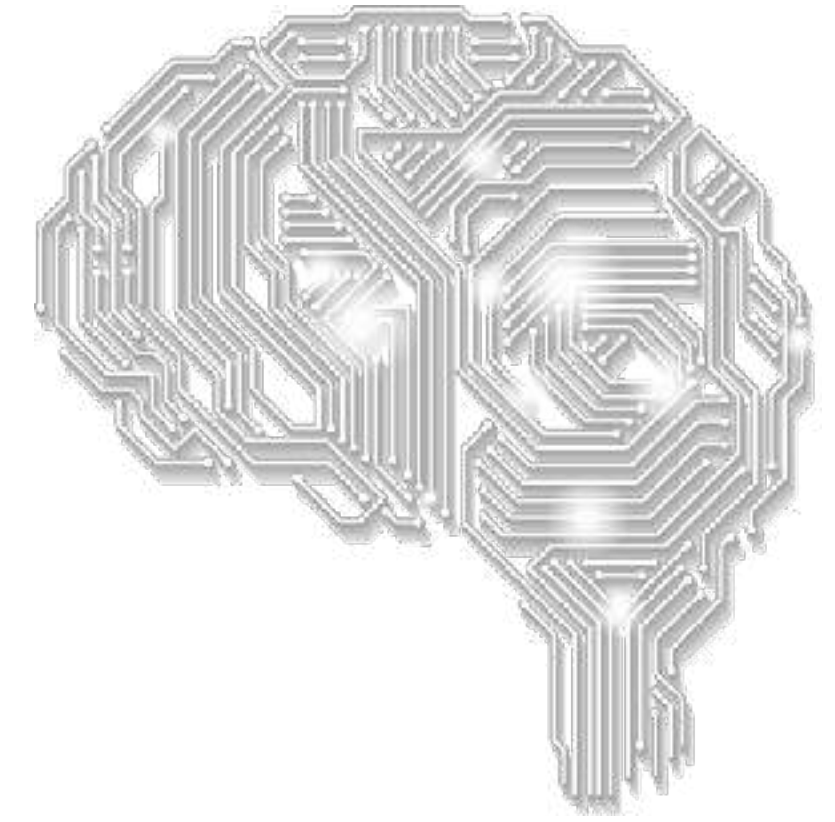




CYBERDYNE



**Consolidated Financial Result Briefing
for the three months ended June 30, 2023**

**CYBERDYNE, Inc.
August 14, 2023**

FY2023 Q1 Performance highlights

Increase of consolidated revenue +294M (+39%)

- ✓ EU (Italy and Turkey) Increase of rental income from Medical HAL (+36M)
- ✓ Increase of income from treatment service from US. Rise Healthcare Group (+110M)
- ✓ Acquisition of German company LeyLine GmbH (+162M)

Increase of operating loss from 178M to 308M (-130M)

- ✓ Expenses related to the initial investment in setting up a new business in two overseas acquired subsidiaries (two companies in the U.S. and Germany) (-127M)

Factor that contributed to recording of profit before tax : 767M

- ✓ Gains on valuation differences of investment securities from investments towards startups (868M)
- ✓ Foreign exchange gain from weaker Japanese yen (113M)

Consolidated financial results (IFRS)

Year-on-year comparison for the fiscal year ended March 31, 2023

(Unit: Millions of yen)

	FY2022 Q1	FY2023 Q1	+/-	+/-%
Revenue (Gross profit)	751 ☆ (457)	1,045 (566)	+294 *1 (+108)	+39.1% (+23.7%)
Operating profit	-178	-308	-130 *2	—
Profit before tax	372	767 *3 *4	+395	+106.2%
Profit attributable to owner of the parent	241	330 *5	+89	+36.9%
EBITDA	-88	-215	-127	—

***1 Increase in revenue (294M) (YoY)**

Treatment Service +110M (Increase of sale from RISE Group in the USA)
Expansion of new business +162M (Acquisition of German Mobility company)

