



CYBERDYNE

**Consolidated Financial Result Briefing for
the Nine Months Ended December 31, 2021**

**CYBERDYNE Inc.
February 14, 2022**

Consolidated financial results - year-on-year comparison for the nine months ended December 31, 2021



Revenue: ¥1,347 Million (+8.0%)
Operating profit: ¥-587 Million

(Unit: Millions of Yen)

	FY2020 (Apr.1-Sep.30)	FY2021 (Apr.1-Sep.30)	+/-	+/-%
Revenue (Gross profit)	1,247 (858)	1,347 (984)	+100 (+126)	+8.0% (+14.7%)
Operating profit	-498	-650	-152	—
Profit before tax	389	-548	-937	—
Profit attributable to owners of the parent	81	-587	-668	—

Revenue (year on year)

- Rental +116M (Mainly overseas Medical HAL, sleeping app)
- Sales -68M (Mainly decrease of one time sales)
- Service +52M (Mainly Robocare and treatment center)

SG&A year on year (year on year)

Other SG&A +108M (advertisement fee for TV Ad)
+70M (Fee related to M&A)

Revenue related to investment security 23M (net)

Gain on valuation +86M (finance income/gain related to CEJ)
Tax effect -36M (corporate income tax)
Reclassification -27M (third party interest in CEJ Fund)

Ref) Revenue related to invest security at Dec 2020: 496M (net)

Consolidated quarterly results



【Consolidated statement of profit or loss for the consolidated 9 months ended December 31, 2021】

