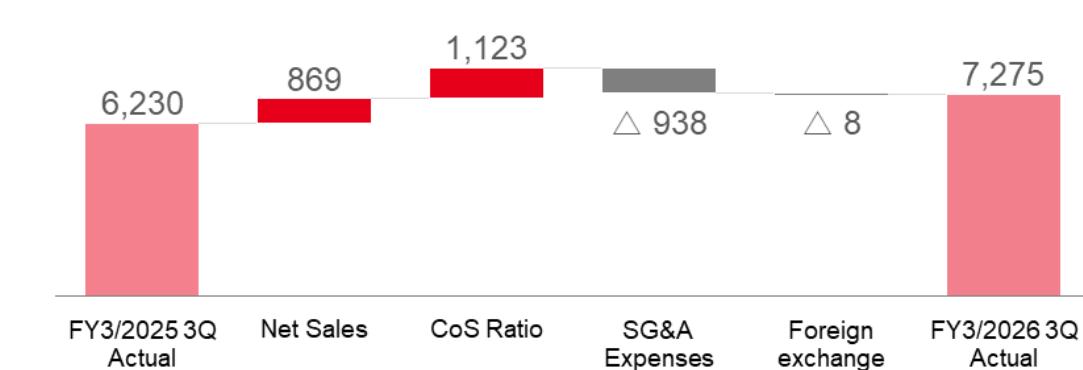
### Trend of Business Performance (Millions of yen)



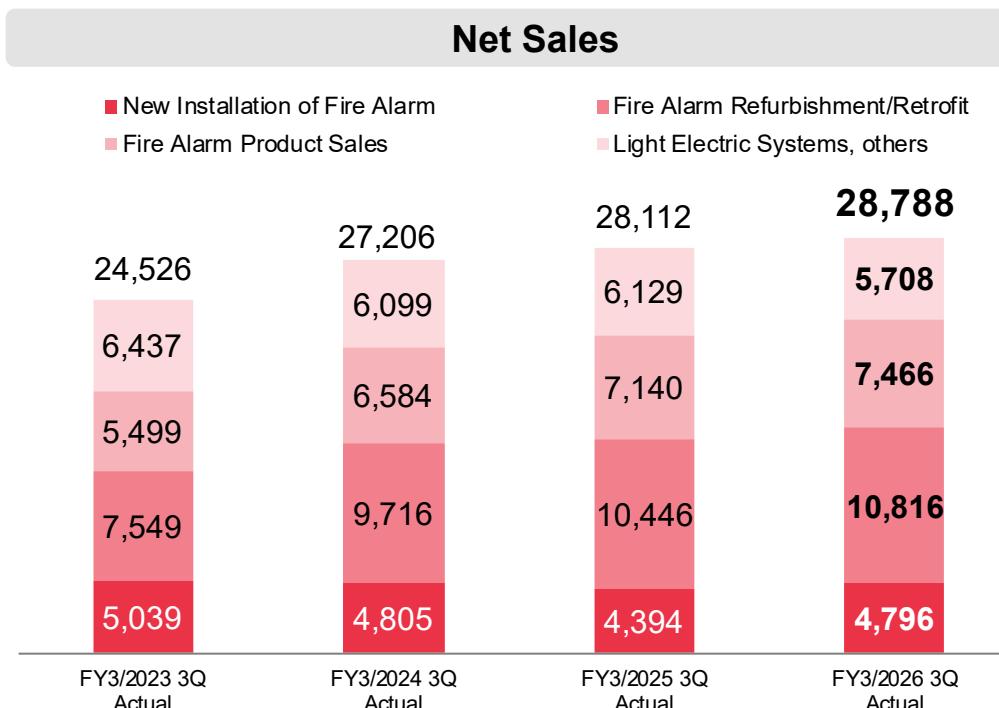
### Business Environment

Domestic	<ul style="list-style-type: none"> <li>• Demand remains solid for the replacement of aging buildings, mainly in the Tokyo metropolitan area, as well as for large-scale redevelopment projects around major railway stations.</li> <li>• In the refurbishment / retrofit market, demand for properties reaching their equipment renewal cycle continues to expand steadily.</li> <li>• Meanwhile, the risk of construction schedule delays due to labor shortages across the construction industry persists.</li> </ul>
Overseas	<ul style="list-style-type: none"> <li>• Global market growth continues to outpace that of the domestic market.</li> <li>• By region, Asia is expected to achieve particularly strong growth. Ongoing urbanization is a key driver of market expansion.</li> </ul>

### Analysis of factors for increase/decrease in operating profit



### Trend of Business Performance (Millions of yen)



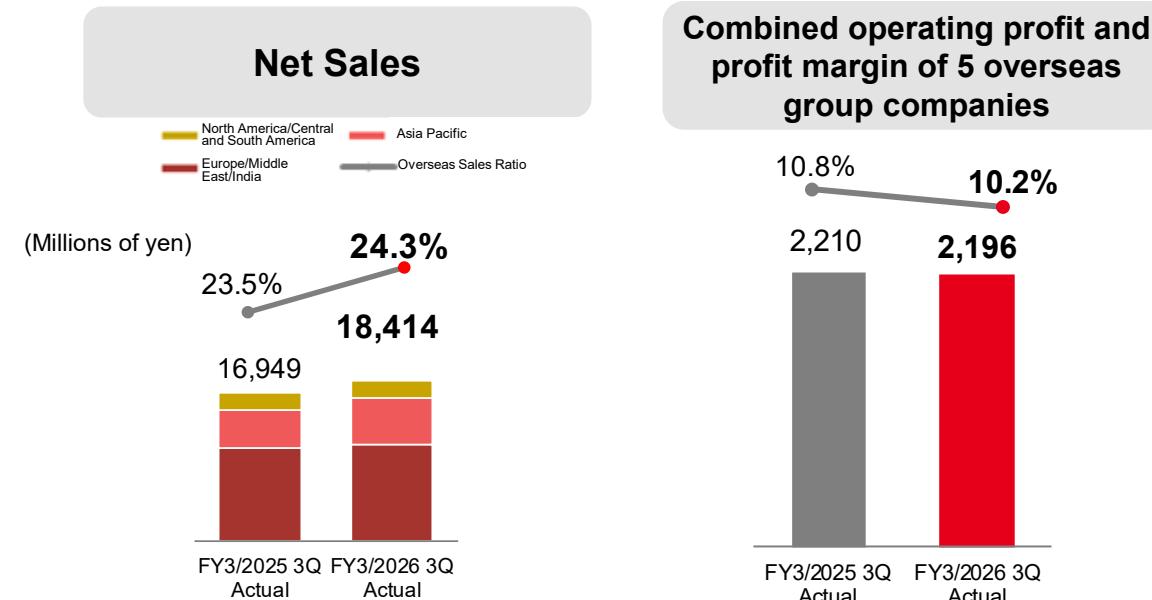
(Millions of yen)	FY3/2023 3Q Actual	FY3/2024 3Q Actual	FY3/2025 3Q Actual	FY3/2026 3Q Actual	YoY Change
Domestic Net Sales	24,526	27,206	28,112	28,788	2.4%
New Installation of Fire Alarm	5,039	4,805	4,394	4,796	9.1%
Fire Alarm Refurbishment/Retrofit	7,549	9,716	10,446	10,816	3.5%
Fire Alarm Product Sales	5,499	6,584	7,140	7,466	4.6%
Light Electric Systems, others	6,437	6,099	6,129	5,708	-6.9%
Fire Alarm Involving Installation Work					
New Installation of Fire Alarm	40.0%	33.1%	29.6%	30.7%	
Fire Alarm Refurbishment/Retrofit	60.0%	66.9%	70.4%	69.3%	

