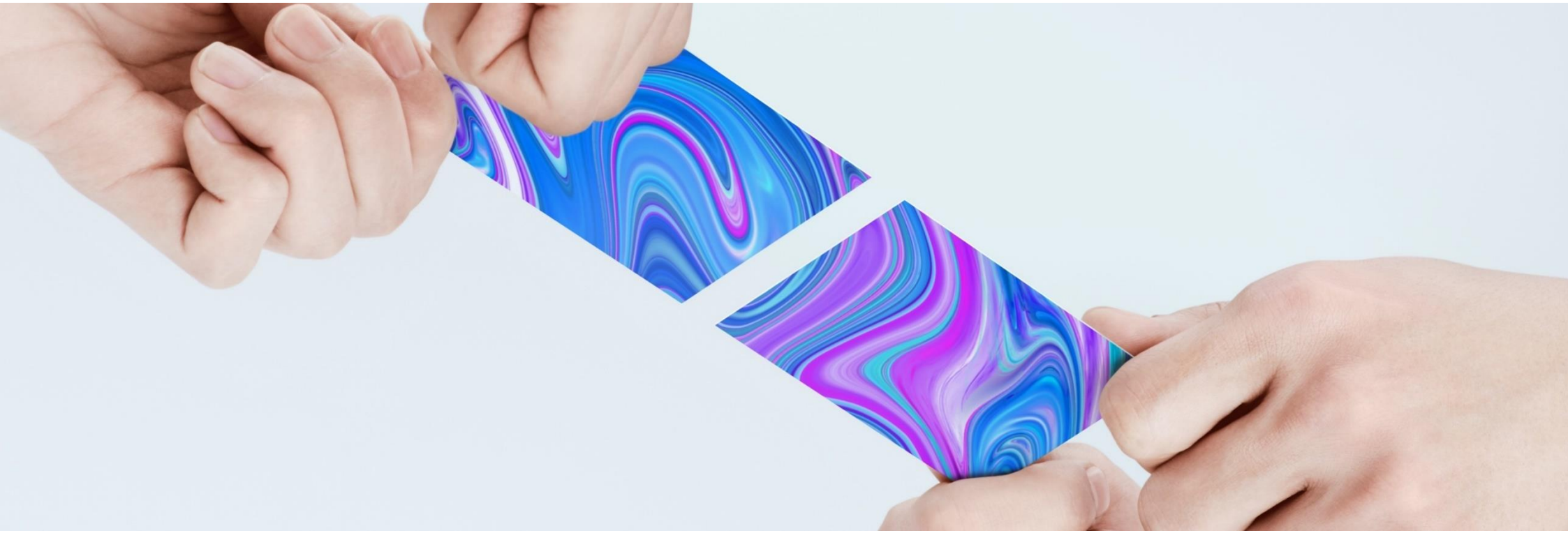


Presentation Material for FY2020 Q4

Sansan, Inc.

July 14, 2021

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Table of Contents

1 **Consolidated Financial Results for FY2020**

2 **Growth Strategies**

3 **Full-year Forecasts for FY2021**

Appendix
(Consolidated Financial Results for FY2020 Q4 (three months), Sansan Group Overview, Sansan Business, Eight Business, New Initiatives)

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Table of Contents

1 Consolidated Financial Results for FY2020

2 Growth Strategies

3 Full-year Forecasts for FY2021

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Highlights of Full-year Results

- Consolidated net sales remained strong, up 21.1% year on year

Net Sales: Sansan Business 18.7% growth, Eight Business 48.8% growth
ARR: 22.6% growth to 16,137 million yen

- High growth of “Bill One” cloud-based billing service continued

TV commercial was aired in February and May 2021.
Number of subscriptions has increased by 73.2% from the end of the previous quarter

- Promoted a range of initiatives toward the achievement of medium- to long-term growth

The number of employees increased by 216 year on year to 929
Introduced new services and functions in the Sansan Business and Eight Business
Expanded the Event Tech service portfolio by adding new services and functions

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Overview of Consolidated Financial Results

Net sales increased by 21.1% year on year, operating profit decreased by 2.7%

In view of the steady progress made in business performance actively implemented various investments for medium- to long-term growth

(millions of yen)

Consolidated Results	FY2019 Full-year Results	FY2020 Full-year Results	FY2020 YoY
Net Sales	13,362	16,184	+21.1%
Gross Profit	11,541	14,192	+23.0%
Gross Profit Margin	86.4%	87.7%	+1.3pt
Operating Profit	757	736	-2.7%
Operating Profit Margin	5.7%	4.6%	-1.1pt
Ordinary Profit	435	375	-13.9%
Profit Attributable to Owners of Parent	339	182	-46.2%
EPS	10.98 yen	5.86 yen	-46.6%

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Results by Segment

Net sales and operating profit increased (decreased loss) in both Sansan and Eight Businesses year on year

(millions of yen)

	FY2019	FY2020	
Net Sales	Full-year Results	Full-year Results	YoY
Consolidated	13,362	16,184	+21.1%
Sansan Business	12,284	14,583	+18.7%
Eight Business	1,078	1,604	+48.8%
Adjustments	–	-3	–
Operating Profit			
Consolidated	757	736	-2.7%
Sansan Business	4,794	6,143	+28.1%
Eight Business	-894	-732	–
Adjustments	-3,142	-4,673	–

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Table of Contents

1 Consolidated Financial Results for FY2020

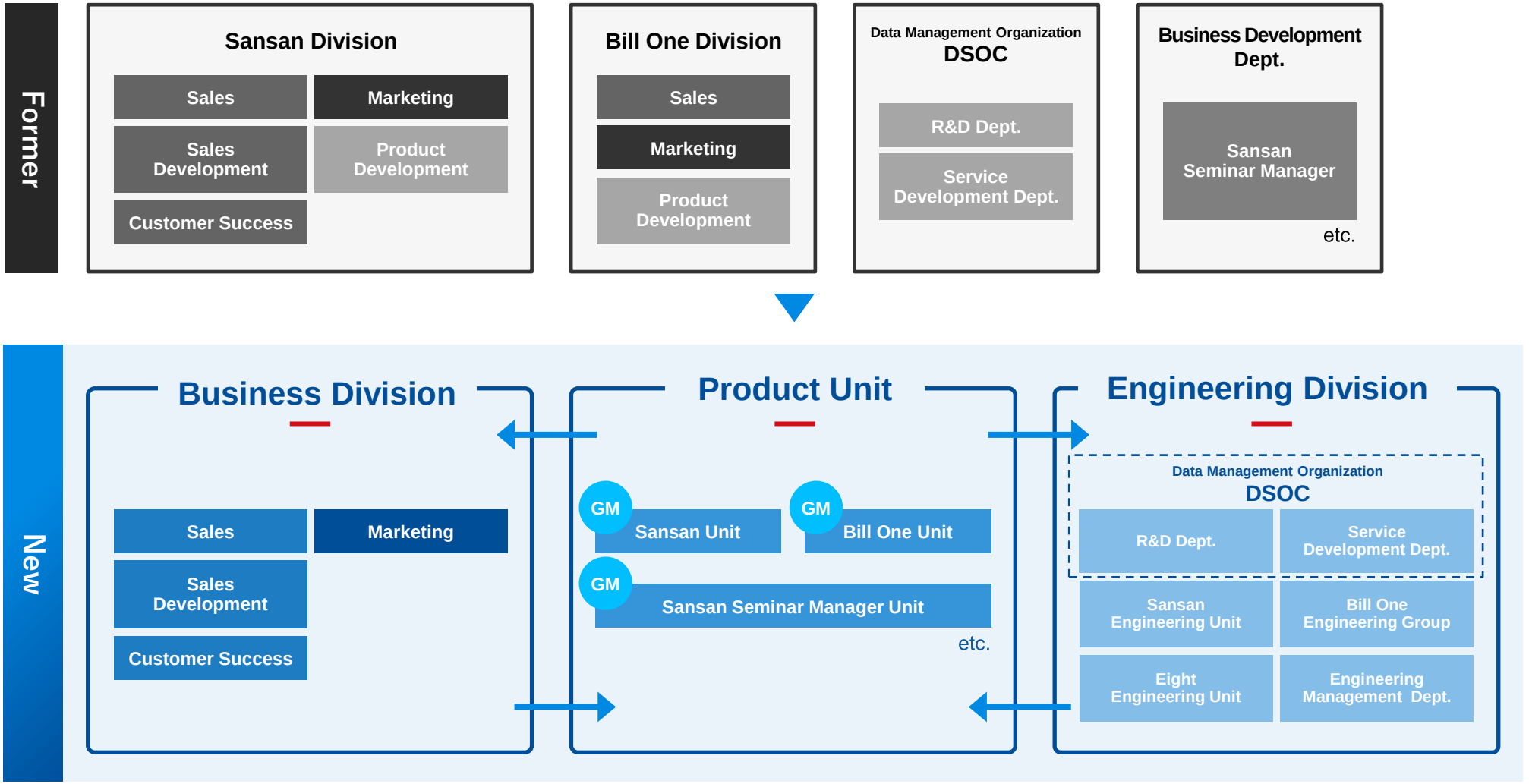
2 Growth Strategies

3 Full-year Forecasts for FY2021

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Organizational Restructuring

Organizational restructuring implemented on July 1, 2021
To optimize business management systems with the aim of accelerating business growth



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Major B2B Services (Multi-product)

From contact management to multi-products that meet the various DX needs of companies and businesspeople

Business card

B2B business card-based contact management service

sansan

AI business card management
Virtual card　Bulk email　Smart signature capture art
Collaboration with colleagues

Business alliance

Business application platform
sansan+

- Risk intelligence powered by Refinitiv/KYCC
- Salesforce opportunity integration for Salesforce(1)
- CloudSign contract management for CloudSign
- Contacts analysis powered by MotionBoard
- Survey tool powered by CREATIVE SURVEY

