



Interim Financial Results for the Fiscal Year Ending March 31, 2025

November 29, 2024

FRANCE BED HOLDINGS CO., LTD. (Securities Code: 7840)

- ✓ **Interim Financial Results for the Fiscal Year Ending March 31, 2025**
- ✓ **Forecasts for the Fiscal Year Ending March 2025**
- ✓ **Major Future Initiatives**
- ✓ **Reference Materials**

**Interim Financial Results
for the Fiscal Year Ending
March 31, 2025**

Consolidated financial results (current interim accounting period)

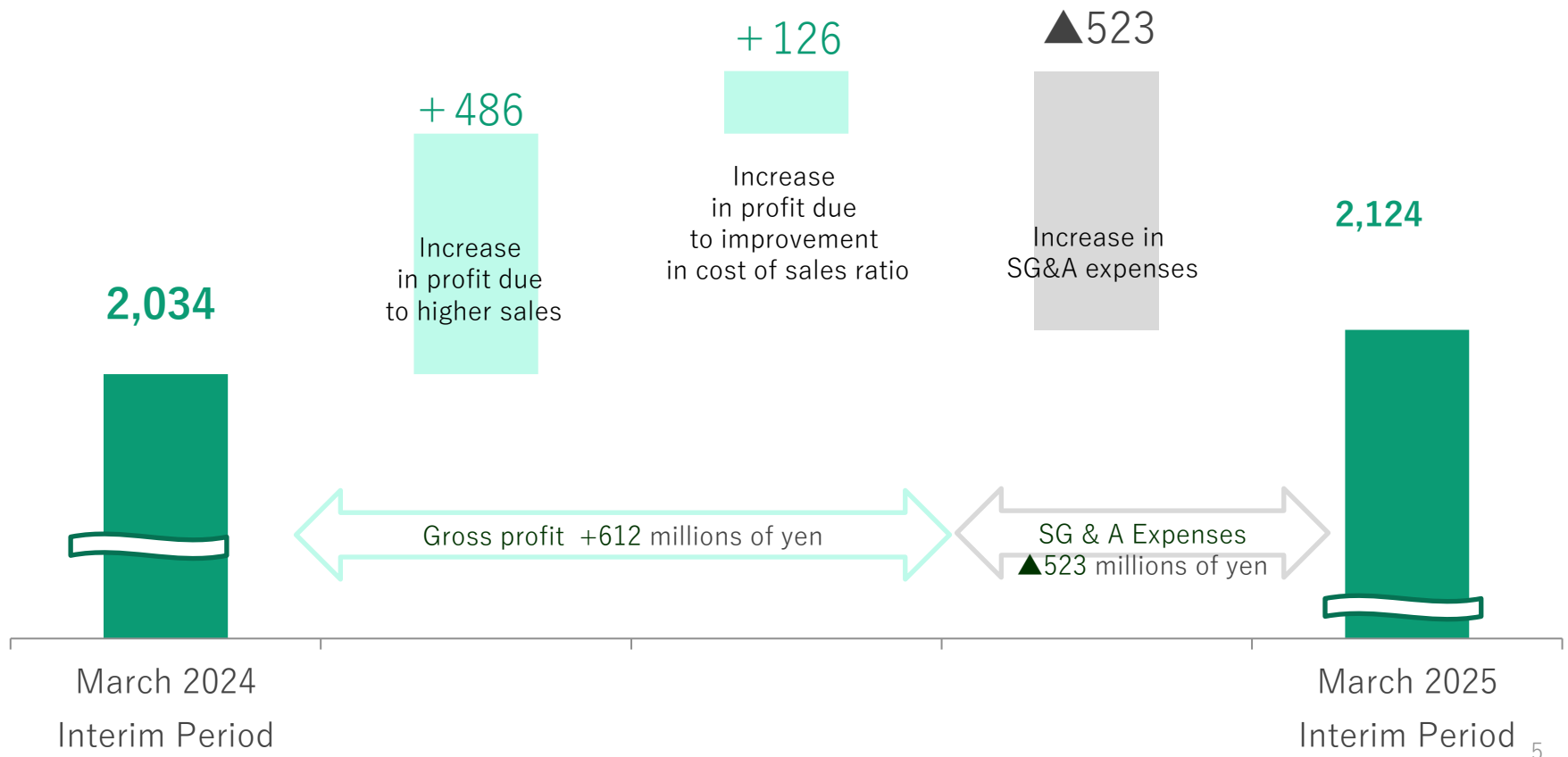
- ✓ Revenue increased for the fourth consecutive year, Operating profit and Ordinary profit increased for the fifth consecutive year

(millions of yen)	Previous fiscal year	Current fiscal year (fiscal year ended March 2025)		
	March 2024 Interim Period	March 2025 Interim Period	Year-on-Year	
			Change (amount)	Change (%)
Net sales	28,366	29,250	884	3.1%
Operating profit (profit margin)	2,034 (7.1%)	2,124 (7.2%)	89	4.3%
Ordinary profit (profit margin)	2,071 (7.3%)	2,145 (7.3%)	74	3.6%
Interim net profit (profit margin)	1,249 (4.4%)	1,325 (4.5%)	76	6.1%
Profit per share(yen)	34.67	38.36	-	-

Consolidated Financial Results (Operating profit Changes)

- ✓ The increase in SG & A expenses was offset by an increase in net sales and an improvement in the cost ratio.
- ✓ Operating profit increased 89 million of yen (+4.3%) year on year

(millions of yen)



Results by Segment

- ✓ Revenue and profit increased in the Medical Services business
- ✓ Revenue and profit decreased in the Home Furnishings and Health Business

(millions of yen)		March 2024 Interim Period	March 2025 Interim Period	Year-on-Year Change
Medical Services Business	Net sales	18,511	19,491	5.2%
	Ordinary profit (Profit margin)	1,553 (8.3%)	1,653 (8.4%)	6.4%
Home Furnishings and Health Business	Net sales	9,620	9,505	▲1.1%
	Ordinary profit (Profit margin)	529 (5.4%)	489 (5.1%)	▲7.4%
Total	Net sales	28,366	29,250	3.1%
	Ordinary profit (profit margin)	2,071 (7.3%)	2,145 (7.3%)	3.6%

Note) Excludes "Others," which is not a reportable segment

Overview of Medical Services Business

- ✓ Revenue increased in all divisions. However, sales of the mainstay welfare equipment rental business increased 2.2% excluding the 2-month sales of the consolidated subsidiary Home Care Service Yamaguchi (HCSY).
- ✓ On the profit side, ordinary profit increased 6.4% due to the reduction of rental assets and the improvement of occupancy rate. (1.7% increase excluding the impact of HCSY above)

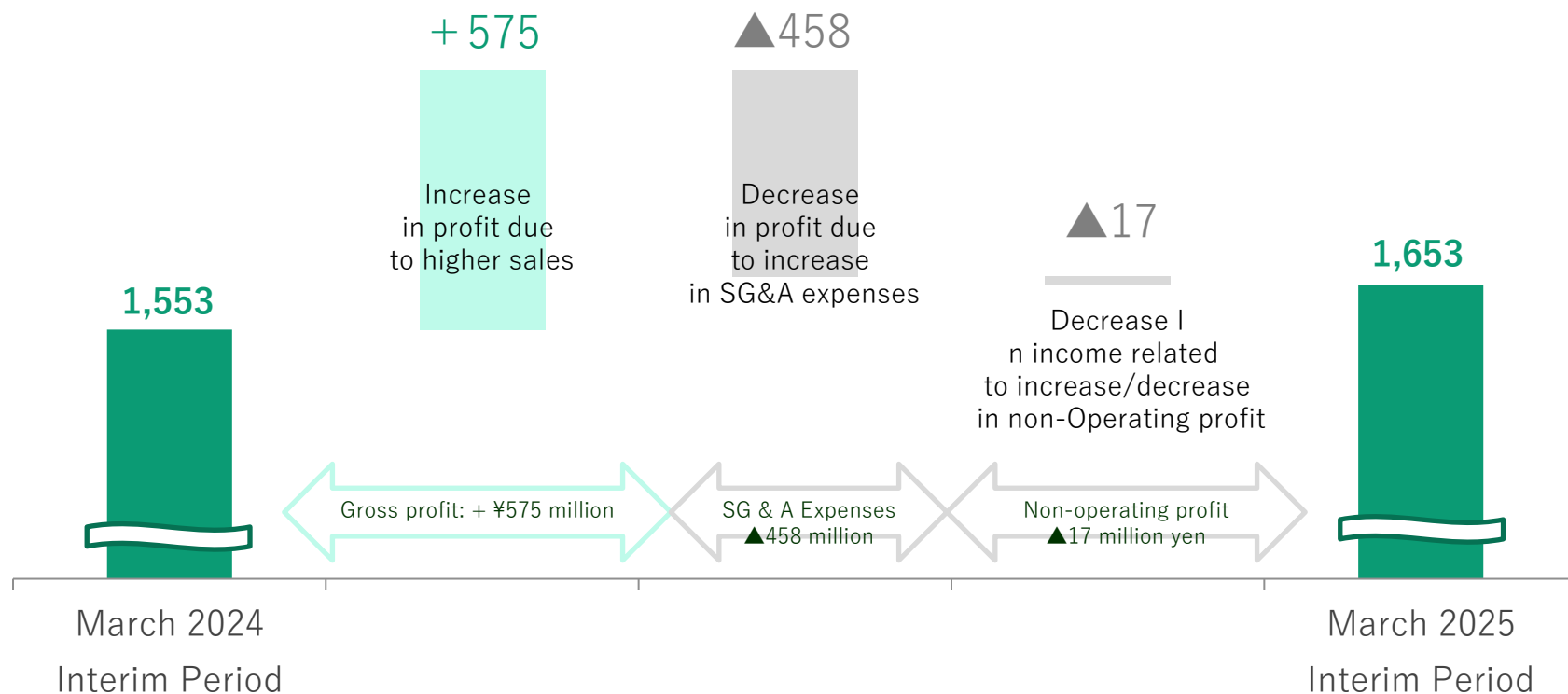
(millions of yen)	March 2024 Interim Period		March 2025 Interim Period		Year-on-Year	
	Results	Composition ratio	Results	Composition ratio	Change (amount)	Percent change
Consolidated sales	18,511	100.0%	19,491	100.0%	980	5.2%
(Transactions related to the rental of welfare equipment)	11,331	61.2%	11,579	59.4%	248	2.2%
(Transactions for hospitals and facilities)	1,738	9.4%	1,877	9.6%	139	8.0%
(Linen Supply Transactions)	1,560	8.4%	1,611	8.2%	50	3.2%
(Other sales transactions *)	3,880	21.0%	4,008	20.5%	127	3.3%
(HCSY 2-month sales)	—	—	415	2.1%	415	—
Consolidated Ordinary profit	1,553	8.3%	1,653	8.4%	99	6.4%
(Reference: Ordinary profit excluding HCSY 2-month results)			1,580	8.1%	26	1.7%

※) Wholesale, direct sales, home improvement transactions, nursing home transactions, etc.

