

May 30, 2023

To whom it may concern:

|                |   |
|----------------|---|
| Company name   | Sansan, Inc.  |
| Representative | Chikahiro Terada,<br>Representative Director & CEO<br>(Code: 4443 TSE Prime Market) |
| Contact        | Muneyuki Hashimoto,<br>Director, Executive Officer, CFO                             |
| Tel            | +81-3-6758-0033   |

### **Sansan to Launch the Bill One Business Card**

Sansan, Inc. today announced its launch of the Bill One Business Card, a corporate credit card optional with the Bill One cloud-based invoice management solution.

Sansan, with its mission of “Turning encounters into innovation,” provides corporate databases and other digital transformation (DX) solutions that reshape how people work. Its principal services, provided in Japan and internationally, are the namesake Sansan sales DX solution, Bill One cloud-based invoice management solution, Contract One contract DX solution, and Eight contact and career management app.

The Sansan Group, to enhance shareholder and enterprise value over the longer term, is pursuing measures to grow its Sansan and Bill One businesses, and to expand profitability for the Eight business. One result of this effort is the steady growth of Bill One since the service launched in May 2020. Its annual recurring revenue (ARR) exceeded 2.7 billion yen as of February 2023, while its functions are being continually upgraded and expanded to support further growth. The newly launched Bill One Business Card, used in combination with Bill One, will further enhance accounting productivity for users, while also providing compatibility with Japan’s Invoicing System and Electronic Bookkeeping Act when paying by credit card. The Group believes the benefits from this service will contribute to further net sales growth for Bill One. See the attached materials for details.

Of note, this measure’s effect on the Group’s business performance will be realized over the medium-to-long term. The impact on consolidated results in the current fiscal year will be minimal.

#### **Attached materials**

- Press release: “Sansan to Provide Payment Services with Bill One Business Card  
Already being adopted by 200 companies, speeds up monthly closing”
- Concerning the Bill One Business Card

## Sansan to Provide Payment Services with Bill One Business Card

**Already being adopted by 200 companies, speeds up monthly closing**

TOKYO, May 30, 2023 – [Sansan](#), a leading provider of digital transformation (DX) solutions that reshape how people work, on June 1, will launch the Bill One Business Card as an option for its Bill One invoice management solution.

Bill One account holders can use the card with no separate fee<sup>1</sup>. Used in combination, Bill One and the Bill One Business Card will further enhance the productivity of accounting operations, provide compatibility with Japan's Invoicing System and Electronic Bookkeeping Act when paying by credit card, and accelerate month-end closing.



### Background

Bill One is an invoice management service for receiving and digitizing all types of invoices, including physical invoices received by post and PDF invoices sent as email attachments. This speeds up month-end closing. In the three years since its launch in May 2020, the service has reached annual recurring revenue (ARR) upward of ¥2.7 billion and gained the top market share among cloud-based invoice receipt services.<sup>2</sup>

Invoices and corporate credit cards are the main methods of payment between businesses, with use of credit cards increasing at a notably fast pace. In a Sansan survey<sup>3</sup> on corporate credit cards, approximately half of respondents indicated they felt the use of services paid for with such cards has increased in recent years, and further increase is expected.

At the same time, administrative tasks for corporate credit cards are generally done manually, which can hamper the speed of month-end closing procedures. The Sansan survey showed the time needed to verify documentary proof (receipts and invoices) is a major problem for accounting operations. Moreover, with the introduction of the Invoicing System in October 2023, procedures for corporate credit cards are expected to become more complex. This is because the system brings the need to confirm whether the documentary proof received meets the requirements for a qualified invoice.

Sansan is providing a solution to these administrative problems with corporate credit cards by offering the Bill One Business Card to speed up month-end closing. By using Bill One and the Bill One Business Card together, companies can centrally manage administrative processes for invoices and corporate credit cards, the main

methods of payment between businesses, through the Bill One system.

### Overview of the Bill One Business Card

The Bill One Business Card is a corporate credit card to accelerate month-end closing. It uses Sansan's accumulated digitization technologies to solve issues associated with such credit cards. The main features are as follows.

- **Streamlines manual procedures for corporate credit cards**

Using the Bill One Business Card allows for automatic verification of the card account statement against documentary proof. The proof uploaded to Bill One is digitized by the end of the following business day, and the system shows an alert if the card statement does not match the proof. This enables efficient comparison of data, which an accounting manager generally does visually. Also, after the card is used, the user automatically receives a prompt from Bill One to upload documentary proof, freeing the accounting manager from the need to remind users to submit proof each time.

- **Compliance with Japan's Invoicing System and Electronic Bookkeeping Act**

Before the start of the Invoicing System, in October 2023, Sansan plans to add functionality that will allow confirmation of whether documentary proof received after the card is used meets the requirements for a qualified invoice. This will reduce the workload for the time-consuming system. Documentary proof submitted after the card is used is also saved in a format satisfying the Electronic Bookkeeping Act's requirements.

- **Reduced risk of unauthorized use**

Companies can set usage limits and restrict usage periods for each card, and even exclude certain types of spending. The usage status for all issued cards is also linked in real time on the Bill One system. These features reduce the risk of unauthorized use.

### Basic Information on the Bill One Business Card

|   |  |
|---|--|
| Card name:                              | Bill One Business Card   |
| Card brand:                             | Visa   |
| Issuing partner:                        | Infcurion, Inc.  |
| Card type:                              | Credit card (usable at regular participating merchants)  |
| Issuance form:                          | Virtual card and physical card (3D Secure 2.0 compatible) (planned)  |
| No. of cards issuable:                  | No limit   |
| Fees:                                   | No initial fee, annual fee, or issuance fee  |
| Foreign transaction fee:                | None   |
| Monthly usage limit:                    | 100 million yen  |
| Payment method:                         | Bank transfer *account transfer (planned)  |
| Payment due date:                       | Bank transfer on 15th of each month (on bank holidays, the following business day)<br>*possible to change    |
| Items digitized from documentary proof: | Merchant name, total amount, currency<br>*QIS number, consumption tax rate, consumption tax amount (planned) |

### Inquiries regarding functionality and use

Inquiries can be made by telephone or online form through the Bill One product website. Current Bill One customers should contact their sales representative.

Inquiry form for the Bill One Business Card:

<https://bill-one.com/lp/card/>

### Notes

1. There is no card usage fee. Digitization of documentary proof uses the customer's Bill One license invoice digitization quota.
2. Sansan Inc., "[Bill One Cloud-Based Invoice Receipt System Gains Top Market Share in the Invoice Receipt Services Market](#)" (July 14, 2022) (Japanese)
3. [Sansan Inc., "Survey on Corporate Card Usage"](#) (May 30, 2023) (Japanese)

### Bill One – Cloud-based Invoice Management for Fast Monthly Closing

Bill One is an invoice management solution from Sansan, Inc. Through Bill One, corporate users can receive all invoices (paper or electronic), by post or email, and then quickly and accurately digitize them for processing and

approval. Its centralized, cloud-based management modernizes inefficient, analog practices. Bill One speeds up management's decision-making and streamlines the monthly closing process.

#### **About Sansan, Inc.**

With its mission of "Turning encounters into innovation," Sansan provides its namesake Sansan B2B service powering digital transformation (DX) in companies, the Eight career management app for individual professionals, Bill One for cloud-based invoice management, and Contract One, the contract DX solution.

Established: June 11, 2007

Website: <https://www.corp-sansan.com>

Head office: Aoyama Oval Building 13F, 5-52-2 Jingumae, Shibuya-ku, Tokyo 150-0001, Japan

Capital: 6,553 million yen (as of February 28, 2023)

Business: Planning, development, and sales of cloud-based solutions that promote digital transformation and reshape how we work

#### **Contact for press inquiries**

Sansan Inc. Brand Communication Dept.

Email: [pr@sansan.com](mailto:pr@sansan.com)



# Concerning the Bill One Business Card

May 30, 2023  
Sansan, Inc.

Receive, digitize & centralize your invoices. Fast monthly closing.