Business card ordering/printing

Business card creation service
Sansan Meishi Maker

Data utilization

Name aggregation engine
Sansan Data Hub

Invoice

Online invoice receiving solution

BillOne powered by Sansan

Contract

Contract digitization solution

ContractOne powered by Sansan

Organizational communications

Peer recognition and bonus service
Unipos

Event/Seminar

B2B seminar management system

sansan seminar manager

New-generation entry form
Smart Entry by Eightオンライン名刺

New-generation pamphlet
Smart Pamphlet by Eightオンライン名刺

Unmanned business card receipt system
Smart Reception

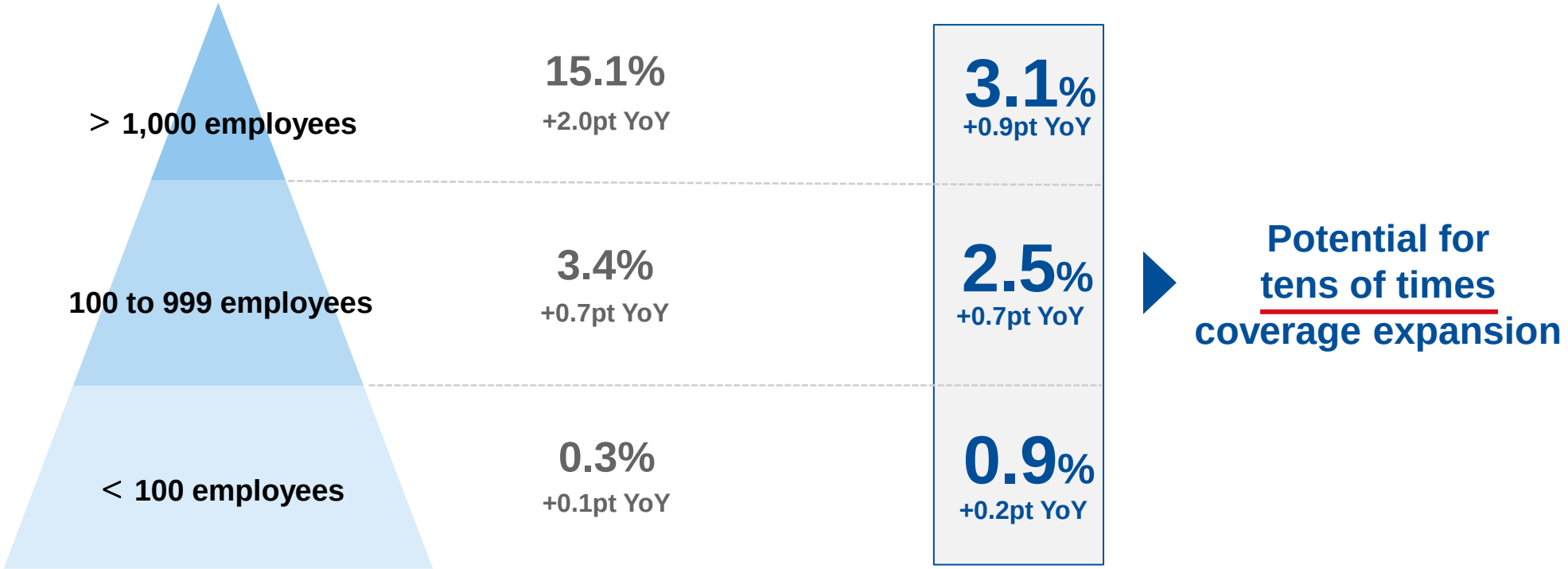
Media that transcribes all documents
logmi

(1) A trademark of salesforce.com, inc., Salesforce is used with permission.

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Business Card: Potential Market Size of “Sansan” in Japan (TAM)

The number of users within current customers is limited, and there is room for tens of times more coverage expansion



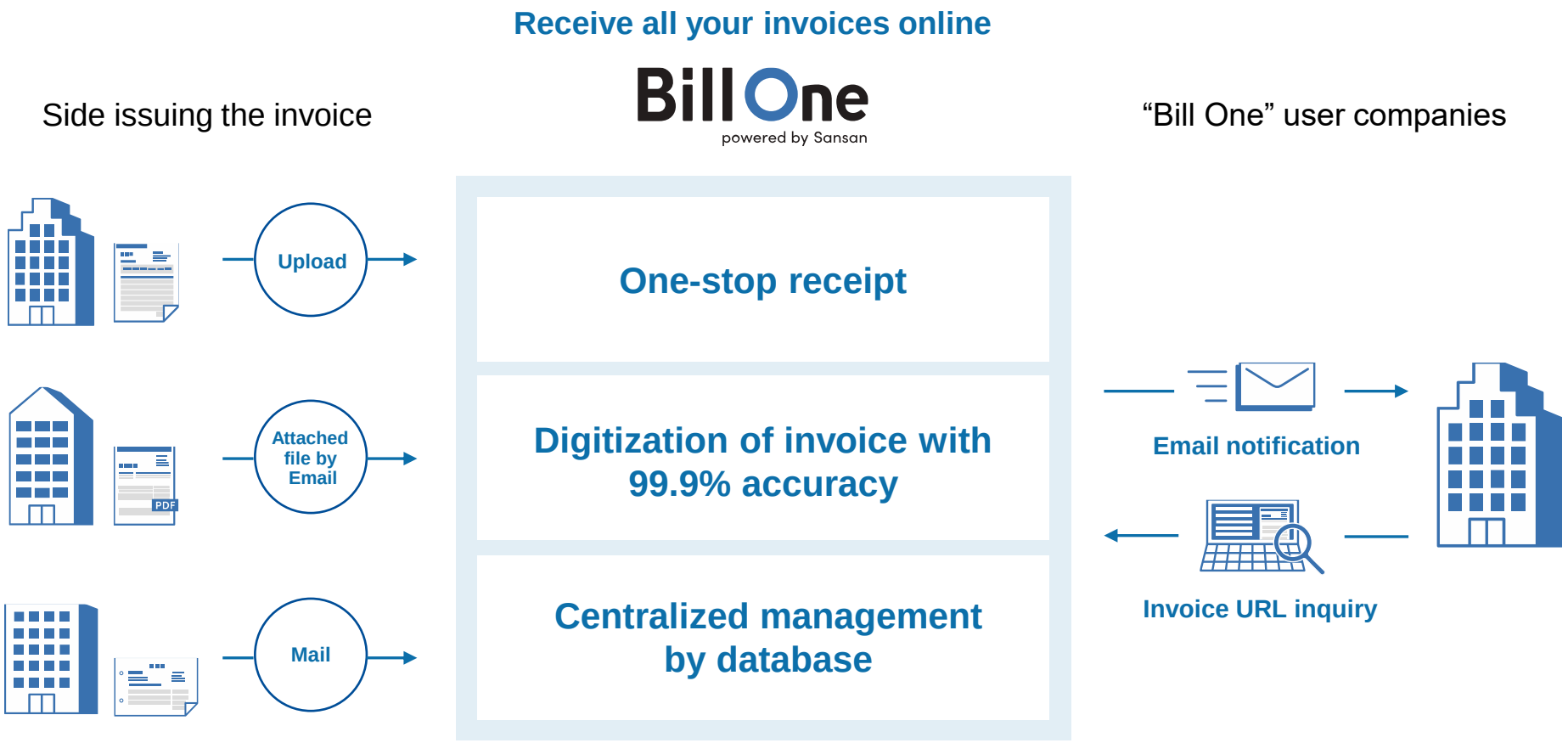
(1) “Sansan” coverage is calculated with the number of subscription and total number of IDs in “Sansan” for FY2020 Q4e as the numerator and the number based on Economic Census for Business Activity in 2016 issued by the Statistics Bureau as the denominator.

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Invoice: Service Outline of “Bill One”

A service that can convert paper and PDF invoices into data with 99.9% accuracy and receive them online

The service was released in May 2020



“Bill One” will receive invoices on behalf of customers, and the subscriber companies can accurately view the data online

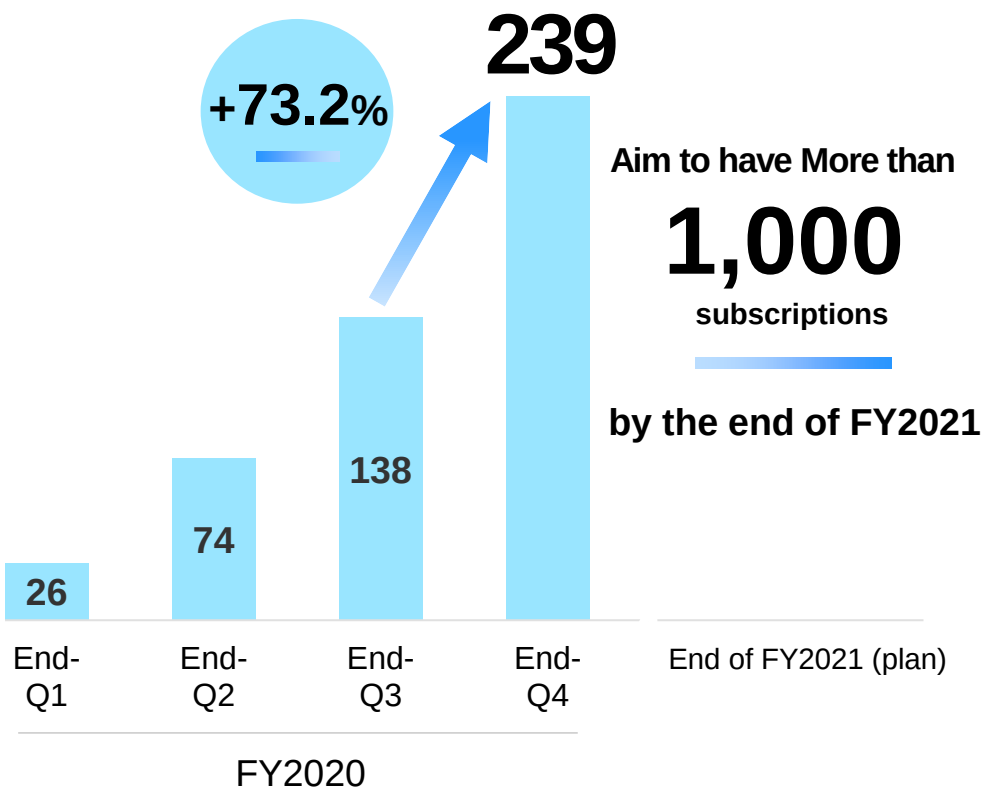
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Invoice: Changes in numbers of “Bill One” subscriptions and size of potential market