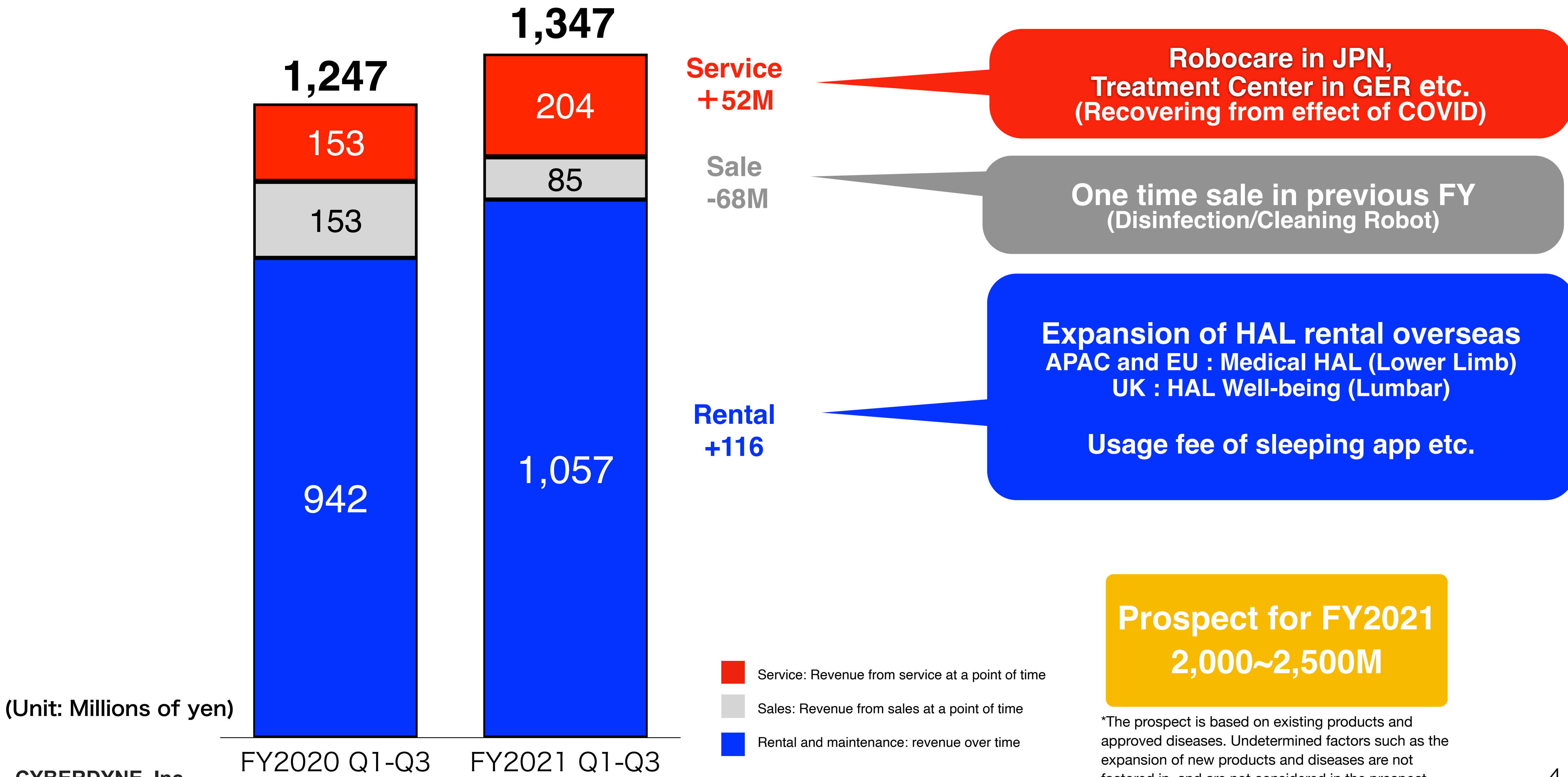
+17% QoQ

+15% YoY

	FY2020	FY2021				Quarter on quarter		Year on year	
	Q3 (Oct.1-Dec.31)	Q1 (Apr.1-Jun.30)	Q2 (Jul.1-Sep.30)	Q3 (Oct.1-Dec.31)	Q1+Q3 (Apr.1-Dec.31)	+/-	+/- %	+/-	+/- %
Revenue	453	380	445	521	1,347	+76	+17.1%	+68	+15.0%
Cost of sales	147	103	103	156	362	+53	+51.5%	+9	+6.1%
Gross profit	305	277	342	365	984	+23	+6.7%	+60	+19.7%
R&D expenses	165	188	162	173	523	+11	+6.8%	+8	+4.8%
Other SG&A	307	391	389	397	1,177	+8	+2.1%	+90	+29.3%
Other income/expense	30	19	12	34	65	+22	+183.3%	+3	+9.7%
Operating profit	-136	-283	-197	-170	-650	+27	—	-34	—
Finance income/expense	4	5	21	3	28	-18	-85.7%	-2	-40.0%
Other	79	13	53	8	74	-45	-84.9%	-71	-89.9%
Profit before tax	-52	-265	-123	-160	-548	-37	—	-108	—
Profit attributable to owner of the parent	-92	-276	-151	-159	-587	-8	—	-73	—

(Unit: Millions of Yen)

Consolidated financial result by type of transaction



Revenue from rental (by products)

Steady increase of HAL for Medical Use Lower Limb towards market outside Japan

(millions of yen)