\* Regarding the fire alarm refurbishment/retrofit sales, a revision has been made to indicate consolidated figures from FY3/2025. FY3/2024 actual values on this page are calculated based on the revised standards.

### Highlights

- For new installation projects, we are promoting disciplined order intake with careful consideration of profitability and installation capacity.
- Growth was achieved through improved profitability driven by selective order intake, as well as the acquisition of additional orders.
- Product sales related to refurbishment increased through collaborative initiatives with agents and distributors.

### Trend of Business Performance (Millions of yen)



(Millions of yen)	FY3/2025 3Q		FY3/2026 3Q		
	Amount	Ratio to Net Sales	Amount	Ratio to Net	YoY Change
Total Overseas Sales	16,949	100.0%	18,414	100.0%	8.6% ( 8.4% )
North America/Central and South America	2,002	11.8%	1,999	10.9%	△0.2% ( 2.5% )
Asia Pacific	4,278	25.2%	5,455	29.6%	27.5% ( 29.3% )
Europe/Middle East/India	10,668	63.0%	10,959	59.5%	2.7% ( 1.1% )
Overseas Sales Ratio	23.5%		24.3%		0.8pp
Exchange Rate (JPY/USD)	152.64		148.71		-
Exchange Rate (JPY/GBP)	195.50		198.97		-

\*Figures in parentheses show those excluding impact amount from foreign exchange rate fluctuation.

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### Net Sales Highlights by Region

**North America/Central and South America**

- This region is performing in line with plan.

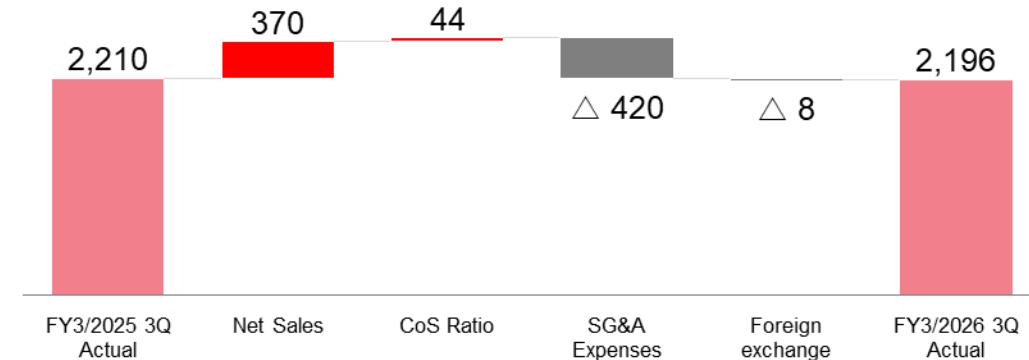
**Asia Pacific**

- Vietnam, a key region in Asia Pacific, continued to perform strongly.
- Sales to the battery energy storage system market, where construction demand is increasing, contributed significantly to revenue growth.

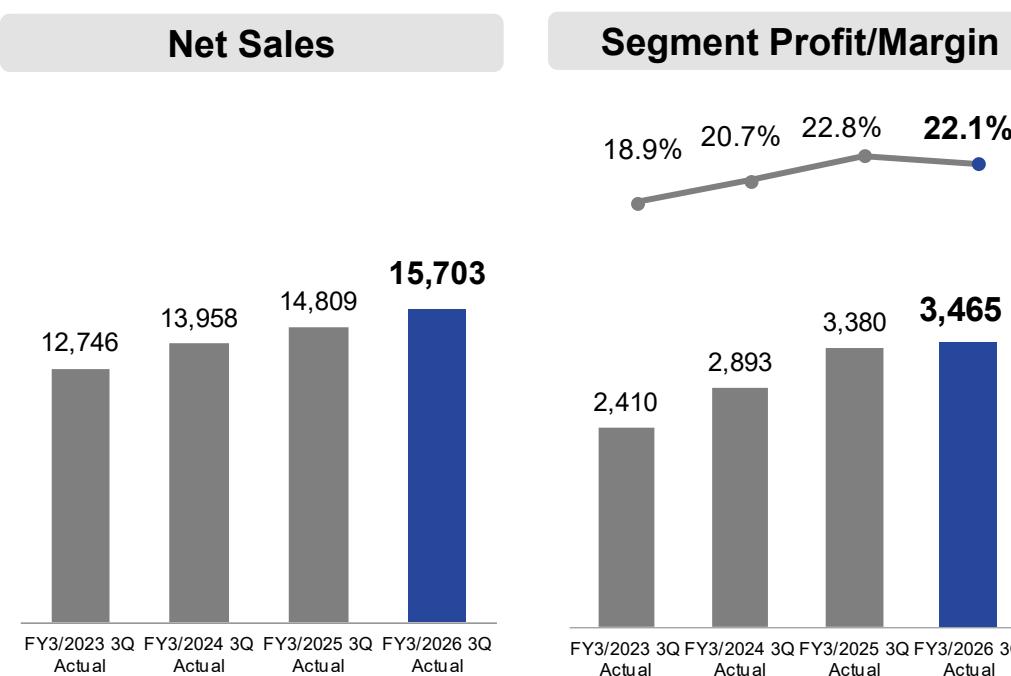
**Europe/Middle East/India**

- In Europe, including the company's major customer base in the United Kingdom, business remained generally stable.
- We continue to closely monitor the risks associated with political instability in the Middle East.

