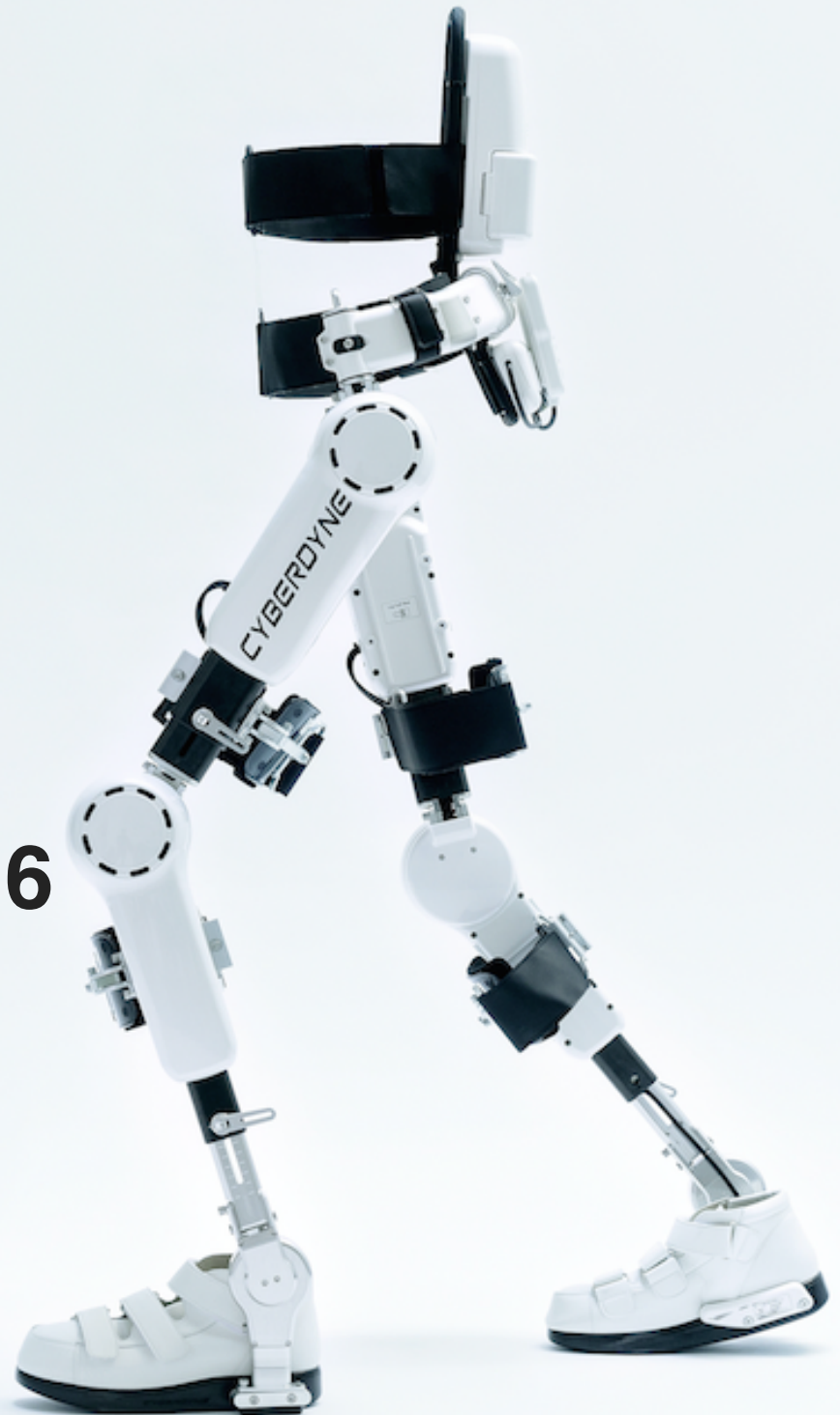




**CYBERDYNE, Inc.  
Second Quarter  
Financial Results for  
Year Ending March 31, 2016**

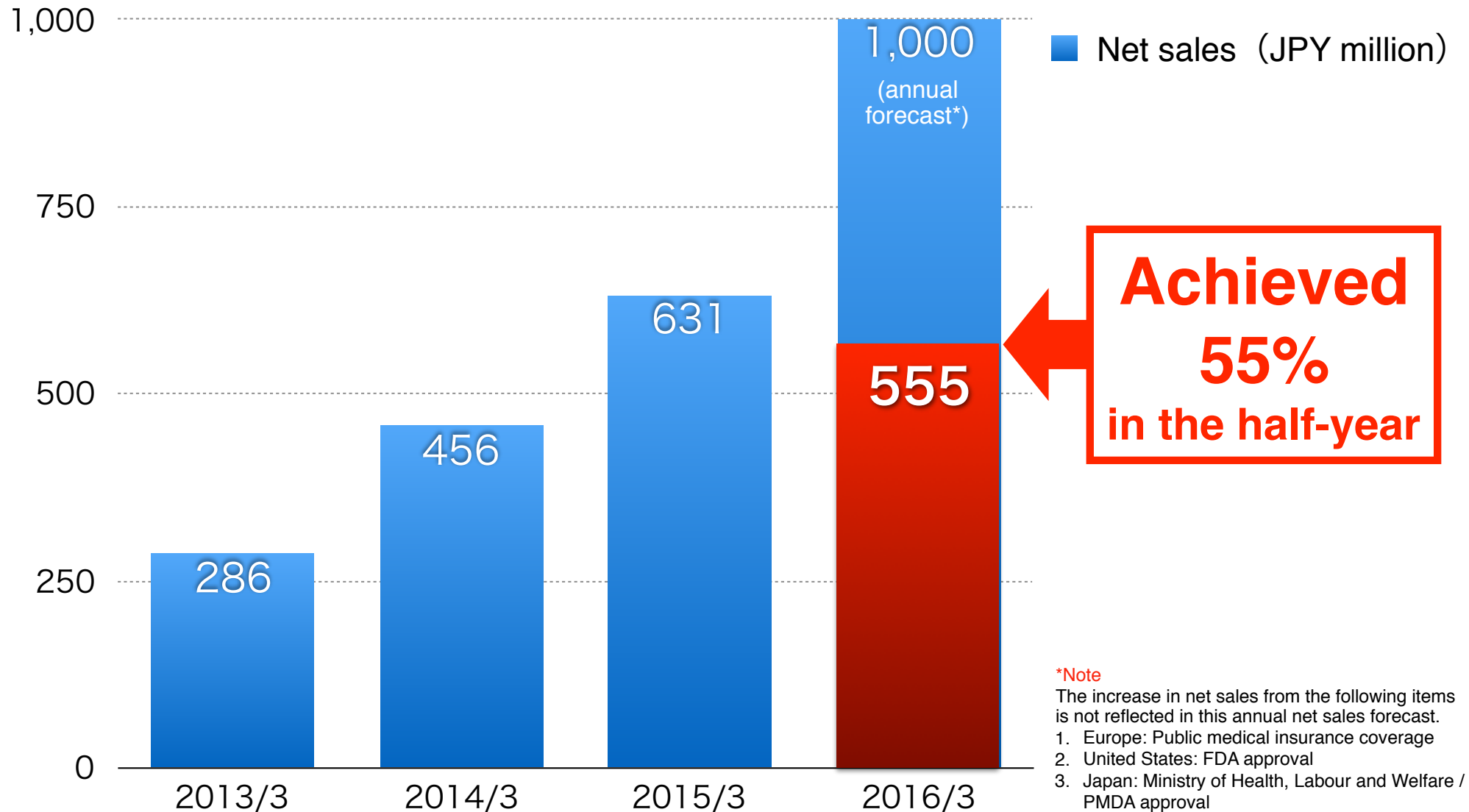
**November 13, 2015**



# Consolidated Net sales



## Achieved 55% of annual net sales forecast



# Consolidated financial results



## 2.6 times the net sales for the same period last year

Unit : JPY million

【FY2015 2nd Quarter : Quarterly consolidated statements of income (cumulative)】

Item	FY2015		FY2015 (Apr. 1, 2015 - Sep. 30, 2015)	FY2014 (Apr. 1, 2014 - Sep. 30, 2014)	+/-	Comments
	Q1	Q2				
<b>Net sales</b>	170	<b>385</b>	<b>555</b>	212	343	<b>Increase of sales of the new products (+ 300M)</b>
