PARAMOUNT BED HOLDINGS

Supplementary Materials to the Financial Results Briefing

May 14, 2025

Security code：7817

Paramount Bed Holdings Co., Ltd.

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PL / Recurring revenue volume value

PARAMOUNT BED HOLDINGS

(units : millions of yen)

	FYE3/2022								FYE3/2023								FYE3/2024								FYE3/2025							
	1Q		2Q		3Q		4Q		1Q		2Q		3Q		4Q		1Q		2Q		3Q		4Q		1Q		2Q		3Q		4Q	
Net Sales	20,420	19.8%	20,816	−0.9%	22,720	1.8%	26,394	−1.5%	22,752	11.4%	24,097	15.8%	24,255	6.8%	27,903	5.7%	24,318	6.9%	25,402	5.4%	23,331	−3.8%	32,964	18.1%	23,145	−4.8%	25,528	0.5%	26,395	13.1%	33,514	1.7%
Cost of Sales	10,340	12.1%	10,557	−6.3%	11,668	−0.2%	14,756	1.5%	11,719	13.3%	13,151	24.6%	12,283	5.3%	14,654	−0.7%	12,397	5.8%	13,354	1.5%	12,091	−1.6%	17,543	19.7%	11,888	−4.1%	13,225	−1.0%	13,578	12.3%	17,334	−1.2%
Gross profit	10,080	29.0%	10,259	5.4%	11,052	4.1%	11,638	−5.1%	11,033	9.5%	10,946	6.7%	11,972	8.3%	13,249	13.8%	11,921	8.0%	12,048	10.1%	11,240	−6.1%	15,421	16.4%	11,257	−5.6%	12,302	2.1%	12,817	14.0%	16,180	4.9%
Selling, general and administrative expenses	6,953	9.0%	7,089	8.6%	7,367	5.0%	9,280	3.9%	7,823	12.5%	7,939	12.0%	8,394	13.9%	9,593	3.4%	8,662	10.7%	8,827	11.2%	9,208	9.7%	10,115	5.4%	9,664	11.6%	9,796	11.0%	9,702	5.4%	10,417	3.0%
Operating profit	3,126	117.8%	3,170	−1.3%	3,685	2.4%	2,357	−29.4%	3,210	2.7%	3,007	−5.1%	3,578	−2.9%	3,656	55.1%	3,258	1.5%	3,221	7.1%	2,032	−43.2%	5,306	45.1%	1,593	−51.1%	2,506	−22.2%	3,114	53.3%	5,763	8.6%
Ordinary profit	3,351	118.7%	3,476	3.4%	4,029	5.8%	2,685	−43.6%	3,962	18.2%	3,638	4.7%	2,696	−33.1%	3,841	43.1%	4,178	5.5%	3,641	0.1%	1,687	−37.4%	6,413	67.0%	2,136	−48.9%	1,317	−63.8%	4,099	143.0%	5,292	−17.5%
Profit attributable to owners of parent	2,349	122.9%	2,576	64.0%	2,558	−2.0%	1,609	−52.3%	2,685	14.3%	2,359	−8.4%	1,600	−37.5%	2,570	59.7%	2,859	6.5%	2,439	3.4%	1,272	−20.5%	4,050	57.6%	1,566	−45.2%	706	−71.1%	3,597	182.6%	3,213	−20.7%
EBITDA※	5,063	56.7%	5,079	0.5%	5,755	3.4%	4,415	−17.5%	5,296	4.6%	5,115	0.7%	5,478	−4.8%	6,101	38.2%	5,503	3.9%	5,538	8.3%	4,590	−16.2%	7,951	30.3%	4,173	−24.2%	5,295	−4.4%	5,979	30.3%	8,667	9.0%

※Calculated as the sum of operating profit and depreciation expenses.

Recurring revenue volume value	7,133	9.0%	7,302	8.5%	7,474	6.3%	7,473	5.7%	7,739	8.5%	7,967	9.1%	8,021	7.3%	7,954	6.4%	8,258	6.7%	8,478	6.4%	8,575	6.9%	8,743	9.9%	8,992	8.9%	9,649	13.8%	9,850	14.9%	9,987	14.2%
Medical care business	1,277	7.4%	1,343	10.0%	1,372	−0.4%	1,412	1.0%	1,425	11.6%	1,571	17.0%	1,555	13.3%	1,515	7.3%	1,679	17.8%	1,932	23.0%	1,859	19.5%	1,995	31.7%	2,089	24.4%	2,277	17.9%	2,344	26.1%	2,458	23.2%
Nursing care business for nursing facility	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	17	–	25	–	36	–	54	–
Nursing care business for home care	5,855	9.3%	5,959	8.2%	6,102	8.0%	6,061	6.9%	6,314	7.8%	6,395	7.3%	6,465	5.9%	6,438	6.2%	6,579	4.2%	6,545	2.3%	6,715	3.9%	6,748	4.8%	6,885	4.7%	7,345	12.2%	7,470	11.2%	7,475	10.8%