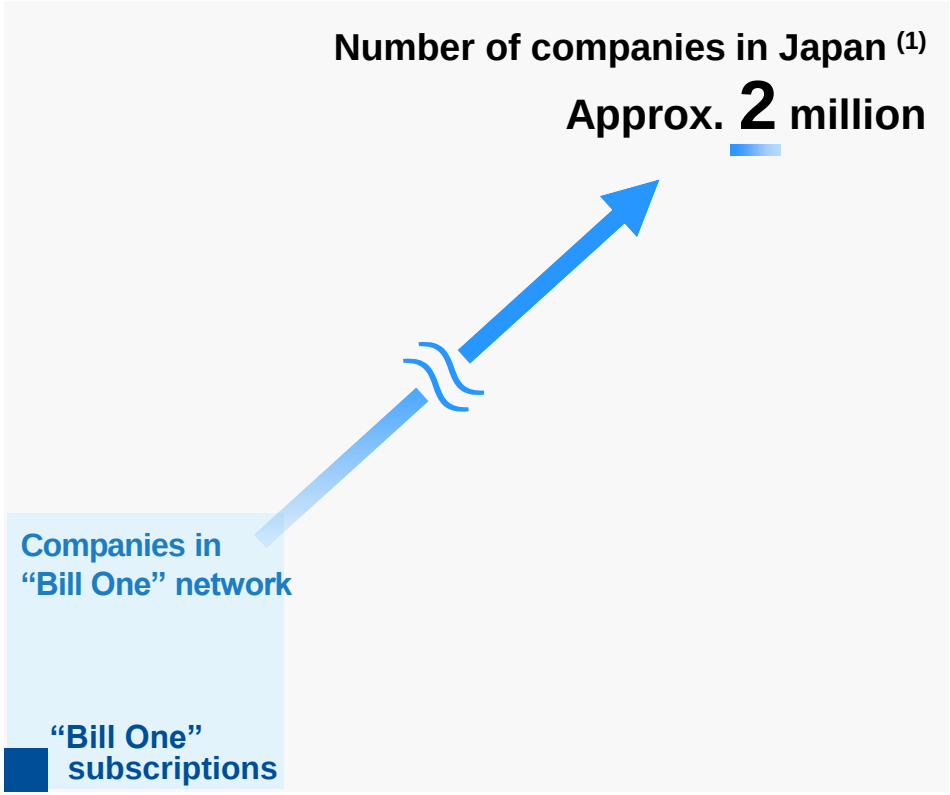
Numbers of subscriptions increased by 73.2% from end of previous quarter

Aiming for more than 1,000 subscriptions by the end of May 2022 against backdrop of a vast potential market

Numbers of Subscriptions



Potential Market Size



(1) the number based on Economic Census for Business Activity in 2016 issued by the Statistics Bureau.

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Invoice: Initiatives for “Bill One” growth

Following on from February 2021, a TV commercial will be aired in May
Free “Small Business Plan” for companies of 100 people or less will be offered from May

“Bill One” TV Commercial



Bill One
powered by Sansan

“Small Business Plan” for companies with 100 people or less

Initial cost
None

＋

Monthly fee
None

Invoice data conversion
Free

Receipt of proxy votes
Free

Invoice scanning agency
Free

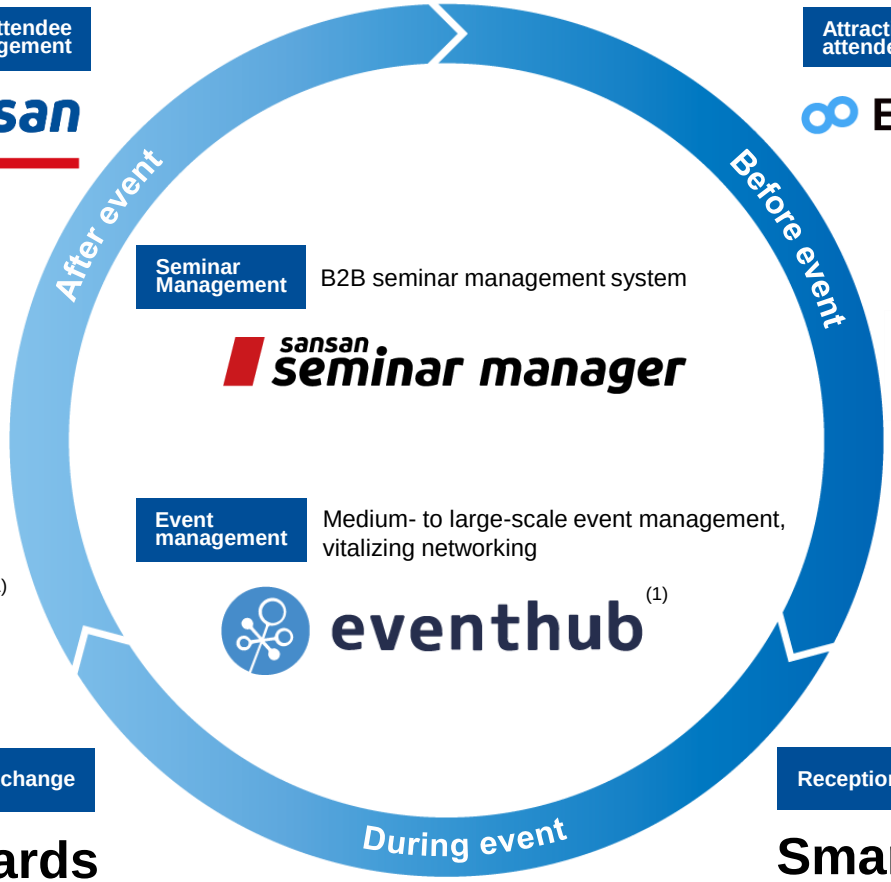
Number of invoices that can be received free of charge
Up to 100/month

Number of invoices that can be viewed
Up to a maximum of 500

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Event/Seminar: Outline of Event Tech Services (Service portfolio)

Providing various kinds of solutions to solve business event management issues



Attendee management
Management of attendee business cards, utilization of business card information
sansan

Attracting attendees
Attracting event attendees through business-oriented advertisements
Eight Marketing Solutions

Transcription
Event content transcription media
Distribution of information to attendees
logmi

Seminar Management
B2B seminar management system
sansan seminar manager

Entry control
Easy and accurate next-generation entry system using business cards
Smart Entry by Eightオンライン名刺
"Smart Entry by Eight Virtual Cards"

Questionnaires/ Surveys
Measurement of event satisfaction, communication with attendees
CREATIVE SURVEY (1)

Event management
Medium- to large-scale event management, vitalizing networking
eventhub (1)

Event dissemination
Discovery of online events by attendees
Disseminating information on events being held by organizers
Eight ONAIR

Card exchange
Encouraging exchanges at online events, making event attendees active

Virtual Cards

Reception
Automation of receptions for offline events/exhibitions

Smart Reception

Pamphlet
Publishing of digital pamphlets
Obtaining of accurate customer information, maximizing opportunities for business negotiations
Smart Pamphlet by Eightオンライン名刺
"Smart Pamphlet by Eight Virtual Cards"

(1) Services provided by Sansan's equity-method affiliates

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Event/Seminar: New Service

“Eight ON AIR” business event media provided from May 2021 onward

Business Event Media

Eight ONAIR



Consolidates business event information and utilizes the “Eight” network to deliver event information to users and support event organizers in attracting customers



Business



DX/Organization



Management/HR



DX/Art thinking

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Table of Contents

1 Consolidated Financial Results for FY2020

2 Growth Strategies

3 Full-year Forecasts for FY2021

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Consolidated Financial Forecasts

Outlook for consolidated net sales growth for FY2021 is acceleration of 3.9pt-6.9pt year on year
Aiming to maximize medium- to long-term sales growth rate by making agile and flexible investments

(millions of yen)

Consolidated Forecasts	FY2020	FY2021	
	Full-year Results	Full-year Forecasts	YoY
Net Sales	16,184	20,230 ～20,716	+25.0% ～+28.0%
Operating Profit	736	450 ～800	-38.9% ～+8.6%

(1) We also expect to record a surplus in ordinary profit and profit attributable to owners of parent, but currently we are in a phase of actively investing to maximize shareholder value and corporate value over the medium to long term. Additionally, since it is difficult to reasonably estimate some non-operating income and loss, we have not disclosed specific forecast figures

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Appendix

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Consolidated Financial Results for FY2020 Q4 (three months)

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Overview of Consolidated Financial Results

Net sales increased by 20.1% year on year

Under operating profit recorded an operating loss of ¥86 million due to having implemented aggressive growth investments

(millions of yen)

Consolidated Results	FY2019 Q4 Results	FY2020 Q4 Results	FY2020 YoY	FYI: FY2020 Full-year Results	FYI: FY2020 YoY
Net Sales	3,690	4,431	+20.1%	16,184	+21.1%
Gross Profit	3,227	3,871	+20.0%	14,192	+23.0%
Gross Profit Margin	87.4%	87.4%	–	87.7%	+1.3pt
Operating Profit	563	-86	–	736	-2.7%
Operating Profit Margin	15.3%	–	–	4.6%	-1.1pt
Ordinary Profit	354	-104	–	375	-13.9%
Profit Attributable to Owners of Parent	433	-231	–	182	-46.2%
EPS	13.93 yen	-7.42 yen	–	5.86 yen	-46.6%

