

January 14, 2021

To whom it may concern:

Company name Sansan, Inc.  
 Representative Chikahiro Terada,  
 Representative Director & CEO  
 (Code: 4443 TSE Mothers)  
 Contact Muneyuki Hashimoto,  
 Director, CFO, Managing Executive  
 (Finance & Accounting Department)  
 TEL +81-3-6758-0033

## Partial Revision to the “Presentation Material for FY2020 Q2”

Sansan, Inc. (“the Company”) announces today that there were misstatements in a part of the “Presentation Material for FY2020 Q2” announced on January 14, 2021, and revisions are made as outlined below.

### 1. Details of the Revision

#### Page 18 Presentation Material for FY2020 Q2

##### (Before revision)

4 Consolidated Financial Results for FY2020 Q2 (three-month results)

##### Overview of Consolidated Financial Results

Remaining strong even amid the COVID-19 pandemic, net sales increased 24.3% compared with the same period in the previous fiscal year

Commensurate with the increase in net sales, the profit margin improved and there were significant increases in income at each stage of profit

Consolidated Results	FY2019	FY2020	
	Q2 Results	Q2 Results	YoY
Net Sales	3,194	3,969	+24.3%
Gross Profit <sup>(1)</sup>	2,746	3,460	+26.0%
Gross Profit Margin <sup>(1)</sup>	86.0%	87.2%	+1.2pt
Operating Profit	-139	532	—
Operating Profit Margin	—	13.4%	—
Ordinary Profit	-175	352	—
Profit Attributable to Owners of Parent	-197	302	—
EPS	-6.36 yen	9.72 yen	—

<sup>(1)</sup> Business card-entry costs in the Eight Business are recorded in SOGA

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##### (After revision)

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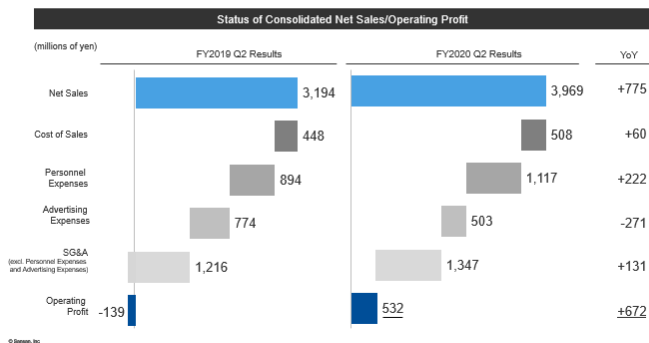
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(Before revision)

4 Consolidated Financial Results for FY2020 Q2 (three-month results)

Factors Contributing to Changes in Consolidated Operating Profit

In addition to the increase in net sales, operating profit increased significantly as a result of a decrease in advertising expenses as there were no TV commercials broadcast in Q2



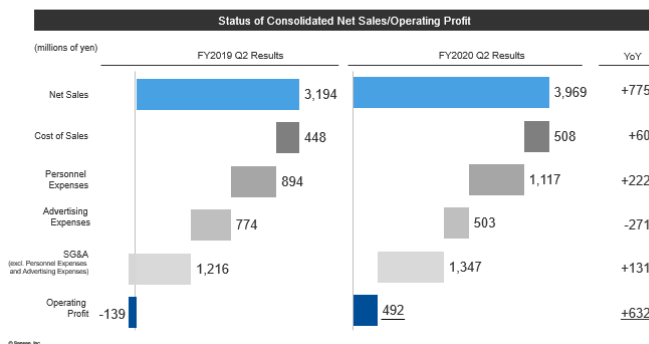
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