

Value Creation



Medical Care Business

Supporting medical facilities and enriching the lifestyles of tomorrow for patients and medical workers

The global healthcare situation is experiencing increasing challenges year by year. Lifestyle diseases are increasing as populations grow older, and new illnesses and infectious diseases are appearing.

Inequalities in access to healthcare in developing countries and increasing burdens on medical workers as medicine become more advanced, etc.

First, we must ensure that patients can spend their time comfortably. Furthermore, we facilitate faster patient recovery by improving the environment of medical settings and ensuring that medical workers can work to their full potential.

We are aiming for this kind of medical care, and supporting patients, medical workers, and hospital operations.

Medical Care

Nursing Care Business

Supporting ways of life unique to each individual to bring about more and more moments of joy

The worries and stress involved in nursing care are an issue affecting both care workers and patients.

The solutions to physical and mental fatigue, as well as financial concerns, are not simple.

Adding to this, the older population is rapidly increasing, but the younger generation and workers are shrinking.

It is crucial to do more to decrease the burden on nursing care workers.

Words of gratitude come naturally, with smiles all around.

We are working to bring more small moments of joy to care workers and patients alike.

We are supporting patients, their families, and everyone involved with nursing care.

Nursing Care

Health Promotion Business

Aiming for a world where people lead healthy lives, where there is little need for medical or nursing care.

We think it would be ideal if there were no need to use our medical and nursing care products and services.

People must be aware of their own health and take preventative measures without panicking when treatment or care becomes necessary.

We also play a role in achieving ongoing and lasting health.

Sleep is important for recovering from daily fatigue and refreshing the body and mind.

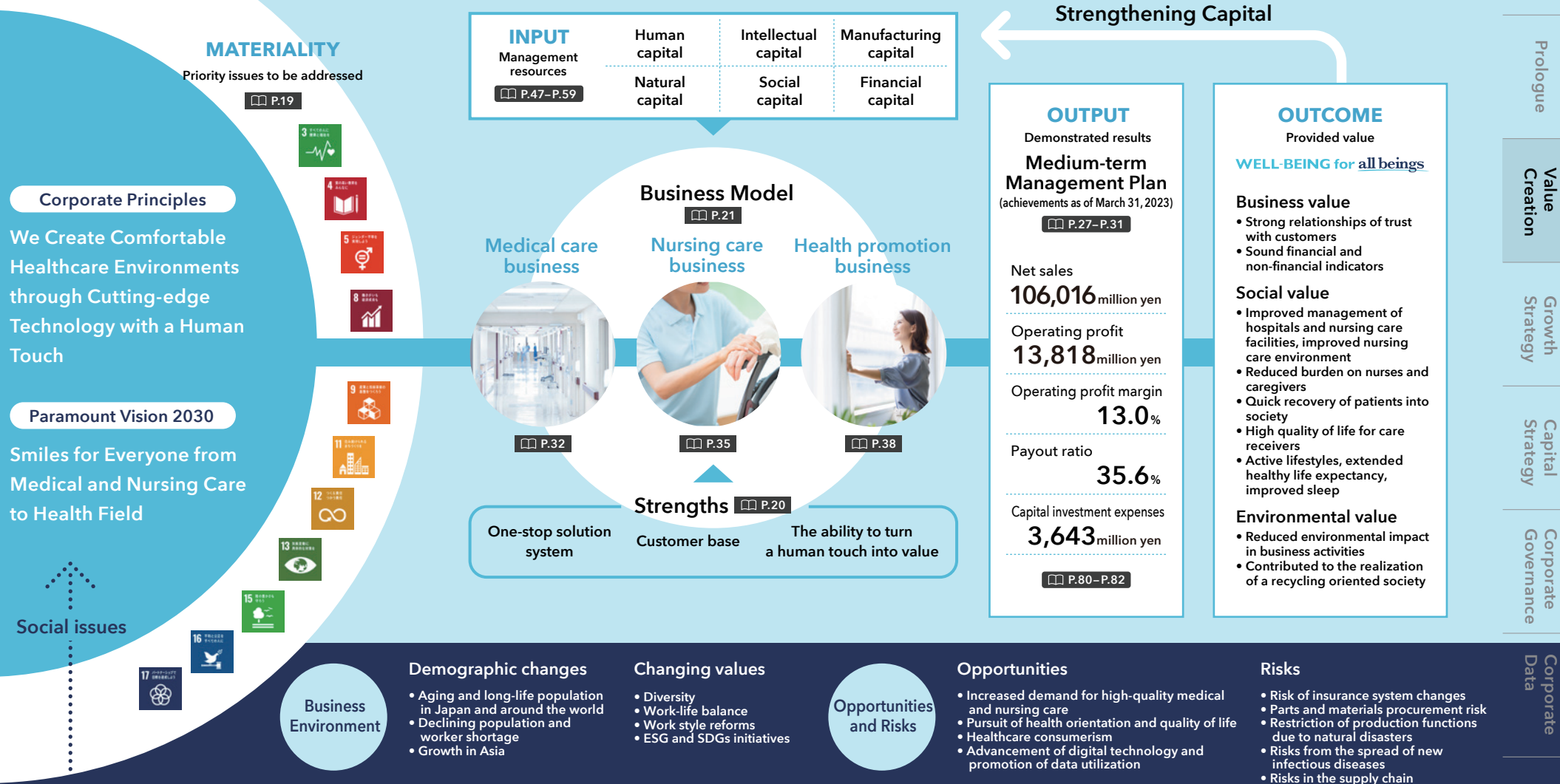
Getting appropriate and fulfilling sleep is an important step toward health.