Changes in Ordinary profit in Medical Services Business

✓ **Medical Services Business: + 99 million of yen(+6.4%)**

(millions of yen)

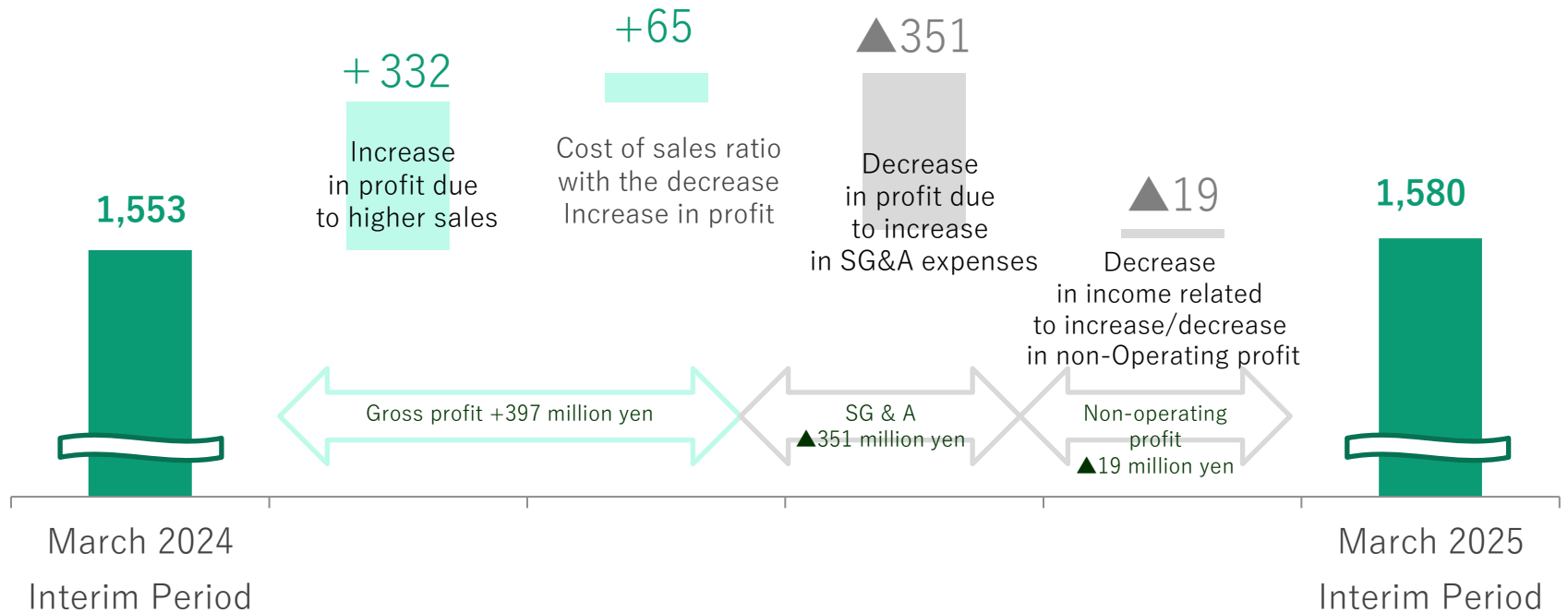


※Cost of sales ratio remained almost unchanged.

(Reference) Changes in Ordinary profit in Medical Services Business (Excluding 2 months of HCSY)

- ✓ Ordinary profit increased by 26 million of yen despite the competitive increase in revenue and expenses

(millions of yen)



Overview of Home Furnishings and Health Business

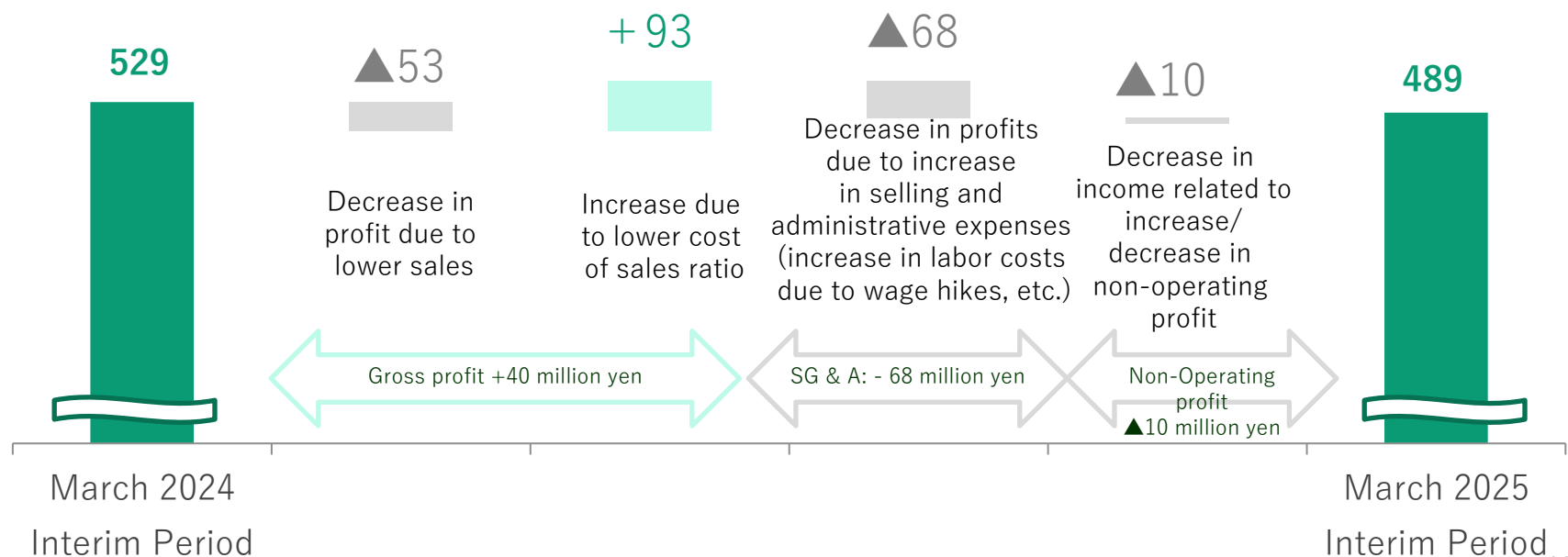
- ✓ Sales of luxury mattresses and electric beds were strong. Sales fell 1.1% as sales of other products and hotels struggled.
- ✓ Ordinary profit fell 7.4% due to higher labor costs and higher fares.

(millions of yen)	March 2024 Interim Period		March 2025 Interim Period		Year-on-Year	
	Results	Composition ratio	Results	Composition ratio	Change	Percent change
Consolidated net sales	9,620	100.0%	9,505	100.0%	▲115	▲1.1%
(Home Furnishings Business)	8,826	91.7%	8,768	92.2%	▲58	▲0.6%
(Transactions for hotels)	794	8.3%	737	7.7%	▲56	▲7.1%
Consolidated Ordinary profit	529	5.4%	489	5.1%	▲39	▲7.4%

Factors for Change in Ordinary profit in Home Furnishings and Health Business

- ✓ Home Furnishings and Health Business: - 39 million of yen(- 7.4%)
- ✓ Although the decrease in sales was offset by a reduction in the cost ratio, the increase in personnel expenses, logistics expenses, etc. was not able to cover the decrease in profit.

(millions of yen)



Consolidated Balance Sheets

(millions of yen)	End of March 2024	End of September 2024	Change
Total current assets	37,184	36,245	▲939
(Trade receivable)	11,007	9,407	▲1,600
Total non-current assets	31,336	30,764	▲572
(Rental assets)	5,296	5,185	▲111
Total assets	68,575	67,056	▲1,518
Total liabilities	30,363	28,545	▲1,818
Trade payables	4,846	3,870	▲976
(Interest-bearing debt) ※	18,323	17,911	▲412
Total net assets	38,211	38,511	300
Total liabilities and net assets	68,575	67,056	▲1,518
Equity-to-asset ratio	55.7%	57.4%	+1.7pt

※ Including zero-coupon Euroyen convertible bonds

Consolidated Cash Flows

(millions of yen)	March 2024 Interim Period	March 2024 Interim Period	Change
Cash and cash equivalents at beginning of period	10,355	13,202	2,846
Net cash provided by (used in) operating activities	3,671	3,893	222
(Depreciation)	2,698	2,574	▲124
(Income taxes paid)	▲931	▲348	583
Net cash provided by (used in) investing activities	▲3,311	▲3,438	▲127
(Acquisition of fixed assets)	▲2,315	▲2,389	▲74
Net cash provided by (used in) financing activities	▲1,419	▲1,226	192
(Dividends paid)	▲718	▲758	▲39
Net increase (decrease) in cash and cash equivalents	▲1,055	▲771	283
Cash and cash equivalents at end of period	9,299	12,430	3,130

Forecasts for the Fiscal Year Ending March 2025

Forecasts for the Fiscal Year Ending March 2025(Progress)

(millions of yen)	Results for the Previous Fiscal Year	Current Fiscal Year Plan	Year-on- Year	March 2025 Interim Period	Plan Progress Rate
Net sales	59,151	61,000	3.1%	29,250	48.0%
Operating profit (profit margin)	4,587 (7.7%)	4,800 (7.8%)	4.6%	2,124 (7.2%)	44.3%
Ordinary profit (profit margin)	4,657 (7.8%)	4,800 (7.8%)	3.0%	2,145 (7.3%)	44.7%
Profit attributable to owners of parent(profit margin)	3,134 (5.2%)	3,000 (4.9%)	▲4.2%	1,325 (4.5%)	44.2%
Basic earnings per share(yen)	87.28	86.86	-	38.36	-

Medical Services Business Outlook and Key Initiatives

Current Fiscal Year Plan and Progress (Profit and Loss by Segment)

(millions of yen)

		Fiscal Year Ending March 2024 Results	Fiscal Year Ending March 2025 Plan	Fiscal Year Ending March 2025 Interim Fiscal Year Results	Plan Progress Rate
Medical Service Business	Net sales	38,862	40,200	19,491	48.4%
	Ordinary profit	3,526	3,660	1,653	45.1%

Main Measures for Achieving the Full-Year Plan

- Focus on Infrastructure Development to Support the Rental of Welfare Equipment**
Continued Efforts to Strengthen Product Lineup and Improve Delivery Efficiency
- Strengthening M & A and Customer Acquisition**
{5 Customer Acquisition Projects as of the End of November 2024 (Transfer of approximately 900 rental customers completed)}
- Acquisition of Projects to Support the Introduction of Nursing Care Robots (Property Transactions for Hospital Facilities)**

Outlook for Home Furnishings and Health Business and Major Initiatives

Current Fiscal Year Plan and Progress (Profit and Loss by Segment)

(millions of yen)

		Fiscal Year Ending March 2024 Results	Fiscal Year Ending March 2025 Plan	Fiscal Year Ending March 2025 Interim Fiscal Year Results	Plan Progress Rate
Home Furnishings and Health Business Headquarters	Net sales	19,740	20,200	9,505	47.1%
	Ordinary profit	1,121	1,140	489	42.9%

Main Measures for Achieving the Full-Year Plan

1. **Expansion and renovation of in-house showrooms** (development of showrooms centering on electric beds)
2. **Expansion of sofas** (development of Korea's leading sofa manufacturer "JAKOMO," etc.)
3. **Expansion of lineup of environment-friendly beds and other products for hotels**

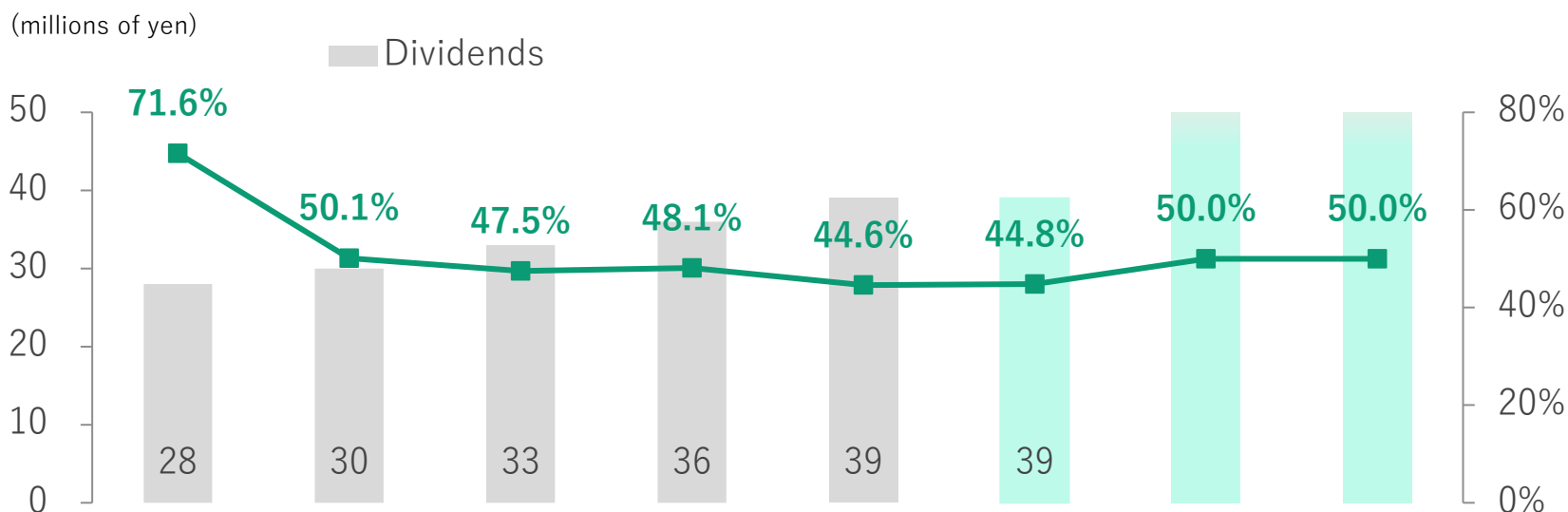
Fiscal year ended March 2025 Capital Expenditures

(millions of yen)	Fiscal Year Ending March 2024 Results	Fiscal Year Ending March 2025 Interim Fiscal Year Results	March 2025 (Full-year plan)
Capital investment	4,905	2,152	4,340
Rental assets	3,219	1,776	3,530
Service centers	912	33	160
Depreciation	5,363	2,574	5,000

- ✓ In order to meet the growing demand for nursing care-related products, we will continue to invest in rental assets.

