



PARAMOUNT BED  
HOLDINGS

# Financial Results Briefing for the Fiscal Year Ended March 31, 2022

April 1, 2021 - March 31, 2022

May 19, 2022

Securities code: 7817

PARAMOUNT BED HOLDINGS CO., LTD.

as human, for human

## **Impact of COVID-19, depreciation of yen, material price hike, semiconductor shortage, etc.**

Impact of COVID-19, semiconductor shortage, etc. on material procurement ended up being minor.

Current depreciation of yen and material price hike have considerable impact.

Sales price revisions scheduled for Oct. 1<sup>st</sup>, 2022.

Will continue to watch semiconductor shortage.

## **FYE3/2022 results and FYE3/2023 forecasts**

Sales and income at record highs despite impact of change in accounting standards.

## **PARAMOUNT VISION 2030**

### **Targets of Phase II of Medium-term Management Plan announced**

Performance targets of Phase I of vision exceeded FY2022.

With keeping steady implementation of priority measures of Phase I, we will also carry out activities taking Phase II direction into account.

Targets for final year of Phase II (FY2027) are 120 billion yen in sales and 17 billion yen in operating income.

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# 1. Overview of Financial Results for the Fiscal Year Ended March 31, 2022

# 1-1. Overview of Financial Results

## Sales and income increased, both to record highs

The year-end dividend increased by 2 yen. The annual dividend increased 6.8% in real terms.

\*1. Revision announced on October 28.

(Millions of yen)

	Fiscal year ended March 31, 2021	Fiscal year ended March 31, 2022			
	Result	Forecast*1	Result	vs. forecast	vs. previous year*2
Net sales	87,171	83,200	<b>90,352</b>	+8.6%	-
Operating income (Operating margin)	11,582 (13.3%)	11,800 (14.2%)	<b>12,340</b> <b>(13.7%)</b>	+4.6%	+6.5%
Ordinary income (Ordinary margin)	13,461 (15.4%)	12,550 (15.1%)	<b>13,543</b> <b>(15.0%)</b>	+7.9%	+0.6%
Net income attributable to owners of parent (Net margin)	8,611 (9.9%)	8,650 (10.4%)	<b>9,092</b> <b>(10.1%)</b>	+5.1%	+5.6%
Annual dividend*3	103 yen	-	<b>55 yen</b>	-	+6.8% in real terms

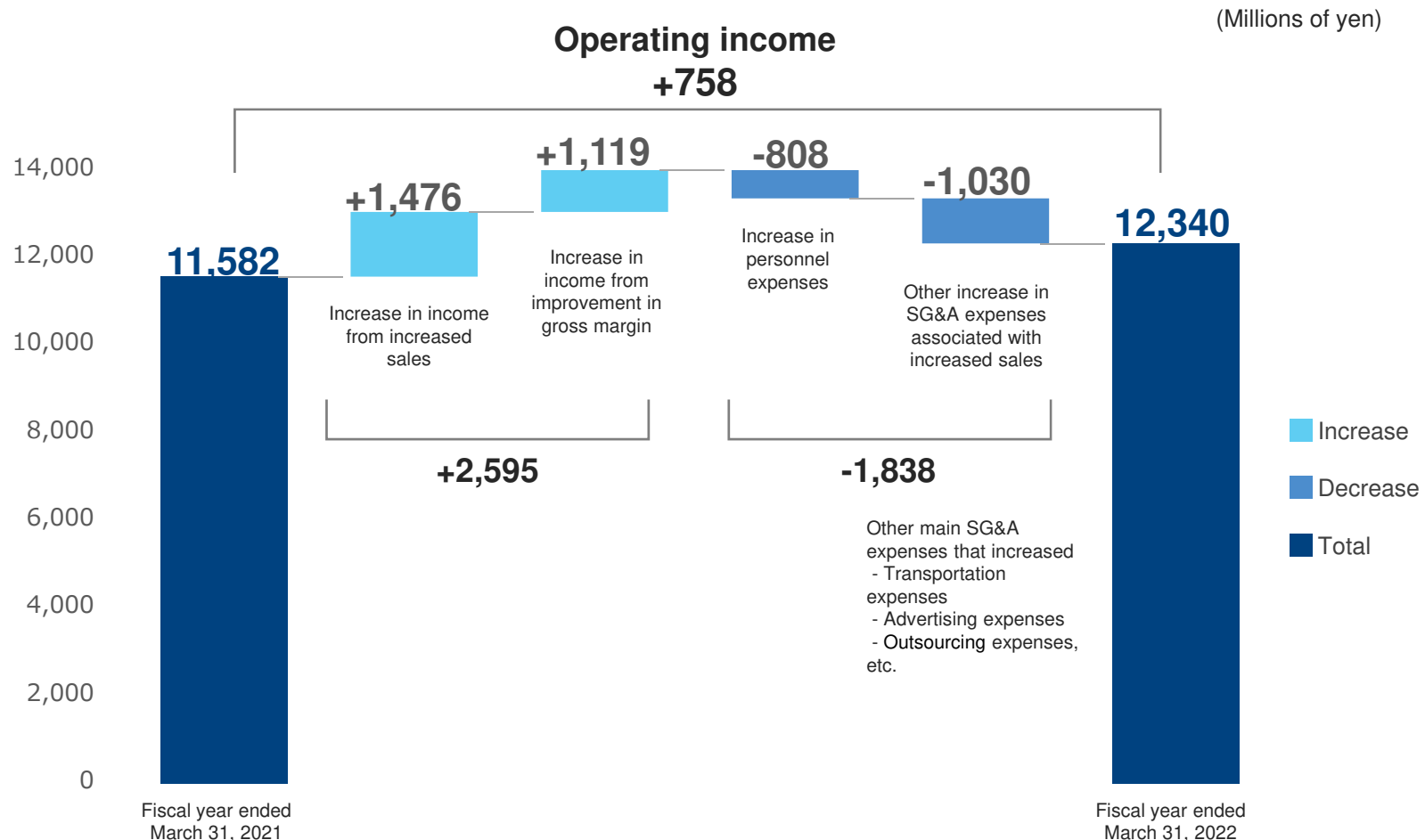
\*2. The year-on-year change in net sales is not shown because the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) will be applied from the fiscal year ending March 31, 2022.

\*3. A 1:2 stock split of common shares was carried out effective April 1, 2021. The results for the fiscal year ended March 31, 2021 are the actual figures prior to the split.

# 1-2. Factors Behind Change in Operating Income

## Up 758 million yen despite increase in SG&A expenses

Increase in SG&A expenses was primarily from increase in transportation expenses and that aimed at future growth.



# 1-3. Financial Situation

## Net assets up 7,853 million yen

(Millions of yen)

	March 31, 2021	March 31, 2022	Amount of change	vs. previous year
<b>Current assets</b>	86,144	<b>94,035</b>	+7,891	+9.2%
<b>Fixed assets</b>	68,213	<b>70,246</b>	+2,033	+3.0%
<b>Total assets</b>	154,358	<b>164,281</b>	+9,923	+6.4%
<b>Current liabilities</b>	23,720	<b>25,387</b>	+1,667	+7.0%
<b>Fixed liabilities</b>	16,814	<b>17,218</b>	+404	+2.4%
<b>Total liabilities</b>	40,535	<b>42,606</b>	+2,071	+5.1%
<b>Net assets</b>	113,822	<b>121,675</b>	+7,853	+6.9%
<b>Total liabilities and net assets</b>	154,358	<b>164,281</b>	+9,923	+6.4%

