



PARAMOUNT BED
HOLDINGS

Supplementary Materials to the Financial Results Briefing

Oct 30, 2024

Security code : 7817

Paramount Bed Holdings Co., Ltd.

2nd 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	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%
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%
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%	15,241	15.0%	11,257	-5.6%	12,302	2.1%
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%
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%
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%
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%	549	-77.5%
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%

※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%
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%
Nursing care business for nursing facility	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	17	-	25	-	
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%

2nd 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	2Q
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%
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%
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%
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%
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%
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%
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%
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%
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%
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%

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%
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%
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%
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%
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%
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%
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%

2nd Quarter Financial Results FYE3/2025

(unit : thousands, fractions rounded)

No. of bed sold	FYE3/2022				FYE3/2023				FYE3/2024				FYE3/2025	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
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%	21 -5.6%
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%	10 -21.7%
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%	11 14.0%
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%	30 -2.5%
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%	9 -1.4%
Japan home care	19 79.8%	18 -5.6%	20 2.3%	20 17.3%	22 19.5%	22 21.1%	22 8.7%	17 -13.2%	19 -15.9%	21 -5.2%	18 -18.5%	19 7.7%	20 7.0%	20 -6.6%
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%	2 76.4%
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 -4.3%	3 -2.6%	2 -13.6%	2 -21.9%	2 -24.0%	2 -31.1%	2 -33.0%
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%	53 -5.0%

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 -16.8%	27 45.8%	6 -6.0%	6 -13.7%
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 -16.8%	1 100.3%	0 -51.3%	1 62.0%	1 97.4%	1 -31.3%
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%	6 -10.2%
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%	214 26.8%
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	53

Notice

The future performance and other forward-looking statements contained in this document are based on information available as of the presentation date. As such, actual performance may differ from the forecasts due to various factors.

Information regarding products and services (including those under development) described in this material is not intended for advertising purposes.