



PARAMOUNT BED
HOLDINGS

Supplementary Materials to the Financial Results Briefing

July 30, 2025

Security code : 7817

Paramount Bed Holdings Co., Ltd.

PL / Recurring revenue volume value

(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	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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-

※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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
Nursing care business for nursing facility	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	17	-	25	-	36	-	54	-	73	329.4%	-	-	-	-	-	-
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%	-	-	-	-	-	-

Net Sales by Business / Overseas Sales by Region

(unit : millions of yen)

Net Sales by Business	FYE3/2023								FYE3/2024								FYE3/2025								FYE3/2026							
	1Q		2Q		3Q		4Q		1Q		2Q		3Q		4Q		1Q		2Q		3Q		4Q		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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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	-	-	-	-	-	-	-
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%	-	-	-	-	-	-

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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-

Number of bed sold / Other Indicators

(unit : thousands, fractions rounded)

	FYE3/2023								FYE3/2024								FYE3/2025								FYE3/2026							
No. of bed sold	1Q		2Q		3Q		4Q		1Q		2Q		3Q		4Q		1Q		2Q		3Q		4Q		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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
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%	-	-	-	-	-	-

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%	-	-	-	-	-	-
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%	-	-	-	-	-	-
for nursing 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%	-	-	-	-	-	-
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%	-	-	-	-	-	-

Stock Indicators

No. of facilities with Nemuri CONNECT contract	-	-	-	-	-	-	-	-	-	-	-	-	-	-	177	-	218	-	271	-	368	-	621	250.8%	673	208.7%	-	-	-	-	-	-
No. of hospitals with Smart Bed System installations	/	/	/	/	32	33.3%	/	/	/	/	/	/	/	/	46	43.8%	49	-	53	-	59	-	68	47.8%	69	40.8%	-	-	-	-	-	-

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.