



*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 Month ended Dec 31, 2023

Feb 14, 2024
Linical Co., Ltd.

Consolidated Financial Results



Units: Millions of yen, %	3Q FY2023		3Q FY2024		
	Amount	Sales Ratio	Amount	Sales Ratio	Year-on-Year
Net Sales	9,246	100.0	9,248	100.0	0.0
Cost of Sales	6,256	67.7	6,276	67.9	0.3
SG&A Expenses	2,249	24.3	2,330	25.2	3.6
Operating Profit	740	8.0	641	6.9	△13.4
Ordinary Profit	768	8.3	632	6.8	△17.7
Net Profit	577	6.2	253	2.7	△56.1

■ Net Sales remains the same
Due to strong sales in the United States and Korea in addition to yen depreciation, while sales decreased in Japan and Europe.

■ Operating Profit & Ordinary Profit : Decreased
Operating profit increased in the United States and Korea. However, overall operating profit decreased due to operating loss in Europe and other countries as well as a decline in operating profit in Japan.

■ Net Profit : Decreased
Insurance claim income was received last term, and business restructuring expenses were incurred this term in association with the integration of management systems at subsidiaries in Europe and the United States.

Financial Results by Region

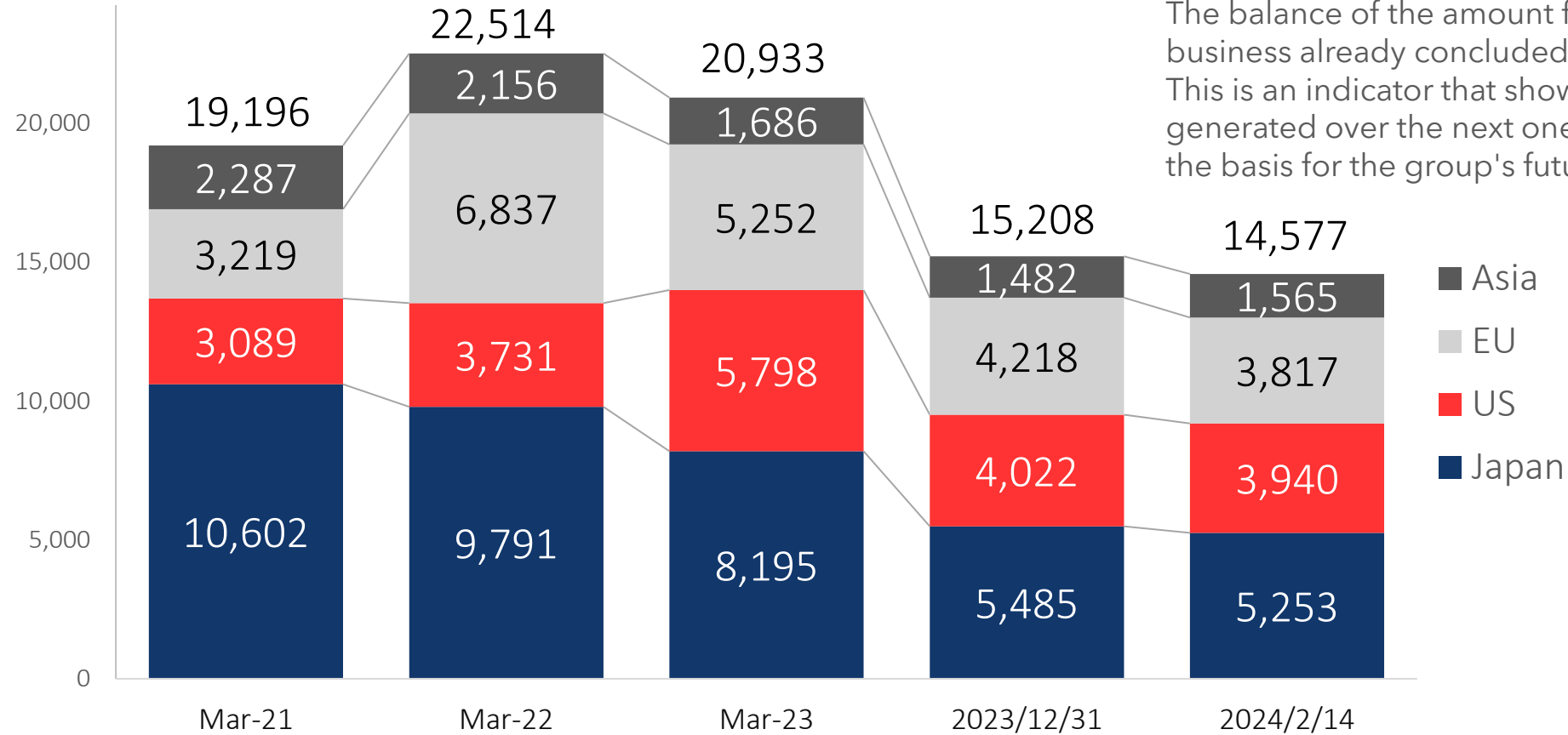


Unit: Millions of yen	3Q FY2023			3Q FY2024					
	Net Sales **	Operating Profit	Ordinary Profit	Net Sales **	Rate of Change %	Operating Profit	Rate of Change %	Ordinary Profit	Rate of Change %
Japan	4,383	446	739	3,936	△10.2	398	△10.5	458	△38.0
United States	2,423	190	169	3,325	37.2	516	170.4	534	214.8
Europe	2,863	230	222	2,424	△15.3	△53	-	△117	-
Korea	608	54	16	703	15.6	72	32.8	63	281.9
Taiwan	123	5	7	72	△41.4	△22	-	△24	-
China	310	39	46	231	△25.5	△48	-	△52	-
Consolidation Adjustments*	△1,465	△ 224	△ 431	△ 1,444	-	△221	-	△228	-
Total	9,246	740	768	9,248	0.0	641	△13.4	632	△17.7

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

Hard Backlog by Region

(Millions of yen)



* 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 details in each region are described on the next page.

Hard Backlog in each region



■ Japan

- The clinical trial environment has been improved by classifying COVID-19 as a Class 5 infectious disease since May 8, 2023, and we are digesting the hard backlog steadily and recording sales. In addition, due to contract changes resulted from the cancellation of trials and early termination, the hard backlog decreased from the end of the last FY.
- We have been approached by overseas companies for new trials including those in Japan, and will proceed with sales activities to obtain orders.

■ United States

- The hard backlog was digested due to continued accelerated operations and steady sales exceeding the increase in orders received through new contracts.
- The number of inquiries for new projects from biotech companies has increased, and we continue sales activities to acquire global projects.

■ Europe

- The deterioration of business sentiment in Europe continues to make it difficult for biotech ventures to raise funds.
- We will aim to acquire European trials by further advancing cooperation with US business and demonstrating synergies in sales and marketing.

Full-Year Forecast



Units: Millions of yen, %	FY ended March 2023 Results	FY ending March 2024 Forecasts (May 15, 2023)	FY ending March 2024 Forecasts (Feb 14, 2024)		
	Amount	Amount	Amount	Rate of Change	Year-on-Year
Net Sales	12,516	13,300	11,900	△10.5	△4.9
Operating Profit	1,256	1,400	340	△75.7	△72.9
Ordinary Profit	1,283	1,400	330	△76.4	△74.3
Net Profit	1,004	1,008	0	△100.0	△100.0

We revised the full-year forecast on February 14, 2024

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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