Costs of sales	67	128	195	188	7	Cost reduction from mass-producing the new products Improvement of service costs
Gross profit	103	257	360	24	335	<b>Improvement of gross profit margin by 53% (12%→65%)</b>
R&D expenses	126	190	316	321	-5	Continued clinical research and new product developments
Other SGA expenses	297	277	575	460	115	Increase of pro forma standard taxation that accompanies capital increases (+50M)
Operating loss	-321	-210	-531	-757	226	
Non-operating income	63	160	223	401	-178	Reduction of subsidy income (-192M)
Non-operating expenses	12	68	80	13	67	Increase of loss on reduction of non-current assets (+ 56M)
<b>Ordinary loss</b>	<b>-270</b>	<b>-118</b>	<b>-388</b>	-369	-19	
Net loss attributable to owners of the parent	-268	-119	-387	-374	-13	

Positive factors : Net sales x2.6 (+ 343M), Improvement of Gross profit margin by 53% (12%→65%)

Negative factors : Reduction of subsidy(248M: Subsidy income192+loss on reduction of non-current assets 56) 、 Increase of pro forma standard taxation that accompanies capital increases(50M)

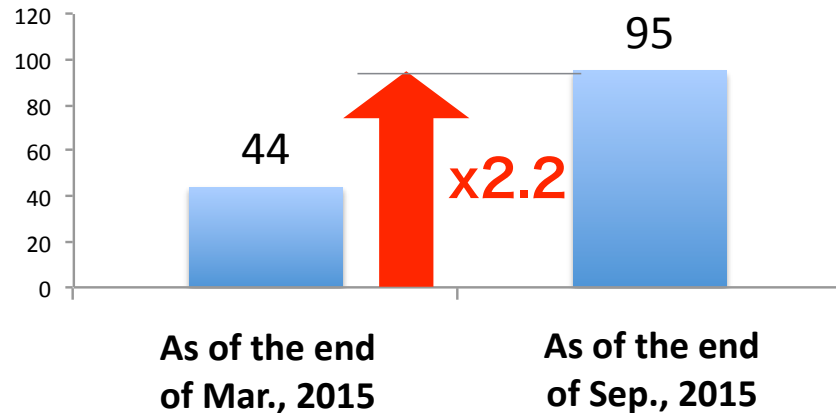
# Number of units in operation



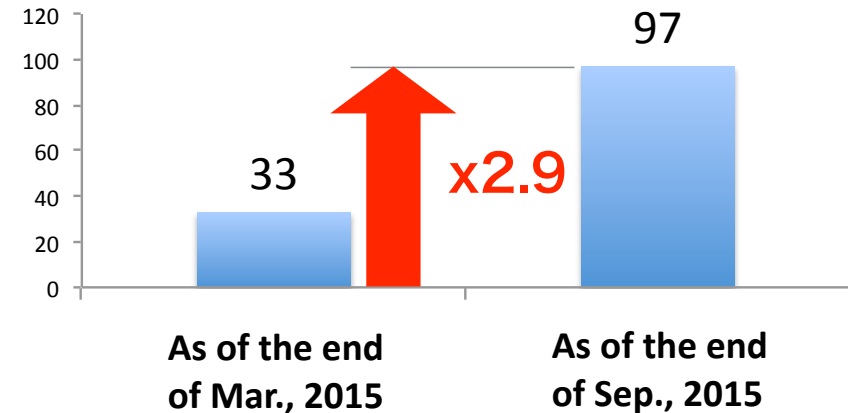
~New products~

## Increased 2 to 5 times within this 6 month period

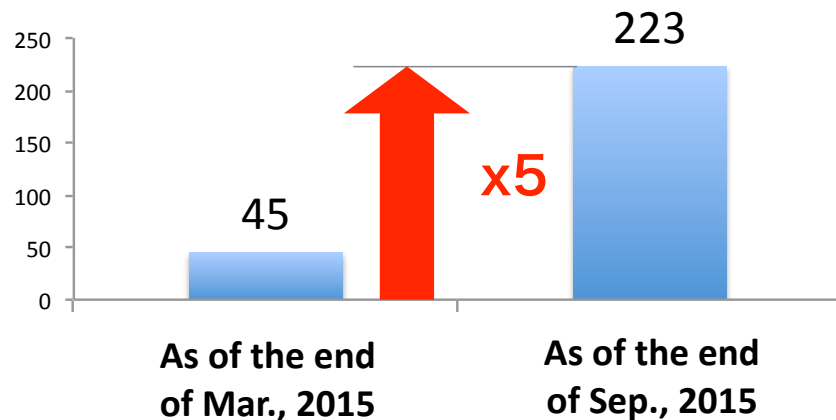
### HAL®FOR LABOR SUPPORT (LUMBAR TYPE)



