

**Consolidated Financial Result Briefing
for the Nine Months ended December 31, 2022**

**CYBERDYNE, Inc.
February 14, 2023**

Consolidated financial results (IFRS)

Year-on-year comparison for the nine months ended December 31, 2022



Revenue: 2,374M (+76% YoY)
Operating profit: ¥-749M (-93M YoY)
Final profit: ¥68M (Improved by 659M YoY)

(Unit: Millions of yen)

	FY2021 Q1-Q3	FY2022 Q1-Q3	+/-	+/-%
Revenue (Gross profit)	1,347 (984)	2,374 (1,482)	+1,027 ^{*1} (+497)	+76.3% ^{*1} (+50.5%)
Operating profit	-656	-749	-93 ^{*2}	—
Profit before tax	-554	112 ^{*3 *4}	+666	—
Profit attributable to owner of the parent	-590	68	+659	—

***1 Increase in revenue (1,027M) (YoY)**

Rental +190M (HAL for overseas)
 Sales +54M (Increase of sales of product for research)
 Service +782M (Treatment service by RISE Group in USA)

***2 Increase in SG&A (631M) (YoY)**

SG&A expenses of consolidated subsidiary acquired
 through M&A +694M

***3 Exchange gain 55M (in finance income)**

***4 Gains related to investment securities 851M (Net)**

Finance income (gain on valuation) +588M
