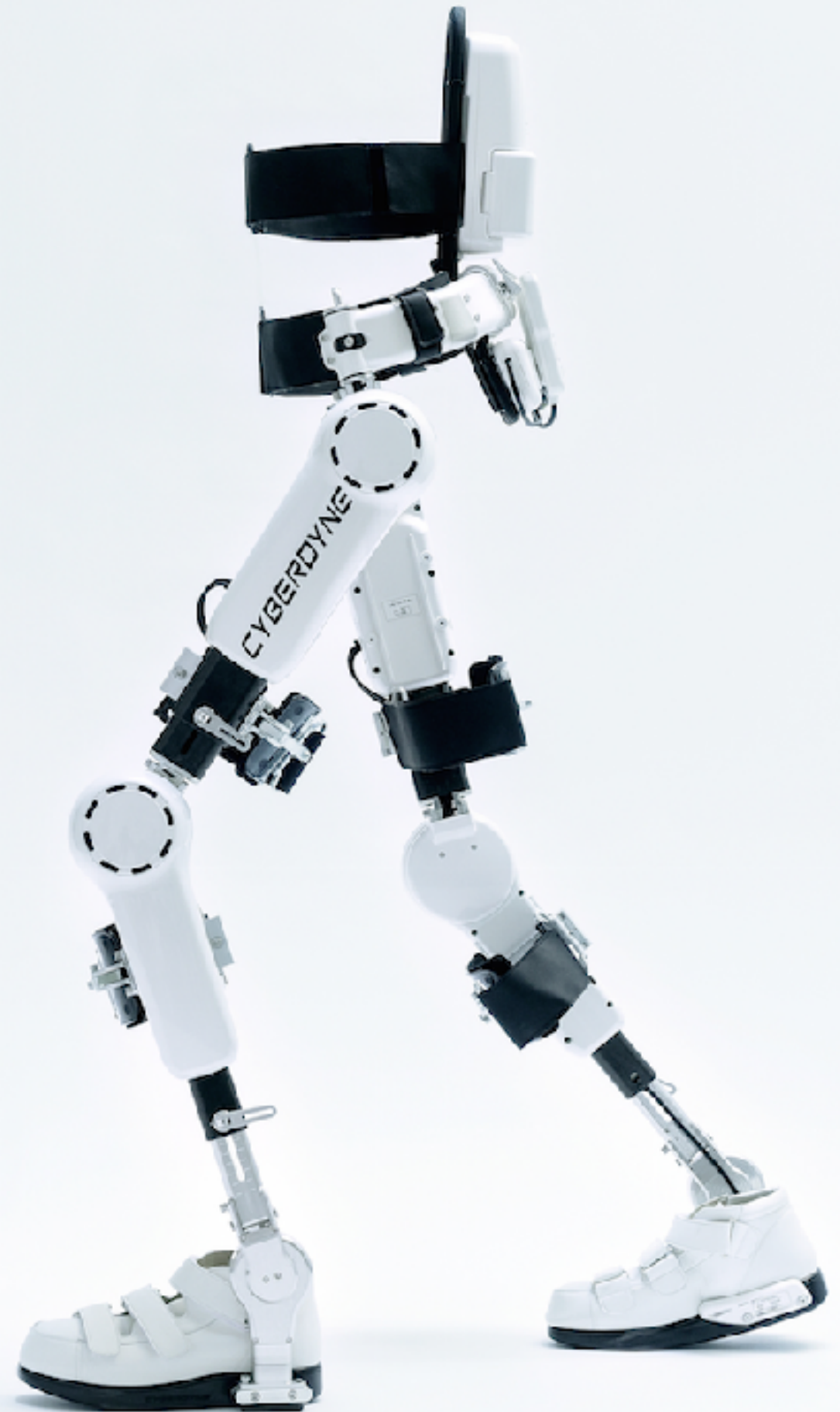




# **CYBERDYNE, INC.**

**Consolidated Financial Results  
Briefing for the Six Months Ended  
September 30, 2017**

**November 14, 2017**



# Consolidated financial results - year-on-year comparison for the 6 months ended September 30, 2017



**Net Sales : +27% due to increase in rental units**

**Reduced deficit: Improvement of 138M in operating loss and 70M in ordinary loss**

【Consolidated income statement of the 6 months ended September 30, 2017】

Unit : Millions of Yen

Item	FY2017 (Apr.1-Jun. 30)	FY2017 (Jul.1-Sep.30)	FY2017 (Apr.1-Sep. 30)	FY2016 (Apr.1-Sep. 30)	+/-	Comments
Net sales	353	408	761	601	160	-Increase in rental units +110M -Increase of HAL Treatment Service +37M
Cost of sales	111	125	236	215	21	
Gross profit	242	283	525	386	139	Gross profit margin improved (64.3%→69.0%)
R&D expenses	199	195	394	428	-34	Acceleration of new product development and clinical researches Anticipated to increase on the 2nd half of the fiscal year
Other SG&A expenses	354	334	687	652	35	Taxes and dues +32M, cost related to shareholders meeting +10M, other -8M
Operating loss	-310	-246	-556	-694	138	
Non-operating income	54	68	122	1,034	-912	-Consigned researches -158M Anticipated to increase in the 2nd half of the fiscal year -Reduction of subsidy for non-current assets (mainly related to the production facility in Fukushima) -740M *
