

(Delayed)

Results of Operations for the Third Quarter of FY2021

4 November, 2021
CYBERNET SYSTEMS CO., LTD.

CYBERNET

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Business Summary of Financial Results
for the First Three Quarters of the Fiscal
Year Ending December 31, 2021

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[Consolidated] Business Summary

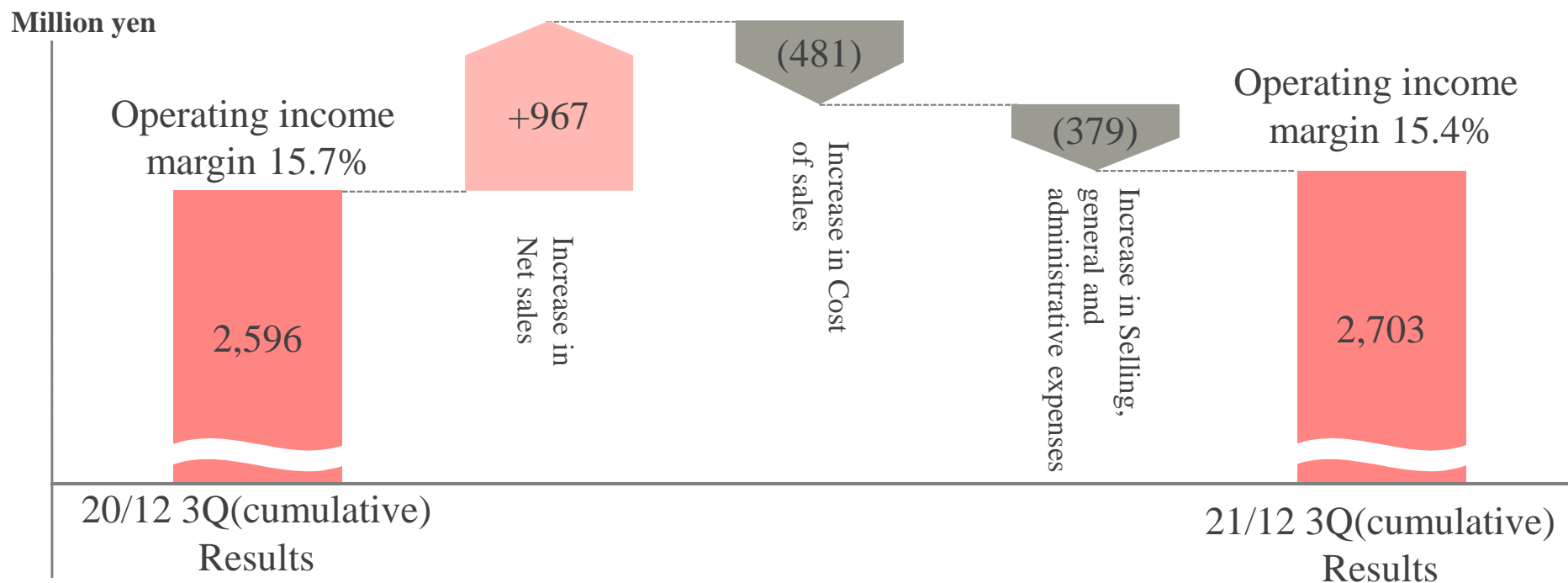
Net sales were +5.8% year on year, to 17,547 million yen.

Operating income was 2,703 million yen (+4.1% year on year), Ordinary income was 2,703million yen (+4.2% year on year), and Profit attributable to owners of parent was 1,913 million yen (+11.3% year on year).

	Million yen					
	20/12 3Q (cumulative) Results	21/12 3Q (cumulative) Results	YoY Change Amount	YoY Change %	21/12E Projection	Progress rate
Net sales	16,579	17,547	+967	+5.8%	22,056	79.6%
Operating income	2,596	2,703	+106	+4.1%	2,472	109.3%
Operating income margin	15.7%	15.4%	(0.3pt)		11.2%	
Ordinary income	2,593	2,703	+109	+4.2%	2,462	109.8%
Ordinary income margin	15.6%	15.4%	(0.2pt)		11.2%	
Profit attributable to owners of parent	1,719	1,913	+194	+11.3%	1,536	124.6%
Profit attributable to owners of parent margin	10.4%	10.9%	+0.5pt		7.0%	

(Note) The above projection are revised projection announced on June 25, 2021.

[Consolidated] Changes in Operating Income (YoY comparison)



Main Causes of Year-on-Year Changes

Item	Cause of Change
Net sales	Increase due to increase in sales of Asia.
Cost of sale	Decrease due to increase in cost of sale by increasing in Net sales.
Selling, general and administrative expenses	Decrease due to increase in personnel expenses, etc.

