

To whom it may concern:

Company name	Sansan, Inc.
Representative	Chikahiro Terada, Representative Director & CEO (Code: 4443 TSE Prime Market)
Contact	Muneyuki Hashimoto, Director, Executive Officer, CFO
Tel	+81-3-6758-0033

Notification Regarding Revision of Earnings Forecasts

Sansan, Inc. (the “Company”) hereby announces that, in light of recent business trends, it has revised its full-year consolidated earnings forecasts for the fiscal year ending May 31, 2026 (June 1, 2025 to May 31, 2026), which were previously announced on July 14, 2025, as follows.

1. Revision of Full-Year Consolidated Earnings Forecasts for the Fiscal Year Ending May 31, 2026 (June 1, 2025 to May 31, 2026)

(Millions of yen, unless otherwise stated)

	Net sales	Adjusted operating profit	Operating profit	Ordinary profit	Profit attributable to owners of parent	Basic earnings per Share (Yen)
Previous forecast (A)	52,707 to 54,003	6,851 to 8,640	—	—	—	—
Revised forecast (B)	53,571 to 54,003	8,035 to 8,640	—	—	—	—
Change (B-A)	864 to 0	1,184 to 0	—	—	—	—
Percentage change (%)	1.6 to 0	17.3 to 0	—	—	—	—
Reference: Results for the previous fiscal year (ended May 31, 2025)	43,202	3,555	2,800	2,743	424	3.36

Note: Adjusted operating profit = operating profit + share-based payment expenses + expenses arising from business combinations (amortization of goodwill and amortization of intangible assets).

Note: As reasonably estimating share-based payment expenses, which may fluctuate greatly depending on the Company's stock price level, and some other non-operating income and expenses are beset with difficulties, specific forecast figures are disclosed for net sales and adjusted operating profit only.

2. Reasons for Revision

Based on steady progress in business performance through the third quarter, the lower limits of the forecast ranges for net sales and adjusted operating profit are expected to exceed the previous forecasts. Specifically, that for net sales is now expected to be 53,571 million yen (up 1.6% from the previously announced value) and for adjusted operating profit is expected to be 8,035 million yen (up 17.3%).

3. Other

The Company has announced its financial policy through the fiscal year ending May 31, 2027. In light

of steady business progress, the Company has revised its policy for adjusted operating profit margin for the full fiscal year ending May 31, 2027 to 20% to 23% (previously 18% to 23%). Details of the outlook for net sales, adjusted operating profit, and other items for the fiscal year ending May 31, 2027 are scheduled to be disclosed at the time of the announcement of full-year financial results for the fiscal year ending May 31, 2026.