

January 14, 2025

To whom it may concern:

Company name Sansan, Inc.  
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Representative Director & CEO  
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## Partial Revision to the “Presentation Material for FY2024 Q1”

Sansan, Inc. (“the Company”) announces today that there was misstatement in a part of the “Presentation Material for FY2024 Q1” announced on October 11, 2024, and revision are made as outlined below.

### 1. Reason for the Revision

Due to the discovery of an error in the aggregation of ARR listed in section “Highlights of FY2024 Q1 Results”, we are issuing a revision.

### 2. Details of the Revision

The revised sections are indicated with underlining.

(Before revision)

<sup>1</sup> Consolidated Financial Results for FY2024 Q1

## Highlights of FY2024 Q1 Results

### Steady performance continued in both sales and adjusted operating profit <sup>(1)</sup>

Net sales increased by 27.7% YoY and ARR <sup>(2)</sup> by 34.0% YoY to ¥36,312 million.

Although personnel, rent and other expenses increased due to increased headcount and head office relocation, adjusted operating profit increased by 44.4% YoY to ¥207 million.

### Sansan, the sales DX solution, experienced continued solid growth

Sansan net sales up 15.5% YoY.

Strengthened sales structure contributed to an accelerated pace of growth in the number of subscriptions.

### Bill One, the cloud -based invoice management solution, continued a high -growth trend

Bill One net sales up 82.8% YoY.

Launched Bill One Expense, an expense reimbursement feature through use of the Bill One Business Card

<sup>(1)</sup> Operating profit + sharebased payment expenses + expenses arising from business combinations (amortization of goodwill and intangible assets)

<sup>(2)</sup> Annual recurring revenue

(After revision)

1 Consolidated Financial Results for FY2024 Q1

## Highlights of FY2024 Q1 Results

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### **Steady performance continued in both sales and adjusted operating profit <sup>(1)</sup>**

Net sales increased by 27.7% YoY and ARR <sup>(2)</sup> by 29.6% YoY to ¥35,133 million.

Although personnel, rent and other expenses increased due to increased headcount and head office relocation, adjusted operating profit increased by 44.4% YoY to ¥207 million.

### **Sansan, the sales DX solution, experienced continued solid growth**

Sansan net sales up 15.5% YoY.

Strengthened sales structure contributed to an accelerated pace of growth in the number of subscriptions.

### **Bill One, the cloud -based invoice management solution, continued a high -growth trend**

Bill One net sales up 82.8% YoY.

Launched Bill One Expense, an expense reimbursement feature through use of the Bill One Business Card

(1) Operating profit + sharebased payment expenses + expenses arising from business combinations (amortization of goodwill and impairment of intangible assets)

(2) Annual recurring revenue