We are providing services that are only possible because we have been taking “sleep” seriously since our founding in 1947.

Health Promotion



Value Creation Process



Materiality

At the Paramount Bed Group, in order to grow sustainably together with society, we have formulated materialities (priority issues) that we should address on a priority basis. These include various social issues, such as those we have addressed since our founding and SDGs advocated by the United Nations. Based on these materialities, we will continue contributing to resolving social issues through our business activities.

Materialities	Priority items	SDGs	ESG category
1 Support for the establishment of a sustained medical and nursing care system	- Support for improvement of efficiency of medicine and nursing care and work style reform - Support for education of nurses and nursing care personnel - Relief supply system for emergencies	    	S
2 Creation of an environment where everyone can live healthily and happily	- Proposal of sleep environments with scientific basis - Support for the creation of a comfortable work environment for nurses and nursing care personnel - Support for the improvement of performance through the proposal of better sleep for athletes - Support for the development of the next generation of leaders	    	S
3 Pursuit of product safety	- Establishment of system for product safety - Enlightenment of safe usage - Active involvement in industry group initiatives	   	S
4 Promotion of employee health, diversity and work style reform	- Employee health and labor safety initiatives - Promotion of diversity - Promotion of work style reforms	  	S
5 Environmentally conscious business activities	- Reduction of environmental impact in production processes - Reduction of environmental impact through the entire product life cycle - Contribution to the realization of a recycling oriented society	    	E
6 Ensuring compliance	- Corporate ethics initiatives - Ensuring fair trade - Promotion of highly transparent governance	 	G

The Cultivated Strengths of the Paramount Bed Group

We are pursuing true solutions to issues and continuing to expand our services. Not stopping at bed development and sales, we are also involved in everything from the development and sales of various products necessary in the healthcare environment to hospital operations support. We do this so that everyone—patients, medical workers, nursing care workers, and more—can live and work comfortably. Furthermore, we are a one-stop service provider utilizing connections between Group companies, and we utilize voices in the field to achieve quality improvement. These are strengths that only the Paramount Bed Group—having led the industry for many years—can offer.

01

One-stop solution system

Seamless connections across the Group

We propose high-dimensional solutions addressing customer needs and issues, from planning, development, manufacturing, and sales and rentals of products and services necessary for healthcare environments, with beds as the mainstay, to after-sales quality control, maintenance, and general follow-up. We have established a system that can achieve one-stop provision.