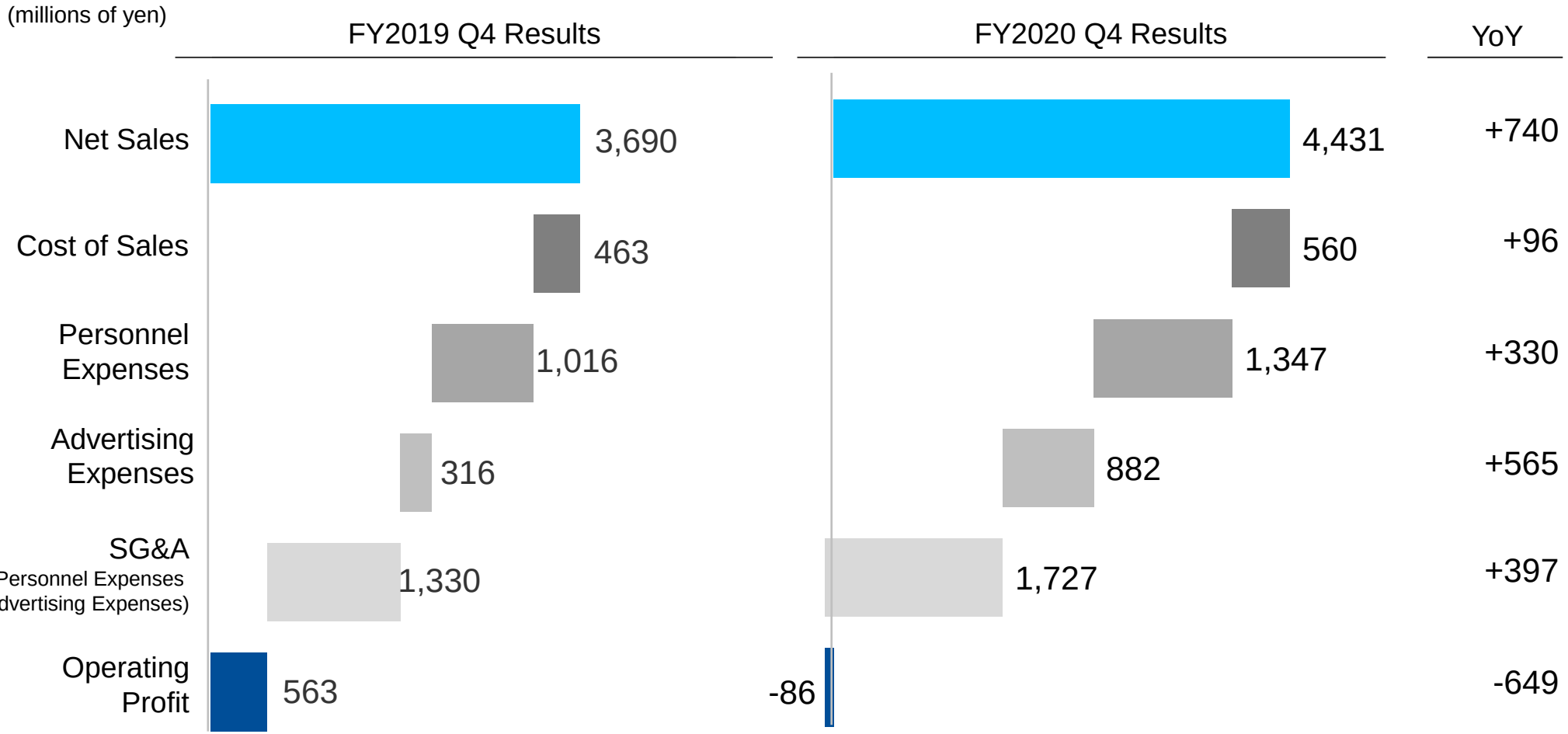
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Factors Contributing to Changes in Consolidated Operating Profit

Actively invested in light of the steady progress made with business results up to and including the third quarter

Advertising expenses increased by ¥565 million year on year, personnel expenses increased by ¥330 million

Status of Consolidated Net Sales/Operating Profit



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Results by Segment

Net sales expanded steadily for both Sansan and Eight businesses

The adjustment amount of operating profit fell further into the red due to the strengthening of “Bill One” advertising activities.

(millions of yen)

Net Sales	FY2019 Q4 Results	FY2020 Q4 Results	FY2020 YoY	FYI: FY2020 Full-year Results	FYI: FY2020 YoY
Consolidated	3,690	4,431	+20.1%	16,184	+21.1%
Sansan Business	3,353	3,932	+17.3%	14,583	+18.7%
Eight Business	337	499	+48.1%	1,604	+48.8%
Adjustments	–	-1	–	-3	–
Operating Profit					
Consolidated	563	-86	–	736	-2.7%
Sansan Business	1,558	1,614	+3.6%	6,143	+28.1%
Eight Business	-178	-193	–	-732	–
Adjustments	-815	-1,506	–	-4,673	–

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Sansan Business Overview

Net sales increased by 17.3% year on year

In accordance with increases in personnel expenses and advertising expenses, operating profit increased slightly

(millions of yen)

Sansan Business	FY2019 Q4 Results	FY2020 Q4 Results	FY2020 YoY	FYI: FY2020 Full-year Results	FYI: FY2020 YoY
Net Sales	3,353	3,932	+17.3%	14,583	+18.7%
Recurring Net Sales (1)	3,062	3,699	+20.8%	13,800	+23.6%
Other Net Sales	291	233	-19.9%	783	-29.7%
Operating Profit	1,558	1,614	+3.6%	6,143	+28.1%
Operating Profit Margin	46.5%	41.0%	-5.5pt	42.1%	+3.1pt
Number of "Sansan" Subscriptions	6,754 Subscriptions	7,744 Subscriptions	+14.7%		
Monthly Sales per Subscription (2)	162,000 yen	170,000 yen	+4.9%		
Average Monthly Churn Rate over Past 12 Months (3)	0.60%	0.63%	+0.03pt		
Number of Employees in Sansan Division	420 persons	538 persons	+118 persons		

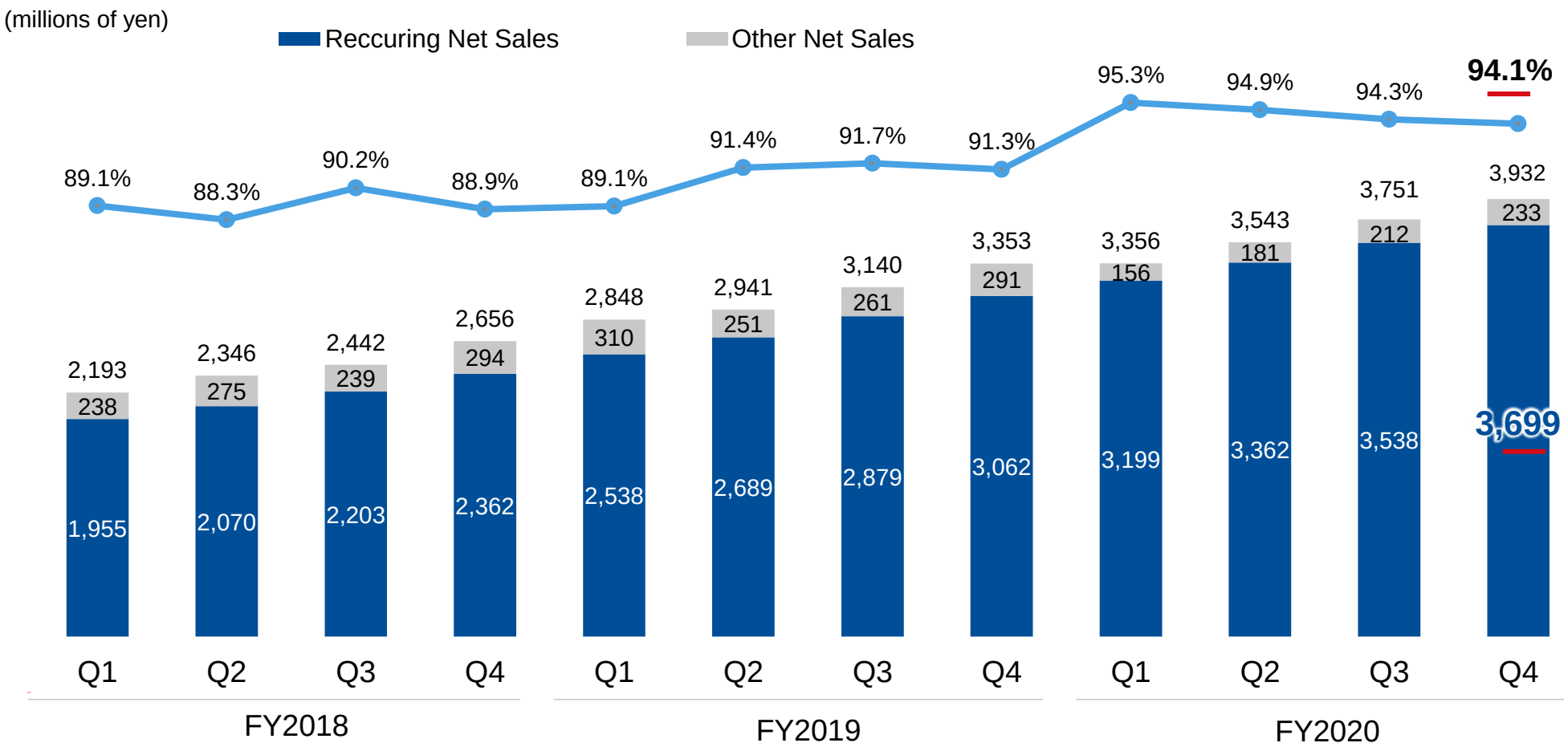
(1) Fixed revenue with regard to "Sansan" (unaudited) (2) Monthly results for the end of Q4 in the Sansan Business (incl. some new services other than "Sansan", unaudited) , corrected monthly sales per subscription for the end of Q4 FY2019
(3) Ratio of decrease in monthly fees associated with contract cancellations to total monthly fees for existing contracts

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Sansan Business: Recurring Net Sales

Recurring net sales steadily increased by 20.8% year on year against the backdrop of steady increase in number of subscriptions

Recurring Net Sales (1)



(1) Fixed revenue with regard to “Sansan” (unaudited)

