

October 12, 2023

To whom it may concern:

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## (Corrections) Presentation Materials for FY2023 Q1

Sansan, Inc. (the “Company”) hereby announces that there have been corrections made to the above-mentioned disclosure material released on October 12, 2023.

### 1. Corrections

The corrected places are indicated by underlining.

### Presentation Materials for FY2023 Q1 P4

(Before revision)

1 Consolidated Financial Results for FY2023 Q1

## Highlights of FY2023 Q1 Results

### Steady progress in consolidated net sales, adjusted consolidated operating profit <sup>(1)</sup> turned positive

Consolidated net sales up 31.3% YoY, ARR <sup>(2)</sup> up 30.3%, to ¥2,714 million.

Adjusted operating profit turned positive owing to net sales growth, while improving investment in recruitment, etc.

### Solid sales growth in Sansan, the sales DX solution, owing to product renewal, etc.

Sansan net sales up 15.7% YoY, to ¥5,439 million.

Expanded functionalities such as email integration and improved sales structure.

### Quarterly net increase in MRR <sup>(3)</sup> for Bill One, the cloud-based invoice management solution, hit record high

Bill One net sales up 189.2% YoY, to ¥1,160 million.

Bill One MRR for August 2023 up 187.4% YoY to ¥404 million, increased net ¥88 million QoQ.

(1) Operating profit + share-based payment expenses + expenses arising from business combinations (amortization of goodwill and amortization of intangible assets)

(2) Annual recurring revenue

(3) Monthly recurring revenue

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(After revision)

1 Consolidated Financial Results for FY2023 Q1

## Highlights of FY2023 Q1 Results

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### **Steady progress in consolidated net sales, adjusted consolidated operating profit <sup>(1)</sup> turned positive**

Consolidated net sales up 31.3% YoY, ARR <sup>(2)</sup> up 30.3%, to ¥27,104 million.

Adjusted operating profit turned positive owing to net sales growth, while improving investment in recruitment, etc.

### **Solid sales growth in Sansan, the sales DX solution, owing to product renewal, etc.**

Sansan net sales up 15.7% YoY, to ¥5,439 million.

Expanded functionalities such as email integration and improved sales structure.

### **Quarterly net increase in MRR <sup>(3)</sup> for Bill One, the cloud-based invoice management solution, hit record high**

Bill One net sales up 189.2% YoY, to ¥1,160 million.

Bill One MRR for August 2023 up 187.4% YoY to ¥404 million, increased net ¥88 million QoQ.

(1) Operating profit + share-based payment expenses + expenses arising from business combinations (amortization of goodwill and amortization of intangible assets)  
(2) Annual recurring revenue  
(3) Monthly recurring revenue

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