



# Presentation Material for FY2021 Q1

Sansan, Inc.

October 8, 2021

# Disclaimer

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## Appendix

(Sansan Group Overview, Sansan/Bill One Business, Eight Business)

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## **1** Changes to Reporting Segments

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# Changes to Reporting Segments

For purposes that include strengthening business promotion and our management system and promoting the understanding of the Group’s business in the capital markets, from FY2021 (June 1, 2021), the accounting method of some services and the name of segments have been changed.

Before FY2020		From FY2021	
Segment Name	Main Components/Services	Segment Name	Main Components/Services
Sansan Business <hr style="width: 20px; margin: 0 auto;"/>	<div style="display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #0056b3; color: white; padding: 5px; text-align: center;">Sansan</div> <div style="background-color: #0056b3; color: white; padding: 5px; text-align: center;">Data One</div> <div style="background-color: #0056b3; color: white; padding: 5px; text-align: center;">Sansan Meishi Maker</div> </div> <p>→ Overall earnings</p> <div style="border: 2px solid red; padding: 5px; display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Bill One</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Sansan Seminar Manager</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Contract One</div> </div> <p>→ Most of sales/Part of operating expenses</p>	Sansan/Bill One Business <hr style="width: 20px; margin: 0 auto;"/>	<div style="display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #0056b3; color: white; padding: 5px; text-align: center;">Sansan</div> <div style="background-color: #0056b3; color: white; padding: 5px; text-align: center;">Data One</div> <div style="background-color: #0056b3; color: white; padding: 5px; text-align: center;">Sansan Meishi Maker</div> </div> <div style="border: 2px solid red; padding: 5px; display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Bill One</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Sansan Seminar Manager</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Contract One</div> </div> <p>→ Overall earnings</p>
	<div style="display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #007bff; color: white; padding: 5px; text-align: center;">Eight</div> <div style="background-color: #007bff; color: white; padding: 5px; text-align: center;">logmi</div> </div> <p>→ Overall earnings</p> <div style="border: 2px solid red; padding: 5px; display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Bill One</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Sansan Seminar Manager</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Contract One</div> </div> <p>→ Part of sales/operating expenses</p>		<div style="display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #007bff; color: white; padding: 5px; text-align: center;">Eight</div> <div style="background-color: #007bff; color: white; padding: 5px; text-align: center;">logmi</div> </div> <p>→ Overall earnings</p>
Adjustments	<div style="display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #666; color: white; padding: 5px; text-align: center;">Elimination of Intra-company Transactions</div> <div style="background-color: #666; color: white; padding: 5px; text-align: center;">Corporate Expenses</div> </div> <div style="border: 2px solid red; padding: 5px; display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Bill One</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Sansan Seminar Manager</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Contract One</div> </div> <p>→ Most of operating expenses</p>	Other <hr style="width: 20px; margin: 0 auto;"/>	(Description omitted as accounts for only small proportion of consolidated earnings)
	<div style="border: 2px solid red; padding: 5px; display: flex; justify-content: space-around; margin-bottom: 5px;"> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Bill One</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Sansan Seminar Manager</div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;">Contract One</div> </div> <p>→ Most of operating expenses</p>		Adjustments

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## Highlights of FY2021 Q1 Results

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- **Consolidated net sales increased by 25.4% year on year**

Net Sales: Sansan/Bill One Business 23.9% growth, Eight Business 37.1% growth

ARR <sup>(1)</sup> : 23.9% growth to 17,095 million yen

- **Steady progress made against full-year earnings forecasts**

No change to consolidated earnings forecasts announced at beginning of fiscal year

Decrease in operating profit due to personnel recruitment and strengthening of advertising activities, as planned

- **High growth of “Bill One” cloud-based billing service continued**

MRR <sup>(2)</sup> has increased by 9,933.5% year on year to 34 million yen

Number of paid subscriptions has increased by 1,219.2% year on year

(1) Annual Recurring Revenue

(2) Monthly Recurring Revenue

## Overview of Consolidated Financial Results

**Sales increased by 25.4% year on year, operating profit decreased due to execution of growth investments**  
**Profit at each stage under ordinary profit increased due to gain on sale of investment securities**

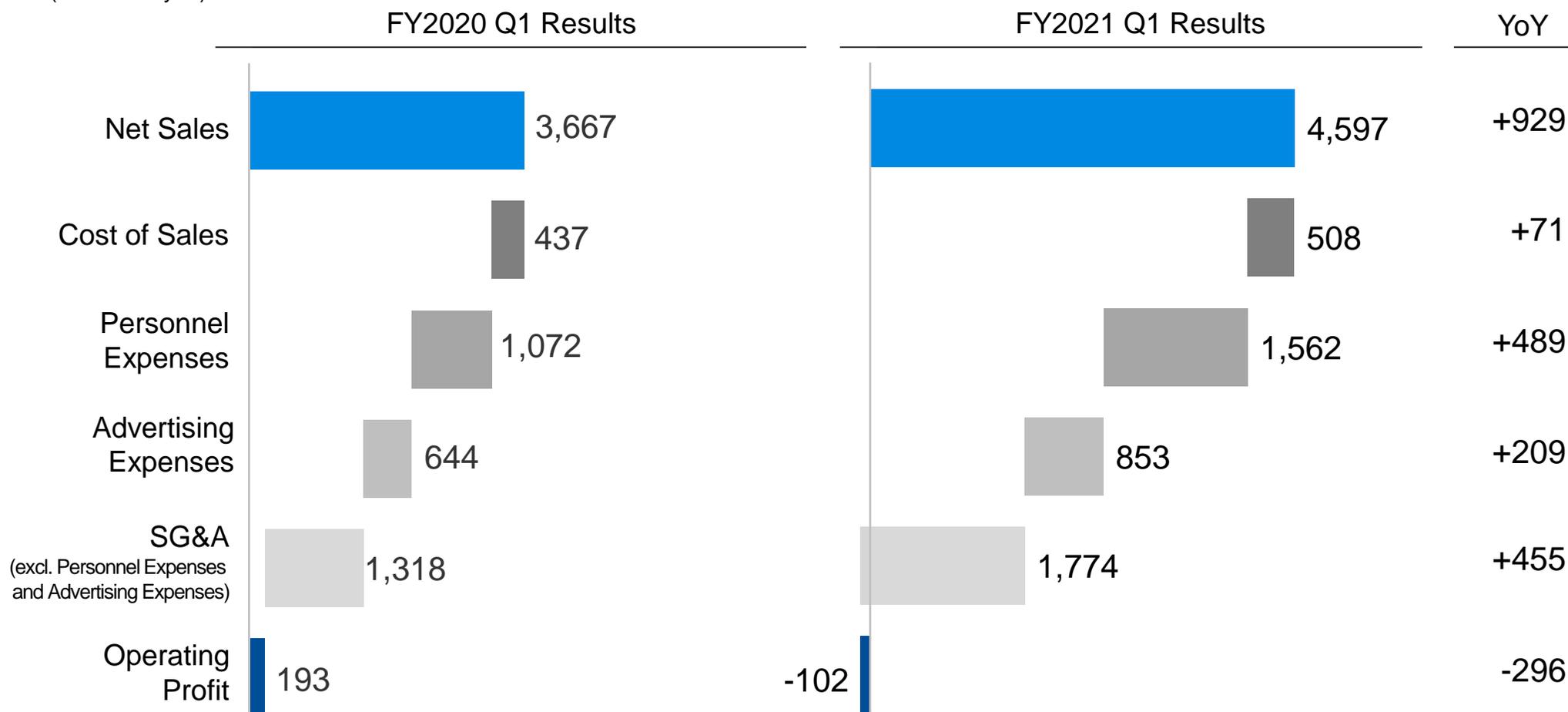
(millions of yen)	FY2020	FY2021	
	Q1 Results	Q1 Results	YoY
<b>Consolidated Results</b>			
Net Sales	3,667	4,597	+25.4%
Gross Profit	3,229	4,088	+26.6%
Gross Profit Margin	88.1%	88.9%	+0.8pt
Operating Profit	193	-102	—
Operating Profit Margin	5.3%	—	—
Ordinary Profit	101	754	+644.3%
Profit Attributable to Owners of Parent	85	652	+662.8%
EPS	2.75 yen	20.93 yen	+661.7%

# Factors Contributing to Changes in Consolidated Operating Profit

Personnel expenses increased by ¥489 million and advertising expenses increased by ¥209 million year on year, due to recruitment of human resources and strengthening of advertising activities, respectively

## Status of Consolidated Net Sales/Operating Profit

(millions of yen)



## Results by Segment

**Sales increased in both Sansan/Bill One Business and Eight Business**

**Adjustment amount (operating loss) increased by ¥177 million year on year due to increase in the number of employees, etc.**

(millions of yen)	FY2020	FY2021	
	Q1 Results	Q1 Results	YoY
<b>Net Sales</b>			
Consolidated	3,667	4,597	+25.4%
Sansan/Bill One Business	3,357	4,160	+23.9%
Eight Business	309	424	+37.1%
Others	—	13	—
Adjustments	—	-1	—
<b>Operating Profit</b>			
Consolidated	193	-102	—
Sansan/Bill One Business	1,269	1,137	-10.4%
Eight Business	-193	-182	—
Others	—	2	—
Adjustments	-882	-1,059	—

## Sansan/Bill One Business Overview

**Sales increased by 23.9% year on year against the backdrop of steady growth of “Sansan” and “Bill One”**  
**Operating profit decreased 10.4% year on year due to recruitment of human resources and strengthening of “Bill One” advertising activities**

(millions of yen)	FY2020	FY2021	
	Q1 Results	Q1 Results	YoY
<b>Sansan/Bill One Business</b>			
Net Sales	3,357	4,160	+23.9%
“Sansan”	3,357	4,068	+21.2%
“Sansan” Recurring Sales <sup>(1)</sup>	3,199	3,899	+21.9%
“Sansan” Other Sales	157	169	+7.4%
“Bill One”	0	89	+15,825.4%
Others	0	2	+871.5%
Operating Profit	1,269	1,137	-10.4%
Operating Profit Margin	37.8%	27.3%	-10.5pt

(1) Fixed revenue with regard to “Sansan” (unaudited)