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Net Sales by Business / Overseas Sales by Region

PARAMOUNT BED HOLDINGS

(unit : millions of yen)

Net Sales by Business	FYE3/2022 1Q		2Q		3Q		4Q		FYE3/2023 1Q		2Q		3Q		4Q		FYE3/2024 1Q		2Q		3Q		4Q		FYE3/2025 1Q		2Q		3Q		4Q	
Medical care business	7,441	15.7%	7,987	0.4%	9,126	10.6%	9,675	-10.5%	8,571	15.2%	9,361	17.2%	9,276	1.6%	10,081	4.2%	9,186	7.2%	10,584	13.1%	8,939	-3.6%	11,980	18.8%	7,935	-13.6%	9,926	-6.2%	10,231	14.5%	12,132	1.3%
Japan	5,776	26.8%	6,003	-2.7%	7,006	9.8%	7,648	-11.7%	6,738	16.7%	6,736	12.2%	7,312	4.4%	7,941	3.8%	6,910	2.6%	8,030	19.2%	6,841	-6.4%	9,266	16.7%	5,946	-14.0%	7,557	-5.9%	7,738	13.1%	9,979	7.7%
Overseas	1,665	-11.2%	1,983	11.4%	2,119	13.6%	2,026	-5.8%	1,832	10.0%	2,625	32.4%	1,963	-7.4%	2,139	5.6%	2,275	24.2%	2,553	-2.7%	2,097	6.8%	2,714	26.9%	1,989	-12.6%	2,369	-7.2%	2,493	18.8%	2,153	-20.7%
Nusing care business	12,056	22.5%	11,887	-3.2%	12,606	-4.2%	15,767	3.7%	13,085	8.5%	13,712	15.4%	13,891	10.2%	16,831	6.7%	13,953	6.6%	13,814	0.7%	13,455	-3.1%	20,127	19.6%	14,300	2.5%	14,809	7.2%	15,357	14.1%	20,809	3.4%
Japan nursing facility	2,558	43.9%	2,264	-19.6%	2,808	-19.0%	5,811	2.4%	2,351	-8.1%	2,980	31.6%	3,021	7.6%	6,558	12.9%	3,090	31.4%	2,806	-5.8%	2,661	-11.9%	9,070	38.3%	2,975	-3.7%	2,999	6.9%	3,554	33.5%	9,208	1.5%
Japan home care	9,258	15.8%	9,419	0.4%	9,662	0.9%	9,515	4.7%	10,538	13.8%	10,557	12.1%	10,712	10.9%	10,091	6.1%	10,611	0.7%	10,804	2.3%	10,598	-1.1%	10,741	6.4%	11,088	4.5%	11,509	6.5%	11,589	9.3%	11,303	5.2%
Overseas	239	256.7%	203	138.8%	134	28.8%	441	179.1%	194	-18.8%	174	-14.3%	158	17.9%	181	-59.0%	250	28.9%	202	16.1%	195	23.4%	314	73.5%	236	-5.6%	301	49.0%	213	9.2%	298	-5.3%
Health promotion business	505	65.0%	514	25.4%	582	25.7%	539	33.4%	653	29.3%	623	21.2%	658	13.1%	582	8.0%	700	7.2%	582	-6.6%	494	-24.9%	433	-25.6%	493	-29.6%	407	-30.1%	439	-11.2%	345	-20.2%
Others	417	-9.0%	427	19.6%	405	-9.4%	412	4.3%	442	6.0%	399	-6.6%	428	5.7%	407	-1.2%	477	7.9%	422	5.8%	442	3.3%	422	3.7%	415	-13.0%	385	-8.8%	367	-16.9%	225	-46.5%
Total	20,420	19.8%	20,816	0.9%	22,720	1.8%	26,394	-1.5%	22,752	11.4%	24,097	15.8%	24,255	6.8%	27,903	5.7%	24,318	6.9%	25,402	5.4%	23,331	-3.8%	32,964	18.1%	23,145	-4.8%	25,528	0.5%	26,395	13.1%	33,514	1.7%

