

Supplementary Information of Consolidated Financial Results for the Three Months ended June 30, 2025



Aug 14, 2025
Linical Co., Ltd.

Consolidated Financial Results



Units: Millions of yen, %	Three Months ended June 30, 2024		Three Months ended June 30, 2025		
	Amount	Net Sales	Amount	Net Sales	Year-on-Year
Net Sales	2,926	100.0%	2,626	100.0%	△10.3
Cost of Sales	2,202	75.2%	1,917	73.0%	△12.9
SG&A Expenses	790	27.0%	813	31.0%	2.8
Operating Profit	△66	△2.3%	△104	△4.0%	—
Ordinary Profit	△47	△1.6%	△164	△6.3%	—
Net Profit	△82	△2.8%	△176	△6.7%	—

■ Net Sales

Compared to the same period of the previous year, Europe and Taiwan saw increased revenue due to change orders for existing projects and the acquisition of new projects. However, a decrease in revenue in the US, South Korea, Japan, and China resulted in an overall decline in consolidated revenue.

■ Operating Profit

Europe recorded an increase in profit, and Taiwan and China returned to operating profitability. However, due to a decline in profit in the US and operating losses in Japan and South Korea, the consolidated operating loss persisted.

Financial Results by Region

Unit: Millions of yen	Three Months ended June 30, 2024			Three Months ended June 30, 2025					
	Net Sales **	Operating Profit	Ordinary Profit	Net Sales **	Rate of Change %	Operating Profit	Rate of Change %	Ordinary Profit	Rate of Change %
Japan	1,006	△163	△124	960	△4.7	△104	—	△98	—
United States	1,326	253	267	1,228	△7.4	100	△60.4	115	△56.8
Europe	828	2	△20	954	15.1	40	1,894.8	△1	—
Korea	200	△37	△43	134	△32.6	△44	—	△83	—
Taiwan	18	△15	△16	36	93.0	1	—	△1	—
China	54	△4	△5	45	△16.0	1	—	1	—
Consolidation Adjustments*	△509	△101	△105	△733	—	△98	—	△96	—
Total	2,926	△66	△47	2,626	△10.3	△104	—	△164	—

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

Financial Results by Region



■ Japan:

- Although multiple large-scale projects were contracted with domestic and international pharmaceutical companies, showing a recovery trend in orders, their contribution in the first quarter was partial, resulting in a decline in revenue. On the profit side, due to reductions in personnel and outsourcing costs, the operating loss was reduced.

■ US:

- While there was an increase in revenue from change orders, revenue decreased compared to the same period of the previous year, which had been strong. Additionally, an increase in outsourcing costs led to a decline in profit.

■ Europe:

- Existing projects progressed smoothly, and revenue from change orders also increased, resulting in higher revenue and profit compared to the same period of the previous year.

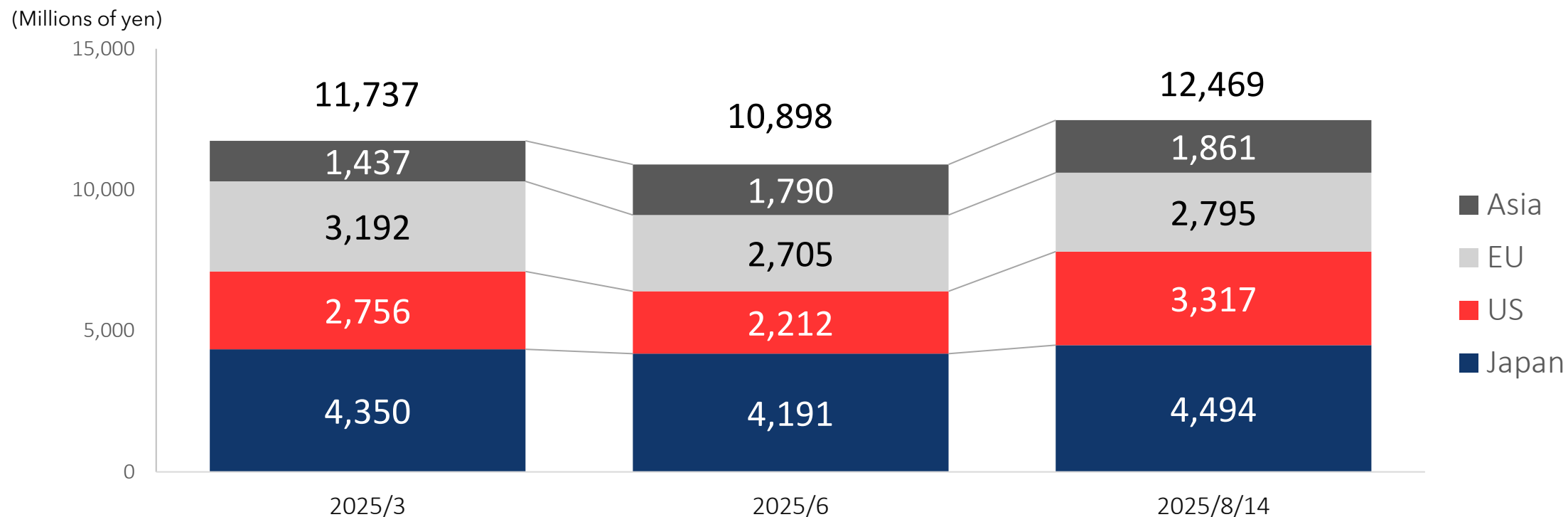
■ Asia:

- South Korea: A significant decline in revenue and an operating loss incurred due to medical strikes and the suspension of multiple projects for client-related reasons.
- China: While revenue decreased due to the termination of existing projects, operating profitability was achieved through cost reductions and other measures.
- Taiwan: Revenue increased, and operating profitability was achieved due to the acquisition of new projects.

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, 2025 was 12.4 billion yen, up 6.2% from the end of March 2025

Hard Backlog in each region

■ Japan and Asia:

- Due to the acquisition of multiple new orders, the hard backlog for Japan, Taiwan, and South Korea increased compared to the end of March 2025.
- There is a growing trend in securing projects for international joint clinical trials by European and US biotech companies, including those involving Japan and Asia, as well as projects by Japanese and Asian pharmaceutical and biotech companies aiming to either enter the North American market directly or expand via Australia.

■ US:

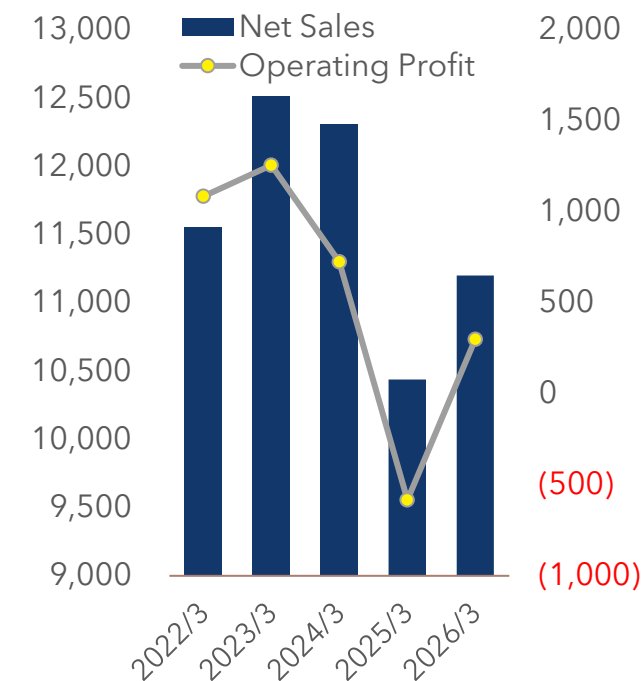
- Preliminary agreements were obtained for several large-scale international joint clinical trials, including those involving the US, Europe, and Australia. Contracts for certain parts of these projects have already been finalized, resulting in an increase in the hard backlog for the US compared to the end of March 2025. The remaining parts will be added to the hard backlog as contracts are finalized in the future.
- There is a high volume of inquiries for new projects, including global ones, and efforts to strengthen sales and proposals toward securing orders are ongoing.

■ Europe:

- In addition to change orders for existing projects, there was an increase due to the inclusion of the European portion of the large-scale international joint clinical trials secured by the US, for which contracts have been finalized. However, as revenue recognition progressed for existing projects, the hard backlog for Europe decreased compared to the end of March 2025.
- Through collaboration with the US, efforts are being made to expand the acquisition of projects from US pharmaceutical and biotech companies, including those involving Europe, while also strengthening European sales initiatives.

Full-Year Forecast

Unit: Millions of yen	FY ended March 2025		FY ending March 2026 forecasts		
	Amount	Sales Ratio	Amount	Sales Ratio	Rate of Change
Net Sales	10,437	100.0	11,200	100.0	7.3
Operating Profit	△583	△5.6	300	2.7	—
Ordinary Profit	△498	△4.8	320	2.9	—
Net Profit	△539	△5.2	150	1.3	—
	Amount (yen)	Payout ratio (%)	Amount (yen)	Payout ratio (%)	
Dividend per share	16.00	—	16.00	240.9	



We expect an increase in sales and profits due to growth in the US and recovery in Europe, Japan and Asia. We are planning the same dividend per share as the fiscal year ended March 31, 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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