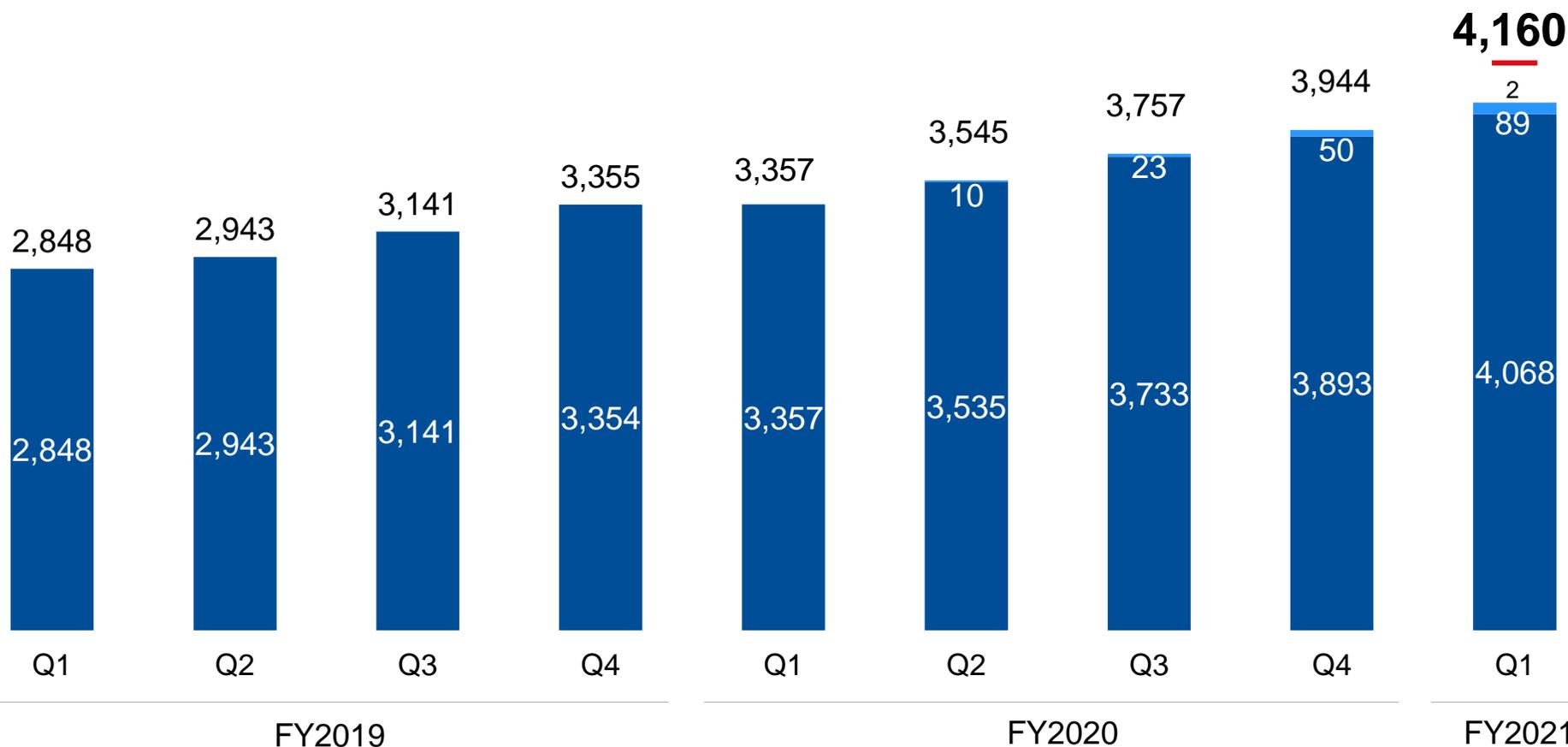
## Sansan/Bill One Business: (Reference) Changes of Net Sales

In addition to steady growth of “Sansan”, “Bill One” performance has contributed in earnest from Q2 of FY2020

(Reference) Net Sales of Sansan/Bill One Business <sup>(1)</sup>

(millions of yen)

■ “Sansan” ■ “Bill One” ■ Others

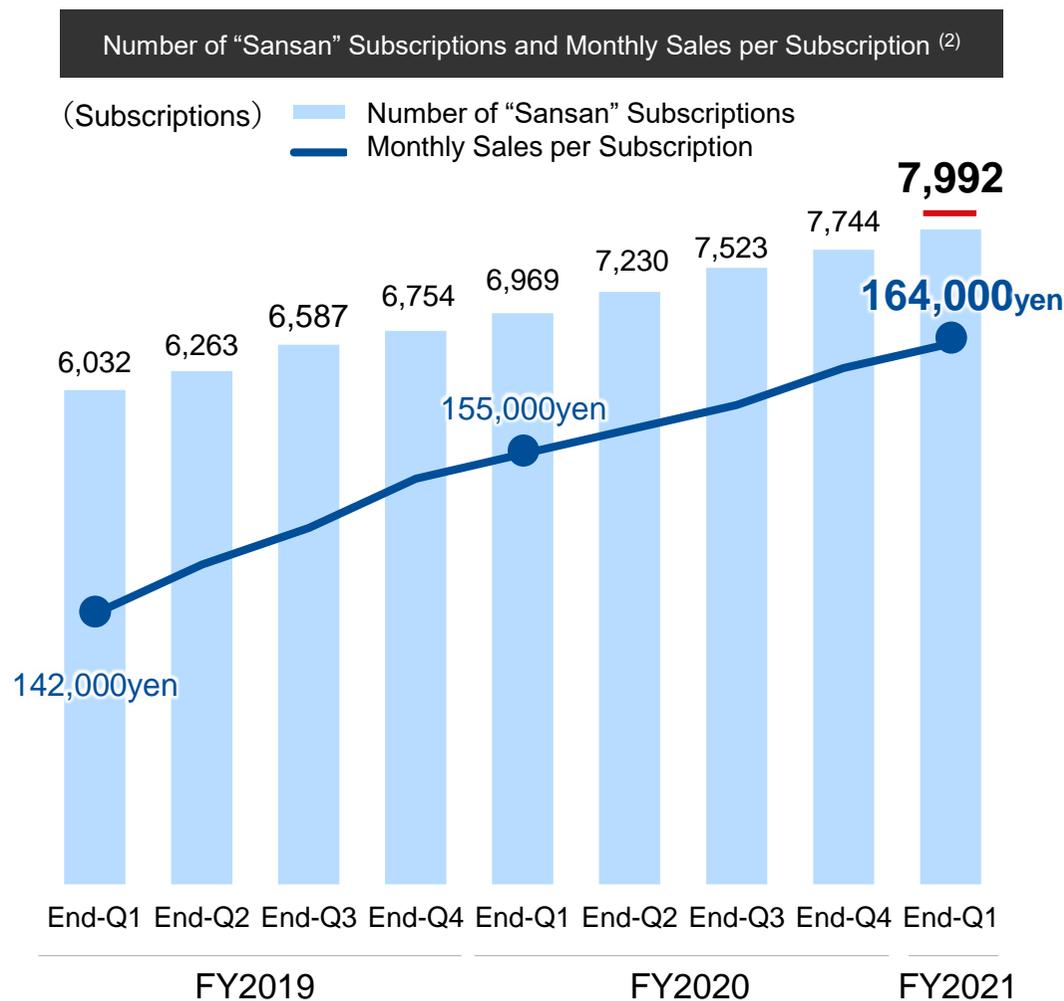
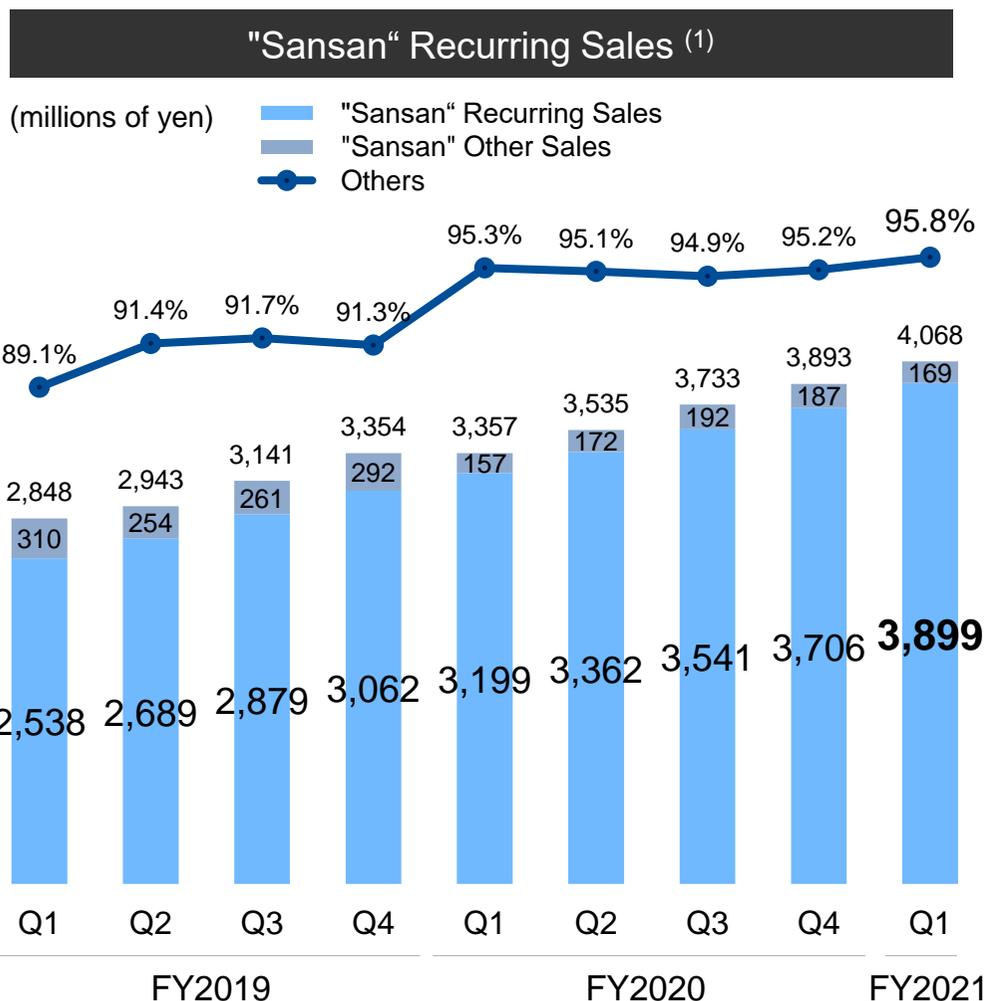


(1) Numerical values (reference values) simply rearranged in accordance with new reporting segments

# Sansan/Bill One Business: "Sansan" Recurring Sales / Number of "Sansan" Subscriptions and Monthly Sales per Subscriptions

Recurring sales steadily increased by 21.9% year on year

Number of subscriptions increased by 14.7% year on year and monthly recurring sales per subscription increased by 5.8% year on year



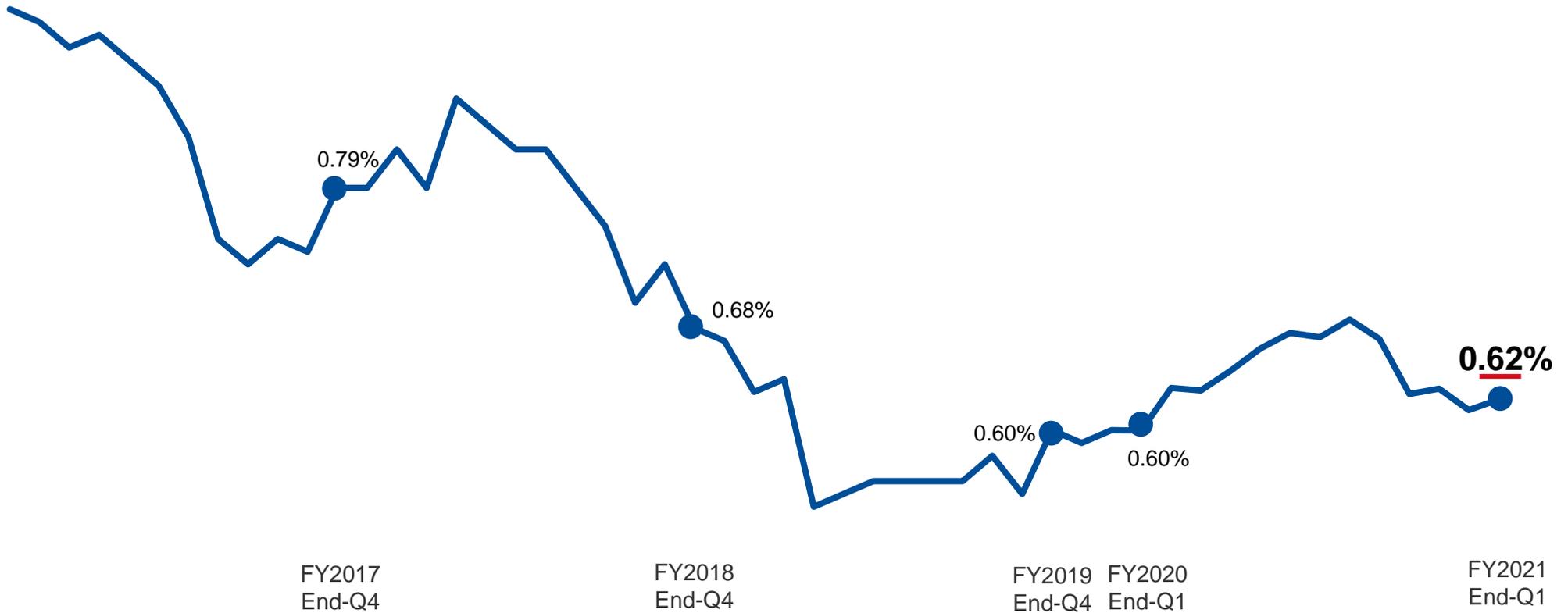
(1) Numerical values (reference values) simply rearranged in accordance with new reporting segments

