

### Consolidated Financial Statements for the Fiscal Year Ended March 31, 2019

CYBERDYNE, INC. May 15, 2019

### Global strategy to realize industrial and social revolution



#### **Development and implementation of products**



#### Vital Sensing rocardiogram an

Electrocardiogram and Pulse Wave Examination Device Cyin for Living Support Acoustic X

#### HAL Peripherals

Medical Care Pit HAL TREAD

#### HAL Lower Limb Type

Medical (Japan)

Medical (for research)

Medical (EU&U.S.)

2S size

Living Support

#### Well-being

#### HAL Lumbar Type

Well-being

Care Support

Labor Support

HAL Single Joint Type

Medical

Well-being (non-medical)

#### Mobile Robot

**Transportation Robot** 

**Cleaning Robot** 

Robot for excretion support

Robot for transfer support

Robot that watches over to ensure safety

Cybernic Systems Provided by CYBERDYNE Accumulation, analysis and AI processing of IoH/IoT Big Data → Beginning of Cybernic Industry



### Medical field

### **Roadmap on regulatory process (Medical HAL)**

Clinical trial for stroke treatment in Japan is scheduled to finish between December 2019 and March 2020



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\* Chart based on information available at this point

## Number of units in operation



- HAL for Medical Use Lower Limb Type









(Source )New Energy and Industrial Technology Development Organization (2013), Ministry of Health, Labour and Welfare of Japan (2011), Translational Research Informatics Center (2014), American Heart Association (2010), National Spinal Cord Injury Statistical Center (2013), The Patient Education Institute, Inc. (2010). Parkinson's Disease Foundation (2010)

(\*) Countries included for the calculation of EU numbers (Germany, France, Britain, Italy, Sweden)

(\*\*) Only neuromuscular diseases

(\*\*\*) In addition, for Parkinson's (1.9M), the company works with other sectors such as regenerative medicine and pharmaceuticals

### Status of operation outside of Japan



### **Development in Southeast Asia in addition to EU and US**



# **USA: Brooks Cybernic Treatment Center (Florida)**

# Accumulating clinical experience and results as the main base of Cybernic Treatment in the U.S.















# Europe: Developments in Italy (Centro San Girolamo)

# Adoption in a healthcare institution that specializes in treatment and research of diseases related to the brain-nerve systems (November 2018)



Centro San Girolamo

centro della fisioterapia

The Center is a private medical academic institution that conducts research on cuttingedge technologies and facilities on behalf of University of Parma, one of the regional leaders in treatment of diseases related to the brain-nerve systems, so that the patient can get back to their life and improve patient autonomy. The hospital also provides advanced outpatient treatment services.



Conditions treated by HAL so far: Multiple Sclerosis, Stroke, Parkinson Disease, Cerebral Palsy, Spinal Cord Injury

### Summary of Clinical Test in Saudi Arabia



#### **3rd cohort complete** all 24 patients have successfully improved ambulatory function!



### Saudi Arabia: Clinical Research by Ministry of Health

# Ministry of Health of the Kingdom conducted its own clinical research project with HAL in its facility (March 2019 - May 2019)

Ministry of Health and ALJ sign a contract on conducting clinical research with HAL (January 2019)



< Facilities participating in the trial >

- King Fahd Medical City Hospital
  - \*Largest Medical Facility in the Kingdom Riyadh City Sample Size: 4 patients

#### King Abdul Aziz Hospital

Jeddah City Sample Size: 5 patients

Official twitter account of Saudi Arabian Ministry of Health

### Southeast Asia: Malaysia (SOCSO Rehabilitation Center)

#### Steady progress of operation in hospital owned by Social Security Organization

Facility of the hospital owned by SOCSO Pusat Rehabilitasi PERKESO Tun Abdul Razak



Yoshiyuki Sankai and Human Resource Minister M. Kulasegaran

M. Kulasegaran, the Malaysian Minister of Human Resources said that "having the patient go through efficient rehabilitation program which involves high quality treatment immediately after their diseases or injuries is important for the recovery of the patient's function" (omit) Since the introduction of Medical HAL in November, 2018, 100 patients have gone or are going through the program with HAL. However due to its excessive popularity, the current wait time of HAL treatment is around 3 months.





