



*Please note that this translation is to be used solely as reference.
In case of any discrepancy between this translation and the Japanese original, the latter shall prevail.

Supplementary Information of Consolidated Financial Results for the Three Months ended June 30, 2024

Aug 14, 2024
Linical Co., Ltd.

Consolidated Financial Results



Units: Millions of yen, %	1Q FY2024		1Q FY2025		
	Amount	Net Sales	Amount	Net Sales	Year-on-Year
Net Sales	3,082	100.0%	2,926	100.0%	△5.0
Cost of Sales	2,134	69.3%	2,202	75.2%	+3.2
SG&A Expenses	835	27.1%	790	27.0%	△5.3
Operating Profit	112	3.6%	△66	△2.3%	—
Ordinary Profit	168	5.5%	△47	△1.6%	—
Net Profit	3	0.1%	△82	△2.8%	—

■ Net Sales
Compared to the same period of the previous year, sales increased significantly in the U.S. and slightly in Europe. However, consolidated sales decreased due to significant decreases in Japan and Asia.

■ Operating Profit
Operating profit increased significantly in the US and became profitable in Europe. On the other hand, operating losses in Japan and Asia resulted in a consolidated operating loss.

Financial Results by Region



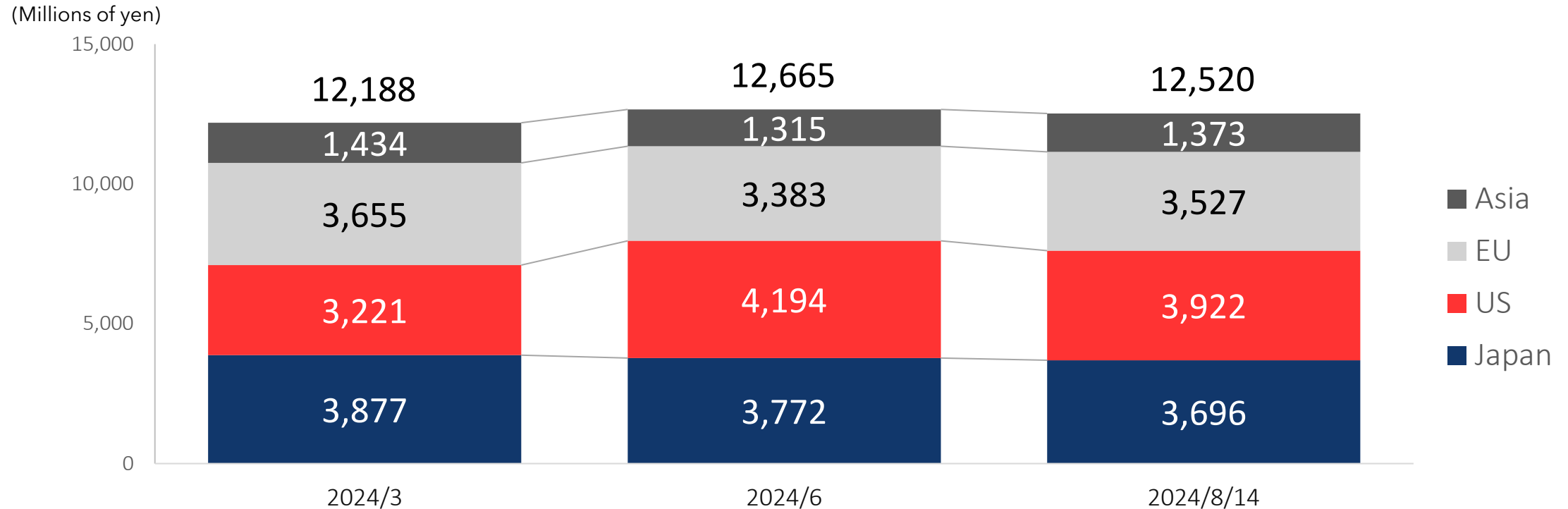
Unit: Millions of yen	1Q FY2024			1Q FY2025					
	Net Sales **	Operating Profit	Ordinary Profit	Net Sales **	Rate of Change %	Operating Profit	Rate of Change %	Ordinary Profit	Rate of Change %
Japan	1,400	89	170	1,006	△28.1	△163	—	△124	—
United States	926	113	114	1,326	43.2	253	124.0	267	133.4
Europe	815	△55	△69	828	1.7	2	—	△20	—
Korea	253	38	32	200	△20.9	△37	—	△43	—
Taiwan	26	△11	△11	18	△27.8	△15	—	△16	—
China	91	2	0	54	△40.9	△4	—	△5	—
Consolidation Adjustments*	△429	△64	△68	△509	—	△101	—	△105	—
Total	3,082	112	168	2,926	△5.0	△66	—	△47	—