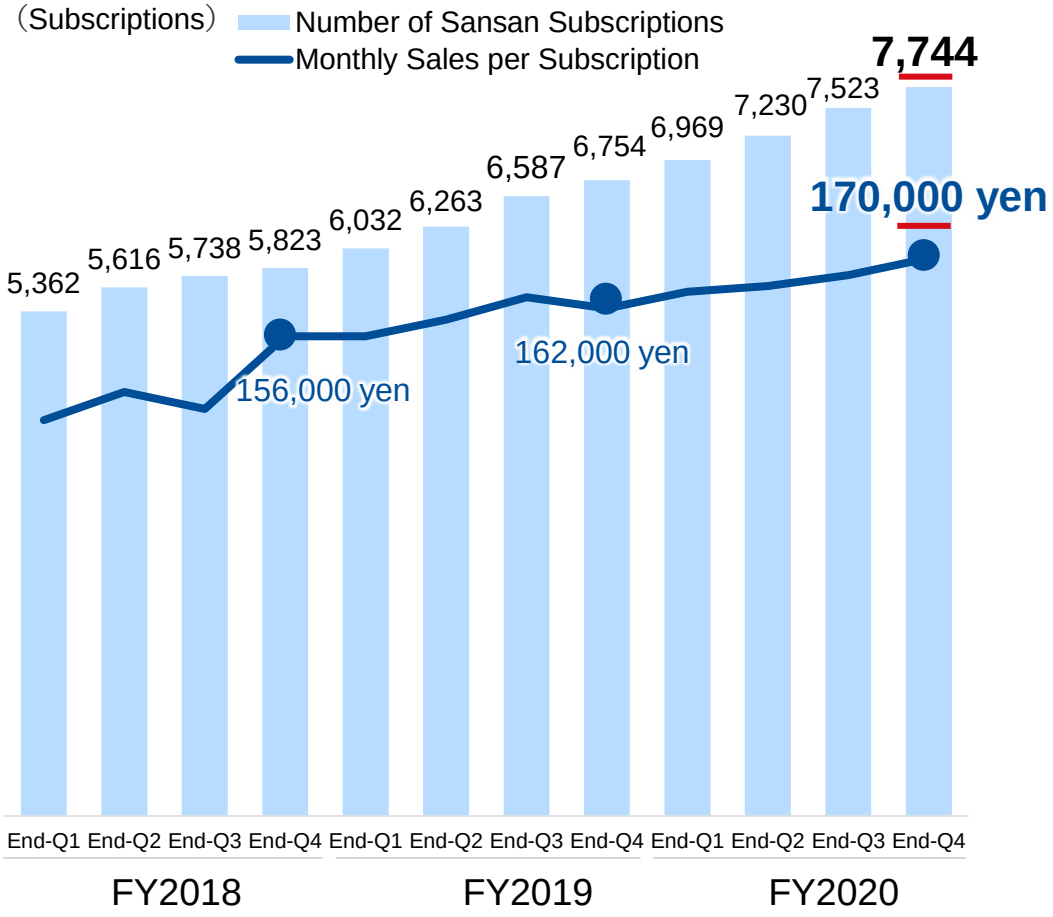
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Sansan Business: Number of “Sansan” Subscriptions, Monthly Sales and Number of Employees

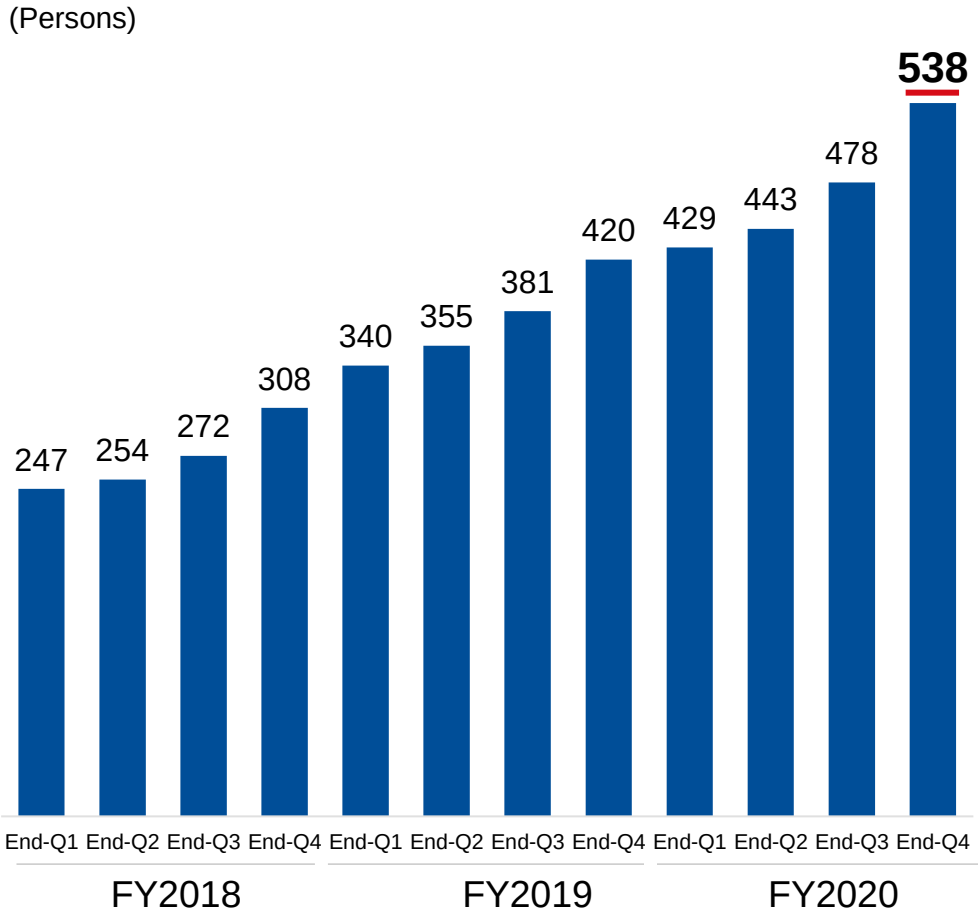
Number of subscriptions increased by 14.7% year on year and monthly sales per subscription increased by 4.9% year on year

Personnel recruitment mainly for sales department progressing smoothly

Number of “Sansan” Subscriptions and Monthly Sales per Subscription (1)



Number of Employees in Sansan Division



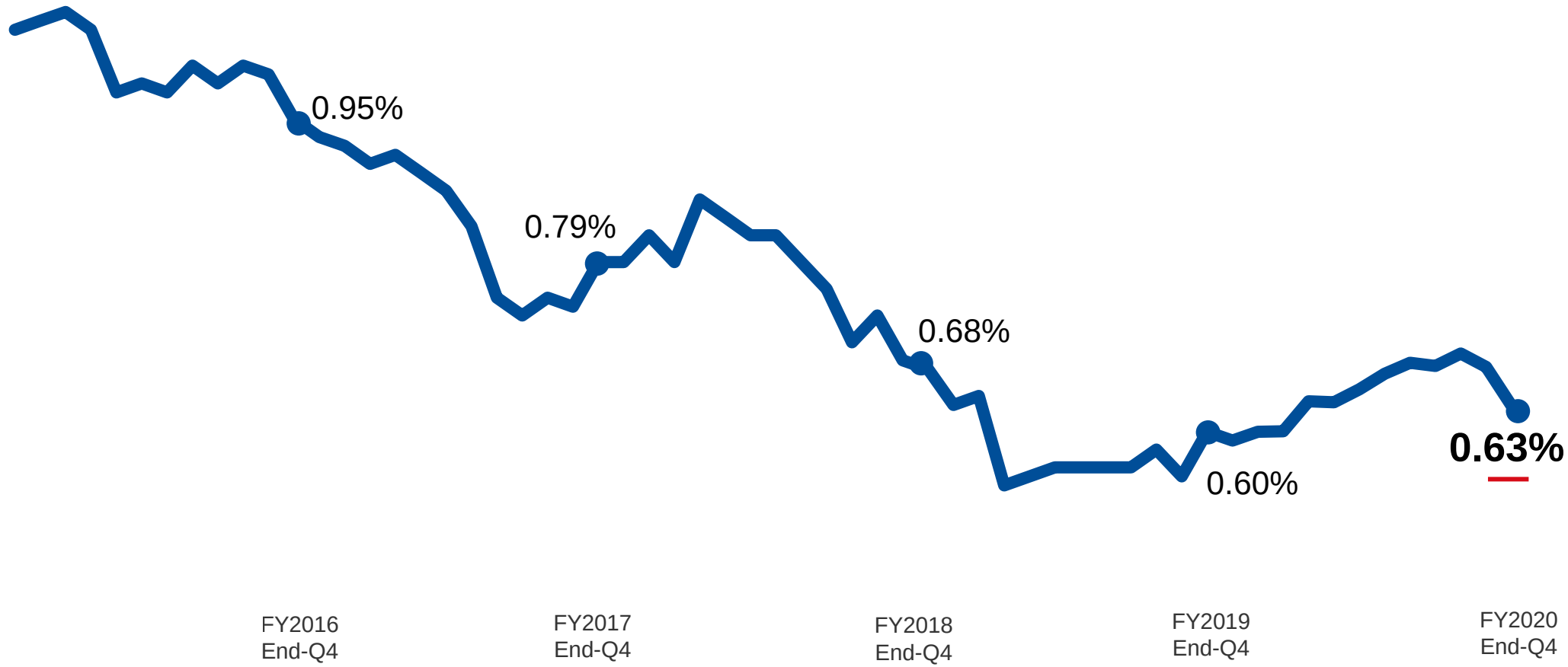
(1) Monthly results for the end of the quarter in the Sansan Business (incl. some new services other than “Sansan”, unaudited)

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Sansan Business: Average Monthly Churn Rate over Past 12 Months

Functions as barrier to entry with low churn rate of 1% or less

Average Monthly Churn Rate over Past 12 Months (1) for “Sansan”