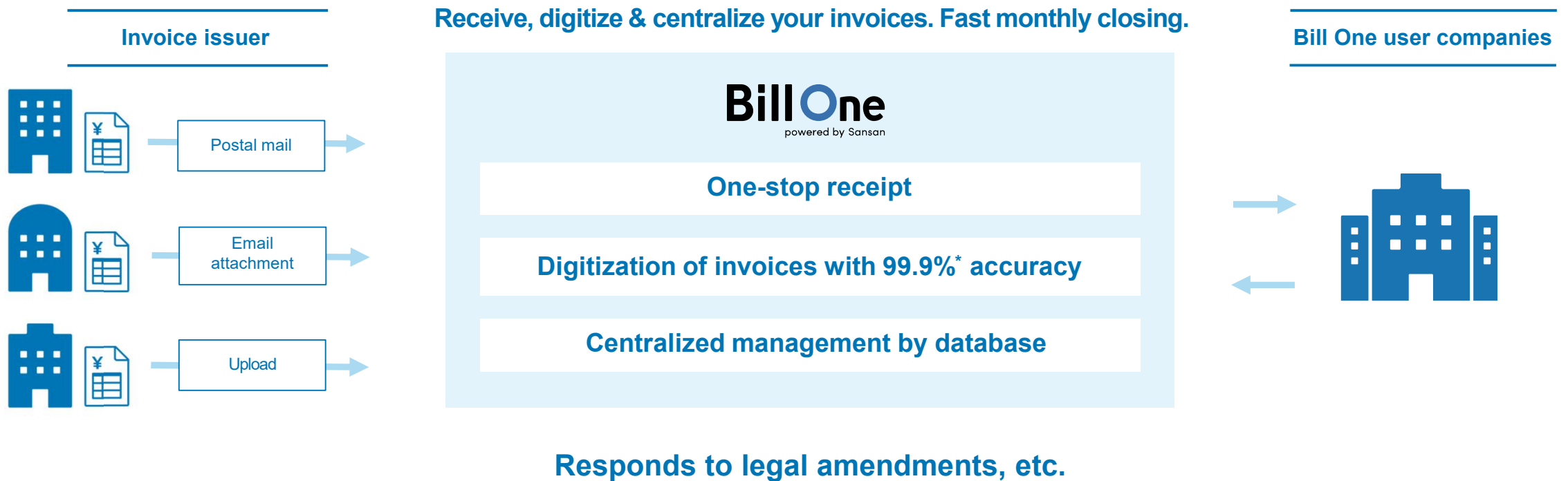
# Bill One

powered by Sansan



# Service Overview

Making all forms of invoices receivable online, while promoting digital transformation (DX) of invoice operations through accurate digitization. After introducing Bill One, user customers can smoothly handle various legal amendments and fast monthly closing of accounts.



\*Accuracy of digitization when conditions specified by Sansan, Inc. are met.

**Released in 2020,  
functions updated 1,000+ times**

---

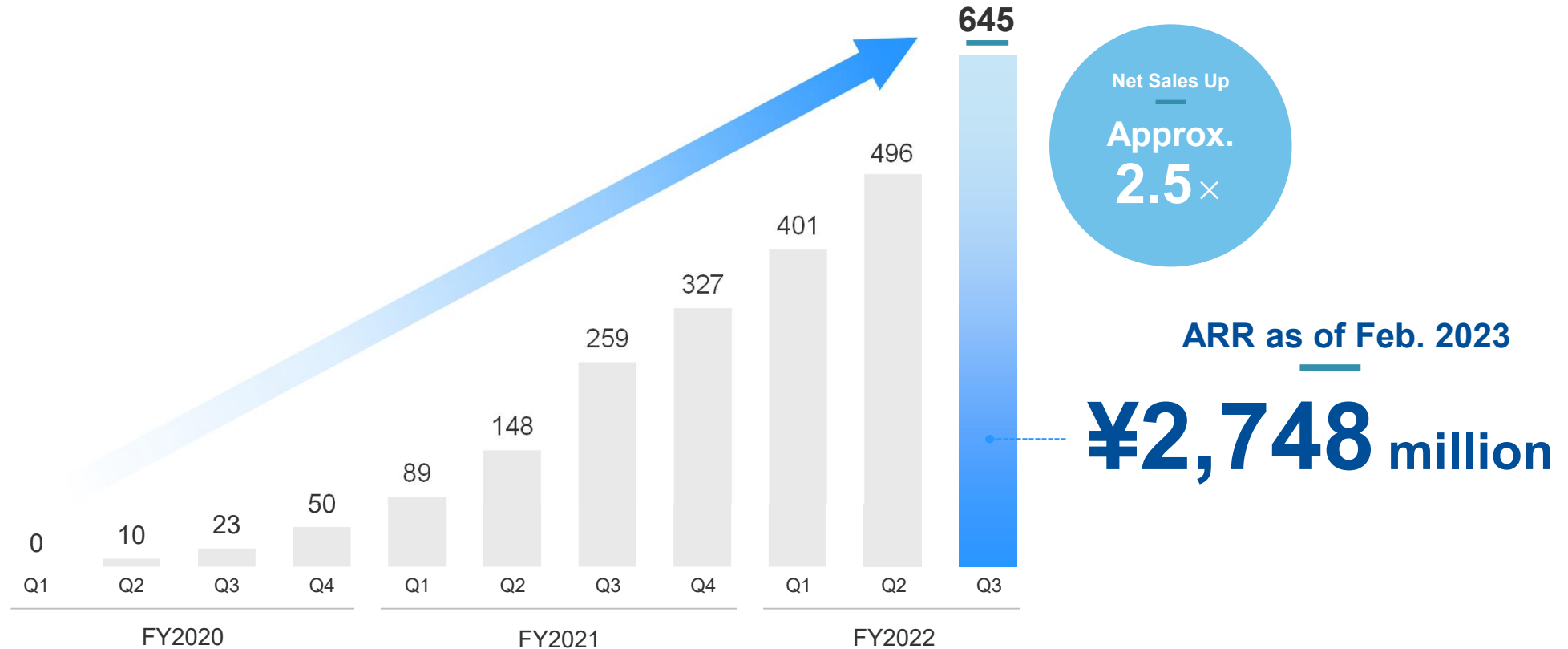


# Bill One Growth

Rapid growth in net sales since May 2020 service launch.  
ARR (as of February 2023) exceeded ¥2.7 billion.

Bill One Net Sales

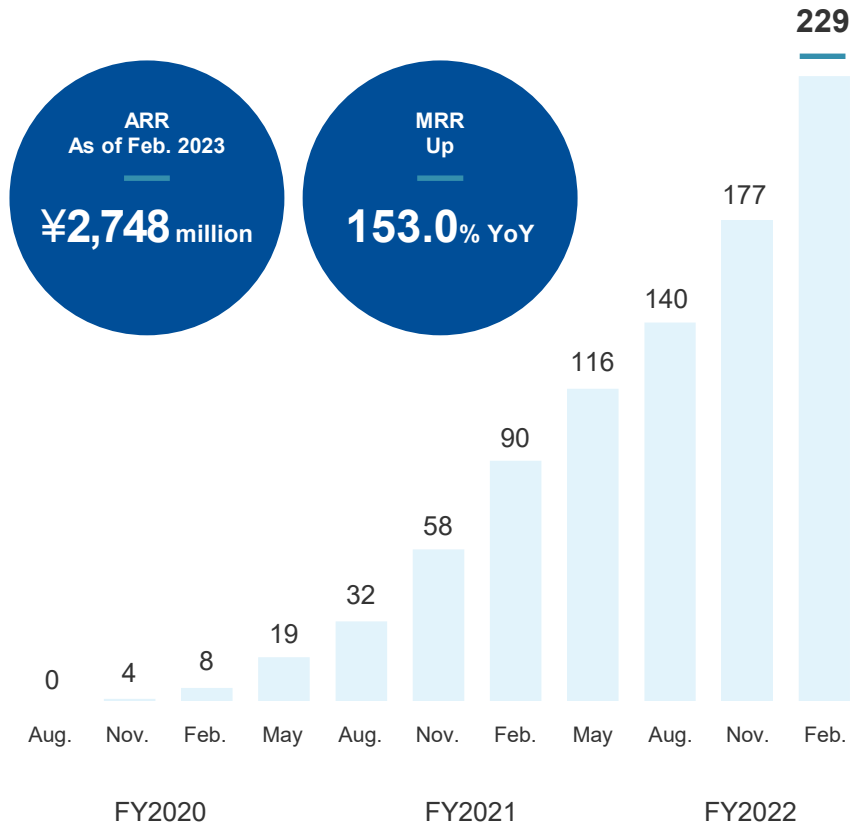
(million yen)



