



# **Consolidated Financial Result Briefing for the Three Months Ended June 30, 2022**

**CYBERDYNE, Inc.**  
**August 12, 2022**



## Year-on-year comparison for the three months ended June 30, 2022

Revenue: ¥751M (+98% almost double)

Operating profit: ¥-174M (improved by ¥109M)

Final profit: ¥244M (Quarterly profit improved by ¥520M)

(Unit :Millions of yen)

	FY2021 Q1	FY2022 Q1	+/-	+/- %
Revenue (Gross profit)	380 (277)	751 (490)	+371 <sup>①</sup> (+213)	+97.6% <sup>①</sup> (+76.9%)
Operating profit	-283	-174	+109 <sup>②</sup>	—
Profit before tax	-265	376 <sup>③</sup> <sup>④</sup>	+641	—
Profit attributable to owner of the parent	-276	244	+520	—

**① Increase in revenue (371M)** (year on year)  
 Rental +81M (HAL outside Japan, sleeping app)  
 Sales +29M (Acoustic X outside Japan)  
 Service +261M (Treatment service by RISE Group in USA)

**② Increase in SG&A (136M)** (year on year)  
 Research and development expenses -37M  
 PR related expenses -60M (TV ad in the previous fiscal year)  
 M&A related fee +197M

**③ Exchange difference** (part of finance income) **94M**

**④ Summary of investment securities 443M** (net)

Finance income (gain on valuation) +447M  
 Gain related to CEJ -4M

Ref) revenue related to investment securities in the  
 1Q of the previous fiscal year 5M (net)

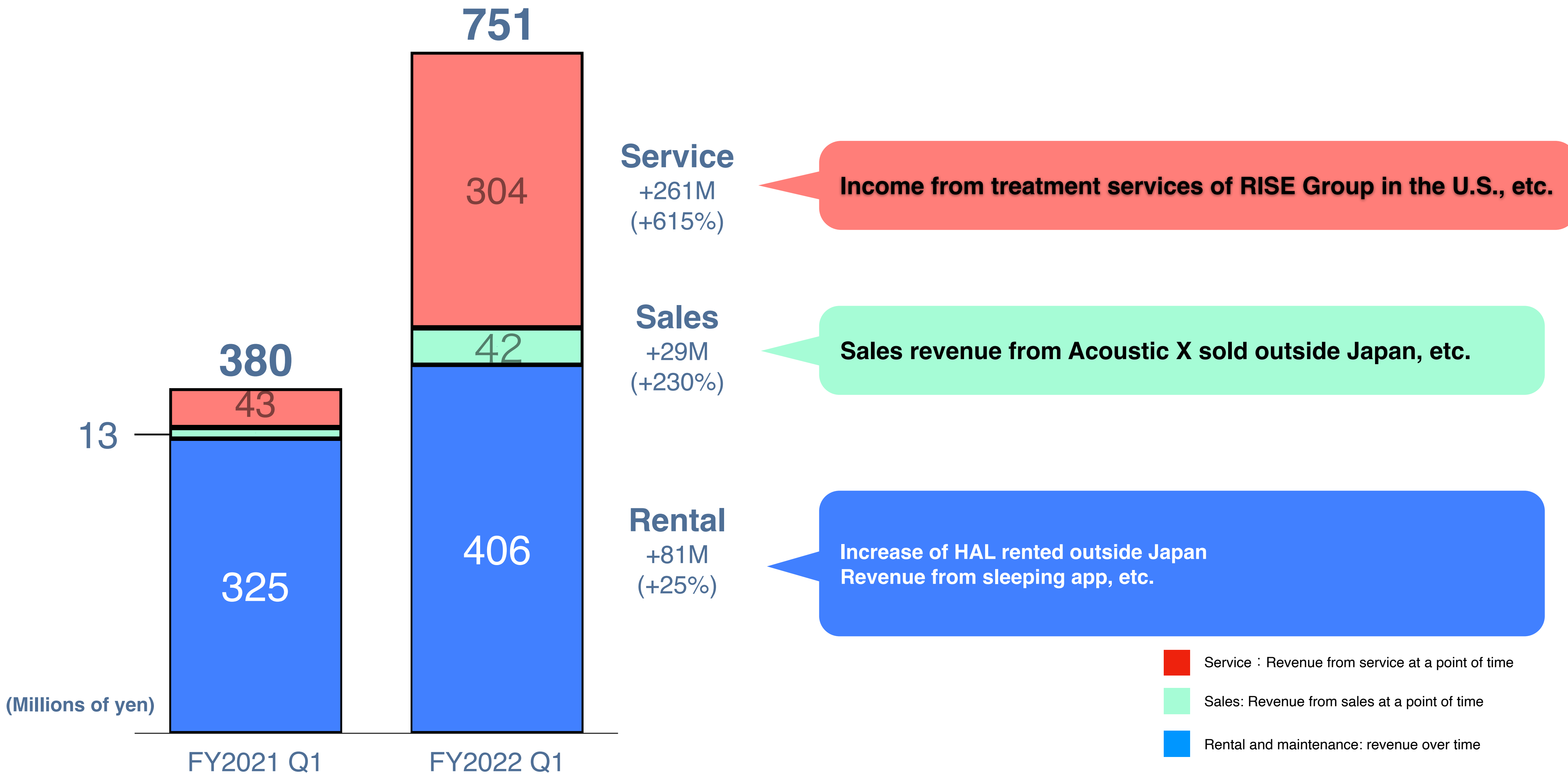
# Consolidated financial results (IFRS)