(2) "Sansan" recurring monthly sales results for end of each quarter (Changes to values calculated from "Sansan" recurring sales only, unaudited)

# Sansan/Bill One Business: Last 12 Months Average of Monthly Churn Rate for "Sansan"

Last 12 months average of monthly churn rate has remained low at less than 1%

Last 12 Months Average of Monthly Churn Rate for "Sansan" (1)



(1) Ratio of decrease in monthly fees associated with contract cancellations to total monthly fees for existing contracts

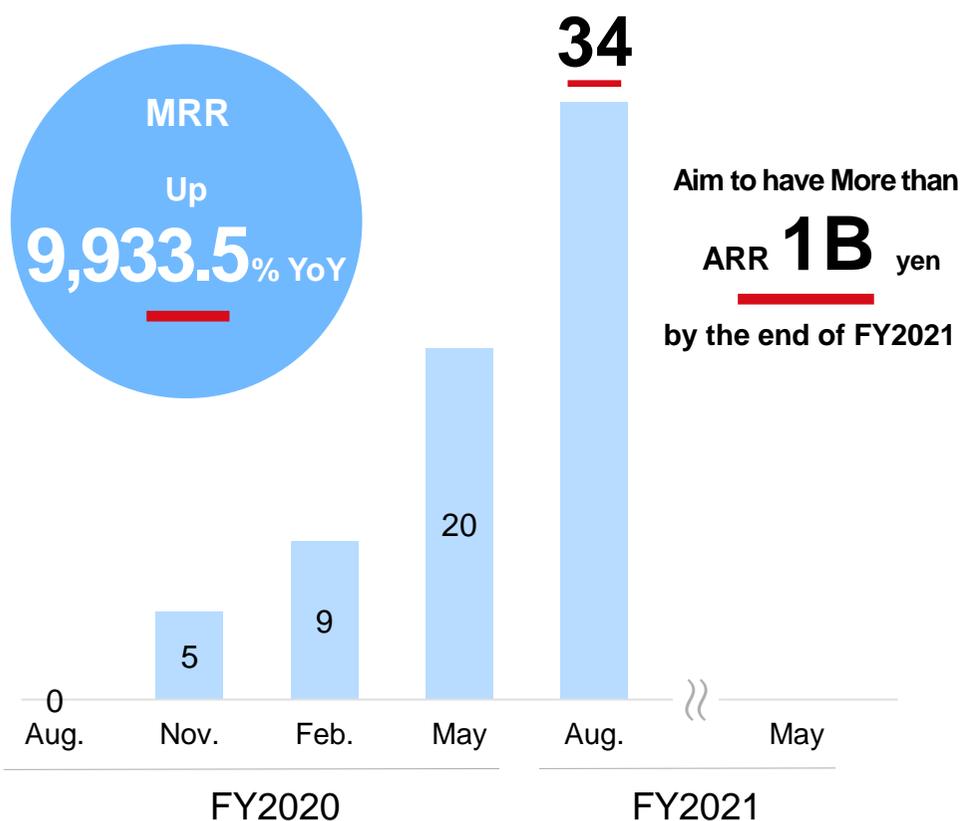
# Sansan/Bill One Business: “Bill One” MRR / Number of “Bill One” Paid Subscriptions and Monthly Sales per Paid Subscription

MRR has increased by 9,933.5% to ¥34 million year on year, and we are aiming for ARR of ¥1 billion or more by end of May 2022

Number of paid subscriptions increased by 1,219.2%, and monthly sales per paid subscription increased by 661.5% year on year

## “Bill One” MRR

(millions of yen)



## Number of “Bill One” Paid Subscriptions and Monthly Sales per Paid Subscription <sup>(1)</sup>

(subscriptions)   
■ Paid Subscriptions   
● Monthly Sales per Paid Subscriptions <sup>(1)</sup>

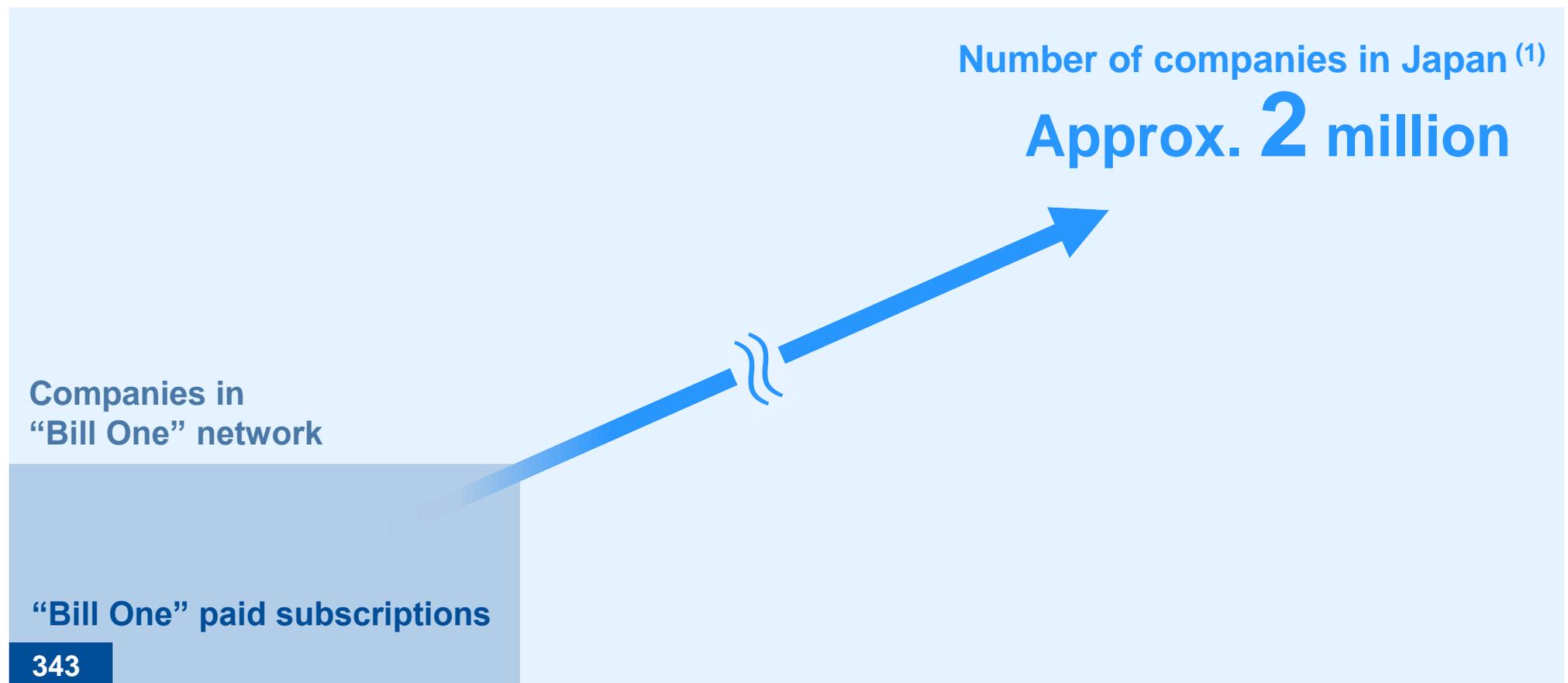


(1) Monthly results for the end of the quarter in the “Bill One,” unaudited

## Sansan/Bill One Business: Size of Potential Market for “Bill One”

Vast potential market in Japan

Size of Potential Market



(1) the number based on Economic Census for Business Activity in 2016 issued by the Statistics Bureau.

## Eight Business Overview

**Sales increased by 37.1% year on year due to the expansion of B2B services**  
**Operating loss shrank due to the increase in net sales**

(millions of yen)	FY2020	FY2021	
	Q1 Results	Q1 Results	YoY
<b>Eight Business</b>			
Net Sales	309	424	+37.1%
B2C Services	74	71	-4.3%
B2B Services	234	352	+50.2%
Operating Profit	-193	-182	—
Operating Profit Margin	—	—	—
Number of “Eight” Users <sup>(1)</sup>	2.76 million people	2.96 million people	+0.20 million people
Number of “Eight Company Premium” Subscriptions	1,757 subscriptions	2,342 subscriptions	+33.3%

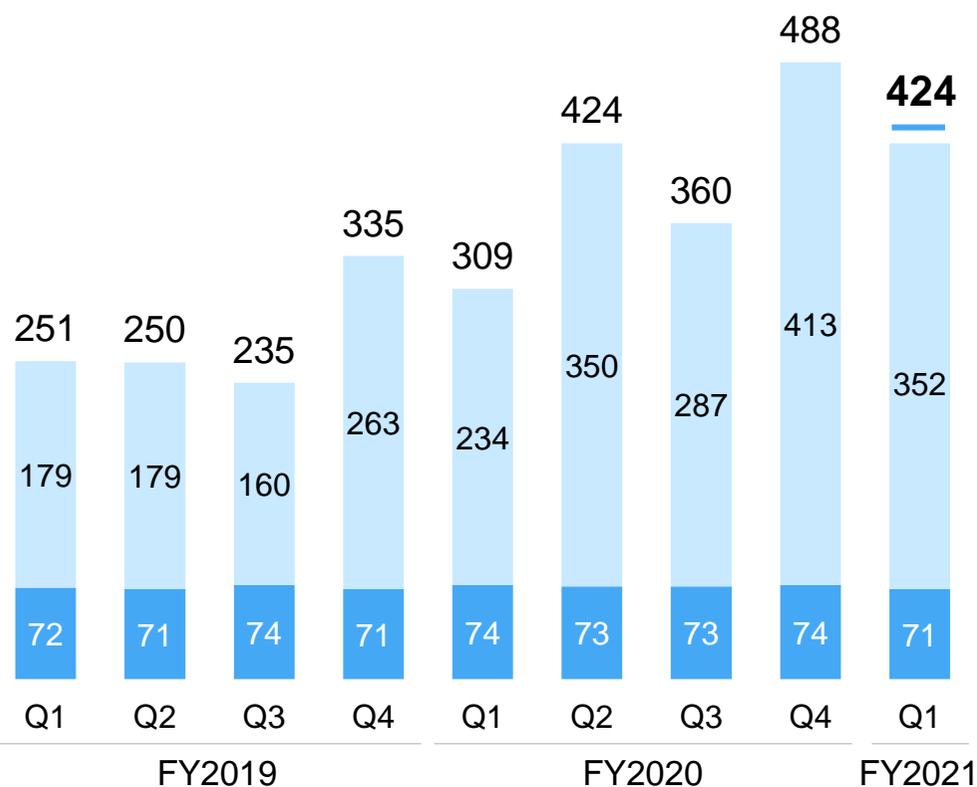
(1) Number of confirmed users who registered their business card to their profile after downloading the application