# Adopted by 1,300 Companies

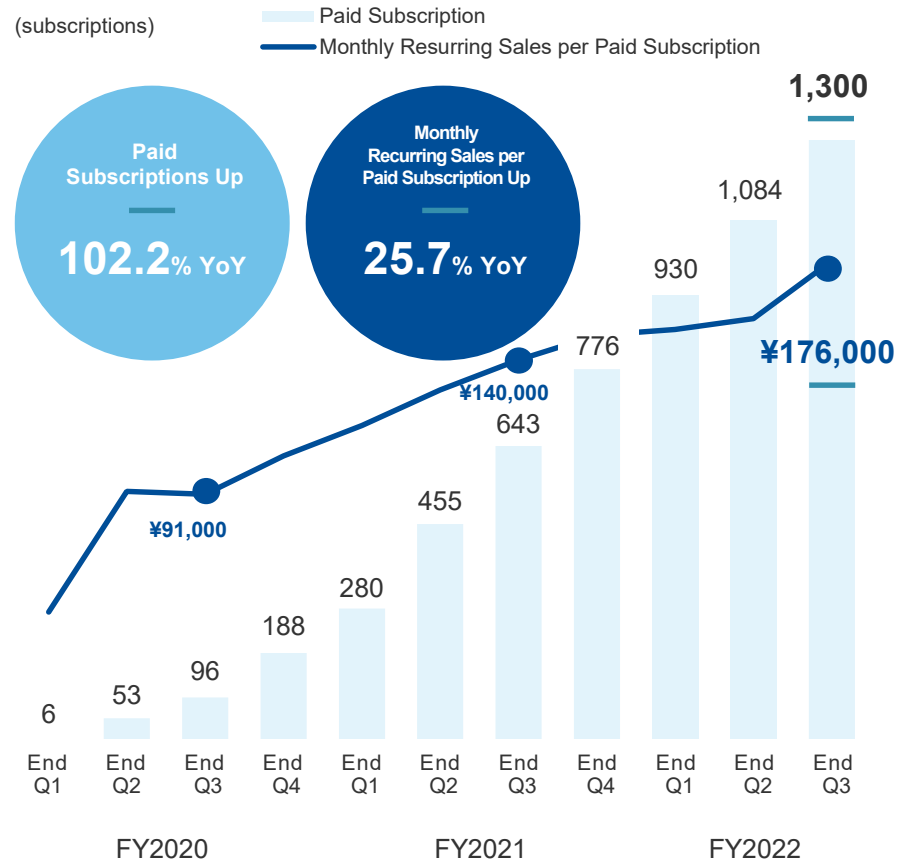
## Bill One MRR

(million yen)



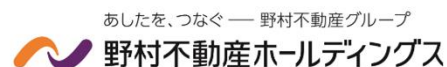
## Bill One Paid Subscriptions and Monthly Recurring Sales per Paid Subscription

(subscriptions)



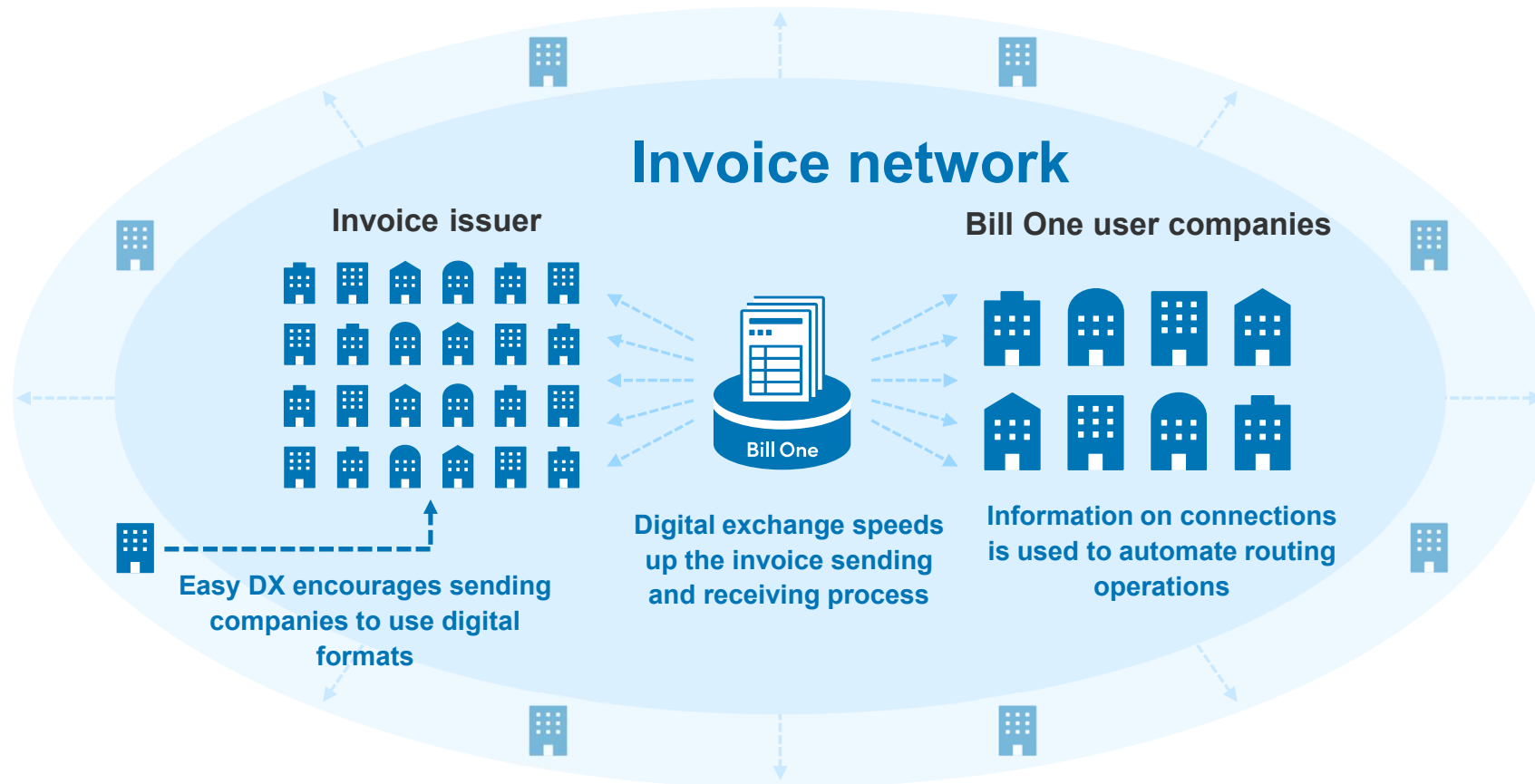
# Customer Base

Acquiring customers from different business types, regardless of company size.



# Bill One Invoice Service Network

Companies in the invoice network: 73,000  
Amount handled: ¥16 trillion annually



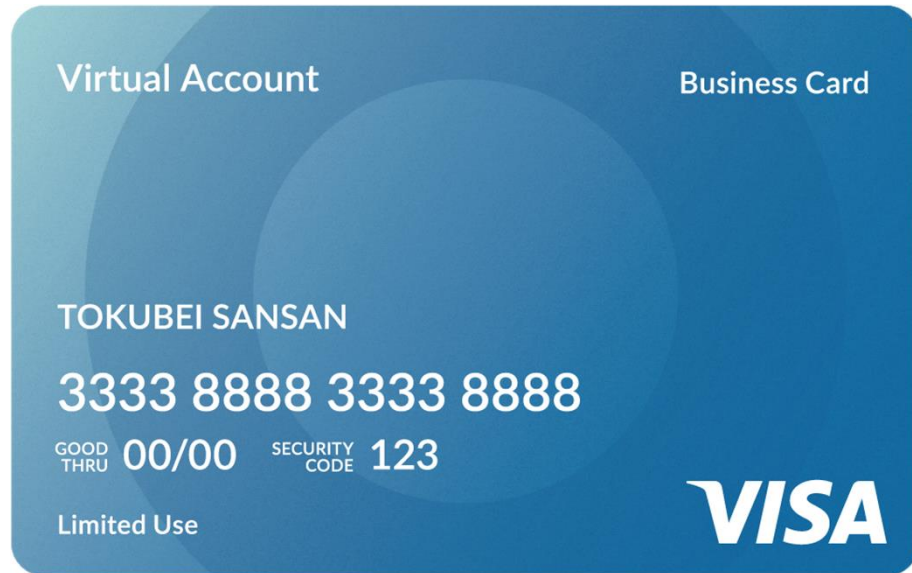
Corporate credit card for fast  
monthly closing

