IR Day 2025 Transcription of CEO Closing Remarks

IR Day

Closing Remarks

Sansan, Inc. October 30, 2025

I hope that you have gained a clearer understanding of the fundamental structure of our key solutions and the value propositions through today’s IR Day.

We are now positioned to achieve both revenue and profit growth driven by the expansion of each solution and our use of AI.

Cloud-based solutions that promote digital transformation and reshape how we work —empowered by AI

Manage your contacts, maximize your business

sansan

Accounting DX that reshapes how your company works

Bill One
powered by Sansan

Work differently, work better, with the AI-driven contract database

Contract One
powered by Sansan

The three solutions introduced today— Sansan, Bill One, and Contract One — have each deeply enetrated their respective areas, namely sales, accounting, and legal affairs, and have evolved into solutions that redefine what is considered “business as usual.”

The foundation of all these is the operation and technology that accurately digitize analog information. This is one of our unique and robust strengths — a capability that cannot easily be replaced, no matter how advanced AI becomes, precisely because it requires a high level of accuracy.

Now, to help you better understand how this system works, please take a look at the following video.

Digitization of Analog Information

When digitizing analog information, three elements are indispensable: security, speed, and accuracy. Even with an accuracy rate of 99%, just a single error among countless characters can cause critical issues such as an undeliverable email or a failed invoice process.

To ensure a high accuracy rate of 99.9%, we have established a proprietary operation that combines AI-based automated entry with human verification and correction.

The flow of digitization for business cards proceeds as follows.

First, when a user scans a business card, the image is transmitted to our data processing system.

At this stage, our technology automatically separates multiple cards captured together, corrects the distortion and background, and optimizes the image for text recognition.

Next, items such as name, company, address, and email address are automatically categorized.
Personal information is then segmented into non-valuable fragments to ensure security.
The fragmented data is digitized automatically by AI, and for any items that cannot be confirmed through automation, human operators perform input and verification—thus ensuring 99.9% accuracy.
This underlying data processing framework has also been extended to invoices in Bill One and contracts in Contract One. The foundation built through business card digitization has enabled us to launch these new businesses smoothly.

Supporting this digitization flow are numerous examples of Sansan's proprietary technology.
By combining image processing technology, language recognition, and error detection, we simultaneously achieve both speed and accuracy.
One symbolic innovation is the proprietary AI-OCR engine developed specifically for business cards, "NineOCR."
This AI-OCR can digitize not only names and email addresses but also job titles and addresses with high precision—in just 0.3 seconds.
As a result, even as the volume of cards requiring digitization has grown, the per-document cost has been reduced to less than one-twentieth of the cost at our founding.
Furthermore, in the Eight business card app, we have realized full automation of the digitization process.

Building upon this, we developed our proprietary generative AI, "Viola."
Viola understands context and structure from image information, enabling high-precision recognition and estimation of diverse fields. This has made possible the digitization of areas that could not be automated with NineOCR.
Its application has already begun not only for business cards but also for invoices and contracts, accelerating efficiency gains across all our products.

Currently, we are advancing development of the next-generation model, "Cello."
Whereas Viola is an AI specialized in recognizing textual information, Cello goes further—grasping not only textual content but also positional and structural context.

Cello can indicate exactly which character was read and at which position, making it possible to perform automatic correction processing without human intervention.
Going forward, we will continue to refine these technological developments, further reducing the cost of digitization.

As you have just watched, our technology for digitizing analog information is already a well-established strength of our company.

What's important here is that we don't offer this system merely as a data conversion service, but rather as an integral part of software solutions that streamline day-to-day business operations such as sales, accounting, and contract management.

Users utilize our services to streamline their own operations, uploading business cards, invoices, and contracts into the system.
In the process, high-quality, structured data is naturally accumulated.
This structured data creates even more value when combined with generative AI.
While many solutions remained focused on either operations or software, we have established a system that integrates both — one that enhances user companies' convenience while simultaneously building and strengthening their data infrastructure.

This is precisely our unique competitive advantage in the era of generative AI, and it will serve as a strong foundation supporting our medium- to long-term growth.

Amid the major transformations brought by the era of generative AI, we will continue to leverage our unique strengths to go beyond simple operational efficiency and take on the challenge of redefining what is considered “business as usual.”

In addition to these business strategies, we will combine them with sound financial strategies to achieve sustainable, long-term growth in corporate value.

That concludes my presentation. Thank you for being with us today.