* Amortization of goodwill is included in consolidation adjustments. ** Net sales have calculated before deducting internal transactions.

Hard Backlog by Region

* Hard backlog:

The balance of the amount for orders for contract business already concluded. This is an indicator that shows the amount of sales to be generated over the next one to five years and serves as the basis for the group's future results forecasts.



- The hard backlog as of August 14, 2024 was 12.5 billion yen, up 2.7% from the end of March 2024
- Some of the contracts have not yet been signed, and as of Aug 14, the number is beginning to increase, mainly in Europe and the United States.

Hard Backlog in each region



■ Japan and Asia:

- The Japanese pharmaceutical industry is facing a challenging market environment, with a number of companies offering early retirement and other structural reforms.
- In cooperation with subsidiaries in the United States and Europe, we are continuing our sales activities, including proposing overseas biotechnology companies to enter the Japanese and Asian markets.

■ US:

- Increased hard backlog compared to the end of March 2024 due to acquisition of new projects and change orders to increase tasks for existing projects
- We have been approached about new trials, including global projects, and we will continue to strengthen our sales activities aiming to build up backlog

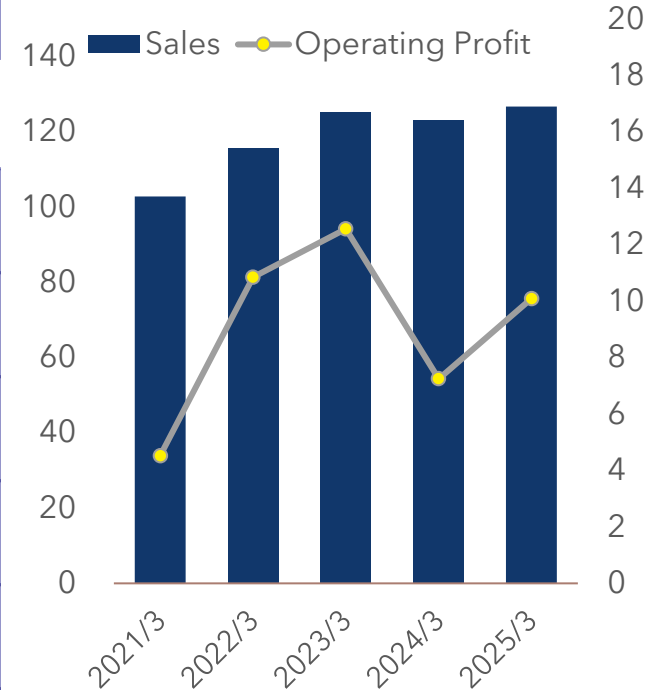
■ Europe:

- Leveraging synergies from business integration in Europe and the United States, we will promote the acquisition of new projects
- We will further strengthen global synergies in sales functions and expand acquisition of new multi-national projects from U.S. companies

Full-Year Forecast



Unit: Millions of yen	FY ended March 2024		FY ending March 2025 forecasts		
	Amount	Sales Ratio	Amount	Sales Ratio	Rate of Change
Net Sales	12,307	100.0	12,669	100.0	2.9
Operating Profit	725	5.9	1,009	8.0	39.2
Ordinary Profit	790	6.4	1,047	8.3	32.5
Net Profit	338	2.7	697	5.5	106.2
	Amount (yen)	Payout ratio (%)	Amount (yen)	Payout ratio (%)	
Dividend per share	15	100.2	16	51.8	



There are no changes to the full-year forecast.

Cautionary Notes



Those plans, forecasts, strategies, etc., stated in this document that are not historical facts are forecasts concerning future results. These are forecasts that have been determined by the company based on information currently available so please do not place undue reliance on them.

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