### Analysis of factors for increase/decrease in operating profit



### Trend of Business Performance (Millions of yen)



### Highlights

#### Business Environment

- The number of fire prevention objects subject to maintenance sales has been increasing every year.
- As buildings become larger and system functionality becomes more advanced, demand is increasing for manufacturer-led inspections that require a high level of technical expertise.

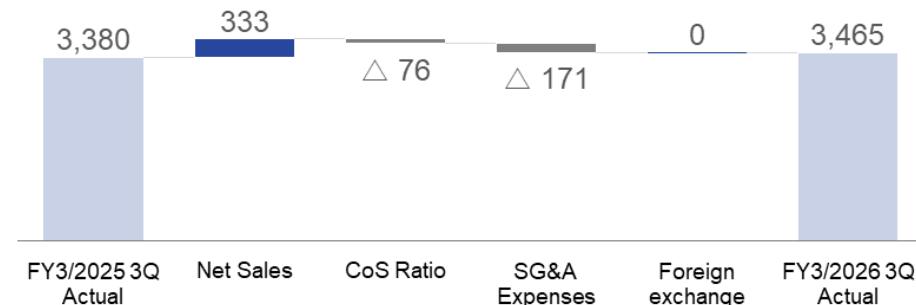
#### Net Sales

- We continue to review some contracts based on profitability criteria. The holdings have been maintained, supported by an increase in contract unit prices and an increase in the new contract acquisition rate.
- Improvement work sales expanded, driven by the positive impact of proactive proposals for periodic replacement. Net sales increased due to Fire Extinguishing Systems improvement work.

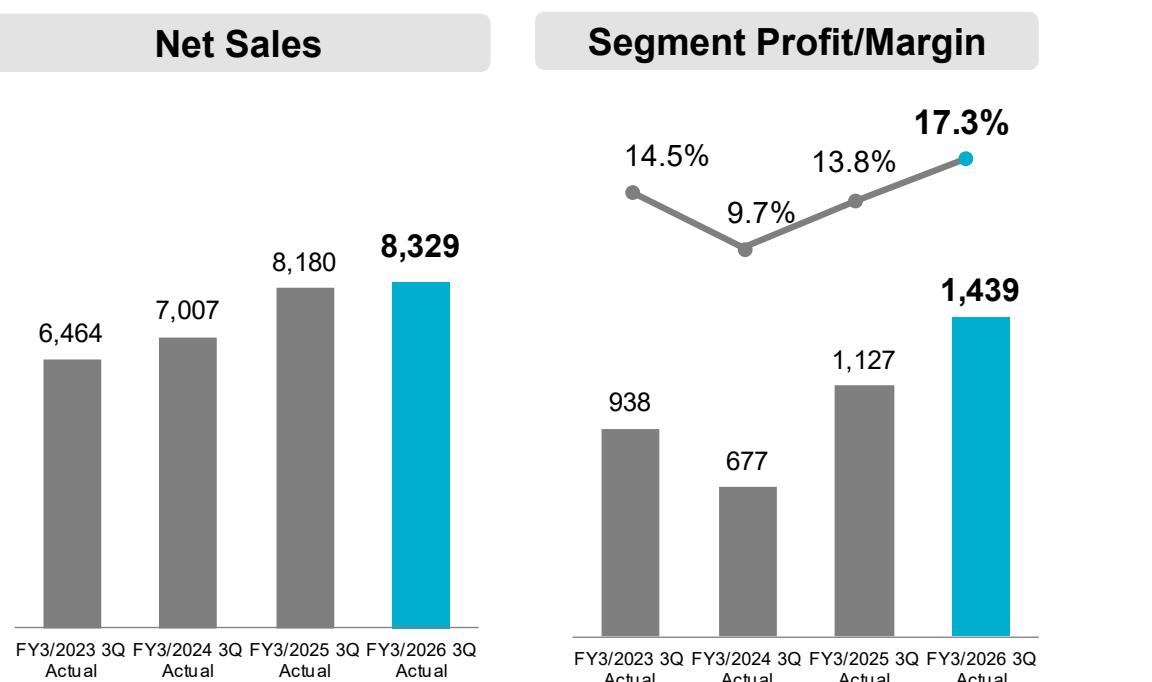
#### Segment Profit

- Due to proactive investments in human resources, the operating margin temporarily stagnated. In improvement work, we focused on enhancing profitability through the promotion of proposal-based sales activities.

### Analysis of factors for increase/decrease in operating profit



### Trend of Business Performance (Millions of yen)



(Millions of yen)	FY3/2023 3Q Actual	FY3/2024 3Q Actual	FY3/2025 3Q Actual	FY3/2026 3Q Actual	YoY Change
Net Sales	6,464	7,007	8,180	8,329	1.8%
General Fire Extinguishing	5,772	5,277	6,454	7,132	10.5%
Tunnel Fire Prevention	691	1,729	1,725	1,197	△30.6%
Segment Profit	938	677	1,127	1,439	27.7%

### Highlights

**Business Environment**

- For General Fire Extinguishing Systems, new installation demand continues, driven by an increase in large-scale buildings.
- For Tunnel fire prevention systems, a certain level of refurbishment / retrofit demand remains in place.