 Gains related to CEJ +263M

Ref) revenue related to investment securities in the
 first half of the previous fiscal year 86M (net)

Consolidated financial results (IFRS)

Performance trends



[Q3 Results] Revenue +5% QoQ, +59% YoY

(Unit : Millions of yen)

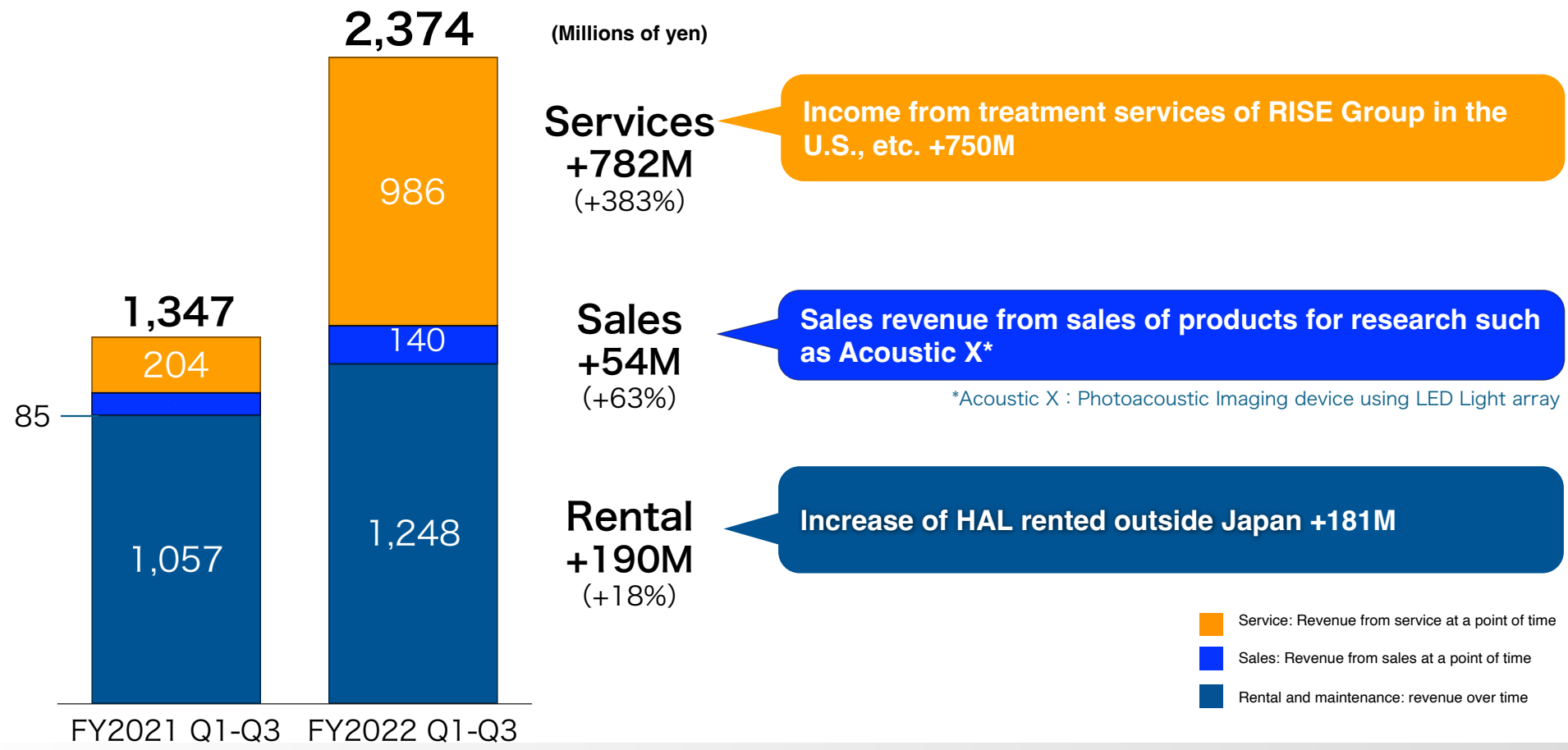
Consolidated statement of profit or loss	FY2021	FY2022				Quarter on Quarter		Year on Year	
	Q3	Q1	Q2	Q3	Q1-Q3	+/-	+/-%	+/-	+/-%
Revenue	521	751	791	831	2,374	+41	+5.1%	+310	+59.4%
Cost of sales	156	261	292	339	892	+47	+16.1%	+183	+117.1%
Gross profit	365	490	499	492	1,482	-6	-1.3%	+127	+34.8%
R&D expenses	173	151	182	161	494	-21	-11.3%	-12	-6.7%
Other SG&A	401	568	594	652	1,814	+58	+9.8%	+250	+62.4%
Other income/ expenses	34	51	12	13	77	+1	+6.0%	-21	-61.3%
Operating profit	-175	-178	-264	-307	-749	-43	-	-133	-
Finance income/ expense	3	541	134	10	685	-123	-92.3%	+8	+289.6%
Other	8	9	132	36	176	-96	-72.9%	+28	+371.3%
Profit before tax	-164	372	1	-261	112	-263	-	-97	-
Profit attributable to owner of the parent	-162	241	27	-200	68	-226	-	-37	-