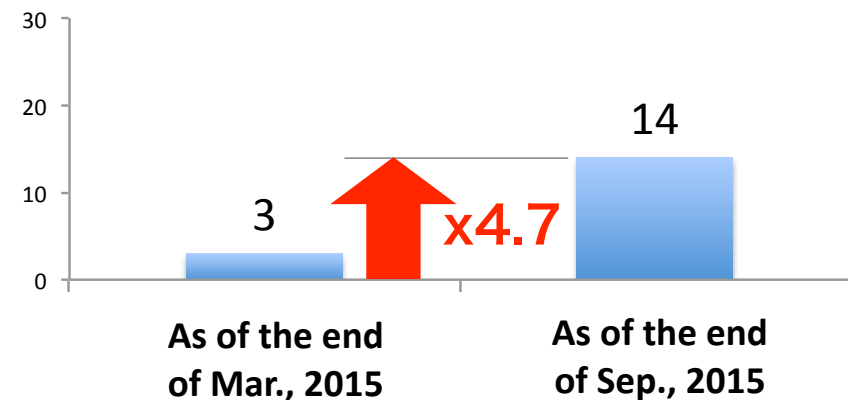
### HAL®FOR LIVING SUPPORT (SINGLE JOINT TYPE) Unit : unit



### HAL®FOR CARE SUPPORT (LUMBAR TYPE)



### CLEANING ROBOT/ TRANSPORT ROBOT



# Number of units in operation

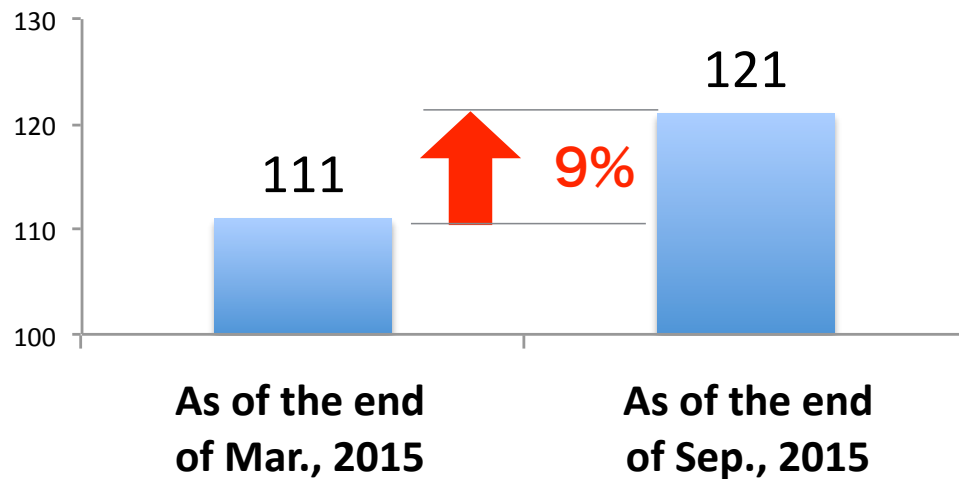


~Existing products~

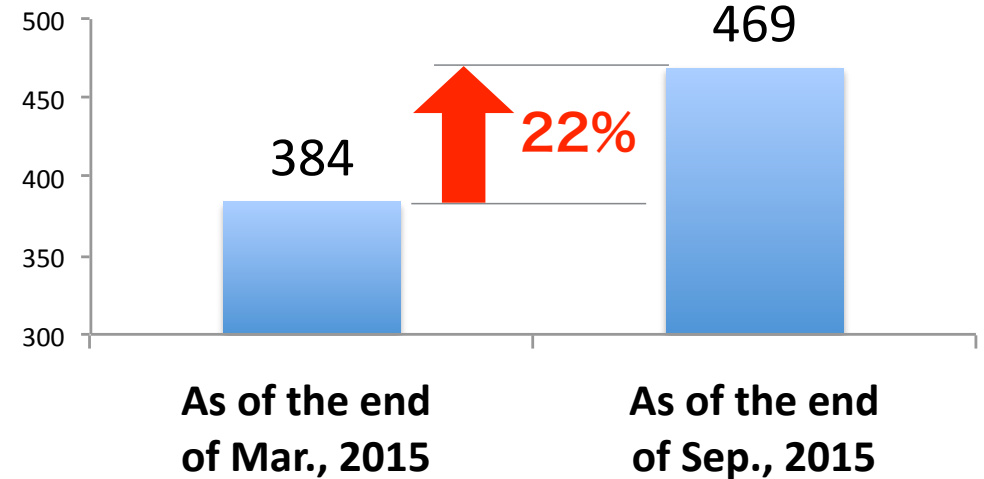
## Increased steadily

UNIT : unit

### HAL<sup>®</sup> FOR MEDICAL USE (LOWER LIMB TYPE)



### HAL<sup>®</sup> FOR LIVING SUPPORT (LOWER LIMB TYPE)



# Product line-up ①

## HAL® FOR MEDICAL USE (LOWER LIMB TYPE)



The world's first robot therapeutic device  
Certified as a medical device in EU in 2013



# Product line-up ②

## HAL® FOR LIVING SUPPORT (LOWER LIMB TYPE)



Current model was released in 2010

## HAL® FOR LIVING SUPPORT (SINGLE JOINT TYPE)



《New product (Feb.,2015)》

# Product line-up ③



**HAL®**

**FOR LABOR SUPPORT  
(LUMBAR TYPE)**



《New product (Sep.,2014)》



**HAL®**

**FOR CARE SUPPORT  
(LUMBAR TYPE)**



《New product (Mar.,2015)》



**TRANSPORT  
ROBOT**

《New product (Mar.,2015)》



**CLEANING ROBOT**

《New product (Aug.,2015)》



# Business Highlights



## A. Progress of applications for approval as a medical device and insurance coverage

- **EU** : Application for public health insurance coverage of the treatment with HAL for medical use was submitted in Germany in October
- **US** : Under review by FDA → Expected to be approved by end of FY2015(Mar.,2016)
- **JAPAN** : Under review by Ministry of Health, Labour and Welfare  
→ Expected to be approved by end of 2015

## B. Product Development

- **Vital sensor** (palm-size device for monitoring indices of arteriosclerosis and thrombosis)  
→ Expected to be released within FY2015
- **Cleaning / transport robot and HAL(Lumbar type)**  
→ Addition and improvement of functions