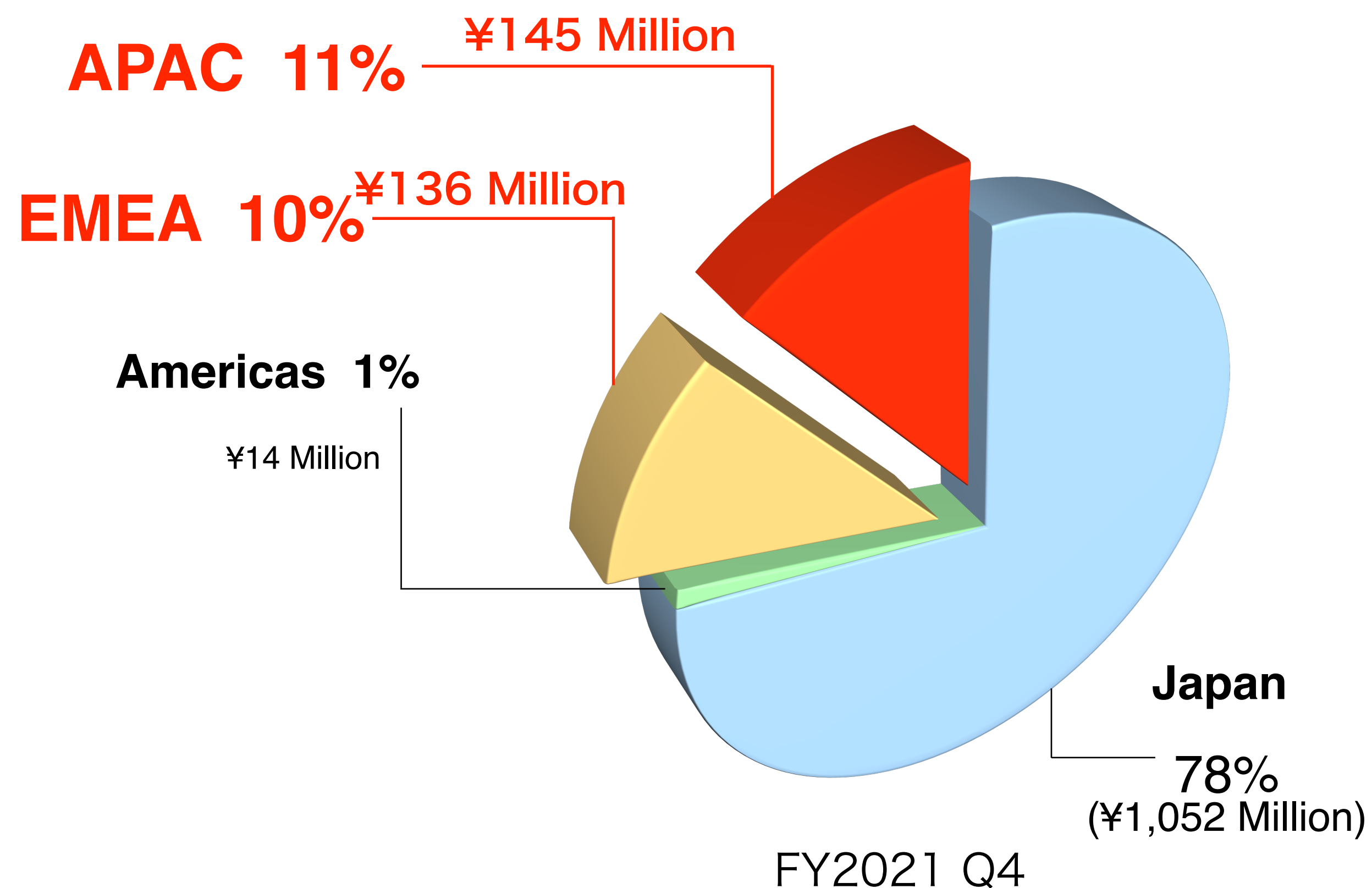
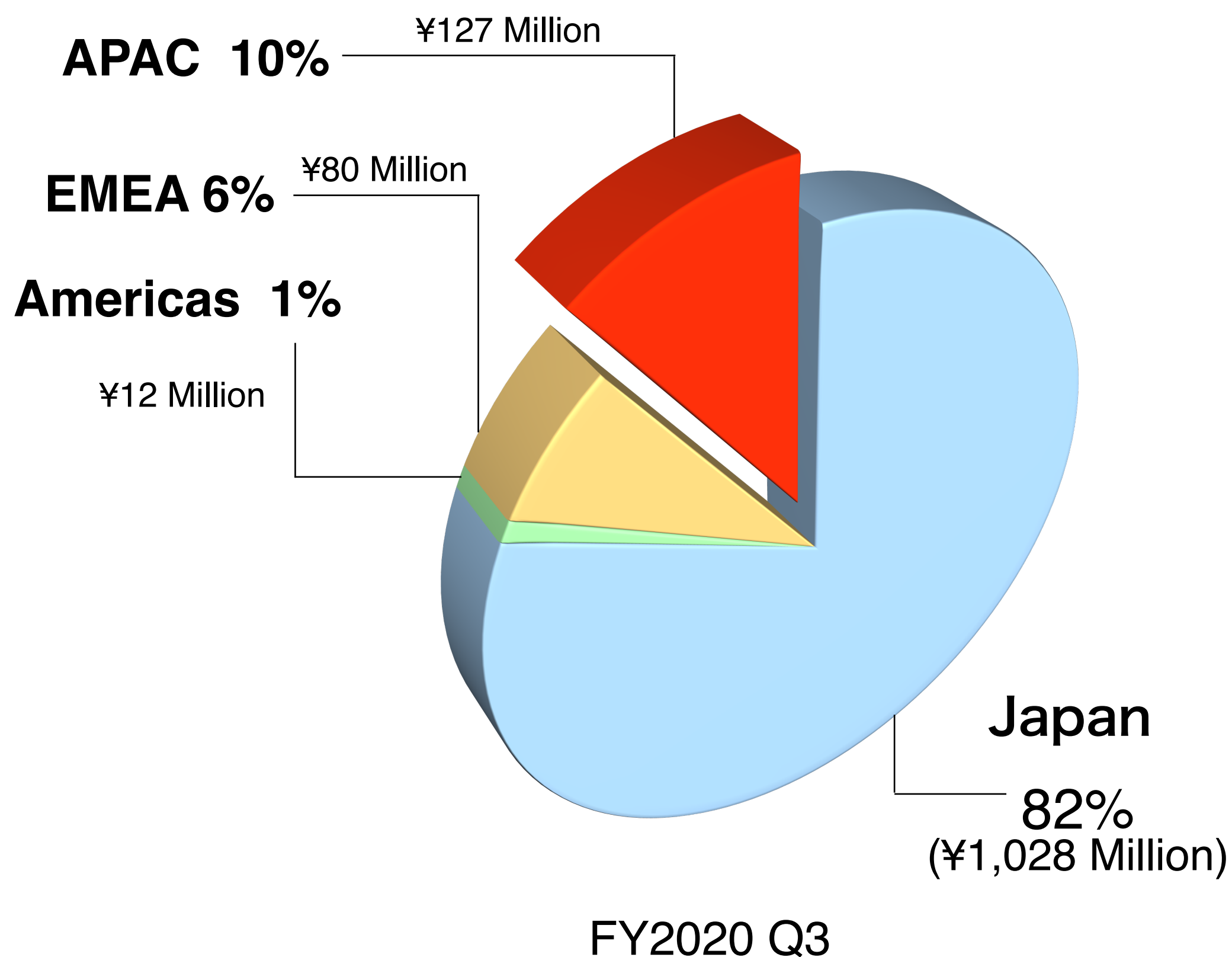
Product		FY2020 Q1-Q3	FY2021 Q1-Q3 (ratio)	
For hospitals (to improve patient's physical function)	HAL Lower Limb Type (medical)	360	413	39%
	HAL Lower Limb Type (non-medical)	147	141	13%
	HAL Single Joint Type	96	92	9%
For Well-being	HAL Lumbar Type	181	194	18%
For Labor Support	HAL Lumbar Type	99	78	7%
Autonomous navigation robot (disinfection/cleaning, transportation etc.)		38	39	4%
Other		21	100	9%
Total		942	1,057	100%