gain on valuation difference of investments securities +109M, translation of foreign operations -99M

Consolidated financial results (IFRS) by types of transaction



Increase service sales by acquiring treatment service locations in the U.S.



Number of operating units

Growth of Medical Lower Limb Type (overseas) and Single Joint Type (domestic) rentals

(Unit: Millions of yen)

Product classification		FY2021 Q3	FY2022 Q3	(Ratio)
For Hospitals (improving function)	HAL Lower Limb Type (Medical)	413	505 *1	40%
	HAL Lower Limb Type (Non-medical)	141	131	10%
	HAL Single Joint Type	92	135 *2	11%
Care support and well-being	HAL Lumbar Type	194	178	14%
Labor Support	HAL Lumbar Type	78	51	4%
Cleaning/disinfection/transportation robot		39	37	3%
Other		100	210	17%
Total		1,057	1,248	100%

*** 1 HAL Lower Limb Type (Medical)**

The main factors of the increase in sales were from APAC and Europe

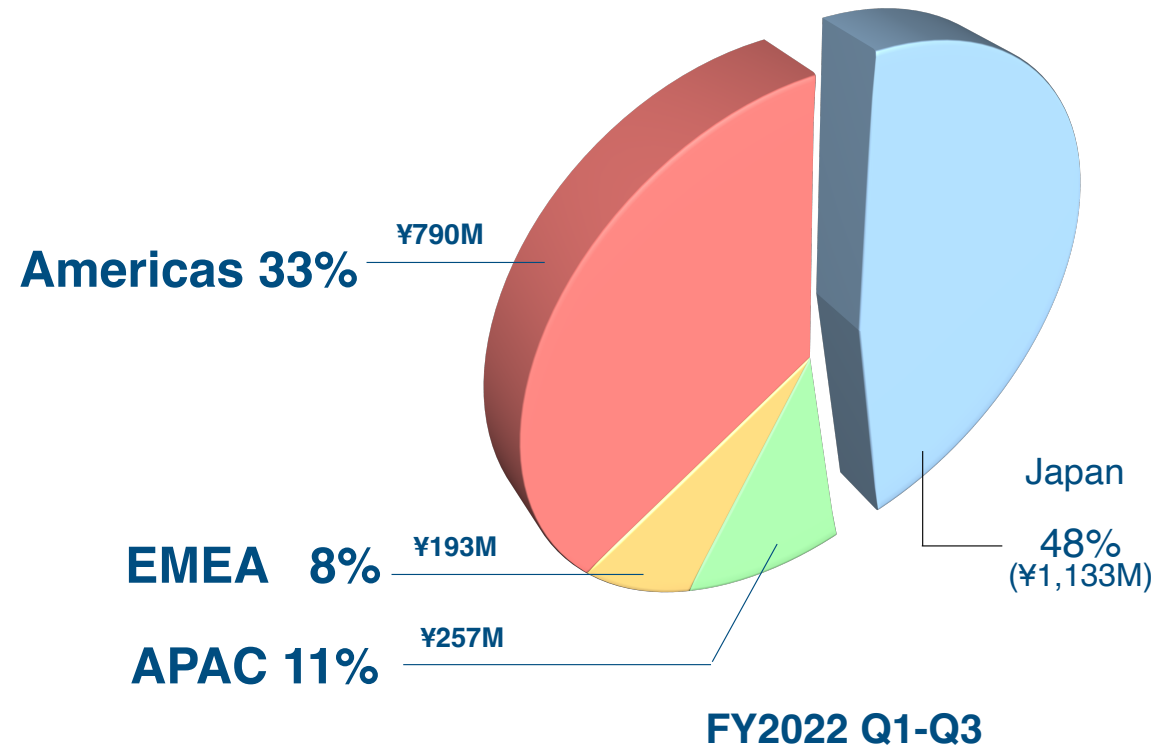
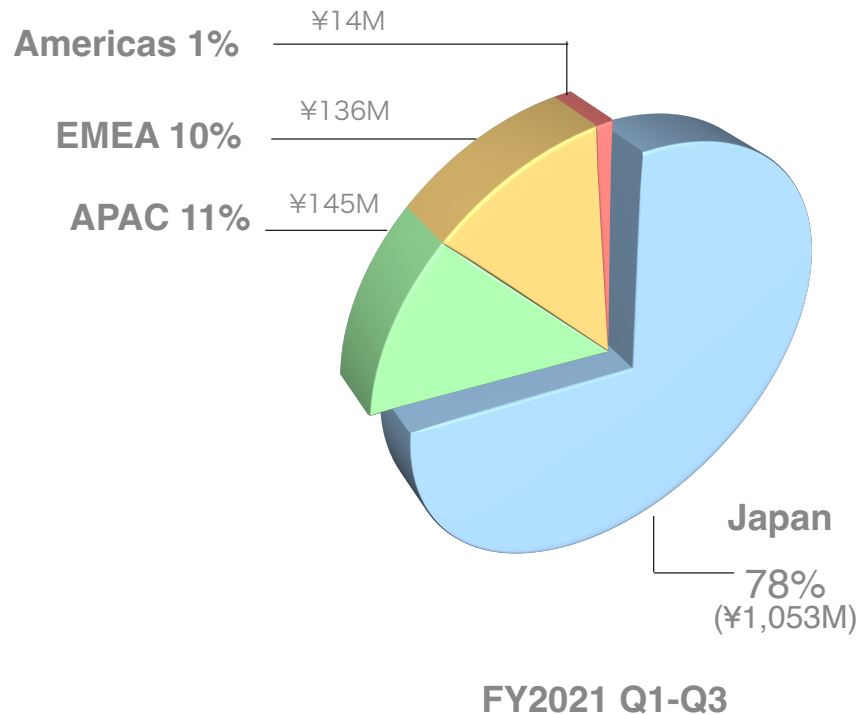
*** 2 HAL Single Joint Type**

The main factors of the increase in sales were Japanese hospitals

連結売上実績 (地域別)

Significant increase of overseas sale +946M (22% to 52% of total revenue)

- Significant increase in revenue due to the acquisition of treatment sites in the U.S.
- APAC increased sales by 78% and EMEA increased sales by 43%