## Eight Business: (Reference) Net Sales/“Eight” Users

**B2B services sales increased 50.2% year on year**  
**Continued growth of number of “Eight” users**

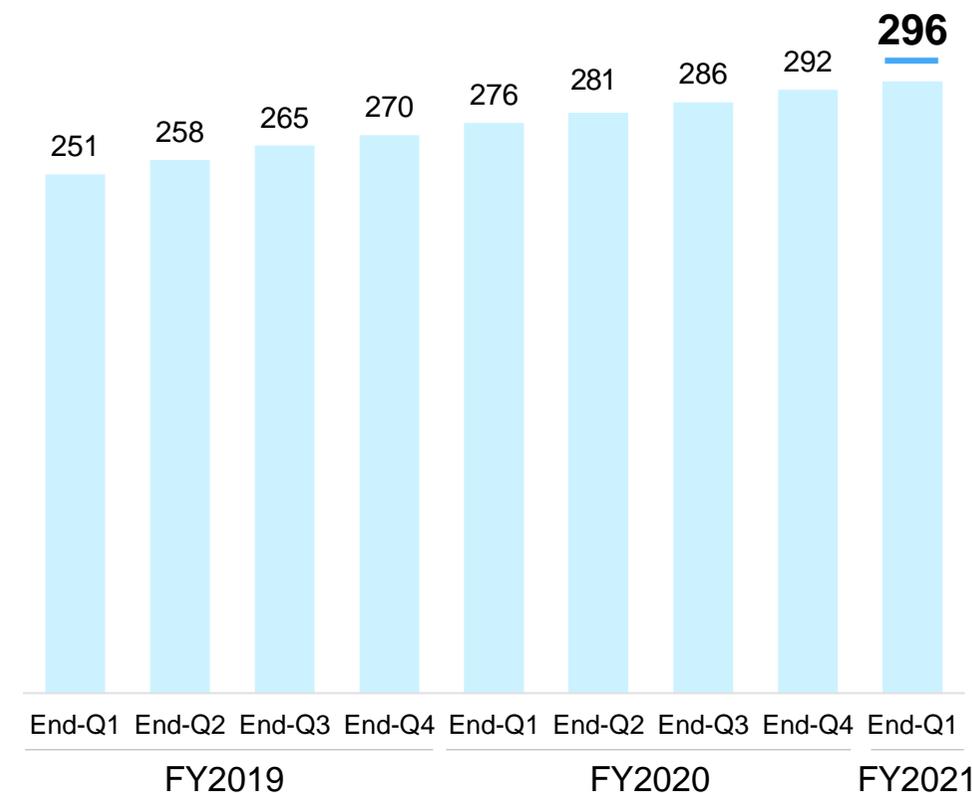
(Reference) Net Sales <sup>(1)</sup>

(millions of yen) ■ B2C services  
 ■ B2B services



Number of “Eight” Users <sup>(2)</sup>

(millions of user)



(1) Numerical values (reference values) simply rearranged in accordance with new reporting segments

(2) Number of confirmed users who registered their business card to their profile after downloading the application

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## Topics

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- **Stock Split**

Method: Split at 1:4 ratio of shares to common shares

Record date: November 30, 2021 (Tuesday)

Effective date: December 1, 2021 (Wednesday)

- **Selection of “Prime Market” New Market Category**

Confirmed compliance with listing maintenance criteria for the “Prime Market” in new market segment

Resolution with regard to Prime Market selection passed at Board of Directors’ meeting held on

October 8, 2021

- **Efforts to Strengthen Governance**

Ms. Toko Shiotsuki newly appointed as outside director (independent officer) in August 2021

With regard to directors of the Company, the ratio of outside directors is 44.4%, of independent officers

33.3%, of directors who are women 22.2%

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## Consolidated Financial Forecasts

**No change to consolidated earnings forecast announced at beginning of fiscal year**

**Aiming to maximize medium- to long-term sales growth rate by making agile and flexible investments**

(millions of yen)	FY2020	FY2021	
	Full-year Results	Full-year Forecasts	YoY
Consolidated Forecasts			
Net Sales	16,184	20,230 ~20,716	+25.0% ~+28.0%
Operating Profit	736	450 ~800	-38.9% ~+8.6%

(1) We also expect to record a surplus in ordinary profit and profit attributable to owners of parent, but currently we are in a phase of actively investing to maximize shareholder value and corporate value over the medium to long term. Additionally, since it is difficult to reasonably estimate some non-operating income and loss, we have not disclosed specific forecast figures

# Appendix



# Sansan Group Overview

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# Mission and Vision

Mission

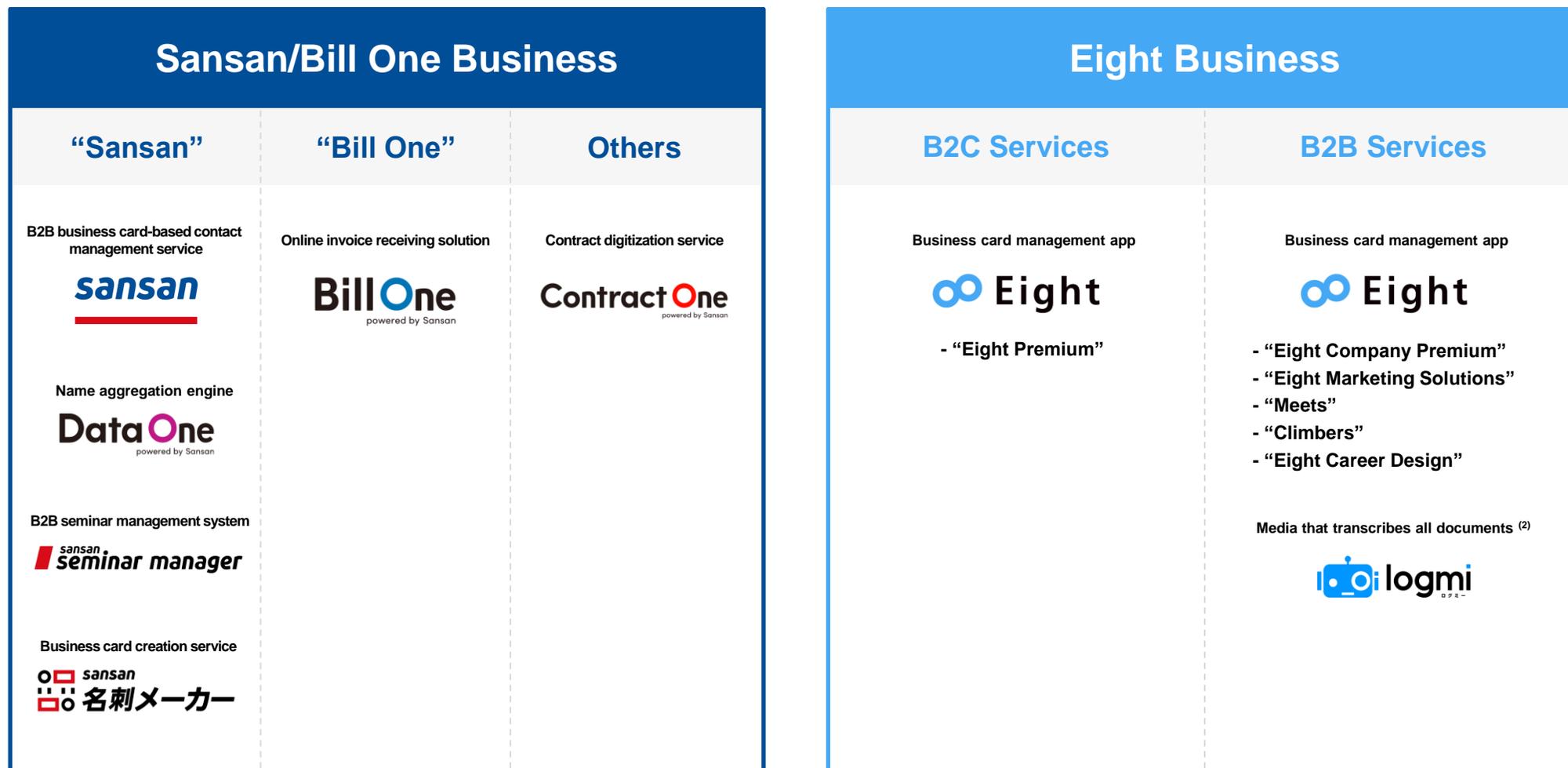
Turning encounters  
into innovation

Vision

Become business  
infrastructure

# Overview of Reporting Segments

Comprises two reporting segments, the Sansan/Bill One Business and Eight Business <sup>(1)</sup>



(1) From FY2021 (June 1, 2021), following a change in the recognition method for certain services, the reportable segments were changed to “Sansan/Bill One Business” and “Eight Business.” Of note, the few other services not included in reportable segments are recorded in “Others,” while elimination of intra-company transactions (sales), and costs not allocated to segments are recorded in “Adjustments.” (2) Services provided by logmi, Inc., a consolidated subsidiary

# Major B2B Services (Multi-product)

From contact management to multi-products that meet the various DX needs of companies and businesspeople

## Business card

B2B business card-based contact management service



## Invoice

Online invoice receiving solution



## Event/Seminar

B2B seminar management system



## Business alliance

Risk intelligence powered by Refinitiv/KYCC

Salesforce opportunity integration for Salesforce (1)

CloudSign contract management for CloudSign

Contacts analysis powered by MotionBoard

Survey tool powered by CREATIVE SURVEY

## Contract

Contract digitization service



New-generation entry form



New-generation pamphlet



Unmanned business card receipt system

Smart Reception

## Business card ordering/printing

Business card creation service



## Organizational communications

Peer recognition and bonus service (2)



Media that transcribes all documents



## Data utilization

Name aggregation engine



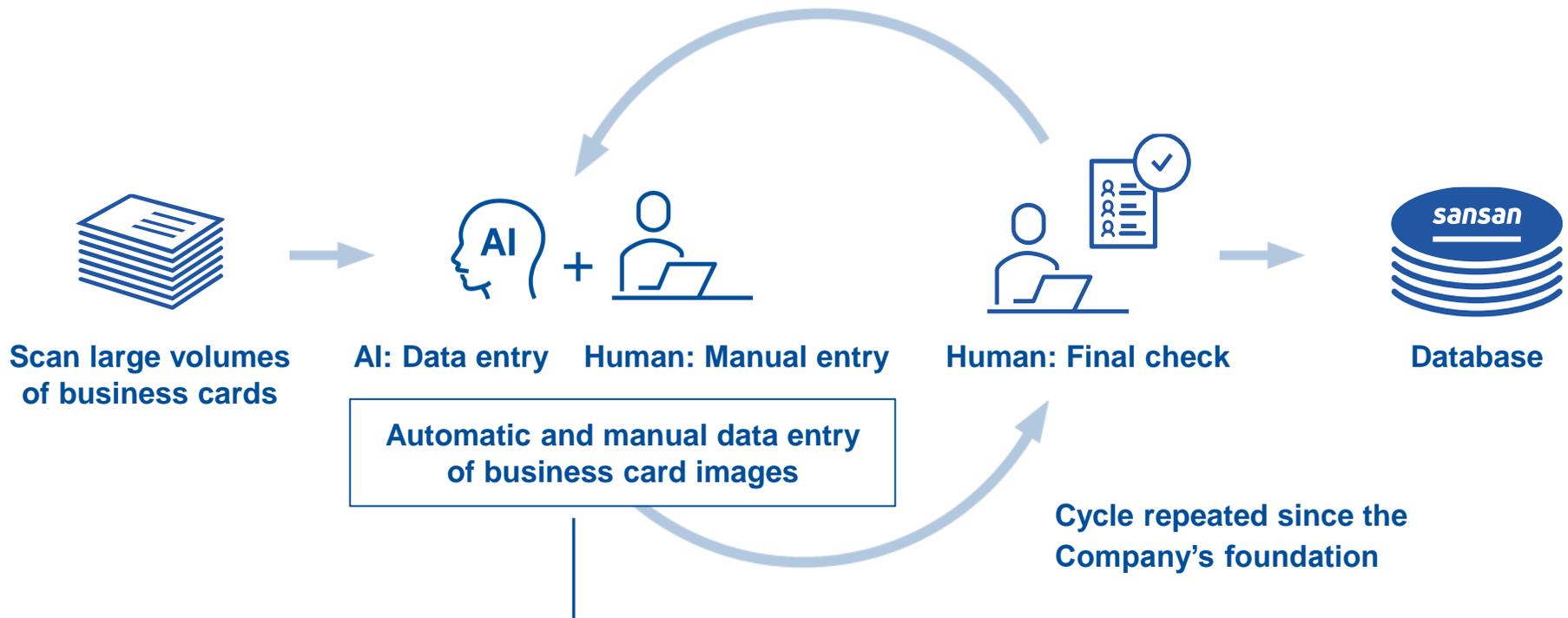
(1) A trademark of salesforce.com, inc., Salesforce is used with permission

