(Delayed)

# Results of Operations for the First Half of FY2017

8 August, 2017 CYBERNET SYSTEMS CO., LTD.

### Code for periods

15.12/1H	First half of the fiscal year ended December 31, 2015
16.12/2Q	Second quarter of the fiscal year ended December 31, 2016
16.12/1H	First half of the fiscal year ended December 31, 2016
16.12	Fiscal year ended December 31, 2016
17.12/2Q	Second quarter of the fiscal year ending December 31, 2017
17.12/1H	First half of the fiscal year ending December 31, 2017
17.12E	Estimates for the fiscal year ending December 31, 2017

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Including Non-consolidated Performance and etc

# Business Summary of Financial Results for the First Half of the Fiscal Year Ending December 31, 2017

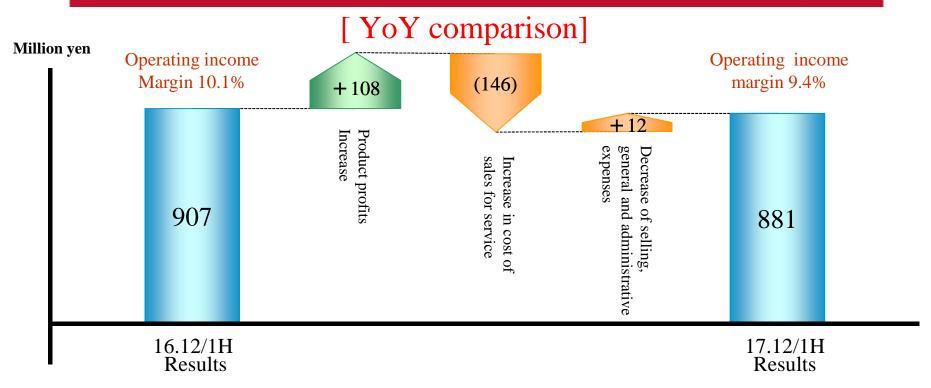
N	fil	li	on	vei

	17.12/1H	16.12/1H	YoY	YoY	17.12/1H	Change	Change
	Results	Results	Change Amount	Change %	Plan	Amount from Plan	% from Plan
Net sales	9,421	8,958	+462	105.2%	9,130	+ 291	103.2%
Operating income	881	907	(25)	97.2%	800	+81	110.2%
Operating income margin	9.4%	10.1%	(0.7P)		8.8%	+ 0.6P	
Ordinary income	927	899	+ 27	103.0%	850	+ 77	109.1%
Ordinary income margin	9.8%	10.0%	(0.2P)		9.3%	+ 0.5P	
Profit attributable to owners of parent	578	503	+ 75	115.0%	530	+ 48	109.2%
Profit attributable to owners of parent margin	6.1%	5.6%	+ 0.5P		5.8%	+ 0.3P	
Before amortization of goodwill Operating income	1,021	1,078	(56)	94.7%	925	+ 96	110.4%
Before amortization of goodwill Operating income margin	10.8%	12.0%	(1.2P)	_	10.1%	+ 0.7P	

\*P: Point

<sup>\*</sup> Net income has been renamed to profit attributable to owners of parent.

# [Consolidated] Changes in Operating Income CYBERNET SYSTEMS CO., LTD.



#### **Main Causes of Year-on-Year Changes**

#### O Main causes of product profit changes

Decrease due to the impact of foreign currency translation -7 million yen/ increase due to net sales increase -289 million yen/ decrease due to cost rate increase -154 million yen

Increase due to multiphysics analysis tool, and process integration and domain optimization tool steadily changed.