Non-operating expenses	1	5	7	850	-844	-Non-recurring share issuance cost related to convertible bonds in the previous fiscal year -96M -Decrease of loss on reduction of non current asset (mainly related to the production facility in Fukushima) -740M *
Ordinary loss	-257	-183	-440	-510	70	
Net income attributable to CYBERDYNE,INC.	-258	-184	-443	-515	72	

\*Non-operating income (subsidy income) and the non-operating expense (loss on reduction of non current asset) of the previous year, both related to the Fukushima production facility do not impact the financial results.

## Medical HAL and its world development

- Japan : On-going investigator initiated clinical trial to expand the application of the device to stroke (2016/9~)
- USA : - Reapplication to the Food and Drug Administration (“FDA”) (2017/6), which is currently under review
  - Agreement with one of the busiest rehabilitation hospital group, “Brooks Rehabilitation” on establishment of a treatment center (2017/11)
- Europe : - Processing applications to obtain public health insurance coverage in Germany
  - Obtained private insurance coverage in Poland (2017/6)
- Other : Obtained marketing approval in Saudi Arabia (2017/8), initial shipment of Medical HAL (2017/10)

## New Product (New model)

- HAL Lumbar Type to Promote Independent Living : Commenced sales(2017/10) after improving the body trunk and lower limb function of elderly persons and others
- HAL Lumbar Type for Labor Support : Introduced new model with waterproof, dust proof functions (2017/12) to expand its uses to outdoor