Shareholder Return

- ✓ Continue to repurchase treasury stock with a consolidated payout ratio of 50% as a guideline.



	2020 Mar.	2021 Mar.	2022 Mar.	2023 Mar.	2024 Mar.	2025 Mar. Plan	2026 Mar. Target	2027 Mar. Target
Number of treasury shares repurchased	500,000 shares	1,290,000 shares	1,080,000 shares	420,000 shares	1,490,000 shares	Continuous repurchase of treasury stock		
Amount of treasury shares repurchased	493 million yen	1,118 million yen	986 million yen	381 million yen	2,000 million yen			

*1: Number of treasury shares are rounded down to the nearest thousand. *2: Cancelled 3,000,000 treasury shares in May 2023.

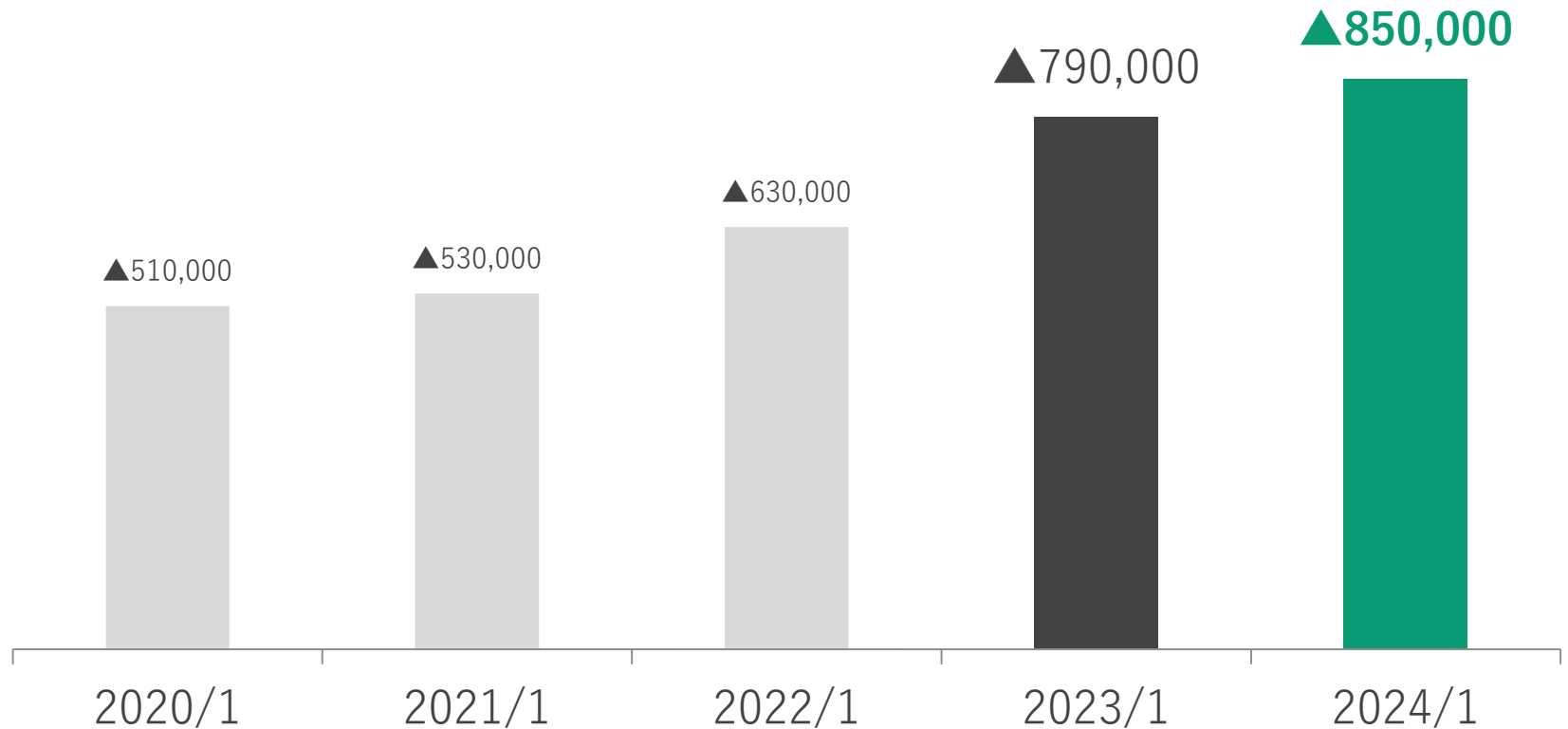
Consolidated Financial Results for the Last Six Fiscal Years

(millions of yen)		2020 Mar.	2021 Mar.	2022 Mar.	2023 Mar.	2024 Mar.	2025 Mar. Plan
Interim	Net sales	26,329	24,398	25,978	28,244	28,366	29,250
	Ordinary profit (profit margin)	1,083 (4.1%)	1,480 (6.0%)	1,901 (7.3%)	1,958 (6.9%)	2,071 (7.3%)	2,145 (7.3%)
Full Year	Net sales	52,430	52,430	54,398	58,578	59,151	61,000
	Ordinary profit (profit margin)	2,436 (4.6%)	3,451 (6.5%)	3,959 (7.2%)	4,485 (7.6%)	4,657 (7.8%)	4,800 (7.8%)

Major Future Initiatives

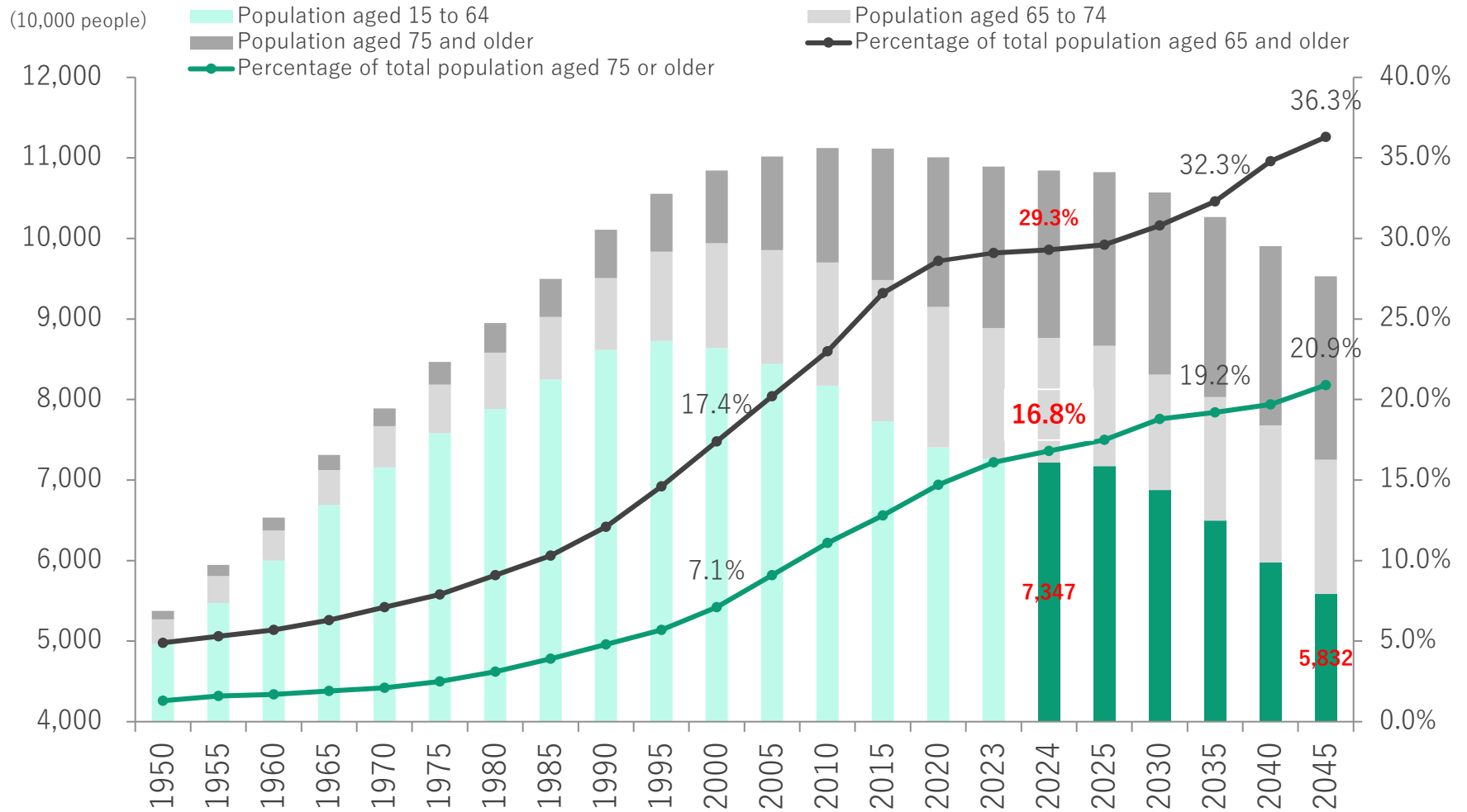
Japan's Market Environment _ Japanese Population Decline Accelerates

Number of natural decreases in Japanese



Source: Population, Demographic and Household Numbers Based on the Basic Resident Register (as of January 1, 2024)

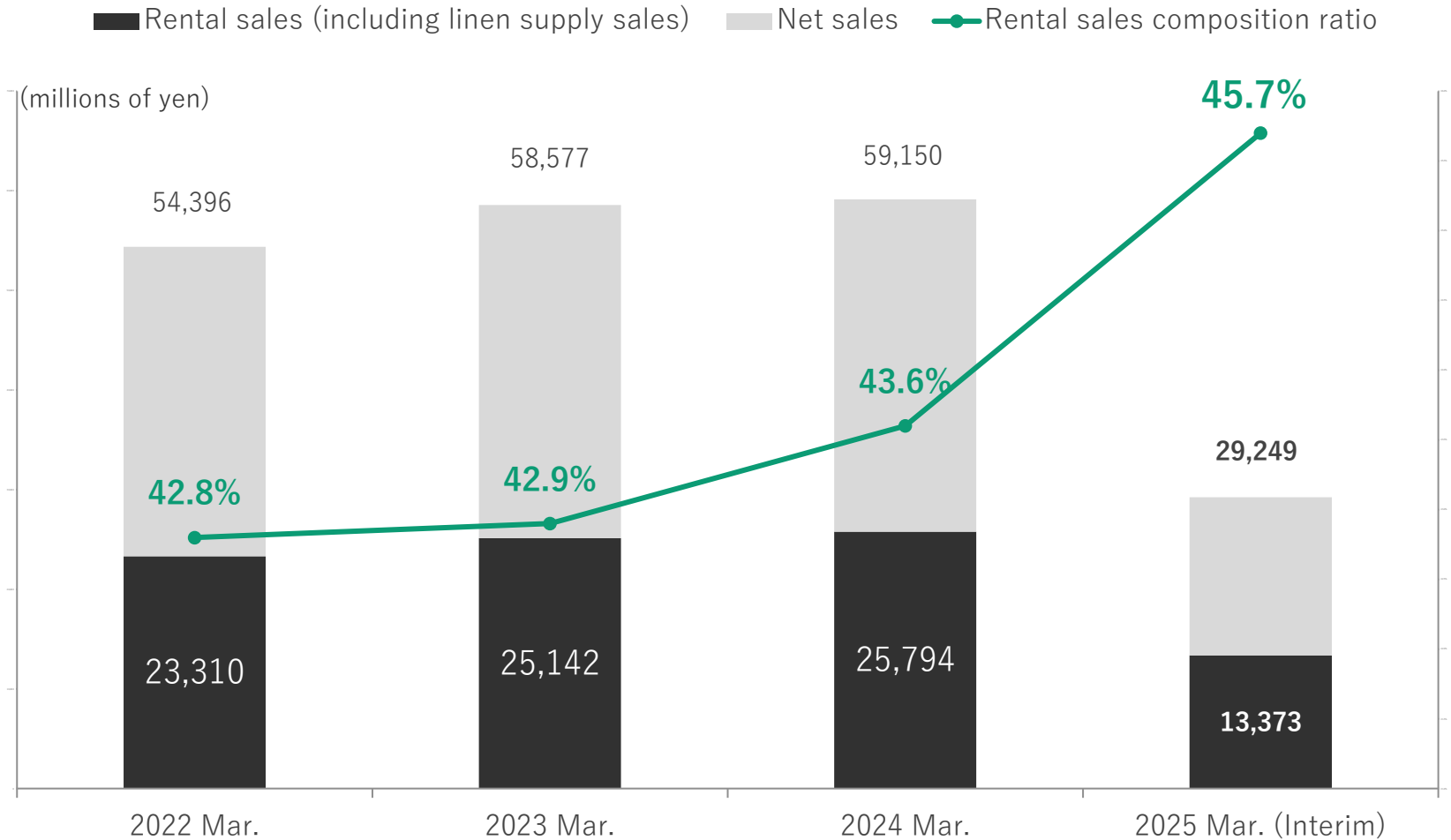
Japan's Market Environment _ Increasing elderly population and decreasing working-age population