02

Customer base

A completely unique industry network

We have developed strong relationships of trust over long years with medical institutions, medical equipment dealers, nursing care facilities, assistive products rental service providers and rental wholesalers, dealers in the medical care, nursing care, and health promotion businesses, and more. We share needs that we might not notice alone and ideas that we might not think of alone, and we work together to tackle social issues.

03

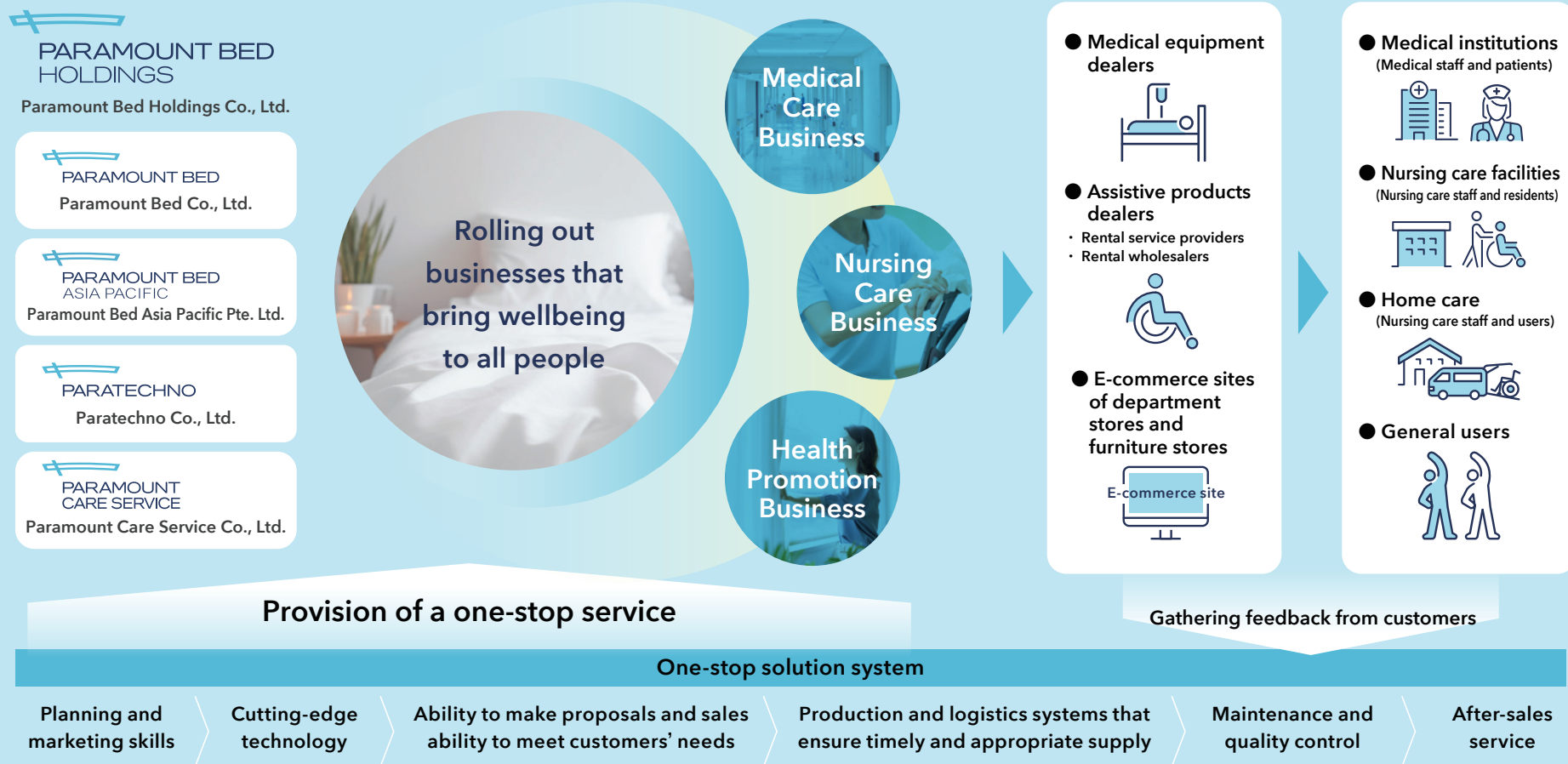
The ability to turn a human touch into value

