Note:	This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

April 13, 2021

Financial Results for FY2020 Q3

Company name: Sansan, Inc.
Listing: Tokyo Stock Exchange
Securities code: 4443
URL: https://www.corp-sansan.com/
Representative: Chikahiro Terada, Representative Director & CEO
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Scheduled date to file quarterly securities report: April 13, 2021
Scheduled date to commence dividend payment: –
Preparation of supplementary materials on financial results: Yes
Holding of financial results meeting: Yes (for institutional investors and analysts)

(Millions of yen with fractional amounts rounded down, unless otherwise noted)

1. Consolidated financial results for the first nine months of the fiscal year ending May 31, 2021 (from June 1, 2020 to February 28, 2021)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Nine months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
February 28, 2021	11,753	21.5	823	324.5	479	490.4	413	–
February 29, 2020	9,671	31.4	193	–	81	–	(94)	–

Note: Comprehensive income Nine months ended February 28, 2021: ¥400 million [–%]
Nine months ended February 29, 2020: ¥(96) million [–%]

	Basic earnings per share	Diluted earnings per share
Nine months ended	Yen	Yen
February 28, 2021	13.29	13.12
February 29, 2020	(3.05)	–

Note: Diluted earnings per share for the nine months ended February 29, 2020 is not stated because, although potential shares exist, basic loss per share was recorded.

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio
As of	Millions of yen	Millions of yen	%
February 28, 2021	20,232	11,091	54.5
May 31, 2020	22,819	10,552	46.2

Reference: Equity
As of February 28, 2021: ¥11,032 million
As of May 31, 2020: ¥10,541 million

2. Cash dividends

	Annual dividends				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended May 31, 2020	–	0.00	–	0.00	0.00
Fiscal year ending May 31, 2021	–	0.00	–		
Fiscal year ending May 31, 2021 (Forecast)				0.00	0.00

Note: Revisions to the forecast of cash dividends most recently announced: None

3. Consolidated earnings forecasts for the fiscal year ending May 31, 2021 (from June 1, 2020 to May 31, 2021)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending May 31, 2021	15,767 to 16,302	18.0 to 22.0	757 to 1,010	0.0 to 33.4	–	–	–	–	–

Notes: 1. Revisions to the earnings forecasts most recently announced: None
2. Although the Company is expecting to record a surplus in both ordinary profit and profit attributable to owners of parent, it is difficult to make a precise forecast. Accordingly, the Company will refrain from disclosing a concrete forecast at this point in time.

*** Notes**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None

(2) Application of specific accounting for preparing the quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates, and restatement

a. Changes in accounting policies due to revisions to accounting standards and other regulations: None

b. Changes in accounting policies due to other reasons: None

c. Changes in accounting estimates: Yes

d. Restatement: None

(4) Number of issued shares (Common shares)

a. Total number of issued shares at the end of the period (including treasury shares)

As of February 28, 2021	31,165,234 shares
As of May 31, 2020	31,138,853 shares

b. Number of treasury shares at the end of the period

As of February 28, 2021	40 shares
As of May 31, 2020	–

c. Average number of outstanding shares during the period

For the nine months ended February 28, 2021	31,139,989 shares
For the nine months ended February 29, 2020	30,857,908 shares

* Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

* Proper use of earnings forecasts, and other special matters

Forward-looking statements, including the consolidated forecasts stated in these materials, are based on information currently available to the Company and certain assumptions deemed reasonable. Results may differ materially from the consolidated forecasts due to various factors.