## 2. Overview by Business



# 2-1. Results in Medical Care Business

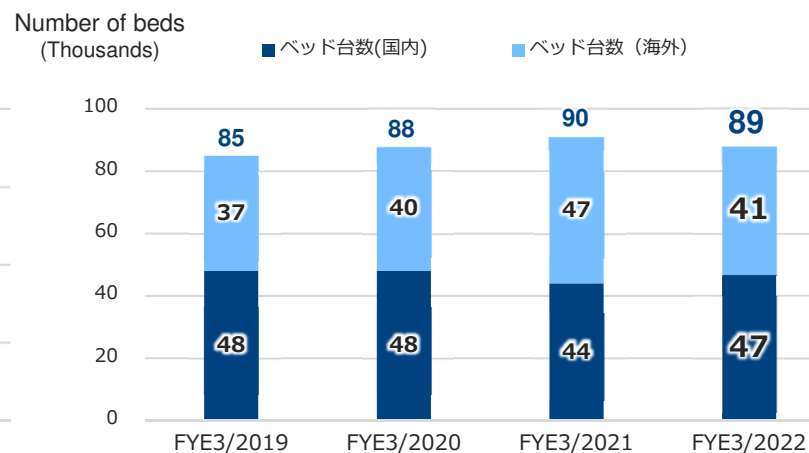
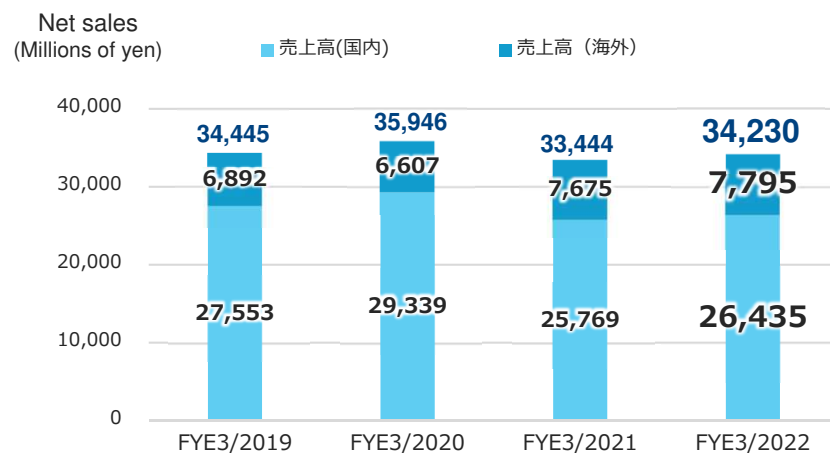
## Recurring businesses expanded

Medical institutions in Japan improved profitability.  
Rental/on-site services for hospitals expanded.  
Special demand dropped off overseas.

(Millions of yen)	FYE3/2019	FYE3/2020	FYE3/2021	FYE3/2022	
				Result	vs. previous year
<b>Net sales</b>	34,445	35,946	33,444	<b>34,230</b>	-
Japan	27,553	29,339	25,769	<b>26,435</b>	-
Overseas	6,892	6,607	7,675	<b>7,795</b>	-

(Thousands of beds rounded to nearest thousand; comparison with previous year calculated based on actual numbers)

	FYE3/2019	FYE3/2020	FYE3/2021	FYE3/2022	vs. previous year
<b>Number of beds sold</b>	85	88	90	<b>89</b>	-2%
Japan	48	48	44	<b>47</b>	+8%
Overseas	37	40	47	<b>41</b>	-11%



\*The year-on-year change in net sales is not shown because the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) will be applied from the fiscal year ending March 31, 2022.

# 2-2. Results in Nursing Care Business

## Sales and rentals both continued to perform well

New product effect in home care continues.

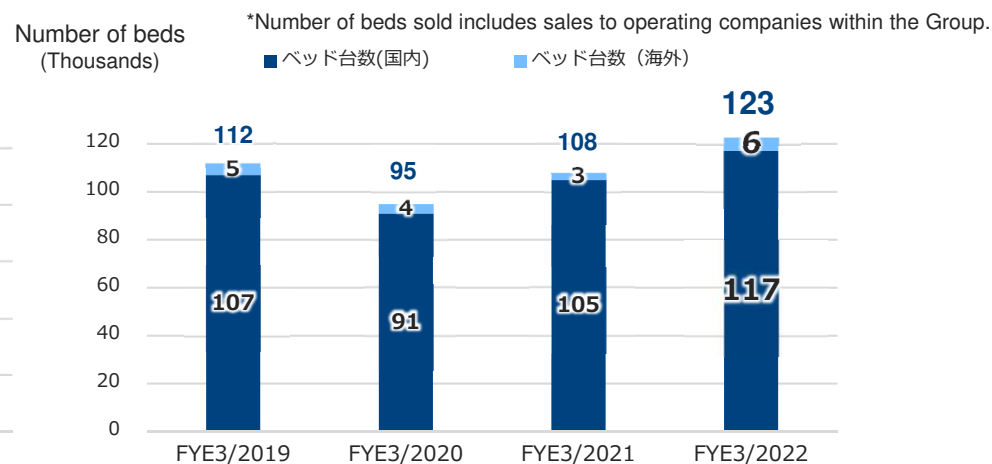
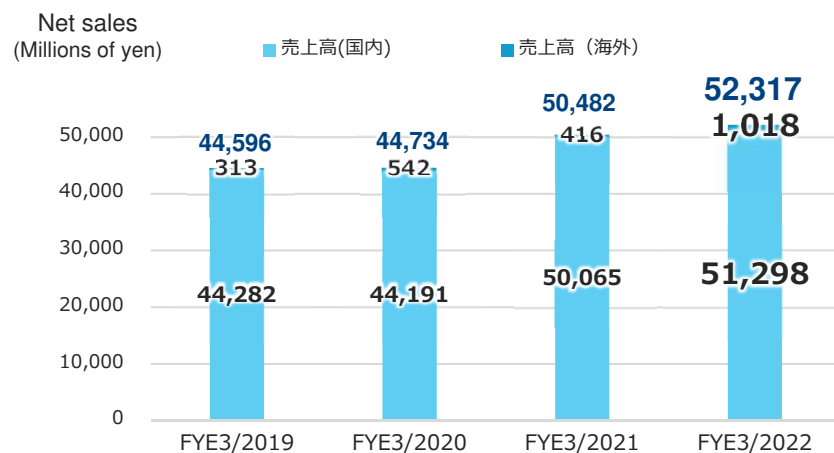
Rental wholesale also performed well (182k beds in operation).

Overseas, large project for nursing care facility in Singapore contributed.

(Millions of yen)	FYE3/2019	FYE3/2020	FYE3/2021	FYE3/2022	
				Result	vs. previous year
<b>Net sales</b>	44,596	44,734	50,482	<b>52,317</b>	-
Japan	44,282	44,191	50,065	<b>51,298</b>	-
Overseas	313	542	416	<b>1,018</b>	-

(Thousands of beds rounded to nearest thousand; comparison with previous year calculated based on actual numbers)

Number of beds sold	FYE3/2019	FYE3/2020	FYE3/2021	FYE3/2022	
				Result	vs. previous year
<b>Number of beds sold</b>	112	95	108	<b>123</b>	+14%
Japan	107	91	105	<b>117</b>	+11%
Overseas	5	4	3	<b>6</b>	+103%



\*The year-on-year change in net sales is not shown because the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) will be applied from the fiscal year ending March 31, 2022.