Overseas Sales by Region

Asia	1,793	24.0%	2,096	39.7%	1,659	-10.8%	2,374	12.7%	1,880	4.9%	2,360	12.6%	1,930	16.3%	2,002	-15.7%	2,353	25.2%	2,390	1.3%	1,896	-1.8%	2,631	31.4%	2,012	-14.5%	2,409	0.8%	2,345	23.7%	2,342	-11.0%
Indonesia	589	-29.6%	939	65.3%	616	-25.8%	627	-23.6%	675	14.6%	877	-6.6%	670	8.8%	651	3.8%	445	-34.1%	689	-21.4%	589	-12.1%	1,109	70.4%	766	72.1%	835	21.2%	1,043	77.0%	577	-47.9%
China	608	106.1%	565	3.9%	535	-8.9%	1,095	41.8%	659	8.4%	839	48.5%	755	41.1%	774	-29.3%	1,209	83.5%	814	-3.0%	744	-1.5%	737	-4.8%	745	-38.4%	671	-17.6%	427	-42.5%	976	32.3%
Other asia	595	90.1%	592	53.0%	507	15.0%	651	26.9%	545	-8.4%	642	8.4%	504	-0.6%	576	-11.5%	698	28.1%	885	37.9%	563	11.7%	784	36.1%	500	-28.4%	903	2.0%	874	55.3%	788	0.5%
Outside asia	111	-77.7%	90	-75.3%	595	431.3%	93	-54.0%	146	31.5%	440	388.9%	191	-67.9%	318	241.9%	173	18.5%	366	-16.8%	396	107.3%	397	24.8%	212	22.5%	260	-29.0%	360	-9.0%	109	-72.5%
Total	1,904	-2.0%	2,187	17.2%	2,254	14.4%	2,467	6.8%	2,027	6.5%	2,800	28.0%	2,121	-5.9%	2,321	-5.9%	2,526	24.6%	2,756	-1.6%	2,292	8.1%	3,029	30.5%	2,225	-12.0%	2,670	-3.1%	2,706	18.0%	2,451	-19.1%

India including unconsolidated	354	98.9%	239	27.1%	233	36.3%	274	33.0%	442	24.9%	462	93.3%	236	1.3%	272	-0.7%	389	-12.0%	421	-8.9%	356	50.8%	552	102.9%	446	14.7%	460	9.3%	548	54.0%	458	-17.1%

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Number of bed sold / Other Indicators

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(unit : thousands, fractions rounded)

No. of bed sold	FYE3/2022 1Q		FYE3/2022 2Q		FYE3/2022 3Q		FYE3/2022 4Q	
Medical care business	19	17.3%	22	-5.5%	24	15.1%	23	-21.3%
Japan	9	43.2%	10	-10.6%	13	30.4%	15	-7.3%
Overseas	10	1.1%	12	-0.8%	11	0.9%	8	-38.0%
Nursing care business	28	74.6%	28	-5.1%	29	1.1%	38	12.0%
Japan nursing facility	8	52.4%	8	-8.6%	8	-4.2%	15	-1.6%
Japan home care	19	79.8%	18	-5.6%	20	2.3%	20	17.3%
Overseas	1	207.5%	1	55.2%	1	36.3%	2	125.5%
Health promotion business	2	52.2%	2	9.9%	2	18.5%	2	24.8%
Total	50	46.1%	52	-4.8%	55	7.4%	63	-2.9%

No. of bed sold	FYE3/2023 1Q		FYE3/2023 2Q		FYE3/2023 3Q		FYE3/2023 4Q	
Medical care business	21	9.8%	24	9.5%	24	2.2%	25	8.1%
Japan	13	46.7%	13	24.1%	15	12.6%	14	-6.5%
Overseas	8	-22.9%	12	-2.7%	10	-10.5%	11	34.1%
Nursing care business	31	8.2%	33	21.4%	32	11.3%	36	-4.5%
Japan nursing facility	7	-11.7%	11	29.0%	10	18.3%	18	16.2%
Japan home care	22	19.5%	22	21.1%	22	8.7%	17	-13.2%
Overseas	1	-27.0%	1	-32.6%	1	6.0%	1	-64.9%
Health promotion business	3	24.4%	3	28.9%	2	-4.1%	2	-4.3%
Total	54	9.5%	61	16.6%	59	6.7%	63	0.2%

No. of bed sold	FYE3/2024 1Q		FYE3/2024 2Q		FYE3/2024 3Q		FYE3/2024 4Q	
Medical care business	20	-4.9%	22	-8.7%	18	-26.6%	28	12.0%
Japan	11	-20.2%	12	-2.6%	9	-41.4%	17	18.5%
Overseas	9	20.7%	10	-15.2%	9	-4.0%	12	3.8%
Nursing care business	29	-5.0%	31	-7.1%	26	-20.6%	42	16.2%
Japan nursing facility	9	26.8%	9	-14.0%	7	-27.0%	21	20.3%
Japan home care	19	-15.9%	21	-5.2%	18	-18.5%	19	7.7%
Overseas	1	10.1%	1	34.8%	1	1.0%	2	103.6%
Health promotion business	3	-2.6%	2	-13.6%	2	-21.9%	2	-24.0%
Total	52	-4.9%	56	-8.0%	45	-23.1%	72	13.2%