(2) Services provided by Unipos Inc., a capital and business alliance partner

# Competitive Advantages: Unique Structure and Technology that Enables Card Digitization with an Accuracy of 99% or more

The establishment of a business card digitization operation structure unsurpassed by competitors

Prompt and accurate digitization of a large volume of business card information



## Combination of Technologies

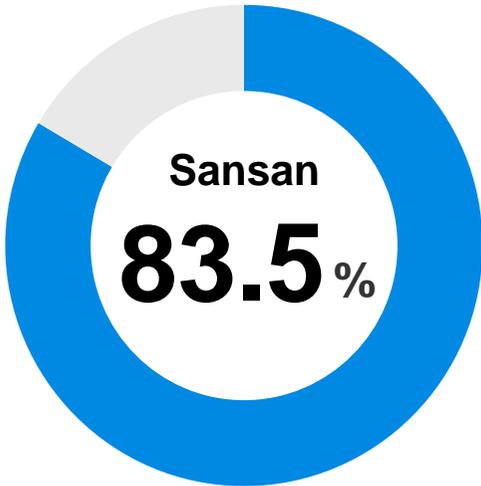
Automatic detection and microtasking of business card information	Automatic detection of business card language	Automatic sorting to operators	Diverse network of data entry operators	Image processing technology
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# Competitive Advantages: Market Share and Solid Customer Base

Sansan, the B2B cloud-based business card management market pioneer, has acquired overwhelming market share and diverse set of customers

## Overwhelming Market Share and Recognition

Sales share in 2019 <sup>(1)</sup>



Ver. 5 TV commercial <sup>(2)</sup>



Ver. 9 TV commercial

## Solid Customer Base

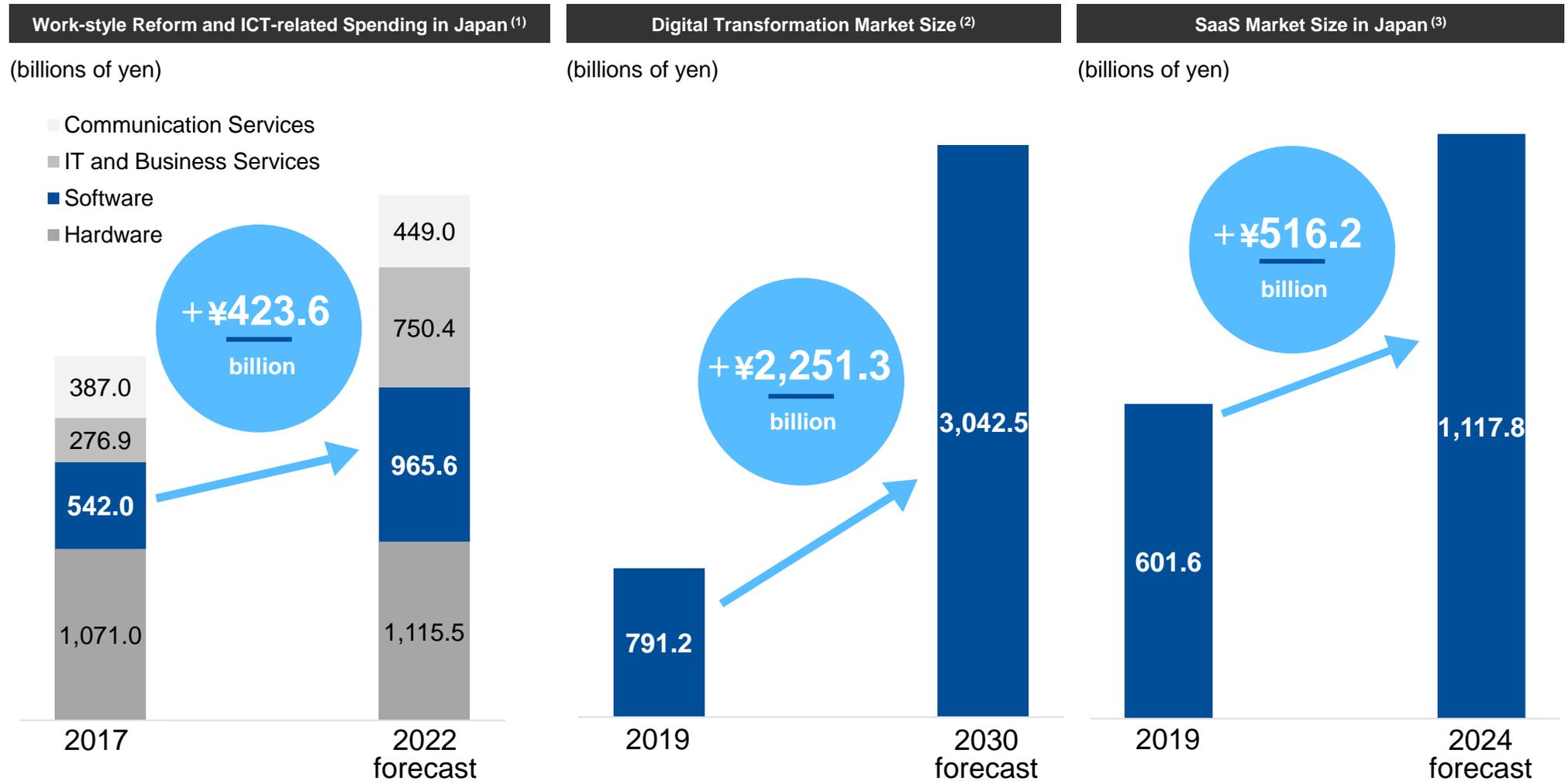


(1) "Latest trends in business card management services and sales services [SFA/CRM/online business card exchange]," December 2020, Seed Planning, Inc.

(2) Won the top prize in the service and culture section of the 71st Dentsu Advertising Awards

# Tailwind of Market Environment

The work-style reform and digital transformation is boosting the need for B2B cloud-based business card management



(1) Based on "2018 to 2022 Outlook of Work-style Reform and ICT-related Spending in Japan: by Hardware, Software, IT and Business Services, Communication Services" by IDC Japan (December 2018)

(2) Based on "2020 Outlook of the Digital Transformation Market" by Fuji Chimera Research Institute

(3) Based on "2020 New Software Business Markets" by Fuji Chimera Research Institute

# Company Overview <sup>(1)</sup>

Company Name	Sansan, Inc.
Foundation	June 11, 2007
Head Office	Aoyama Oval Building 13F, 5-52-2 Jingumae, Shibuya-ku, Tokyo
Other locations	Branch offices: Osaka, Nagoya, Fukoka Satellite offices: Tokushima, Kyoto, Fukuoka, Hokkaido, Niigata
Group Companies	Sansan Global Pte. Ltd. (Singapore) Sansan Corporation (United States) logmi, Inc.
Representative	Chika Terada
Number of Employees	1,011 (As of August 31, 2021)
Capital	¥6,333 million (As of August 31, 2021)
Net Sales	¥16,184 million (FY2020)
Classification by Type of Shareholder <sup>(1)</sup>	Domestic Financial Institutions:18.08%, Security Firms:0.69%, Other Domestic Corporations:2.52%, Foreign Financial Institutions and Individuals:32.44%, Individuals and Others:46.27%

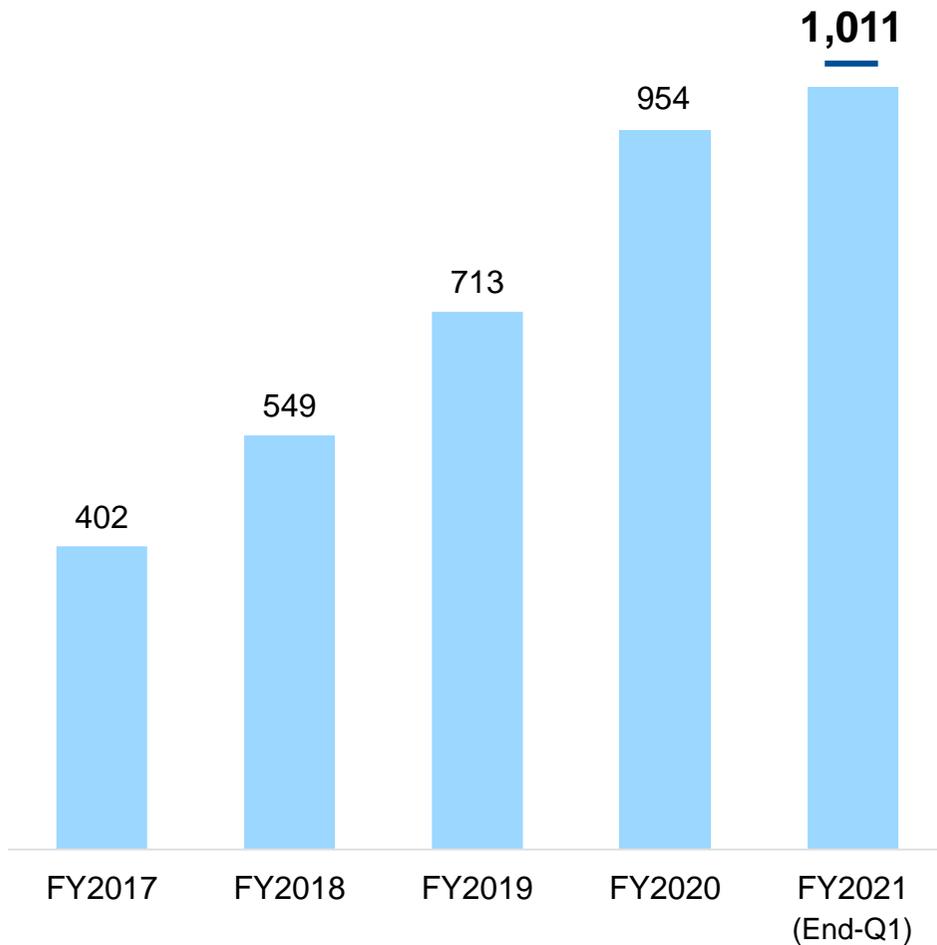


(1) As of May 31, 2021

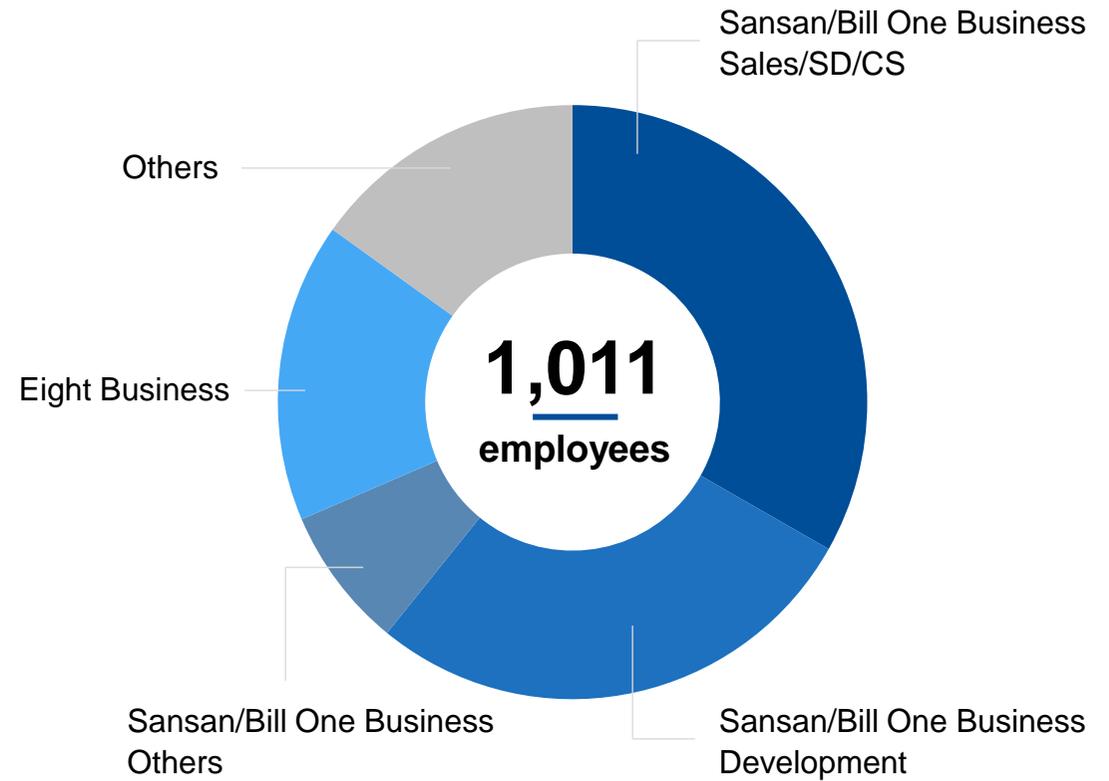
# About Employees

Number of Employees <sup>(1)</sup>

(persons)



