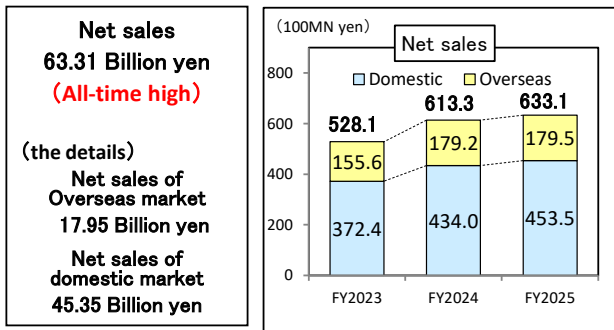


AIPHONE CO., LTD. : Key Points for the Fiscal Year Ending March 2025 (Consolidated)

Net sales In overseas markets, there was a reactionary decline following a temporary increase in sales due to the clearance of back orders from the previous fiscal year. However, sales increased mainly due to renovations of rental apartments in the domestic apartment market, resulting in record sales.

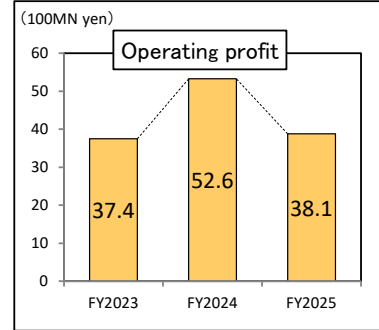
Profit Although there was an increase due to increased revenue, operating profit, ordinary profit, and net profit attributable to owners of parent all decreased significantly due to increased expenses such as research and development costs and the impact of exchange rates.

(Rounded down to the nearest 10 million yen)



Operating profit
3.81 Billion yen

(Rounded down to the nearest 10 million yen)



[Sales]

The domestic market as a whole increased by 1.95 billion yen. (increased by 4.5% year-on-year)

◆Housing market

Sales in the individual housing market increased due to active order activities from other companies' clients. Furthermore, renovation sales in the apartment market increased, mainly for rental apartments. The housing market as a whole increased by 2.13 billion yen. (increased by 6.5% year-on-year)

Individual Housing

- ◎Increase in renovation sales due to heightened awareness of crime prevention.
- ◎Proactive efforts to secure orders from other companies proved successful.

Apartment market

- ◎Security needs in the renovation market remain high.
- ◎Renovation sales were strong, centered on the product "PATMOα" for rental apartments.

◆Health Care market

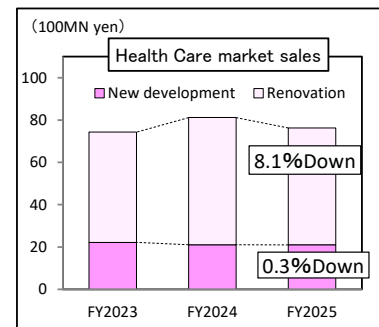
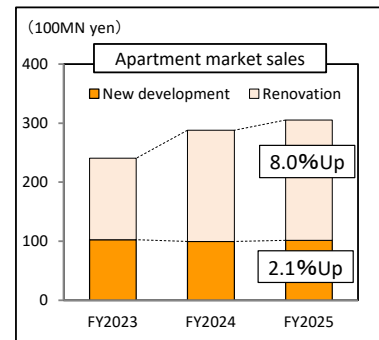
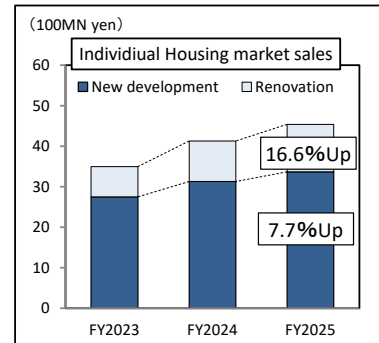
Although sales to elderly care facilities increased thanks to successful problem-solving proposals that responded to the need for "monitoring support," sales declined as new development and renovation did not reach the same level as the previous fiscal year. The overall care market declined by 0.49 billion yen. (Down 6.0% year-on-year)

Health Care new development market

▲A decrease in the number of new development starts

Health Care renovation market

▲This is a backlash to a temporary increase in sales due to the stabilization of product supply in the previous period.



Domestic market

The domestic market as a whole increased by 4.5% year-on-year due to an increase in renovation sales for rental apartments in the apartment housing market.