# Bill One Business Card

**Bill One**  
powered by Sansan



# Card Type



**Virtual card**



**Physical card**

# | Card Type



- ✓ Free yourself from manual work
- ✓ Comply with laws and regulations
- ✓ Lower the risk of unauthorized use

# Use of Corporate Credit Cards Is Increasing

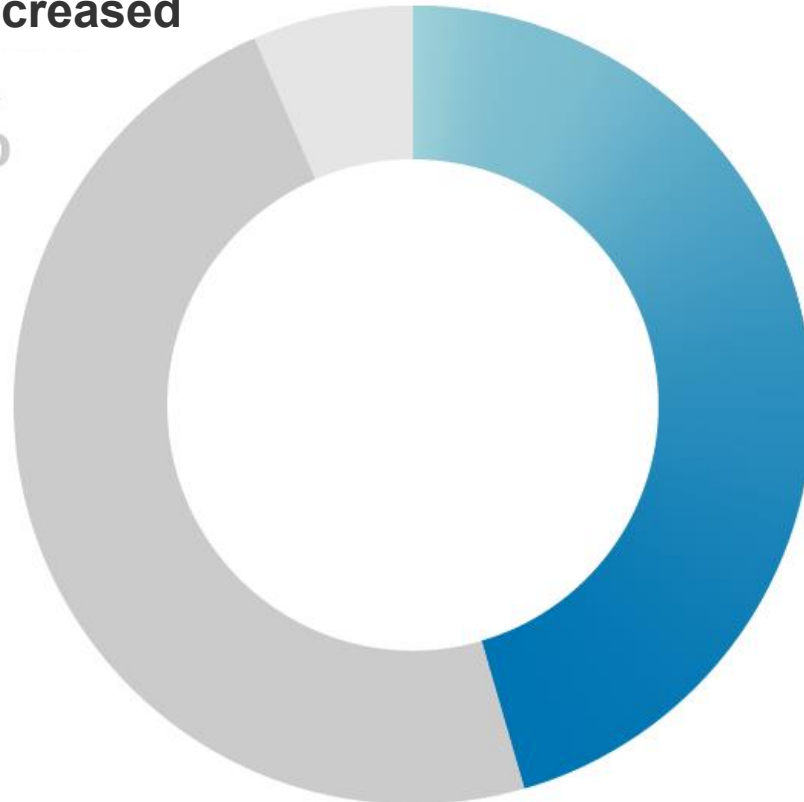
Q. Do you feel that use of corporate credit cards has increased in recent years?

Seems to have decreased

6.4%

No change

48.1%



Seems to have increased

45.5%

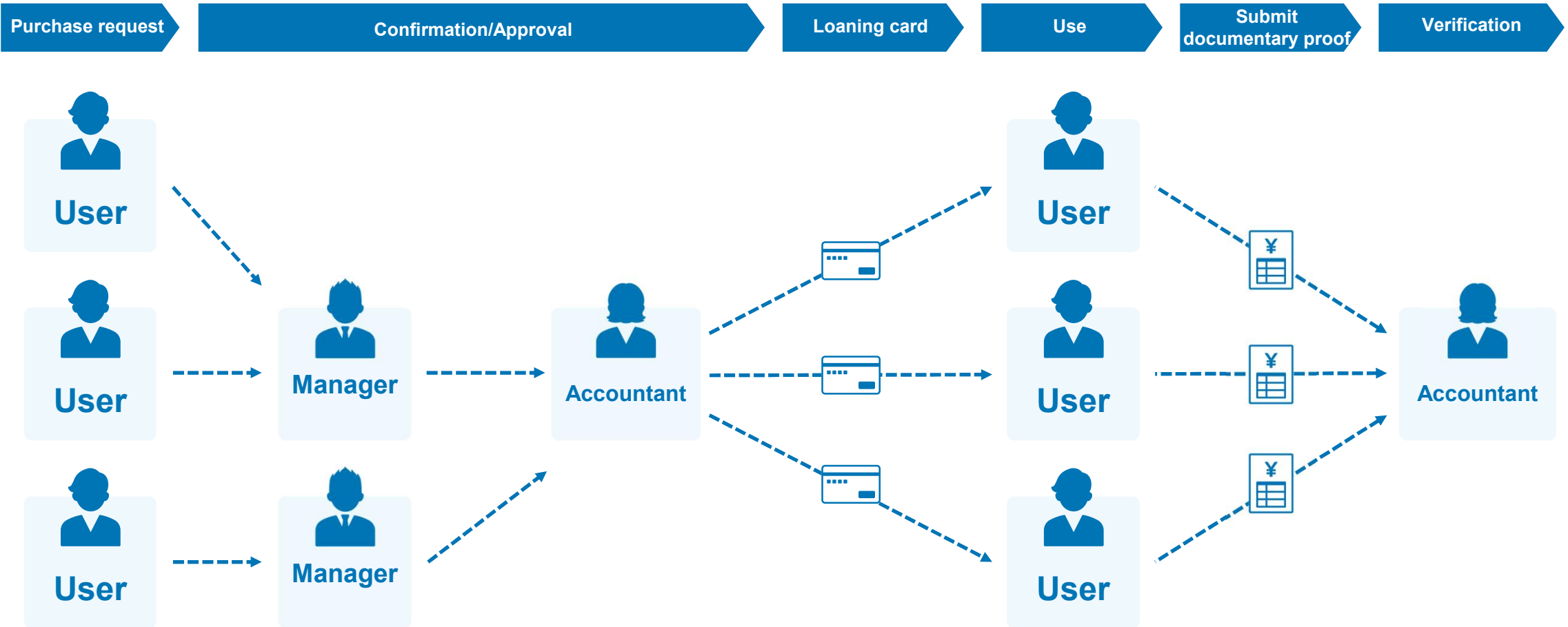
n=1000 single answer



A person in a dark suit is seated at a desk, holding a pen and a stack of papers. In the foreground, there are several stacks of papers held together by binder clips. A laptop is open on the desk to the left, and a small potted plant is visible in the bottom left corner. The background is a plain, light-colored wall.