[Consolidated] Balance Sheet

	Million yen		
	20/12	21/12 3Q	YoY Change Amount
Current assets	20,205	21,006	+801
Cash and deposits	4,418	7,057	+2,639
Notes and accounts receivable-trade	4,440	4,478	+37
Short-term investment securities	6,000	5,000	(1,000) (i)
Short-term loans receivable	4,469	3,508	(961) (ii)
Others	876	962	+86
Noncurrent assets	2,037	1,873	(164)
Property, plant and equipment	387	364	(23)
Intangible assets	718	870	+152
Investments and other assets	931	638	(293)
Total Assets	22,242	22,880	+637
Current liabilities	6,488	5,853	(635)
Accounts payable-trade	1,482	1,658	+175
Income taxes payable	406	344	(62)
Advances received	2,006	2,007	+0
Provision for bonuses	651	241	(409)
Others	1,940	1,600	(339)
Noncurrent liabilities	1,273	1,232	(40)
Provision for retirement benefits	1,240	1,196	(43)
Others	33	36	+2
Total liabilities	7,762	7,086	(676)
Total net assets	14,480	15,794	+1,313 (iii)
Total liabilities and net assets	22,242	22,880	+637

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

- (i) Short-term investment securities (down 1,000 million yen from the end of the previous fiscal year)
 - Decrease in held-to-maturity securities for short-term fund management : -1,000 million yen
- (ii) Short-term loans receivable (down 961 million yen from the end of the previous fiscal year)
 - Decrease in CMS (Cash Management System) balance to the parent company : -961 million yen
- (iii) Total net assets (up 1,313 million yen from the end of the previous fiscal year)
 - Profit attributable to owners of parent : +1,913 million yen
 - Dividend of earnings : -840 million yen

[Consolidated] Cash Flow Statement

Million yen

	20/12 3Q (cumulative) Results	21/12 3Q (cumulative) Results	YoY Change Amount
Net cash provided by operating activities	1,559	1,628	+68
Net cash provided by investing activities	(655)	627	+1,282
Net cash provided by financing activities	(740)	(872)	(132)
Effect of exchange rate change on cash and cash equivalents	(37)	160	+198
Net increase (decrease) in cash and cash equivalents	126	1,544	+1,417
Cash and cash equivalents at beginning of period	9,935	10,337	+402
Cash and cash equivalents at end of period	10,062	11,882	+1,820

Main Causes of Year-on-Year Changes

Item	Causes of Changes
Net cash provided by operating activities	Increase due to increase in Profit before income taxes, etc.
Net cash provided by investing activities	Increase due to decrease in payment of loans receivable, etc.
Net cash provided by financing activities	Decrease due to increase in payment of dividend.

[Consolidated] Quarterly Net sales

YoY comparison

+11.4%	-0.4%	+0.8%	+8.5%	+1.4%	+8.8%	+6.5%	+1.6%	+7.0%	+6.5%	+3.4%
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Million yen