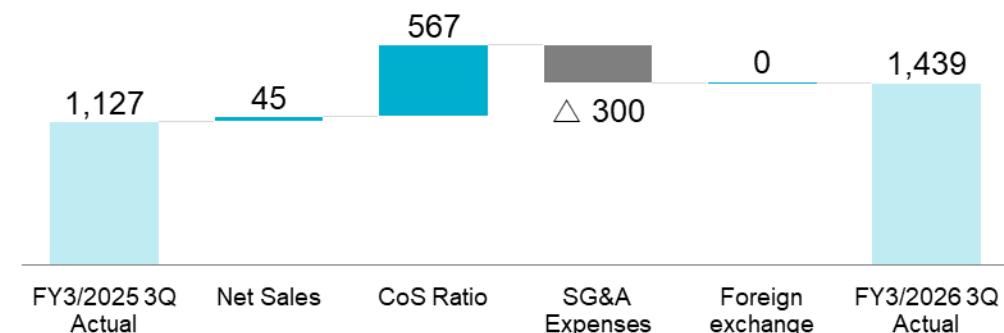
**Net Sales**

- Net sales for General Fire Extinguishing Systems continue to increase, and full-year performance is expected to be in line with plan.
- For Tunnel fire prevention systems, net sales declined due to the impact of selective order intake with consideration of installation capacity.

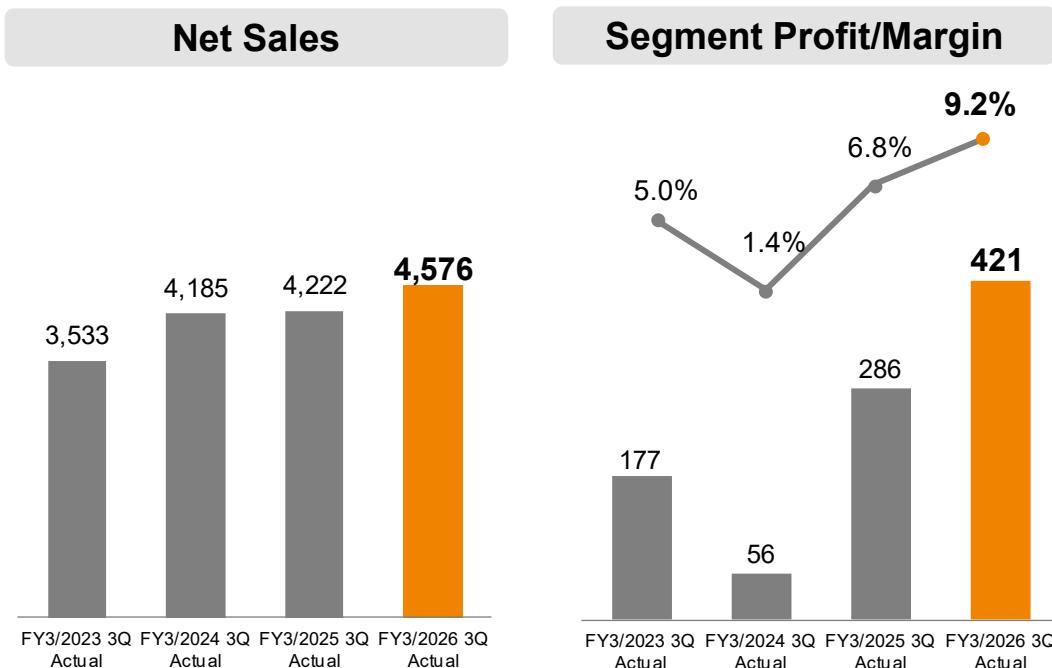
**Segment Profit**

- The cost of sales ratio improved due to order activities focused on profitability.

### Analysis of factors for increase/decrease in operating profit



### Trend of Business Performance (Millions of yen)



(Millions of yen)	FY3/2023 3Q Actual	FY3/2024 3Q Actual	FY3/2025 3Q Actual	FY3/2026 3Q Actual	YoY Change
Net Sales	3,533	4,185	4,222	4,576	8.4%
Access	2,478	2,579	2,961	3,208	8.3%
Security OEM	1,054	1,606	1,260	1,368	8.6%
Segment Profit	177	56	286	421	47.2%

### Highlights

**Business Environment**

- In the domestic market, growth is expected to continue to be led primarily by Security Camera and Access Control Systems.
- In response to social changes such as the increase in unmanned facilities and the need for greater operational efficiency, the DX systems and solution domain leveraging security-related technologies are expanding.

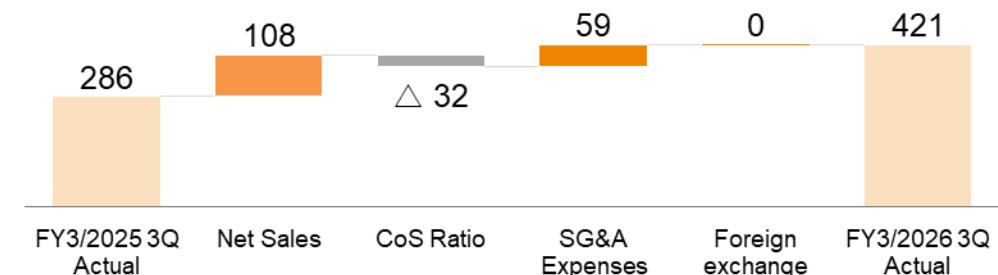
**Net Sales**

- Access Control Systems continue to perform steadily, supported by the results of selective order intake for projects that are expected to generate maintenance and improvement work sales after completion.
- In the Security OEM business, net sales recovered by normalizing delivery lead times.

**Segment Profit**

- Despite the impact of rising product material costs, profit increased, supported by sales growth.