**Manual procedures are a problem  
for companies.**

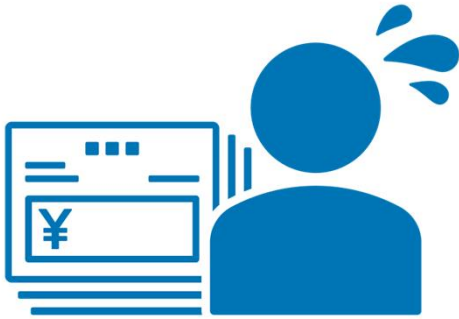
# Using a Corporate Credit Card



# **The Triple Burden of Corporate Credit Cards**

---

# | The Triple Burden of Corporate Credit Cards



**Follow-up manual operations**



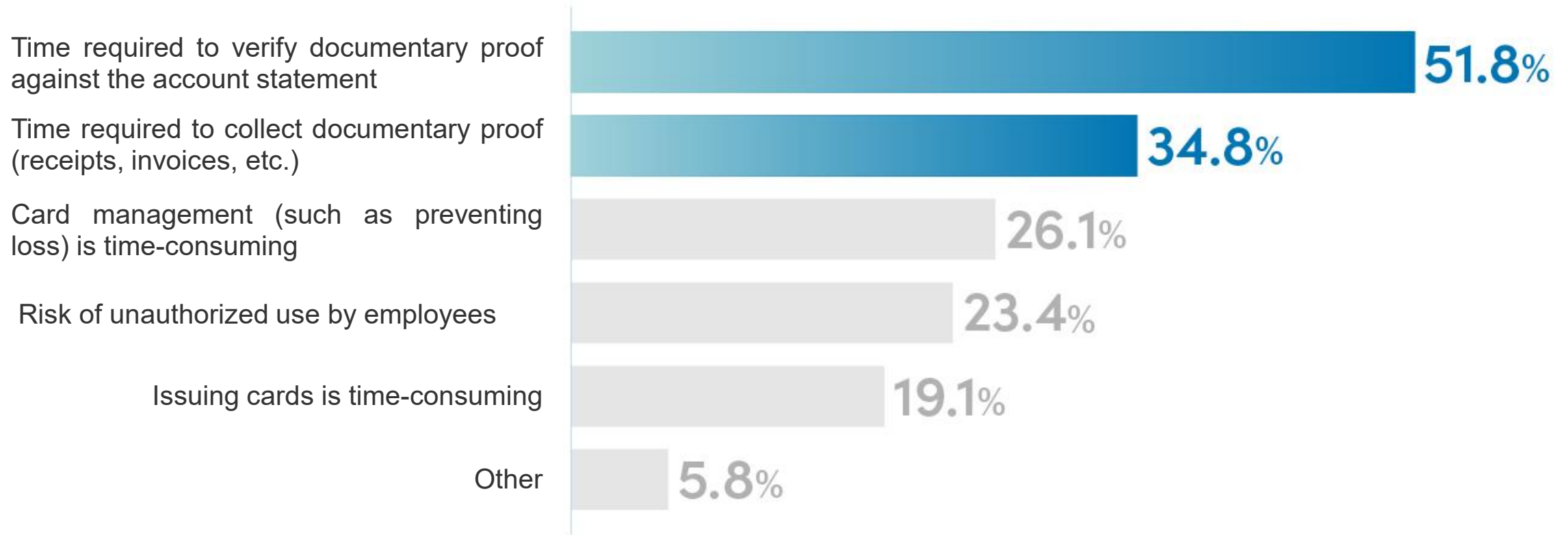
**Compliance with laws and regulations**



**Preventing unauthorized use**

# 1. Follow-up Manual Operations

Q. What problems do you have using corporate credit cards?



n=1000 Multiple answers

# 1. Follow-up Manual Operations

Verifying credit card account statement against documentary proof



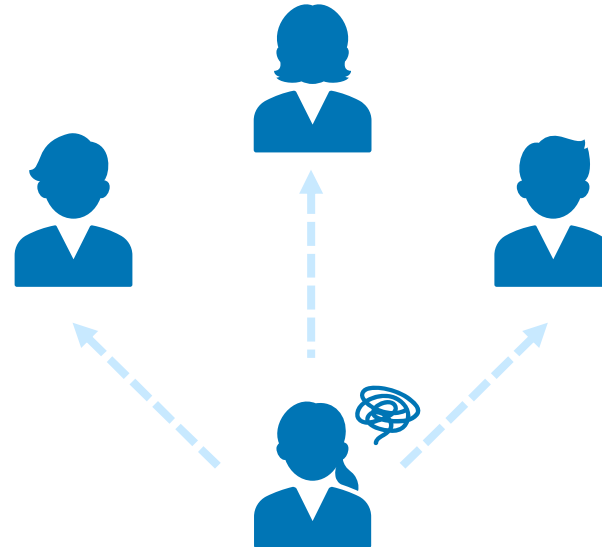
Account statement



Documentary proof

Each item is verified visually

Requesting submission of documentary proof



Remind users for each item

## **| 1. Follow-up Manual Operations**

**An average of 4.7 days  
per month**

**is spent collecting vouchers from applicants and  
reconciling application details with usage statements**

## 2. Compliance with Laws and Regulations

Added work with introduction of new laws and regulations

**Invoicing System**



October 2021 to end of  
March 2023

**Revision of Electronic  
Bookkeeping Act**



January 2022  
(grace period ends in  
December 2023)



## 2. Compliance with Laws and Regulations

**Saving the credit card usage statement and documentary proof will be required after invoicing system is introduced**

### Before implementation of invoicing system

For purchases under ¥30,000 (incl. tax), a purchase tax credit was permitted just by entering the amount in the ledger, without saving the receipt.



Credit card usage statement



### After implementation of the invoicing system

After implementation of the invoicing system Receipts will be required for all purchases\*, even those under ¥30,000 (incl. tax). Confirmation required to ensure that items that meet requirements for a qualified invoice or qualified simple invoice are listed on the receipt.

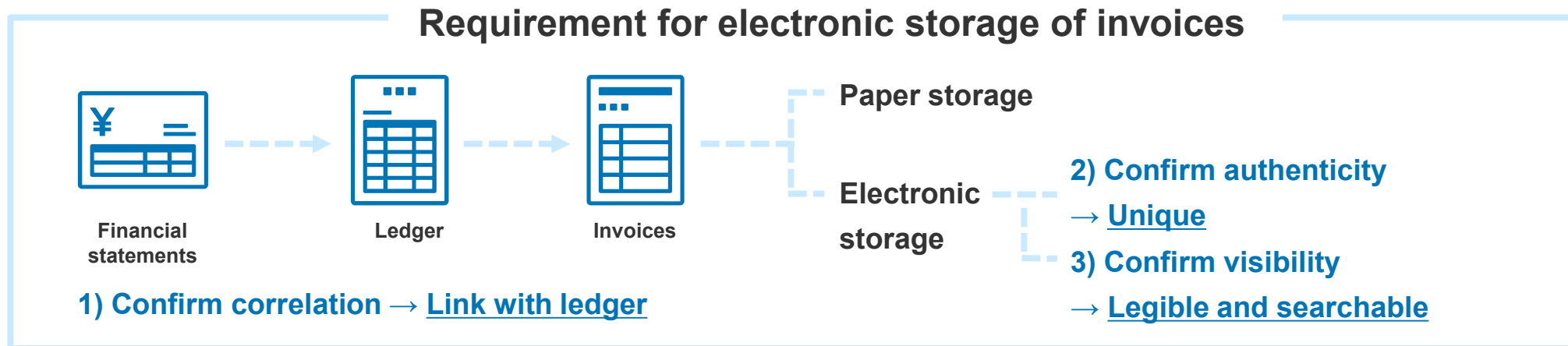
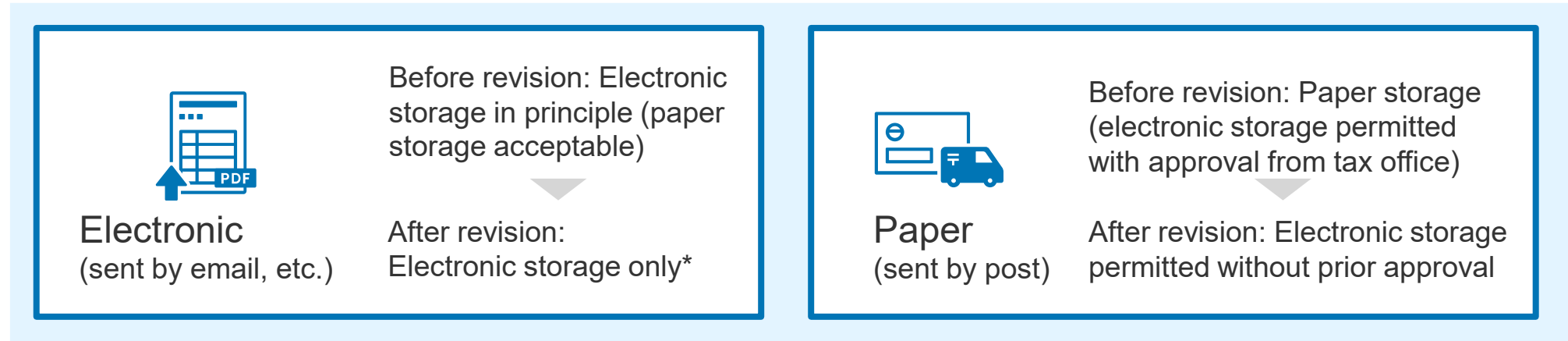


Receipts, bills of delivery, etc.

\*Certain exceptions apply

# 2. Compliance with Laws and Regulations

## Detailed requirements must be met for electronic storage



\*Grace period in effect through December 31, 2023.