#### O Main causes of cost of sales for service and selling, general and administrative expenses changes

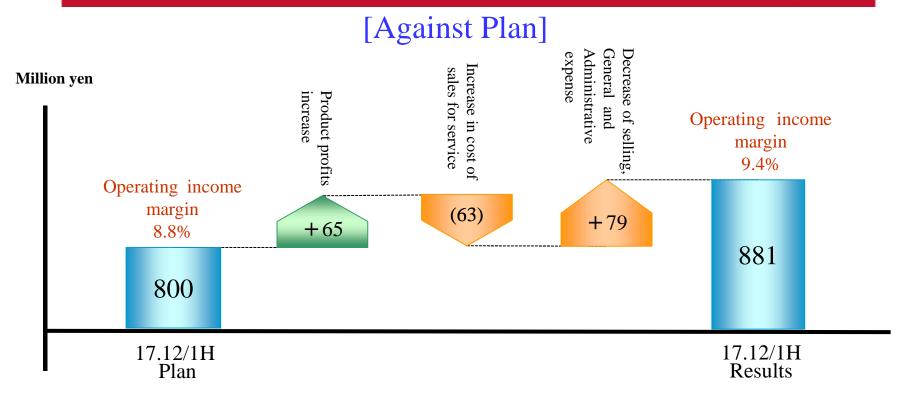
Decrease due to the impact of foreign currency translation -20 million yen/ personnel expenses increase due to the expansion of employment +74 million yen

#### O Main causes of operating income changes

The impact of foreign currency translation on operating income is +13 million yen

Decrease due to increase in cost of sales for service came from increase of cost rate and personnel expenses.

# [Consolidated] Changes in Operating Income CYBERNET SYSTEMS CO., LTD.



#### **Main Causes of Changes Against Plan**

#### O Main causes of product profits changes

Increase due to the impact of foreign currency translation +162 million yen/ increase due to net sales increase +62 million yen/ decrease due to cost rate increase -159 million yen

#### O Main causes of cost of sales for service and selling, general and administrative expenses changes

Cost increase due to the impact of foreign currency translation +175 million yen/ personnel expenses decrease due to recruitment decrease -43 million yen/ cost decrease -147 million yen

#### O Main causes of operating income changes

The impact of foreign currency translation on operating income is -12 million yen Achieve plan by net sales increase and cost decrease though cost rate increase

# [Consolidated] Balance Sheet

Million won

		_		Million yen	
		16.12	17.12/1H	YoY Change Amount	
Current	assets	15,680	16,474	794	
	Cash and deposits	2,777	2,538	(239)	
	Notes and accounts receivable-trade	3,950	4,404	453	
	Short-term investment securities	4,500	5,200	700	(i)
	Short-term loans receivable	3,068	3,052	(15)	
	Others	1,384	1,278	(105)	
Noncuri	ent assets	3,842	3,809	(32)	
	Property, plant and equipment	329	346	16	
	Intangible assets	2,747	2,638	(109)	(ii)
	Investments and other assets	764	825	60	
Total As	sets	19,522	20,283	761	
Current	liabilities	4,701	5,072	370	
	Accounts payable-trade	1,065	1,524	459	
	Income taxes payable	343	384	40	
	Advances received	2,035	2,078	43	
	Provision for bonuses	436	333	(102)	
	Others	820	750	(70)	
Noncuri	ent liabilities	1,278	1,300	21	
	Provision for retirement benefits	1,225	1,255	30	
	Others	53	44	(9)	
Total lia	bilities	5,980	6,372	392	
Total ne	t assets	13,541	13,910	369	(iii
Total lia	bilities and net assets	19,522	20,283	<b>761</b>	

# Main Causes of Changes from the End of the Previous Fiscal Year

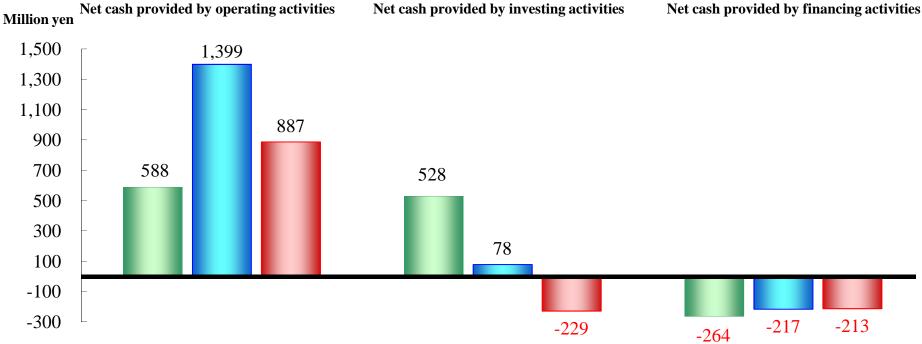
- (i) Short-term investment securities (up 700 million yen from the end of the previous fiscal year) Investments increased +700 million yen
- (ii) Goodwill (down 138 million yen from the end of the previous fiscal year) amortization -139 million yen/ foreign currency translation +1 million yen
- (iii) Total net assets (down 369million from the end of the previous fiscal year)