## C. Base strengthening and development

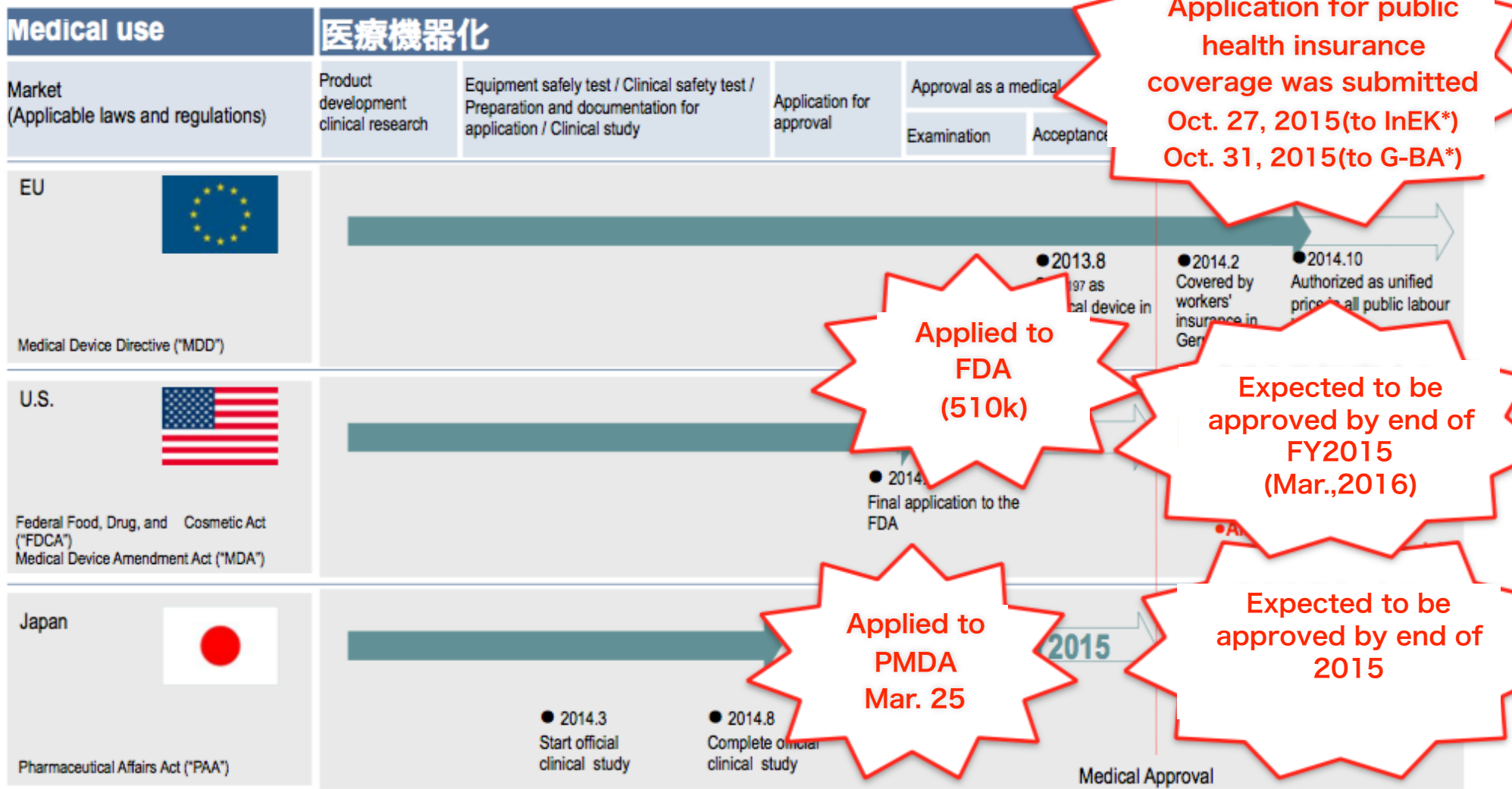
- **Tsukuba(HQ)** : Planning to expand R&D and experimental verification area
- **Tokyo(Kawasaki)** : Establishing a cutting-edge medical innovation center in the National Strategic Special Zone
- **Fukushima(Koriyama)** : Constructing the Next-gen and Multi-purpose robotic production base

## D. Business Development

- **US** : Planning to establish a branch in the US with several medical partners
- **Airport** : Bringing about the future of airports utilizing next generation robots
- **Alliance** : Accelerating the development of an artificial cerebellum and artificial intelligence and the utilization of IoT and big data
- **CEJ** : Launching international business hubs in Tokyo and Tsukuba area

# A. Progress of applications for approval as a medical device and insurance coverage

- CYBERDYNE aims to expand medical approval and insurance coverage of HAL in target areas - EU, US and Japan



(a) FDA: U.S. Food and Drug Administration  
 (b) Ministry of Health, Labour and Welfare of Japan

\* InEK : Institute for the Hospital Remuneration System  
 G-BA : Germany's Federal Joint Committee

# A. Progress of approval in Japan

After deliberations held on November 10, 2015 by the Pharmaceutical Affairs and Food Sanitation Council's Medical Equipment and External Diagnosis Subcommittee, the device received the group's consent.

