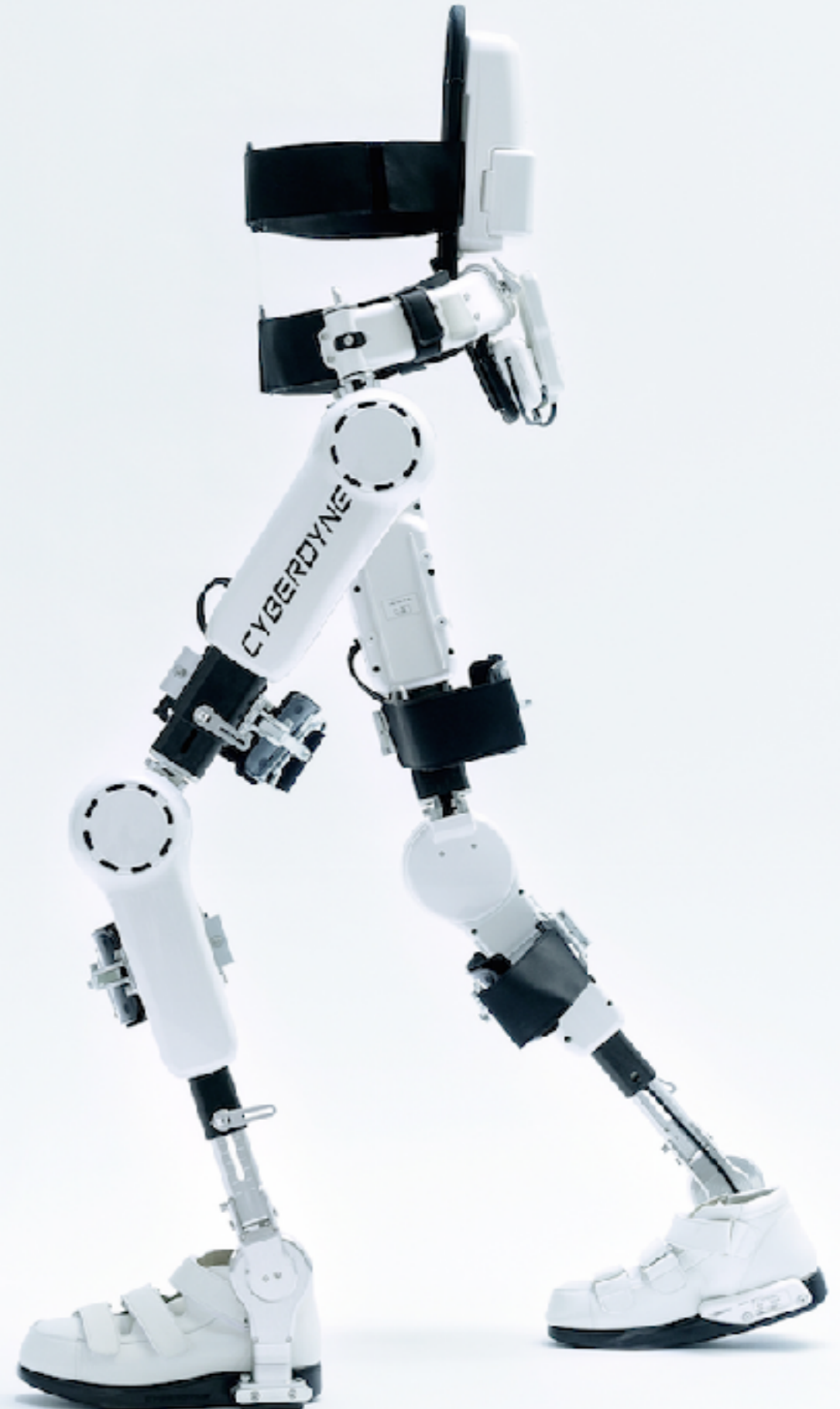




# **CYBERDYNE, Inc. Financial Results for Year Ended March 31, 2017**

**May 15, 2017**



## CYBERDYNE won the Prime Minister's Award (Nippon Venture Awards) (2017/2/20)

『CYBERDYNE, which was selected for the Prime Minister's Award, fuses people, robots and IT to change medicine and our lives. CYBERDYNE's "HAL" is the worlds' first dream robot suit for those who suffer from impairments due to diseases or injuries, helping them to walk with their own feet.』

-Excerpt from the speech of Prime Minister Abe (Trial translation by CYBERDYNE)-



# German Minister of Health gives a high rating for implementation of HAL HAL symposium at Bergmannsheil University Hospital/CCR (2017/2)



**Mr. Hermann Gröhe  
Federal Minister of Health**



**Prof Dr.Yoshiyuki Sankai  
Cyberdyne Inc.**



**German Minister of health gives a high rating for implementation of the medical robot suit**



**“It is a great example that shows how technology can make contribution to mankind.”**

コピーライト: Volker Daum/Bergmannsheil

NRW.INVEST News 2017-04  
(Trial translation by CYBERDYNE)