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

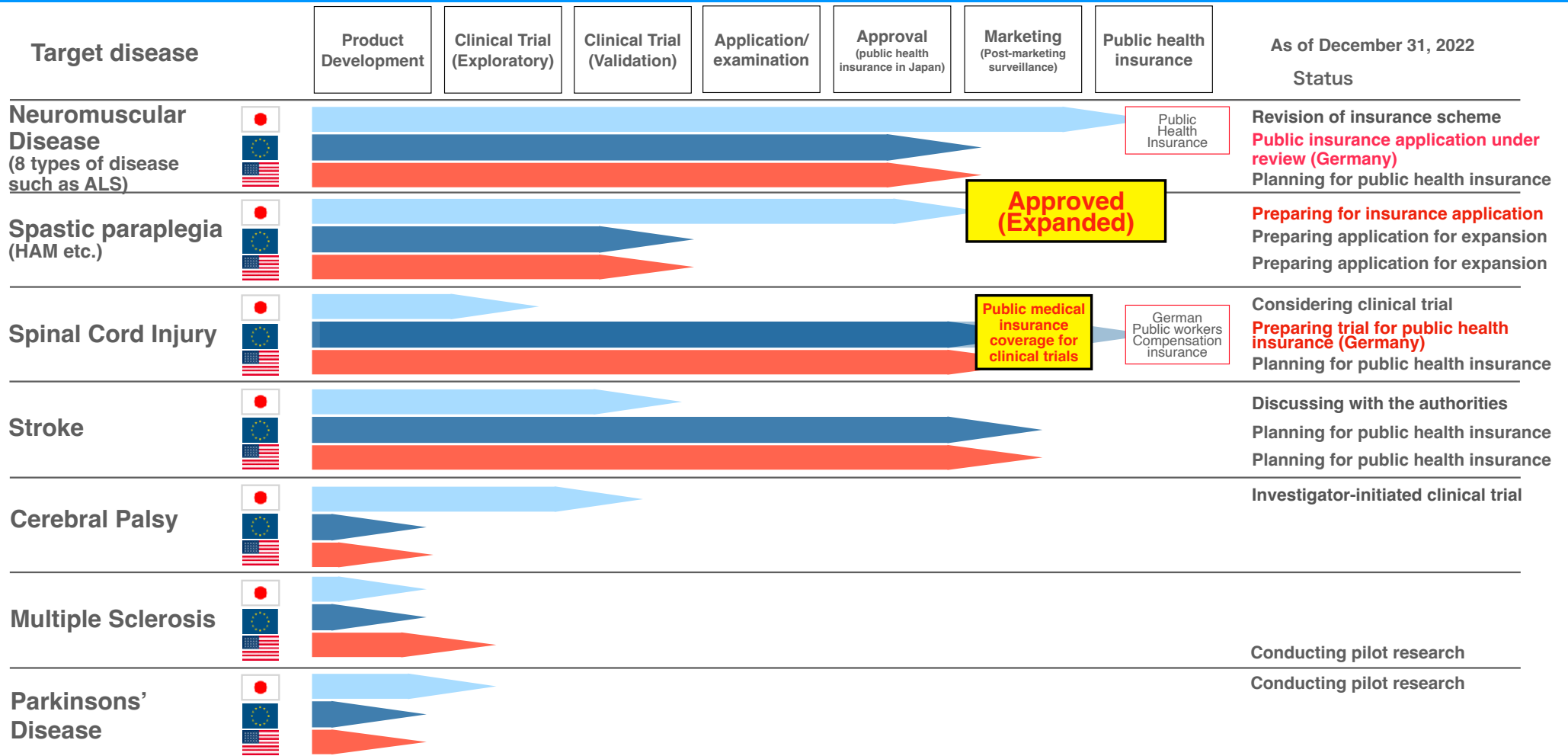


Significant revenue growth in U.S. services and rentals in EMEA and APAC

(Unit : Millions of yen)

FY2022 Q1-Q3 (FY2021 Q1-Q3)	Rental	Sales	Service	Total
Japan	835 (824)	114 (76)	185 (154)	1,133 (1,053)
Americas	23 (14)	17 (0)	750 (0)	790 (14)
EMEA	144 (77)	0 (9)	50 (50)	193 (136)
APAC	246 (143)	10 (1)	1 (0)	257 (145)
Total	1,248 (1,057)	140 (85)	987 (204)	2,374 (1,348)

Development pipeline



The above situation encompasses HAL products (Lower Limb Type and Lumbar Type).
The Single Joint Type has already obtained medical device approval in Japan and the U.S. without limitation on target diseases.