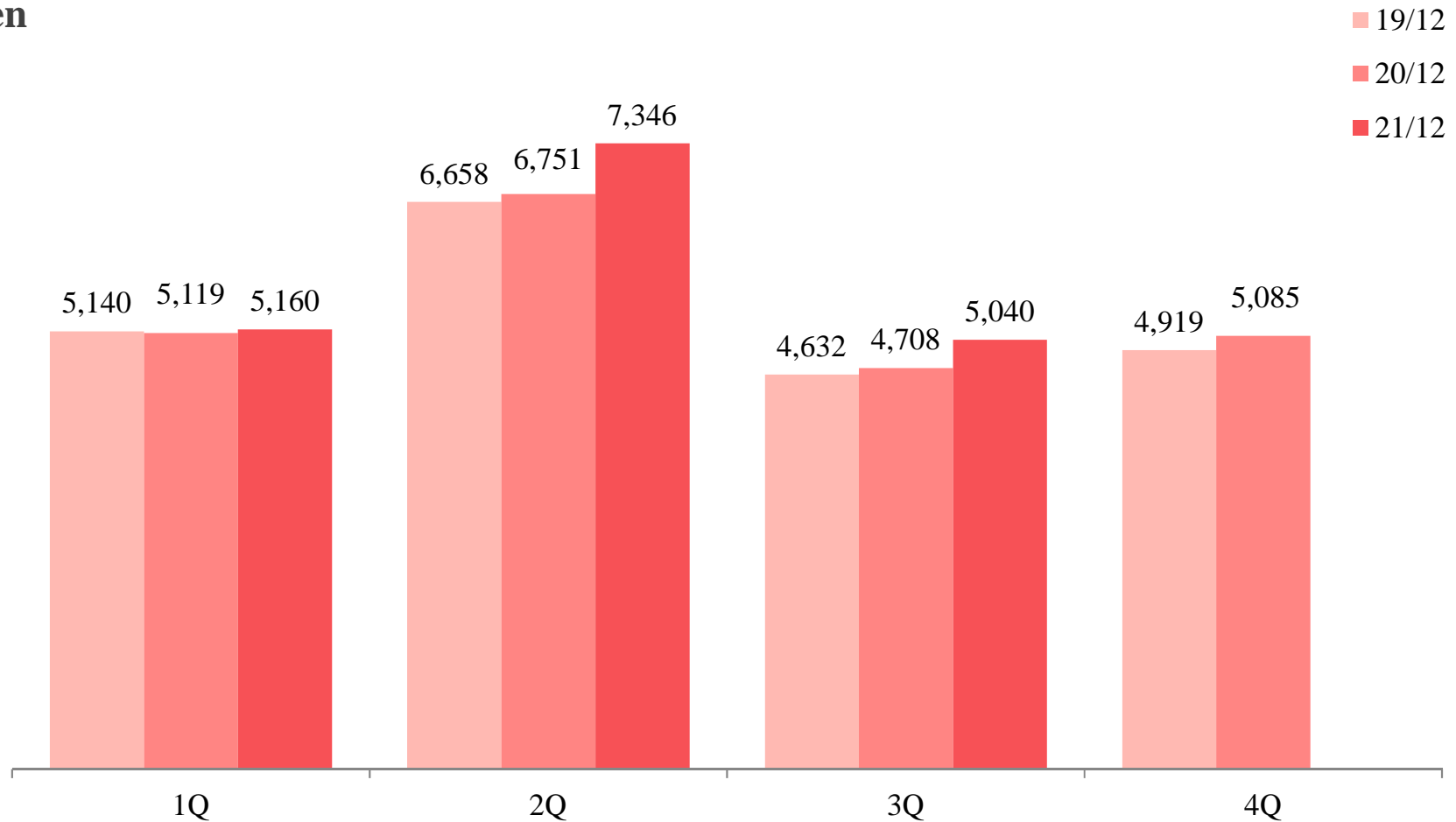
8,000

6,000

4,000

2,000

0



[Consolidated] Overview of Results by Segment

Million yen

	20/12 3Q(cumulative)		21/12 3Q(cumulative)		YoY Change Amount	YoY Change %
	Results	Component ratio	Results	Component ratio		
Total Net sales	16,579	100.0%	17,547	100.0%	+967	+5.8%
CAE	13,570	81.8%	14,540	82.9%	+970	+7.2%
IT	3,009	18.2%	3,006	17.1%	(3)	(0.1%)
Elimination	—	—	—	—	—	—
Total Operating income	2,596	—	2,703	—	+106	+4.1%
CAE	3,273	—	3,444	—	+171	+5.2%
IT	310	—	417	—	+106	+34.3%
Elimination	(987)	—	(1,158)	—	(171)	—