# 2-3. Results in Health Promotion Business

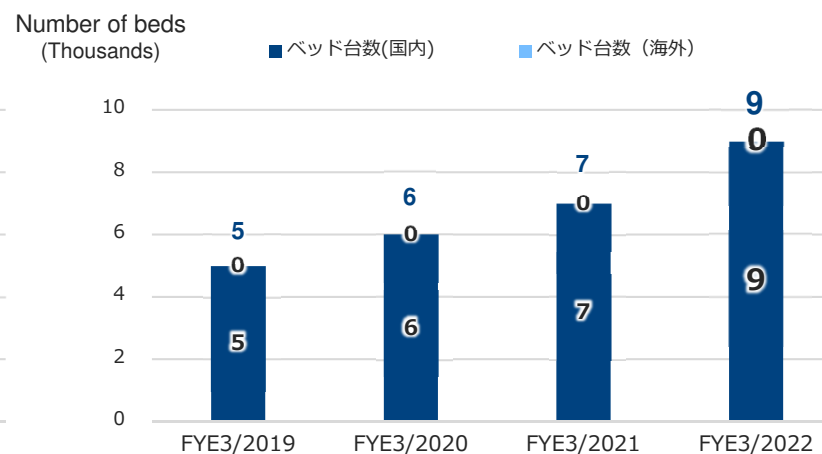
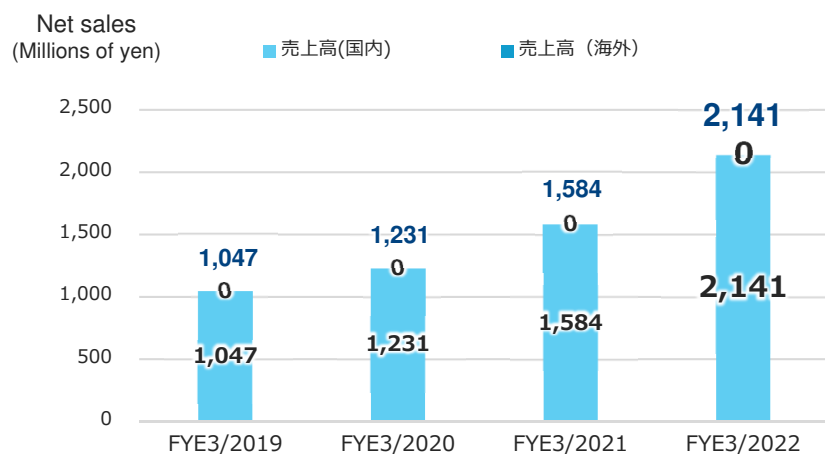
## Up 35% in real terms

New INTIME3000 released last September also contributed. Enhanced PR, including events, in addition to television, radio, and social media.

(Millions of yen)	FYE3/2019	FYE3/2020	FYE3/2021	FYE3/2022	
				Result	vs. previous year
<b>Net sales</b>	1,047	1,231	1,584	<b>2,141</b>	-
Japan	1,047	1,231	1,584	<b>2,141</b>	-
Overseas	0	0	0	<b>0</b>	-

(Thousands of beds rounded to nearest thousand; comparison with previous year calculated based on actual numbers)

<b>Number of beds sold</b>	5	6	7	<b>9</b>	+25%
Japan	5	6	7	<b>9</b>	+25%
Overseas	0	0	0	<b>0</b>	0%



\*The year-on-year change in net sales is not shown because the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) will be applied from the fiscal year ending March 31, 2022.

## 2-4. Results by Business At a Glance

### Number of beds up 7% overall to 220,000 beds

#### Net sales

(Millions of yen)

	FYE3/2021	FYE3/2022	
	Result	Result	vs. previous year
<b>Medical Care Business</b>	33,444	<b>34,230</b>	-
Japan	25,769	<b>26,435</b>	-
Overseas	7,675	<b>7,795</b>	-
<b>Nursing Care Business</b>	50,482	<b>52,317</b>	-
Japan	50,065	<b>51,298</b>	-
Overseas	416	<b>1,018</b>	-
<b>Health Promotion Business</b>	1,584	<b>2,141</b>	-
Japan	1,584	<b>2,141</b>	-
Overseas	0	<b>0</b>	-
<b>Other</b>	1,659	<b>1,662</b>	-
<b>Total</b>	<b>87,171</b>	<b>90,352</b>	-

#### Number of beds sold

(Thousands of beds, rounded to nearest thousand)

	FYE3/2021	FYE3/2022	
	Result	Result	vs. previous year
	90	<b>89</b>	-2%
Japan	44	<b>47</b>	+8%
Overseas	47	<b>41</b>	-11%
	108	<b>123</b>	+14%
Japan	105	<b>117</b>	+11%
Overseas	3	<b>6</b>	+103%
	7	<b>9</b>	+25%
Japan	7	<b>9</b>	+25%
Overseas	0	<b>0</b>	0%
	—	<b>—</b>	—
<b>Total</b>	<b>205</b>	<b>220</b>	+7%

\*The year-on-year change in net sales is not shown because the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) will be applied from the fiscal year ending March 31, 2022.

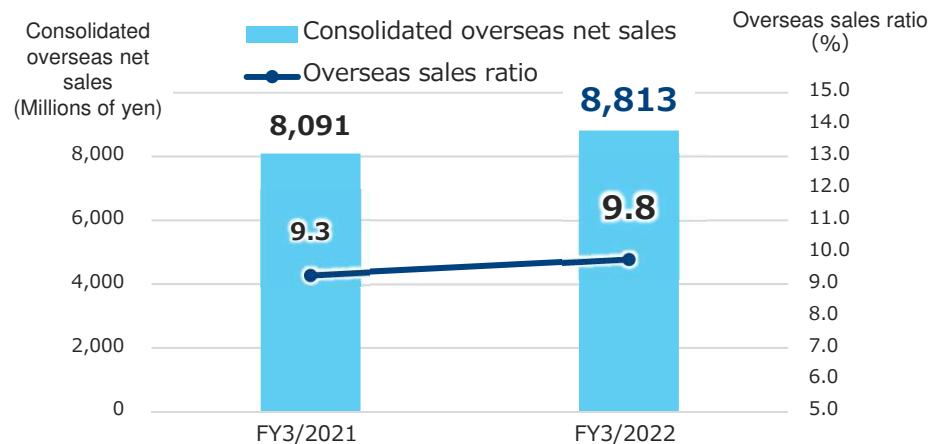
\*Number of beds sold includes sales to operating companies within the Group.

# 2-5. Net Sales by Overseas Region

## Drop in special demand covered by other regions

Demand is recovering in China, driven by high-performance beds. India and Singapore are driving expansion in Asia.

(Millions of yen)	FYE 3/2021	FYE 3/2022	vs. previous year
<b>Consolidated overseas net sales</b>	8,091	<b>8,813</b>	-
<b>Overseas sales ratio</b>	9.3%	<b>9.8%</b>	-



### Consolidated overseas net sales by region

(Millions of yen)	FYE 3/2021	FYE 3/2022	vs. previous year
<b>Asia</b>	6,914	<b>7,923</b>	-
Indonesia	3,057	<b>2,772</b>	-
China	2,199	<b>2,803</b>	-
Other Asian countries	1,656	<b>2,346</b>	-
<b>Middle East</b>	222	<b>68</b>	-
<b>Central and South America</b>	808	<b>227</b>	-
<b>Other</b>	147	<b>595</b>	-

\*The year-on-year change in net sales is not shown because the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) will be applied from the fiscal year ending March 31, 2022.

## **3. Outlook for the Fiscal Year Ending March 31, 2023**

# 3-1. Full-year Forecast

## Increase in sales and income

2 yen increase in dividend expected.

