



PARAMOUNT BED
HOLDINGS

Supplementary Materials to the Financial Results Briefing

May 21, 2024

Security code : 7817

Paramount Bed Holdings Co., Ltd.

Supplementary Financial Data

Net Sales (Unit : millions of yen)

	2021.3	2022.3	2023.3	2024.3	2025.3 outlook
Medical care business	33,444 -7.0%	34,230 2.4%	37,291 8.9%	40,690 9.1%	42,769 5.1%
Japan	25,769 -12.2%	26,435 2.6%	28,729 8.7%	31,048 8.1%	32,305 4.0%
Overseas	7,675 16.2%	7,795 1.6%	8,561 9.8%	9,641 12.6%	10,463 8.5%
Nursing care business	50,482 12.8%	52,317 3.6%	57,521 9.9%	61,350 6.7%	63,424 3.4%
Japan nursing facility	14,016 1.3%	13,442 -4.1%	14,912 10.9%	17,630 18.2%	16,703 -5.3%
Japan home care	36,049 14.1%	37,855 5.0%	41,899 10.7%	42,756 2.0%	45,685 6.9%
Overseas	416 -23.2%	1,018 144.7%	709 -30.4%	963 35.8%	1,036 7.6%
Health promotion	1,584 28.7%	2,141 35.2%	2,517 17.6%	2,210 -12.2%	4,000 81.0%
Others	1,659 255.2%	1,662 0.2%	1,678 1.0%	1,764 5.1%	1,806 2.4%
Total	87,171 5.8%	90,352 3.6%	99,009 9.6%	106,016 7.1%	112,000 5.6%

Recurring transaction volume (Unit : millions of yen)

	2021.3	2022.3	2023.3	2024.3	2025.3 outlook
	5,187 4.3%	5,405 4.2%	6,068 12.3%	7,466 23.0%	8,600 15.2%
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	- -	- -	- -	- -	- -
	22,187 8.6%	23,978 8.1%	25,614 6.8%	26,589 3.8%	29,600 11.3%
	- -	- -	- -	- -	200 -
	22,187 8.6%	23,978 8.1%	25,614 6.8%	26,589 3.8%	29,400 10.6%
	- -	- -	- -	- -	- -
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	27,375 7.8%	29,383 7.3%	31,682 7.8%	34,056 7.5%	38,200 12.2%

No. of bed sales (Units : thousands, fractions rounded)

	2021.3	2022.3	2023.3	2024.3	2025.3 outlook
	90 3.3%	89 -1.8%	95 7.2%	89 -6.9%	98 10.8%
	44 -8.4%	47 7.7%	55 15.5%	48 -11.9%	51 6.1%
	47 17.3%	41 -10.8%	41 -2.2%	40 -0.3%	47 16.4%
	108 13.0%	123 13.9%	132 8.0%	128 -3.6%	129 0.9%
	38 -2.3%	40 3.6%	45 13.7%	47 3.1%	45 -3.7%
	66 29.0%	77 16.0%	84 8.6%	76 -8.8%	78 2.4%
	3 -36.5%	6 103.2%	4 -39.0%	5 35.2%	6 22.9%
	7 26.3%	9 24.6%	10 10.6%	8 -14.7%	15 76.0%
	- -	- -	- -	- -	- -
	205 8.9%	220 7.3%	237 7.8%	225 -5.4%	242 7.6%