***2 ☆ Increase in SG&A (254M) (YoY)**

SG&A expenses of two foreign consolidated subsidiary
acquired through M&A +230M

***3 Investment securities 868M (Net) *443M in FY2022 Q1**

Finance income (gain on valuation) 246M Gains related to CEJ 623M

***4 Other Exchange loss -113M (+19M YoY)**

***5 Income tax 482M (YoY)**

Tax effect on valuation gains 392M

☆ Transferred a portion of other SG&A expenses in FY2022 Q1 to cost of sales due to a review of the cost of sales for treatment services

*EBITDA = Operating income + Depreciation and amortization ± Other income and expenses

Business performance by type of business : Revenue/ Gross profit (margin)

(Unit: Millions of yen)

		FY2022 Q1	FY2023 Q1	+/-	+/-%
Rental of product	Revenue ☆ Operating profit (Margin)	388 170 (44%)	411 196 (48%)	+22 +26	+6% +15%
Treatment service	Revenue ☆ Operating profit (Margin)	286 -3 (-1%)	396 -131 (-33%)	+110 -129	+38% -
New business	Revenue ☆ Operating profit (Margin)	77 -30 (-39%)	239 -85 (-36%)	+162 -55	+210% -
☆☆ R&D and head office expenses	Adjusted Amount	-316	-288	+28	
Total	Revenue Operating profit (Margin)	751 -178 (-24%)	1,045 -308 (-30%)	+294 -130	+39% -

☆ Operating income by business segment is the amount of profit/loss after deducting operating expenses from revenue by business segment.

☆☆ RD expenses, head office expenses, etc. are adjustments of R&D expenses, head office administrative expenses, other income and expenses, etc.

- Product rental: Rental income of the Group's products (including some sales)
- Treatment services: Income from treatment fees at the Group's treatment facilities (including some service fees at Robocare Centers)
- Development of new business areas: Revenue from sales in the Group's new business areas (Mobility subsidiary, Sleep Apps subsidiary, etc.)

Rental revenue by each products

Rental income Medical Lower Limb Type (overseas) +48M (+61%)

(Unit: Millions of yen)