### 3. Preventing Unauthorized Use



**Management workload to mitigate risk**

**Solutions for issues with  
corporate credit cards using  
digitization technologies**



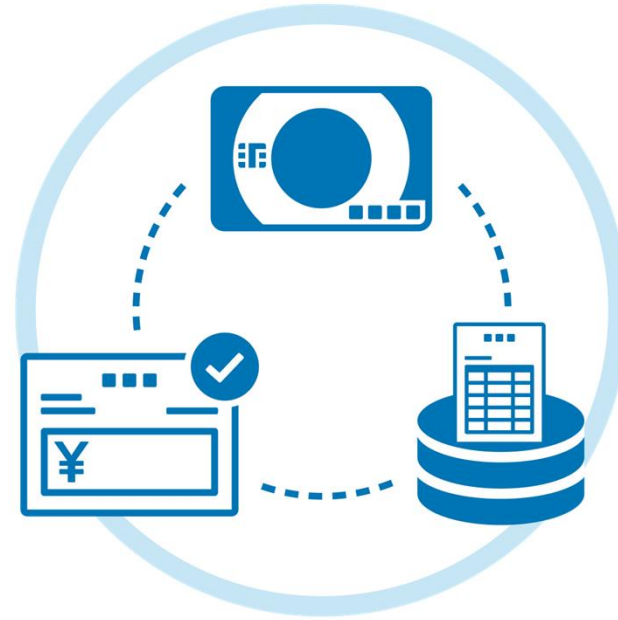
**Further fast monthly  
closing**



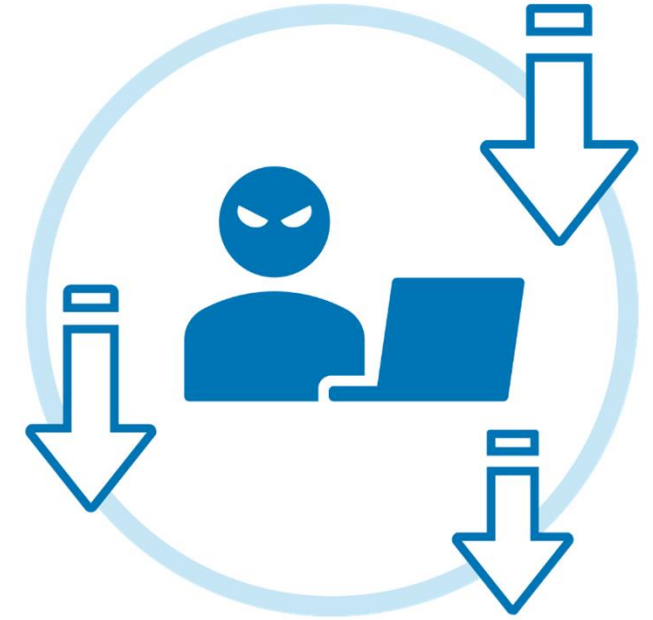
# Solutions for Triple Burden of Corporate Credit Cards



**Streamlined  
operations through  
digitization**



**Compliance with laws  
and regulations**



**Reduced risk of  
unauthorized use**

# Solutions for Triple Burden of Corporate Credit Cards



**Streamlined  
operations through  
digitization**



**Compliance with laws  
and regulations**



**Reduced risk of  
unauthorized use**

# 1. Streamlined Operations Through Digitization

## Verify usage statement with documentary proof

The screenshot displays the BillOne web application interface. The top navigation bar includes '請求書登録', '請求書管理', '支払管理', '取引先', 'カード管理', and '設定'. The user is logged in as 'Yonyon'. The main content area is titled 'カード明細' and contains a table of card usage statements. A search bar and a '詳細検索' dropdown are visible. A table with columns '詳細', '利用日', '利用先', '利用者', '請求金額', '証憑', and '金' is shown. A red box highlights the '証憑' column for the first row, which contains the character '未'. Another red box highlights the '金' column for the fifth row, which contains '不一致'. A third red box highlights the '証憑' column for the sixth row, which contains 'true'. A fourth red box highlights the '金' column for the seventh row, which contains 'false'. A circular callout on the right side of the table shows a grid with '証憑' and '金' as headers, and 'pending' and 'completed' as rows. Below the table, a receipt document is displayed, showing details such as '請求書番号: 12345ABCDE', '領収書番号: 0000-0000', '支払日: 2022/10/18', and '金額: ¥330,000'.

| 詳細 | 利用日        | 利用先          | 利用者   | 請求金額     | 証憑 | 金   |
|----|------------|--------------|-------|----------|----|-----|
|    | 2022/10/18 | Amazon.co.jp | 岡部久美  | 未確定      | 未  | -   |
|    | 2022/10/18 | Yonyon株式会社   | 山田太郎  | ¥330,000 | 済  | 一致  |
|    | 2022/10/17 | HIGMA        | 佐々木洋介 | ¥30,000  | ⌚  | -   |
|    | 2022/10/16 | Amazon.co.jp | 池田    | ¥23,000  | 済  | 一致  |
|    | 2022/10/15 | Amazon.co.jp |       |          | 済  | 不一致 |
|    | 2022/10/15 | オンライン決済      |       |          |    | -   |
|    | 2022/10/13 | オンライン決済      |       |          | 済  | 一致  |
|    | 2022/10/13 | Amazon.co.jp |       |          |    | 一致  |
|    | 2022/10/12 | yonyon       |       |          | 済  | 一致  |
|    | 2022/10/13 | Amazon.co.jp | 山田    | ¥5,600   | 済  | 一致  |

領収書

請求書番号: 12345ABCDE  
領収書番号: 0000-0000  
支払日: 2022/10/18  
支払い方法: visa xxxxxxxxxx-1234

株式会社yonyonECshop  
〒000-0000  
東京都千代田区豊町1-1-yonyonビル11F  
yonyon.example@email.com

請求先  
酒井未緒  
yonyon.example@email.com

金額: ¥330,000

| 説明             | 数量 | 税金  | 金額       |
|----------------|----|-----|----------|
| 1年間プラン 標準ライセンス | 1  | 10% | ¥109,090 |

小計 ¥109,090

# 1. Streamlined Operations Through Digitization

## Request sent to card user to submit documentary proof

**BillOne**  
powered by Sanson

Yonyon株式会社 山田太郎さん

カードのご利用ありがとうございます。  
ご利用に関する領収書や請求書などの証憑をBill Oneにアップロードしてください。

紛失や、質問がある場合は経理ユーザーにコメントしてください。

領収書や請求書などの証憑をアップロードしてください

|       |            |
|-------|------------|
| 利用日   | 2022/10/18 |
| 利用先   | Yonyon株式会社 |
| ご利用金額 | ¥ 550,000  |

**アップロード** upload

※ファイルはPDF形式でお願いします。紙の証憑はPDFへ変換してください。

**BillOne**  
powered by Sanson

請求書登録 請求書管理 承認待ちの請求書 請求書自動登録 取引先 **カード管理** Yonyon

マイデータ 取引先・所有者・送信者を入力 検索 詳細検索

受領業務

証憑未提出のみ表示

| 詳細 | 利用日        | 利用先      |
|----|------------|----------|
|    | 2022/10/18 | Yonyon株式 |
|    | 2022/09/18 | Yonyon株式 |
|    | 2022/08/18 | Yonyon株式 |

**請求確定金額**

¥550,000  
確定日: 2022/10/18 証憑未登録

**利用時の情報**

利用金額: ¥330,000  
利用日: 2022/10/18  
利用先: Yonyon株式会社  
利用者: 山田太郎 (taro.yamada@example.com)  
カード: 山田太郎\_Yonyon購入用

**拡張項目**

upload

証憑をアップロードしましょう

**アップロード**

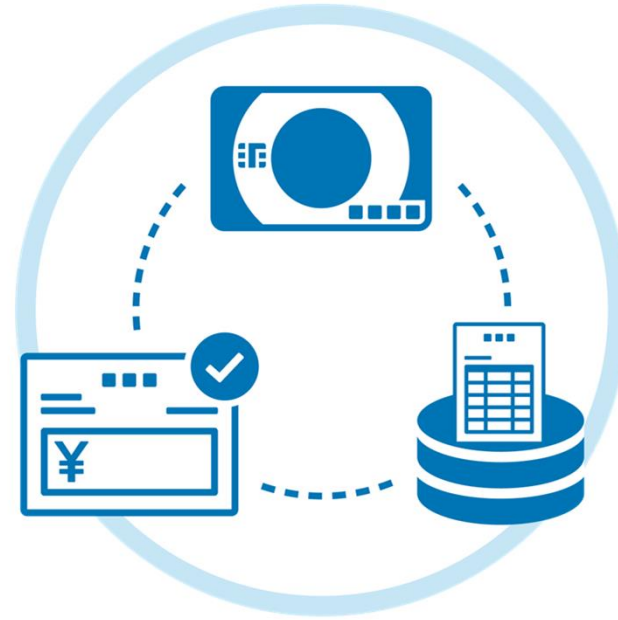
コメントする



# Solutions for Triple Burden of Corporate Credit Cards



Streamlined  
operations through  
digitization



Compliance with laws  
and regulations



Reduced risk of  
unauthorized use

# 2. Compliance with Laws and Regulations

## Invoicing System

The screenshot shows the BillOne Invoicing System interface. A table lists invoices with columns for date, vendor, user, amount, and status. A magnifying glass highlights a specific invoice with a red box labeled "To be confirmed" and a green box labeled "Qualified".

