PARAMOUNT BED HOLDINGS

Supplementary Materials to the Financial Results Briefing

October 30, 2025

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Paramount Bed Holdings Co., Ltd.

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PL / Recurring revenue volume value

PARAMOUNT BED HOLDINGS

(units : millions of yen)

	FYE3/2023				FYE3/2024				FYE3/2025				FYE3/2026			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net Sales	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%	26,395 13.1%	33,514 1.7%	22,257 −3.8%	24,861 −2.6%	– –	– –
Cost of Sales	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%	13,578 12.3%	17,334 −1.2%	11,127 −6.4%	12,670 −4.2%	– –	– –
Gross profit	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%	15,421 16.4%	11,257 −5.6%	12,302 2.1%	12,817 14.0%	16,180 4.9%	11,130 −1.1%	12,191 −0.9%	– –	– –
Selling, general and administrative expenses	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%	9,702 5.4%	10,417 3.0%	10,044 3.9%	10,625 8.5%	– –	– –
Operating profit	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%	3,114 53.3%	5,763 8.6%	1,086 −31.8%	1,566 −37.5%	– –	– –
Ordinary profit	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%	4,099 143.0%	5,292 −17.5%	1,148 −46.2%	1,992 51.2%	– –	– –
Profit attributable to owners of parent	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%	1,566 −45.2%	706 −71.1%	3,597 182.6%	3,213 −20.7%	1,085 −30.7%	1,287 82.3%	– –	– –
EBITDA※	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%	5,979 30.3%	8,667 9.0%	3,916 −6.2%	4,607 −13.0%	– –	– –

※Calculated as the sum of operating profit and depreciation expenses.

Recurring revenue volume value	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%	9,850 14.9%	9,987 14.2%	10,324 14.8%	10,606 9.9%	– –	– –
Medical care business	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%	2,344 26.1%	2,458 23.2%	2,569 23.0%	2,677 17.5%	– –	– –
Nursing care business for nursing facility	– –	– –	– –	– –	– –	– –	– –	– –	17 –	25 –	36 –	54 –	73 309.8%	89 244.3%	– –	– –
Nursing care business for home care	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%	7,470 11.2%	7,475 10.8%	7,681 11.6%	7,840 6.7%	– –	– –

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Net Sales by Business / Overseas Sales by Region

PARAMOUNT BED HOLDINGS

(unit : millions of yen)

Net Sales by Business	FYE3/2023 1Q		2Q		3Q		4Q		FYE3/2024 1Q		2Q		3Q		4Q		FYE3/2025 1Q		2Q		3Q		4Q		FYE3/2026 1Q		2Q		3Q		4Q	
Medical care business	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%	10,231	14.5%	12,132	1.3%	7,756	-2.3%	10,219	3.0%	-	-	-	-
Japan	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%	7,738	13.1%	9,979	7.7%	6,180	3.9%	8,199	8.5%	-	-	-	-
Overseas	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%	2,493	18.8%	2,153	-20.7%	1,575	-20.8%	2,019	-14.8%	-	-	-	-
Nusing care business	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%	15,357	14.1%	20,809	3.4%	14,152	-1.0%	14,326	-3.2%	-	-	-	-
Japan nursing facility	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%	3,554	33.5%	9,208	1.5%	2,470	-17.0%	2,434	-18.8%	-	-	-	-
Japan home care	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%	11,589	9.3%	11,303	5.2%	11,549	4.2%	11,718	1.8%	-	-	-	-
Overseas	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%	213	9.2%	298	-5.3%	132	-44.0%	173	-42.4%	-	-	-	-
Health promotion business	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%	439	-11.2%	345	-20.2%	348	-29.3%	315	-22.5%	-	-	-	-
Others	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%	367	-16.9%	225	-46.5%	0	-	0	-	-	-	-	-
Total	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%	26,395	13.1%	33,514	1.7%	22,257	-3.8%	24,861	-2.6%	-	-	-	-

Overseas Sales by Region

Asia	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%	2,345	23.7%	2,342	-11.0%	1,518	-24.5%	2,011	-16.5%	-	-	-	-
Indonesia	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%	1,043	77.0%	577	-47.9%	504	-34.3%	662	-20.6%	-	-	-	-
China	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%	427	-42.5%	976	32.3%	344	-53.8%	492	-26.6%	-	-	-	-
Other asia	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%	874	55.3%	788	0.5%	670	34.1%	856	-5.2%	-	-	-	-
Outside asia	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%	360	-9.0%	109	-72.5%	189	-11.1%	181	-30.4%	-	-	-	-
Total	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%	2,706	18.0%	2,451	-19.1%	1,708	-23.2%	2,193	-17.9%	-	-	-	-

India including unconsolidated	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%	548	54.0%	458	-17.1%	450	0.8%	505	9.6%	-	-	-	-

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Number of bed sold / Other Indicators

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(unit : thousands, fractions rounded)

No. of bed sold	FYE3/2023 1Q		2Q		3Q		4Q		FYE3/2024 1Q		2Q		3Q		4Q		FYE3/2025 1Q		2Q		3Q		4Q		FYE3/2026 1Q		2Q		3Q		4Q	
Medical care business	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%	19	5.7%	25	-11.6%	13	-20.3%	19	-11.3%	–	–	–	–
Japan	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%	10	20.3%	14	-18.8%	6	-11.1%	11	16.1%	–	–	–	–
Overseas	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%	9	-7.9%	12	-1.5%	6	-27.8%	8	-34.4%	–	–	–	–
Nursing care business	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%	28	9.6%	36	-14.8%	25	-13.9%	28	-6.3%	–	–	–	–
Japan nursing facility	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%	8	7.5%	17	-22.4%	7	-12.2%	7	-20.1%	–	–	–	–
Japan home care	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%	19	8.9%	18	-5.3%	18	-11.9%	20	3.5%	–	–	–	–
Overseas	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%	1	40.3%	1	-23.7%	0	-58.9%	1	-45.4%	–	–	–	–
Health promotion business	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%	2	-10.7%	1	-23.9%	1	-33.0%	1	-28.3%	–	–	–	–
Total	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%	49	7.2%	62	-13.8%	39	-16.8%	48	-8.9%	–	–	–	–

Other Indicators

(unit : thousands, fractions rounded)

(unit : thousands, fractions rounded)

Nemuri SCAN sales volume	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%	11	79.1%	31	16.0%	5	-21.2%	6	8.1%	–	–	–	–
for medical care	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%	1	37.7%	2	74.2%	1	38.9%	1	42.4%	–	–	–	–
for nusing care	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%	11	81.9%	29	13.0%	4	-29.2%	5	-15.7%	–	–	–	–
Cumulative sales volume	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%	225	28.7%	257	27.0%	261	25.7%	267	24.7%	–	–	–	–

Stock Indicators

No. of facilities with Nemuri CONNECT contract	–	–	–	–	–	–	–	–	–	–	–	–	–	–	177	–	218	–	271	–	368	–	621	250.8%	673	208.7%	753	177.9%	–	–	–	–
No. of hospitals with Smart Bed System instllations							32	33.3%							46	43.8%	49	–	53	–	59	–	68	47.8%	69	40.8%	71	34.0%	–	–	–	–

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