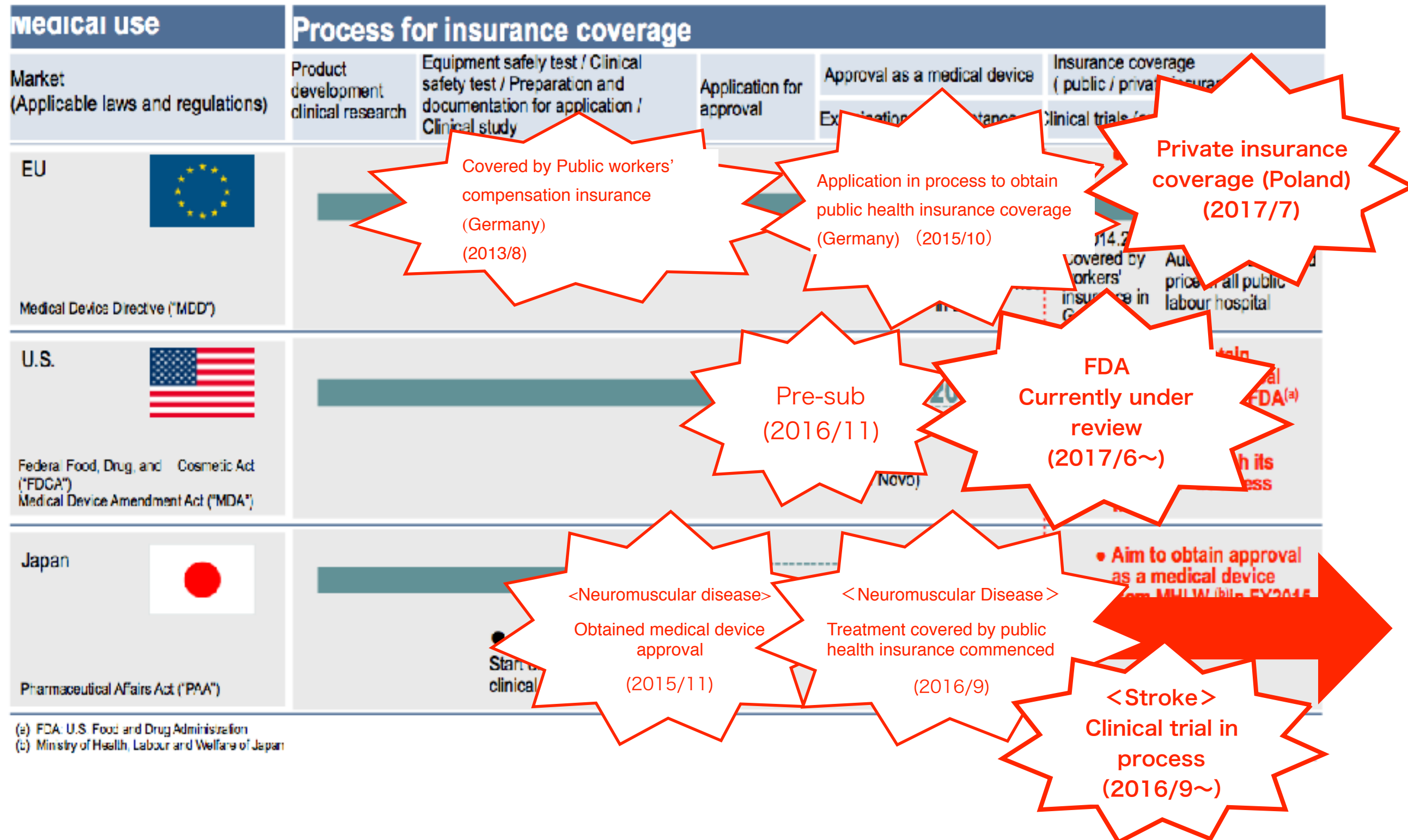
## Product development (On-going)

- HAL (SS Size) : Expanding the range of applicable height to the lowest 100cm
- Cybernic Interface : Planning to announce the product soon
- Vital Sensor : Preparing to obtain medical device approval to enter into the business on prevention of lifestyle-related diseases
- Cleaning Robot : Preparing to deploy the improved new model to disseminate it to large commercial complex and office buildings

## Business development

- Business association with private insurers: Daido Life (HAL Plus rider), AIG (training program to improve walk function), SOMPO Japan (comprehensive business alliance)
- IoT/loT : Established Joint venture company, Cyberdyne Omni Networks to promote communication/device business (2017/8)
- Business collaboration : Preparing to establish CEJ as an organization to create new industry based around Cybernic Technology