  Profit attributable to owners of parent +578 million yen/ dividend of earnings -204 million

# [Consolidated] Cash Flow Statement

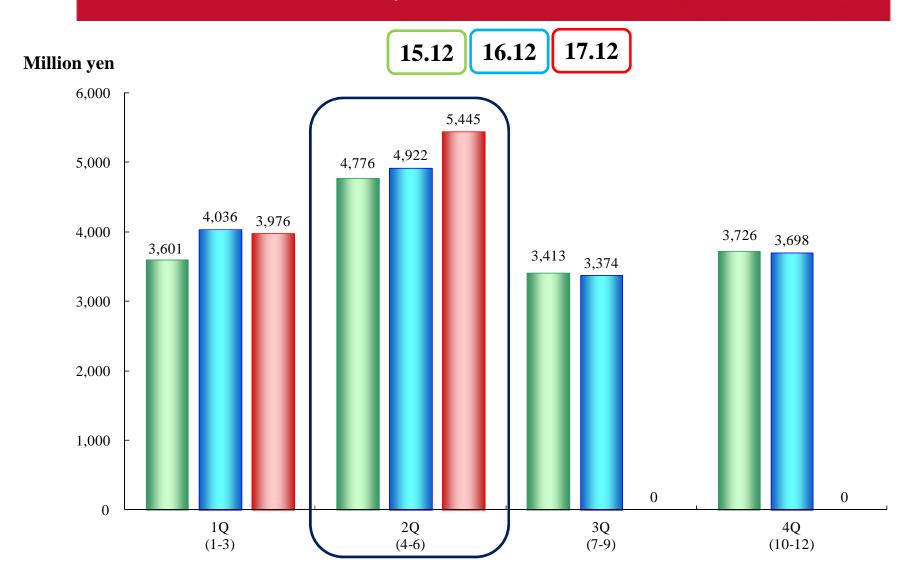
CYBERNET SYSTEMS CO., LTD.





#### Main Causes of Changes from the Previous Fiscal Year

- O Net cash provided by operating activities
  - ⇒ Negative cash flow due mainly to personnel expenses and an increase in income taxes paid.
- O Net cash provided by investing activities
  - ⇒ Negative cash flow, mainly due to a decline in inflows as a result of redemption of securities.
- O Net cash provided by financing activities
  - ⇒ Positive cash flow, mainly due to a decline in dividends paid.



# [Consolidated] Overview of Results by Segment

Million yen

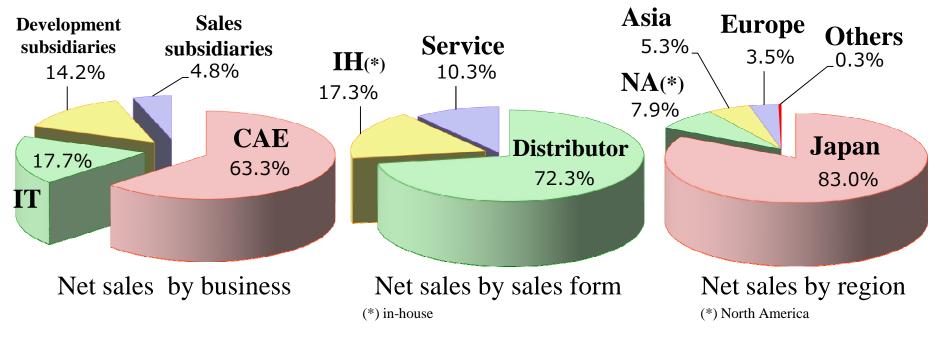
	16.12/1H	17.1	17.12/1H		
	Results	Results	YoY Change Amount	YoY Change %	
Total Net sales	8,958	9,421	+ 462	105.2%	
CAE Solution Services	7,366	7,757	+ 390	105.3%	
IT Solution Services	1,651	1,746	+ 94	105.7%	
Elimination	(59)	(81)	(22)	_	
Total Operating income	907	881	(25)	97.2%	
CAE Solution Services	1,465	1,434	(30)	97.9%	
IT Solution Services	229	227	(2)	98.9%	
Elimination	(787)	(780)	+ 7	_	

(Note) Adjustment for segment profit (operating income) includes overhead costs that are not allocated to respective reporting segments, primarily consisting of general and administrative expenses that cannot be conveniently attributed to or identified with any particular reporting segment.