Source: our country's elderly from the perspective of the the Ministry of Internal Affairs and Communications Statistics on September 15, 2024, in honor of Respect-for-the Aged Day Prepared based on the National Institute of Population and Social Security Research Population Statistics 2024

Main Future Initiatives _ Rental Services

Increase rental sales to 50% or more by March 2029



Medical Services Business

For homes for the elderly with services
Expansion of Furniture and Home Appliances Rental Service Area

1

October 2023 **Tokyo**

2

August 2024 **Saitama, Kanagawa, Chiba**

3

January 2025 **Fukuoka, Saga**



Medical services business

Expansion of rental sales through cooperation with rental wholesalers

Conventional rental procurement
"Independent procurement"

Limited items handled

Slow sales growth



Future rental procurement
**"Collaborative procurement
from other companies"**

Increase in the number of items handled

Increase in sales

Medical Services Business

Expansion of General Rental Outside of Long-Term Care Insurance



Foldable Bed



Electric recliner
Mattress



Medical Use
Air Massager



Ozone Generator

● Excavating Potential Demand

Home Furnishings and Health Business




① Expansion and expansion of exhibition space

	France Bed Showroom	France Bed Gallery *	JAKOMO Studio
Existing	32	33	6
To be added	None	<ul style="list-style-type: none"> Tohoku Shikoku 	<ul style="list-style-type: none"> Hiroshima Utsunomiya Saitama Kumamoto

As of November 29

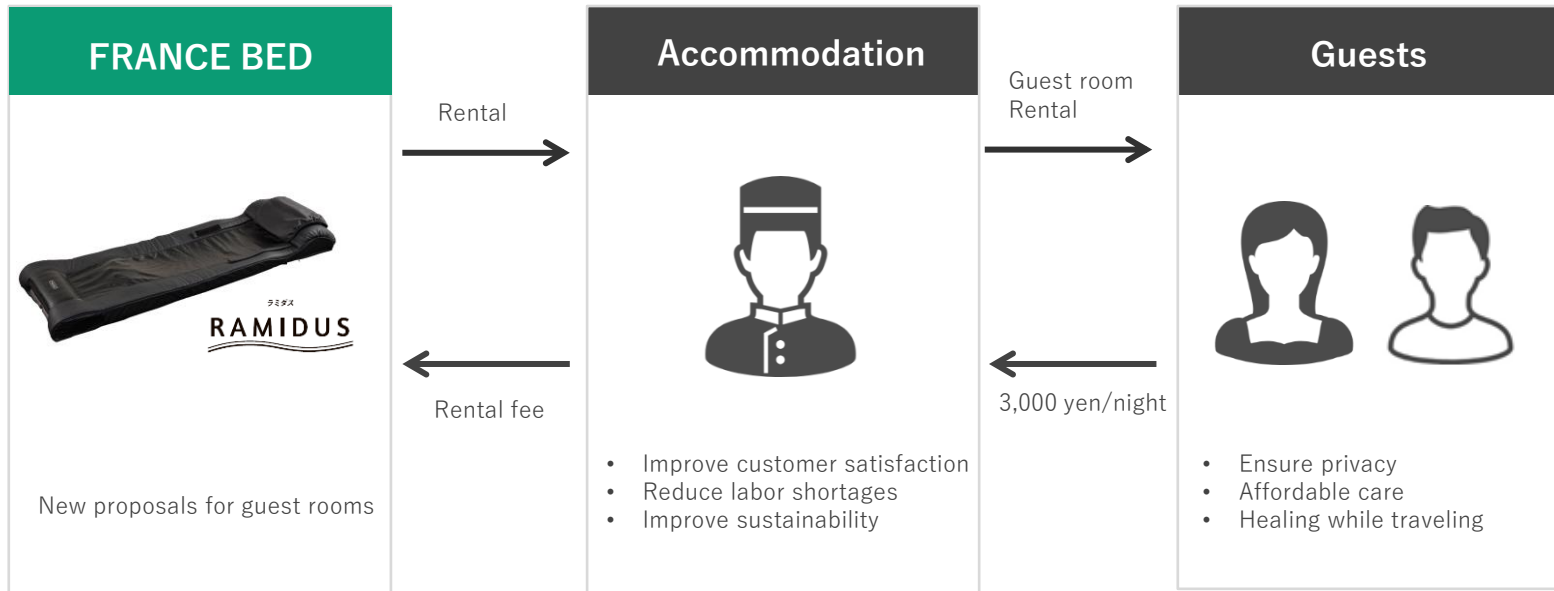
*The FRANCE BED Gallery is an authorized store or permanent exhibition corner where dealers with strong partnership agreements with our company display and sell only FRANCE BED products.

② Exhibition and Sales (Regional Small and Medium Cities)

Target	 <p>Elderly people in rural small and medium-sized cities</p>
Existing proposal	 <p>Motorized Bed</p>
New proposal	 <p>Health related products</p>

Home Furnishings and Health Business

Rental services for hotels and inns



● Exciting new demand

Reference Materials

Overview of our company



FRANCEBED HOLDINGS
LOGO MARK

Company name FRANCE BED HOLDINGS CO., LTD.

Head office Shinjuku Square Tower 5, 6-22-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo

Date of establishment March 30, 2004

Capital 3 billion yen

Listing Tokyo Stock Exchange Prime Market

Representative Shigeru Ikeda, Representative Director, Chairman and President

Number of Employees 1,783 (Consolidated) * As of March 31, 2024

Business Management, etc. of subsidiaries mainly engaged in business related to development, production, sale, rental, leasing, etc. of household beds, medical and nursing care beds, welfare equipment, other furniture, bedding, etc.

Main History of our group

1949	Established Futaba Seisakusho in Mitaka, Tokyo (Started production of scooters and other vehicle seats)
1952	Reorganized into Futaba Seisakusho Co., Ltd.
1961	Changed trade name to FranceBed Co., Ltd. (Japan's first split bed launch)
1963	Formerly FranceBed Co., Ltd. Listed on the Second Section of the Tokyo Stock Exchange
1966	Formerly FranceBed Co., Ltd. Listed on the First Section of the Tokyo Stock Exchange
1983	Starts Japan's first home care bed rental business
1984	Starts providing welfare equipment to residents in Fuchu, Tokyo
1987	Formerly "FRANCE BED MEDICAL SERVICE Co., LTD." was established (the rental division became independent from FRANCE BED SALES CO., LTD.)
1990	Established "FRANCE BED MEDICAL HOME CARE RESEARCH FOUNDATION"
2000	Launches a public long-term care insurance system based on the Long-Term Care Insurance Law Since then, the former FRANCE BED MEDICAL SERVICE Co., Ltd. has started the nursing care equipment rental business.
2004	Our company was established through a stock transfer (pure holding company), listed on the first section of the Tokyo Stock Exchange, and delisted the former FRANCE BED CO., LTD.
2009	The former FRANCE BED CO., LTD. and the former FRANCE BED MEDICAL SERVICE Co., Ltd. merged (now FRANCE BED CO., LTD.) Acquired TSUBASA CO., LTD. and became a subsidiary of FRANCE BED CO., LTD.
2020	Acquired KASHIDASU CO., Ltd. and became a subsidiary of FRANCE BED CO., LTD.
2021	Acquired HOMECARE SERVICE YAMAGUCHI Co., Ltd. and became a subsidiary of FRANCE BED CO., LTD.



Split Bed FRANCE BED

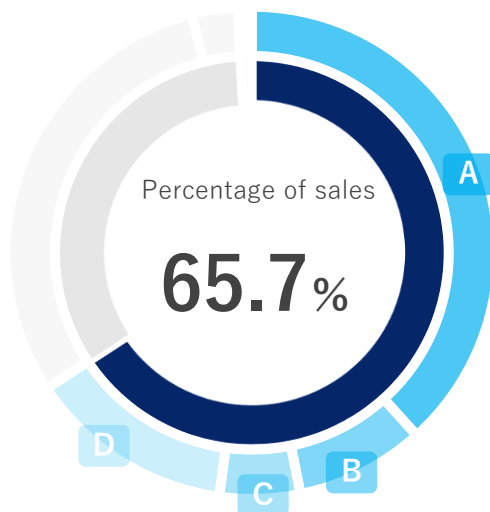


Nursing Bed

Breakdown by Segment (as of March 31, 2024)

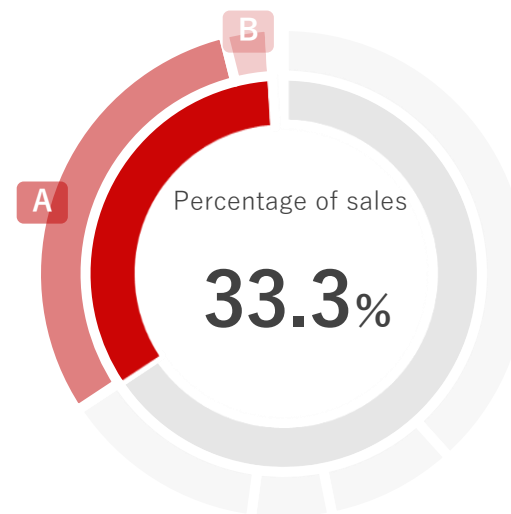
Consolidated sales **59,151,000,000 yen**

Medical Services Business



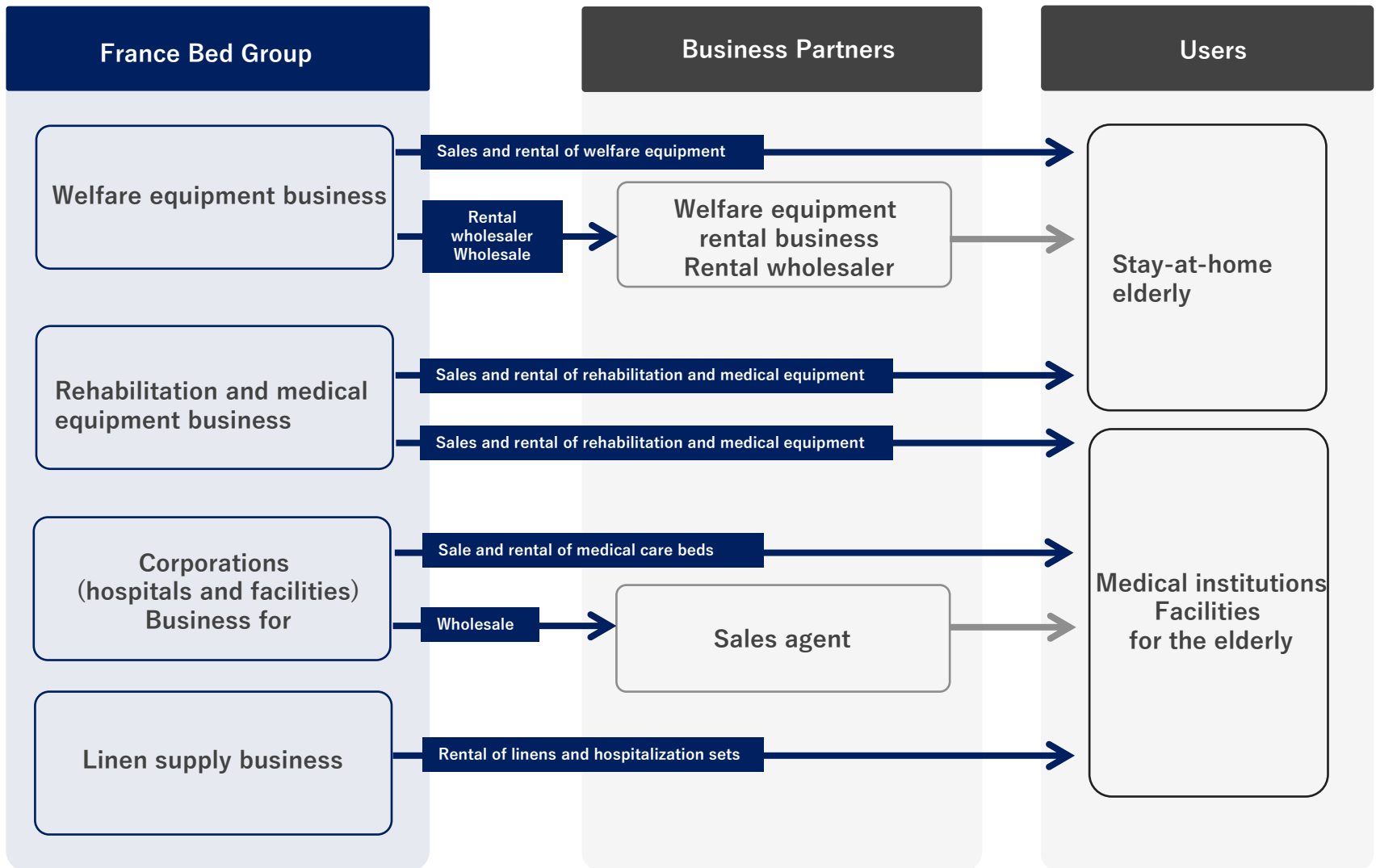
- A** Sales of nursing care rental and wholesale
- B** Sales to hospitals
- C** Linen Supply Sales
- D** Other sales (welfare equipment retail and wholesale, home improvement services, etc.)