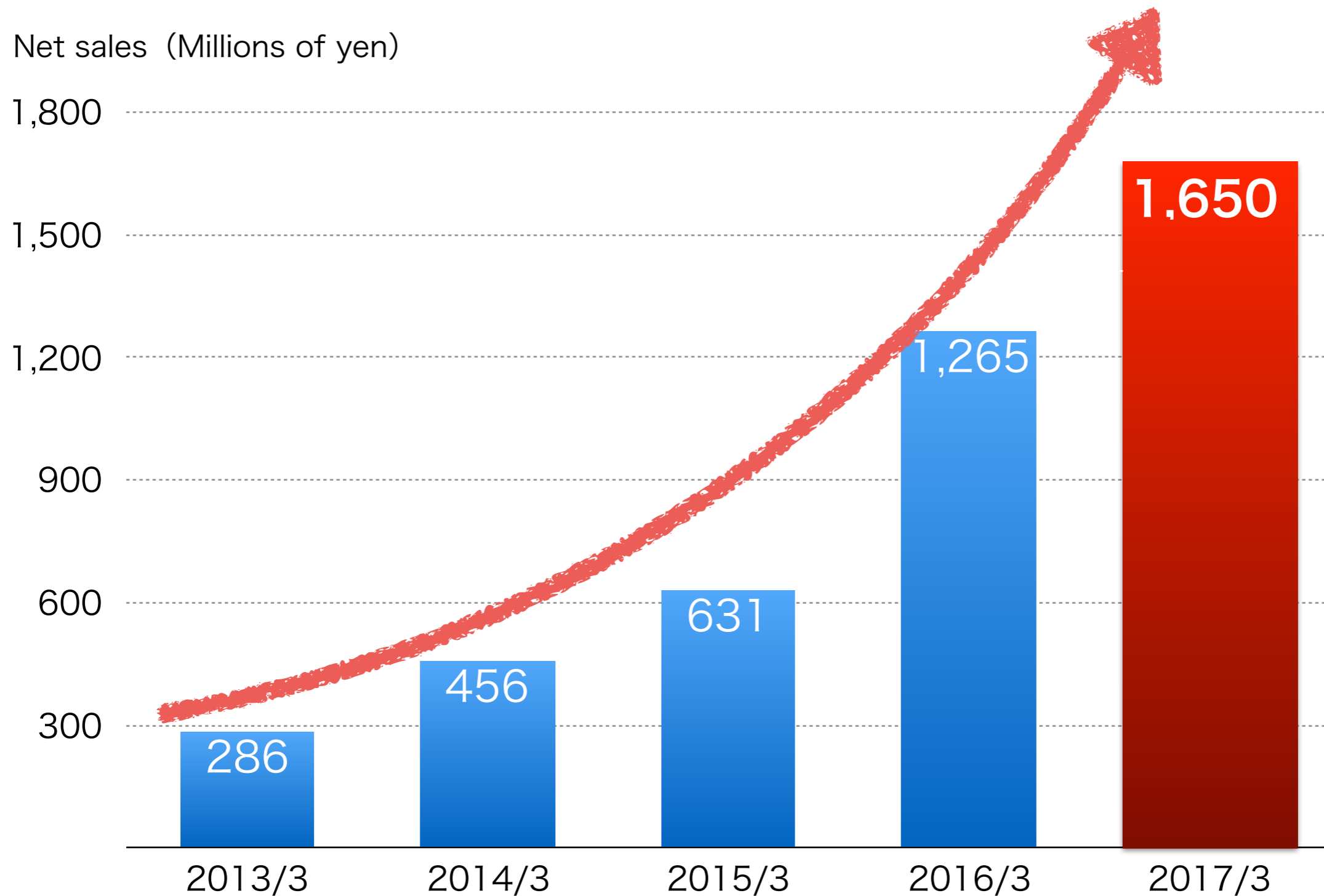
# Explaining the cutting-edge technologies from Japan to the leaders of Japan and Germany

CeBIT 2017@Hannover, Germany(2017/3)



# Consolidated Net Sales

**30% increase in net sales compared to the previous fiscal year**



# Consolidated financial results



~Year on Year Comparison~

## 30% increase of net sales / improvement of 120 million in operating loss

【Consolidated statements of income (cumulative) of fiscal year ended March 31, 2017 (FY2016)】 Unit: Millions of yen

Items	FY2016				FY2016 (Apr.1, 2016- Mar.31, 2017)	FY2015 (Apr.1, 2015- Mar.31, 2016)	+/-	Comments
	Q1 (Apr.1-Jun.30)	Q2 (Jul.1-Sep.30)	Q3 (Oct.1-Dec.31)	Q4 (Jan.1-Mar.31)				
Net sales	272	329	454	595	1,650	1,265	385	<ul style="list-style-type: none"> <li>Medical HAL : Increase of rental units due to public health insurance coverage</li> <li>HAL for Care Support : Increase of operating units due to release of new model and subsidy program by Ministry of Health, Labour and Welfare</li> </ul>
Cost of sales	91	124	152	204	571	401	170	
Gross profit	181	205	302	390	1,079	864	215	
R&D expenses	232	196	226	248	903	1,002	-99	
Other SG&A expenses	307	345	343	352	1,348	1,154	194	taxes and dues +79, fees for lawyers and patent +25, consumables expenses (mainly related to the Fukushima production base) +25, depreciation +22
Operating loss	-358	-336	-267	-210	-1,172	-1,292	120	
Non-operating income	144	890	117	91	1,242	706	537	decrease of subsidy income from research and development -141 increase of subsidy income (mainly related to the Fukushima production base) +669
Non-operating expenses	109	741	-3	6	853	124	729	share issuance cost for conversion of CB 96 (non-recurring), interest expenses -38, Increase of loss on reduction from the non-current assets (mainly related to the Fukushima production base) +669
Ordinary loss	-323	-187	-147	-125	-783	-710	-73	
Net loss attributable to CYBERDYNE, INC.	-325	-190	-148	-127	-789	-718	-71	

