【Supplementary Data】

May 12th, 2026
AIPHONE CO., LTD.(6718)

AIPHONE CO., LTD. : Key Points for the Fiscal Year Ended March 2026 (Consolidated)

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

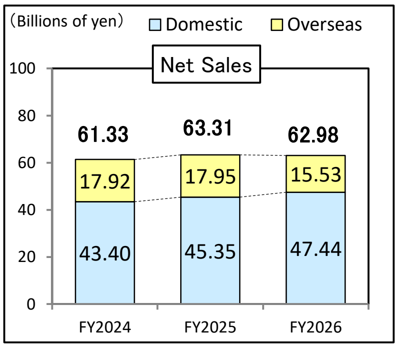
Profit All profit levels from operating profit downward decreased significantly due to the deterioration of the sales mix resulting from a lower sales ratio of the highly profitable overseas market, as well as an increase in expenses such as R&D costs.

Net sales
62.98
Billion yen

(the details)
Net sales of Overseas market
15.53 Billion yen

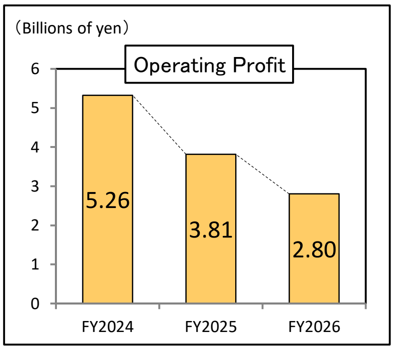
Net sales of domestic market
47.44 Billion yen

(Rounded down to the nearest 10 million yen)



Operating Profit
2.80 Billion yen

(Rounded down to the nearest 10 million yen)

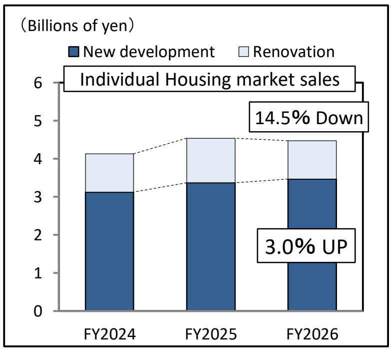


〔Sales〕

The overall domestic market increased by 2.08 billion yen. (Increased by 4.6% year-on-year)

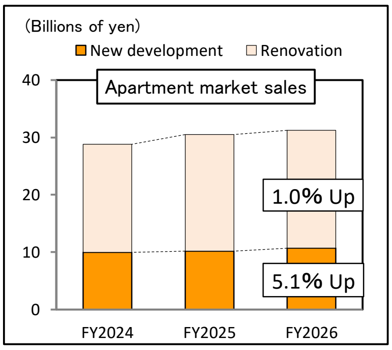
◆Housing market

Sales increased due to strong orders for new development in rental apartments. Furthermore, renovation sales for condominiums grew.
The overall housing market increased by 0.64 billion yen. (Increased by 1.8% year-on-year)



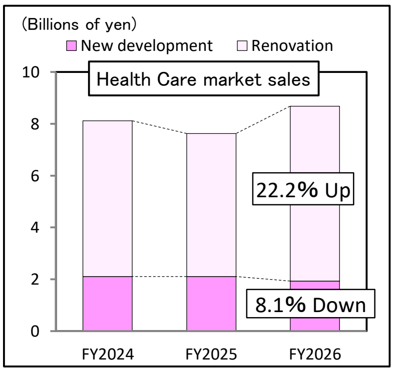
Individual housing market
◎Proactive efforts to secure orders due to heightened awareness of crime prevention.
▲Supply delays of some products occurred.

Apartment market
◎Security needs in the renovation market remain high.
◎Increase in sales due to the success of proactive proposals for "Pabbit".
▲Supply delays of some products occurred.



◆Health Care market

Problem-solving proposals responding to 'monitoring support' needs proved successful, leading to a significant increase in renovation sales for hospitals and elderly housing.
The overall care market increased by 1.05 billion yen (Increased 13.9% year-on-year).



Health Care new development market
▲A decrease in the number of new construction starts for hospitals and care facilities.