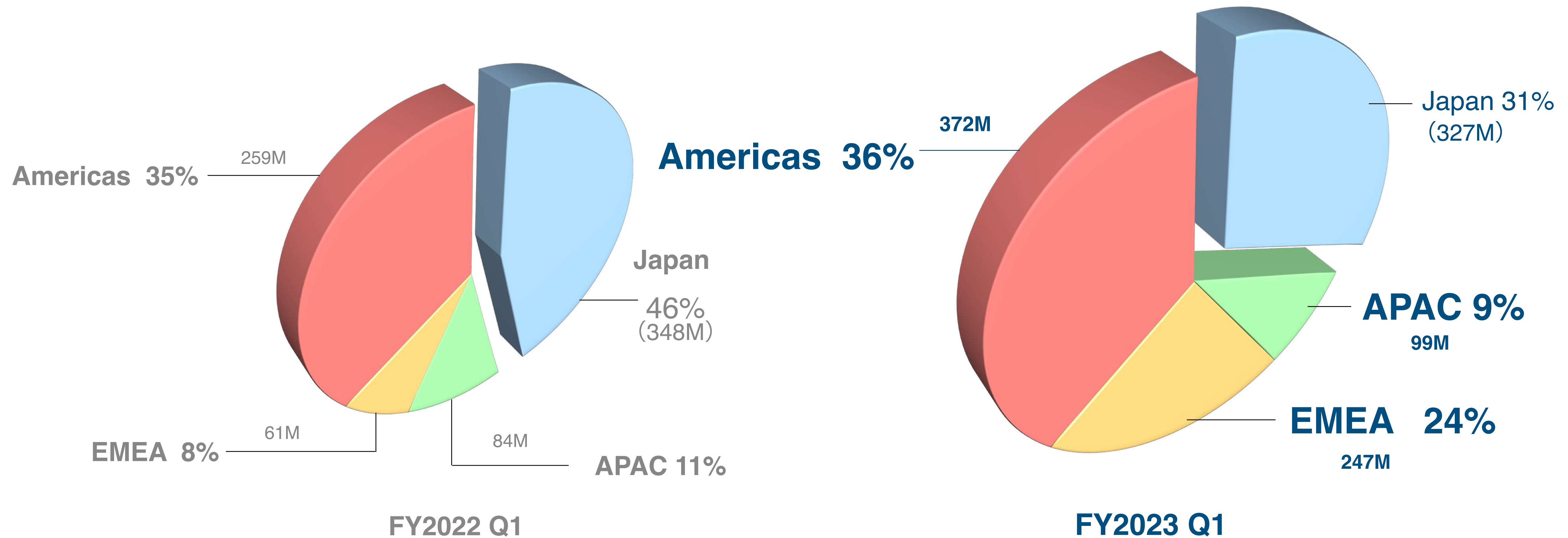
Product classification		Japan	Outside Japan	Total
For Hospitals (improving function)	HAL Lower Limb Type (Medical)	83 +1% (82)	127 +61% (79)	209 +30% (161)
	HAL Lower Limb Type (Non-medical)	37 (45)	-	37 (45)
	HAL Single Joint Type	22 (27)	23 (21)	45 (47)
Well-being	HAL Lumbar Type	25 (38)	28 (26)	53 (64)
Labor Support	HAL Lumbar Type	11 (18)	-	11 (18)
	Mobile Robot (CL02 etc)	21 (18)	-	21 (18)
Medical Application Research	Photo-acoustic Imaging (Acoustic X)	0 (0)	19 (17)	19 (17)
Other		8 (11)	6 (7)	14 (18)
Total		208 -13% (239)	203 +35% (150)	411 +6% (388)

Number on the top row : FY2023 Q1

(Number in the brackets in the bottom row) : FY2022 Q1

Consolidated financial results (IFRS) by geographical region

Significant increase of overseas sale +314M (54% to 69% of total revenue)



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

Ref) Business performance by type of business and geographical region

Significant increase of rental in EMEA, medical service (increase in USA) and new business (EMEA)