(Note) The figures for CAE Solution Services indicate the total of CAE, development subsidiaries and sales subsidiaries.

# [Consolidated] Composition ratio of Net Sales

#### [Second half of the fiscal year]



(Note) Composition ratio of net sales by business exculdes consolidate adjustment and segment adjustment.

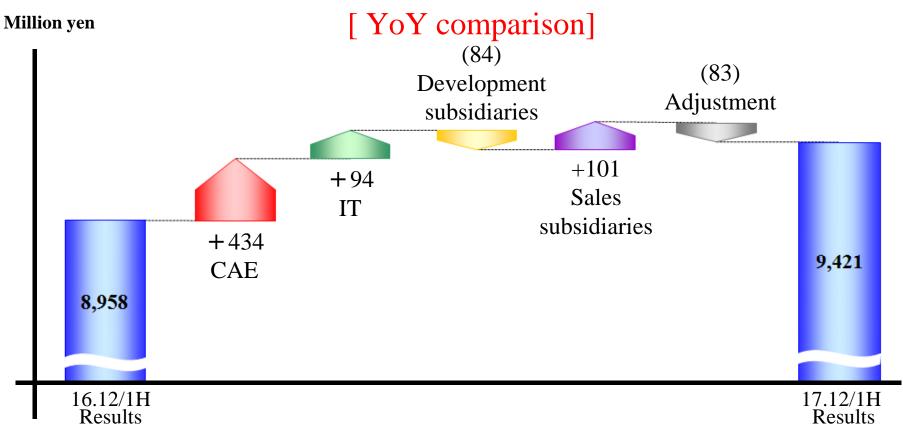
Each business classification is as follows:

- •CAE means CYBERNET SYSTEMS' CAE solution services.
- •IT means CYBERNET SYSTEMS' IT solution services.
- Development subsidiaries means US and Europe 3 development subsidiaries subject to consolidation.
- Sales subsidiaries means Asian 2 subsidiaries subject to consolidation.

(Note) Classification of each sales form is as follows:

- •Distributor means CAE and IT distribution business.
- •IH means CAE and IT in-house developed products.
- •Service means service providing for CAE and IT.





(Note) The figures above are changes in net sales by business line from the same period of the previous fiscal year. The business lines are the same as those for the net sales by business on the previous page.

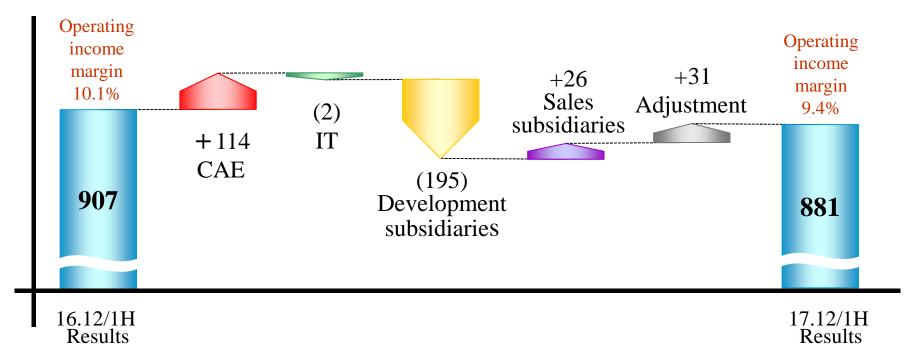
Adjustment means the total amount of consolidated adjustment and adjustment among segments.

[Consolidated]
Changes in Operating Income by Business

CYBERNET SYSTEMS CO., LTD.

# [ YoY comparison]

#### Million yen



(Note) The figures above are changes in operating income by business line from the same period of the previous fiscal year. The business lines are the same as those for the net sales on the previous page.