Status of approvals by diseases and countries

Significant progress in medical devices in the U.S., Europe, and Asia

【HAL for Medical Use Lower Limb Type】

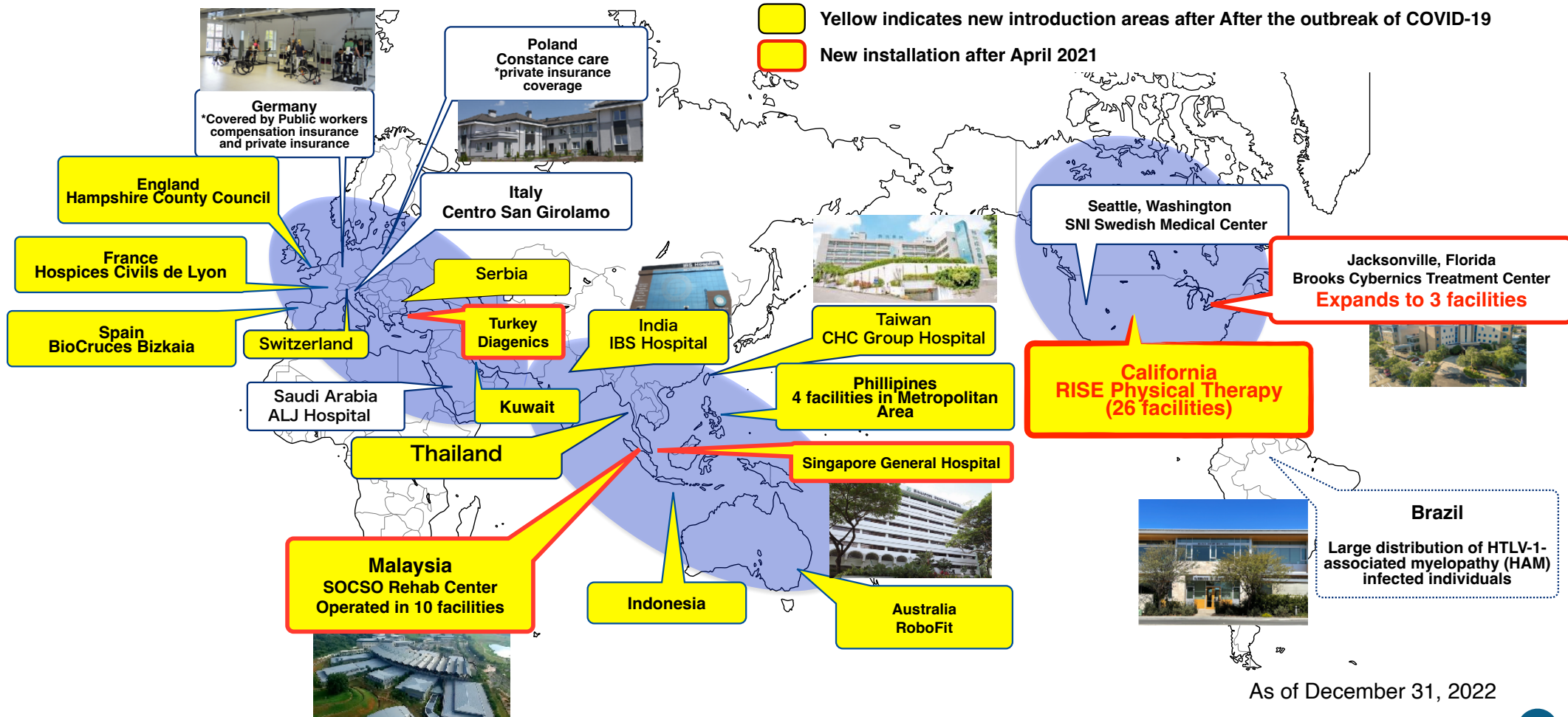
As of December 31, 2022

		Stroke	Spinal Cord Injury	Neuromuscular disease*
Japan		(Discussing the result of the clinical trial)	(Planning clinical trial) (HTLV-1-associated myelopathy and hereditary spastic paraplegia are approved)	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

Overseas expansion of HAL

Progress in US, EU and APAC despite COVID



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