**Positive factors** : Increase of gross profit due to growth of net sales (+215), decrease of R&D expenses (-99), decrease of interest expenses (-38)

**Negative factors** : Non-recurring CB conversion cost (+96), increase of other SG&A expenses including taxes and dues (+194) decrease of consigned research income (-141),

Note: Non-operating income (subsidy income) and the non-operating expense (loss on reduction of non current asset), both related to the Fukushima production base do not impact the financial results.

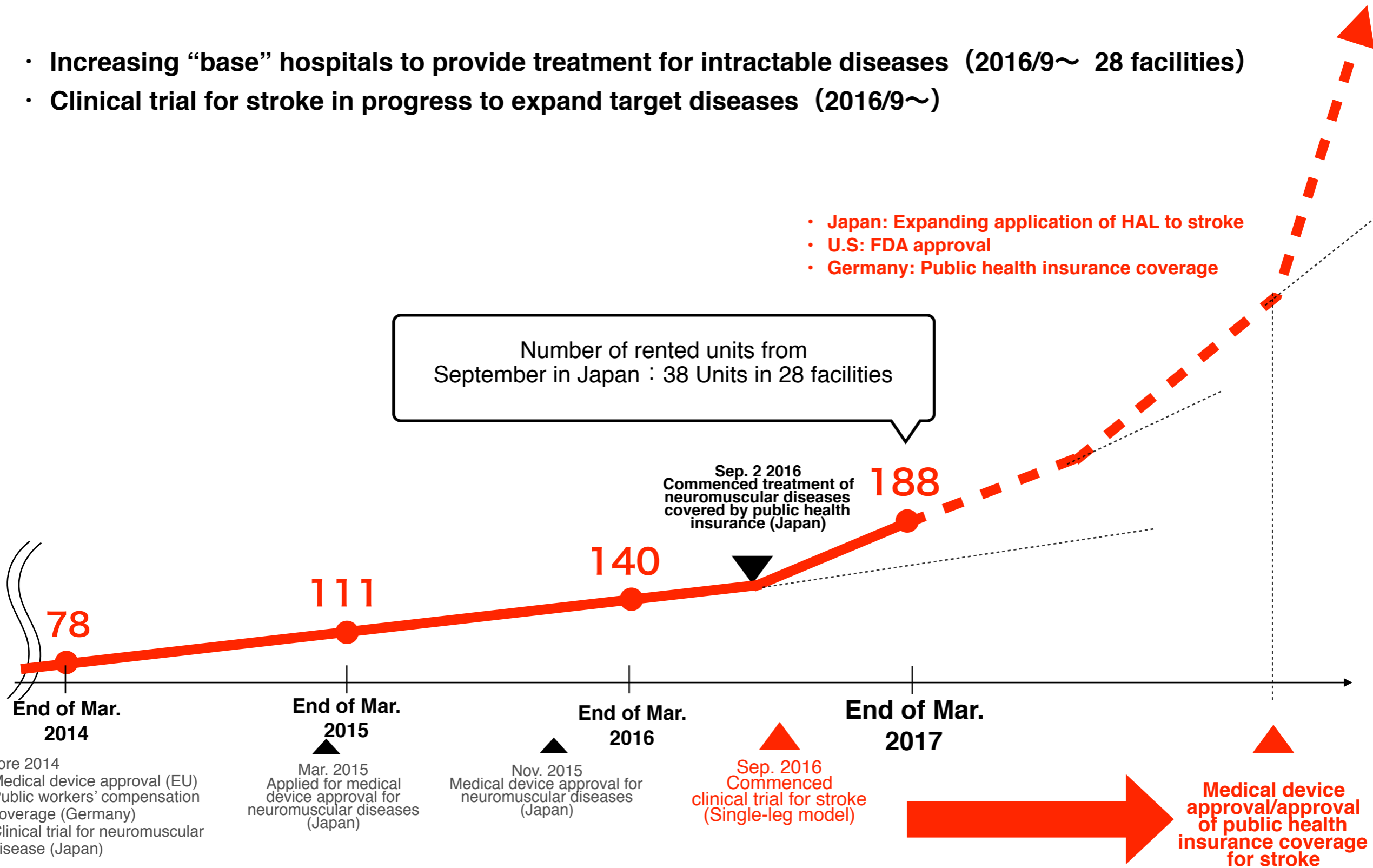
# Number of units in operation

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

- Increasing “base” hospitals to provide treatment for intractable diseases (2016/9~ 28 facilities)
- Clinical trial for stroke in progress to expand target diseases (2016/9~)