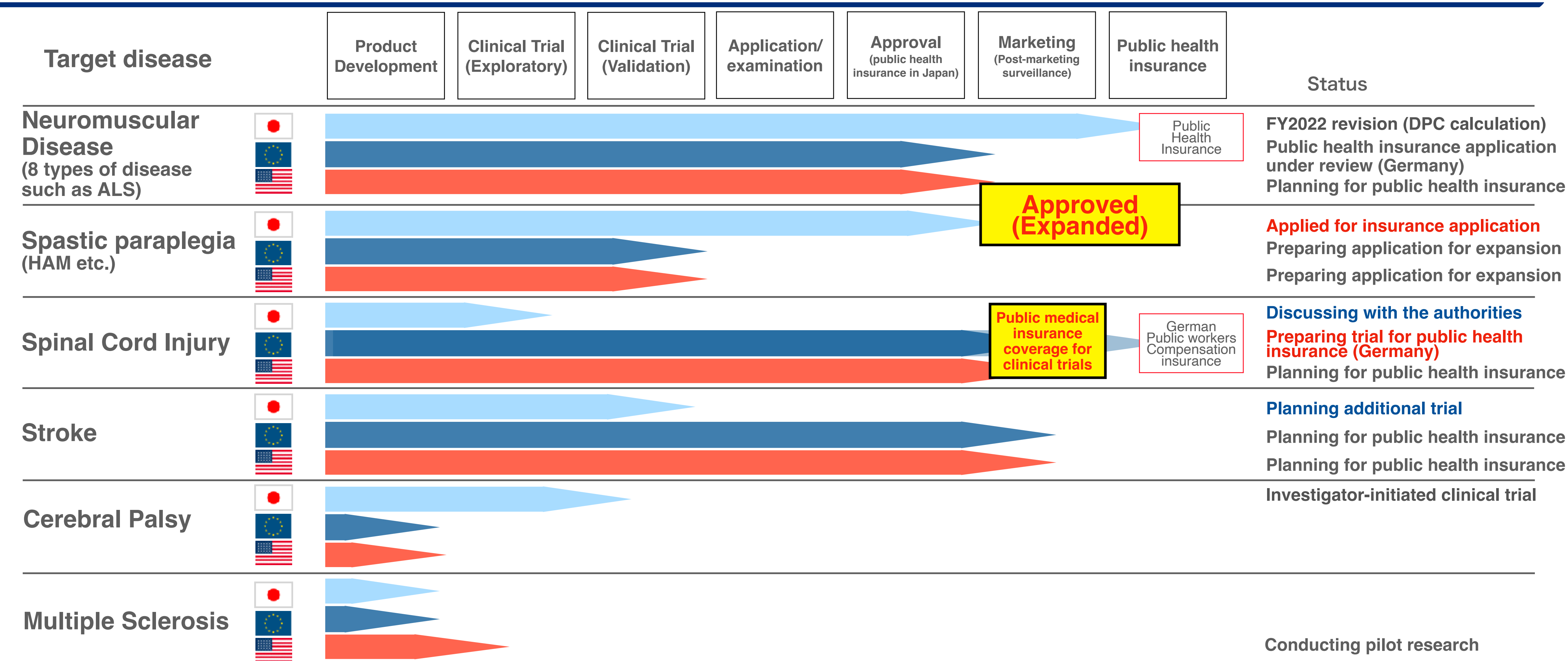
(Unit: Millions of yen)

FY2023 Q1 (FY2022-Q1)	Japan	Americas	EMEA	APAC	Total
Rental of product	208 ^{-13%} (239)	28 ^{+10%} (25)	76 ^{+89%} (40)	99 ^{+17%} (84)	411 ^{+6%} (388)
Treatment service	43 ^{+34%} (32)	344 ^{+47%} (234)	9 ^{-55%} (20)	-	396 ^{+38%} (286)
New business	77 ^{-1%} (77)	-	162 (-)	-	239 ^{+210%} (77)
Total	327 ^{-6%} (348)	372 ^{+44%} (259)	247 ^{+308%} (61)	99 ^{+17%} (84)	1,045 ^{+39%} (751)

Development pipeline (1)

1) Medical HAL (Lower Limb Type)

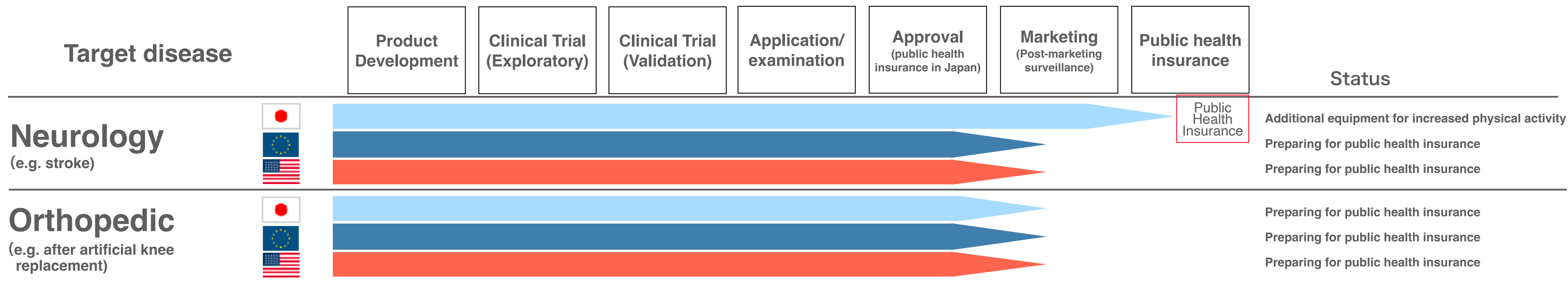
As of June 30, 2023



Development pipeline (2)