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### Southeast Asia: Malaysia (SOCSO Rehabilitation Center)

Neuro-Robotics Rehabilitation and Cybernics Center launched →the center will be the base to train HAL professionals in the ASEAN region





Cybernic Treatment in <sup>「</sup>Neuro-Robotics Rehabilitation and Cybernics Center」 (Inside SOCSO Rehabilitation Center)

### **Southeast Asia: Philippines**



### HAL is now being used by A. Zarate General Hospital (April 2019)



### Cyborg-type robots to aid Filipinos with limb disabilitie

By Ma, Teresa Montemayor

April 10, 2019, 6:38 pm

MANILA – Persons with limb disabilities due to severe damage in their nervous and muscular systems can now stand or walk again with the Hybrid Assistive Limb (HAL), the first cyborgtype robot which provides support and improves the bodily functions of the weater.

"Severe applients and diseases can pause lower limb disabilities, and in those cases, the brain cannot use ordinary neural pathways and cannot order the legs to move," said Dr. Yoshiyuki Sankai, Cyberdyne chief executive officer and HAL inventor, on Wednesday in a press briefing in Menila.

Sankai said HAL is used in the medical field to teach the patients' brains how to move their



Dr. Yoshiyuki Sankal, Cyberdyne chief executive officer and Hybrid Assistive Limb HAL Inventor, says he wants to strengthen the relationship between the Philippines and Japan in field of



### **Southeast Asia: Thailand**



#### Application under review to offer the technology to major hospitals in Thailand

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Advanced Medical Robotics Symposium 2019 (March 2019) Hosted by Thailand Center of Excellence for Life Science (Thai Ministry of Science and Technology)

"โหนะสุดาทย์" เปิดหลังกรรมหลังวิตล์กายสาย หรือราชสุดไทยเริ่มสัพส์"น การประชาวิลก

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https://mgronline.com/entertainment/detail/9620000026054 https://www.dailyboomm.com/PRNewsUpdate/2019/03/15/3553cyberdyne/ http://news.ch3thailand.com/rerun/9/152214

### Field of long-term care and training

### **Case study of HAL for Care Support**



# Found to be effective in reducing stress on the lower back and also to reduce the time required to do caregiver tasks during night shifts

1. Improvement of work efficiency





Saitama Council of Senior Citizens Welfare Service

### **Case study of HAL for Care Support**

lead to deeper sleep and

greater satisfaction



# Reduction of time to complete caregiver tasks with HAL leads to improvement in the quality of sleep for care receivers



Saitama Council of Senior Citizens Welfare Service

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09/24 (月)

09/25 (92)

15:00

			5 reps of standi	ng up test (sec)	Timed up and Go (sec)		
Case	Age	No. of HAL sessions	Before	After	Before	After	
1	91 yo	6	27.1	19.9	38.8	31.3	
2	92 yo	14	30.5 (with support from care giver)	<b>20,6</b> (without support from care giver)	26.6 (with support from walker)	<b>15.2</b> (without support from walker)	
3	88 yo	8	16.8 (with support from care giver)	<b>13.4</b> (without support from care giver)	28.1	14.4	
4	90 yo	14	30.2	12.2	37.7	32.2	
5	88 yo	10	Could not complete	18.9	Could not complete	23.9	
			Speed improved <b>approx. 40%</b> Excluding case 5		Speed improved <b>approx. 30%</b> Excluding case 5		

· It's hard to believe I couldn't stand up before

Feedback

- Walking and using the bathroom is easier. I can move with more confidence
- I want to keep using HAL so I can maintain my ability to move

Target : 5 subjects with congestive heart failure in a community care hospital (average 90 years old)

Exercise : Tilting pelvis back and forth while seated, leaning forward, standing up and squatting

Frequency : 5 times per week Duration : 15~20 minutes

Evaluation : Before and After comparison of standing up test and Timed Up and Go test

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21 Translation of presentation by HITO Hospital, Ehime prefecture

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Standing motion supports extension of lower limb



Improves supportive ability of the leg



Reinforces muscle strength and improves ability to walk

### Showed effect on users near age 90

Rehabilitation of disuse syndrome and old age is possible with Lumbar HAL even when intervention is conducted by other healthcare workers

### **Status of Robo Care Center**



#### Opening new HAL training centers through franchise scheme (Sendai and Okayama opening in May. Additional centers in major cities are also being planned)