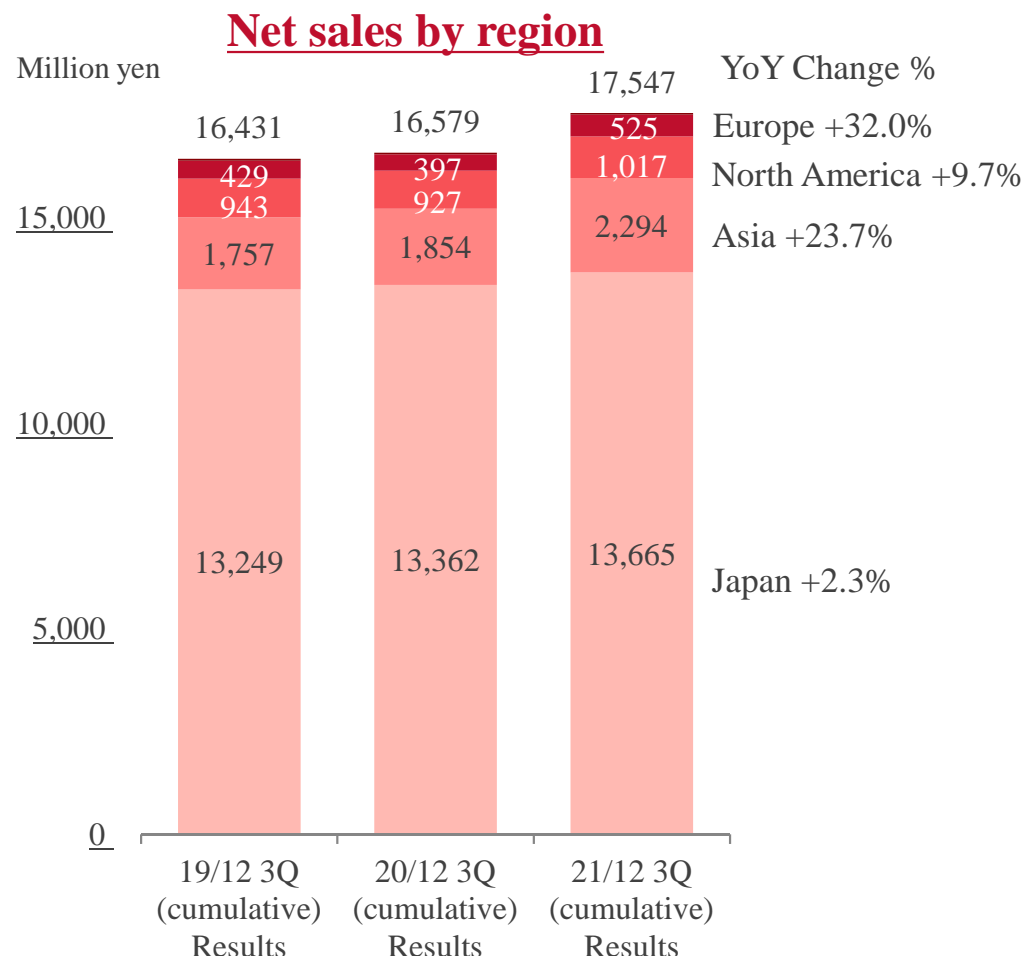
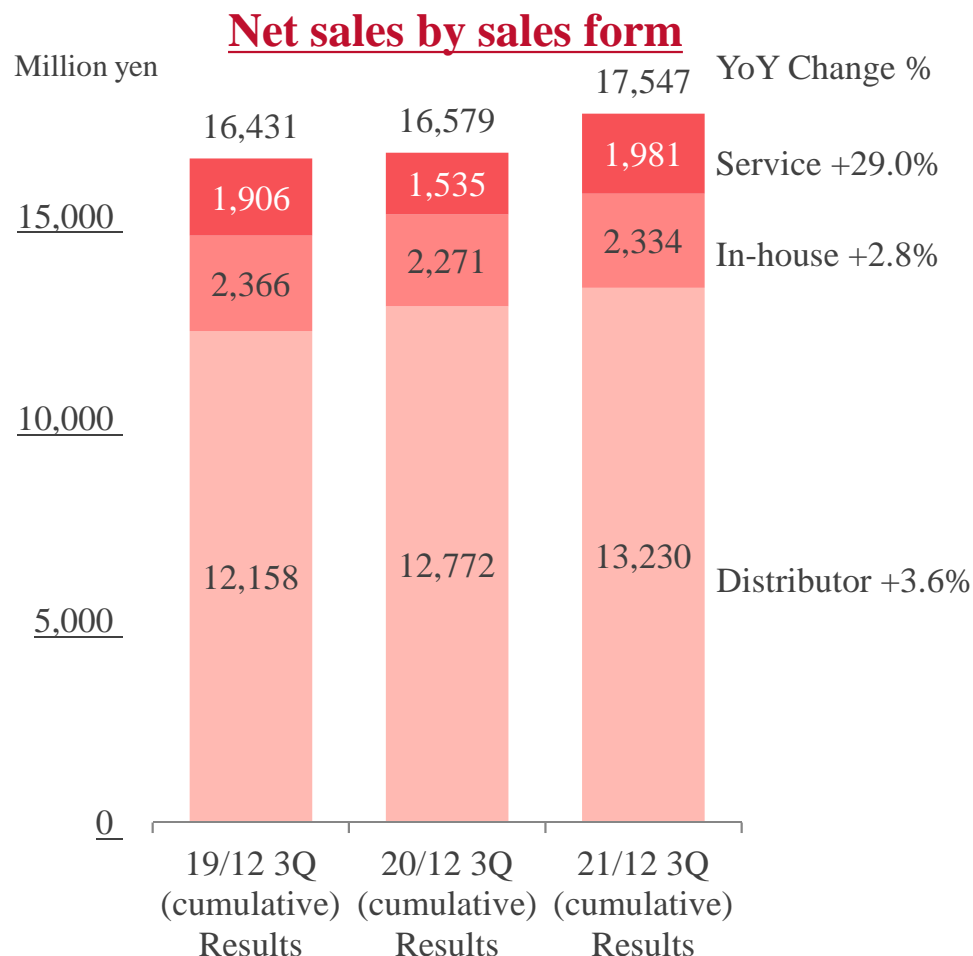
(Note) The classification of reportable segment changed from the first quarter of FY2021. The segment information for the same period of the previous year is based on the classification of reportable segment after this change.

Points of Results by Segment

Segment	Point
CAE	Net sales increased because sales in Asia was strong, etc. Operating income increased due to increase in Total Net sales.
IT	Net sales decrease due to sluggish of sales of endpoint security products, etc. Operating income increased due to strong sales in other fields, etc.