Home Furnishings and Health Business

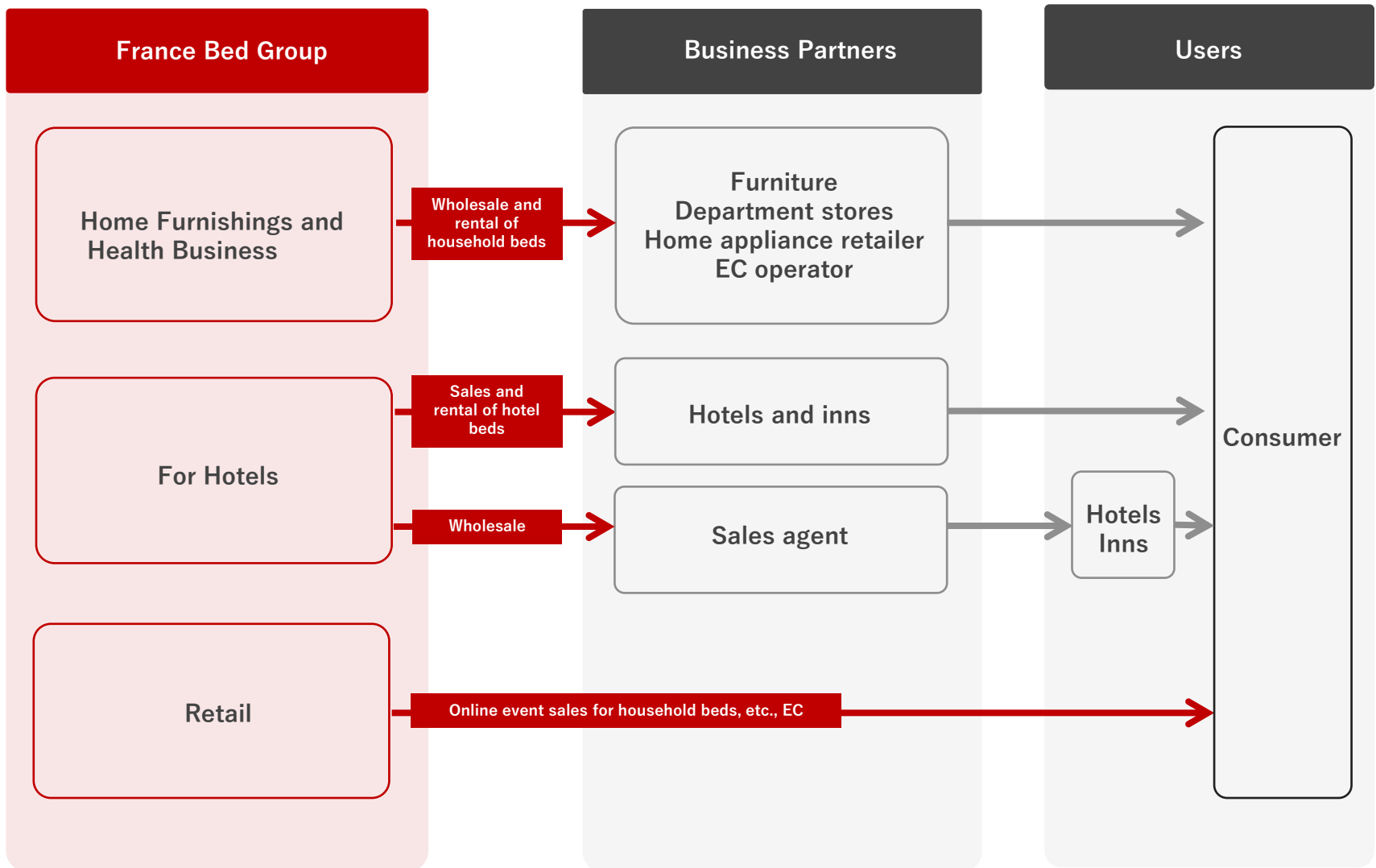


- A** Wholesale sales to furniture stores and department stores
- B** Sales to hotels

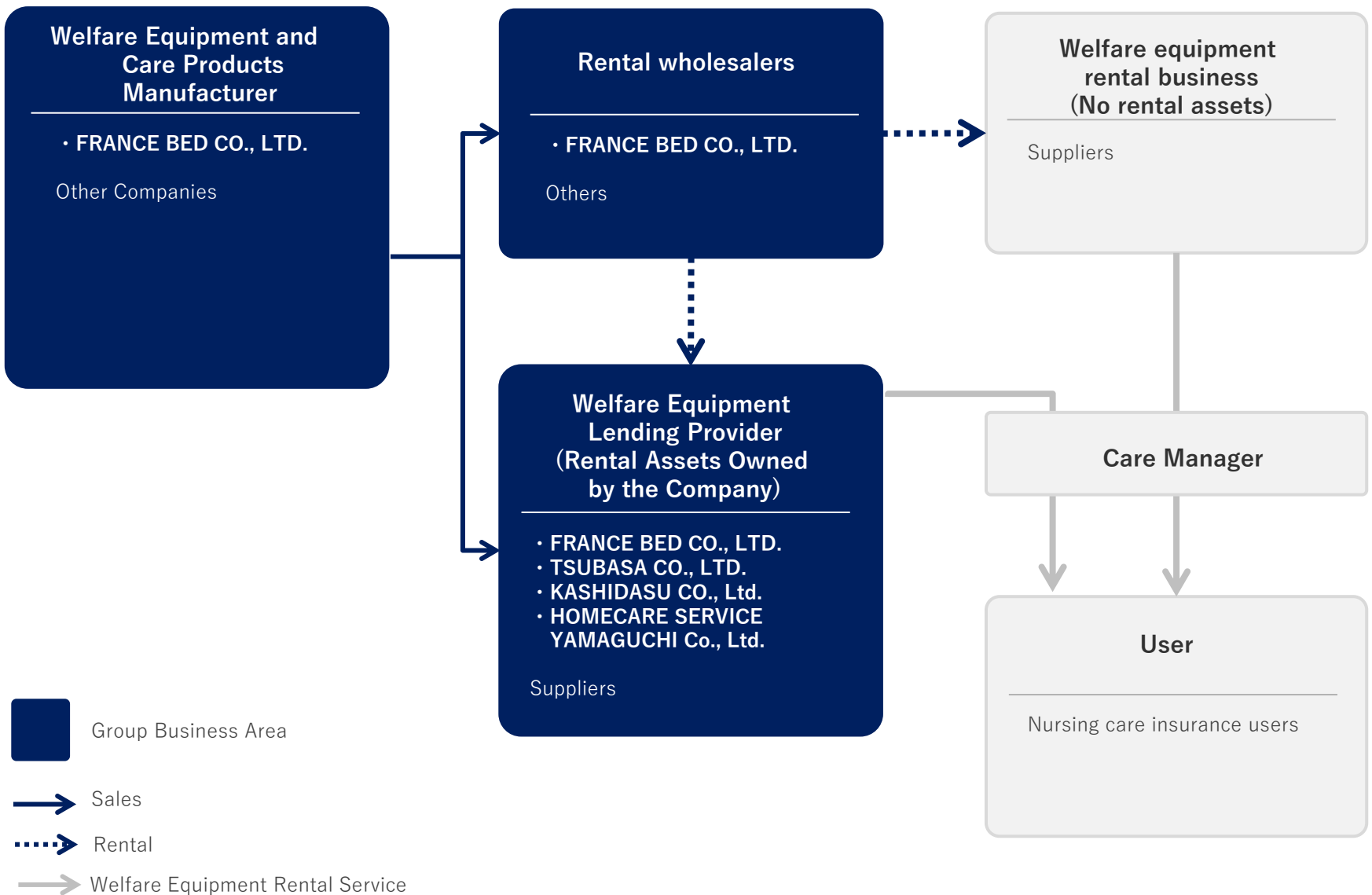
Business Model (Medical Services Business)



Business Model (Home Furnishings and Health Business)



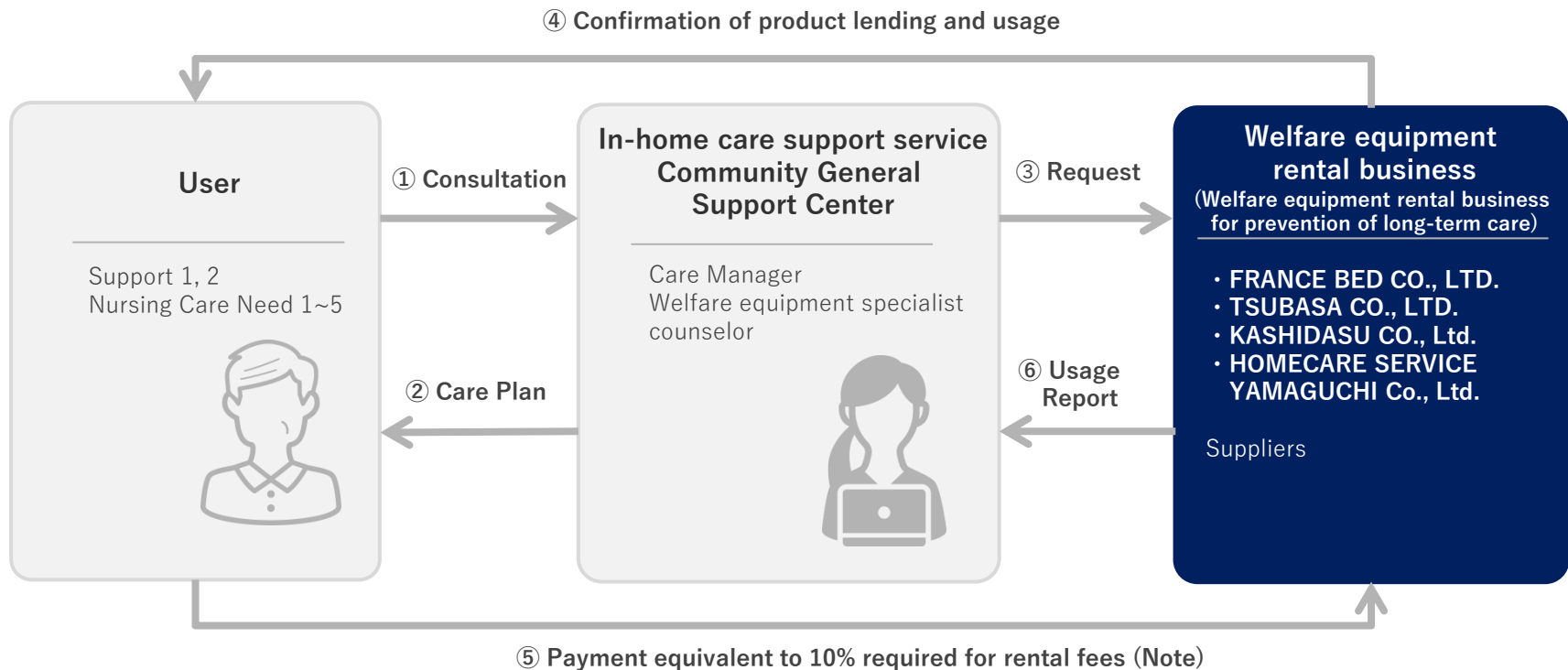
Distribution Structure of Welfare Equipment Rental Business and our company's Business Domain