- Japan: Expanding application of HAL to stroke
- U.S: FDA approval
- Germany: Public health insurance coverage

Number of rented units from September in Japan : 38 Units in 28 facilities



# Clinical trial for stroke patients has started (2016/9~)

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**Stroke : Number 1 cause of paraplegic aftereffects. 1.2 million patients**

- Investigator-initiated clinical trial with single leg type launched**
- Aims for medical device approval and expansion of the target disease of Cybernic treatment**

There are number of treatment methods tried on stroke patients to recover their walking ability. However, depending on the level of their disorder, there are limits on recovery of their walking ability. This makes it difficult for considerable population of those patients to return to the society. Our clinical research found out that HAL® for Medical Use may enable those patients to recover walking ability beyond the limit of other treatment methods (a submitted essay which covers this finding has already been accepted).

This clinical trial will investigate how much further the treatment conducted by HAL® for Medical Use (Single-Leg Model) can add to the recovery of walking ability with other treatment methods. Institutional Review Board of University of Tsukuba Hospital approved this initiative to conduct the clinical trial and clinical trial plan was submitted to the Pharmaceutical and Medical Devices Agency ("PMDA") in August 31, 2016.

HAL for Medical Use (Double-Leg Model) has already obtained the manufacturing and distribution approval under Japan's Pharmaceutical and Medical Device Law ("PMDL") as a innovative medical device to delay the progress of slowly progressive neuromuscular disease patients such as Amyotrophic Lateral Sclerosis and Muscular Dystrophy. "Stroke", the targeted disease for this clinical trial is known to be a disease with vast numbers of 1,179 thousand patients and the medical fee required to treat these patients is said to be JPY 1 trillion and 773 billion, fee large enough to compress the national medical budget. It is also known to be the number 1 cause of paraplegic aftereffects, forcing patients to use care support. If we succeed on realizing Cybernic treatment for stroke patients, utilizing HAL for Medical Use, introduction of these robotic treatment devices to medical facilities is anticipated to accelerate, making contribution to solve one of the social problem that this country faces.

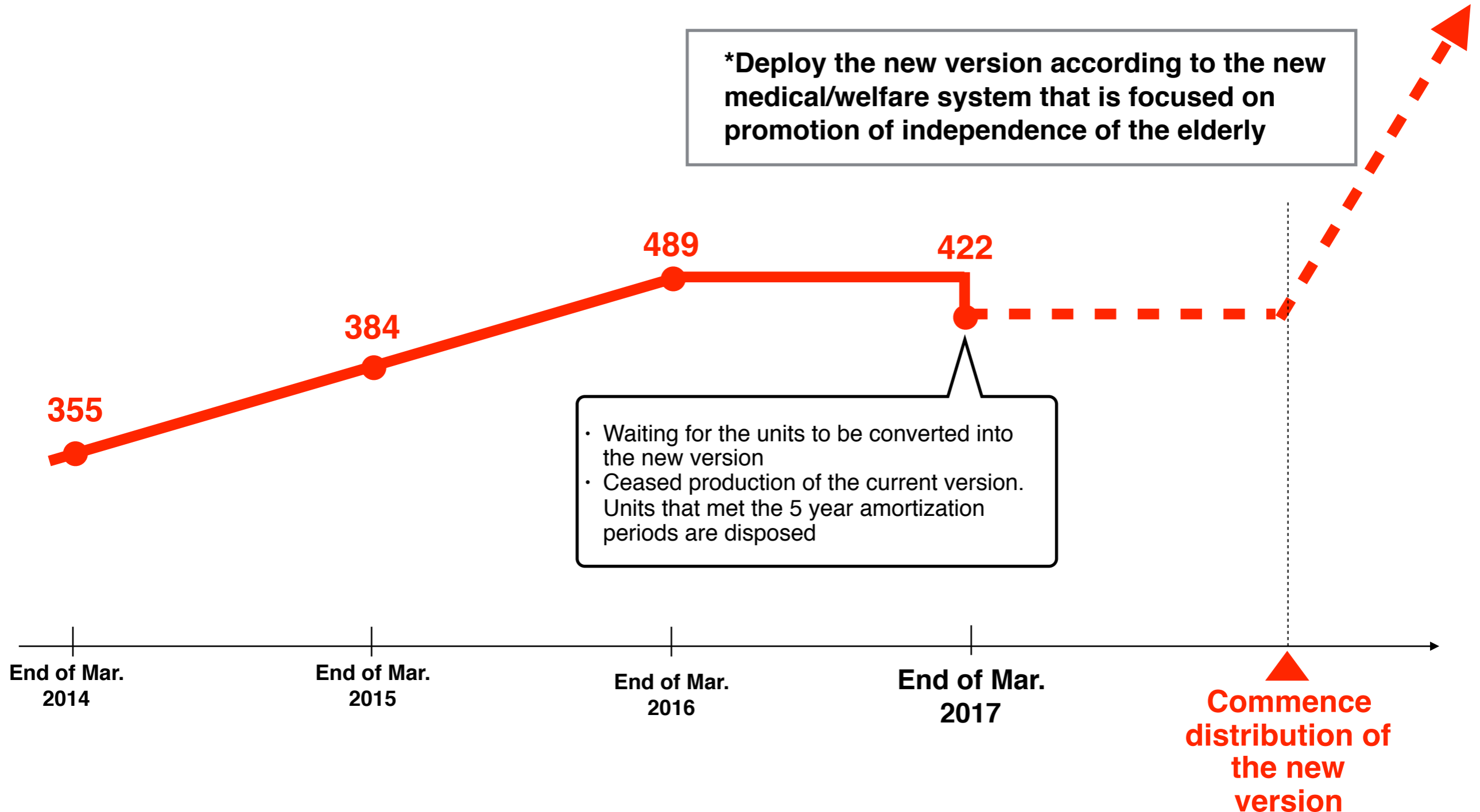
\*Excerpts from press release made by University of Tsukuba Hospital and Prefectural University of Health Sciences Hospital on Sep 30, 2016 (trial translation by CYBERDYNE)