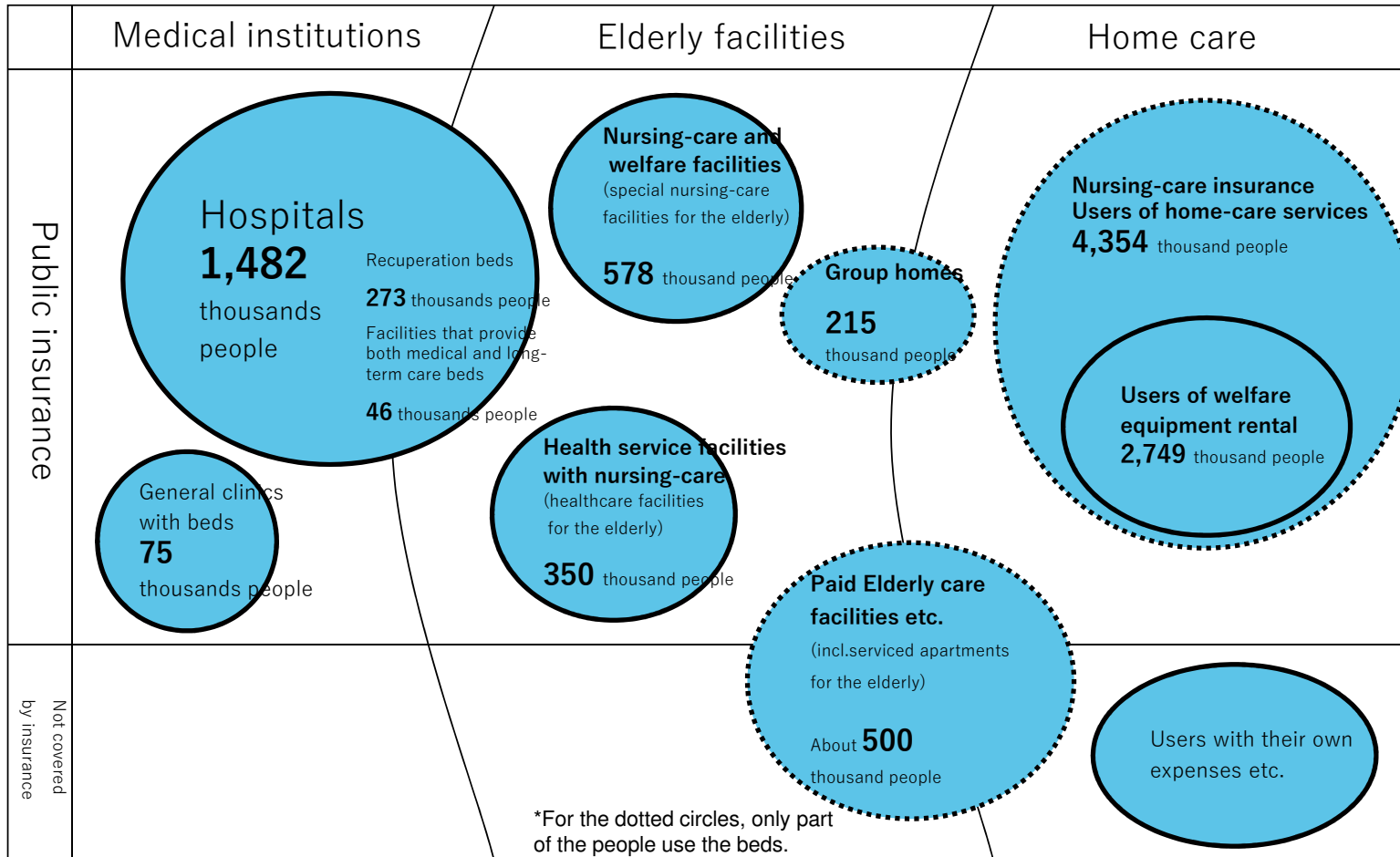
Overseas Sales by Region (Unit : millions of yen)

	2021.3	2022.3	2023.3	2024.3	2025.3 outlook
Asia	6,914 7.5%	7,923 14.6%	8,174 3.2%	9,271 13.4%	10,190 9.9%
Indonesia	3,057 30.5%	2,772 -9.3%	2,874 3.7%	2,833 -1.4%	3,575 26.2%
China	2,199 1.9%	2,803 27.5%	3,029 8.1%	3,506 15.7%	3,677 4.9%
Other asia	1,656 -14.1%	2,346 41.7%	2,269 -3.3%	2,931 29.2%	2,937 0.2%
Outside asia	1,177 106.5%	890 -24.4%	1,096 23.1%	1,333 21.6%	1,309 -1.8%
Total	8,091 13.2%	8,813 8.9%	9,271 5.2%	10,605 14.4%	11,500 8.4%
India including unconsolidated	745 15.5%	1,102 47.9%	1,414 28.3%	1,719 21.6%	1,958 13.9%

