



PARAMOUNT BED
HOLDINGS

Supplementary Materials to the Financial Results Briefing

Nov 7, 2024

Security code : 7817

Paramount Bed Holdings Co., Ltd.

Supplementary Financial Data

Net Sales

(Unit : millions of yen)

	2022.3	2023.3	2024.3	2025.3	2026.3 outlook
Medical care business	34,230 2.4%	37,291 8.9%	40,690 9.1%	40,225 -1.1%	42,285 5.1%
Japan	26,435 2.6%	28,729 8.7%	31,048 8.1%	31,220 0.6%	31,949 2.3%
Overseas	7,795 1.6%	8,561 9.8%	9,641 12.6%	9,005 -6.6%	10,336 14.8%
Nursing care business	52,317 3.6%	57,521 9.9%	61,350 6.7%	65,277 6.4%	68,414 4.8%
Japan nursing facility	13,442 -4.1%	14,912 10.9%	17,630 18.2%	18,738 6.3%	19,146 2.2%
Japan home care	37,855 5.0%	41,899 10.7%	42,756 2.0%	45,490 6.4%	48,088 5.7%
Overseas	1,018 144.7%	709 -30.4%	963 35.8%	1,048 8.8%	1,179 12.5%
Health promotion	2,141 35.2%	2,517 17.6%	2,210 -12.2%	1,685 -23.8%	2,300 36.5%
Others	1,662 0.2%	1,678 1.0%	1,764 5.1%	1,394 -21.0%	- -
Total	90,352 3.6%	99,009 9.6%	106,016 7.1%	108,583 2.4%	113,000 4.1%

Recurring transaction volume

(Unit : millions of yen)

	2022.3	2023.3	2024.3	2025.3	2026.3 outlook
	5,405 4.2%	6,068 12.3%	7,466 23.0%	9,169 22.8%	10,636 16.0%
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	- -	- -	- -	- -	- -
	23,978 8.1%	25,614 6.8%	26,589 3.8%	29,311 10.2%	31,783 8.4%
	- -	- -	- -	134 -	370 176.1%
	23,978 8.1%	25,614 6.8%	26,589 3.8%	29,176 9.7%	31,413 7.7%
	- -	- -	- -	- -	- -
	- -	- -	- -	- -	- -
	- -	- -	- -	- -	- -
	29,383 7.3%	31,682 7.8%	34,056 7.5%	38,480 13.0%	42,419 10.2%

No. of bed sales

(Units : thousands, fractions rounded)

	2022.3	2023.3	2024.3	2025.3	2026.3 outlook
	89 -1.8%	95 7.2%	89 -6.9%	81 -8.7%	91 12.4%
	47 7.7%	55 15.5%	48 -11.9%	41 -15.6%	43 6.0%
	41 -10.8%	41 -2.2%	40 -0.3%	40 -0.6%	48 18.9%
	123 13.9%	132 8.0%	128 -3.6%	123 -3.5%	130 5.3%
	40 3.6%	45 13.7%	47 3.1%	41 -12.1%	42 2.3%
	77 16.0%	84 8.6%	76 -8.8%	77 0.7%	82 6.2%
	6 103.2%	4 -39.0%	5 35.2%	5 14.4%	6 14.7%
	9 24.6%	10 10.6%	8 -14.7%	6 -25.8%	9 41.0%
	- -	- -	- -	- -	- -
	220 7.3%	237 7.8%	225 -5.4%	210 -6.4%	229 9.1%

Overseas Sales by Region

(Unit : millions of yen)