Overall overseas market increased by 0.02 billion yen (increased by 0.1% year-on-year)

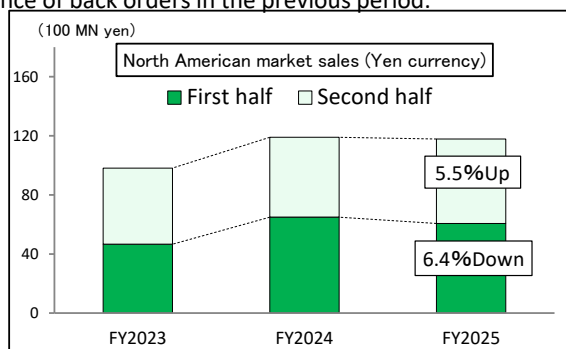
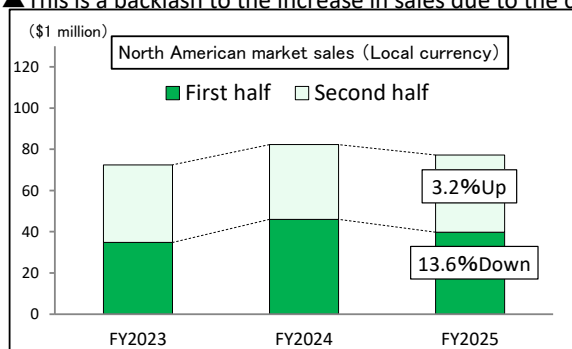
◆North American market

Decreased on a local currency basis (down 6.2% year-on-year)

A decrease of 0.12 billion yen on a yen basis (down 1.0% year-on-year).

▲In East Coast cities, the heart of the apartment housing market, sales have struggled due to intensifying price pressure from rival companies.

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



◆European market

Increased on a local currency basis (increased by 0.1% year-on-year)

Increased 0.18 billion yen on a yen basis (increased by 4.5% year-on-year)

France

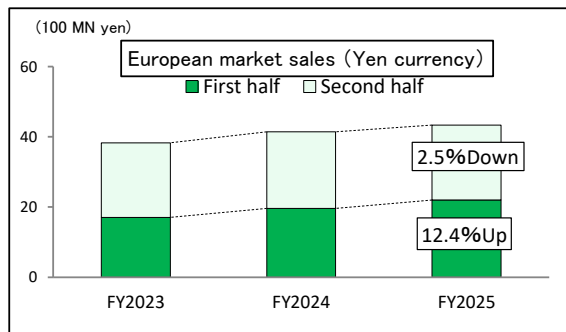
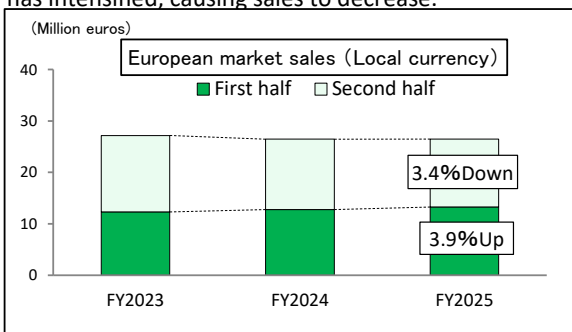
◎Strengthening solution proposals for the business market has been a success, and sales of IP network-compatible intercom systems have been strong.

○Stagnant European economy shows signs of gradual recovery.

▲The number of new development starts in the individual house market has fallen significantly, leading to a decline in sales of the company's main product, video door phones.

The united Kingdom

▲Although sales in the apartment market were favorable, the competitive environment for IP network-compatible systems in the business market, where the need for IP networking is growing, has intensified, causing sales to decrease.



Overseas market

In the mainstay North American market, sales decreased on a local currency basis due to a reactionary decline to the temporary increase in sales resulting from the resolution of back orders in the previous fiscal year, as well as slower sales of some products due to a surge in last-minute demand before price revisions. On a yen basis, the effect of exchange rates had a positive effect on sales in the North American market, and sales in the overseas market as a whole increased by 0.1% year-on-year.

[Profit]

Operating profit: A decrease of 1.45 billion yen (down 27.6% year-on-year)

Ordinary profit: A decrease of 1.96 billion yen (down 32.1% year-on-year)

Profit attributable to owners of parent: A decrease of 1.02 billion yen (down 22.1% year-on-year)

▲Although netsales increased, operating profit decreased due to increased expenses such as research and development costs.

▲Each profit declined due to the impact of exchange rates.

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