# Number of units in operation

## -HAL for Living Support (Lower Limb Type)

### Preparing a new version capable of “promoting independence of those in need of care support”

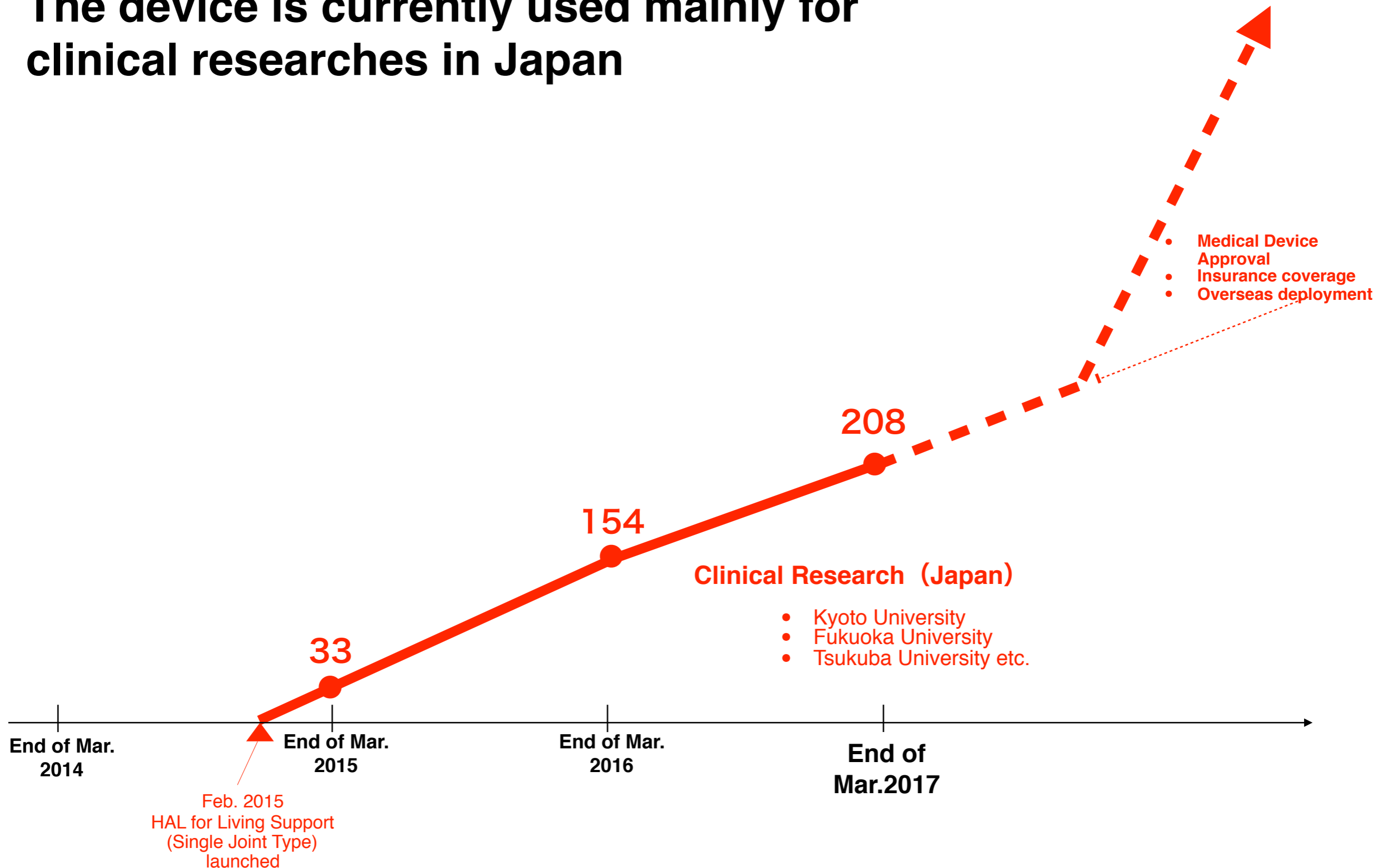