Expansion of rental towards
South East Asia and EU

Large scale export towards
Hampshire UK
(Q3)

Usage fee from sleeping app
(Q2)

Increase of sales overseas +34%
APAC (mainly South Asia) +14%
EMEA (mainly Europe) +70%



Americas: North, Central and South America
 EMEA : Europe, the Middle East and Africa
 APAC : Asia-Pacific *Revenue from Japan is stated separately

Ref) by geographical regions and type of transaction

【Accumulated result of 9 months ended December 31, 2021】

(Unit: Millions of yen)

FY2021 (FY2020)	Rental and maintenance	Sales	Service	Total
Japan	824 (786)	75 (122)	154 (121)	1,052 (1,028)
Americas	14 (12)	0 (0)	0 (0)	14 (12)
EMEA	77 (49)	9 (-)	50 (30)	136 (80)
APAC	143 (95)	1 (31)	0 (1)	145 (127)
Total	1,057 (942)	85 (153)	204 (153)	1,348 (1,247)

Medical HAL :
improved insurance
& increase revenue

Possible increase following
medical service in US

Lumbar : Expansion/installation
towards Hampshire Uk (from Q3)

Medical HAL : Backorder to South East Asia
*32 units waiting to be exported due to COVID-19

Ref) Number of operating units



(Unit: Number of operating units)

	End of FY2017	End of FY2018	End of FY2019	End of FY2020	End of Q2 FY2021
HAL Lower Limb (Medical)	257	291	310	351	362
HAL Lower Limby (Non-medical)	398	357	357	342	336
HAL Single Joint	234	252	300	391	454
HAL Lumbar (Well-being)	847	919	951	1,074	1,144
HAL Lumbar (Labor Support)	372	572	624	459	416
Cleaning/disinfection/Transportation Robot	27	44	75	141	144
Total	2,135	2,435	2,617	2,758	2,856

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