Breakdown by Organization <sup>(1)</sup>



(1) As of August 31, 2021

# Sansan/Bill One Business



# “Sansan”: Service Outline

“Sansan” offers “business card management” features to transform unutilized business cards into assets



## Challenges facing companies

- Business card information not shared within the office
- Insufficient internal communication
- Not aware of the value of business card information

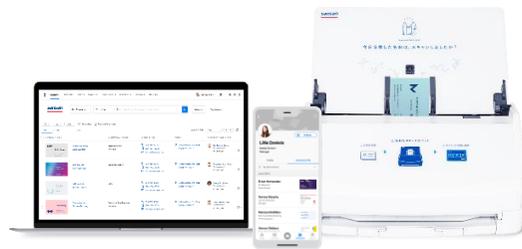


## Major features of “Sansan”

Uncover your hidden network.  
Find opportunities. Make deals.

B2B cloud-based business card management service

**Digitizes business card data with 99.9% accuracy**



- Business card management/sharing/search
- Company master information
- Person master profile
- Generating an organization chart
- External service information distribution
- Distribution of personnel changes
- News feed
- Business card order application
- Customer management
- Contact management
- Data integration
- OpenAPI
- E-mail magazine delivery
- Internal contact list
- Internal message
- Security control



## User benefits

Productivity   Streamlined operations  
Strengthening sales activities   Creation of business opportunities

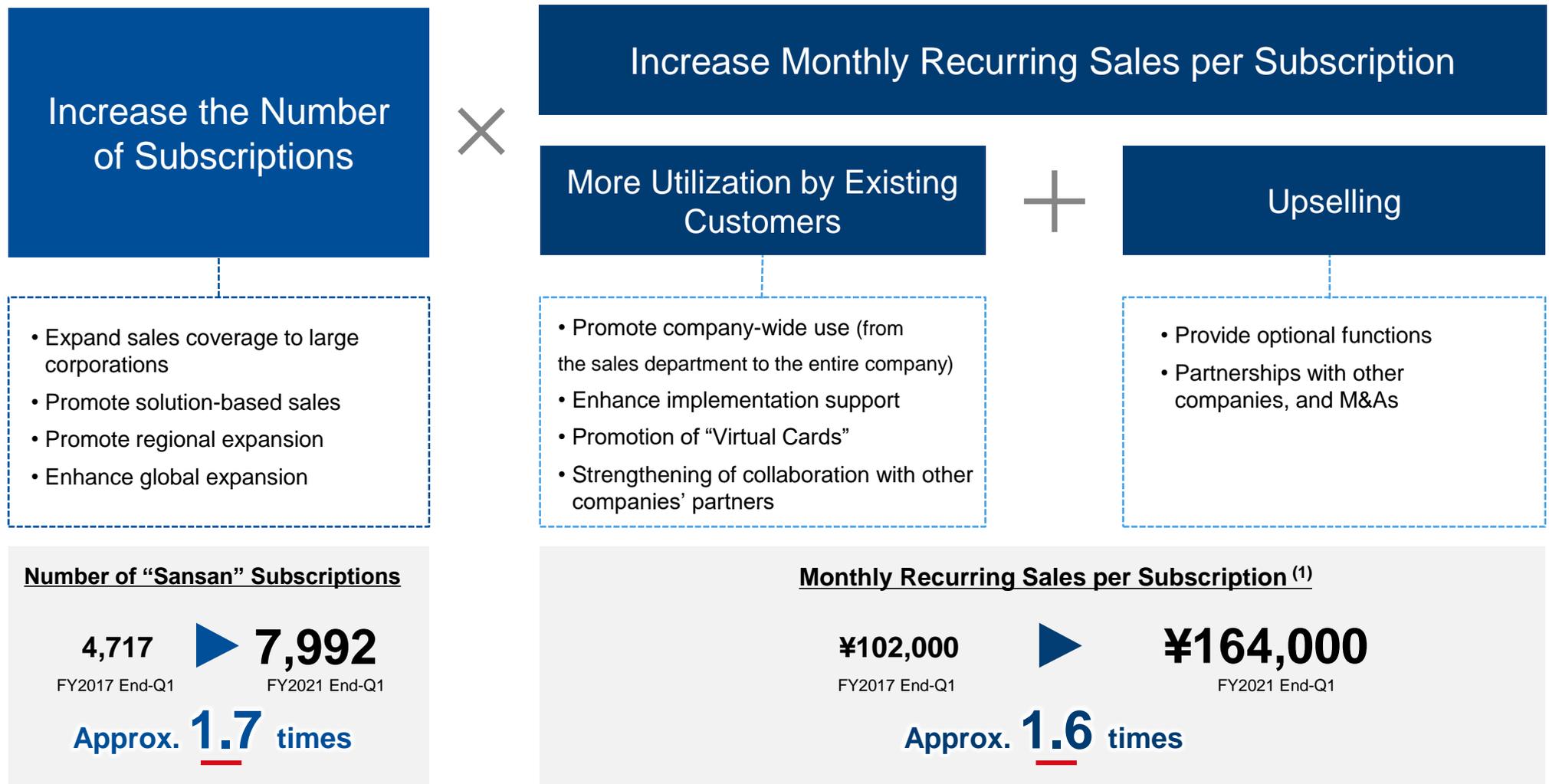
# “Sansan”: Service Plans

## Providing basic company-wide use plan

	A. Basic company-wide use plan	B. Previous plan (ID subscription)	Timing of payment
1 <b>Initial cost</b> (Initial costs)	<b>12 months' license cost</b> <b>Cost for digitizing existing business cards</b>	<b>Cost according to number of contract IDs</b> Data conversion costs for business cards already held (there is an upper limit placed on the number of business cards)	At the start of the contract
2 <b>Customer Success Plan</b> (Initial costs)	<b>Offer introduction support plans with individual quotation</b> Costs for implementation and operational support of “Sansan” services		At the start of the contract
3 <b>Scanner</b> (Running costs)	<b>Monthly ¥10,000 per scanner</b> Rent scanners and tablets to customers, whose number responds to the number of their office floors, and/or the number of branches		At the start or renewal of the contract
4 <b>License cost</b> (Running costs)	<b>Determined according to the monthly number of exchanged business cards</b> (annual subscription) Tens of thousands to millions of yen per subscription	<b>Setting according to number of contract IDs</b> (annual subscription) Fixed billing for each ID (there is an upper limit placed on the number of business cards converted into data)	At the start or renewal of the contract

# “Sansan”: Number of Subscriptions and Monthly Recurring Sales per Subscription

Achieve growth through an increase in both the number of subscriptions and monthly recurring sales per subscription

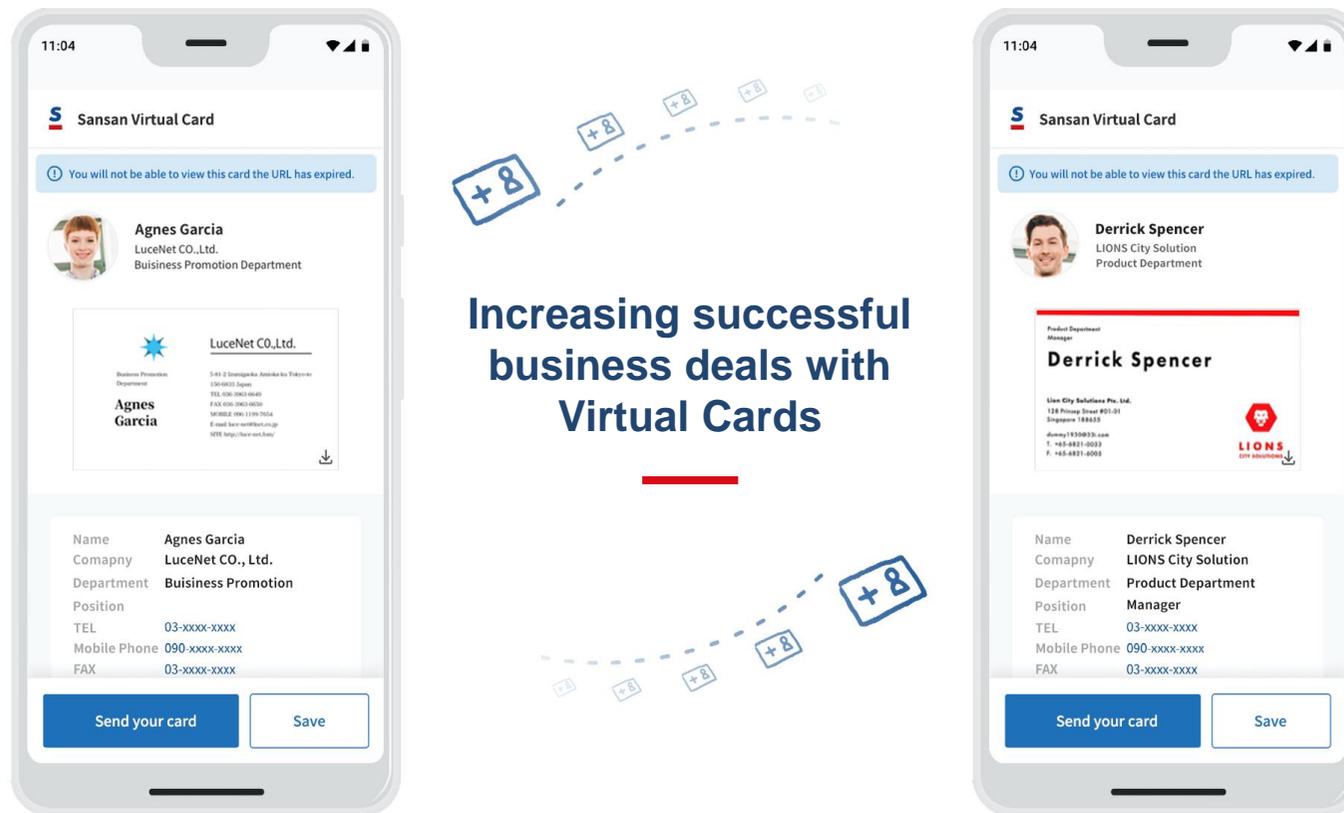


(1) "Sansan" recurring monthly sales results for end of each quarter (Changes to values calculated from "Sansan" recurring sales only, unaudited)

# “Sansan”: Expand use of “Virtual Cards” function

Started providing “Virtual Card” function in June 2020 against the backdrop of new work styles such as remote working

Strengthening of syncing between our other segment and other companies, such as “Eight” with “Microsoft Teams (1)” “Google Calender <sup>TM</sup>”



(1) Microsoft 365 is registered trademarks of Microsoft Corporation in the US and other countries

(2) Google Workspace and Google Calendar are trademarks of Google LLC.