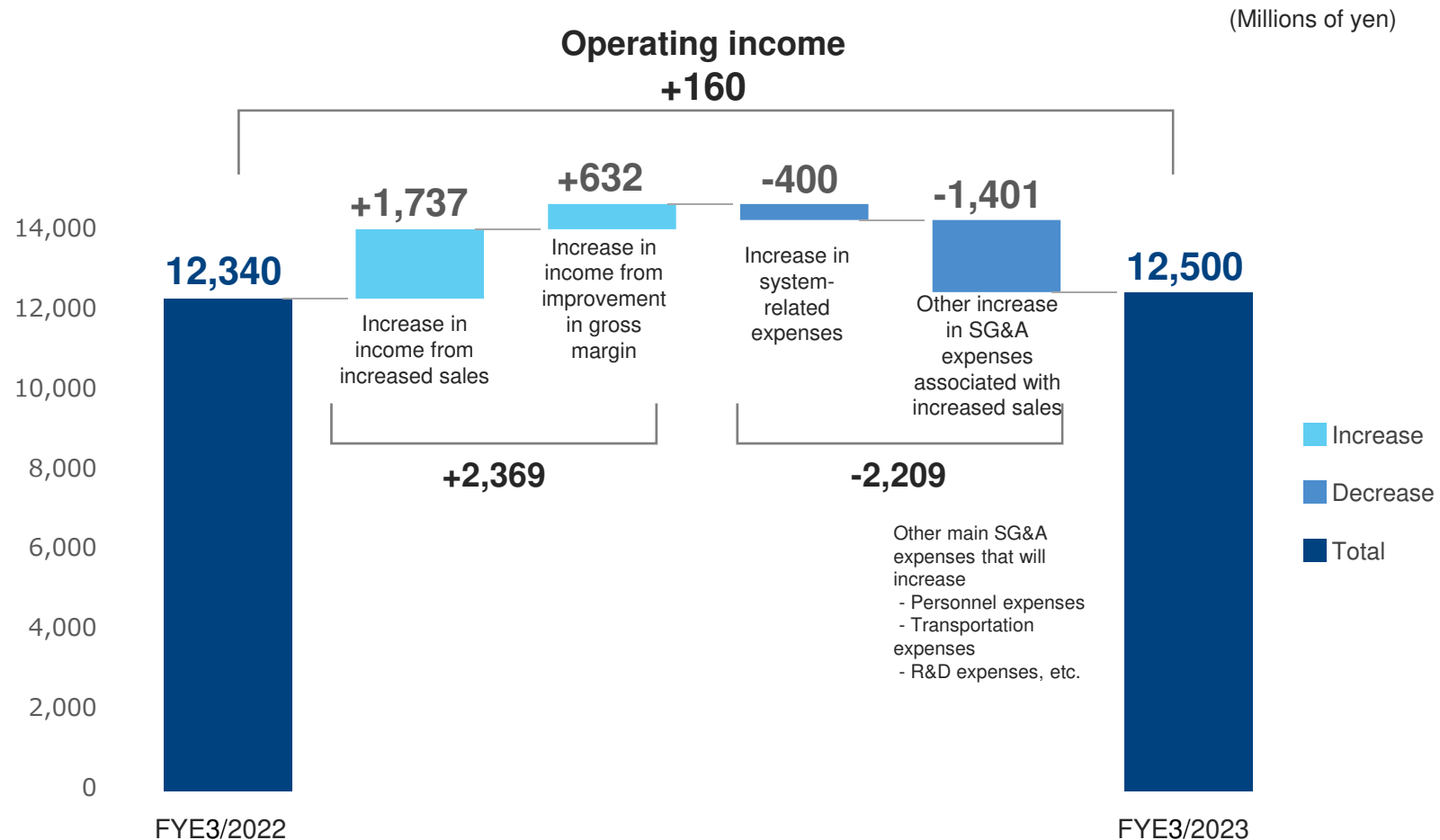
(Millions of yen)

	FYE3/2022	FYE3/2023			
	Result	1H	2H	Full-year forecast	vs. previous year
Net sales	90,352	42,700	51,300	<b>94,000</b>	+4.0%
Operating income (Operating margin)	12,340 (13.7%)	4,700 (11.0%)	7,800 (15.2%)	<b>12,500</b> <b>(13.3%)</b>	+1.3%
Ordinary income (Ordinary margin)	13,543 (15.0%)	4,900 (11.5%)	8,000 (15.6%)	<b>12,900</b> <b>(13.7%)</b>	-4.8%
Net income attributable to owners of parent (Net margin)	9,092 (10.1%)	3,300 (7.7%)	5,500 (10.7%)	<b>8,800</b> <b>(9.4%)</b>	-3.2%
Annual dividend	55 yen	28 yen	29 yen	<b>57 yen</b>	+3.6%

## 3-2. Factors Behind Change in Operating Income

### Actively roll out activities for future growth

1H operating income down YoY, but full-year operating income up.





# 3-3. Outlook for Medical Care Business

## Expand large markets overseas

Expand recurring business in Japan despite decrease in number of beds.

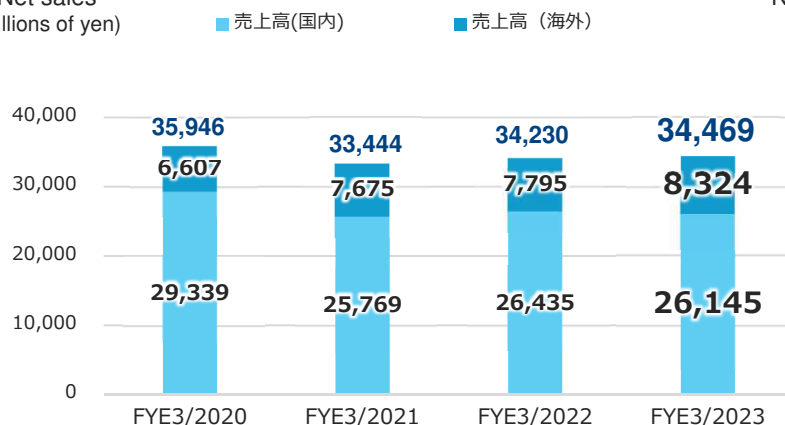
Grow large markets overseas such as those in Indonesia, China, and India.

(Millions of yen)	FYE3/2020	FYE3/2021	FYE3/2022	FYE3/2023	
				Forecast	vs. previous year
<b>Net sales</b>	35,946	33,444	34,230	<b>34,469</b>	+1%
Japan	29,339	25,769	26,435	<b>26,145</b>	-0%
Overseas	6,607	7,675	7,795	<b>8,324</b>	+7%

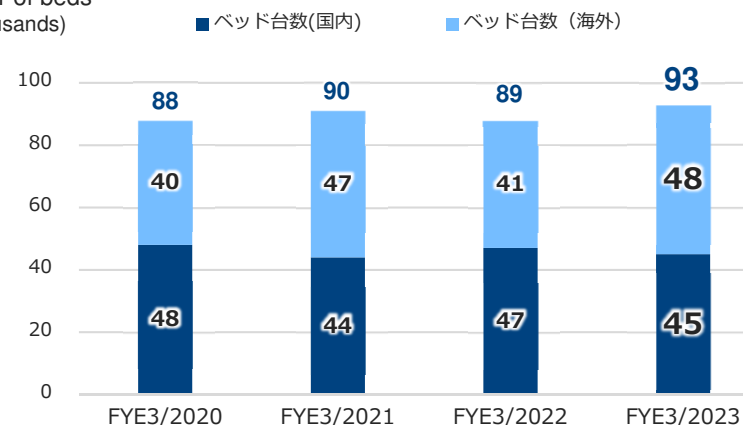
  

(Thousands of beds rounded to nearest thousand; comparison with previous year calculated based on actual numbers)					
<b>Number of beds sold</b>	88	90	89	<b>93</b>	+4%
Japan	48	44	47	<b>45</b>	-5%
Overseas	40	47	41	<b>48</b>	+15%

Net sales (Millions of yen)



Number of beds (Thousands)



# 3-4. Outlook for Nursing Care Business

## Both nursing home and home care will expand

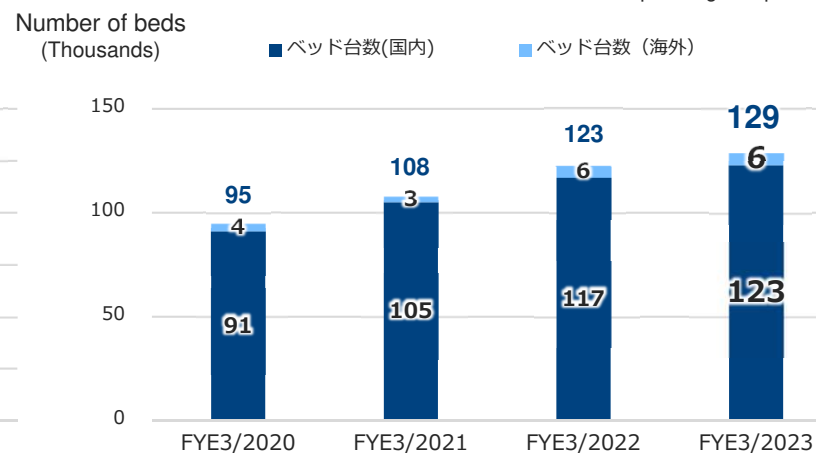
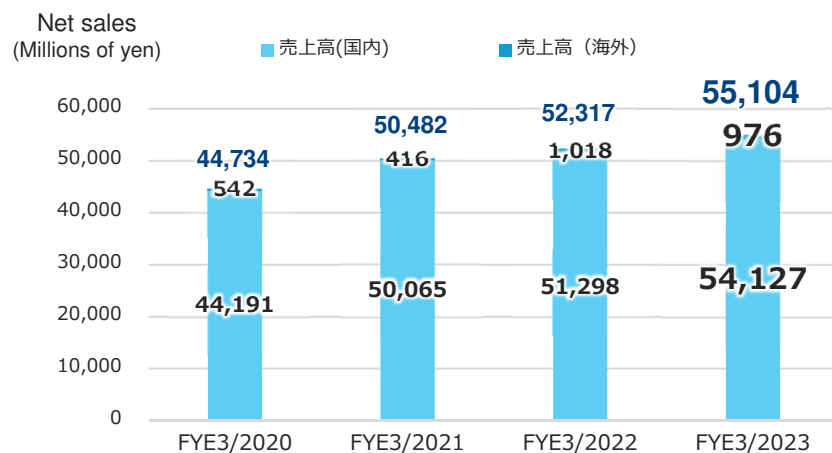
Rental business will remain solid. New home care product to be released in March will contribute throughout year. Focusing on getting NEMURISCAN penetrate through nursing home market.