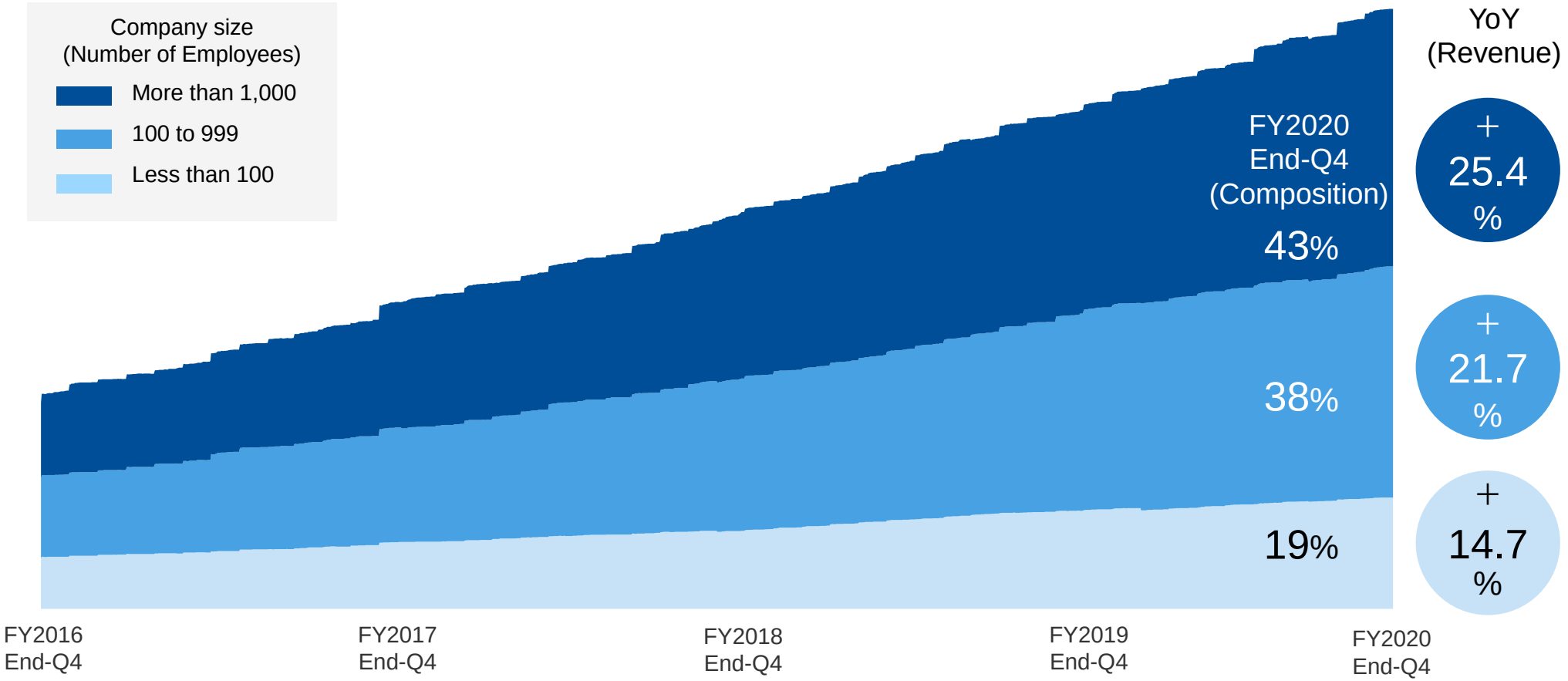
(1) Ratio of decrease in monthly fees associated with contract cancellations to total monthly fees for existing contracts

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Sansan Business: “Sansan” Revenue Composition by Customer Size (Recurring Revenue)

No significant change in revenue composition ratio by customer size

“Sansan” Revenue Composition by Customer Size (1) (Recurring Revenue)



(1) Created based on monthly “Sansan” charge (unaudited)

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Eight Business Overview

Net sales increased by 48.1% year on year due to the expansion of B2B services
Preceded by investments for the new monetization plan, operating loss increased slightly

(millions of yen)	FY2019	FY2020		FYI: FY2020	
Eight Business	Q4 Results	Q4 Results	YoY	Full-year Results	YoY
Net Sales	337	499	+48.1%	1,604	+48.8%
B2C Services	73	74	+1.4%	296	+1.8%
B2B Services	263	425	+61.3%	1,307	+66.3%
Operating Profit	-178	-193	–	-732	–
Operating Profit Margin	–	–	–	–	–
Number of “Eight” Users (1)	2.70 million people	2.92 million people	+0.21 million people		
Number of “Eight Company Premium” Subscriptions	1,535 subscriptions	2,253 subscriptions	+46.8%		

(1) Number of confirmed users who registered their business card to their profile after downloading the application

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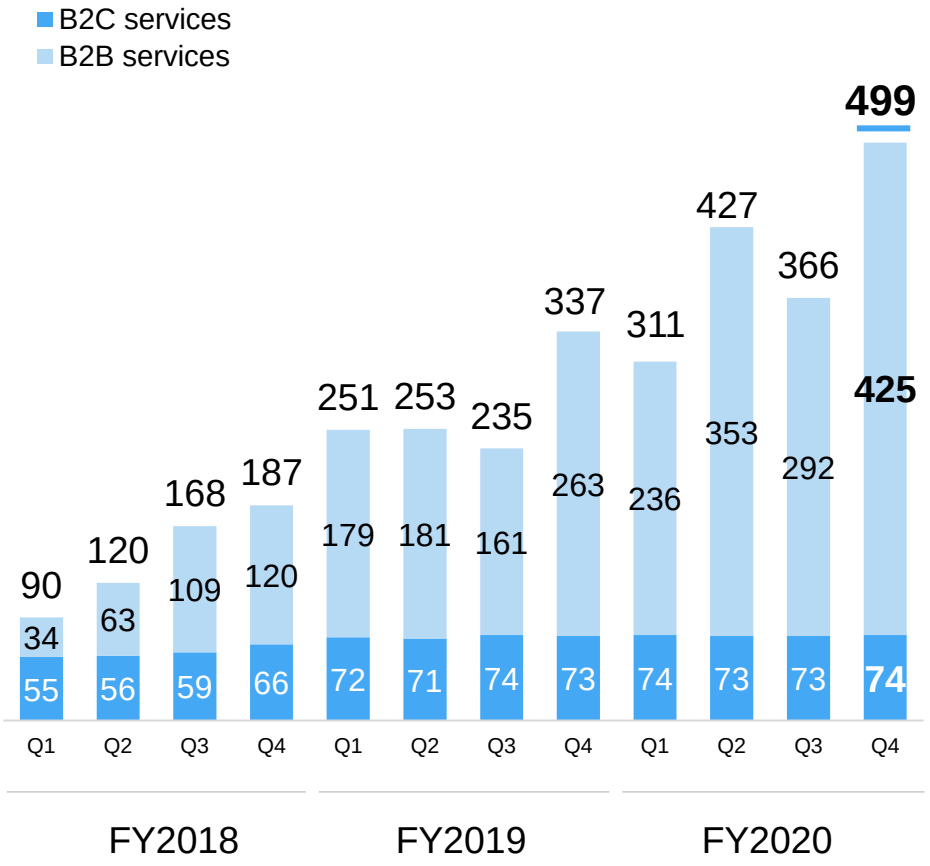
Eight Business: Net Sales/“Eight” Users

B2B service sales increased 61.3% year on year due to the holding of business events and other factors

Continued growth of number of “Eight” users

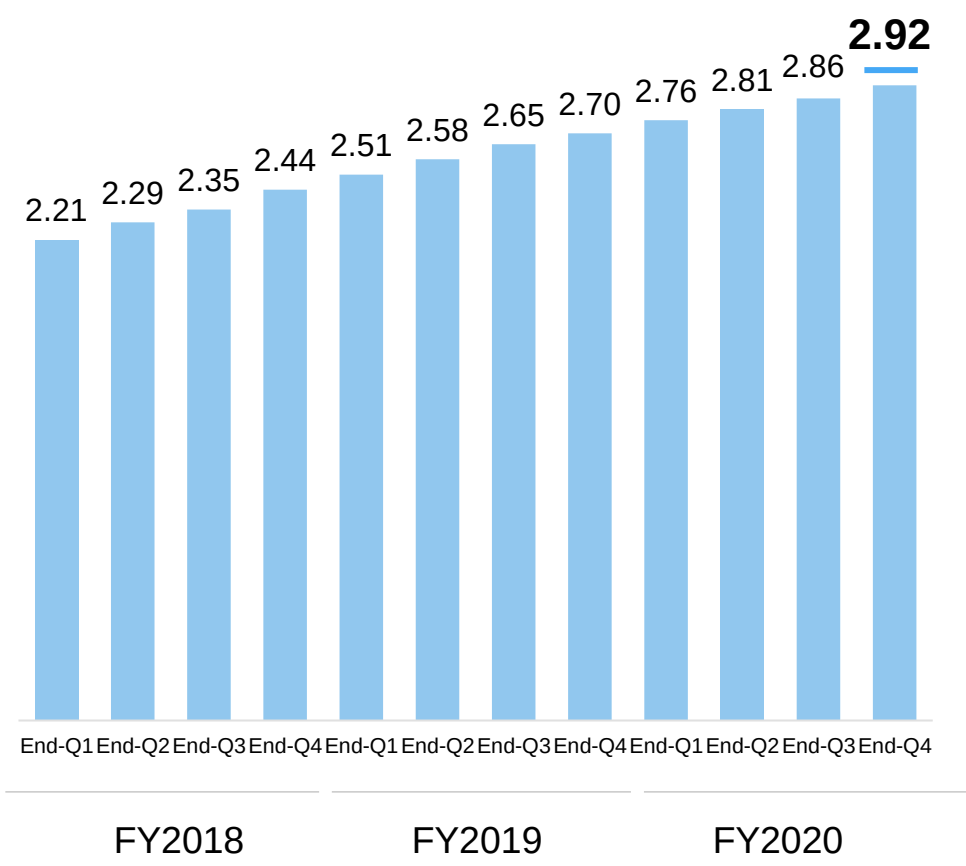
Net Sales

(millions of yen)



Number of “Eight” Users (1)

(millions of user)



(1) Number of confirmed users who registered their business card to their profile after downloading the application

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Eight Business: Business Event “Climbers”

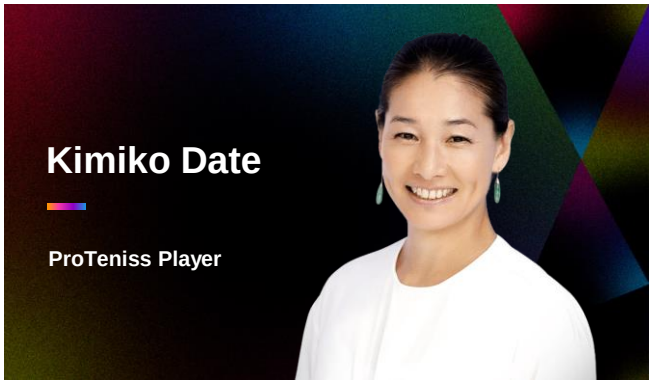
Following that held in November 2020, the second “Climbers” business event was held in May 2021