### Analysis of factors for increase/decrease in operating profit

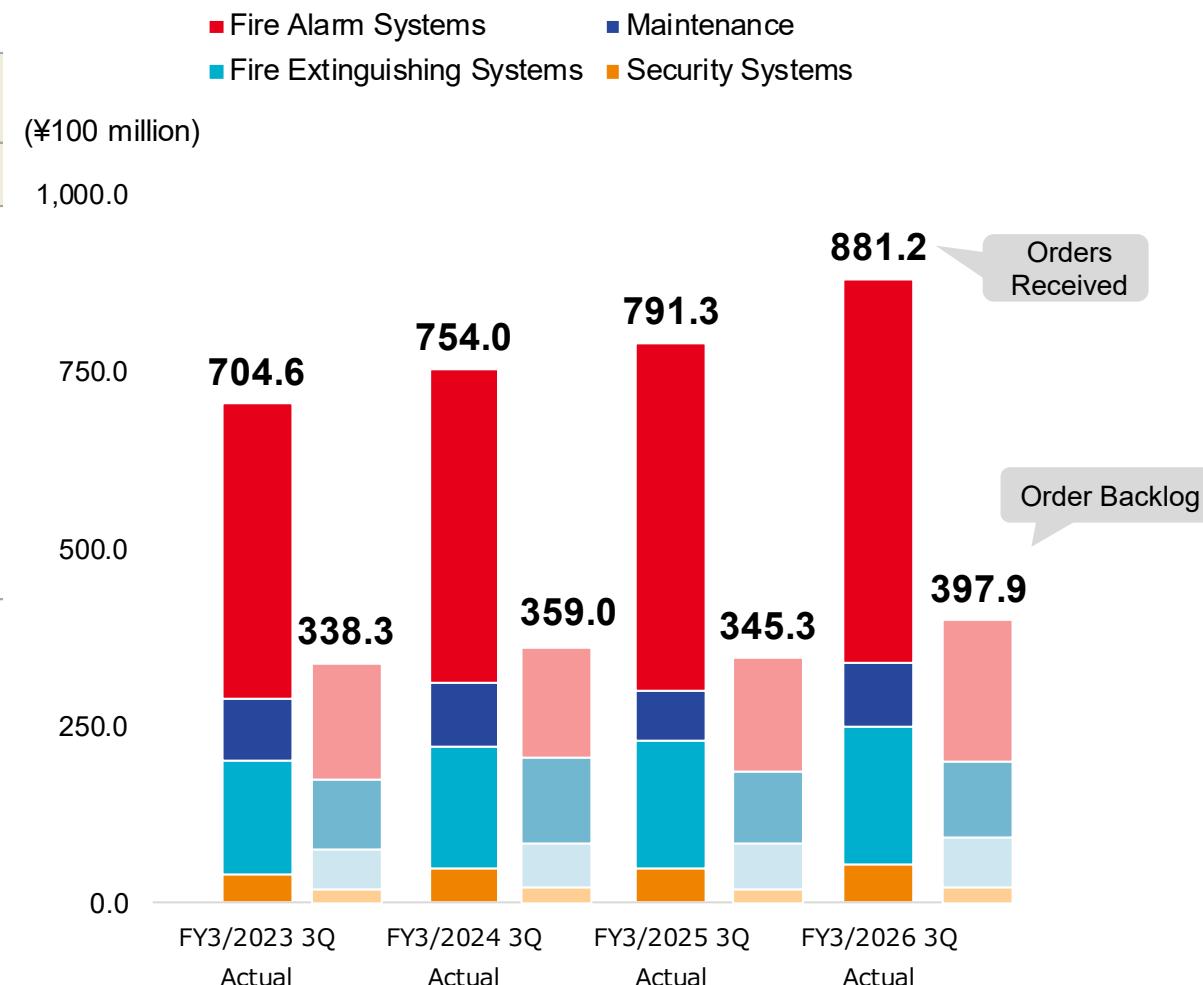


# FY3/2026 3Q Orders Received/Order Backlog



Both orders received and order backlog increased year on year across all segments. On a cumulative basis through the third quarter, orders received have increased for seven consecutive fiscal years. In Fire Alarm Systems, orders received increased due to higher order unit prices in the domestic market, together with growth in overseas markets.

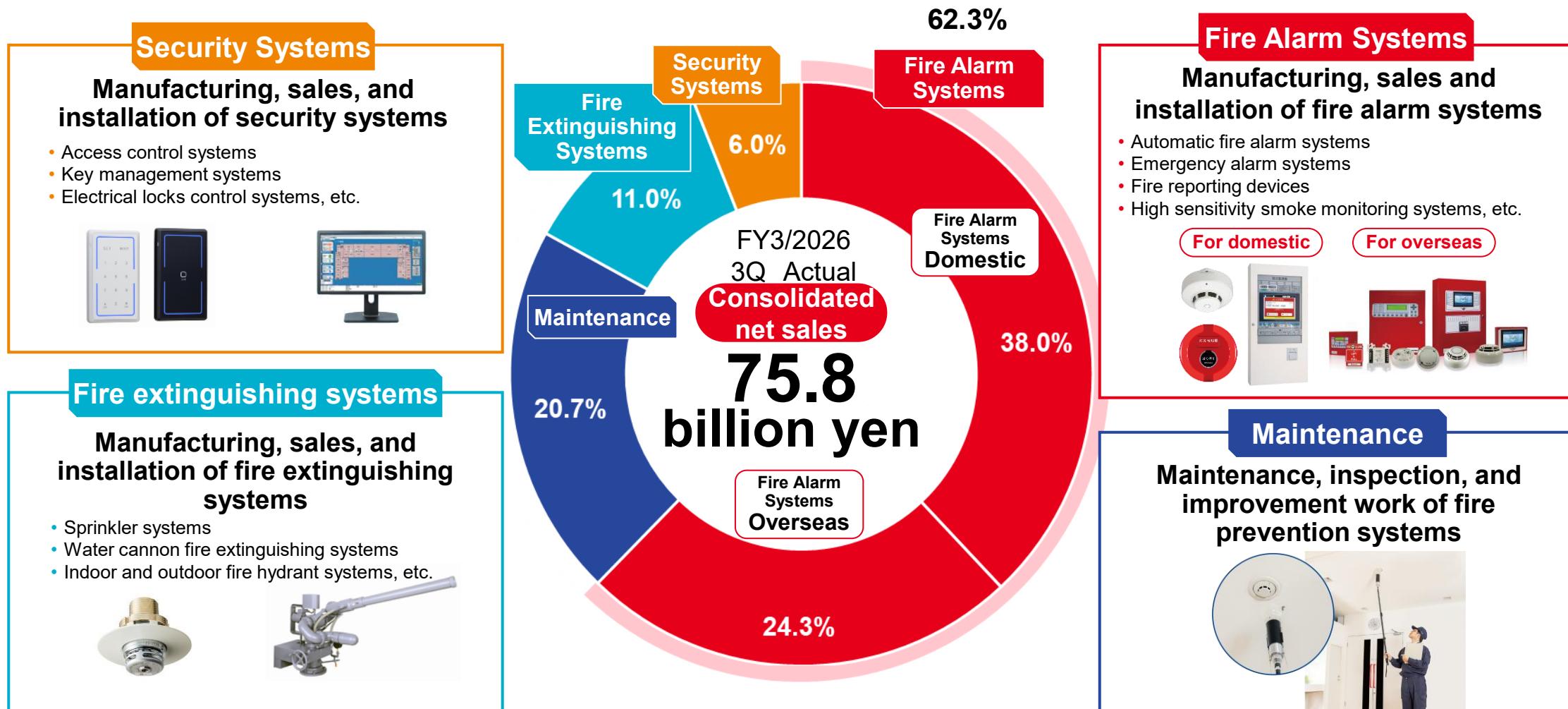
(\$100 million)	FY3/2025 3Q Actual		FY3/2026 3Q Actual		YoY Change	
	Amount	Ratio to Net Sales	Amount	Ratio to Net Sales	Amount of Change	Ratio
Orders Received	791.3	100.0%	881.2	100.0%	89.8	11.4%
Fire Alarm Systems	492.9	62.3%	542.7	61.6%	49.7	10.1%
(of which, Overseas)	( 169.4 )	( 21.4% )	( 184.1 )	( 20.9% )	( 14.6 )	( 8.6% )
Maintenance	181.1	22.9%	195.3	22.2%	14.2	7.9%
Fire Extinguishing Systems	70.3	8.9%	89.3	10.1%	19.0	27.0%
Security Systems	46.9	5.9%	53.7	6.1%	6.7	14.5%
Order Backlog	345.3	100.0%	397.9	100.0%	52.5	15.2%
Fire Alarm Systems	161.6	46.8%	197.9	49.8%	36.2	22.5%
(of which, Overseas)	( - )	( - )	( - )	( - )	( - )	( - )
Maintenance	64.6	18.7%	70.3	17.7%	5.6	8.8%
Fire Extinguishing Systems	98.9	28.7%	107.1	26.9%	8.2	8.3%
Security Systems	20.1	5.8%	22.4	5.6%	2.3	11.7%