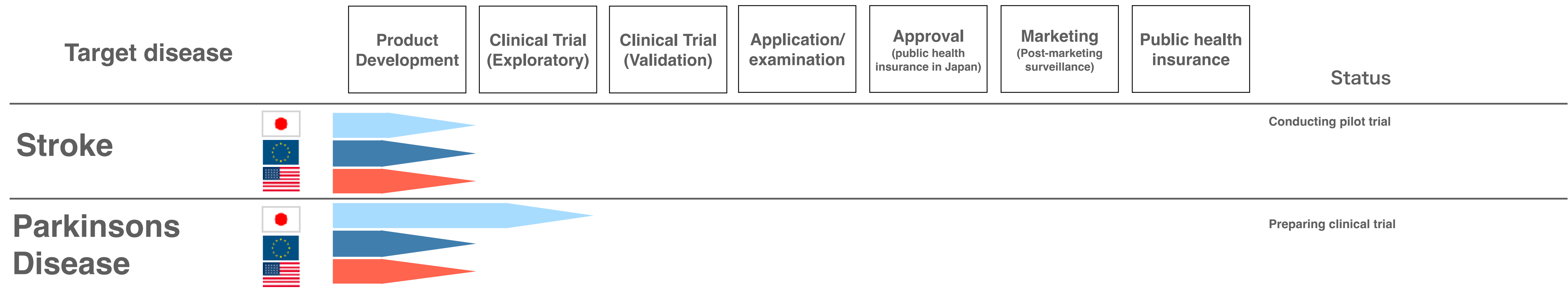
2) Medical HAL (Single Joint Type)

As of June 30, 2023



3) Medical HAL (Lumbar Type)

As of June 30, 2023



Status of approvals by diseases and countries (1)

Significant progress of legislation process in all regions

1) Medical HAL (Lower Limb Type)

As of June 30, 2023

		Stroke	Spinal Cord Injury	Neuromuscular disease*
Japan		(Following the discussion with the authorities, considering additional trials)	(Discussing application method with the authorities) *Approved for viral (HAM) and hereditary (spastic paraplegia) spinal cord disease.	Approved
USA		Approved	Approved	Approved
EMEA	EU	Approved	Approved	Approved
	Saudi Arabia	Approved	Approved	Approved
	Turkey	Approved	Approved	Approved
APAC	Malaysia	Approved	Approved	Approved
	Indonesia	Approved	Approved	Approved
	Thailand	Approved	Approved	Approved
	Taiwan	(application in progress)	Approved	(application in progress)
	Singapore	Approved	Approved	Approved
	Australia	Approved	Approved	Approved

*Spinal muscular atrophy, spinal and bulbar muscular atrophy, amyotrophic lateral sclerosis, Charcot-Marie-Tooth disease, distal muscular dystrophy, inclusion body myositis, congenital myopathy, muscular dystrophy

Steady progress in medical devices legislation of Single Joint Type

2) Medical HAL (Single Joint Type)

