

*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 Nine Months ended December 31, 2024

Feb 14, 2025
Linical Co., Ltd.

Consolidated Financial Results



Units: millions of yen, %	Results for the Nine Months Ended December 31, 2023		Results for the Nine Months Ended December 31, 2024		
	Amount	Sales Ratio	Amount	Sales Ratio	Year-on-Year
Net Sales	9,248	100.0	7,955	100.0	△14.0
Cost of Sales	6,276	67.9	6,097	76.6	△2.9
SG&A Expenses	2,330	25.2	2,189	27.5	△6.1
Operating Profit	641	6.9	△332	△4.2	—
Ordinary Profit	632	6.8	△261	△3.3	—
Net Profit	253	2.7	△316	△4.0	—

■ Net sales:
Consolidated net sales decreased year-on-year, as sales in the United States increased, but sales in other regions decreased.

■ Operating profit:
Profit on a consolidated basis also decreased year-on-year, as profit in the United States increased, but other regions posted an operating loss.

Financial Results by Region



Unit: Millions of yen	Results for the Nine Months Ended December 31, 2023			Results for the Nine Months Ended December 31, 2024					
	Net Sales **	Operating Profit	Ordinary Profit	Net Sales	Rate of Change %	Operating Profit	Rate of Change %	Ordinary Profit	Rate of Change %
Japan	3,936	398	458	2,794	△29.0	△374	—	△346	—
United States	3,325	516	534	3,603	8.3	543	5.3	575	7.8
Europe	2,424	△53	△117	2,334	△3.7	△63	—	△101	—
Korea	703	72	63	544	△22.6	△91	—	△37	—
Taiwan	72	△22	△24	58	△19.7	△37	—	△36	—
China	231	△48	△52	155	△32.7	1	—	△1	—
Consolidation Adjustments*	△1,444	△221	△228	△1,535		△309		△313	
Total	9,248	641	632	7,955	△14.0	△332	—	△261	—

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

Hard Backlog by Region

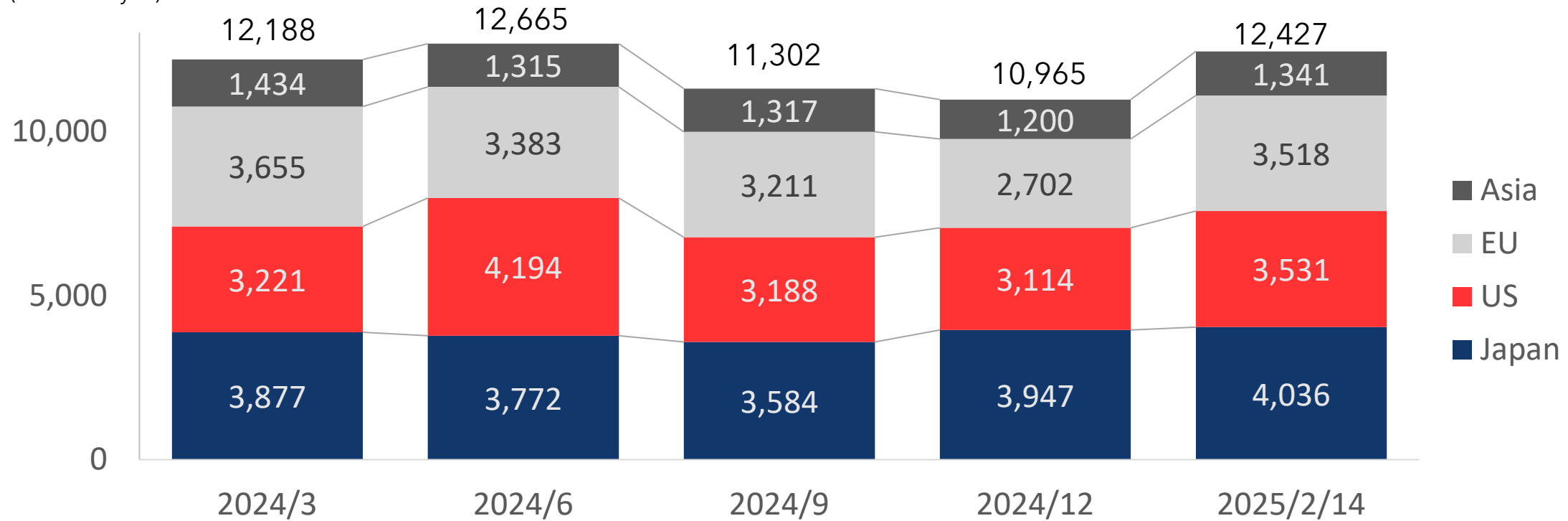


* Hard backlog:

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.

(Millions of yen)



- Order (hard) backlog as of Feb 14, 2025, was worth 12.4 billion yen, up 2.0% from the end of March 2024

Hard Backlog by Region



■ Japan/Asia:

- Japan continues to face difficult market conditions, but the order backlog as of December 31, 2024 and Feb 14, 2025 exceeded that at the end of March 2024
- In South Korea, new orders did not progress due to the continued impact of the medical strike. Currently, the company has succeeded in receiving many orders from overseas clients through collaboration with its group companies in Japan and Asia.

■ United States:

- The order backlog increased compared with the end of March 2024 due to the winning of new projects and changes in contracts for existing projects to increase person-hours
- Sales activities to expand orders are accelerated due to high inquiries from biotechnology companies.

■ Europe:

- The synergy effect of management integration in Europe and the United States has led to new orders.
- Hiring sales personnel to increase new orders in Europe

Full-Year Forecast



Unit: Millions of yen	FY ended March 2024		FY ending March 2025 Previous Forecasts			FY ending March 2025 Latest Forecasts		
	Amount	Sales Ratio	Amount	Sales Ratio	Rate of Change	Amount	Sales Ratio	Rate of Change
Net Sales	12,307	100.0	11,468	100.0	△6.8	10,430	100.0	△9.1
Operating Profit	725	5.9	250	2.2	△65.6	△650	△5.9	—
Ordinary Profit	790	6.4	258	2.2	△67.3	△550	△5.0	—
Net Profit	338	2.7	150	1.3	△55.7	△570	△5.2	—

The full-year forecast was revised on February 14, 2025.

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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