# “Sansan”: Optional Functions that can be Added to “Sansan” -1-

## “Risk Intelligence powered by Refinitiv/KYCC”



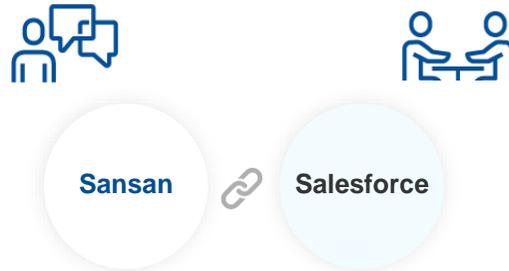
Checks against anti-social forces database just by scanning business cards. Prevents check omissions and greatly reduces man-hours for compliance personnel

## “Survey Tool powered by CREATIVE SURVEY”



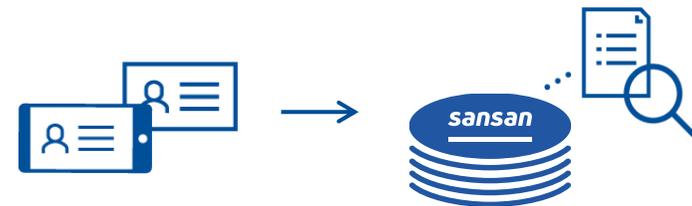
Questionnaire solution that can provide the questionnaire function necessary for B2B company seminars integrated with “Sansan”

## “Salesforce Opportunity Integration” (1)



On “Sansan”, users can ascertain “Salesforce” business negotiation information along with in-house personal connection information and business partner company information

## “CloudSign Contract Management”

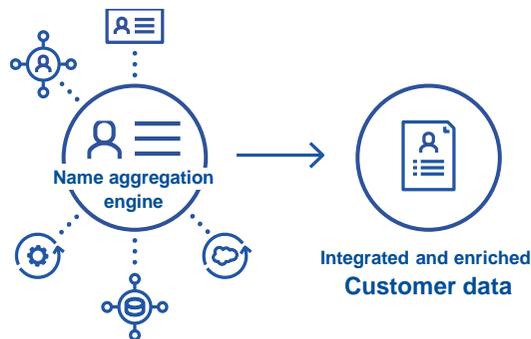


Contract information can be viewed just by scanning a business card. Shorten the verification work and greatly reduced man-hours for legal staff

(1) A trademark of salesforce.com, inc., Salesforce is used with permission.

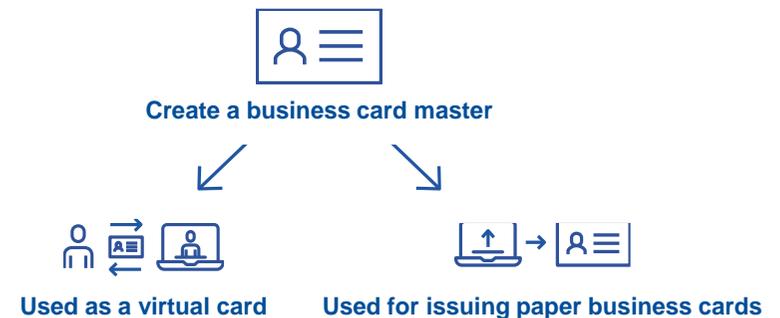
# “Sansan”: Optional Functions that can be Added to “Sansan” -2-

## “Data One”



A function that integrates and enriches all in-house customer data by linking “Sansan” with the services of other companies, while promoting corporate DX from data integration

## “Sansan Meishi Maker”



A service that allows users to easily print and apply for orders by registering their own business cards as master data on “Sansan”

## “Contacts Analysis powered by MotionBoard”



Linking with business card data (customer information) on “Sansan”, a function that integrates, analyzes, and creates a visual form of a variety of information and data from within and outside the company

## “Collaboration with Colleagues”

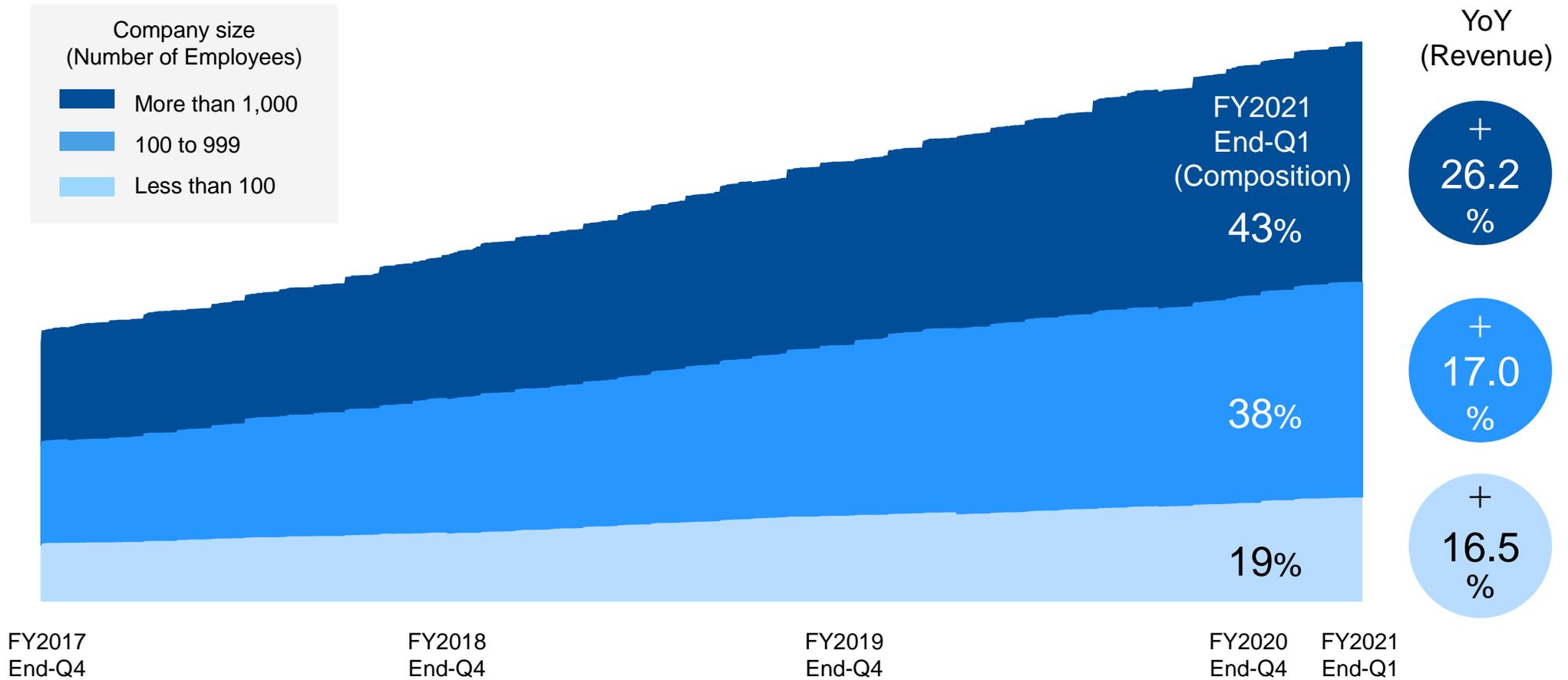


A cloud-based phone book function that centrally manages internal and external contacts, and a function that enables the in-house sharing of each person’s strengths by presenting, in a visual form, profiles of everyone in a company

# “Sansan”: “Sansan” Sales Composition by Customer Size (Recurring Sales)

No significant change in revenue composition ratio by customer size

“Sansan” Sales Composition by Customer Size <sup>(1)</sup> (Recurring Sales)

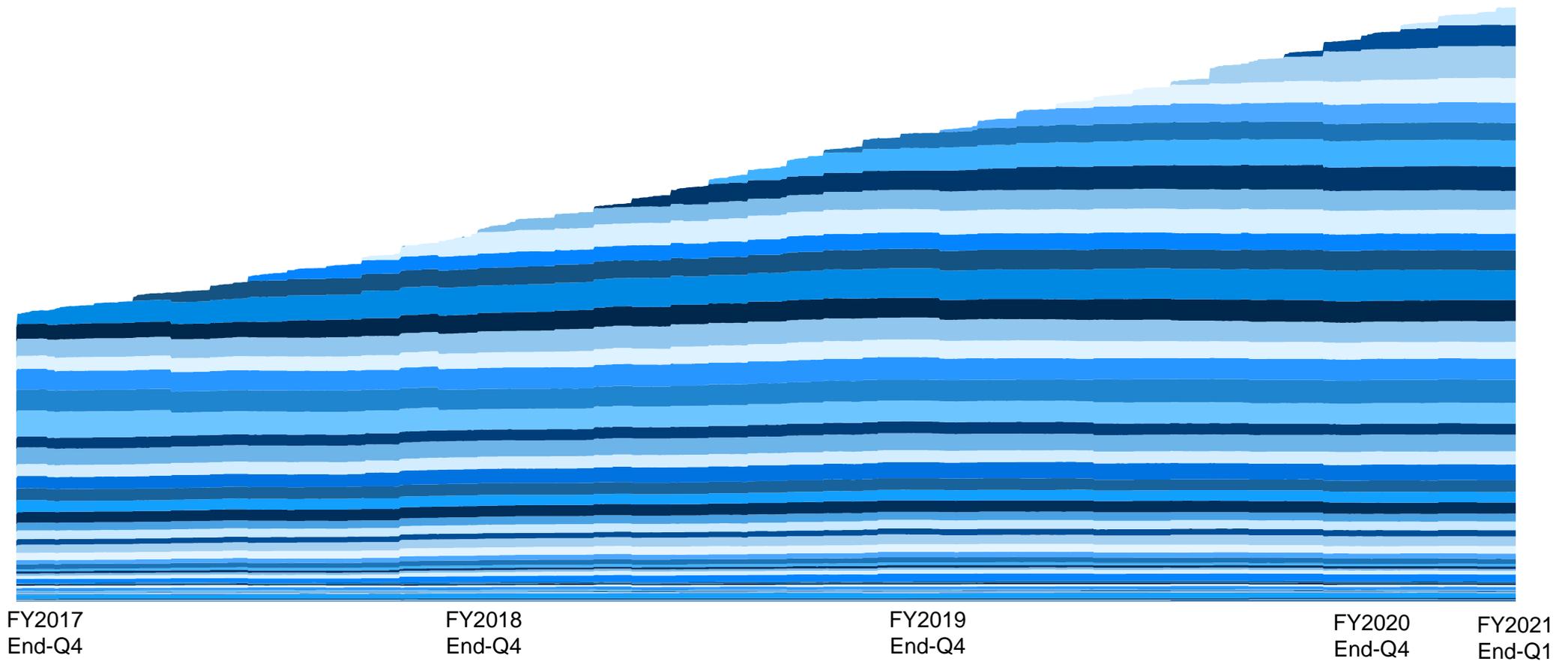


(1) Created based on monthly “Sansan” charge (unaudited)

# “Sansan”: Accumulation of Net Sales by Service-in Timing (Recurring Sales)

Continued achievement of negative churn <sup>(1)</sup>

“Sansan” Saled Stack-up: Accumulation of Net Sales by Service-in Timing <sup>(2)</sup> (Recurring Sales)