# Status of medical device approval and insurance coverage





# Number of units in operation

## -HAL for Medical Use (Lower Limb Type)

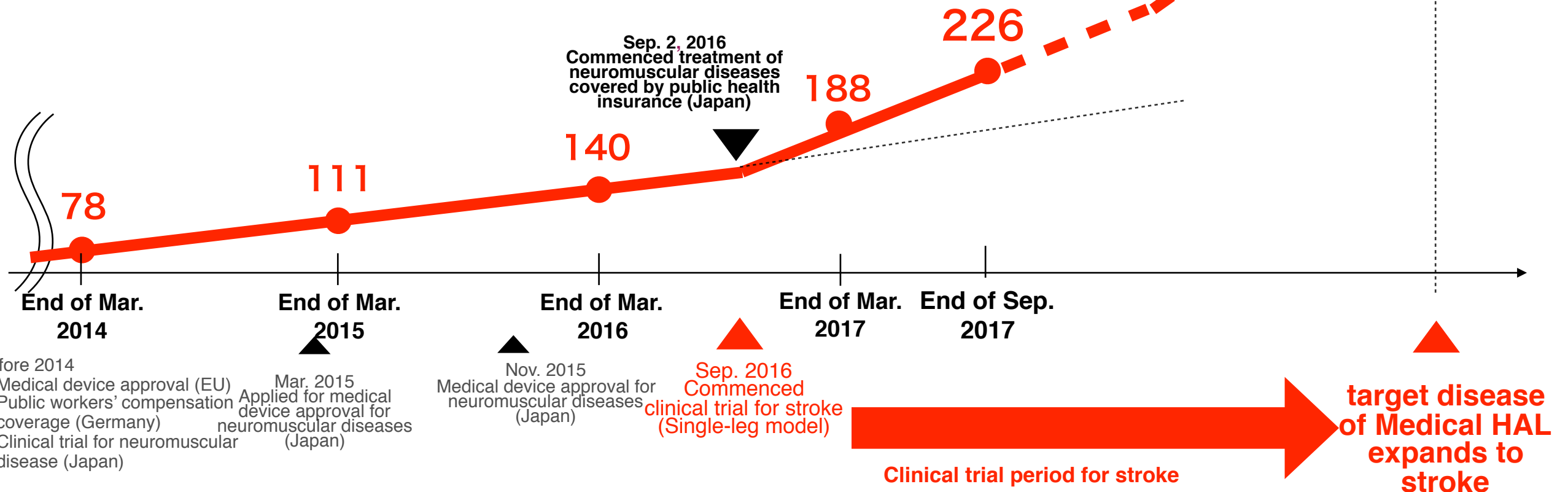
Increased rented units in Japan (2016/9~ 40 facilities in a year)

Increasing “base” hospitals in parallel

Clinical trials for stroke in progress to expand target diseases (2016/9~)

- Expanding application to strokes (Japan)
- FDA approval (U.S.)
- Public health insurance coverage (Germany)