(Note) CAE : CAE Solution Services IT : IT Solution Services

[Consolidated] Composition of Net sales



(Note) Classification of Net sales by sales form is as follows:

- Distributor : Distribution business of CAE solution services and IT solution services
- In-house : In-house developed products of CAE solution services and IT solution services
- Service : Services of CAE solution services and IT solution services

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[Consolidated] Net sales by sales form

<Third quarter of the fiscal year>

Million yen

	20/12 3Q		21/12 3Q		YoY	YoY
	Results	Component ratio	Results	Component ratio	Change Amount	Change %
Distributor	3,460	73.5%	3,612	71.7%	+152	+4.4%
In-house	755	16.0%	771	15.3%	+16	+2.2%
Service	492	10.5%	655	13.0%	+163	+33.2%
Total	4,708	100.0%	5,040	100.0%	+331	+7.0%

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[Consolidated] Net sales by sales form

<First three quarters of the fiscal year>

Million yen

	20/12 3Q(cumulative)		21/12 3Q(cumulative)		YoY	YoY
	Results	Component ratio	Results	Component ratio	Change Amount	Change %
Distributor	12,772	77.0%	13,230	75.4%	+458	+3.6%
In-house	2,271	13.7%	2,334	13.3%	+63	+2.8%
Service	1,535	9.3%	1,981	11.3%	+445	+29.0%
Total	16,579	100.0%	17,547	100.0%	+967	+5.8%

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[Consolidated] Net sales by region

<Third quarter of the fiscal year>

Million yen

	20/12 3Q		21/12 3Q		YoY	YoY
	Results	Component ratio	Results	Component ratio	Change Amount	Change %
Japan	3,572	75.9%	3,748	74.4%	+176	+4.9%
Asia	670	14.2%	740	14.7%	+69	+10.4%
North America	311	6.6%	353	7.0%	+42	+13.6%
Europe	137	2.9%	183	3.6%	+46	+33.9%
Others	16	0.4%	13	0.3%	(3)	(18.8%)
Total	4,708	100.0%	5,040	100.0%	+331	+7.0%

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[Consolidated] Net sales by region

<First three quarters of the fiscal year>

Million yen

	20/12 3Q(cumulative)		21/12 3Q(cumulative)		YoY	YoY
	Results	Component ratio	Results	Component ratio	Change Amount	Change %
Japan	13,362	80.6%	13,665	77.9%	+303	+2.3%
Asia	1,854	11.2%	2,294	13.1%	+439	+23.7%
North America	927	5.6%	1,017	5.8%	+90	+9.7%
Europe	397	2.4%	525	3.0%	+127	+32.0%
Others	37	0.2%	44	0.3%	+6	+18.4%
Total	16,579	100.0%	17,547	100.0%	+967	+5.8%

(Reference) [Non-consolidated] Net sales by Category of Industry
<Third quarter of the fiscal year>
Million yen

	20/12 3Q		21/12 3Q		YoY	YoY
	Results	Component ratio	Results	Component ratio	Change Amount	Change %
Electrical equipment	801	22.6%	870	23.4%	+68	+8.6%
Machinery and precision machinery	751	21.2%	640	17.2%	(110)	(14.7%)
Transportation equipment	506	14.3%	552	14.8%	+45	+9.0%
Other manufacturing industries	567	16.0%	649	17.4%	+81	+14.4%
Education institution/ government and municipal offices	218	6.2%	195	5.3%	(22)	(10.4%)
Telecommunications industry	163	4.6%	234	6.3%	+71	+43.5%
Others	536	15.1%	577	15.5%	+40	+7.6%
Total	3,546	100.0%	3,720	100.0%	+174	+4.9%

(Reference) [Non-consolidated] Net sales by Category of Industry

<First three quarters of the fiscal year>

Million yen

	20/12 3Q(cumulative)		21/12 3Q(cumulative)		YoY	YoY
	Results	Component ratio	Results	Component ratio	Change Amount	Change %
Electrical equipment	3,605	27.1%	3,600	26.6%	(5)	(0.1%)
Machinery and precision machinery	2,470	18.6%	2,540	18.7%	+70	+2.8%
Transportation equipment	1,550	11.7%	1,637	12.1%	+86	+5.6%
Other manufacturing industries	1,941	14.6%	2,005	14.8%	+63	+3.3%
Education institution/ government and municipal offices	991	7.5%	954	7.0%	(36)	(3.7%)
Telecommunications industry	719	5.4%	844	6.2%	+125	+17.4%
Others	2,002	15.1%	1,968	14.5%	(33)	(1.7%)
Total	13,281	100.0%	13,551	100.0%	+269	+2.0%

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(Reference) [Non-consolidated] Net sales by Contract type