(Millions of yen)	FYE3/2020	FYE3/2021	FYE3/2022	FYE3/2023	
				Forecast	vs. previous year
<b>Net sales</b>	44,734	50,482	52,317	<b>55,104</b>	+5%
Japan	44,191	50,065	51,298	<b>54,127</b>	+6%
Overseas	542	416	1,018	<b>976</b>	-4%

(Thousands of beds rounded to nearest thousand; comparison with previous year calculated based on actual numbers)					
<b>Number of beds sold</b>	95	108	123	<b>129</b>	+5%
Japan	91	105	117	<b>123</b>	+5%
Overseas	4	3	6	<b>6</b>	+10%

\*Number of beds sold includes sales to operating companies within the Group.



# 3-5. Outlook for Health Promotion Business

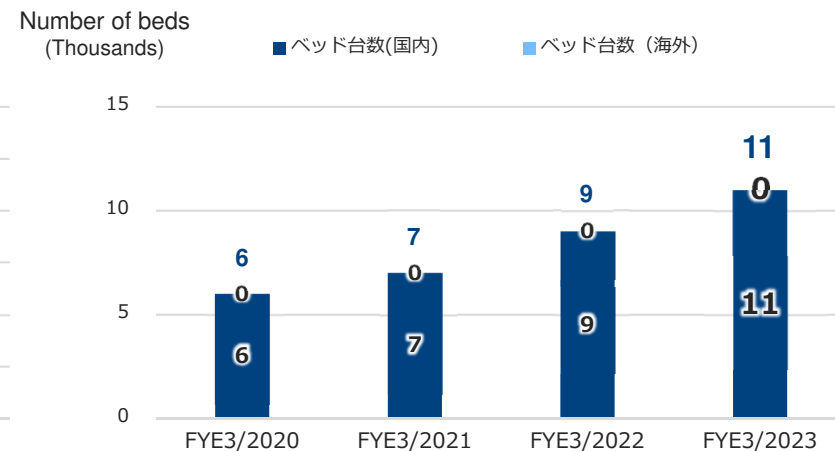
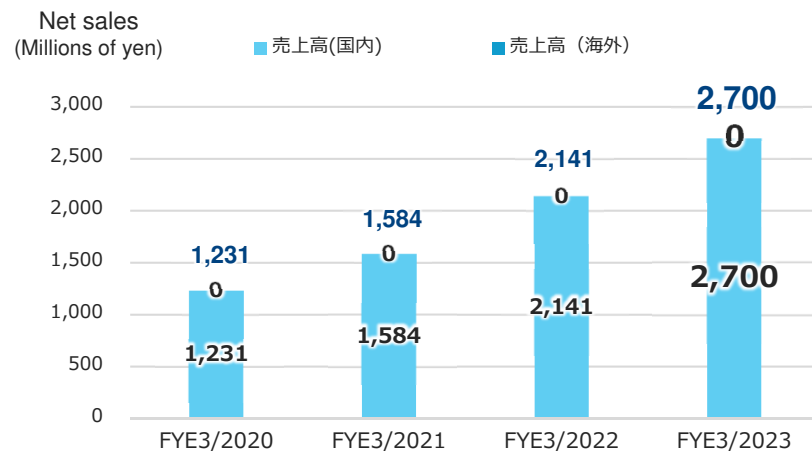
Up 26% YoY

INTIME3000 will contribute throughout year. Will continue to enhance PR, increase events, implement measures to improve user satisfaction, and strengthen relationships with retail shops.

(Millions of yen)	FYE3/2020	FYE3/2021	FYE3/2022	FYE3/2023	
				Forecast	vs. previous year
<b>Net sales</b>	1,231	1,584	2,141	<b>2,700</b>	+26%
Japan	1,231	1,584	2,141	<b>2,700</b>	+26%
Overseas	0	0	0	<b>0</b>	0%

(Thousands of beds rounded to nearest thousand; comparison with previous year calculated based on actual numbers)

	FYE3/2020	FYE3/2021	FYE3/2022	FYE3/2023	
				Forecast	vs. previous year
<b>Number of beds sold</b>	6	7	9	<b>11</b>	+23%
Japan	6	7	9	<b>11</b>	+23%
Overseas	0	0	0	<b>0</b>	0%



# 3-6. Businesses At a Glance

## Number of beds up 6% overall to 233,000 beds

### Net sales

(Millions of yen)

	FYE3/2022	FYE3/2023	
	Result	Forecast	vs. previous year
<b>Medical Care Business</b>	34,230	<b>34,469</b>	+1%
Japan	26,435	<b>26,145</b>	-0%
Overseas	7,795	<b>8,324</b>	+7%
<b>Nursing Care Business</b>	52,317	<b>55,104</b>	+5%
Japan	51,298	<b>54,127</b>	+6%
Overseas	1,018	<b>976</b>	-4%
<b>Health Promotion Business</b>	2,141	<b>2,700</b>	+26%
Japan	2,141	<b>2,700</b>	+26%
Overseas	0	<b>0</b>	0%
<b>Other</b>	1,662	<b>1,726</b>	+4%
<b>Total</b>	90,352	<b>94,000</b>	+4%

### Number of beds sold

(Thousands of beds, rounded to nearest thousand)

	FYE3/2022	FYE3/2023	
	Result	Forecast	vs. previous year
	89	<b>93</b>	+4%
Japan	47	<b>45</b>	-5%
Overseas	41	<b>48</b>	+15%
	123	<b>129</b>	+5%
Japan	117	<b>123</b>	+5%
Overseas	6	<b>6</b>	+10%
	9	<b>11</b>	+23%
Japan	9	<b>11</b>	+23%
Overseas	0	<b>0</b>	0%
	—	<b>—</b>	—
<b>Total</b>	220	<b>233</b>	+6%

\*Number of beds sold includes sales to operating companies within the Group.

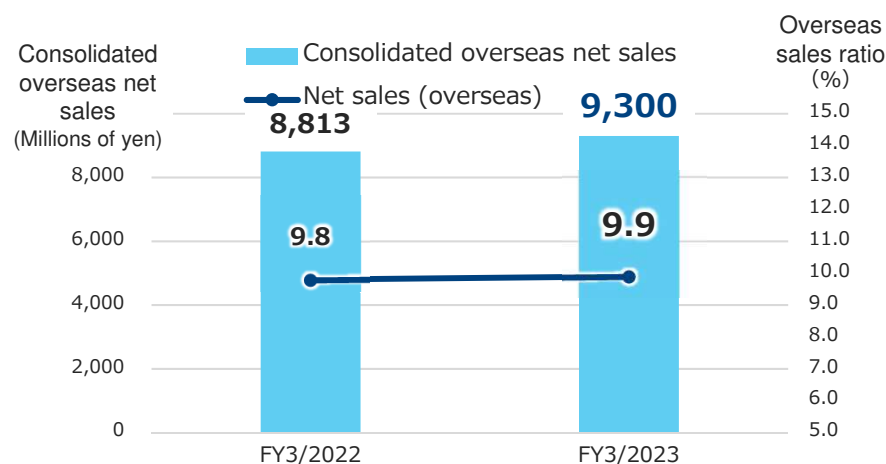
# 3-7. Net Sales by Overseas Region

Expand large markets overseas such as those in Indonesia, China, and India.