# Appendix

Providing total solutions that contribute to safety and security in buildings, centered on fire alarm systems.

Overseas sales accounted for 24.3% of total net sales, and it continues to increase.



## HOCHIKI deploys three business types

### Involving Installation work

- Sales of systems including installation and test adjustment of products for new installation and refurbishment/retrofit work

### Maintenance

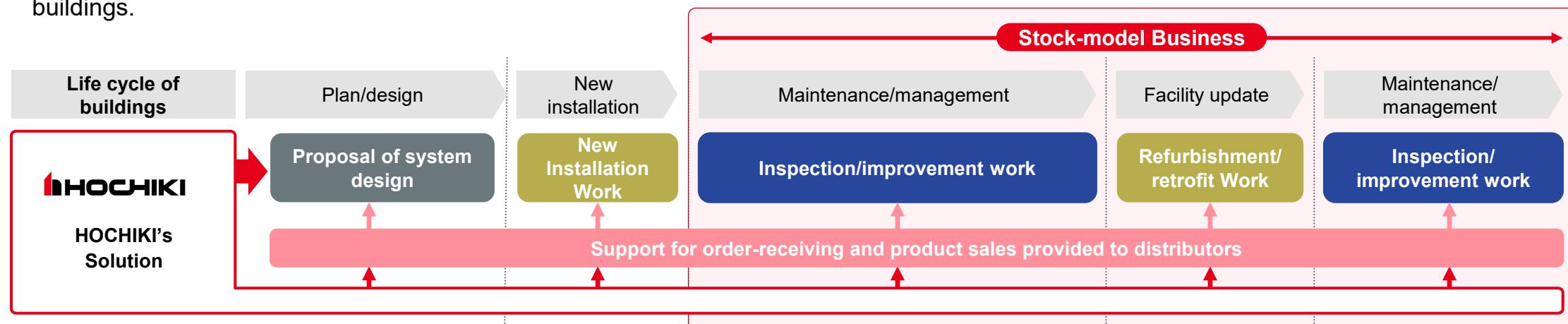
- Inspection and improvement work of fire defense equipment

### Product sales

- Product sales to distributors, etc.
- For Overseas markets, only product sales are conducted

## HOCHIKI's value offering throughout the life cycle of buildings

- Long-term relationships with customers are established through the provision of solutions adapted to the life cycle of buildings.



# Overview of Consolidated Financial Results - Third Quarter of FY3/2026



(Millions of yen)	FY3/2025 3Q Actual	FY3/2026 3Q Actual	YoY Change		YoY Change (Excluding exchange rate effects)	
			Amount of Change	Ratio	Amount of Change	Ratio
Net Sales	72,272	75,812	3,539	4.9%	3,492	4.8%
Operating Profit	6,418 8.9%	7,877 10.4%	1,458	22.7%	1,467	22.9%
Ordinary Profit	6,823 9.4%	8,145 10.7%	1,321	19.4%	1,328	19.5%
Profit Attributable to Owners of Parent	4,893 6.8%	5,666 7.5%	772	15.8%	787	16.1%
Research and development expenses	2,574	2,784	210	8.2%	-	-
Exchange Rate (JPY/USD)	152.64	148.71	△ 3.93			
Exchange Rate (JPY/GBP)	195.50	198.97	3.47			

# Consolidated Segment Performance Summary – Third Quarter of FY3/2026



(Millions of yen)	FY3/2025 3Q Actual	FY3/2026 3Q Actual	YoY Change	
			Amount of Change	Ratio
Fire Alarm Systems	Net Sales	45,061	47,202	2,141 4.8%
	Operating Profit	6,230	7,275	1,045 16.8%
	Operating Margin	13.8%	15.4%	1.6pp –
Maintenance	Net Sales	14,809	15,703	894 6.0%
	Operating Profit	3,380	3,465	85 2.5%
	Operating Margin	22.8%	22.1%	△ 0.8pp –
Fire Extinguishing Systems	Net Sales	8,180	8,329	149 1.8%
	Operating Profit	1,127	1,439	312 27.7%
	Operating Margin	13.8%	17.3%	3.5pp –
Security Systems	Net Sales	4,222	4,576	354 8.4%
	Operating Profit	286	421	135 47.2%
	Operating Margin	6.8%	9.2%	2.4pp –
Total	Net Sales	<b>72,272</b>	<b>75,812</b>	<b>3,539 4.9%</b>
	Operating Profit	<b>6,418</b>	<b>7,877</b>	<b>1,458 22.7%</b>
	Operating Margin	<b>8.9%</b>	<b>10.4%</b>	<b>1.5pp –</b>
*Reference Simple Total of 5 Overseas Group Companies	Net Sales	20,449	21,640	1,190 5.8%
	Operating Profit	2,210	2,196	△ 14 △0.6%
	Operating Margin	10.8%	10.2%	△ 0.6pp –