<Third quarter of the fiscal year>

Million yen

	20/12 3Q		21/12 3Q		YoY	YoY
	Results	Component ratio	Results	Component ratio	Change Amount	Change %
Licenses	3,043	100.0%	3,154	100.0%	+110	+3.6%
New licenses	1,042	34.3%	924	29.3%	(118)	(11.3%)
Renewals	2,000	65.7%	2,229	70.7%	+229	+11.5%
Others	503		566		+63	+12.6%
Total	3,546		3,720		+174	+4.9%

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(Reference) [Non-consolidated] Net sales by Contract type

<First three quarters of the fiscal year>

Million yen

	20/12 3Q(cumulative)		21/12 3Q(cumulative)		YoY	YoY
	Results	Component ratio	Results	Component ratio	Change Amount	Change %
Licenses	11,989	100.0%	11,901	100.0%	(87)	(0.7%)
New licenses	3,745	31.2%	3,364	28.3%	(381)	(10.2%)
Renewals	8,243	68.8%	8,537	71.7%	+293	+3.6%
Others	1,292		1,649		+357	+27.6%
Total	13,281		13,551		+269	+2.0%

Our Initiatives in third quarter ~ Launch of Optical CAE business

Cybernet started the sales of Ansys optical CAE solution in Japan, China, Taiwan and ASEAN on October 2, 2021. This solution is the replacement of the Synopsys Optical product. Cybernet has been supporting engineering of optical area for 36 years and will contribute to the business development of our customers with the wide range of knowledge and experience.

Optical CAE solution to start handling

Optical System Simulation Software

“Ansys Speos®”

VR Solution

“Ansys VRXPERIENCE™”

Photonics Simulation & Design Software

“Ansys Lumerical”

Our Initiatives in third quarter ~ Online event

In third quarter, we held 103 online events and seminars (total participants were 5,503 (in Q3 of 2020, we held 63 online events and total participants was 3,783)) to increase contact points with customers and increase sales leads.

[Non-consolidated] Our main online events and seminars

Segment	Events/Seminars	Event name / Seminar name
CAE	Event (organized by Cybernet)	CYBERNET Solution Live 2021
	Event (organized by Cybernet)	CAE University Special Public Forum 2021
	Seminar (organized by Cybernet)	What is "Datum" !?
	Seminar (organized by Cybernet)	Promotion of virtual engineering utilizing AI and designer CAE
	Seminar (organized by Cybernet)	Ansys x AI Practical Seminar -Explanation of practical methods for coordinating Ansys and deep learning-
IT	Seminar (organized by Cybernet)	Goldfire Introductory Seminar by Function
	Seminar (organized by Cybernet)	A must-see for those in charge who have trouble managing IT equipment at overseas bases! What are the security measures realized in the cloud?
	Seminar (organized by Cybernet)	What is "SASE" required in the cloud era?

Our main efforts against COVID-19

Although the impacts of COVID-19 have been prolonged, we are working on safety and prevention of infection of our customers, stakeholders, employees and their families. We recognize “coexistence with viruses = time of "With COVID-19"”, and continue to provide services to support societies.

Our main efforts

For customers and stakeholders

- Change of our seminar method from face-to-face to online
- Active participation in online events and enhancement of our online seminars
- Recommendation of online meeting

For employees

- Wearing masks / washing hands / use of alcohol disinfection thoroughly
- Recommendation of staggered working hours of work with flextime system
- Implementation of work by optimal combination of office work and telework
- Change of office layout and seating arrangement to keep social distancing
- Implementation of workplace vaccination of COVID-19

Projection for FY2021

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[Consolidated] Projection for FY2021

As overseas business is performing well, especially in Asia, we have revised our projection from the previous projection. We plan Net sales increase +3.9% year on year, to 22,500 million yen. Operating income is 2,700 million yen (-6.2% year on year).

	Million yen			
	20/12	21/12E	YoY	YoY
	Results	Projection	Change	Change
			Amount	%
Net sales	21,665	22,500	+834	+3.9%
Operating income	2,877	2,700	(177)	(6.2%)
Operating income margin	13.3%	12.0%	(1.3pt)	
Ordinary income	2,840	2,700	(140)	(4.9%)
Ordinary income margin	13.1%	12.0%	(1.1pt)	
Profit attributable to owners of parent	1,561	1,800	+238	+15.3%
Profit attributable to owners of parent margin	7.2%	8.0%	+0.8pt	

[Consolidated] Dividend Estimate for FY2021

Due to the revision of the projection for FY2021, the projection of dividend has been revised from the previous plan. The projection of dividend is 28.86 yen per share.