Received more than 30,000 entries, the highest number ever at our business events

“Climbers 2021” was held in May 2021













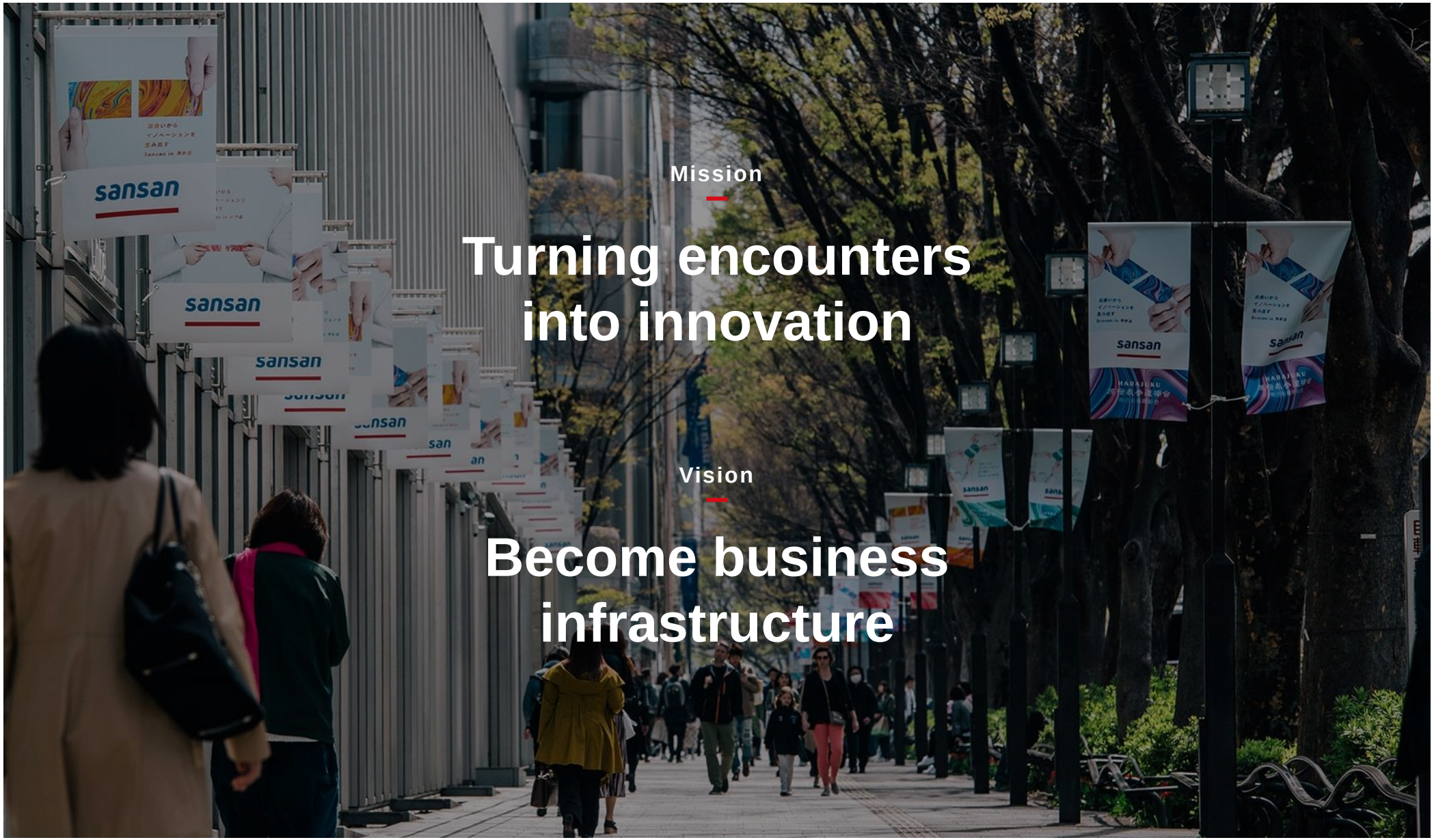
We hold lectures by leaders from various fields and online exhibitions by companies. At the events, we utilize participation registration by means of, for example, exchanges on “Virtual Card” business with the speakers and “Smart Entry by Eight Virtual Cards” Scheduled to be held twice a year.

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Sansan Group Overview

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Mission and Vision



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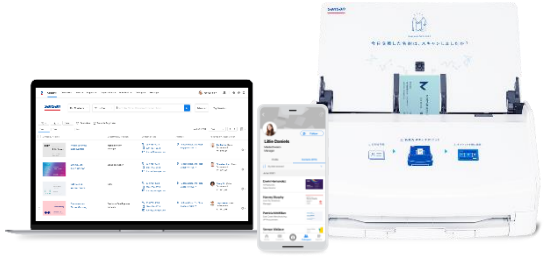
Overview of Business Segments

Comprises two business segments, the Sansan Business and Eight Business (1)

Sansan Business

Uncover your hidden network.
Find opportunities. Make deals.

The No.1 share in B2B cloud-based business card management service, Supporting the growth of the company by collectively managing business cards owned by the company (2)



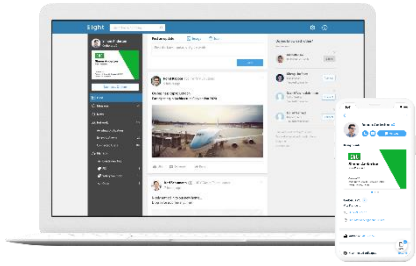
B2B cloud-based business card management service

Business card digitization with 99.9% accuracy

Eight Business

Business Social Networking Based on Business Card Information

Eight is a business management card app that builds your own business network with imported business cards



A business card app that allows individuals to leverage their contacts

No.1 share in mobile contact management apps (3)

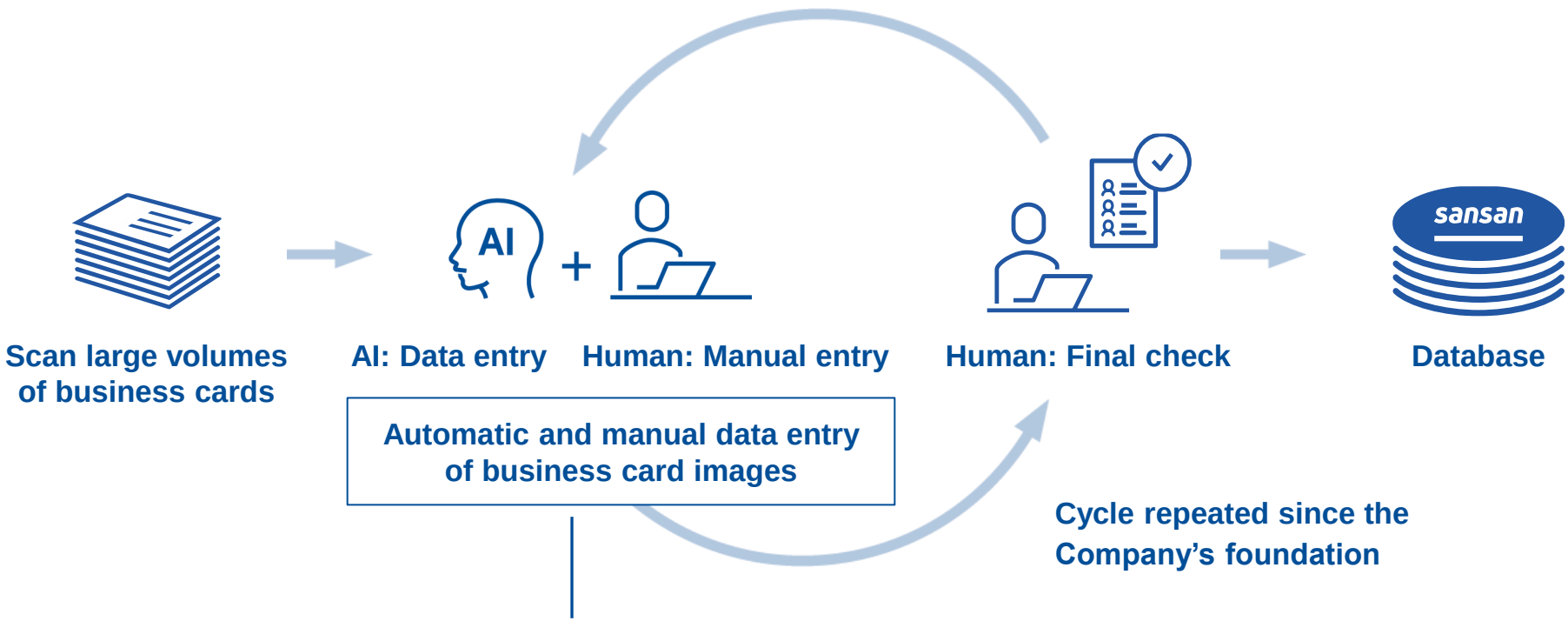
(1) Net sales and part of cost of sales related to the online invoice receiving solution “Bill One” are allocated to each segment based on internally established rules, while the rest of cost of sales and all SG&A expenses are recorded as corporate expenses that are not allocated to each segment
(2) “Latest trends in business card management services and sales services [SFA/CRM/online business card exchange],” December 2020, Seed Planning, Inc.
(3) "Average number of monthly active users, domestic business SNS apps, January–December 2020 (App Store + Google Play)," January 2021, App Annie research

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Competitive Advantages: Unique Structure and Technology that Enables Card Digitization with an Accuracy of 99% or more

The establishment of a business card digitization operation structure unsurpassed by competitors

Prompt and accurate digitization of a large volume of business card information



Combination of Technologies

- Automatic detection and microtasking of business card information
- Automatic detection of business card language
- Automatic sorting to operators
- Diverse network of data entry operators
- Image processing technology

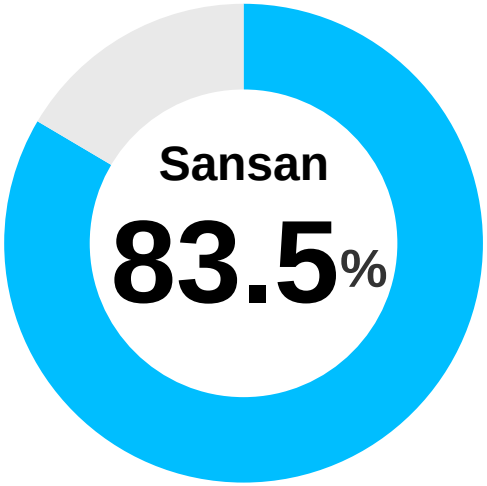
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Competitive Advantages: Market Share and Solid Customer Base