# Number of units in operation



## -HAL for Living Support (Single Joint Type)

The device is currently used mainly for clinical researches in Japan

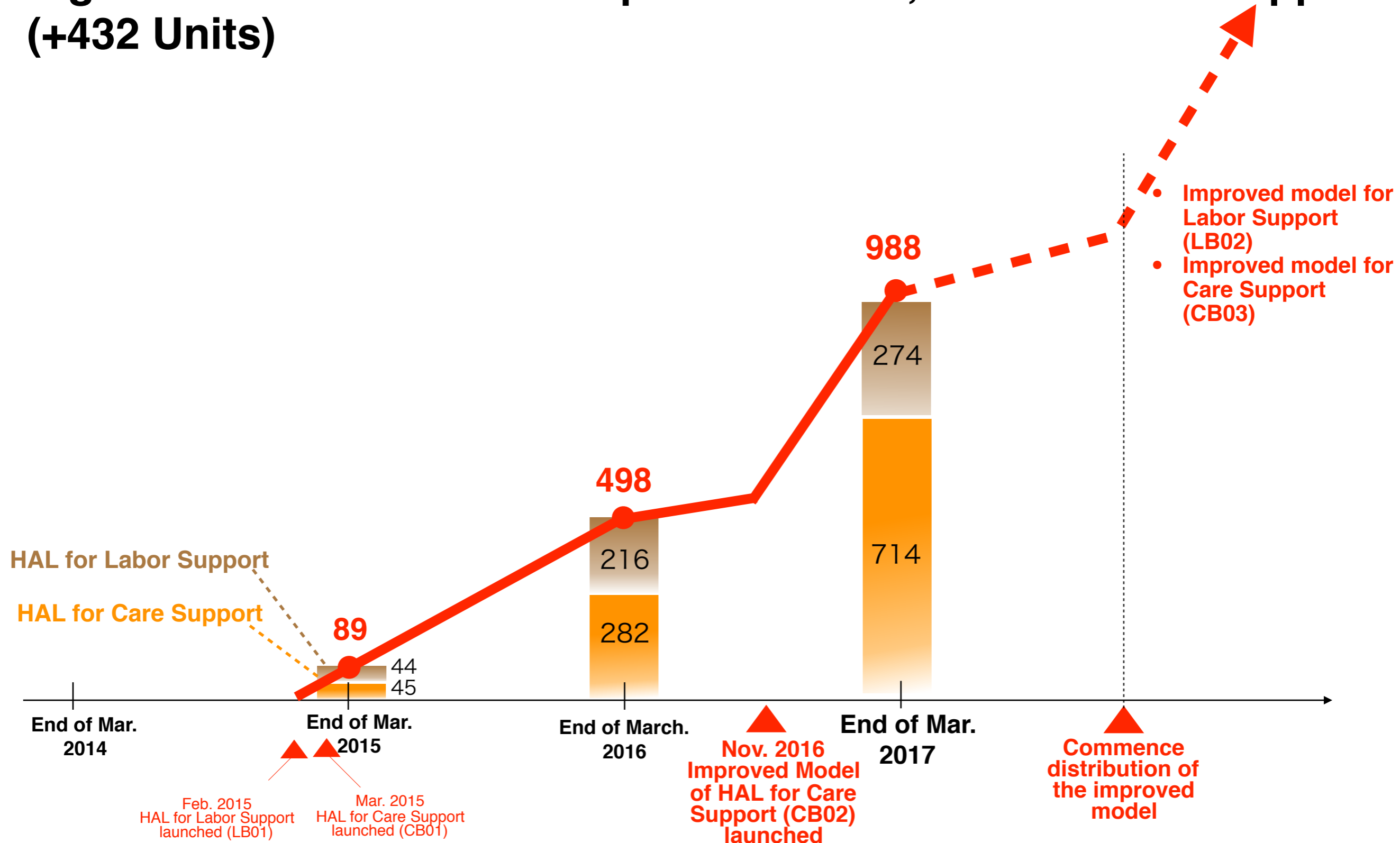


# Number of units in operation



-HAL for Care/Labor Support (Lumbar Type)