Welfare equipment rental service

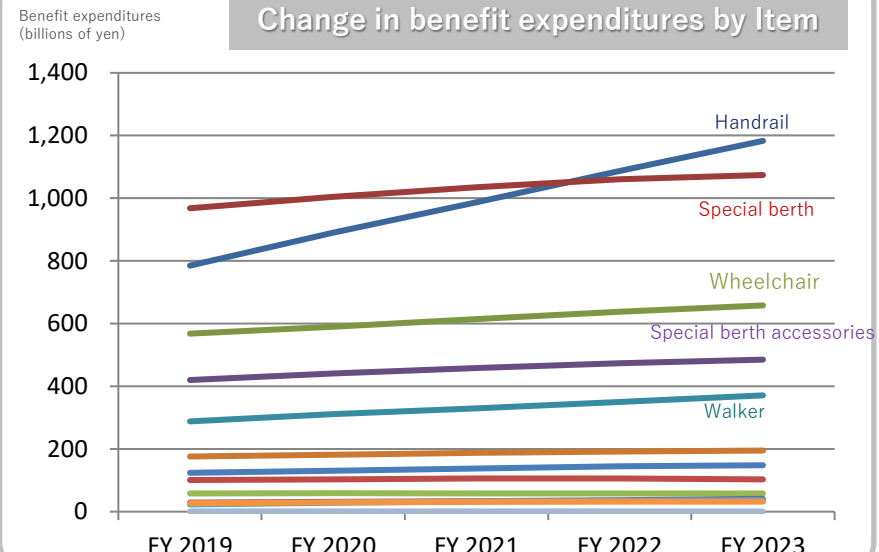
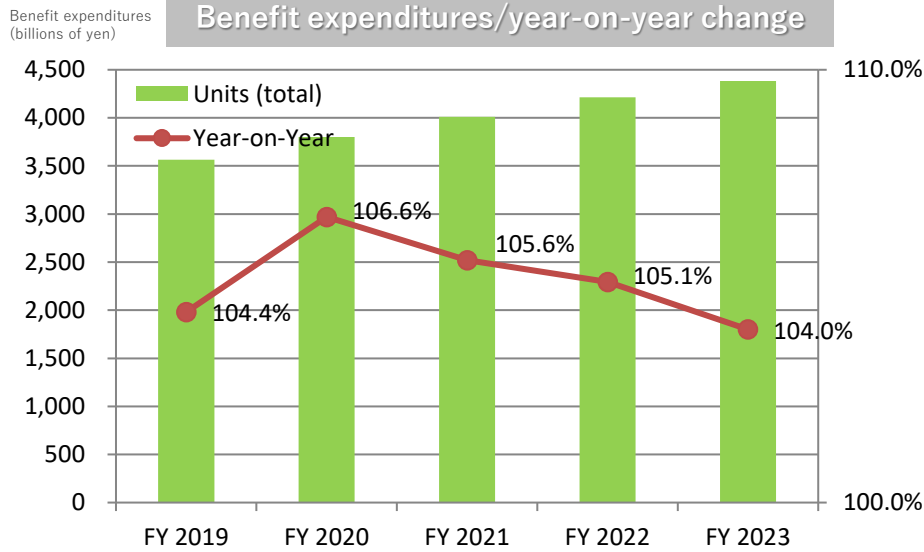
Welfare equipment rental service

This service allows users to use welfare equipment useful for daily life and nursing care at the cost of **10%** of the rental cost (Note).



(Note)As a result of the revision of the Long-Term Care Insurance Act (Act No. 123 of 1997) in April 2018 (2018), if you have a certain amount of income or more from August 1, 2018, the copayment rate became **20%** or **30%**. For details, please check with your municipality.

Trends in Long-Term Care Insurance Expenses, etc.



(billions of yen)

[Changes in expenditures for welfare equipment rental items]

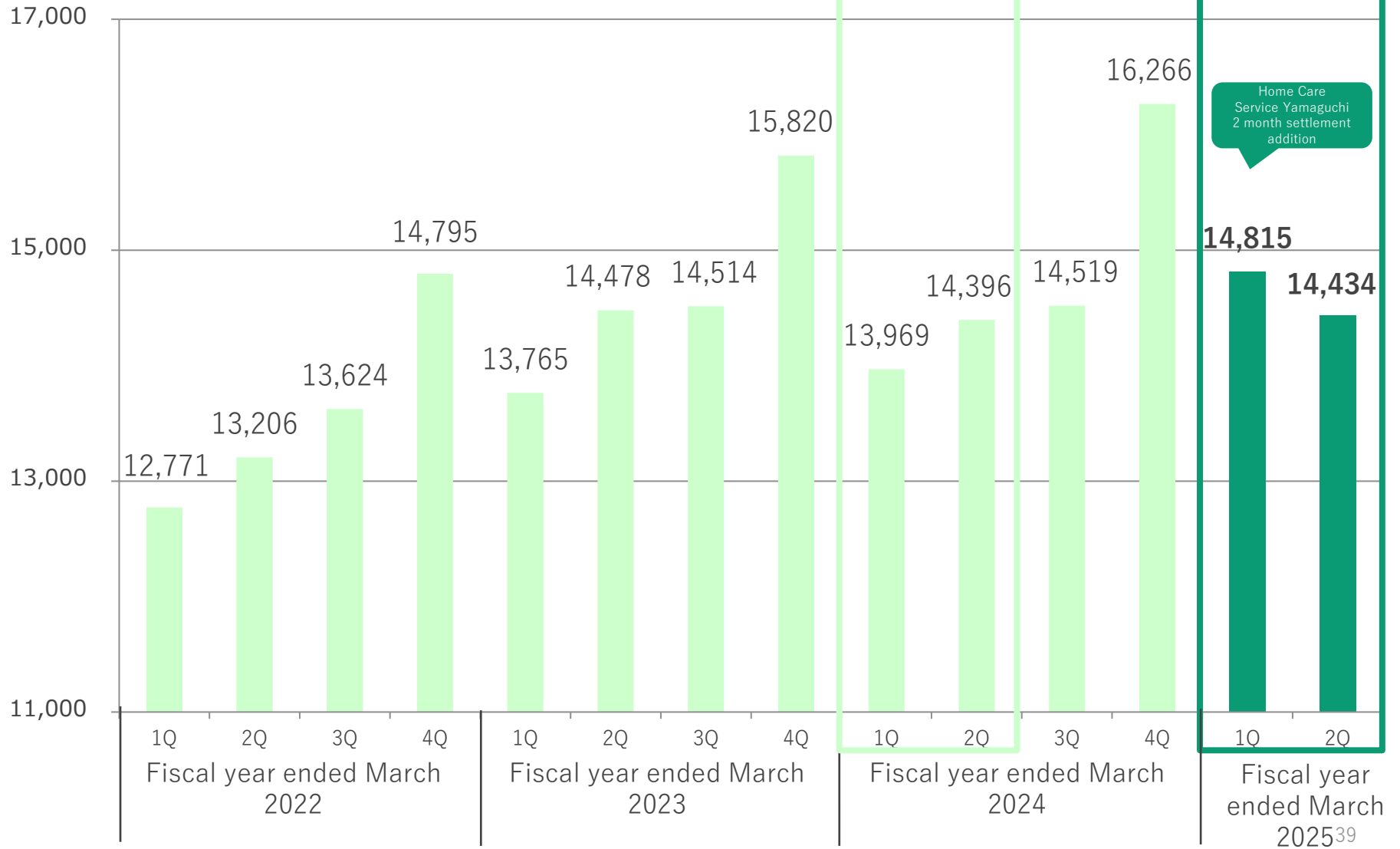
	FY 2019			FY 2020			FY 2021			FY 2022			FY 2023		
	Units	Composition ratio	Year-on-Year	Units	Composition ratio	Year-on-Year	Units	Composition ratio	Year-on-Year	Units	Composition ratio	Year-on-Year	Units	Composition ratio	Year-on-Year
Total	3,566	100.0%	104.4%	3,800	100.0%	106.6%	4,012	100.0%	105.6%	4,215	100.0%	105.1%	4,384	100.0%	104.0%
Handrail	785	22.0%	112.9%	890	23.4%	113.4%	987	24.6%	110.9%	1,087	25.8%	110.1%	1,183	27.0%	108.8%
Special bed	968	27.1%	100.9%	1,004	26.4%	103.7%	1,035	25.8%	103.1%	1,061	25.2%	102.5%	1,074	24.5%	101.2%
Wheelchair	568	15.9%	102.7%	590	15.5%	103.9%	614	15.3%	104.1%	638	15.1%	103.9%	658	15.0%	103.1%
Special berth accessories	420	11.8%	101.8%	441	11.6%	105.0%	458	11.4%	103.9%	474	11.2%	103.5%	485	11.1%	102.3%
Walker	288	8.1%	107.8%	311	8.2%	108.0%	330	8.2%	106.1%	350	8.3%	106.1%	371	8.5%	106.0%
Bedsore prevention tool	176	4.9%	98.8%	182	4.8%	103.4%	188	4.7%	103.3%	192	4.6%	102.1%	195	4.4%	101.6%
Slope	124	3.5%	103.7%	131	3.4%	105.6%	138	3.4%	105.3%	145	3.4%	105.1%	148	3.4%	102.1%
Lift for moving	101	2.8%	99.3%	103	2.7%	102.0%	106	2.6%	102.9%	106	2.5%	100.0%	103	2.3%	97.2%
Wheelchair accessory	58	1.6%	101.8%	59	1.6%	101.7%	58	1.4%	98.3%	58	1.4%	100.0%	58	1.3%	100.0%
Walking aid cane	29	0.8%	106.3%	31	0.8%	106.9%	34	0.8%	109.7%	37	0.9%	108.8%	41	0.9%	110.8%
Position changer	23	0.6%	122.2%	28	0.7%	121.7%	32	0.8%	114.3%	35	0.8%	109.4%	37	0.8%	105.7%
Dementia elderly wandering detection device	27	0.8%	104.5%	29	0.8%	107.4%	31	0.8%	106.9%	32	0.8%	103.2%	32	0.7%	100.0%
Automatic excretion treatment apparatus	0.82	0.0%	85.5%	0.77	0.0%	93.9%	0.65	0.0%	84.4%	0.53	0.0%	81.5%	0.45	0.0%	84.9%

*the Ministry of Health, Labour and Welfare Monthly Report on the Status of Long-Term Care Benefit Expenses, etc.

*The figures for each fiscal year are the total from the examination in May of the current year to the examination in April of the following year.