\*The earnings of overseas group companies are included in the Fire Alarm Systems segment with the figures after consolidated offsetting, but are presented here as a reference for the revenue structure of the overseas business.

pp: percentage points

# Consolidated Net Sales Trends by Business Type and Market – Third Quarter of FY3/2026



(Millions of yen)	FY3/2025 3Q Actual		FY3/2026 3Q Actual		YoY Change	
	Amount	Ratio to Net Sales	Amount	Ratio to Net Sales	Amount of Change	Ratio
<b>Total of Domestic Business</b>	55,323	76.5%	57,397	75.7%	2,073	3.7%
<b>Installation Work Sales</b>	28,589	51.6%	29,433	51.2%	844	3.0%
New Installation Sales	11,589	40.5%	12,156	41.3%	567	4.9%
(of which, new installation of fire alarm sales)	( 4,394 )	( 15.4% )	( 4,796 )	( 16.3% )	( 401 )	( 9.1% )
Refurbishment/Retrofit Sales	17,000	59.5%	17,276	58.7%	276	1.6%
(of which, fire alarm refurbishment/retrofit sales)	( 10,446 )	( 36.5% )	( 10,816 )	( 36.7% )	( 369 )	( 3.5% )
<b>Maintenance Sales</b>	14,809	26.8%	15,703	27.4%	894	6.0%
<b>Stock-model Business Sales (Refurbishment/Retrofit + Maintenance)</b>	31,809	57.5%	32,980	57.5%	1,170	3.7%
<b>Production Sales</b>	11,924	21.6%	12,260	21.4%	335	2.8%
<b>Total of Overseas Business</b>	16,949	23.5%	18,414	24.3%	1,465	8.6%
<b>Total Consolidated Net Sales</b>	72,272	-	75,812	-	3,539	4.9%
<b>Installation Work Sales</b>	28,589	39.5%	29,433	38.8%	844	3.0%
<b>Maintenance Sales</b>	14,809	20.5%	15,703	20.7%	894	6.0%
<b>Production Sales</b>	28,874	40.0%	30,675	40.5%	1,801	6.2%

# Net Sales by Overseas Region – Third Quarter of FY3/2026



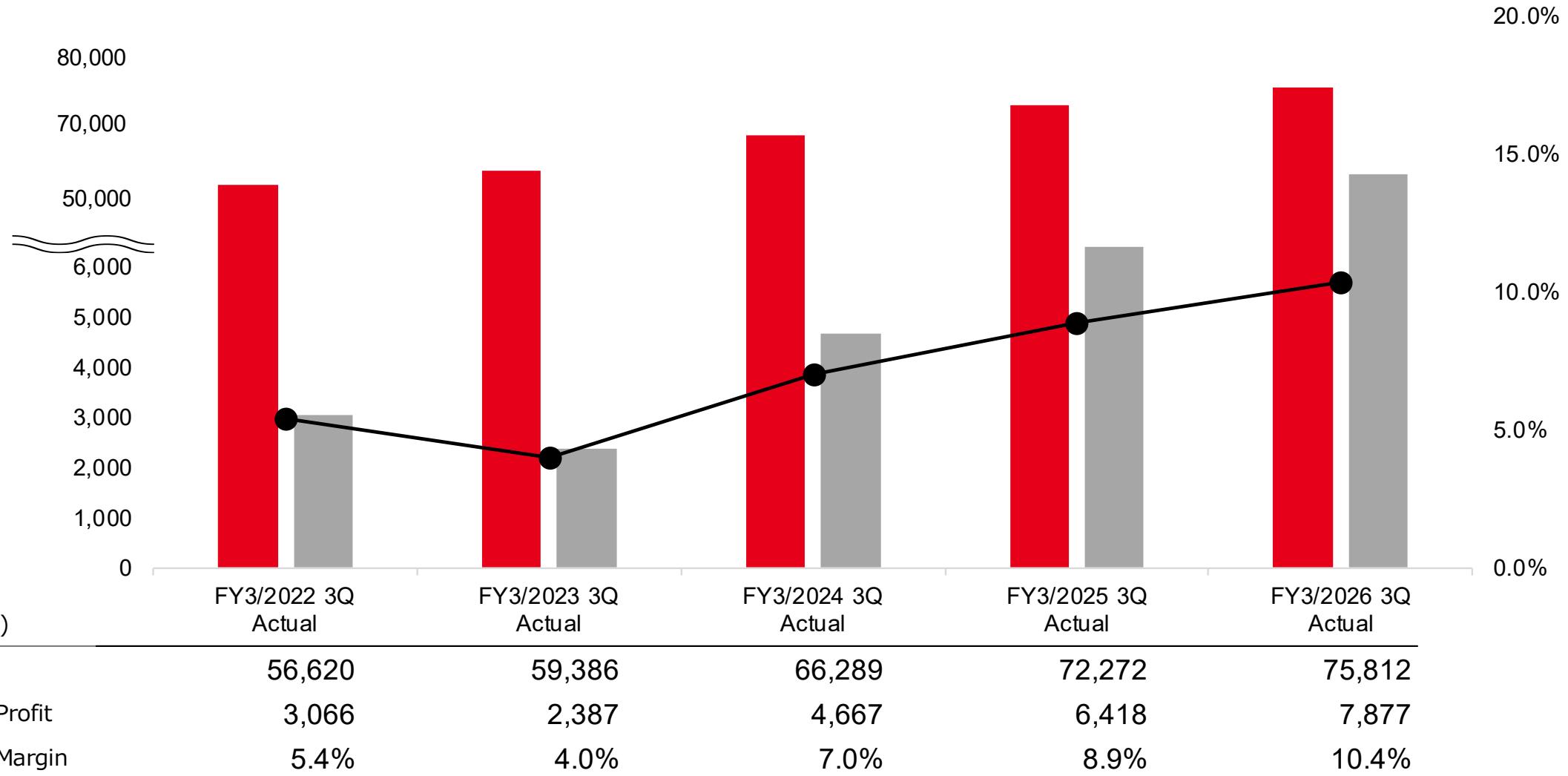
(Millions of yen)	FY3/2025 3QActual	FY3/2026 3QActual	YoY Change	
			Amount of Change	Ratio
North America/Central and South America	2,002	1,999	△ 3	△0.2%
North America	1,599	1,613	13	0.8%
Others	402	386	△ 16	△4.1%
Asia Pacific	4,278	5,455	1,177	27.5%
Vietnam	1,850	2,296	445	24.1%
Philippines	162	114	△ 48	△29.7%
Bangladesh	256	265	9	3.5%
East Asia (excl. Japan)	976	1,603	627	64.3%
Australia	356	496	140	39.3%
Others	676	679	2	0.4%
Europe/Middle East/India	10,668	10,959	291	2.7%
United Kingdom	5,619	5,890	271	4.8%
Europe (excl. UK)	2,689	2,928	238	8.9%
Middle East	1,784	1,691	△ 92	△5.2%
Others	574	449	△ 124	△21.8%
<b>Total</b>	<b>16,949</b>	<b>18,414</b>	<b>1,465</b>	<b>8.6%</b>