Nihon Keizai Shimbun(Nikkei) Nov. 11, 2015

厚生労働省の専門部会は10日、全身の筋肉が徐々に動かなくなる筋萎縮性側索硬化症(ALS)などの患者の歩行機能を改善する医療機器として、筑波大発のベンチャー企業サイバーダイン(茨城県つくば市)が開発したロボットスーツ「HAL医療用」の国内販売を了承した。

11月中旬に正式承認される見通し。体に装着し、意思を反映して動きを補助するロボットの承認は初めてとなる。今後、保険適用も検討する。

サイバーダイン社長の山海嘉之・筑波大教授は「ロ

## 歩行機能改善 装着型ロボ

## 医療機器 初の承認へ

筑波大発V Bが開発

ロボット(患者の)支援だけでなく治療で効果を上げた。新しい医療分野を作る大きな一歩だ」と話している。

HALは下半身に装着する装置で、太ももなどの皮膚に取り付けた電極で神経の微弱な信号を読み取り、モーターを動かして患者の関節の動きを助ける。ALSのほか、筋ジストロフィーや脊髄性筋萎縮症など8疾患が対象。

国立病院機構新潟病院などで実施された臨床試験

(治験)では、24人の患者で13週間以内に9回、HALを使って歩行運動をする場合、歩行距離が平均で約17%延びた。HALを使わなかった場合は約7%で、10回の改善効果があった。さらに、長期的な改善効果は今後検証する。

