



PARAMOUNT BED
HOLDINGS

Supplementary Materials to the Financial Results Briefing

July 29, 2024

Security code : 7817

Paramount Bed Holdings Co., Ltd.

1st Quarter Financial Results FYE3/2025

(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
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%
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%
Gross profit	10,080 29.0%	10,259 5.4%	11,052 7.7%	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%	15,241 15.0%	11,257 -5.6%
Selling, general and administrative expenses	6,953 9.0%	7,089 8.6%	7,367 5.0%	9,280 3.9%	7,823 18.7%	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%
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%
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%
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%	1,722 -39.8%
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%

※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%
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%
Nursing care business for nursing facility	-	-	-	-	-	-	-	-	-	-	-	-	17
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%

1st Quarter Financial Results FYE3/2025

(unit : millions of yen)

Net Sales by Business	FYE3/2022				FYE3/2023				FYE3/2024				FYE3/2025
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
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%
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%
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%
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%
Japan nursing facility	2,558 43.9%	2,264 -19.6%	2,808 -18.8%	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%
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%
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 30.4%
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%
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%
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%

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 -14.7%
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%
China	608 106.1%	565 3.9%	535 -8.9%	1,095 41.8%	659 8.4%	839 48.5%	755 41.1%	774 -26.9%	1,209 83.5%	814 -3.0%	744 -1.5%	737 -4.8%	745 -38.4%
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%
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%
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%
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%

1st Quarter Financial Results FYE3/2025

(unit : thousands, fractions rounded)

	FYE3/2022				FYE3/2023				FYE3/2024				FYE3/2025
No. of bed sold	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Medical care business	19 17.3%	22 -5.5%	24 15.1%	23 -21.3%	21 9.8%	24 9.5%	24 2.2%	25 8.1%	20 -4.9%	22 -8.7%	18 -26.6%	28 12.0%	16 -21.0%
Japan	9 43.2%	10 -10.6%	13 30.4%	15 -7.3%	13 46.7%	13 24.1%	15 12.6%	14 -6.5%	11 -20.2%	12 -2.6%	9 -41.4%	17 18.5%	7 -32.8%
Overseas	10 1.1%	12 -0.8%	11 0.9%	8 -38.0%	8 -22.9%	12 -2.7%	10 -10.5%	11 34.1%	9 20.7%	10 -15.2%	9 -4.0%	12 3.8%	9 -7.9%
Nursing care business	28 74.6%	28 -5.1%	29 1.1%	38 12.0%	31 8.2%	33 21.4%	32 11.3%	36 -4.5%	29 -5.0%	31 -7.1%	26 -20.6%	42 16.2%	29 0.2%
Japan nursing facility	8 52.4%	8 -8.6%	8 -4.2%	15 -1.6%	7 -11.7%	11 29.0%	10 18.3%	18 16.2%	9 26.8%	9 -14.0%	7 -27.0%	21 20.3%	8 -13.9%
Japan home care	19 79.8%	18 -5.6%	20 2.3%	20 17.2%	22 19.5%	22 21.1%	22 8.7%	17 -13.2%	19 -15.9%	21 -5.2%	18 -18.5%	18 7.7%	20 7.0%
Overseas	1 207.5%	1 55.2%	1 36.3%	2 125.5%	1 -27.0%	1 -32.6%	1 6.0%	1 -64.9%	1 10.1%	1 34.8%	1 1.0%	2 103.6%	1 -0.4%
Health promotion business	2 52.2%	2 9.9%	2 18.5%	2 24.8%	3 24.4%	3 28.9%	2 -4.1%	2 -24.0%	3 -2.6%	2 -13.6%	2 -21.9%	2 -24.0%	2 -31.1%
Total	50 46.1%	52 -4.8%	55 7.4%	63 -2.9%	54 9.5%	61 16.6%	59 6.7%	63 0.2%	52 -4.9%	56 -8.0%	45 -23.1%	72 13.2%	47 -9.6%

Other Indicators

(unit : thousands, fractions rounded)

Nemuri SCAN sales volume	7 96.8%	5 -21.2%	7 -34.8%	17 7.5%	5 -22.4%	6 16.3%	8 7.4%	18 7.6%	6 21.1%	7 30.7%	6 -16.9%	27 45.8%	6 -6.0%
for medical care	0 15.7%	0 160.4%	0 -23.5%	1 29.5%	0 15.2%	1 111.1%	1 175.3%	1 -0.9%	0 -16.3%	1 100.3%	0 -51.3%	1 62.0%	1 97.4%
for nursing care	6 103.5%	4 -27.2%	7 -35.0%	16 6.5%	5 -24.5%	5 14.4%	6 -5.0%	18 10.4%	6 25.5%	6 22.3%	6 -8.0%	26 42.1%	5 -12.0%
Cumulative sales volume	90 78.7%	94 67.8%	101 51.3%	119 42.9%	124 38.1%	129 37.0%	137 34.9%	155 31.0%	161 30.6%	169 30.6%	175 28.0%	202 30.1%	208 28.7%
No. of facilities with Nemuri CONNECT contract	-	-	-	-	-	-	-	-	-	-	-	177	218
No. of hospitals with Smart Bed System installations	/	/	/	24	/	/	/	32 33.3%	/	/	/	46 43.8%	49

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