Adjustment includes consolidated adjustments and overhead costs.

# [Non-consolidated] Net Sales by Application Area

### [Second quarter of the fiscal year]

	16.1	2/2Q				
	Results	Component ratio	Results	Component ratio	YoY Change Amount	YoY Change %
MCAE	2,040	47.9%	2,222	47.8%	+ 182	108.9%
Optical Design	1,082	25.4%	1,114	24.0%	+ 32	103.0%
EDA	100	2.4%	116	2.5%	+ 16	116.1%
MBD	165	3.9%	187	4.0%	+ 22	113.6%
Test and Measurement	3	0.1%	25	0.5%	+ 22	816.4%
Others	76	1.8%	129	2.8%	+ 52	169.5%
CAE Total	3,467	81.4%	3,796	81.7%	+ 328	109.5%
IT Solution	512	12.0%	546	11.8%	+ 34	106.7%
Data Solution	282	6.6%	303	6.5%	+ 21	107.7%
IT Total	794	18.6%	850	18.3%	+ 55	107.0%
Total	4,261	100.0%	4,646	100.0%	+ 384	109.0%

# [Non-consolidated] Net Sales by Application Area

### [First half of the fiscal year]

	16.1	2/1H		17.12/1H				
	Results	Component ratio	Results	Component ratio	YoY Change Amount	YoY Change %		
MCAE	3,066	41.5%	3,327	42.2%	+ 261	108.5%		
Optical Design	1,843	25.0%	1,903	24.1%	+ 60	103.3%		
EDA	196	2.7%	202	2.6%	+ 6	103.4%		
MBD	403	5.5%	416	5.3%	+ 12	103.2%		
Test and Measurement	51	0.7%	55	0.7%	+ 3	107.8%		
Others	167	2.3%	226	2.9%	+ 59	135.2%		
CAE Total	5,728	77.6%	6,133	77.7%	+ 404	107.1%		
IT Solution	1,105	15.0%	1,169	14.8%	+ 63	105.7%		
Data Solution	550	7.5%	588	7.5%	+ 38	107.0%		
IT Total	1,656	22.4%	1,758	22.3%	+ 101	106.1%		
Total	7,384	100.0%	7,891	100.0%	+ 506	106.9%		

# [Non-consolidated] Net Sales by Category of Industry CYBERNET SYSTEMS CO., LTD.

### [Second quarter of the fiscal year]

	16.1	2/2Q	17.1 <u>2</u> /2Q				
	Results	Component ratio	Results	Component ratio	YoY Change Amount	YoY Change %	
Electrical equipment	1,593	37.4%	1,808	38.9%	+ 215	113.5%	
Machinery & Precision Machinery	728	17.1%	707	15.2%	(21)	97.1%	
Transportation equipment	427	10.0%	433	9.3%	+ 5	101.4%	
Other manufacturing industry	515	12.1%	538	11.6%	+ 23	104.5%	
Eductaion institution/government and municipal offices	363	8.5%	447	9.6%	+ 83	123.1%	
Telecompunication industry	257	6.0%	222	4.8%	(34)	86.5%	
Others	375	8.8%	488	10.5%	+ 112	130.1%	
Total	4,261	100.0%	4,646	100.0%	+ 384	109.0%	

# [Non-consolidated] Net Sales by Category of Industry CYBERNET SYSTEMS CO., LTD.

#### [First half of the fiscal year]

	16.1	16.12/1H		17.1 <u>2</u> /1H			
	Results	Component ratio	Results	Component ratio	YoY Change Amount	YoY Change %	
Electrical equipment	2,555	34.6%	2,729	34.6%	+ 174	106.8%	
Machinery & Precision Machinery	1,258	17.0%	1,245	15.8%	(13)	98.9%	
Transportation equipment	839	11.4%	901	11.4%	+ 61	107.3%	
Other manufacturing industry	862	11.7%	937	11.9%	+ 74	108.7%	
Eductaion institution/government and municipal offices	650	8.8%	775	9.8%	+ 125	119.2%	
Telecompunication industry	476	6.4%	441	5.6%	(34)	92.7%	
Others	741	10.0%	860	10.9%	+ 118	116.0%	
Total	7,384	100.0%	7,891	100.0%	+ 506	106.9%	