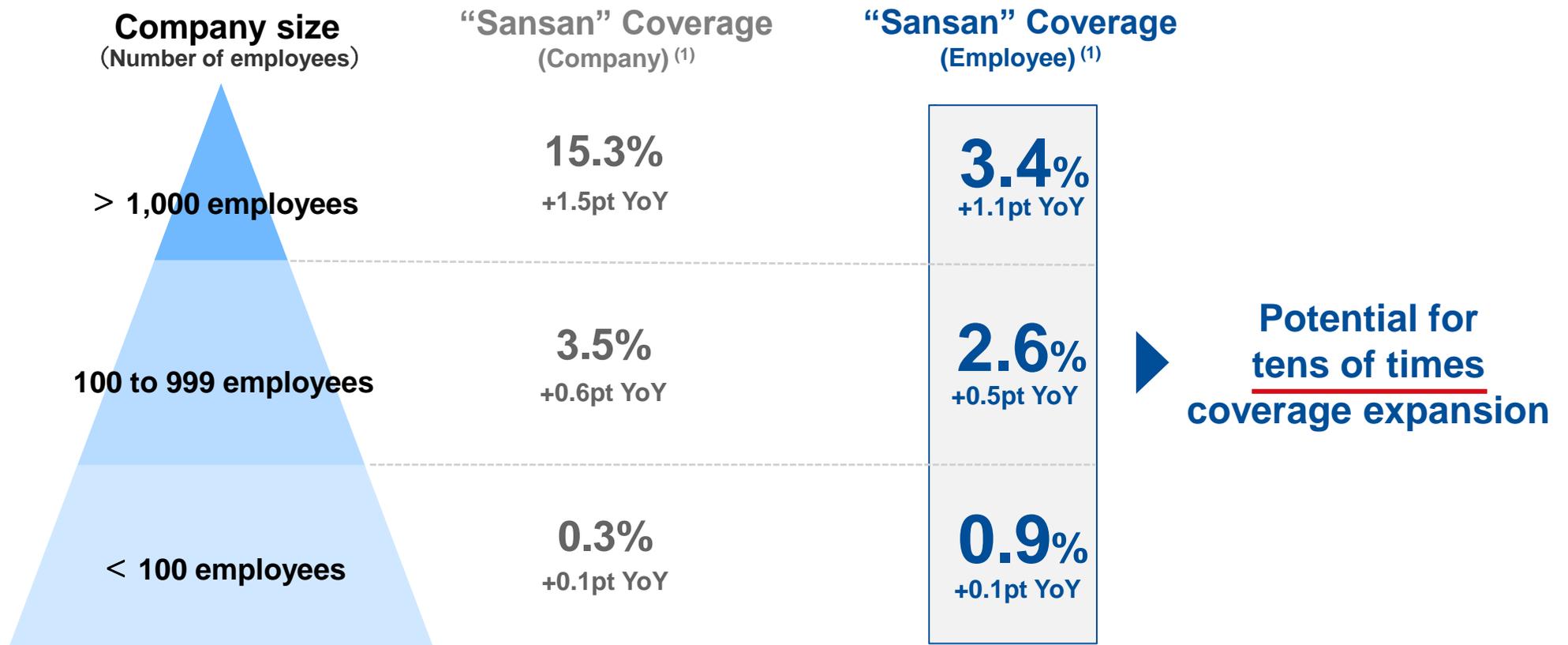


(1) Status where increase of revenue generated by the existing subscriptions is greater than revenue reduced as a consequence of cancellation

(2) Created based on monthly “Sansan” license charge (unaudited)

# “Sansan”: Potential Market Size of “Sansan” in Japan (TAM)

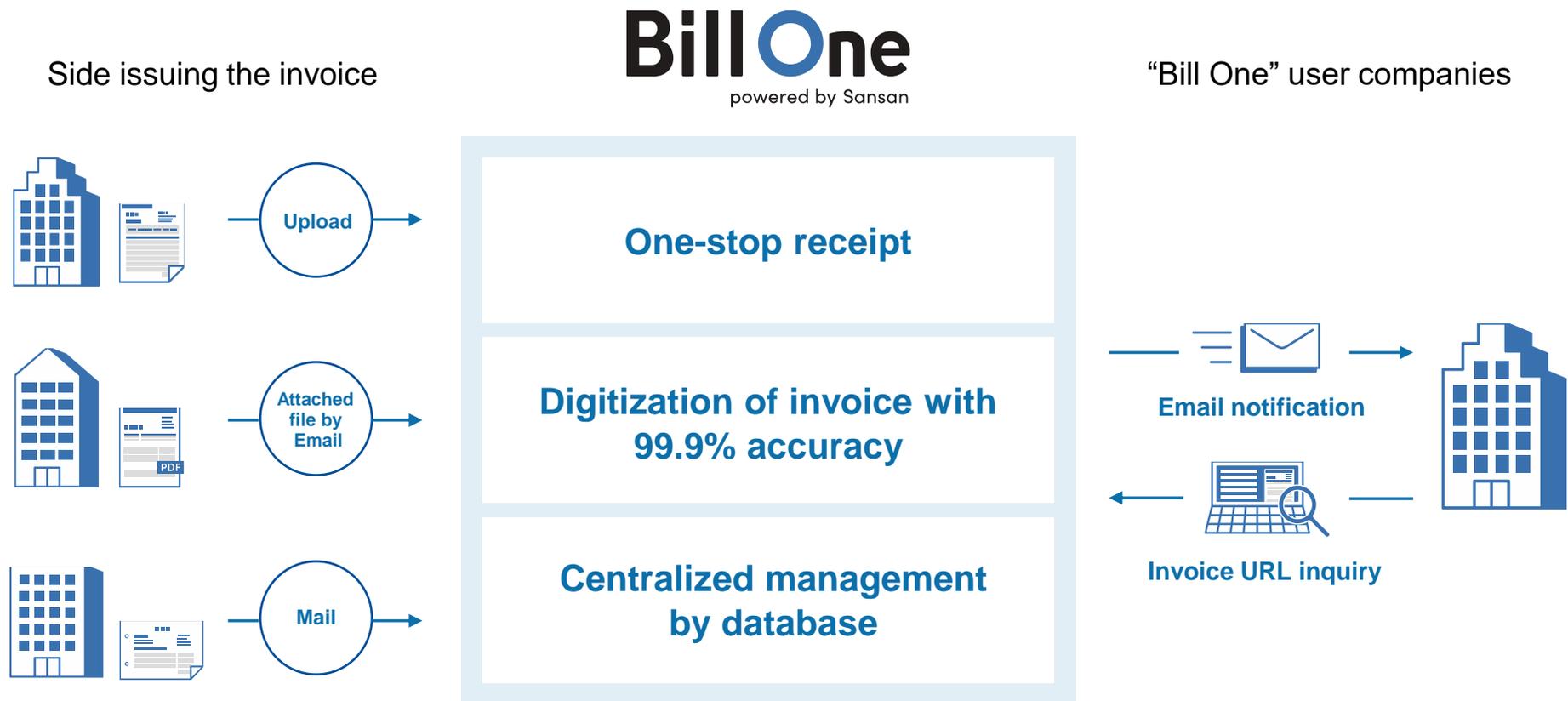
The number of users within current customers is limited, and there is room for tens of times more coverage expansion



(1) “Sansan” coverage is calculated with the number of subscription and total number of IDs in “Sansan” for FY2021 End-Q1 as the numerator and the number based on Economic Census for Business Activity in 2016 issued by the Statistics Bureau as the denominator.

# “Bill One”: Service Outline

A service that makes it possible to receive paper and PDF invoices online and supports the earlier settlement of monthly accounts by realizing operational efficiency (started service provision in May 2020)



In addition to accurately converting paper and PDF invoices into data, and for invoices that have been converted into data to be viewable in the cloud, the service enables a variety of business flows, such as invoice confirmation and approval work, to be completed in the cloud.

# Outline of Event Tech Services (Service portfolio)

Providing various kinds of solutions to solve business event management issues



(1) Services provided by the Company's equity-method affiliates

# Eight Business

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# Service Outline of "Eight"

SNS platform for business with the largest number of active users in Japan



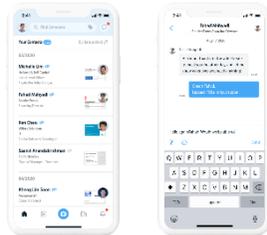
Digitize business cards with high level of accuracy by using technologies developed through "Sansan"

## Offering a lifetime SNS platform for business

"Profile Management"



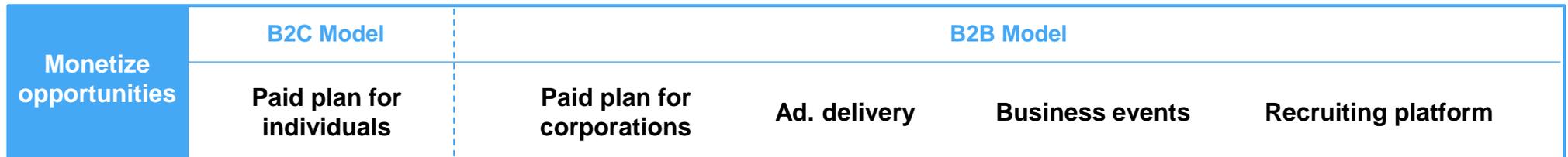
"Contact Management"  
"Communications"



"Company News"



"Event Participation"



# Strengthening and Promotion of Monetization Plans

## Accelerate and strengthen the development of paid plans for B2B

B2B (1)		
<b>Paid plan for corporations</b>		
<b>“Eight Company Premium”</b>	Fixed monthly fee (Annual subscription)	Enables users to share their contacts with colleagues <i>Targeting small companies with under 20 employees</i>
<b>Ad. Delivery</b>		
<b>“Eight Marketing Solutions”</b>	Pay-for-use charges depending on delivery volume (2) (Contract for a fixed period)	A service for delivering ads to “Eight” users <i>Timely and targeted advertising to career-oriented professionals</i>
<b>Business events</b>		
<b>“Meets”</b>	Fixed fee per event (Held irregularly) (3)	An event matching “buyers” and “sellers” from within “Eight” <i>Uses proprietary technology to accurately match businesspeople together</i>
<b>“Climbers”</b>	Fixed fee per event (Held irregularly) (3)	Large-scale event targeting young businesspeople <i>Holds lectures and corporate exhibitions by top runners from various industries</i>
<b>Recruiting platform</b>		
<b>“Eight Career Design”</b>	Fixed monthly fee (4) (Contract for a fixed period)	Recruitment services targeting “Eight” users <i>Provides a new and unique targeted hiring method to the market</i>
B2C		
<b>Paid plan for individuals</b>		
<b>“Eight Premium”</b>	Fixed monthly fee	Delivers additional functions to users, such as network data DL <i>Expand the overall number of “Eight” users, including free plan</i>

(1) B2B services in the Eight business include event transcription services for the media "logmi Biz," "logmi Finance" and "logmi Tech" provided by logmi, Inc.

(2) There is a minimum advertisement placement price and also a normal advertisement menu.

(3) There are multiple fee settings depending on the type of event held, etc.

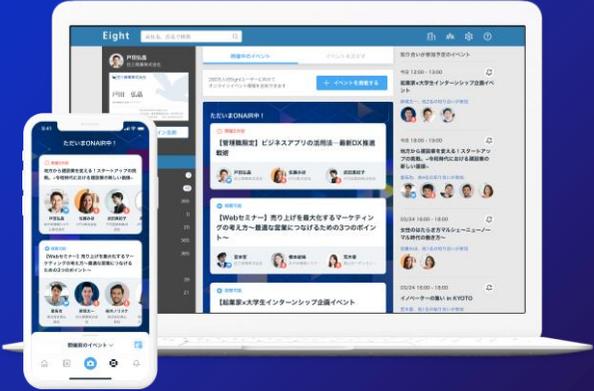
(4) There is an additional charge when a decision to hire is made.

# Service Outline of "Eight ONAIR"

“Eight ON AIR” business event media provided from May 2021 onward

Business Event Media

## Eight ONAIR



Consolidates business event information and utilizes the “Eight” network to deliver event information to users and support event organizers in attracting customers



Business



DX/Organization



Management/HR



DX/Art thinking

***sansan***