(Millions of yen)	FYE 3/2022	FYE 3/2023 Forecast	vs. previous year
<b>Consolidated overseas net sales</b>	8,813	<b>9,300</b>	+6%
<b>Overseas sales ratio</b>	9.8%	<b>9.9%</b>	-

Consolidated overseas net sales by region

(Millions of yen)	FYE 3/2022	FYE 3/2023 Forecast	vs. previous year
<b>Asia</b>	7,923	<b>8,564</b>	+8%
Indonesia	2,772	<b>3,220</b>	+16%
China	2,803	<b>2,952</b>	+5%
Other Asian countries	2,346	<b>2,391</b>	+2%
<b>Middle East</b>	68	<b>172</b>	+153%
<b>Central and South America</b>	227	<b>360</b>	+59%
<b>Other</b>	595	<b>204</b>	-66%



## 3-8. Capital Investment

### Depreciation of rental assets for home care and medical care business will increase

Capital investment will include development of large-scale PCS facilities and painting equipment upgrades at plant in Indonesia.

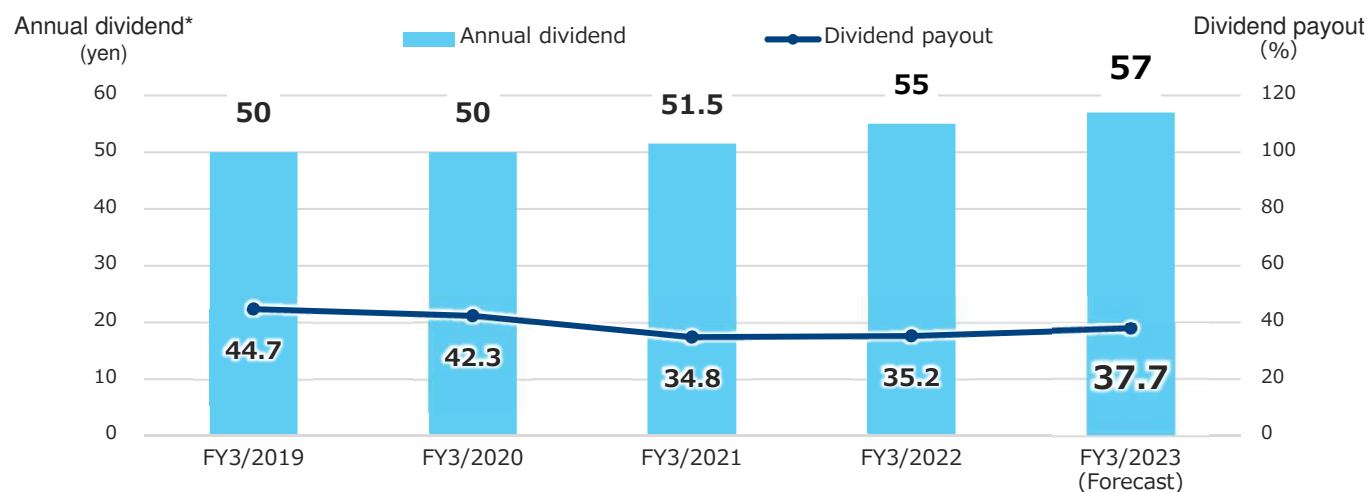
(Millions of yen)	FYE3/2020	FYE3/2021	FYE3/2022	FYE3/2023 Forecast
<b>Capital investment expense</b>	3,984	2,976	1,822	<b>3,600</b>
<b>Depreciation expense</b>	6,895	7,540	7,898	<b>8,463</b>
<b>R&amp;D expenses</b>	1,677	1,782	1,697	<b>1,774</b>
<b>Number of employees</b>	3,494	3,614	3,682	-

## 3-9. Shareholder Return (Dividends/Share Buybacks)

**Basic policy: Stable dividends with 2.7% DOE and payout ratio of 30% as a guide**

Dividends are planned to be 57 yen per share in the fiscal year ending March 31, 2023. Increase in dividend expected for third consecutive year.

	FYE3/2019	FYE3/2020	FYE3/2021	FYE3/2022	FYE3/2023 Forecast
Annual dividend*	50 yen	50 yen	51.5 yen	55 yen	57 yen
Dividend on equity (DOE)	2.8%	2.7%	2.7%	2.7%	-
Dividend payout	44.7%	42.3%	34.8%	35.2%	37.7%
Share buybacks	0 yen	4,382 million yen	0 yen	0 yen	-



\* The Company carried out a 1:2 stock split of common shares effective April 1, 2021. The above figures show the annual dividend per share calculated based on the assumption that the split took place on April 1, 2018.

# 4. Medium-term Management Plan Phase II Targets



## 4-1. Positioning of Management Corporate Principles, Long-term Vision, and Medium-term Management Plan

### Corporate Principles

#### Corporate Principles

We will create a comfortable healthcare environment through cutting-edge technology with a human touch

#### Statement

as human, for human

### Vision

#### PARAMOUNT VISION 2030

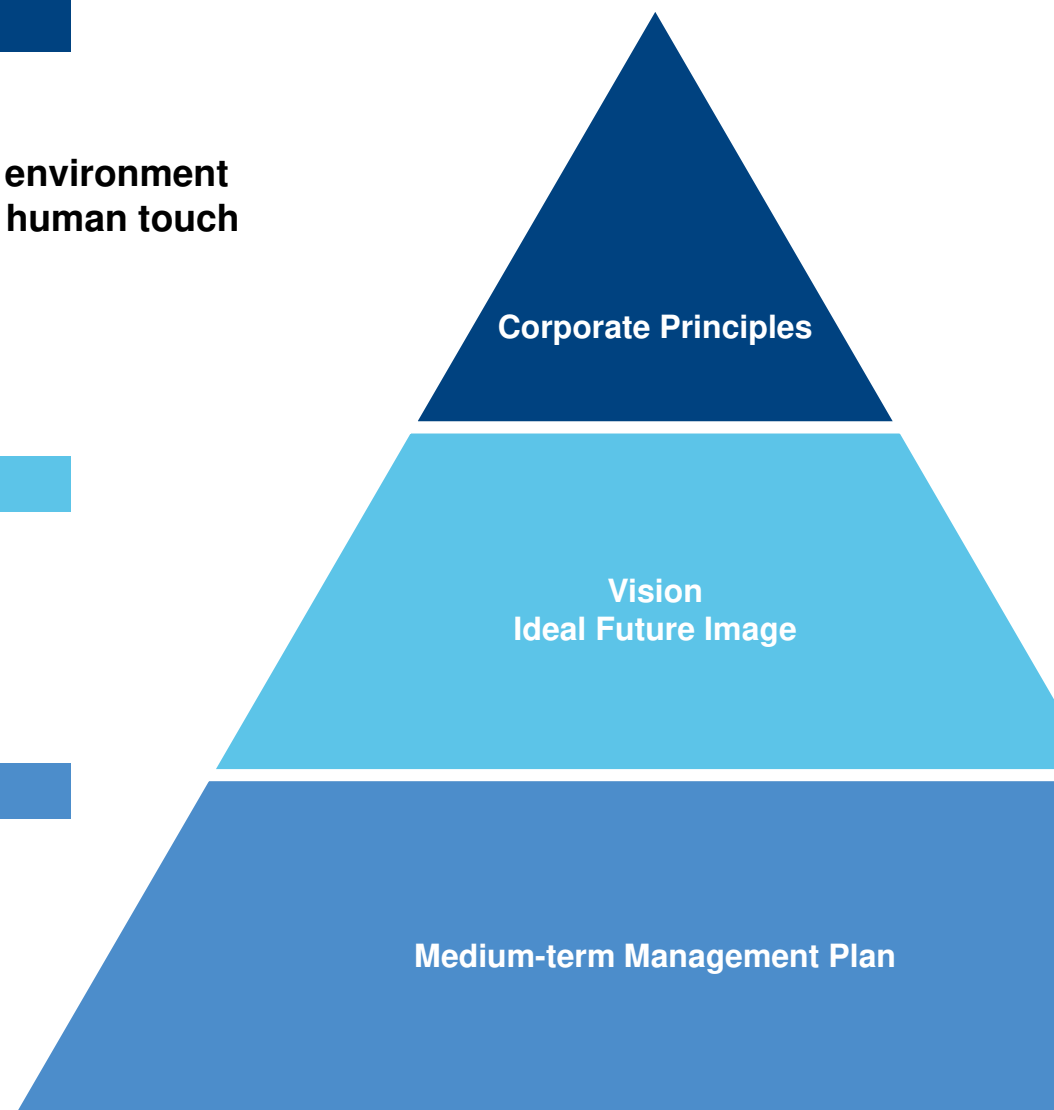
Smiles for everyone from medical and nursing care to health field