Other Indicators (Units of Nemuri SCAN : thousands, fractions rounded)

	2023.3	2024.3	2025.3 outlook
Nemuri SCAN sales volume	37 3.2%	47 27.2%	51 9.2%
for medical care	3 50.6%	3 23.4%	5 52.4%
for nursing care	34 1.4%	43 27.5%	46 5.9%
Cumulative sales volum	155 28.1%	202 30.1%	253 25.3%
No. of facilities with Nemuri CONNECT contracts	- -	177 -	700 295.5%
No. of hospitals with Smart Bed System installations	32 -	46 43.8%	76 65.2%

Market size for medical/nursing care beds in Japan



* Source: 'Statistical survey on medical institutions' by the Ministry of Health, Labor and Welfare (MHLW) (Summary at the end of Jul. 2024, Table 1, 2 and 14 of 'Monthly report on the payment of nursing-care benefit' (for applications examined in Jul. 2024) etc.

Market trend of medical/nursing care beds in Japan

Trend in the number of hospitals and different types of hospital beds

	2020	2021	2022	2023	2024
Number of hospitals	8,281	8,236	8,193	8,152	8,115
Total of hospital beds	1,526	1,509	1,498	1,491	1,482
General	888	887	887	886	884
Recuperation	305	290	282	277	273
Others	333	332	329	328	325

(Statistical) survey on medical institutions' by MHLW. Units of beds : thousands, fractions rounded.

Trend in the number of nursing-care facilities and residents

	2020	2021	2022	2023	2024
Number of special nursing care facilities for the elderly	8,145	8,221	8,330	8,407	8,460
residents	558	563	572	570	578
Number of healthcare facilities for the elderly	4,275	4,249	4,233	4,215	4,190
residents	362	357	355	346	350
Number of recuperation based medical care	753	500	365	258	162
residents	30	16	10	6	4
Number of facilities that provide both medical and long-term care	297	558	656	746	811
residents	18	34	39	43	46

By MHLW, fractions rounded

Trend in the number of users of welfare equipment rental under the long-term care insurance

	2020	2021	2022	2023	2024
users	2,356	2,478	2,586	2,671	2,749

By MHLW, fractions rounded

Expected service volume of Japanese nursing care insurance business during the 9th business

	FY2023 actual		FY2026 outlook		FY2040 outlook	
			<small>prepared by FY2023</small>		<small>prepared by FY2023</small>	
At-home nursing-care	3.81		4.07	+7%	4.65	+22%
of these, small-scale, multi-service	0.11		0.13	+13%	0.14	+28%
of these, regular visits/ immediate care service	0.039		0.049	+24%	0.057	+46%
of these, nursing small-scale, multi-service	0.021		0.031	+49%	0.036	+76%
Assisted living service	0.49		0.54	+11%	0.63	+28%
Specified facilities	0.28		0.31	+12%	0.36	+30%
Group home	0.21		0.23	+9%	0.27	+25%
Nursing care facilities	1.03		1.08	+5%	1.26	+22%
Special nursing facilities for the elderly	0.64		0.67	+5%	0.79	+23%
Healthcare facilities for the elderly	0.34		0.35	+2%	0.41	+18%
Integrated facility for medical and long-term care	0.045		0.059	+30%	0.067	+48%
Recuperation with nursing care facilities	0.004		—	—	—	—

Released by MHLW on 14 May 2024.



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Disclaimer:

Forecast figures on the Group's operating performance described in this material have been prepared based on the available information as of the release date of the material.

Therefore, actual results may be different from these forecast figures, due to variety of factors.

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