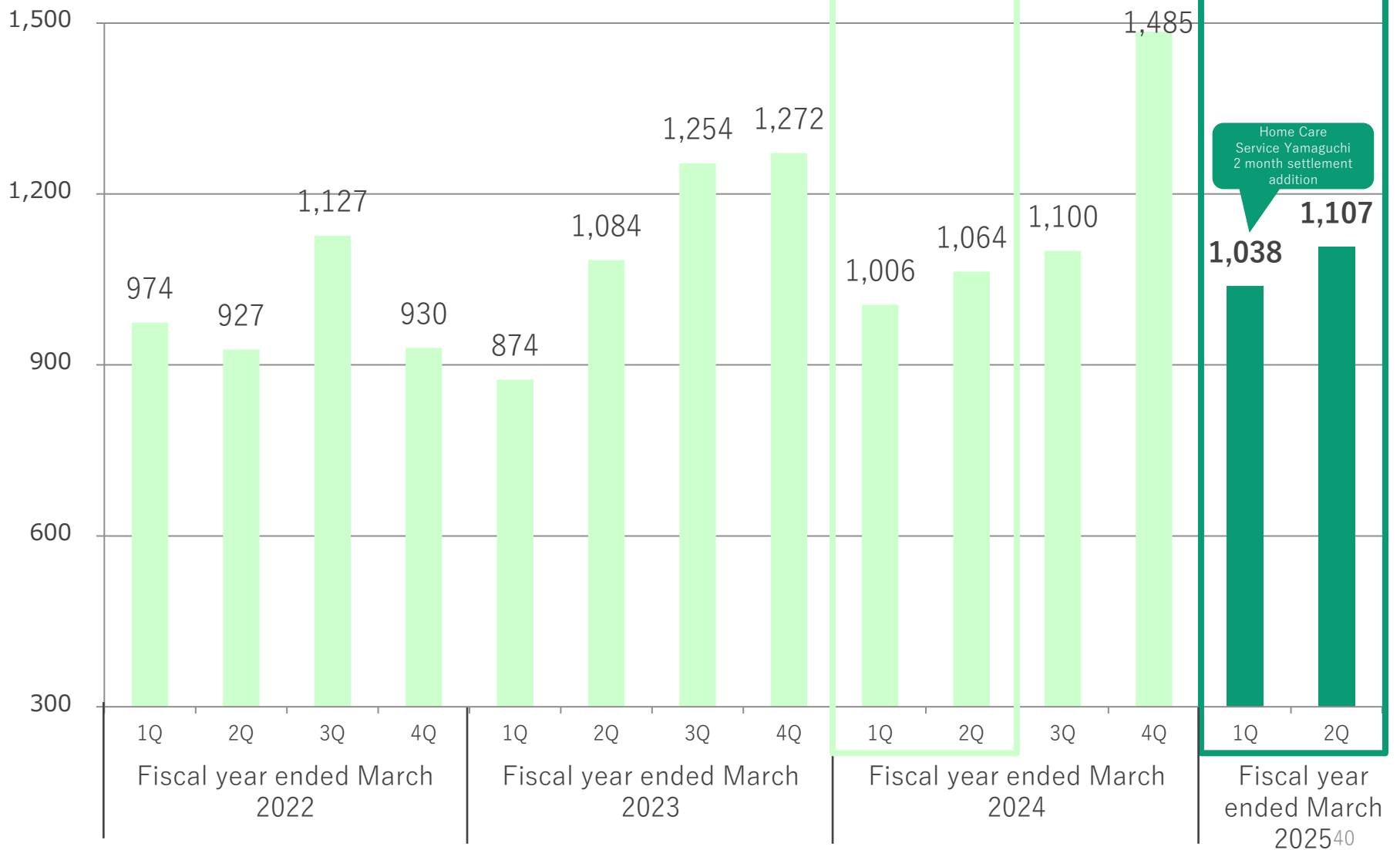
Consolidated Results (Quarterly Consolidated Net Sales Trends)

(millions of yen)



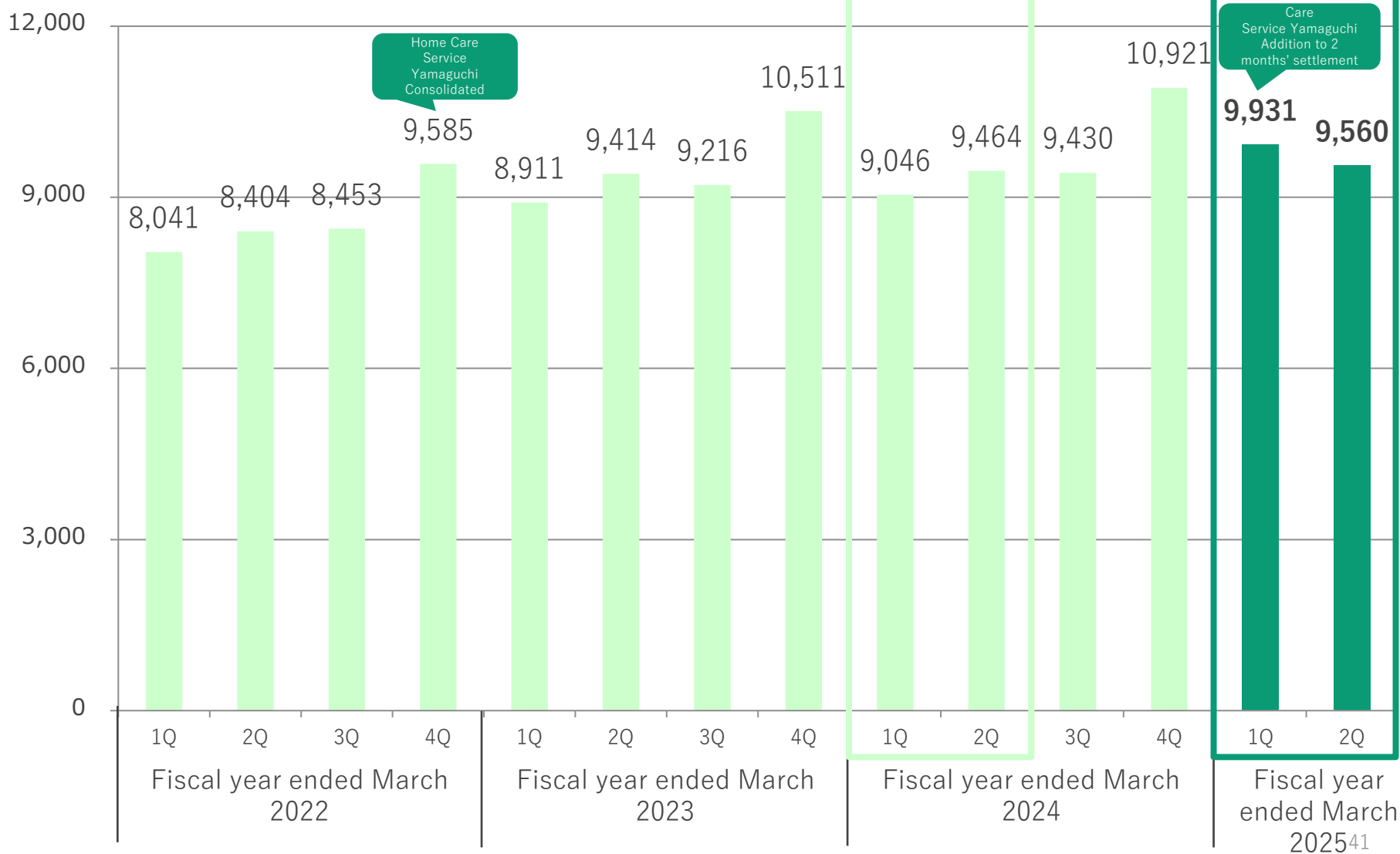
Consolidated Results (Quarterly Consolidated Ordinary Profit Trends)

(millions of yen)



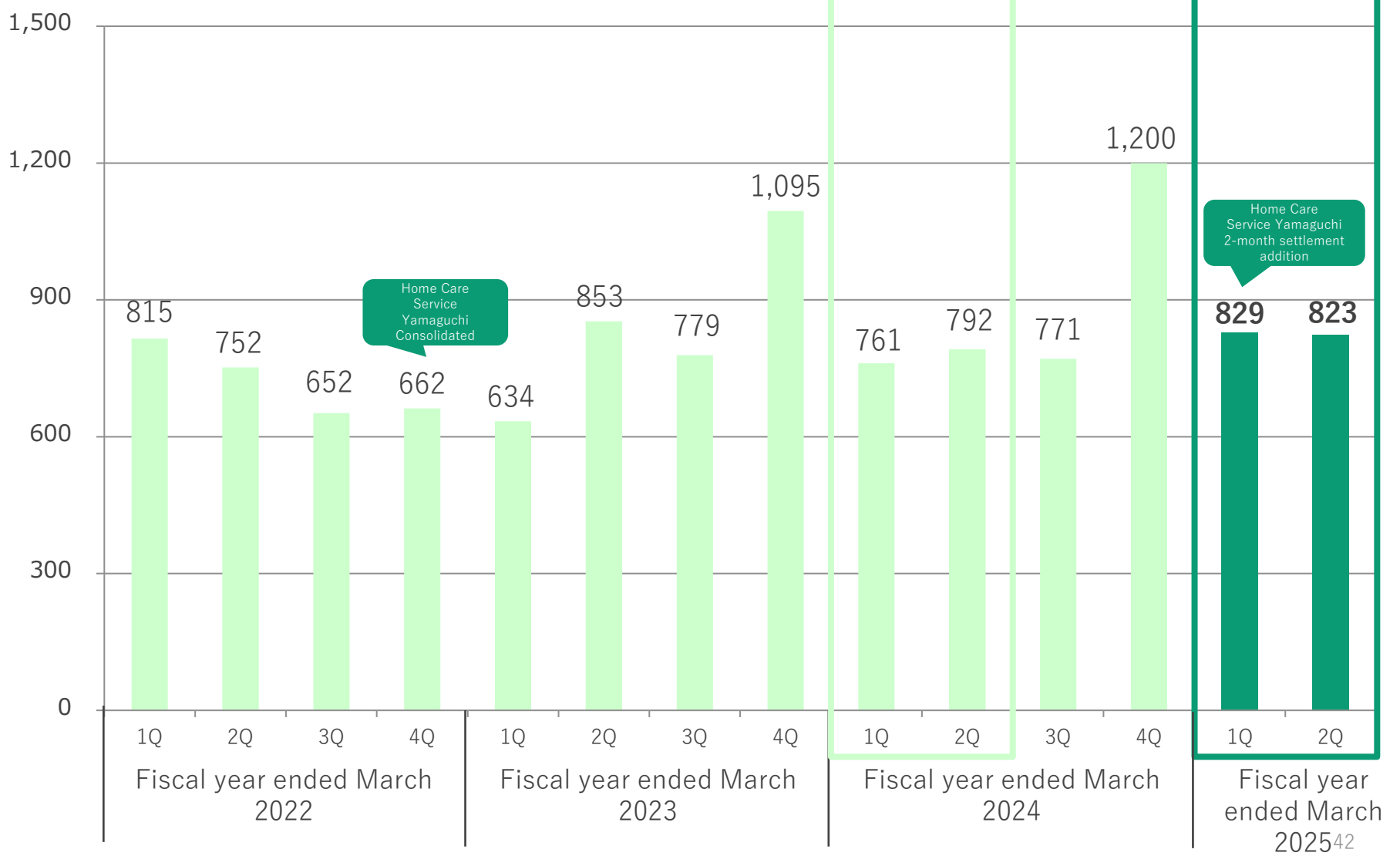
Overview of Medical Services Business (Quarterly Net Sales Trends)

(millions of yen)



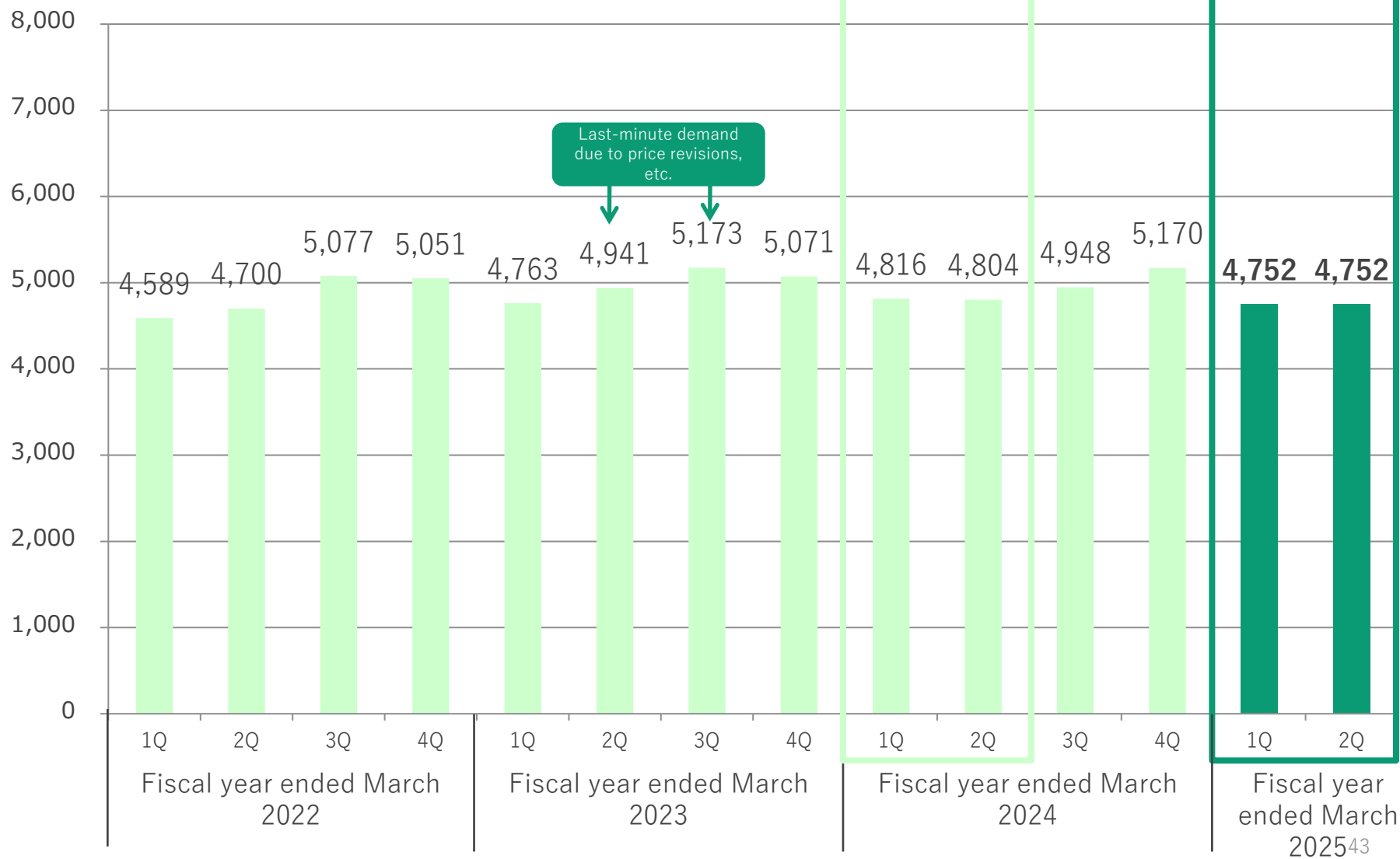
Overview of Medical Services Business (Quarterly Ordinary Profit and Loss Trends)

