IR Day 2025 Transcription of Contract One Session

Contract One Video Presentation

History and Positioning of Contract One
Contract One is a new business created by applying Sansan's proven expertise in digitizing analog information to the legal domain.

Since its launch in 2022, the service has steadily expanded its client base. In FY2024, sales reached approximately 570 million yen with 393 subscriptions.

From the end of May 2025, we began marketing initiatives, including a TV commercial campaign, while also strengthening our dedicated sales structure—aimed at increasing awareness and accelerating new customer acquisition.

Although the current scale of the business remains modest, we are targeting over 70% year-on-year sales growth in FY2025. Looking ahead, Contract One is expected to make a significant contribution to consolidated results.

Value Proposition and Functions of Contract One
Let us now introduce the value and functions provided by Contract One.

Contract One is an AI-driven contract database designed to reshape company-wide practices by accurately digitizing all contracts and enabling organizations to leverage contract information in daily operations.

Building the database is exceptionally straightforward.

Paper contracts can be mailed, PDFs uploaded, and electronic contracts concluded through third-party services integrated via API. Contract One automatically digitizes them accurately and centralizes management.

The database organizes key fields such as client name, contract date, start and end dates, and renewal status.

This allows anyone to intuitively grasp contract status, significantly reducing the workload required for verification and management tasks, while appropriately controlling contract risk.

Contract One also provides structured contract management.

Master agreements are automatically linked to addenda or individual contracts as "parent" and "child," and displayed in a tree structure.

Additionally, company name normalization ensures that even when corporate names change or complex contract histories exist, everything is consolidated without omission.

Even when a long business relationship results in numerous contracts and addenda, the system prevents referencing unfavorable terms by mistake, enabling optimal contract management and decision-making.

Through an intuitive interface and unlimited IDs, employees in operating departments can directly access required contract information.

This reduces inquiries to the legal department and improves efficiency across the organization.

In this way, Contract One simultaneously delivers threefold value:
Cost reduction through greater efficiency in contract management
Increased revenue by capturing opportunities for contract renewal and revision
Risk avoidance by centralizing contract information

The Future of Contract One

We are now focused on enhancing the platform with advanced functions powered by generative AI.

From here, we will introduce the features of *Contract One AI*—both those already available and those under development.

The first feature is an advanced document search capability utilizing GPT.

By selecting a contract and entering either a predefined or custom question from the left-hand panel, the AI analyzes the contract's contents and instantly provides the required answer.

This enables users to quickly and easily grasp the key contents of a contract.
The next feature is AI-powered summarization.

A single click on a contract tab generates a bullet-point summary of the key terms, allowing users to instantly capture the critical points—even in highly complex agreements.

In addition, reporting features are being developed to create company-specific or theme-based summaries.

For instance, users will be able to identify all contracts containing automatic renewal clauses.

The domain of contracts aligns strongly with natural language processing.

By capitalizing on this unique compatibility, we will further enhance value creation and drive future growth.