Our sense of mission to contribute to society remains unchanged since our founding

The environment around our businesses is growing more diverse and complex with time. But by continuing to hold our unchanging principle of “social contribution through company business” for over 75 years, we have been able to adapt flexibly. And based on this idea, in the future we will continue to attend to each difficulty faced by medical settings and users in order to be a company that society needs.

Business Model

Applying the PDCA cycle to improve quality and create new value



Features 1

Expected role for the Paramount Bed Group

Toward Reforming Work Styles in the Medical and Nursing Care Industries

Demand for medical and nursing care is increasing as the percentage of people aged 65 and over increases.

Furthermore, the serious personnel shortage due to a shrinking working population is not an occurrence unique to the medical and nursing fields. A negative spiral is occurring in which a continuously increasing burden on staff is leading more employees to leave the work force due to harsh work environments. Japan is facing significant social issues such as these.

For instance, nursing duties involve large amounts of time spent recording patients' vital signs, such as body temperature and blood pressure, and this kind of work can sometimes take up over half of a nurse's overtime work hours.

Also, data entry mistakes and omissions can occur when making entries on electronic charts while looking at notes about measured results and observations.

There is an increasing demand for facility operations that not only provide a safe environment for patients and other persons receiving care, but also ensure that medical and nursing care workers can work under reasonable conditions without extreme burdens.



The Group has continued to expand its business areas in order to resolve problems occurring at medical settings. To reduce the burden on medical and nursing care workers, we develop products and services that reduce labor and improve efficiency. We leverage years of cultivated knowledge and technology to provide new services to people all over the world.

Through the Medical Care Business, we support a hospital's entire operations with the Smart Bed System, which streamlines the recording of vital signs and monitoring of a patient's condition, as well as nursing assistant services, maintenance of beds with stationed services, concierge services, and medical equipment maintenance and management services to assist medical workers in their duties.

In the Nursing Care Business, we offer "Nemuri CONNECT," a monitoring support system that enables the centralized management of information such as hours slept, heart rate, body

weight, and elimination of persons receiving care, and which can be easily shared among managers and staff. The mainstay product of the system, "Nemuri SCAN," is capable of remotely checking whether a user is sleeping or awake, when they wake up and fall asleep, respiratory rate, and the like simply by placing the device under the mattress. It reduces the burden on nursing care workers while ensuring the safety of residents, especially when monitoring them through the night, etc.

With these kinds of services for DX, simply "introducing" them is not sufficient for achieving optimal results. It is important for customers to "utilize" them properly. For this reason, the Group is focusing on interviews prior to their introduction and support after introduction. We will also create comfortable working environments for medical and nursing care workers, thereby helping them focus on their important primary work.

Medical Care Business



No. of hospitals that signed contracts for on-site services

107 hospitals 2023/3 > **113** hospitals 2024/3 **+6%**

No. of hospitals where the Smart Bed System has been introduced

32 hospitals 2023/3 > **46** hospitals 2024/3 **+44%**

Nursing Care Business



Cumulative no. of Nemuri SCAN units sold (medical and nursing care total)