### Medium-term Management Plan

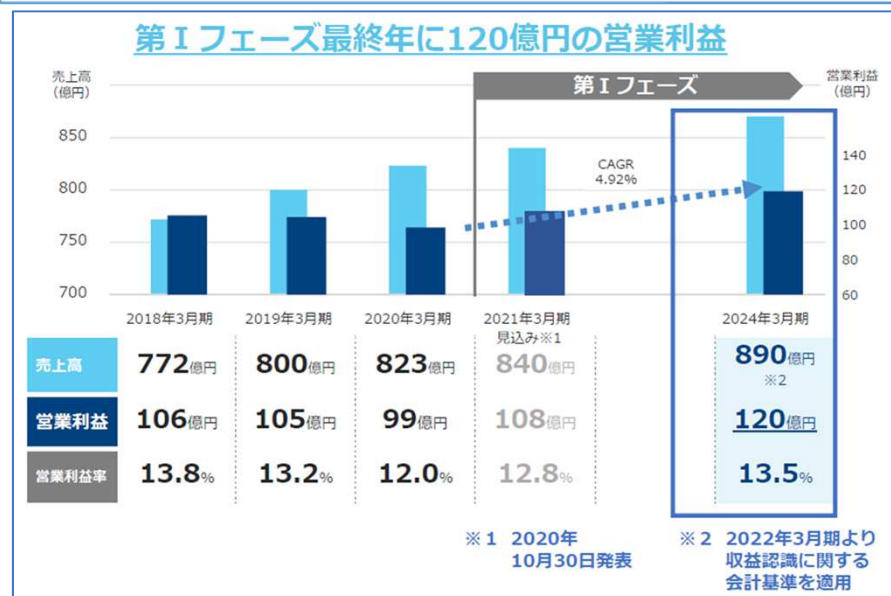
**Phase I** (April 2020 - March 2024)

**Phase II** (April 2024 - March 2027)

**Phase III** (April 2027 - March 2030)



## 4-2. Status of Phase I



### [Current situation]

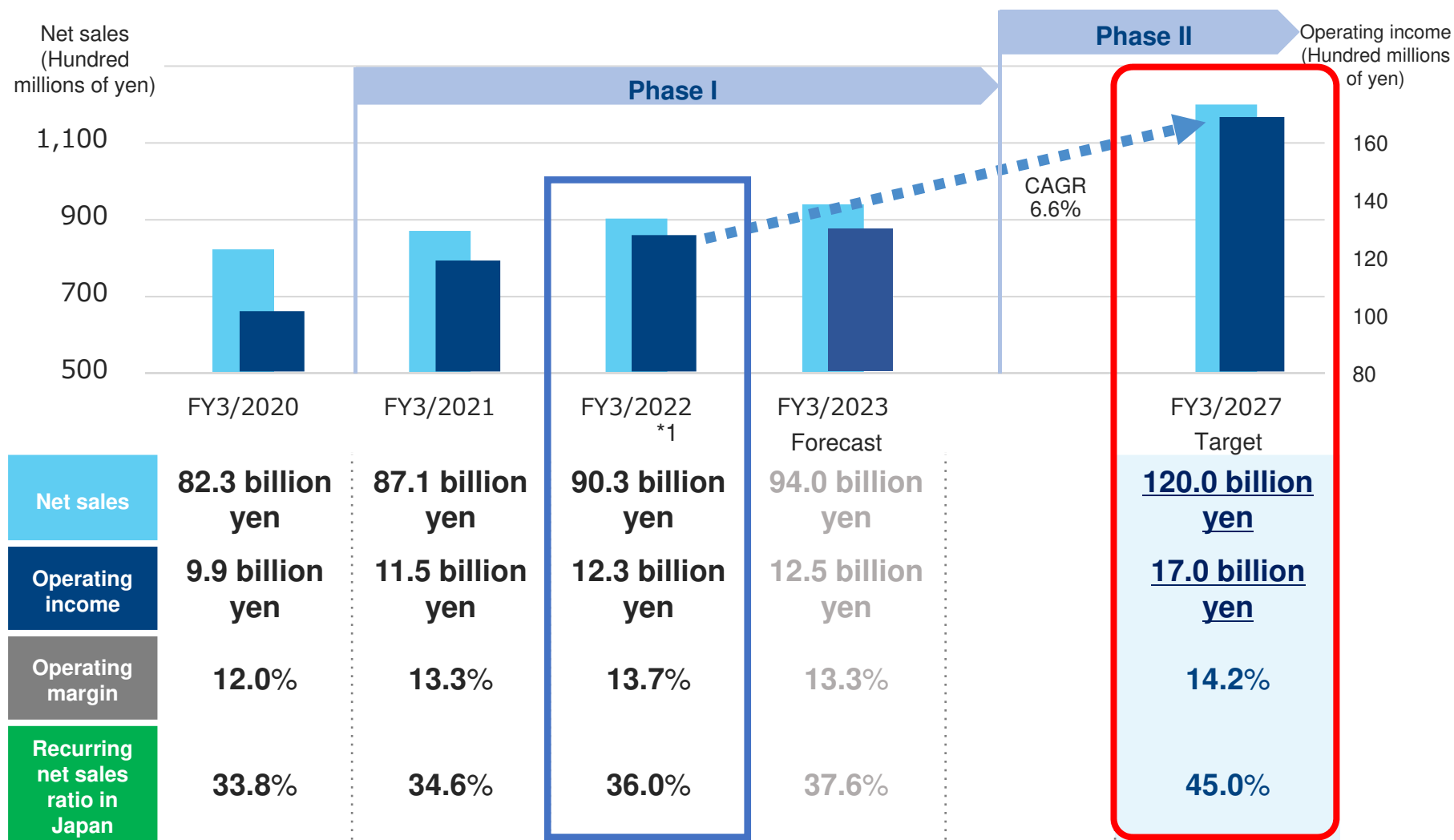
**- Phase I performance targets**  
**Aiming for 12 billion yen in operating income and 89 billion yen in sales in FYE3/2024**

**Exceeded in FYE3/2022**

With keeping steady implementation of priority measures of Phase I, we will also carry out activities taking **Phase II direction** into account.

# 4-3. Phase II (FYE3/2025 - FYE3/2027) Performance Targets

**Final year of Phase II: 120 billion yen in sales and 17 billion yen in operating income**



\*1 The "Accounting Standard for Revenue Recognition" will apply from FY3/2022

## 4-4. Phase II Direction and Focal Points

### PARAMOUNT VISION 2030

Smiles for everyone from medical and nursing care to health field

2024.3

2027.3

2030.3

#### Phase I priority measures

Expansion of current businesses  
Fully engaging in Health Promotion Business  
Establishing the foundations for change

#### Phase II direction and focal points

Expansion of recurring businesses  
Advancement of Health Promotion Business  
Leap forward in key areas of Asia

Enhance partnerships with other companies to expand and create businesses, and achieve the above



We will Become an indispensable partner to our customers

Initiatives to address SDGs and make social contributions, strengthening of human resource foundations, renewal of system infrastructure

## 4-5. Phase II Direction and Focal Points

### Expansion of recurring businesses

- Accelerate expansion of current recurring businesses
  - Assistive products rental wholesale business (Nursing Care)
  - On-site hospital services (Medical Care)
  - Hospital packaged rentals (Medical Care)
- Develop new recurring business menu utilizing sensing technology, AI, IoT, etc.