## Significant increase of an improved model, HAL for Care Support (+432 Units)



# Business highlights



<b>Medical device approval and insurance coverage</b>	<ul style="list-style-type: none"><li>▪ <b>Japan:</b> For Intractable diseases: Started world's first treatment covered by public health insurance (2016/9)→continue to increase the “base”hospitals Daido Life announces the world's first private insurance product “HAL Plus rider” (2017/5) For Stroke: Clinical trial in progress towards expansion of target diseases (From 2016/9)</li><li>▪ <b>USA:</b> Discussion with FDA in process to obtain medical device approval in a format that allows for Medical HAL to be identified as a new and unique robot treatment device</li><li>▪ <b>Europe:</b> Application in process to obtain public health insurance coverage in Germany</li></ul>
<b>Product development</b>	<ul style="list-style-type: none"><li>▪ <b>Medical HAL (SS Size):</b> Expanding the range of applicable height (lowering the minimum height requirement to 100cm)</li><li>▪ <b>HAL (Single Joint Type):</b> Proceeding clinical research to obtain medical device approval</li><li>▪ <b>Vital Sensor:</b> Consulted with PMDA. Proceeding with application for approval as a medical device</li><li>▪ <b>HAL (Lumbar Type):</b> Improved model launched for HAL for Care Support (Nov. 2016) →improved model for Labor Support will follow shortly after</li><li>▪ <b>Cleaning/Transportation Robot:</b> Upgrading in progress. Transport robot introduced to pharmaceutical factory and Cleaning robot introduced to Haneda Airport etc.</li><li>▪ <b>Cybernetic Switch (Communication device for ALS):</b> In final phase before productization</li></ul>
<b>Base strengthening and development</b>	<ul style="list-style-type: none"><li>▪ <b>Tsukuba:</b> Planned to be turned into social implementation acceleration area for Cybernic technologies (Cybernic City)</li><li>▪ <b>Tokyo Area (Haneda/Kawasaki):</b> Preparing base for medical innovation, acceleration and global distribution</li><li>▪ <b>Fukushima Area (Koriyama):</b> Shaping the next-generation production base where robot and human works together</li></ul>
<b>Business Development</b>	<ul style="list-style-type: none"><li>▪ <b>Deployment to the new market:</b> Cybernic treatment will be introduced to Saudi Arabia (2017/3)</li><li>▪ <b>Private insurance (accident insurance):</b> Entered business alliance with AIG group (2016/11) New insurance product under development</li><li>▪ <b>Next-gen system:</b> Invested in Works Applications based on business alliances (2017/5)</li><li>▪ <b>Next-gen airports :</b> Introduced Cybernic technologies to Haneda (Limousine Bus terminal) and Narita (ANA)</li><li>▪ <b>Business collaboration:</b> Combining drugs and medical devices, regenerative medicine, robotics, AI, IoT and Big Data</li></ul>

# Status of medical device approval and insurance coverage



Medical use		Process for insurance coverage				
Market (Applicable laws and regulations)		Product development / clinical research	Equipment safety test / Clinical safety test / Preparation and documentation for application / Clinical study	Application for approval	Approval as a medical device (Examination)	Insurance coverage (public / private insurance) (of coverage)
EU				Covered by Public workers' compensation insurance (Germany) (Aug, 2013)		Application in process to obtain public health insurance coverage (Germany) (Oct 2015~)
U.S.				Applied for FDA (Changed to 510K) (June, 2015)		Discussing with the FDA to obtain medical device approval in a format that allows for Medical HAL to be identified as a new and unique robot treatment device. (Nov 2016)
Japan				<Neuromuscular disease> Applied for medical device approval (March, 2015)	<Neuromuscular disease> Obtained medical device approval (Nov, 2015) Determination of insurance price (Apr, 2016)	<Neuromuscular disease> Treatment covered by public health insurance commenced (Sep 2016) <Stroke> Clinical trial in process (from Sep 2016)

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

# New model of HAL for Care Support : Can be used for various tasks such as bathing support

Sit-up support



Transfer support



Bathing support



Transfer support (upon bathing)



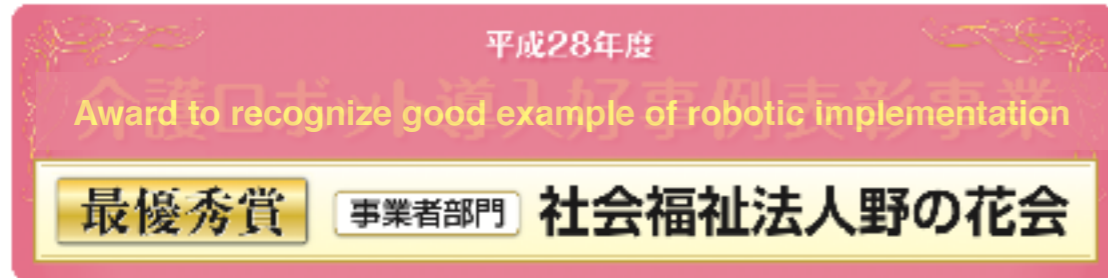
# Facility that implemented HAL for Care Support wins the grand prize (2017/3)

社会福祉法人野の花会

Social welfare corporation Nonohana-kai

Our workers says “we are glad that we chose a facility where we could learn about care with reduced back pain and workload” which suggests the rising awareness towards advanced care. Also I hear more people say “I want to work in a facility that implements robots for care support” during their job interview and we had more people deciding to work with us.

Now we only need one staff member to do these tasks which used to take two and both our guests and staff members can feel safer and comfortable during their care work. As more staffs are now available, we can increase the time for other activities such as gait-training.