## Performance trends

(Unit: Millions of yen)

Consolidated statement of profit or loss	FY2021					FY2022	Year on year	
	Q1 (Apr.1-Jun.30)	Q2 (Jul.1-Sep.30)	Q3 (Oct.1-Dec.31)	Q4 (Jan.1-Mar.31)	Q1-Q4 (Apr.1-Mar.31)	Q1 (Apr.1-Jun.30)	+/-	+/-%
Revenue	380	445	521	804	2,150	751	+371	+97.6%
Cost of sales	103	103	156	326	688	261	+158	+153.3%
Gross profit	277	342	365	478	1,462	490	+213	+76.9%
R&D expenses	188	162	173	190	713	151	-37	-19.5%
Other SG&A	391	389	397	610	1,787	564	+173	+44.2%
Other income/expenses	19	12	34	104	169	145	+126	+669.7%
Operating profit	-283	-197	-170	-218	868	-79	+203	-
Finance income/expense	5	21	3	365	393	447	+442	+9367.1%
Other	13	53	8	22	95	9	-4	-34.0%
Profit before tax	-265	-123	-160	169	-379	376	+641	-
Profit attributable to owner of the parent	-276	-151	-159	95	-492	244	+521	-

# Consolidated financial results (IFRS) by types of transaction





# Number of operating units

## Increase of Lower limb type (medical) and Single Joint Type

(Unit: Millions of yen)

		FY2021 Q1	FY2022 Q1	(Ratio)
For Hospitals (improving function)	HAL Lower Limb Type (Medical)	135	161 <sup>①</sup>	40%
	HAL Lower Limb Type (Non-medical)	47	45	11%
	HAL Single Joint Type	28	42 <sup>②</sup>	10%
Care support and well-being	HAL Lumbar Type	63	57	14%
Labor Support	HAL Lumbar Type	28	18	4%
Cleaning/disinfection/transportation robot		15	13	3%
Other		9	69 <sup>③</sup>	17%
<b>Total</b>		<b>325</b>	<b>406</b>	<b>100%</b>