# Overview of Consolidated Balance Sheet – Third Quarter of FY3/2026



(Millions of yen)	FY3/2025 3Q	FY3/2025 Year-End	FY3/2026 3Q	YoY Change	Amount of Change	Ratio	YoY Change	Amount of Change	Ratio
<b>Total Assets</b>	<b>83,713</b>	<b>89,655</b>	<b>89,741</b>		<b>6,028</b>	<b>7.2%</b>		<b>86</b>	<b>0.1%</b>
Current Assets	60,761	66,087	65,542		4,780	7.9%		△ 545	△ 0.8%
Non-current Assets	22,951	23,567	24,199		1,248	5.4%		631	2.7%
Property, Plant and Equipment	12,713	12,663	12,862		148	1.2%		198	1.6%
Intangible Assets	995	1,060	1,363		367	37.0%		302	28.6%
Investments and Other Assets	9,242	9,844	9,974		732	7.9%		129	1.3%
<b>Total Liabilities</b>	<b>26,745</b>	<b>30,333</b>	<b>25,205</b>		<b>△ 1,540</b>	<b>△ 5.8%</b>		<b>△ 5,128</b>	<b>△ 16.9%</b>
Current Liabilities	19,452	23,055	18,010		△ 1,441	△ 7.4%		△ 5,044	△ 21.9%
Non-current Liabilities	7,292	7,278	7,194		△ 98	△ 1.3%		△ 83	△ 1.2%
<b>Total Net Assets</b>	<b>56,967</b>	<b>59,321</b>	<b>64,536</b>		<b>7,568</b>	<b>13.3%</b>		<b>5,214</b>	<b>8.8%</b>
Shareholders' Equity	51,616	54,373	57,756		6,139	11.9%		3,383	6.2%
Share Capital	3,798	3,798	3,798		-	-		-	-
Capital Surplus	2,812	2,728	2,728		-83	△ 3.0%		-	-
Retained Earnings	49,536	49,681	53,064		3,528	7.1%		3,383	6.8%
Treasury Stock	△ 4,529	△ 1,835	△ 1,835		2,694	-		0	-
Accumulated Other Comprehensive Income	5,166	4,743	6,599		1,432	27.7%		1,855	39.1%
Non-controlling Interests	184	204	180		△ 3	△ 2.1%		△ 24	△ 11.8%
<b>Total Liabilities and Net Assets</b>	<b>83,713</b>	<b>89,655</b>	<b>89,741</b>		<b>6,028</b>	<b>7.2%</b>		<b>86</b>	<b>0.1%</b>
Equity Ratio	67.8%	65.9%	71.7%		3.9pp	-		5.8pp	-

# Trends of Consolidated Financial Results



## Domestic Private Non-residential Construction Investment

(¥ trillion)	2018 Actual	2019 Actual	2020 Actual	2021 Actual	2022 Actual	2023 Estimate	2024 Estimate	2025 Forecast	2026 Forecast	CAGR (2018–2025)
Construction investment amount	11.5	11.6	9.0	9.5	10.2	10.8	10.9	11.4	12.3	△0.1%

Source : Prepared by the Company based on "QUARTERLY OUTLOOK OF CONSTRUCTION AND MACRO ECONOMY (January 2026)"(Research Institute of Construction and Economy)

## Number of Domestic Fire Prevention Properties

(thousand objects)	2018 Actual	2019 Actual	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Actual	2025 Actual	CAGR (2018-2025)
Number of fire prevention objects	4,119	4,185	4,215	4,228	4,247	4,265	4,280	4,300	0.6%
Of which, multiple-use	630	645	655	663	667	669	671	674	1.0%

Source: Prepared by the Company based on "White Paper on Fire Service" (Fire and Disaster Management Agency)

## Global Market Size of Fire Alarm Systems

(\$m)	2021 Actual	2022 Actual	2023 Actual	2024 Forecast	2025 Forecast	2026 Forecast	2027 Forecast	2028 Forecast	CAGR (2023-2028)
Total	5,553	5,860	6,161	6,425	6,698	7,020	7,377	7,763	4.7%
America	1,621	1,686	1,787	1,884	1,938	2,002	2,094	2,202	4.3%
EMEA	2,028	2,144	2,244	2,306	2,408	2,536	2,662	2,792	4.5%
Asia & Oceania	1,904	2,030	2,130	2,235	2,351	2,483	2,620	2,769	5.4%

Source: Prepared by the Company based on "Fire Detection & Suppression Equipment Report -2024 Analysis" (Omdia)

This document contains descriptions of future forecasts.

The Group's future growth plans include these forecasts as well as other information and assumptions. The description of future forecasts should be contained of the future growth plans in our Groups in conjunction with other information. The future forecast is based on information currently available to us and merely describes our current outlook, expectations and plans for future events. We will inform you of the future forecast with information about new results and future events. However, we are not obligated to update or correct the latest information. We are not liable or responsible to update or revise this forward-looking statement, either with information about new results or future events.

In addition, the predicted future events discussed in this material may not happen for real or may differ materially from what was expected, and these differences can be attributed to many factors.

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