# [Non-consolidated] Net Sales by Contract CYBERNET SYSTEMS CO., LTD.

### [Second quarter of the fiscal year]

Million yen

	16.12/2Q		17.12/2Q			
	Results	Component ratio	Results	Component ratio	YoY Change Amount	YoY Change %
Newlicenses	1,141	28.4%	1,209	28.2%	+ 68	106.0%
Renewals of the maintenance contracts	2,875	71.6%	3,079	71.8%	+ 204	107.1%
Total	4,017	100.0%	4,289	100.0%	+ 272	106.8%

### [First half of the fiscal year]

Million yen

	16.12/1Q		17.12/1Q			
	Results	Component ratio	Results	Component ratio	YoY Change Amount	YoY Change %
Newlicenses	2,242	33.6%	2,315	32.9%	+ 72	103.3%
Renewals of the maintenance contracts	4,439	66.4%	4,714	67.1%	+ 275	106.2%
Total	6,681	100.0%	7,030	100.0%	+ 348	105.2%

Note: The figures presented above are solely net sales for software, hardware and services whose sales take the form of license contracts.

# [Consolidated] Performance at Overseas Subsidiaries (Development subsidiaries)

Development subsidiaries	WATERLOO MAPLE INC.	Noesis Solutions NV	Sigmetrix, L.L.C.	
	Canada	Belgium	United States	
Year-on-year change in sales (local currency)	81.7%	120.7%	128.0%	
Year-on-year change in sales (in yen)	81.5%	115.3%	126.5%	
Performance	Decreased from the same period of the previous fiscal year due to large scale OEM transaction in Q1 previous year, but other sales except OEM steadily changed.	Sales for process integration and domain optimization tool steadily changed in Asia but weakly changed in North America.	Sales for 3D tolerance management tool steadily changed in all regions.	

# [Consolidated] Performance at Overseas Subsidiaries (Sales subsidiaries)

CYBERNET SYSTEMS CO., LTD.

Sales subsidiaries	CYBERNET SYSTEMS (SHANGHAI) CO.,LTD. China	CYBERNET SYSTEMS TAIWAN CO.,LTD. <b>Taiwan</b>
Year-on-year change in sales (local currency)	143.1%	114.1%
Year-on-year change in sales (in yen)	134.3%	119.7%
Performance	Sales for core product, Optical software steadily changed. As for Cybernet Group company products, STEM(*)computing platform and 3D tolerance management tool steadily changed but weak sales of process integration and domain optimization tool.	Sales for core product, Optical software and multiphysics analysis tool steadily changed. As for Cybernet Group company products, 3D tolerance management tool changed steadily but weak sales of process integration and domain optimization tool.

<sup>(\*)</sup>STEM: A generic acronym that stands for the comprehensive fields of "science, technology, engineering, and mathematics"

# Projection for FY2017

# [Consolidated] Projection for Current Fiscal Year

Million yen

	Full year			
	17.12E	16.12	YoY	YoY
	Plan	Results	Change Amount	Change %
Net sales	17,400	16,031	+1,368	108.5%
Operating income	1,400	1,027	+ 372	136.2%
Operating income margin	8.0%	6.4%	+ 1.6P	
Ordinary income	1,500	1,001	+ 498	149.7%
Ordinary income margin	8.6%	6.2%	+ 2.4P	
Profit attributable to owners of parent	900	462	+ 437	194.8%
Profit attributable to owners of parent margin	5.2%	2.9%	+ 2.3P	
Before amortization of goodwill				
Operating income	1,650	1,347	+303	122.5%
Before amortization of goodwill Operating income margin	9.5%	8.4%	+ 1.1P	

\*P: Point

# [Consolidated] Dividend Estimate for Current Fiscal Year

(unit: yen)

	16.12	17.12E		
	Total	End of 2Q	Fiscal year-end	Total
	Result	Result	Projection	Projection
Dividend per share	13.00	7.22	7.22	14.44
Net income per share	14.83	18.57		28.88
Dividend payout target ratio	87.7%			50.0%
(Ref.) Dividend on equity ratio	3.0%			3.3%