## 介護職のイメージチェンジを目指して ～HAL® 介護支援用ロボットの導入～ 社会福祉法人野の花会



【一人介助でも老害が安心・安全に】

### ■ 移乗動作での負担軽減を目指して

開始当初は椅子移乗の後床や日本むすせいの辺、トイレでの排泄も積極的に行ってきました。それを実践するにあたり、スライディングシート、ボード、リフト等の介護機器で負担の少ない介護を実施し、スタッフの腰痛予防や離職率低下に取り組んでまいりました。しかし、排泄動作をどうしても持ち上げる場面がある為、負担軽減を目的に平成27年4月に5台導入しました。

### ■ 装着したまま日常の業務が可能

腰にベルトを貼り、足からの電気信号を検知し腰への負担を25～40%軽減できます。重さは2.8kgと小型で軽量。長時間で装着でき、スイッチを使い分けることで装着したまま、福祉用具搬送を活用しての体位交換・歩行介助など日常業務が支障なく行えます。

### ■ 活用を定着させるまでの過程と導入後の効果

導入当初、ロボットは置いてあるとあってかあまり関心がなく、約半年間はロボットも腰の上に乗せたままでしたが、勉強会等の実施や業務計画の活用で使用頻度が上がりました。

- 1) 勉強会の開催：操作方法に対して全員が必ず参加できるように目標値を設定しました。「腰痛が軽減できる」「負担軽減となり働きやすい環境になる」「ぜひ活用してみよう」と意欲が出てきました。
- 2) リーダー会議の開催：負担のある場面での活用方法と、全スタッフが活用するための工夫と工夫（お客様とスタッフ）が関係動作を検討しました。
- 3) ケア会議の開催：導入目的や活用方法の伝達を行い意識統一を図り、業務標準を活用し、起床・食事・就寝介助時に決定して毎日の活用を徹底して、不慣れなスタッフに指導が行き届くよう徹底表

を作成しました。  
【導入後の効果】  
「腰痛も軽減し、負担の少ない介護が学べる職場を選んでよかった」と先進的介護についての金銭も高まり、求人の変更でも「介護ロボットを導入している施設で働きたい」と選んでくるようになりました。今後は、介護ロボットの技術向上を促進し人事志願に反映する予定です。

### ■ 2人介助から1人介助へ、お互いが安心・安全に

2人介助から1人介助となり、お客様もスタッフもお互いに安心・安全に、介助が出来るようになりました。その効果による介助人員での歩行訓練を行う時間が増えました。現在は更に選られた人材をいかに有効活用できるか業務効率を目指し有給取得率の上にも取り組んでいます。

### 【介護のイメージチェンジを目指して】

メディア等の取材を通じて、ご家族・スタッフの笑顔、学校の先生にもロボットに関心を持って貰うきっかけとなり、見学の方も増え介護現場へのイメージチェンジに役立ったと見られます。お客様利用時には介護ロボットを導入していることを「見える化」し、新しい介護スタッフ像を体験してもらい、夢と憧れを持って頂けるよう努力しています。一人一人が現社会に先駆けたテクノロジストであるという誇りをもって働けるよう介護職を価値ある「カッコいい」仕事とし、これまでのイメージを払拭できるような環境を整え、理事長、園長はじめ法人全体で取り組んでいます。

### ■ 忘れてはならない大切なこと

テクノロジー導入の際に大切なことはそれ以前に「真心」と「やさしい心」を忘れないスタッフの育成が根本であることを理事長・園長・スタッフは決して忘れてはならないと考えています。



【装着したまま歩行介助もトイレ誘導も可能】

# HAL Introduced to Haneda Airport Limousine Bus Terminal

(2016/11)

Anticipates to expand the use of HAL to other Airport Limousine Bus Terminal.  
e.g. Narita airport

Carrying in suit cases



Providing care to wheel chair users



**Conducted verification trial for 1 year**  
→ **Effectiveness to reduce the workload have been confirmed**

## Comments

“HAL reduces the stress on the lower back”

“HAL makes luggage carrying easier”

“Even women and elderly can easily handle HAL”



# ANA introduces to Narita and other major airports in Japan

## Implemented 25 units to support various airport tasks (2017/4)

Can be strapped on easily and quickly



Luggage handling tasks



Cargo handling in the cargo-shed



Transporting passenger luggage on containers



# HAL for Labor Support (Lumbar Type) in various heavy labor

【Construction】 (Daiwa House: Carrying loads)



【Agriculture】 (Mikazuki farm : orange collection)



【Construction】 (Obayashi : Laying OA Panels)



【Logistics】 (Japan Post : Transferring packages)



## Collaboration with private insurance (Daido Life)

The world's first private insurance product that could cover the treatment fee of Medical HAL (Daido Life 2017/5)



NHK 2017/05/07

# Collaboration with private insurance (Accident Insurance)

## Business alliance with AIG Japan (2016/11)



11/21 NHK

- 1) Planning, developing and selling **new accident insurance product** for Cybernic treatment
- 2) Spreading it to the **global market** including the U.S.
- 3) **Actively reducing risks** utilizing innovative Cybernics technologies  
→ Advancing towards “Zero Intensive Nursing- care society” where the entire society can receive the benefit

## Announced introduction of Medical HAL to Saudi Arabia (2017/3)

※Number of patients suffering from after effects of spinal cord injury:  
13 thousand new patients every year\* (almost double of 5 thousand patients in Japan)



The Nikkei, March 13

Signing ceremony : from the left, Mohammed Jameel (Chairman of ALJ), Muhammad Fakeih (Ministry of Economy and Planning), Yoshiyuki Sankai (President and CEO of CYBERDYNE)

# Investment in Works Applications based on business alliance

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(2017/5)

**Joint development of next generation systems with Cybernic technology towards realization of “Society 5.0”  
(super smart society)**



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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.**