| 詳細 | 利用日        | 利用先          | 利用者   | 請求金額            | 証憑 | 適格請求   |
|----|------------|--------------|-------|-----------------|----|--------|
|    | 2022/10/18 | Amason.co.jp | 岡部久美  | 未確定             | 未  | -      |
|    | 2022/10/18 | Yonyon株式会社   | 山田太郎  | ¥330,000        | 済  | 要確認    |
|    | 2022/10/16 | Amason.co.jp | 池田ありさ | ¥23,000         | 済  | 適格 一致  |
|    | 2022/10/16 | HIGMA        | 佐々木洋介 | ¥30,000         | 済  | -      |
|    | 2022/10/15 | Amason.co.jp | 岡部久美  | ¥4,000          | 済  | 適格 不一致 |
|    | 2022/10/15 | オンライン決済      | 堺洋介   | ¥-3,120 (キャンセル) | 不要 | -      |
|    | 2022/10/13 | オンライン決済      | 堺洋介   | ¥3,120          | 済  | 適格 一致  |
|    | 2022/10/13 | Amason.co.jp | 山田賢治  | ¥10,000         | 済  | 適格 一致  |
|    | 2022/10/12 | yonyon       | 米田美樹  | ¥4,440          | 済  | 適格 一致  |
|    | 2022/10/13 | Amason.co.jp | 山田賢治  | ¥5,600          | 済  | 適格 一致  |

The detailed view shows the following information:

- 請求書番号: 12345678901234
- 発行日: 2022/10/18
- 請求先: Yonyon株式会社
- 金額: ¥330,000
- 税別: ¥310,290
- 消費税: ¥19,710

## Revision of Electronic Bookkeeping Act

The screenshot shows the BillOne interface with a modal window titled "証憑アップロード" (Receipt Upload). The modal contains a table of invoice details and a form for uploading receipts.

| 詳細 | 利用日        | 利用先          |
|----|------------|--------------|
|    | 2022/10/18 | Amason.co.jp |
|    | 2022/10/18 | Yonyon株式会社   |
|    | 2022/10/17 | HIGMA        |
|    | 2022/10/16 | Amason.co.jp |
|    | 2022/10/15 | Amason.co.jp |
|    | 2022/10/15 | オンライン決済      |
|    | 2022/10/13 | オンライン決済      |
|    | 2022/10/13 | Amason.co.jp |
|    | 2022/10/12 | yonyon       |
|    | 2022/10/13 | Amason.co.jp |

The modal window includes the following sections:

- 証憑アップロード** (Receipt Upload)
- upload** (upload)
- この明細の証憑をアップロードしてください (Please upload the receipt for this detail).
- 利用日: 2022/10/18
- 利用先: ヨヨカブシカイシャ
- ご利用金額: JPY 330,000
- 1 アップロードした証憑の確認** (Confirmation of uploaded receipts)
- Receipt.1234.1234.pdf
- アップロードした証憑はどちらですか。(電子帳簿保存法のための確認) (Which uploaded receipt is it? (Confirmation for the Electronic Accounting Bookkeeping Act))
- 紙で受け取り、スキャンした証憑 (Receipt received on paper and scanned)
- 電子データで受け取った証憑 (Receipt received as electronic data)
- 2 拡張項目の入力** (Input of extension items)
- 業議番号 (Business Meeting Number)
- 業議番号を入力 (Enter business meeting number)
- 利用部門 (Department)
- どの部署で業議をあげたか入力 (Enter the department where the business meeting was held)

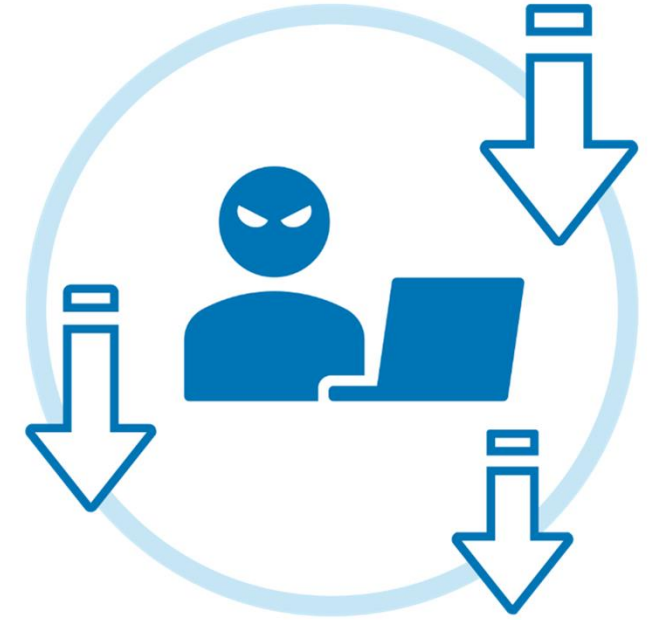
# Solutions Triple Burden of Corporate Credit Cards



Streamlined  
operations through  
digitization



Compliance with laws  
and regulations



Reduced risk of  
unauthorized use

# 3. Reduced Risk of Unauthorized Use

## Restrict card users, recipients and term of availability

BillOne powered by Sansan 請求書登録 請求書管理 支払管理 取引先 カード管理 設定 Yonyon

経理業務

カード明細 カード一覧

利用者・利用先を入力 🔍 検索 2022年11月の総利用額: ¥8,800,230 / ¥100,000,000

+ カード発行 📄 カードを利用者に案内するには? 1-5/5件 < 1 >

| Detail | Card name/number                     | User name | Usage restrictions   | Available period          | Current month's usage/limit | Status |
|--------|--------------------------------------|-----------|--|---------------------------|-----------------------------|--------|
|        | 山田_システム利用料<br>XXXX-XXXX-XXXX-3225    | 山田太郎      | 制限ジャンルあり<br>ギャンブル 金融 交通費 通信サービス<br>公共料金・税・保険料 レストラン・ファーストフード<br>居酒屋、バー、ナイトクラブ 電化製品 | 2022/11/01~<br>2024/11/31 | ¥0 / ¥4,000,000             | 利用可能   |
|        | 社長フリーカード<br>XXXX-XXXX-XXXX-3225      | 佐藤光太郎     | 制限なし   | 2022/11/01~<br>2024/11/31 | 540,620 / ¥1,000,000        | 利用可能   |
|        | 阿部よしみ_11月出張費用<br>XXXX-XXXX-XXXX-3227 | 阿部よしみ     | 制限ジャンルあり<br>ギャンブル 金融 通信サービス 電化製品<br>他2件をすべて表示                                      | 2022/11/01~<br>2024/11/31 | ¥950,000 / ¥1,000,000       | 利用可能   |
|        | 林_備品購入用<br>XXXX-XXXX-XXXX-3225       | 林友恵       | 制限ジャンルあり<br>ギャンブル 金融 交通費 通信サービス<br>他4件をすべて表示                                       | 有効期限まで                    | ¥30,000 / ¥4,000,000        | 一時停止   |
|        | 林_フリーカード<br>XXXX-XXXX-XXXX-3228      | 林友恵       | 制限ジャンルあり<br>ギャンブル  | 有効期限まで                    | ¥320,000 / ¥1,000,000       | 利用可能   |