サイバーダインによる、ドイツでは既に約70台が使われている。国内では、高齢者や障害者らの支援を目的としたHAL福祉用が約400台使われている。



NHK Nov. 10, 2015

[http://cgi2.nhk.or.jp/nw9/pickup/index.cgi?date=151110\\_1](http://cgi2.nhk.or.jp/nw9/pickup/index.cgi?date=151110_1)

## B. Product development : Vital sensor

### Toward the establishment of a business for the prevention of cerebrovascular disease and heart disease



World's first!

Daily measurements for signs of arteriosclerosis and thrombosis that cause cerebrovascular disease and heart disease\* made possible

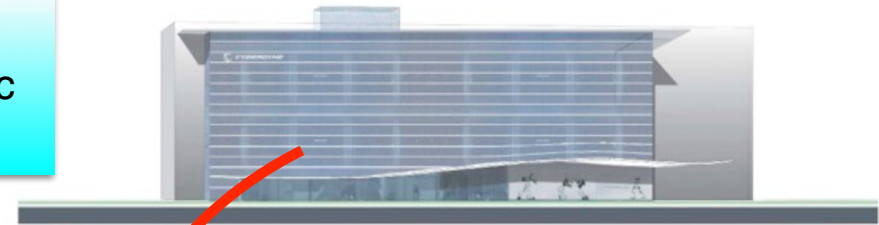
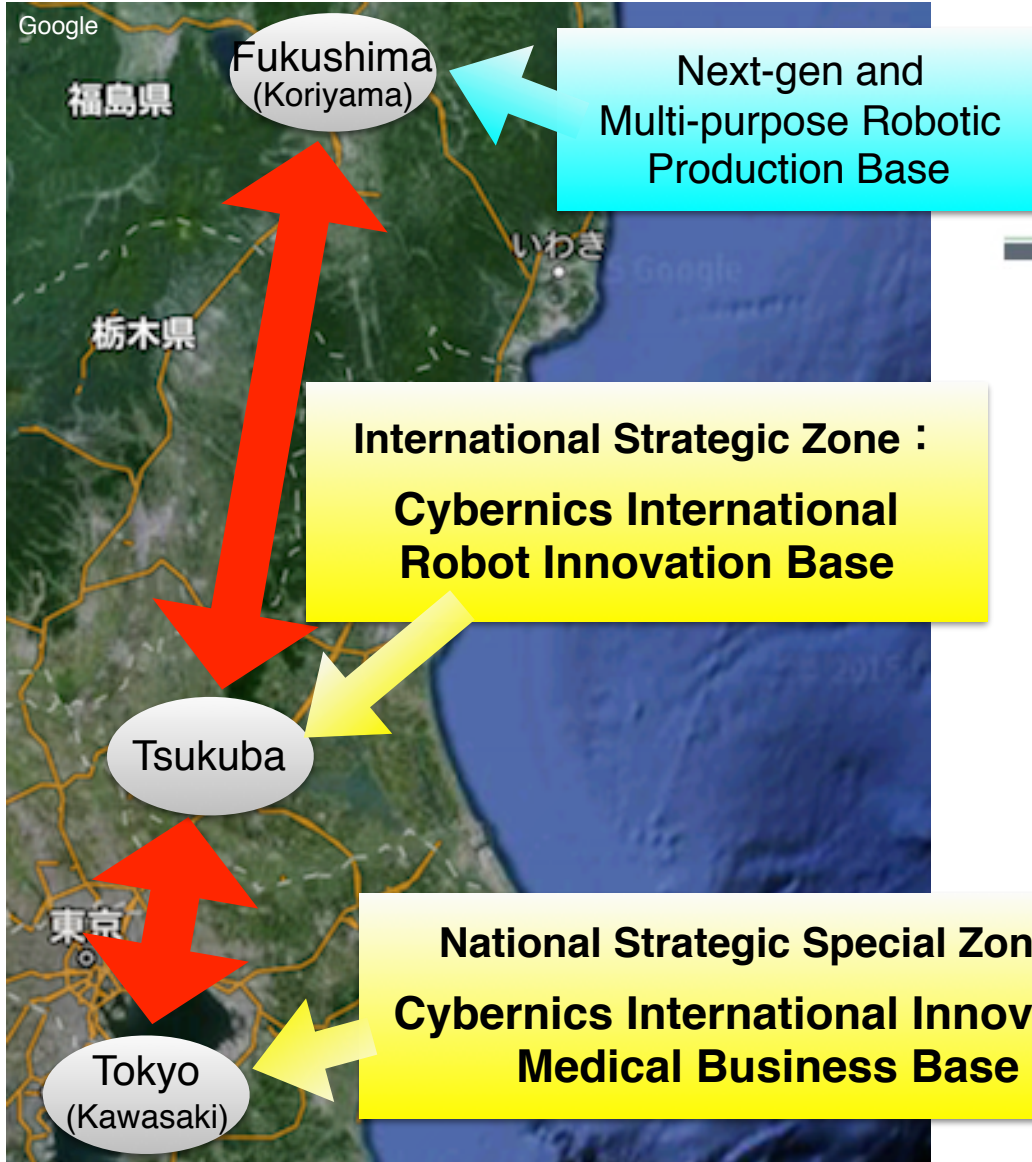