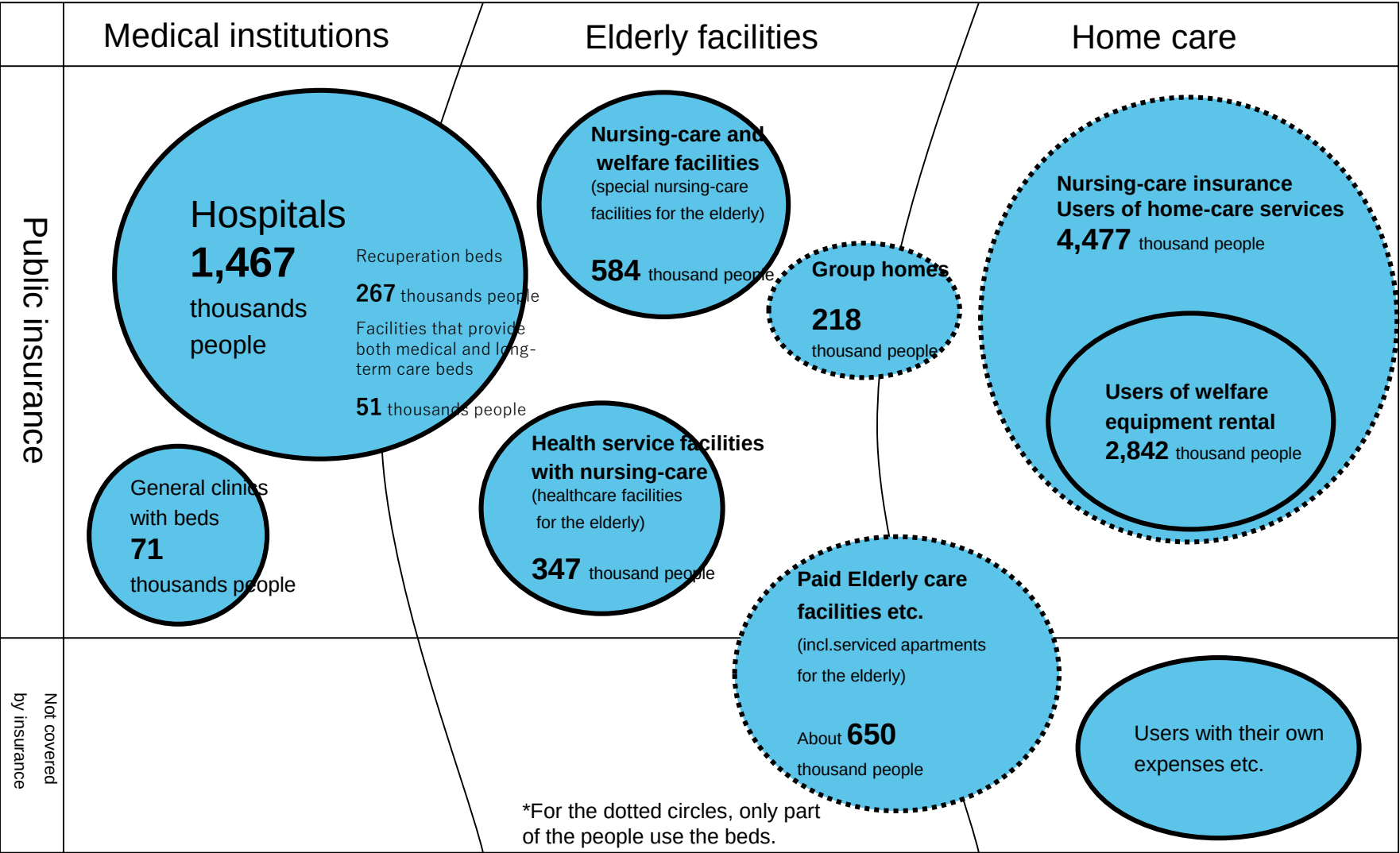
	2022.3	2023.3	2024.3	2025.3	2026.3 outlook
Asia	7,923 14.6%	8,174 3.2%	9,271 13.4%	9,110 -1.7%	10,507 15.0%
Indonesia	2,772 -9.3%	2,874 3.7%	2,833 -1.4%	3,223 13.7%	3,948 22.5%
China	2,803 27.5%	3,029 8.1%	3,506 15.7%	2,821 -19.5%	3,471 23.1%
Other asia	2,346 41.7%	2,269 -3.3%	2,931 29.2%	3,066 4.6%	3,087 0.7%
Outside asia	890 -24.4%	1,096 23.1%	1,333 21.6%	943 -29.3%	1,008 6.9%
Total	8,813 8.9%	9,271 5.2%	10,605 14.4%	10,053 -5.2%	11,515 14.5%
India including unconsolidated	1,102 47.9%	1,414 28.3%	1,719 21.6%	1,914 11.3%	2,383 24.5%

Other Indicators

(Units of Nemuri SCAN : thousands, fractions rounded)

	2024.3	2025.3	2026.3 outlook
Nemuri SCAN sales volume	47 27.2%	55 16.8%	61 12.1%
for medical care	3 23.4%	4 32.9%	7 53.7%
for nursing care	43 27.5%	50 15.6%	55 8.5%
Cumulative sales volume	202 30.1%	257 27.0%	318 23.9%
No. of facilities with Nemuri CONNECT contracts	177 -	621 250.8%	1,321 112.7%
No. of hospitals with Smart Bed System installations	46 43.8%	68 47.8%	113 66.2%
No. of rental wholesale users	553 8.0%	627 13.4%	660 5.3%

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 Jan. 2025, Table 1, 2 and 14 of 'Monthly report on the payment of nursing-care benefit' (for applications examined in Jan. 2025) etc.

Market trend of medical/nursing care beds in Japan

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

	2021	2022	2023	2024	2025
Number of hospitals	8,236	8,193	8,152	8,115	8,052
Total of hospital beds	1,509	1,498	1,491	1,482	1,467
General	887	887	886	884	878
Recuperation	290	282	277	273	267
Others	332	329	328	325	322

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

Trend in the number of nursing-care facilities and residents

	2021	2022	2023	2024	2025
Number of special nursing care facilities for the elderly	8,221	8,330	8,407	8,460	8,534
residents	563	572	570	578	584
Number of healthcare facilities for the elderly	4,249	4,233	4,215	4,190	4,144
residents	357	355	346	350	347
Number of recuperation based medical care	500	365	258	162	-
residents	16	10	6	4	-
Number of facilities that provide both medical and long-term care	558	656	746	811	915
residents	34	39	43	46	51

By MHLW, fractions rounded

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

	2021	2022	2023	2024	2025
users	2,478	2,586	2,671	2,749	2,842

By MHLW, fractions rounded

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

	FY2023 actual		FY2026 outlook		FY2040 outlook	
			prepared by FY2023		prepared by FY2023	
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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