Number of rented units in Japan from September 2016 : 61 Units in 40 facilities



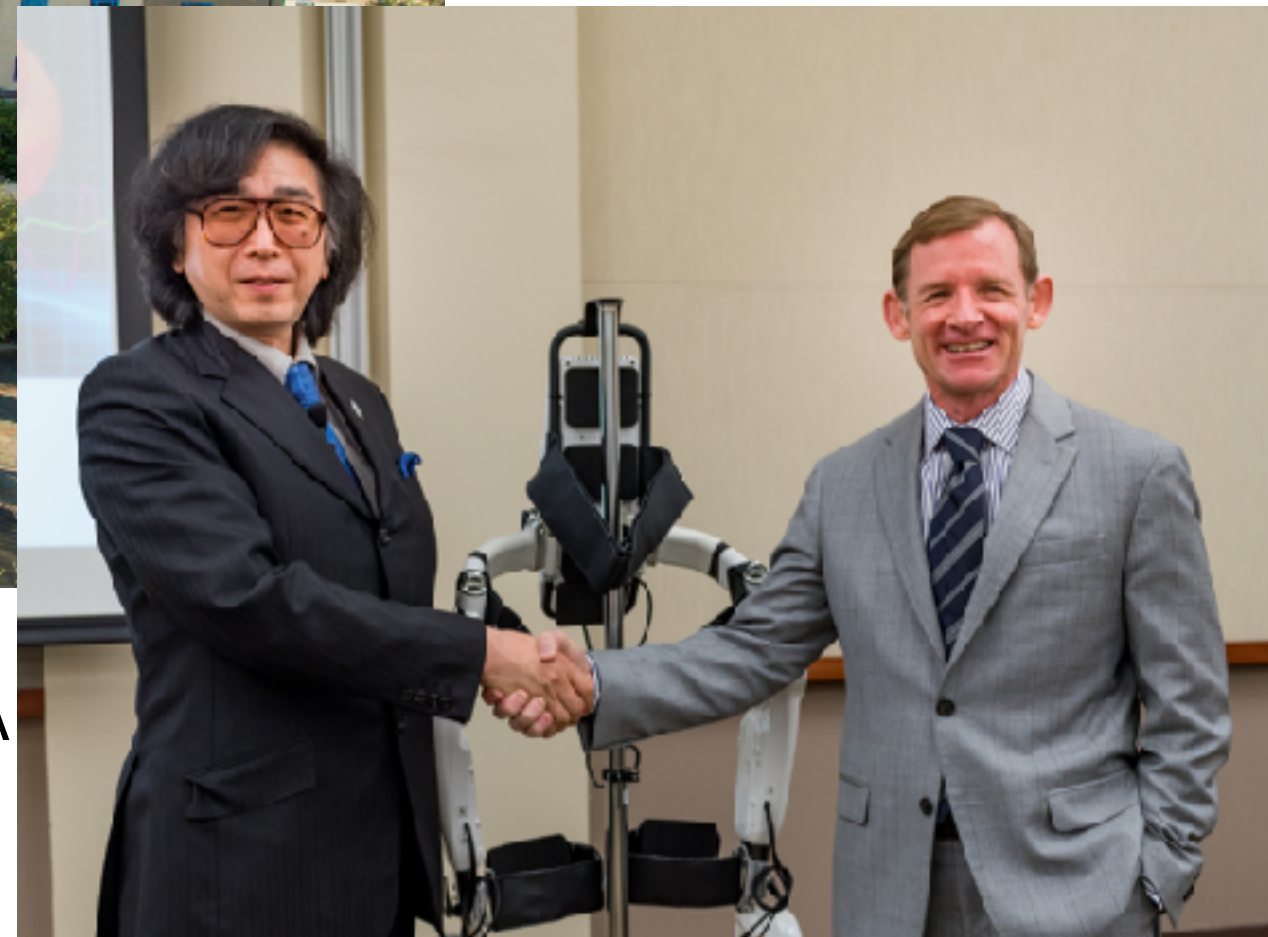
# Business Development in USA

Agreed with one of the largest rehabilitation hospital group,  
“Brooks Rehabilitation” on establishment of a center  
for Cybernic Treatment with HAL(2017/11)



BROOKS<sup>®</sup>  
Rehabilitation

- 45,000 patients p.a.
- one of the largest inpatient rehab hospitals in USA
- 32 outpatient clinics
- clinical research centers for stroke, spinal cord injury, etc.



left: Yoshiyuki Sankai, President & CEO, CYBERDYNE INC. right: Michael Spigel, President & COO, Brooks Rehabilitation



## World's first !

## A private insurer and a medical institution\* closed a contract for Cybernic Treatment with Medical HAL (2017/6)

\*Constance Care, a medical institution located in Warsaw contracted with WARTA, a major private insurance company in Poland. Constance Care will accept patients of spinal cord injury, who hold insurance policy of WARTA. Alike the insurance coverage by German public workers' compensation insurance, approximately 30,000 Euro (approximately 500 Euro x 60 times) will be provided to each patients



# Development in other areas (Saudi Arabia)

Medical HAL was approved as a medical device by SFDA\*<sup>1</sup> (2017/8)

Cyberdyne exported Medical HAL to ALJ hospital (See the photo below) for the first time (2017/10)

Patients suffering from after-effects of spinal cord injuries in Saudi Arabia are 13,000 per year\*<sup>2</sup> (double of Japan)