# | The Triple Burden of Corporate Credit Cards



manual operations

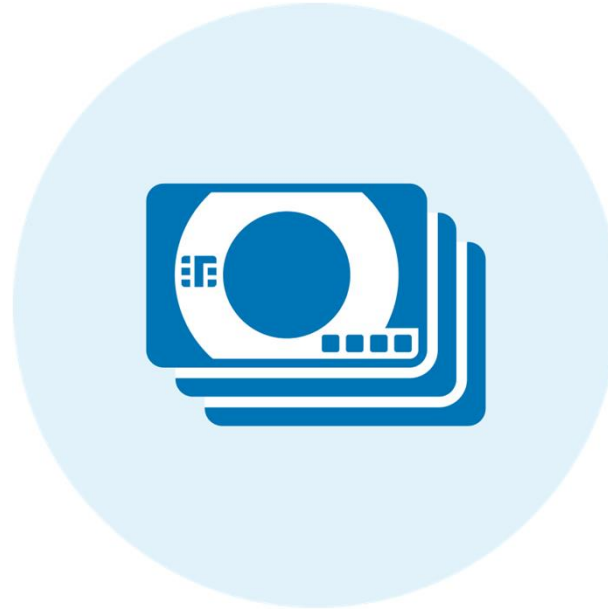
with the right  
**Further fast monthly**  
closing

unauthorized use

# Available Free to Bill One Account Holders



**Free to Bill One  
Account Holders**



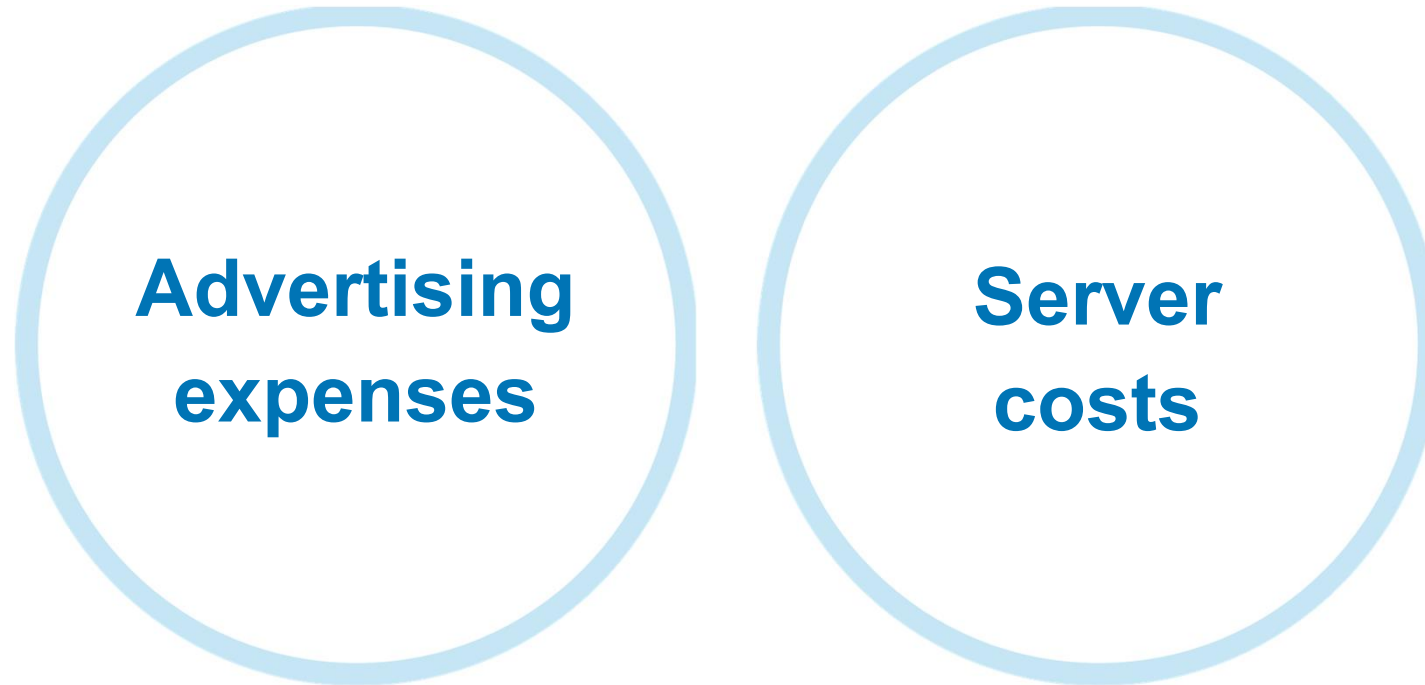
**No. of cards issuable:  
No limit**



**Available for  
immediate use**

# **| Capped at ¥100 Million Usage**

**Monthly usage limit of ¥100 million per contract company**



**Can also be used for advertising expenses or server costs**

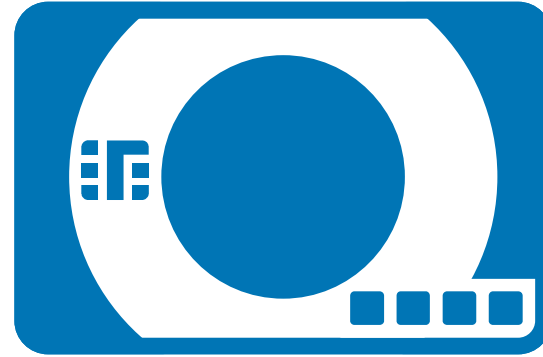
# **| Companies Adopting Bill One Business Card**

**200 companies decided to use the  
service**

**Service launch on June 1**



# Business Model for Bill One Business Card



**Charge for digitization of  
documentary proof**

**Card use fee paid  
by merchants**

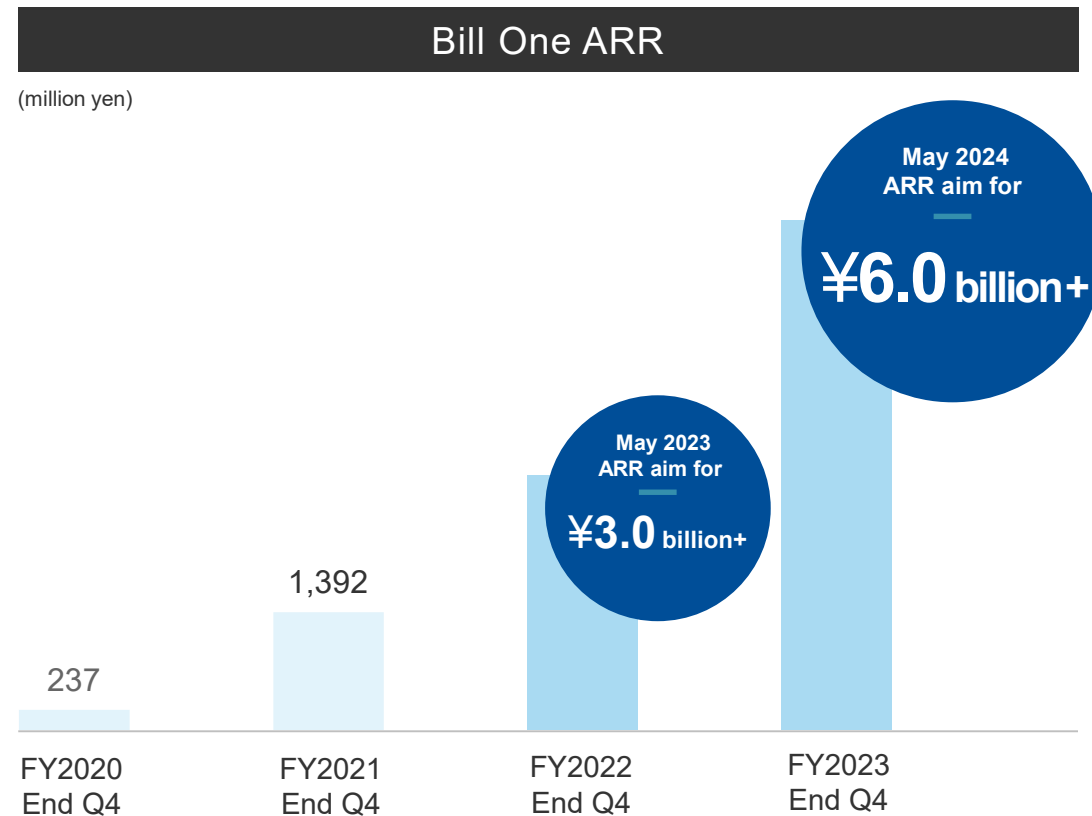
# Target Gross Transaction Value for Bill One Business Card

**Increase to ¥5 billion/month within a year  
(¥60 billion annually)**



# Outlook for Bill One

## Target ARR of ¥6.0 billion or higher by the end of May 2024



Corporate credit card for fast  
monthly closing

# Bill One Business Card

**Bill One**  
powered by Sansan



***sansan***