(millions of yen)



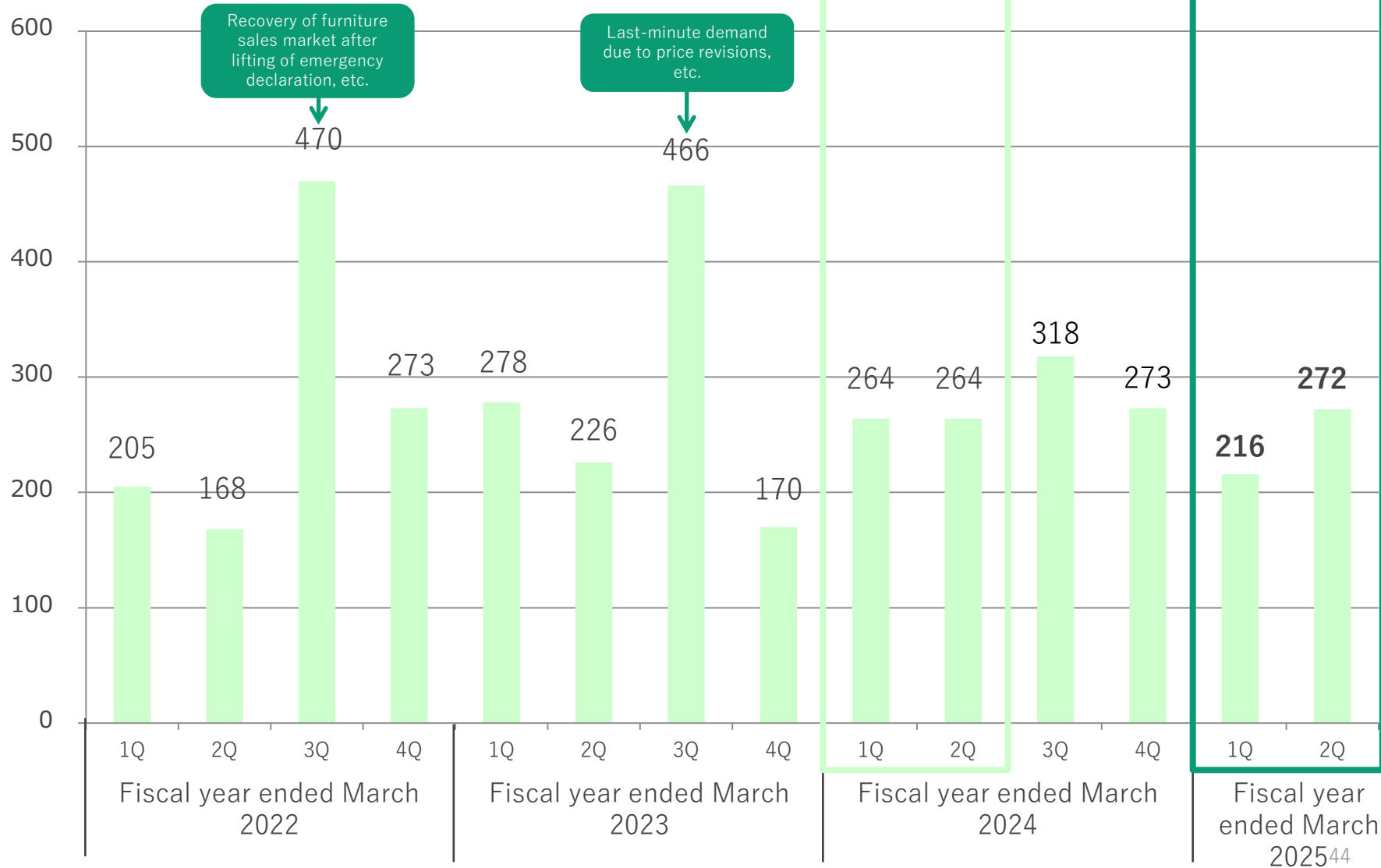
Overview of Home Furnishings and Health Business (Quarterly Net Sales Trends)

(millions of yen)

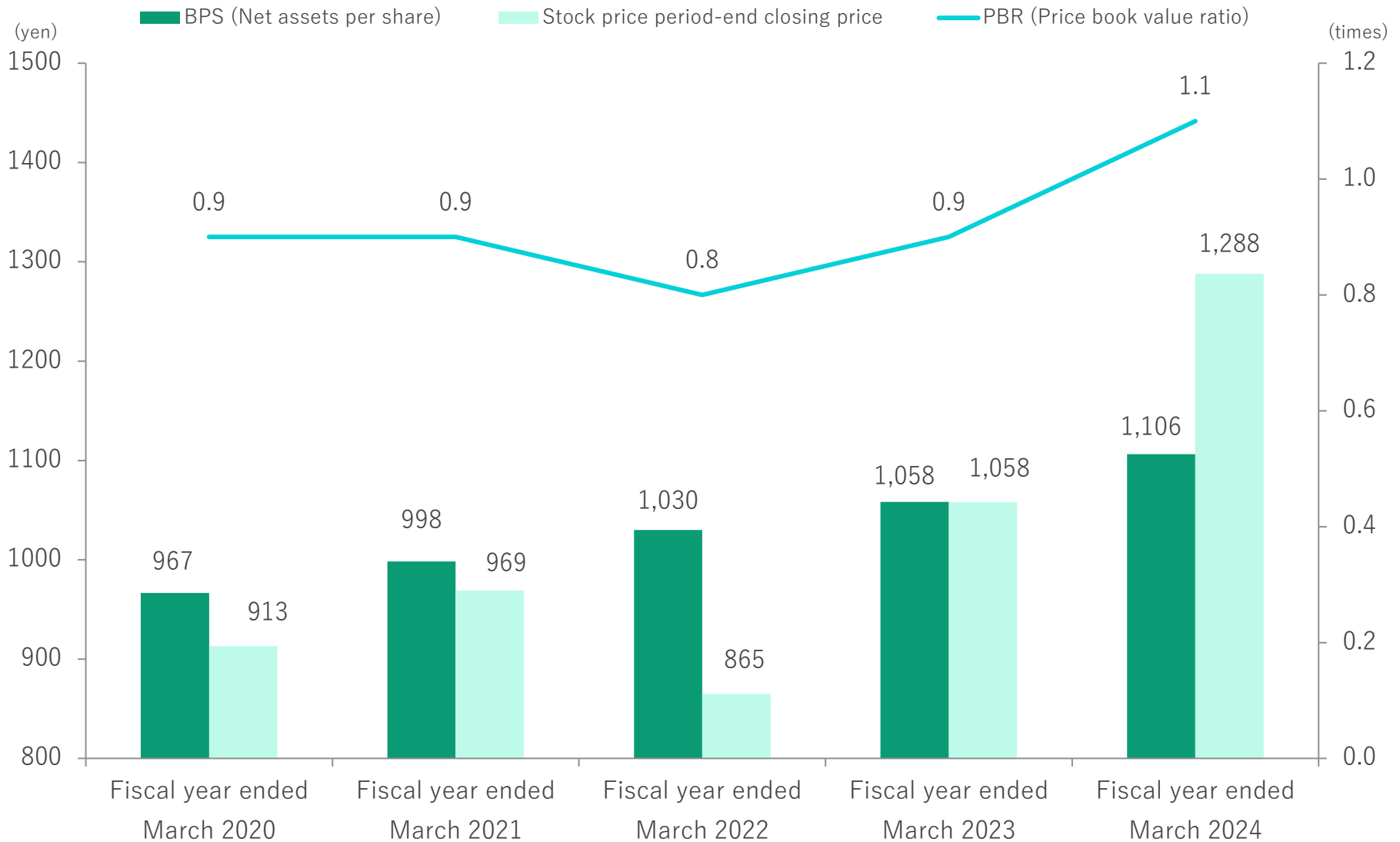


Overview of Home Furnishings and Health Business (Quarterly Ordinary Profit and Loss Trends)

(millions of yen)



Changes in BPS, stock prices and PBR



Medium-Term Management Plan (FY 2025 to FY 2027)

(Reference) Current Medium-Term Management Plan _ Background and Issues in Planning

Issues and Background

Medical Services Business

- Progress of a super-aged society and expansion of medical and nursing care needs
- Population concentration in urban areas and depopulation of other areas
- Increase in costs due to the 2024 year logistics problem and labor shortage
- Problem of lack of successors among welfare equipment rental companies

Home Furnishings and Health Business

- Shrinking trend of domestic furniture and interior market
- Oligopolization of major furniture stores and closure of small and medium-sized furniture stores
- Changes in distribution structure due to increase in Internet purchases
- Strong demand for high-quality beds and health machines

Theme

- ① **Continuing and Deepening Concentration of Management Resources in Silver Business**
- ② **Expansion of Rental Business**

(Reference) Final year targets for the new medium-term management plan
(consolidated results)

**Numerical Targets of the Medium-Term Management Plan
(Consolidated Profit and Loss)**
< FY 2025 to FY 2027 (3 years) >

(millions of yen)

	Fiscal year ended March 2024 Results	Fiscal year ended March 2025 Plan	Fiscal year ended March 2027 Plan	Change (Compared to fiscal year ended March 2024)
Net sales	59,151	61,000	65,000	+9.8%
Operating profit	4,587	4,800	5,420	+18.1%
Ordinary profit	4,657	4,800	5,400	+15.9%
Net profit	3,134	3,000	3,460	+10.4%
ROE	8.2%	—	8.5%	—

(Reference) Final year targets of the new medium-term management plan
(business results by segment)

Numerical targets of the medium-term management plan
(profit and loss by segment)

< FY 2025 to FY 2027 (3 years) >

(millions of yen)

		Fiscal year ended March 2024 Results	Fiscal year ended March 2025 Plan	Fiscal year ended March 2027 Plan	Change (Compared to fiscal year ended March 2024)
Medical Service Business	Net sales	38,862	40,200	43,000	+10.6%
	Ordinary profit	3,526	3,660	4,000	+13.4%
Home Furnishings and Health Business	Net sales	19,740	20,200	21,000	+6.3%
	Ordinary profit	1,121	1,140	1,400	+24.8%
Other	Net sales	548	600	1,000	+82.4%
	Ordinary profit	3	-	-	-
Combined Total	Net sales	59,151	61,000	65,000	+9.8%
	Ordinary profit	4,657	4,800	5,400	+15.9%

(Contact)

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(Notes on Forward-Looking Statements)

This presentation contains forward-looking statements, including our company's expectations, beliefs, expectations, intentions, and strategies. These statements are based on judgments and assumptions based on information currently available to our company. Actual results may differ materially from those projected due to a variety of factors, including uncertainties inherent in judgments and assumptions and the potential for fluctuations in future business operations and changes in internal and external conditions. Our company assumes no obligation to revise any forward-looking statements.

The above uncertainties and changes include the following.

Factors are not limited to these.

- Changes in economic conditions and demand and market conditions in major markets
- Political situation in major markets and various regulations such as trade regulations
- Exchange rate fluctuations
- Competitive companies' products and services, pricing policies, alliances, M & A, and other business developments
- Changes in alliance partners' strategies related to our company's alliances
- Our company's ability to reduce costs and implement capital expenditures as planned
- Our company's ability to develop and market new products