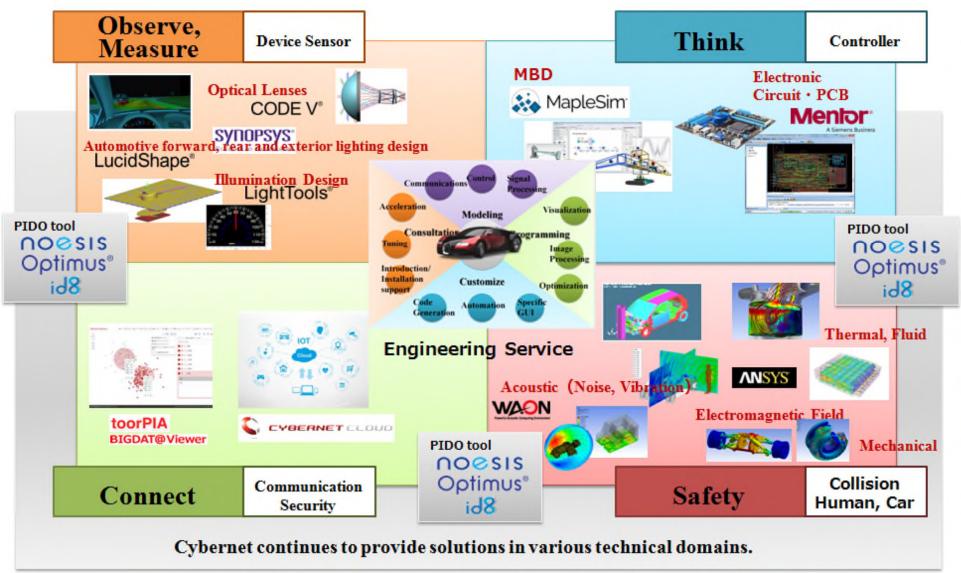
#### **Dividends Policy**

Starting from the fiscal year ended December 31, 2015, we adopt a higher dividend payout target ratio or DOE, whichever produces a higher dividend, and uses it as a benchmark in determining the dividend amount. We also take into consideration the investment funds that will be required to achieve a higher corporate value over the medium and long term to make a comprehensive judgment regarding its ultimate dividend payment.

-Dividend payout target ratio: 50% -Dividend on equity ratio: 3.0%

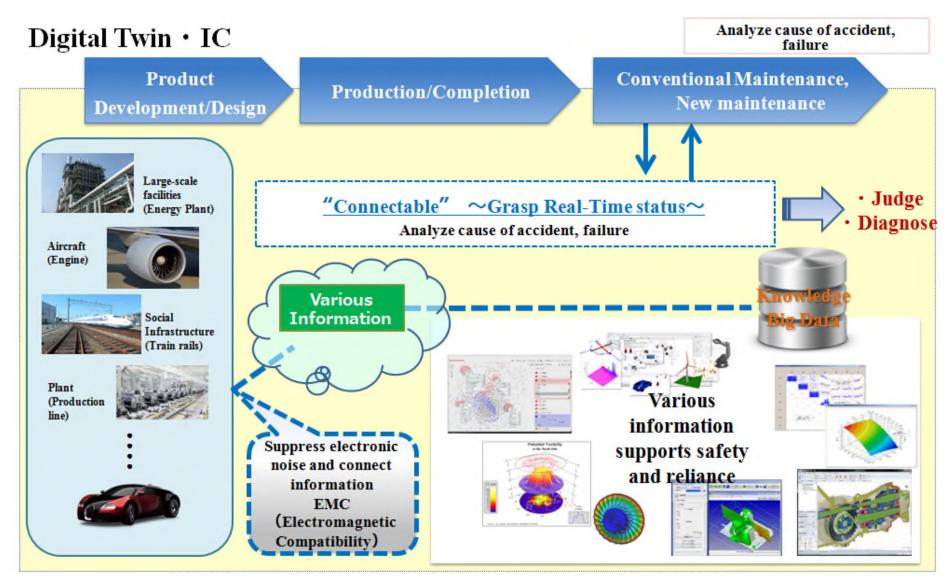
# Reference Materials

# Element technology supporting ADAS (Advanced Driver Assistance System) and Cybernet's "Energy for your Innovation" CYBERNET SYSTEMS CO., LTD.