Increase recurring sales ratio in Japan from current 36% to 45%

### Advancement of Health Promotion Business

- Expansion of sleep improvement products
- Products and services contributing to extending healthy life expectancy
- Expand users by partnering with other companies



Increase Health Promotion Business net sales to over 5 billion yen

### Leap forward in key areas of Asia

- No. 1 share of medical beds in countries of operations
- Increase production capacity to support increase in number of beds sold
- Aim for CAGR 10% in sales



Increase overseas net sales to 15 billion yen

**Accelerate speed of expansion of each focal point utilizing partnerships and CVC**

## 4-6. Phase II Performance Targets (Overseas)

Consolidated overseas net sales		(Millions of yen)	
	FYE3/2022 Result	FYE3/2027 Target	vs. FYE3/2022 result
<b>Asia</b>	7,923	<b>13,500</b>	+70%
Indonesia	2,772	<b>4,900</b>	+77%
China	2,803	<b>4,600</b>	+64%
Other Asian countries	2,346	<b>4,000</b>	+71%
<b>Outside of Asia</b>	890	<b>1,500</b>	+69%
<b>Total</b>	8,813	<b>15,000</b>	+70%
<b>Overseas sales ratio</b>	9.8%	<b>12.5%</b>	-

## 4-7. Phase II Performance Targets (By Business)

### Net sales by business

(Millions of yen)

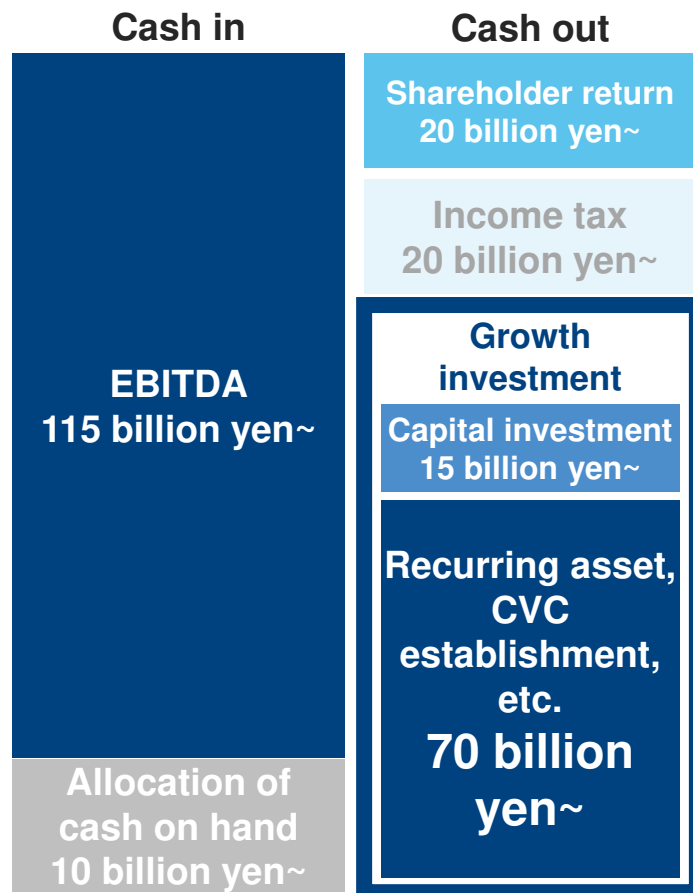
	FYE3/2022 Result	FYE3/2027 Target	vs. FYE3/2022 result
<b>Medical Business</b>	34,230	49,600	+45%
<b>Nursing Care Business</b>	52,317	62,900	+20%
<b>Health Business</b>	2,141	5,500	+157%
<b>Other</b>	1,662	2,000	+20%
<b>Total</b>	90,352	120,000	+33%
<b>Operating income</b>	12,340	17,000	+38%

# 4-8. Cash Allocation Plan

## Priority allocation to recurring asset investments, venture investments, etc.

Aiming to strengthen ties with customers and shift to a recurring business model

Cumulative total for FYE3/2023-FYE3/2027



### Shareholder return

Dividend on equity (DOE) ratio of 2.7%, dividend payout ratio of 30% as a guide

Flexible additional return considering market environment, etc.

### Growth investment

- Recurring assets to strengthen ongoing relationships with customers
- Enhancement of production facilities and equipment of maintenance of rental assistive products / Renewal of system infrastructure
- Active development of partnerships with other companies, including establishment of CVC for business development

#### <Stance on level of cash on hand>

Approx. 3 months of working capital

- + Maintain business operation system capable of continuously providing products and services that contribute to medical and nursing care even in the event of a disaster



# 5-1. Topics

## Accelerate activities to contribute to SDGs

Identify 6 material issues (materiality) and promote efforts to address them

1. Support for the establishment of a sustained medical and nursing care system



4. Promotion of employee health, diversity, and work style reform



2. Creation of an environment where everyone can live healthily and happily



5. Environmentally conscious business activities



3. Pursuit of product safety



6. Ensuring compliance



## Launch of approx. 20-hectare mangrove forest planting activities in Indonesia

- Company: PARAMOUNT BED CO., LTD.
- Subcontracting agreement signed with YL Forest Co., Ltd., which is engaged in mangrove forest planting and conservation business.
- Will establish PB Mangrove Forest with 50,000 mangroves on approx. 20-hectare plot in Nusa Tenggara, Indonesia.
- Part of a social contribution program that supports tree planting based on points accumulated in the Active Sleep BED app that tracks sleep on motorized beds
- Expecting absorption of equivalent of up to 25,000 tons of CO2
- We also aim to contribute to the restoration and conservation of the natural environment and ecosystem, the improvement of the lives of local residents, and more utilizing the “silvofishery” method aiming to restore aquaculture by planting trees in abandoned shrimp breeding ponds.



Illustration of mangrove forest  
(Provided by YL Forest Co., Ltd.)



## 5-2. Topics

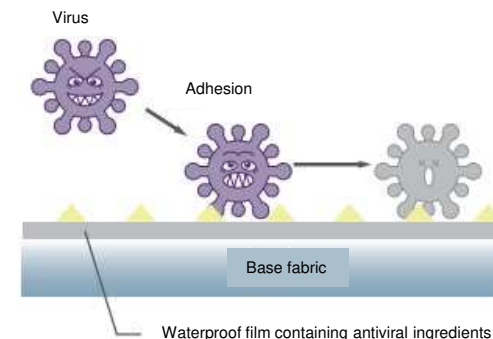
### New product for medical and nursing care businesses

#### Launched reversible antiviral mattresses in March

- Features a cover that offers both antiviral properties and chemical resistance, a first in the medical and nursing care industry.
- Adopt to the reversible Everfit C3, which allows selection of body pressure dispersion and ease of movement, and to the bed sore preventing Everproud, which has the highest class of body pressure dispersion among stationary mattresses.
- Launched in March 2022
- Open price



Antiviral Everfit C3 mattress



## 5-3. Topics

# New product for Nursing Care Business

## Q-AURA ONE motorized bed for home care released nationwide in March

- One bottom unit can be transformed into total of four types with two widths and two lengths, an industry first. Contributing to operational efficiency of rental dealers.
- Function to link raising the back bottom and the leg bottom with a single button to prevent body slippage.
- Can be operated via smartphone.
- Function to notify smartphones to family members
- Automatic bed inspection function for rental dealers.
  
- Launched nationwide in March 2022
- Open price



Kuora ONE with wooden board (grip)

## 5-4. Topics

# New product for Nursing Care Business

## Eleveo bed-mounted nursing care lift released in November 2021

- Fits the Company's home care beds (excluding some models).
- Switch allows adjustment of bed height.
- Vertical up-and-down for less body movement.
- Allows space for caregiver's feet.
- Equipped with safety devices, including emergency stop lever.
- Voice report function announces errors and status reports.
- Launched in November 2021
- Open price



Eleveo installed on Rakusyou Plus series

### **Disclaimer**

The figures from performance forecasts in this document were prepared based on information currently available as of the date of publication. Actual results may differ from these forecasts due to various factors. The monetary amounts in this document are rounded down. The percentages shown for comparisons with forecasts and the previous year have plus and minus signs for the change and are rounded to the nearest value.