No. of bed sold	FYE3/2025 1Q		FYE3/2025 2Q		FYE3/2025 3Q		FYE3/2025 4Q	
Medical care business	16	-21.0%	21	-5.6%	19	5.7%	25	-11.6%
Japan	7	-32.8%	10	-21.7%	10	20.3%	14	-18.8%
Overseas	9	-7.9%	11	14.0%	9	-7.9%	12	-1.5%
Nursing care business	29	0.2%	30	-2.5%	28	9.6%	36	-14.8%
Japan nursing facility	8	-13.9%	9	-1.4%	8	7.5%	17	-22.4%
Japan home care	20	7.0%	20	-6.6%	19	8.9%	18	-5.3%
Overseas	1	-0.4%	2	76.4%	1	40.3%	1	-23.7%
Health promotion business	2	-31.1%	2	-33.0%	2	-10.7%	1	-23.9%
Total	47	-9.6%	53	-5.0%	49	7.2%	62	-13.8%

Other Indicators

(unit : thousands, fractions rounded)

	FYE3/2022 1Q		FYE3/2022 2Q		FYE3/2022 3Q		FYE3/2022 4Q	
Nemuri SCAN sales volume	7	96.8%	5	-21.2%	7	-34.8%	17	7.5%
for medical care	0	15.7%	0	160.4%	0	-23.5%	1	29.5%
for nusing care	6	103.5%	4	-27.2%	7	-35.0%	16	6.5%
Cumulative sales volume	90	78.7%	94	67.8%	101	51.3%	119	42.9%

	FYE3/2023 1Q		FYE3/2023 2Q		FYE3/2023 3Q		FYE3/2023 4Q	
Nemuri SCAN sales volume	5	-22.4%	6	16.3%	8	7.4%	18	7.6%
for medical care	0	15.2%	1	111.1%	1	175.3%	1	-0.9%
for nusing care	5	-24.5%	5	14.4%	6	-5.0%	18	10.4%
Cumulative sales volume	124	38.1%	129	37.0%	137	34.9%	155	31.0%

	FYE3/2024 1Q		FYE3/2024 2Q		FYE3/2024 3Q		FYE3/2024 4Q	
Nemuri SCAN sales volume	6	21.1%	7	30.7%	6	-16.8%	27	45.8%
for medical care	0	-16.8%	1	100.3%	0	-51.3%	1	62.0%
for nusing care	6	25.5%	6	22.3%	6	-8.0%	26	42.1%
Cumulative sales volume	161	30.6%	169	30.6%	175	28.0%	202	30.1%

	FYE3/2025 1Q		FYE3/2025 2Q		FYE3/2025 3Q		FYE3/2025 4Q	
Nemuri SCAN sales volume	6	-6.0%	6	-13.7%	11	79.1%	31	16.0%
for medical care	1	97.4%	1	-31.3%	1	37.7%	2	74.2%
for nusing care	5	-12.0%	6	-10.2%	11	81.9%	29	13.0%
Cumulative sales volume	208	28.7%	214	26.8%	225	28.7%	257	27.0%

Stock Indicators

	FYE3/2022 1Q		FYE3/2022 2Q		FYE3/2022 3Q		FYE3/2022 4Q	
No. of facilities with Nemuri CONNECT contract	–	–	–	–	–	–	–	–
No. of hospitals with Smart Bed System instllations							24	–

	FYE3/2023 1Q		FYE3/2023 2Q		FYE3/2023 3Q		FYE3/2023 4Q	
No. of facilities with Nemuri CONNECT contract	–	–	–	–	–	–	–	–
No. of hospitals with Smart Bed System instllations							32	33.3%

	FYE3/2024 1Q		FYE3/2024 2Q		FYE3/2024 3Q		FYE3/2024 4Q	
No. of facilities with Nemuri CONNECT contract	–	–	–	–	–	–	177	–
No. of hospitals with Smart Bed System instllations							46	43.8%

	FYE3/2025 1Q		FYE3/2025 2Q		FYE3/2025 3Q		FYE3/2025 4Q	
No. of facilities with Nemuri CONNECT contract	218	–	271	–	368	–	621	250.8%
No. of hospitals with Smart Bed System instllations	49	–	53	–	59	–	68	47.8%

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