(unit: yen)

	17/12	18/12	19/12	20/12	21/12E		
	Total	Total	Total	Total	Interim	Year-end	Total
	Results	Results	Results	Results	Results	Projection	Projection
Dividend per share	15.05	16.52	20.19	25.05	12.32	16.54	28.86
Net income per share	30.09	(21.07)	40.38	50.09	45.73	—	57.72
Dividend payout target ratio	50.0%	—	50.0%	50.0%	—	—	50.0%
(Ref.) Dividend on equity ratio	3.4%	3.8%	4.8%	5.6%	—	—	6.1%

Basic Policies on Profit Distribution

The Company considers that the policies on shareholder dividends are some of the most important issues, and basically strives to pay steady and continuous dividends, strengthen and expand its earnings base corresponding to the rapid changes and development of industries, and accumulate internal reserves for active business development in the future.

References

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Corporate Overview

Name	Cybernet Systems Co., Ltd. (1st Section of TSE 4312)
Head Office	FUJISOFT Bldg. 3 Kanda-neribeicho, Chiyoda-ku, Tokyo
Branches	Nishi-Nihon Branch Office (Osaka), Chubu Branch Office (Nagoya)
Established	April 17, 1985
Capital	995 million yen
Representative	Representative Director : Reiko Yasue
Number of Employees	Consolidated / 622, Non-Consolidated / 371 (as of December 31, 2020)
Business	<ul style="list-style-type: none"> • Development and sales of scientific computing software in the fields of CAE solutions, IT solutions, AR / VR visualization solutions, and Big data solutions • IoT / Digital Twin / AI construction support service • Various engineering services
Development partners	More than 30 companies mostly located in the US, including such as ANSYS, Inc., and Broadcom Inc.
Consolidated subsidiaries	<p>[Domestic subsidiaries]</p> <ul style="list-style-type: none"> • CYBERNET MBSE Co., Ltd. <p>[Development subsidiaries]</p> <ul style="list-style-type: none"> • Sigmetrix, LLC (US) • Maplesoft (Canada) • Noesis Solutions NV (Belgium) <p>[Sales subsidiaries]</p> <ul style="list-style-type: none"> • CYBERNET SYSTEMS (SHANGHAI) CO., LTD. (China) • CYBERNET SYSTEMS TAIWAN CO., LTD. (Taiwan) • CYFEM Inc. (South Korea) • CYBERNET SYSTEMS MALAYSIA SDN.BHD. (Malaysia)

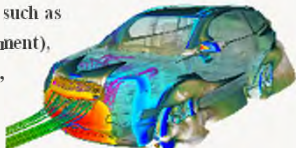
Cybernet's Solutions

CAE Solution service

CAE Solution

Total support for the utilization of CAE

The scope of CAE is not limited to industries such as automobiles, aircraft, and electrical products, but continues to expand to the fields of medicine, sports, food, and energy. Mechanical CAE (analysis of stress, heat, vibration, noise, fluid, etc. of structures), control CAE (development of control devices for automobiles and electronic devices), optical CAE / measurement system (sensors, living organisms, lasers, etc.) We provide a variety of CAE solutions such as in-vehicle device development), electrical CAE (antenna, EMI), and system CAE (1D, MBD) to support the resolution of complex and sophisticated design issues.



MBD/MBSE Solution

Help improve the development process

MBD: Using advanced modeling technology accumulated over many years, we support a series of model-based development processes from core business to non-core business of our customers.

MBSE: By combining in-house developed tools, consulting, and engineering services, we organize business processes, technologies, and functions, and support the on-site deployment of MBSE that leads to effects.



AI・IoT・Digital twin Solution

Build digital solutions that derive knowledge from various data

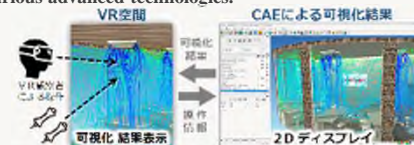
Due to the wave of technological innovation such as IoT and AI, various information and devices have come to be connected. Cybernet provides one-stop services from automatic data collection using IoT technology to construction of visualization / analysis mechanisms, application of AI models, and operation of innovative digital twin systems combined with CAE. We support our customers in strengthening their market competitiveness, from reforming manufacturing processes using digital technology to converting from goods to services.



AR/VR・Visualization Solution

Promote intuitive "understanding" with advanced visualization technology

Using visualization technologies such as AR, VR, and MR (Mixed Reality), we support design process reforms and on-site education / technology succession. We also provide software and engineering services that convert numerical data obtained from experiments, CAE, and IoT devices into visualized images that are intuitively easy to understand, and perform various image analyzes. We connect "people to people" and "people to data" with various advanced technologies.



IT Solution service

IT Security Solution

Strengthen the security of IT environments that are becoming more complex and cloud-based

With the spread of cloud utilization and telework, the usage patterns of corporate systems have changed drastically, and the importance of security has further increased. We provide IT security solutions such as "endpoint security" and "cloud security" that protect information assets from cyber attacks in order to support the realization of zero trust security, which is currently attracting attention. We also provide solutions such as "IT asset management window" that propose one-stop IT asset management tools and "IT infrastructure". In addition, we provide technical services such as consulting.