155k units 2023/3 > **202k** units 2024/3 **+30%**

No. of facilities that signed contracts for Nemuri CONNECT

Launched in October 2023 > **177** facilities 2024/3

Features 2

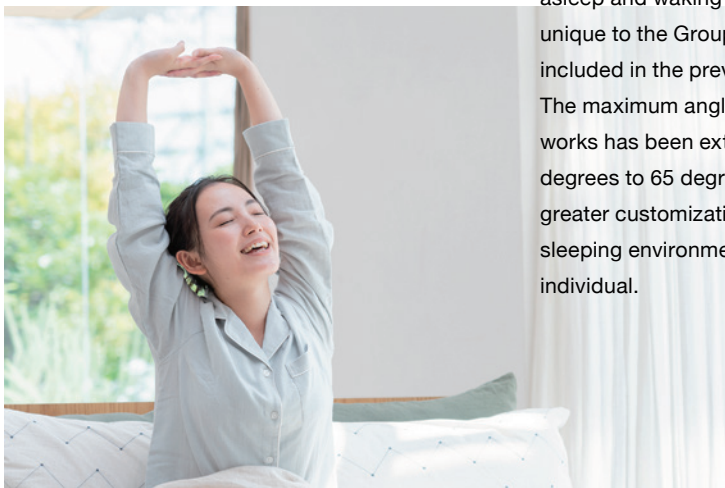
Tackling Social Issues Related to Sleep by Harnessing the Results of Years of Research

Why do people sleep every day? During sleep, damage to the body incurred over one day is repaired by the following day. When we are awake and active, our bodies expend energy and incur damage in ways we are not even aware of. For this reason, sleep not only eliminates “tiredness,” but also allows the body to repair itself at the cellular level in the heart, brain, and other important organs. Sleep is so necessary and important for life that humans have been unable to find a way to go without this unprotected and dangerous period of time over our about 6 or 7 million years of evolution. Having said that, we have few

opportunities to learn about the importance of sleep. Japan is also known as a “nation of sleep debt” with an average sleep duration of 6 hours and 18 minutes, the lowest among over 50 countries and regions across the world (according to a survey by Sleep Cycle in Switzerland). Sleep deficiency and poor quality sleep have been shown to increase the risk of developing lifestyle-related diseases, cardiovascular disease, depression, dementia, and other diseases. Not only that, but results also show that countries with a higher GDP per capita sleep better. According to a U.S. think tank, sleep deficiency and poor quality sleep in Japan cost the

nation about 15 to 20 trillion yen each year. The “sleep” issue weighs heavily on both the health of individuals and the economy of Japanese society as a whole.

Over many years, the Group has accumulated knowledge through wide-ranging studies at the Paramount Bed Sleep Research Laboratory, with a focus on the development of beds and mattresses for medical and nursing care use. We have used this knowledge to develop the “Health Promotion Business.



“Through this, we provide products and services that go hand-in-hand with people’s sleep.

One of our mainstay products, the automatic electric bed “Active Sleep BED” that utilizes sleep sensors, underwent a full update in April 2024, the model’s first since its launch in 2019.

We have integrated customer feedback in redesigning the product to make it even better than ever. The main update has been made to the “NEMURI automatic operation function,” which automatically moves the bed while a user is falling asleep and waking up, a technology unique to the Group that was also included in the previous model.

The maximum angle that the function works has been extended from 30 degrees to 65 degrees, allowing for greater customization to create a sleeping environment tailored to each individual.

Health Promotion Business

Features of the Active Sleep Brand



A new proposal: “angle for falling asleep”

Raising the top of the bed slightly helps users breathe better and fall asleep easier. For this reason, we have proposed the “angle for falling asleep.” The angle can be changed in accordance with a user’s physical condition each day.



Automatic bed operation

Once the system detects that a user has fallen sound asleep, it begins automatic operation. The bed moves slowly from the “angle for falling asleep” to a flat state for ease of turning over during sleep. Moreover, when the preset wake-up time approaches, the head of the bed automatically rises to wake the user up in a comfortable manner.



Freely adjustable mattress firmness

Firm or soft? You can control the firmness in a million different ways for ultimate sleeping comfort tailored to your physical condition on a certain day. Firmness can be adjusted for each part of the body, thereby comfortably supporting a variety of body shapes.