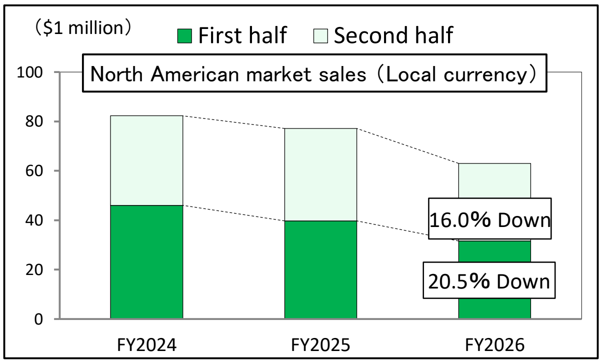
Health Care renovation maeket
◎Demand for "monitoring support" remains high in hospitals, facilities, etc.
◎Successful solution-based sales that capitalized on the tailwind of support for

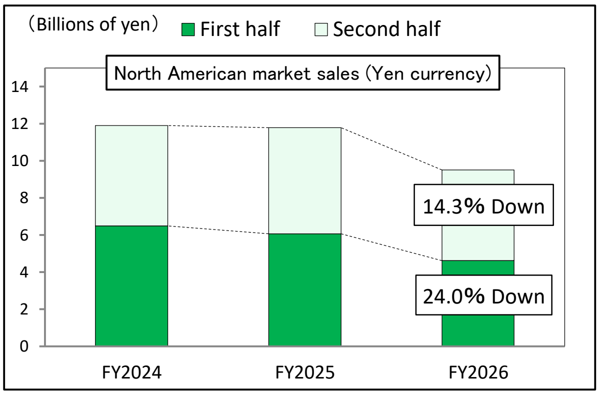
Domestic market

The overall domestic market increased by 4.6% year-on-year due to an increase in sales in the apartment market and renovation sales in the care market.

The overall overseas market decreased by 2.42 billion yen (Decreased 13.5% year-on-year)

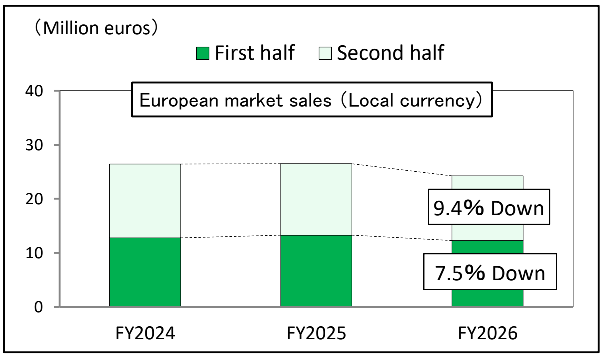
◆North American market
Decreased on a local currency basis（Decreased 18.3% year-on-year）
Decreased by 2.27 billion yen on a yen basis（Decreased 19.3% year-on-year）

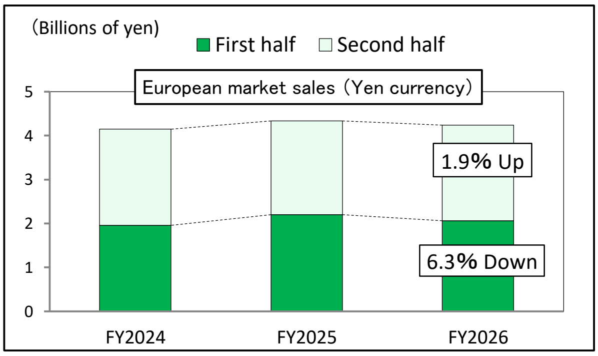




◆European market
Decreased on a local currency basis (Decreased 8.5% year-on-year)
Decreased by 90 million yen on a yen basis (Decreased 2.3% year-on-year).

▲The European economy is stagnating.
▲Price competition with European and Chinese companies is intensifying.





Overseas market

In the mainstay North American market, amid uncertainty in the U.S. economy centered on tariffs, sales decreased significantly on both a local currency and yen basis as distributors restrained inventory, leading to reduced purchases of our products.

In the European market as well, sales decreased due to a stagnant European economy and intensifying price competition with rivals.

〔Profit〕
Operating Profit: Decreased by 1.01 billion yen (Decreased 26.5% year-on-year)
Ordinary Profit: Decreased by 0.99 billion yen (Decreased 23.8% year-on-year)
Profit attributable to owners of parent: Decreased by 1.15 billion yen (Decreased 31.9% year-on-year)

▲Deterioration of sales mix due to a decrease in the sales composition ratio of the overseas market, which has a relatively high profit margin.
▲Increase in expenses such as R&D costs.

〔Dividend〕
As planned at the beginning of the fiscal year**, the year-end dividend** will be 80 yen per share, **resulting in an annual dividend of 130 yen** (including the 50 yen interim dividend).

For the next fiscal year (ending March 2027), we plan to maintain **the annual dividend at 130 yen per share**, the same as the current fiscal year.

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