It improves the security level of companies and the management environment of IT assets, which are becoming more complicated, and supports the speeding up of management decisions.



Medical image diagnosis support Solution

Supporting doctors' diagnosis by utilizing medical image information

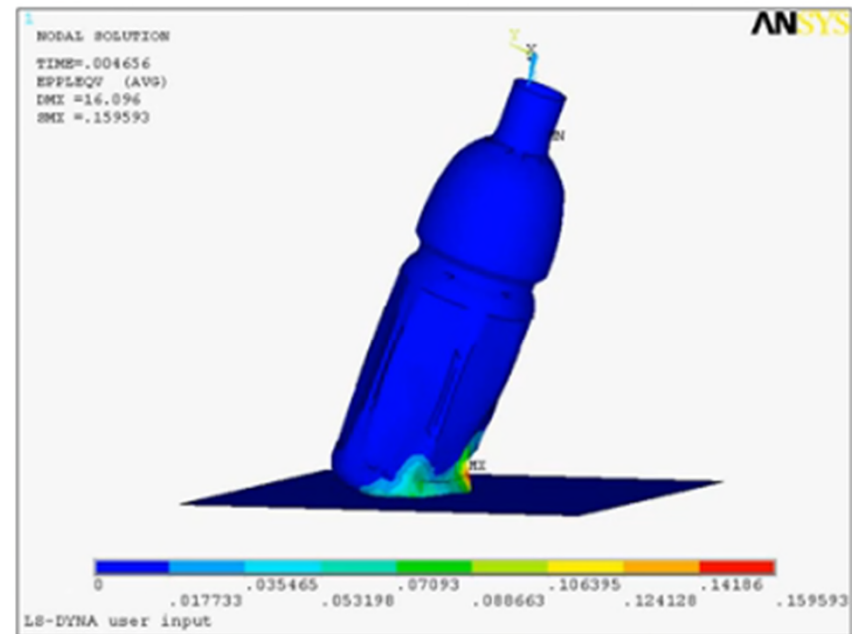
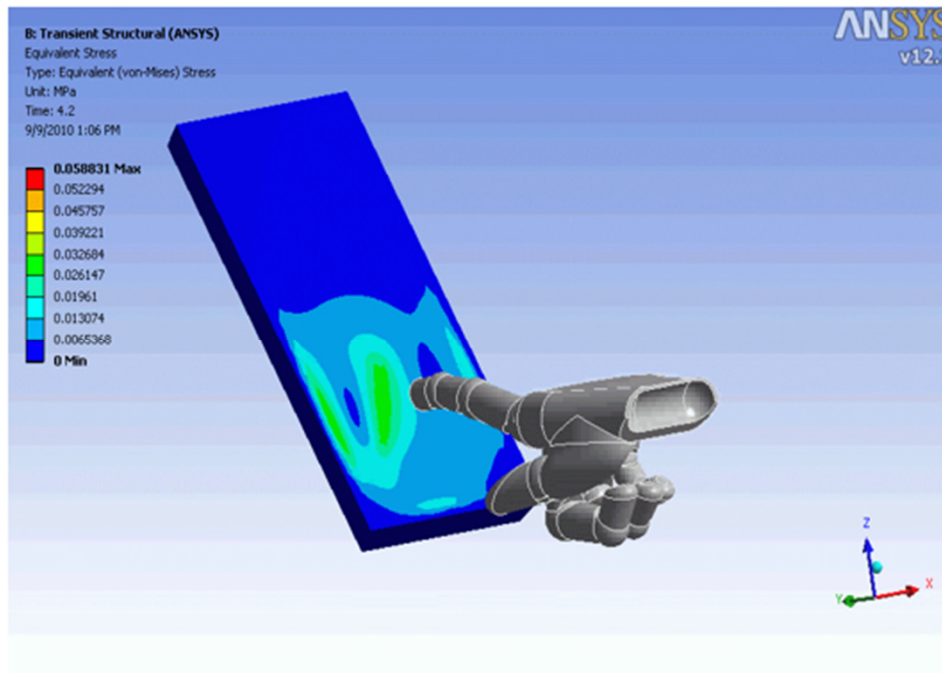
With the rapid growth of devices subject to diagnostic imaging, the use of diagnostic imaging information in the medical field is advancing. Cybernet provides software that comprehensively supports from lesion detection at the time of diagnosis by colonoscopy to pathological diagnosis prediction using AI. In addition, utilizing the know-how of utilizing medical images for many years, in various fields such as gastroenterology / respiratory / dentistry.

We support doctors' diagnosis and contribute to reducing the burden on healthcare professionals and patients.



What is “CAE” ?

Abbreviation of 「Computer Aided Engineering」



The tool for predicting functionality and reliability for developing products by virtual experimenting the model designed in computer(CAD*)

*Computer Aided Design

■ IR Department

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