April 10, 2026
Sansan, Inc.

Anticipated High-Interest Items in Q3 Results for Fiscal Year Ending May 31, 2026 ("FY2025")

Consolidated Results, Other

Q1: What explains the significant increase in adjusted operating profit for the cumulative third quarter (Q3), which exceeded the net sales growth rate?

The gross profit margin improved because of factors such as an increase in the automation rate in digitization. In addition, reductions in selling, general, and administrative (SG&A) expenses, including lower personnel expenses as a percentage of net sales, also contributed to profit growth. As a result, adjusted operating profit for the cumulative Q3 reached a record high.
By segment, the adjusted operating profit margin for the Sansan/Bill One Business improved by 7.5 percentage points, driven by a year-on-year improvement of approximately 2.7 billion yen in operating loss for Bill One.

Q2: What drove the large year-on-year increase in advertising expenses?

In Q3, against the backdrop of strong new orders, we worked to strengthen promotions such as TV commercials for Bill One Expense, resulting in a significant increase compared with Q3 of the previous fiscal year, when advertising expenses were relatively low.

Q3: What is the background of the upward revision of the full-year forecast for the current fiscal year and the medium-term financial policy (the fiscal year ending May 31, 2027)?

For net sales, both segments are progressing steadily, with Sansan continuing steady growth of 17.9% year on year, Bill One maintaining high growth of 40.7%, and the Eight Business growing by 38.5%.
In addition to this growth in net sales, adjusted operating profit continues to grow at a rate significantly exceeding the net sales growth rate, primarily owing to an improvement in the gross profit margin from enhanced digitization operations in Bill One and a decrease in the SG&A expense ratio resulting from a lower personnel expenses as a percentage of net sales.
Based on these performance trends, we have upwardly revised the lower limit of the range for net sales and adjusted operating profit for the current full-year earnings forecast. Simultaneously, as a financial policy, we have also revised upward the lower limit of the range for the adjusted operating profit margin for the fiscal year ending May 31, 2027.

Q4: What is the impact of the transfer of logmi, Inc. shares on business performance for the current fiscal year?

Since logmi, Inc.'s financial results will be included in the scope of consolidation until March 2026, the period during which it will be excluded from consolidation is limited to two months. Therefore, the impact on the current fiscal year's performance is expected to be negligible.
The extraordinary gain associated with this share transfer is currently under close examination and is scheduled to be recorded in the fourth quarter of the fiscal year ending May 31, 2026.

Sansan/Bill One Business

Q5: What led to the quarter-on-quarter decrease in Sansan's monthly recurring sales per subscription?

Monthly recurring sales per subscription tend to fluctuate, reflecting the scale and type of contracts won. The acquisition of a greater number of relatively small-scale customers influenced the Q3 performance. The metric increased 1.4% compared with Q3 in the previous fiscal year and remains stable at a high level, so we do not see any issues.

Q6: What factors contributed to the continued growth in Bill One's quarterly net increase in MRR?

This was driven by the reinforcement of the sales structure, diversification of sales approaches, and enhancements to new solutions and features such as Bill One Expense and Bill One Accounts Receivable, all implemented as part of the growth strategy.

Eight Business

Q7: What led to the year-on-year decrease in adjusted operating profit for Q3?

This was due to the holding of a new large-scale event in Q3. Generally, as business events are held more frequently, brand awareness and the ability to attract customers improve, and net sales and profit margins tend to increase. Therefore, we expect this event to contribute to growth from the next fiscal year onward.
Although profitability declined slightly, adjusted operating profit for Q3 remained profitable. Additionally, for the cumulative Q3, profit increased significantly, representing steady performance in line with the business strategy.

Q8: What explains the significant increase in adjusted operating profit for the cumulative Q3, exceeding the net sales growth rate?

This reflects the strong performance of B2B services, such as business events and recruitment services, under a business operation focused on profitability.