# CAE Technology contribute to IoT (Internet of Things)

CYBERNET SYSTEMS CO., LTD.

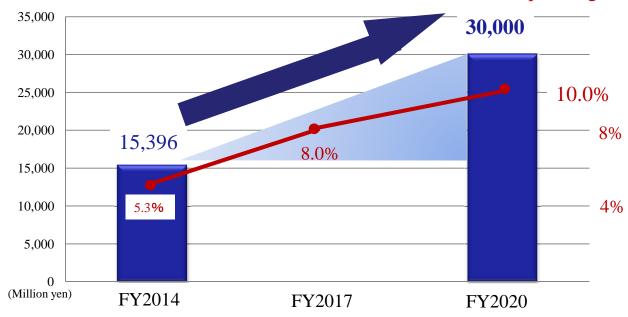


Target for FY2017
Consolidated Operating income margin:
Exceeding 8%

Target figures for FY2020
Consolidated sales: Exceeding ¥30 billion
Consolidated Operating income:
Exceeding ¥3 billion
(Consolidated Operating income margin:
Exceeding 10%)
Achieve net sales of around double the 2014 level in 6 years

#### Consolidated Net Sales

#### Consolidated Operating income margin



# Provide value unique to Cybernet

- 1D CAE + 3D CAE \*MDS
- Extended MDS consisting of CAE and test and measurement solutions
   Consolidated sales (ratio to consolidated sales)

 $[2014] \, \text{¥}12.7 \, \text{billion} \, (82.7\%) \Rightarrow [2020] \, \text{¥}25.9 \, \text{billion} \, (86.4\%)$ 

\* MDS: Multi-Domain Solution

## Focus on automotive field

Domestic sales (ratio to domestic sales)

 $[2014] \, \text{¥}1.5 \, \text{billion} \, (12\%) \implies [2020] \, \text{Approx. ¥5 billion} \, (25\%)$ 

# Strengthen cooperation with partners

- Establish sales/support structure globally and locally
- Promote OEM offering

Try our AR technology (cybARnet)!

Cybernet's corporate introduction movie is able to be easily viewed on smartphones.

- (i) Search "cybARnet" through AppStore or Google Play (the red marks as presented below are earmarks).
- (ii) Launch applications and tap the QR code reading button on the right top of the screen.
- (iii) Reading the QR code below.
- (iv) Hold your smart device over the red mark as presented below, and the introduction movie will appear in the virtual space.







# Corporate Overview (as of June 30,2017)

CYBERNET SYSTEMS CO., LTD.

Company Name: CYBERNET SYSTEMS CO., LTD.

(Stock code: 4312, the First Section of Tokyo Stock Exchange)

Head Office: FUJISOFT Bldg. 3 Kandaneribei-cho, Chiyoda-ku, Tokyo 101-0022, Japan

Branch Offices: Nishi-Nihon Branch Office in Osaka, Chubu Branch Office in Nagoya

Founding date: April 17, 1985

Capital: 995 million yen

Number of Employees: Consolidated / 607, Non-Consolidated / 356

Business: Providing CAE and IT solutions, as well as professional services including consulting

Subsidiaries: Consolidated / WATERLOO MAPLE INC. (Canada)

Sigmetrix, L.L.C. (US)

Noesis Solutions NV (Belgium)

CYBERNET SYSTEMS (SHANGHAI) CO., LTD. (Chana) CYBERNET SYSTEMS TAIWAN CO., LTD. (Taiwan)

CAE stands for "Computer Aided Engineering"

# [Non-consolidated] Business Summary

### Million yen

	17.12/1H Results	16.12/1H Results	YoY Change Amount	YoY Change %
Net sales	7,891	7,384	+ 506	106.9%
Operating income	1,055	938	+ 117	112.6%
Operating income margin	13.4%	12.7%	+ 0.7P	
Ordinary income	1,086	908	+ 177	119.6%
Ordinary income margin	13.8%	12.3%	+ 1.5P	
Net income	728	545	+ 183	133.6%
Net income margin	9.2%	7.4%	+ 1.8P	

\*P: Point

■ Corporate Planning and IR Department

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