2017/3 Partnership signing ceremony\*<sup>3</sup>

\*1 the Saudi Food and Drug Authority

\*2 According to the Saudi Arabian Ministry of Health website



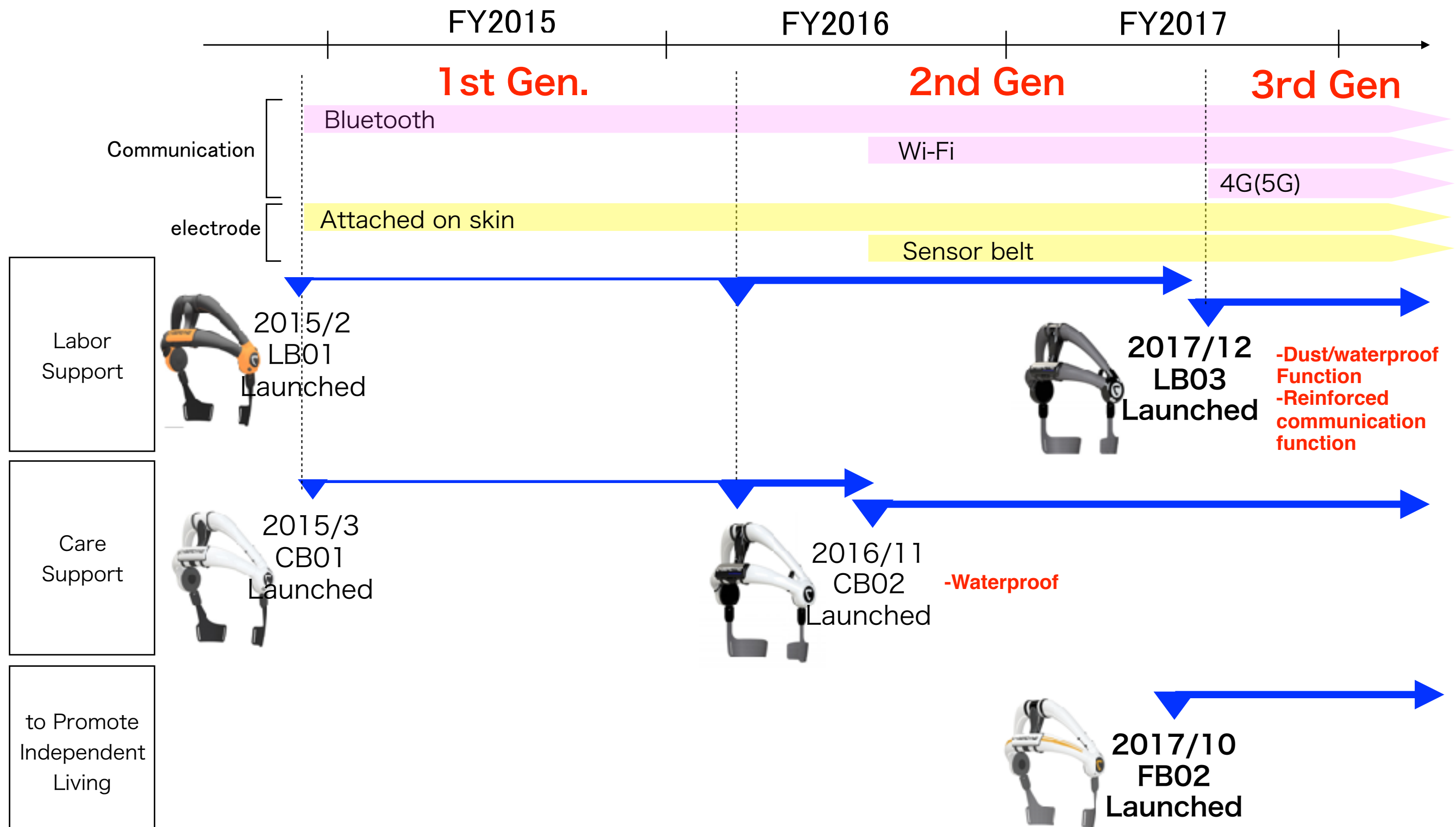
ALJ Hospital (from its Facebook Page)

\*3 From the left Mohhamed Jameel CEO and Chairman of ALJ, Adel Fakeih, Minister of Economy and Planning of Saudi Arabia and CEO Sankai



# New model of HAL Lumbar Type

Releases the third generation of the Labor Support Type(LB03) on December





# Launch of HAL to Promote Independent Living (2017/10)

**Maintains and improves the weakened bodily functions of a user in the core and lower body, supporting both care givers and care receivers**



- Alike other HAL products, the Product reads “bio-electrical signal” to realize intended movements of the wearer
- Compact/ light weighted (approx.3kg) model, easy to wear and control
- Repeat body core movements, standing up, sitting down etc with the devices on
  - Improves the function of the body itself
  - Promotes independence of the user without HAL strapped on





# Launch of new model of HAL Labor Support (2017/12)

Dust proof/water proof functions to expand its uses to various outdoor/indoor sites