**① HAL Lower Limb Type (Medical)**  
The main factors of the increase in sales were from APAC and Europe

**② HAL Single Joint Type**  
The main factors of the increase in sales were Japanese hospitals

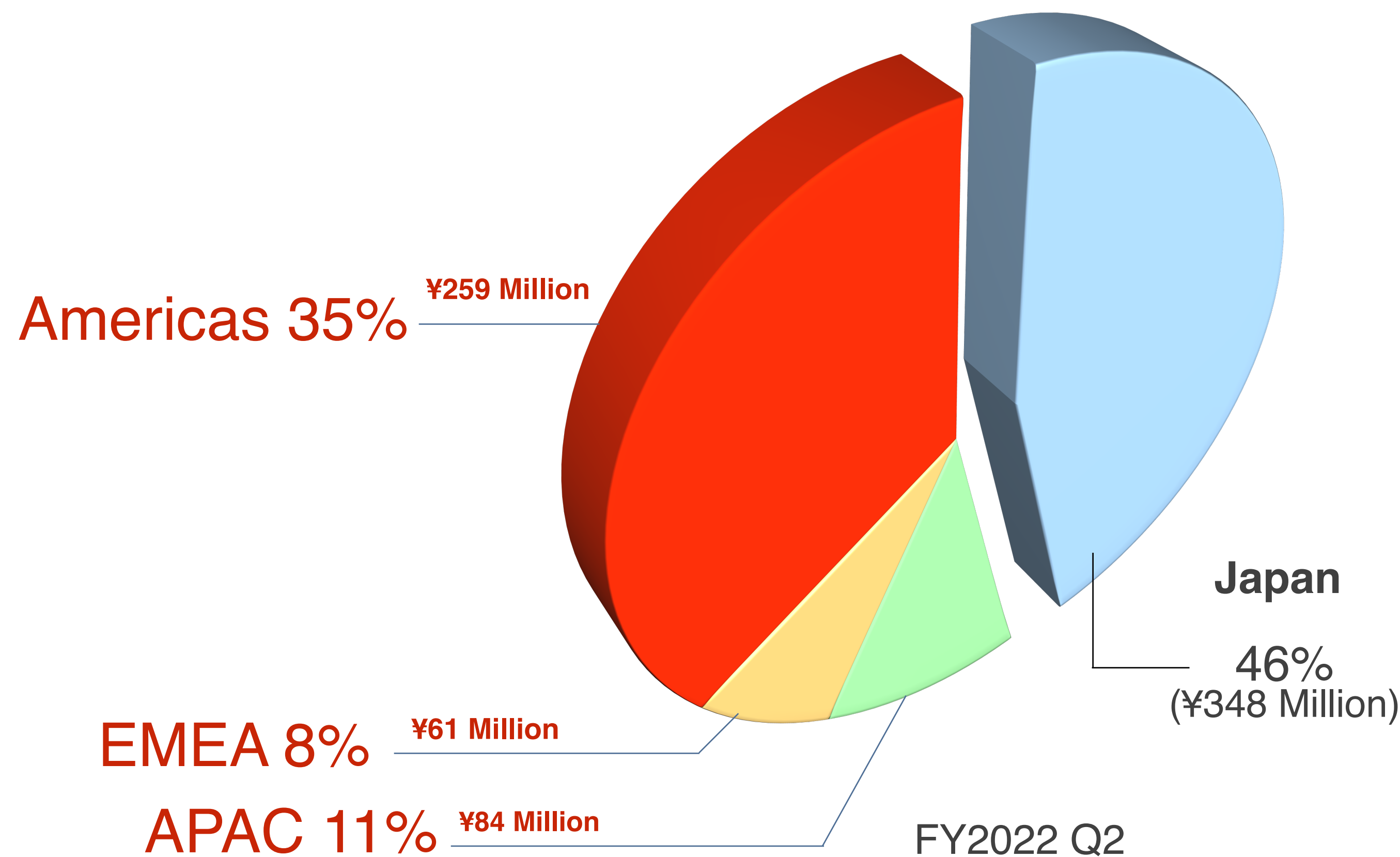
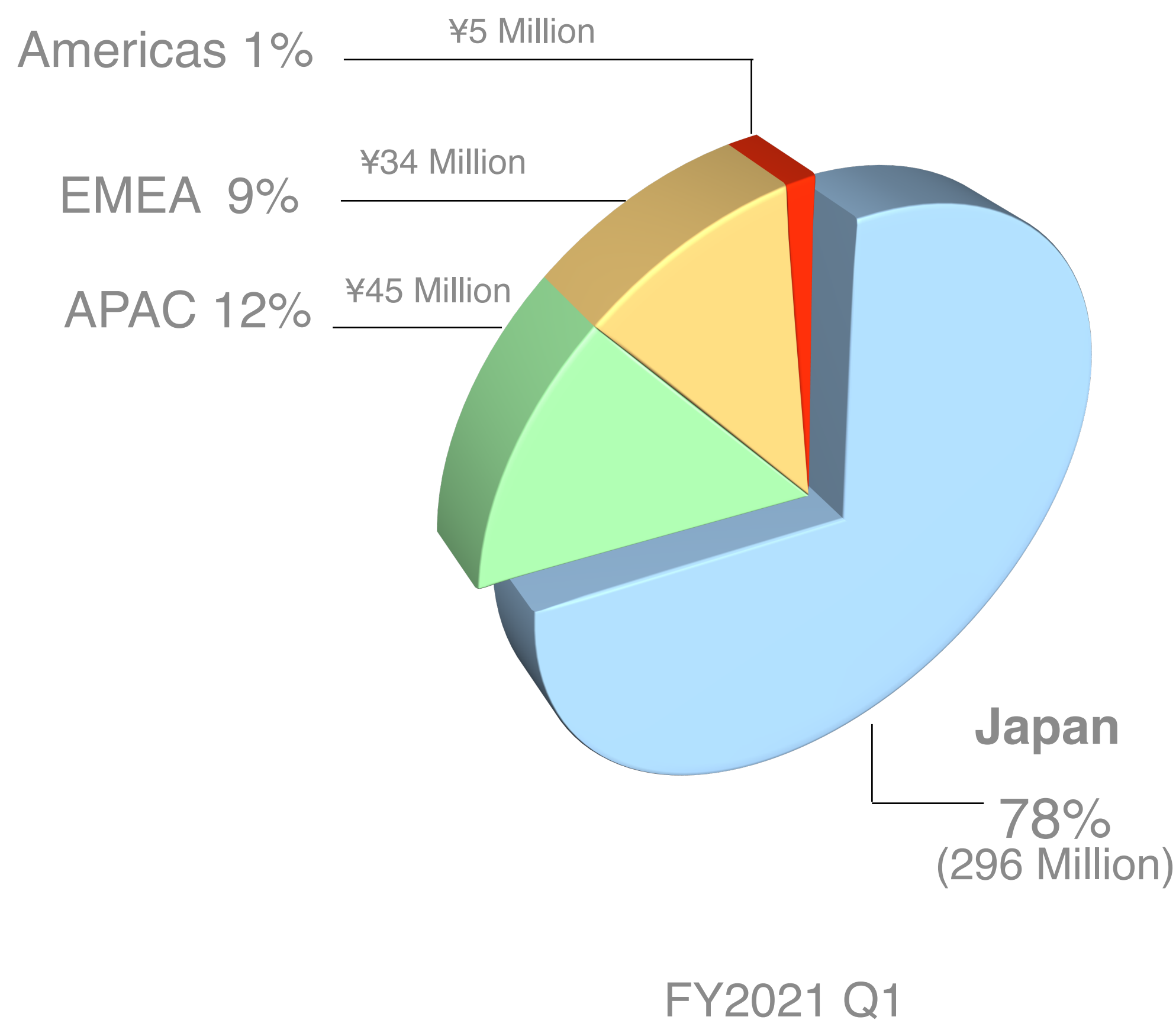
**③ Subscription fee from JUKUSUI  
Sleeping app**  
Due to M&A in the previous fiscal year

# Consolidated financial results (IFRS) by geographical region



## Significant increase of overseas sale (to 54% of total revenue)

Significant revenue growth due to acquisition of treatment sites in the U.S.; sales in APAC and EMEA also improved over 80%



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

(Unit: Millions of yen)

FY2022 - Q1 (FY2021 - Q1)	Rental	Sales	Service	Total
Japan	280 (255)	21 (12)	47 (29)	348 (296)
Americas	6 (5)	17 (0)	236 (0)	259 (5)
EMEA	40 (19)	- (0)	20 (14)	61 (34)
APAC	79 (45)	5 (-)	0 (0)	84 (45)
Total	406 (325)	42 (13)	304 (43)	751 (380)

# Disclaimer

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