#### Shareholder benefit starting June 2019 (Discount for "HAL FIT" Training Program)

### **Collaboration with insurance companies**



Name	Date of alliance	Insurance coverage	Other events		
DAIDO LIFE	September 2016	First private insurance product that covers treatment with Medical HAL Rider insurance for Neuromuscular disease treatment with HAL (Jul. 2017)	<ul> <li>Donation of Cyin for Living Support to 11 patients and family associations</li> <li>Participates in CEJ Fund as LP</li> </ul>		
AIG	November 2016	Private insurance covering training with non-medical HAL Provides HAL training to policy members of AIG automobile insurance and accident insurance in Japan (Jan. 2019)	<ul> <li>10 free gait training sessions with HAL for 50 students</li> <li>Expanded eligibility and available facilities for its campaign since March 2019</li> </ul>		
Sompo Japan Nipponkoa	October 2017	Private insurance covering ambulatory training with HAL Covers training with HAL prescribed by doctors for policy members of Sompo Japan Nipponkoa automobile insurance (Jan. 2019)	<ul> <li>Participates in CEJ Fund as LP</li> </ul>		

### In household and workplaces

### HAL Lumbar to support disaster sites (Oct 2018)

#### Supporting heavy labor



JIJI Press 2018/7/18

#### Maintaining health of victims



NHK



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Chugoku News

jiji.com https://www.jiji.com/jc/article?k=2018071800151&g=oeq

http://news.rcc.jp/?i=1977#a

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# **Status of Cleaning Robot**



### **Adopted in NTT East Group Offices and major airports**



Currently operating in

#### **Shopping centers**

- Diversity Tokyo Plaza
- · Lala port Toyosu

#### **Office Buildings**

- Sumitomo Corporation Osaka Building
- Sumitomo Corporation Nagoya Gate Tower
- Sumitomo Corporation
   Otemachi Place
- NTT East Group Offices

etc

### Airports

Major airports in Japan

### **Consolidated Financial Results**

### **Changes in revenue**



Steady growth in Cyberdyne's main business line,







# Profit: Improved 41M (+6.1%)

			(Millions of yen)	
FY2017 (Apr. 1- Mar. 31)	<b>FY2018</b> (Apr. 1- Mar. 31)	+/-	+/- %	
1,728	1,709	-19	-1.1%	Revenue dropped slightly Gross profit improved 1.9%
(1,204)	(1,227)	(+23)	(+1.9%)	(69.7% to 71.8%)
-659	-830	-171	-26.0%	R&D Expense +165M
-673	-632	+41	+6.1%	Revenue related to investment securities +146M (detail) Financial assets measured at fair value through profit or loss +213M
	FY2017 (Apr. 1- Mar. 31) 1,728 (1,204) -659 -673	FY2017 (Apr. 1 - Mar. 31)       FY2018 (Apr. 1 - Mar. 31)         1,728       1,709 (1,204)         -659       -830         -673       -6322	FY2017 (Apr. 1 - Mar. 31)FY2018 (Apr. 1 - Mar. 31)+/-1,7281,709-19(1,204)(1,227)(+23)-659-830-171-6733-6322+41	FY2017 (Apr. 1- Mar. 31)       FY2018 (Apr. 1- Mar. 31)       +/-       +/- %         1,728       1,709       -19       -1.1%         (1,204)       (1,227)       (+23)       (+1.9%)         -659       -830       -171       -26.0%         -673       -632       +41       +6.1%



Consolidated fi	nancial state	ement e	ending N	March 2	2019】		(Millic	ons of yen
		FY2018						
Item	FY2017 (Apr. 1- Mar. 31)	<b>Q1</b> (Apr. 1- Jun. 30)	<b>Q2</b> (Jul. 1- Sep. 30)	<b>Q3</b> (Oct. 1- Dec. 31)	<b>Q4</b> (Jan. 1- Mar. 31)	FY2018 (Apr. 1- Mar. 31)	+/-	+/- %
Revenue	1,728	335	417	482	475	1,709	-19	-1.1%
Cost of sales	523	103	119	126	133	481	-42	-8.0%
Gross profit	1,204	232	298	356	342	1,227	23	1.9%
Research and development	834	217	284	192	305	998	165	19.8%
Other SG&A	1,390	295	251	305	** 603	1,454	64	4.6%
Other income/expenses	360	74	175	31	114	395	35	9.7%
Operating profit	-659	-207	-62	-110	-452	-830	-171	26.0%
Finance income/ cost	7	11	5	171	37	224	217	-
Other	-22	1	15	-33	-9	-26	-4	-
Profit attributable to owner of the parent	-673	-195	-41	28	-423	-632	41	-6.1%

\* : Development of core technology +145M, cost of clinical research +50M

\*\*: Taxes such as Size-based Business Tax (capital base) lump sum calculation 241M (+27M quarter on quarter)

Ratio of revenue from sales outside Japan increased 9%→17%



EMEA : Europe, the Middle East and Africa APAC : Asia-Pacific excluding Japan



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