- Dust proof/water proof function
  - Can use in rain or dusty outdoor sites
  - Can use in humid indoor sites
- Reinforced communication function (covering all indoor/outdoor areas)
  - Promotes network with IoH/IoT\*

\*IoH: Internet of Humans, IoT:Internet of Things

# Daido Life starts offering HAL Plus Rider (2017/7)

First insurance product in the industry to provide insurance coverage for treatment of intractable disease with HAL

**HAL治療に無料特約**  
大同生命 一時金100万円支給  
大同生命保険は8 ロボットスーツ「HAL」サイバーダインの「L」による治療の保障

サイバーダインの医療用HAL。ドイツでの試験

付き保険商品の取り扱いを7月に始めると発表した。大同生命の医療保険「Mタイプ」に無料特約として付ける。筋シストロフィーなど難病にかかり、医療用HALによる治療を受けた場合、一時金として100万円を支給する。

HALはサイバーダインが開発したロボット

DAIDO 大同生命保険株式会社

「歩きたい」その意思を、最新技術と共に支える。

業界初

ロボットスーツ「HAL®」を活用した難病治療への保障

医療用HAL®(下肢タイプ)による治療を保障 保険料無料で付加可能

HAL プラス特約

無記名ロボットスーツ多歩行運動装置供給特約 (特定難病用・保険料不課型)

「サイバーダイン」とは？



# AIG training program to improve walk function with HAL (2017/10)

Provides free training program with the HAL for improvement of walk function to school students under 18 with spinal cord injury related diseases in cooperation with AIG Japan Holdings and Kanagawa Prefecture



掲載日：2017年10月27日

## 神奈川県、AIGジャパン・ホールディングス株式会社、CYBERDYNE株式会社が連携して県内脊損受傷小中高生への歩行機能向上促進プログラム

### 1 募集の概要

今般、両企業の社会貢献活動の一環として、神奈川県内の「外傷性脊髄損傷」に伴う下半身機能不全（以下、脊損）を対象に、ロボットスーツHALを使った歩行機能向上促進を試行体験するトレーニングを実施（期間は約2ヶ月）を、以下のとおり実施することとなりましたので、お知らせします。

### 2 対象者

神奈川県に在住、もしくは県内の小・中・高校に通う、「外傷性脊髄損傷（不全麻痺）」に伴う下半身機能不全（以下、脊損）の生徒（6-18歳）、かつ、下記要件を満たす方から、先着50名を対象。（下記要件等に関する詳細は、CYBERDYNE株式会社の子会社で、本プログラムの実施施設）に要確認）

Source: Kanagawa Prefecture Homepage



From the left Robert Noddin, CEO, AIG Japan Holdings, Yuji Kuroiwa, Governor, Kanagawa Prefecture, Sankai CEO



## Comprehensive collaboration agreement with SOMPO Japan (2017/10)

**structure healthy and rich social system through the fusion of innovative Cybernic Technology and the insurer's risk financing services.**

### 介護ロボ「HAL」普及を加速

#### 損保ジャパン、サイバーダインと業務提携

損害保険ジャパン日本興亜がロボットスーツ「HAL」などを手掛ける筑波大発のベンチャー企業、サイバーダインと業務提携することが24日、分かった。損保ジャパンは同じグループ内に介護事業も抱えており、提携によりHALの介護現場での活用を図るほか、新たな保険商品の開発などを目指す。25日に正式に締結する。

HALは腰などに装着して使うロボットで、運動時に脳から筋肉に送られる微弱な信号を読み取り、動きをサポートする。介護をする側が腰に負担をかけることなく要介護者を抱きかかえることができるほか、足腰が弱った人などが装着すれば楽に立ち上がることができる。