**Combined with Big Data analysis,  
it can pave the way for early  
detection and prevention**

\*top three leading causes of death in Japan according to the Ministry of Health, Labour and Welfare

# C. Base strengthening and development

Creating innovations faster than anyone else in the world by utilizing national strategic zones



Under construction



Headquarters



In preparation

# D. Bringing about the future of airports utilizing next generation robots

## Began an alliance with Tokyo International Airport (Haneda) in Sep., 2015



Robots clean the airport



Robots support laborers with lifting cargo



Robots support passengers with transporting luggage

出典：日刊工業新聞

## Improving the work environment Creating valuable customer services

# D. Alliance with PEZY/ExaScaler

Accelerating the development of an artificial cerebellum and artificial intelligence and the utilization of IoT and big data by using the world's highest-grade supercomputers

PEZY Computing and ExaScaler occupied the world's top 3 at the Green500\* (2015/7)

Green500 Rank	MFLOPS/W	Site*	Computer*	Total Power (kW)
1	7,031.58	RIKEN	Shoubu - ExaScaler-1.4 80Brick, Xeon E5-2618Lv3 8C 2.3GHz, Infiniband FDR, PEZY-SC	50.32
2	6,842.31	High Energy Accelerator Research Organization /KEK	Suiren Blue - ExaScaler-1.4 16Brick, Xeon E5-2618Lv3 8C 2.3GHz, Infiniband, PEZY-SC	28.25
3	6,217.04	High Energy Accelerator Research Organization /KEK	Suiren - ExaScaler 32U256SC Cluster, Intel Xeon E5-2660v2 10C 2.2GHz, Infiniband FDR, PEZY-SC	32.59
4	5,271.81	GSI Helmholtz Center	ASUS ESC4000 FDR/G2S, Intel Xeon E5-2690v2 10C 3GHZ, Infiniband FDR, AMD FirePro S9150	57.15
5	4,257.88	GSIC Center, Tokyo Institute of Technology	TSUBAME-KFC - LX 1U-4GPU/104Re-1G Cluster, Intel Xeon E5-2620v2 6C 2.100GHz, Infiniband FDR, NVIDIA K20x	39.83

\* Ranking of the most energy-efficient supercomputers in the world





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CYBERDYNE, Inc.