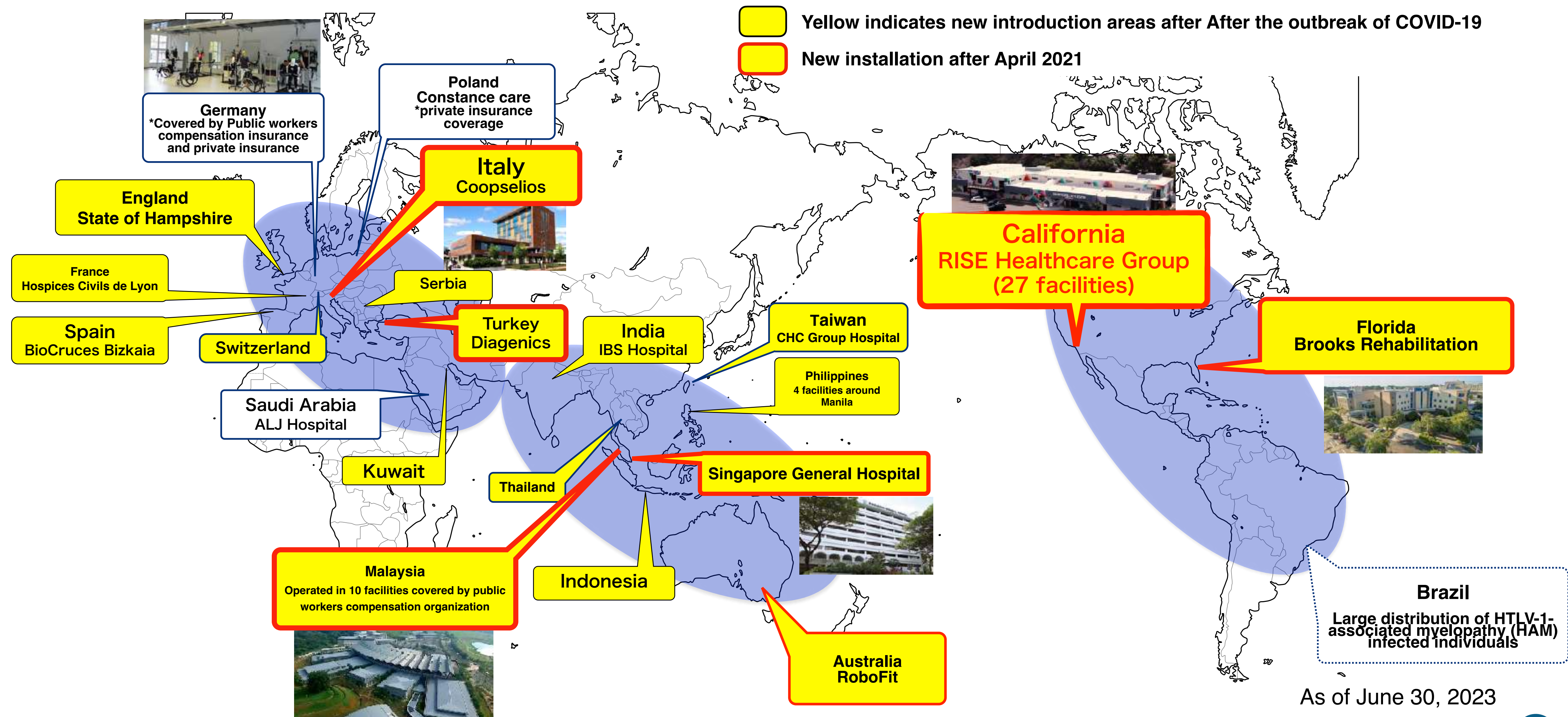
As of June 30, 2023

		Neurology (e.g. stroke)	Orthopedic (e.g. after artificial knee replacement)
Japan		Certified*	Certified*
USA		Approved	Approved
EMEA	EU	Approved	Approved
	Turkey	Approved	Approved
	Saudi Arabia	Approved	Approved
APAC	Malaysia	Approved	Approved
	Indonesia	Approved	Approved
	Thailand	Approved	Approved
	Taiwan	Approved	Approved
	Singapore	Approved	Approved
	Australia	Approved	Approved

*As Japanese approval system separates “approvals” and “certified”, the term “certified” was used for accurate description

Overseas expansion of HAL

Steady progress in US, EU and APAC after COVID



As of June 30, 2023

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