まずは来年度中にも交通事故で下半身にけがを負った損保ジャパンの保険加入者に、サイバ

ーダインが運営するリハビリ施設を紹介するサービスを開始する予定。将来はけがを負った際に、HALをリハビリで使える特約など、保険商品の拡充も検討する。

HALは画期的な先進技術で注目を集めているが、介護現場での活用はまだ1000台程度にとどまっており、全国で介護施設

サイバーダインの介護支援用ロボットス

を展開するSOMPOホールディングス傘下の損保ジャパンと提携することでHALの普及にけた足掛かりとしたい考えだ

#### 自立支援促す制度改革

高い先進技術を持つサイバーダインと、介護分野で大きな市場を持つSOMPOHDの損保ジャパンが業務提携することで、要介護者の機能回復に向けた取り組みの促進が期待される。現行の介護保険制度では要介護者の自立支援が進みにくい制度

も来年度の介護報酬改定で自立支援を促す仕組みの導入を目指している。

現行制度は、要介護度が重ほど事業者への介護報酬も増える仕組み。重い人ほどサービス提供の費用もかさむため、例えば、要介護3の人の場合、介護報酬の平均的な支給額は約



10/25 Fuji Sankei Business Eye

Left : CEO Sankai. Right : CEO Nishizawa (SOMPO Japan Nippon Koei)

# Establishment of CYBERDYNE Omni Networks (2017/8)

## Communication/device business related to IoH/IoT\* where all “humans” and “things” will be connected by internet

\*Internet of Humans / Internet of Things

**CYBERDYNE and Covia establish a joint venture for communication/device business on IoH/IoT**

**~realizing “Society5.0” where all kinds of humans and things are connected by networks ~**

CYBERDYNE, INC. (Head office: Tsukuba, Ibaraki, JAPAN, President and CEO: Yoshiyuki Sankai, hereinafter referred to as “the Company”) and Covia Inc. (Head office: Yokohama, Kanagawa, JAPAN, Representative Director: Toshihiko Kumashiro, hereinafter referred to as “Covia”) agreed to establish a joint venture company, “CYBERDYNE Omni Networks, INC.” (“the JV”) to conduct communication business, distribution of communication devices and related services on Internet of Human (“IoH”) and Internet of Things (“IoT”), where all kind of humans and things will be connected by internet. The JV will take on the central role on networking of Big Data that the Company works on. By deploying business related to IoH/IoT to all situations of medicine, nursing-care and daily life, the Company, Covia and the JV (collectively referred to as “the Involved Parties”) aim to promote the realization of “Society 5.0”<sup>\*1</sup> (super smart society) where all humans and things are connected through internet.





# Global strategy to realize industrial and social revolution

Forming a spiral where all the “seeds” of innovation around the world would gather to Japan

Realizing a good cycle!

Forming a spiral of innovation

- Coordinating with various research institute (foreign and domestic universities, Advanced Industrial Science Technology (“AIST”) Japan
- Forming “bases” utilizing experience and ability of leading and coordinating companies .
- Coordinate with organizations (TUV/UL (accredited certified body) and local cooperative companies (more then 600 companies) etc.

Practical application to the Society!

Techno Peer support of human and technology  
Medical/Health Care

Offering various innovative medical device around the world, promote research & development and creation of new industry in an integrated manner

Integrated promotion of 1) research and development of innovative devices, 2) consultation for certification of conformity with international standards, 3) clinical researches, 4) practical application of above to the society and 5) nurture of human resources

Spiral of New Industry Creation with CE'

Medical Excellence Japan (MEJ that would be newly established)  
\*CYBERDYNE will be a MEJ Member

Support to obtain certification of conformance with international standards  
- Eg. ISO13482, 13485

Robo Care Center Group

- Living environment
- Rehabilitation in daily lives
- Visit Care

- Gathering seeds and human resources from the globe
- Promote coordination schemes

Gathering the seeds from around the globe



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**This presentation contains forward-looking statements concerning CYBERDYNE, INC. and its Group's future plans, strategies and performance. Forward-looking statements contained in this presentation are based on information currently available and on certain assumption redeemed rational at the time of creation of this presentation. As such, due to various risks and uncertainties, the statements and assumption does not guarantee future performance, may be considered differently from alternative perspectives and may differ from the actual result.**

**Further, this presentation contains statements and information regarding corporate entities other than those belonging to the CYBERDYNE group, which have been complied from various publicly- available sources.**

**CYBERDYNE does not verify nor guarantees accuracy and appropriateness of those information.**

**CYBERDYNE, INC.**