Sansan, the B2B cloud-based business card management market pioneer, has acquired overwhelming market share and diverse set of customers

Overwhelming Market Share and Recognition

Sales share in 2019 (1)





Ver. 5 TV commercial (2)



Ver. 8 TV commercial

Solid Customer Base

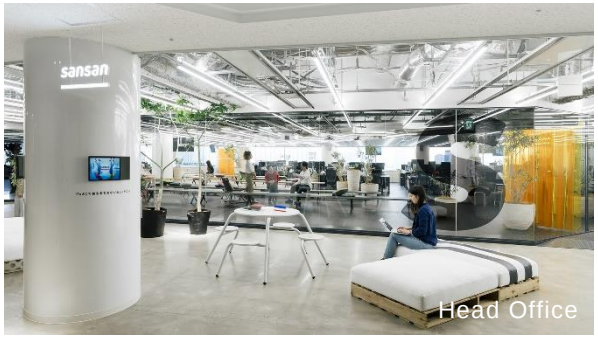
経済産業省 Ministry of Economy, Trade and Industry
日本経済団体連合会
JETRO
SBI GROUP
MIZUHO
MUFG 三菱UFJ銀行
NOMURA
あなたの未来を強くする 住友生命
MITSUI & CO.
ITOCHU
Marubeni
MOL
TOYOTA
DENSO
Panasonic
AGC
KIRIN
LION
Polyplastics
ITOKI
NEVER SAY NEVER ロート製薬
SHISEIDO
三井化学
dentsu
NTT
docomo
TOKYO GAS
TEPCO
三菱地所
三井不動産
東急不動産ホールディングス
SEVEN & I HOLDINGS
清水建設
戸田建設
AKTIO
PASONA
NRI 野村総合研究所 Nomura Research Institute
Orchestrating a brighter world NEC
FUJITSU
CTC

(1) “Latest trends in business card management services and sales services [SFA/CRM/online business card exchange],” December 2020, Seed Planning, Inc.
(2) Won the top prize in the service and culture section of the 71st Dentsu Advertising Awards

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Company Overview (1)

Company Name	Sansan, Inc.
Foundation	June 11, 2007
Head Office	Aoyama Oval Building 13F, 5-52-2 Jingumae, Shibuya-ku, Tokyo
Other locations	Branch offices: Osaka, Nagoya, Fukoka Satellite offices: Tokushima, Kyoto, Fukuoka, Hokkaido, Niigata
Subsidiaries	Sansan Global PTE. LTD. (Singapore) Sansan Corporation (United States) logmi, Inc.
Representative	Chika Terada
Number of Employees	929
Capital	¥6,312 million
Net Sales	¥16,184 million (FY2020)
Classification by Type of Shareholder (1)	Domestic Financial Institutions:18.08%, Security Firms:0.69%, Other Domestic Corporations:2.52%, Foreign Financial Institutions and Individuals:32.44%, Individuals and Others:46.27%



Head Office


Kamiyama Lab

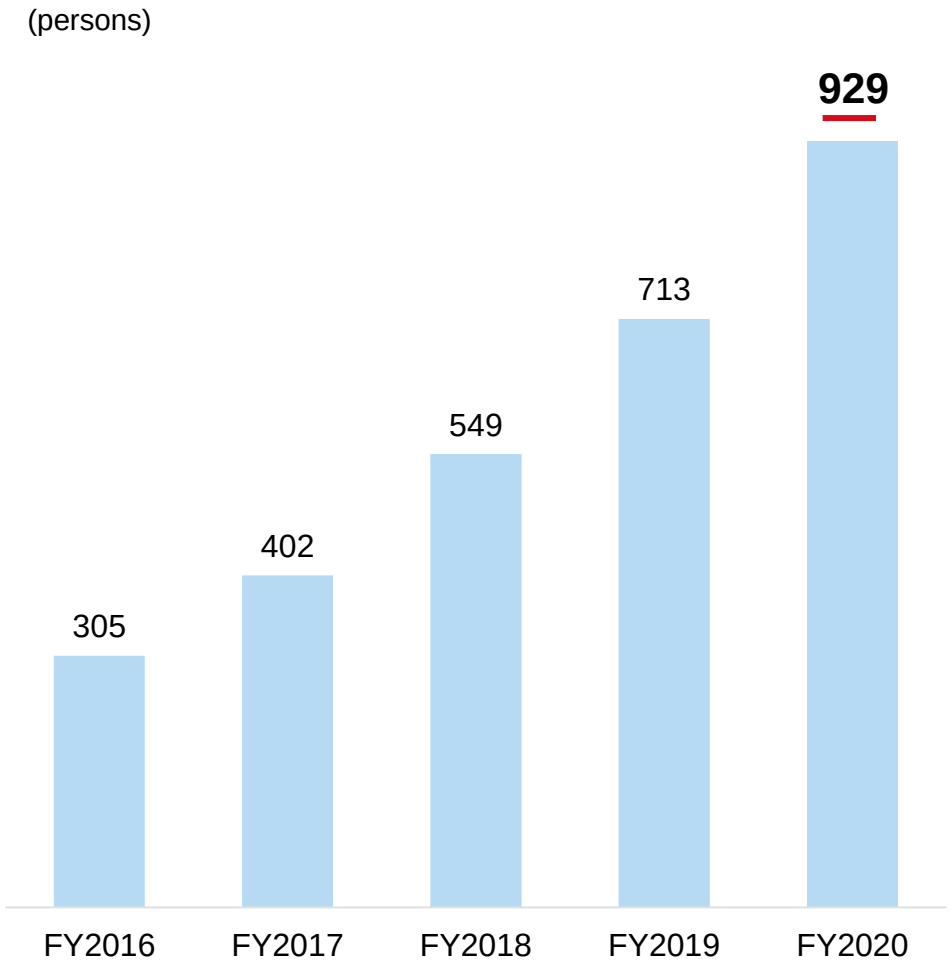

Sansan Innovation Lab

(1) As of May 31, 2021

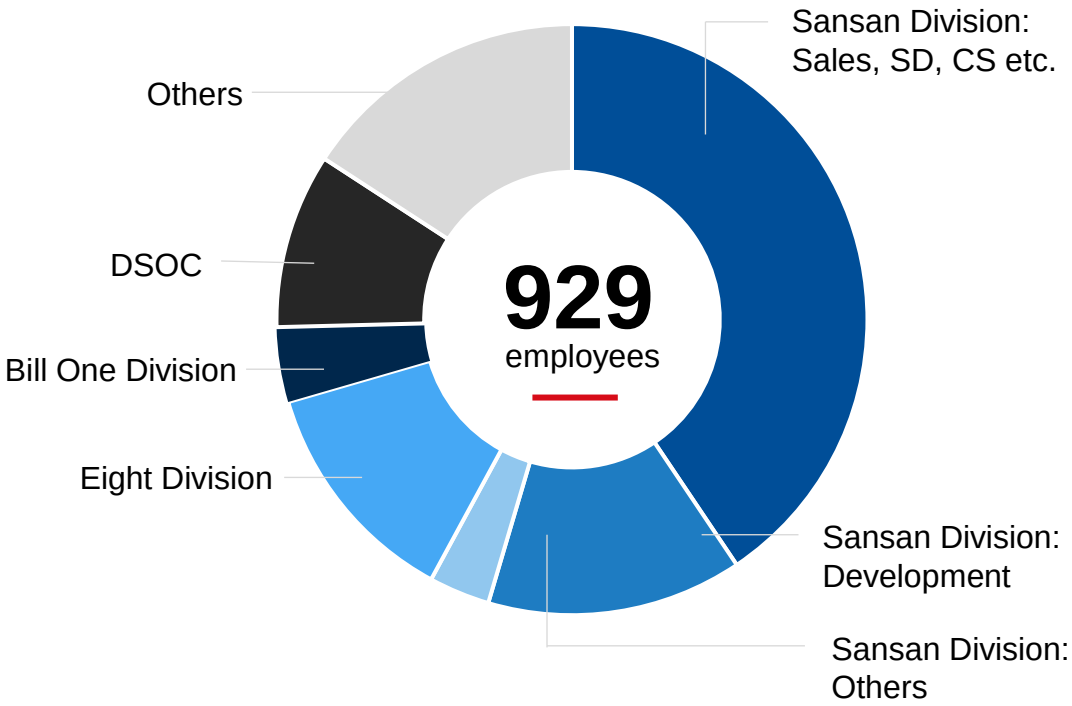
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About Employees

Number of Employees



Breakdown by Organization (1)



(1) As of May 31, 2021

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Sansan Business

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Service Outline of “Sansan”

“Sansan” offers “business card management” features to transform unutilized business cards into assets

Challenges facing companies

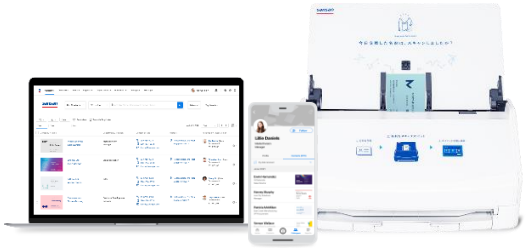
- Business card information not shared within the office
- Insufficient internal communication
- Not aware of the value of business card information

Major features of “Sansan”

Uncover your hidden network.
Find opportunities. Make deals.

B2B cloud-based business card management service

Digitizes business card data with 99.9% accuracy



- Business card management/sharing/search
- Company master information
- Person master profile
- Generating an organization chart
- External service information distribution
- Distribution of personnel changes
- News feed
- Business card printing / order application
- Customer management
- Contact management
- “Sansan Data Hub”
- OpenAPI
- E-mail magazine delivery
- Internal contact list
- Internal message
- Security control

User benefits

Productivity Streamlined operations
Strengthening sales activities Creation of business opportunities

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Service Plans for “Sansan”

Providing basic company-wide use plan

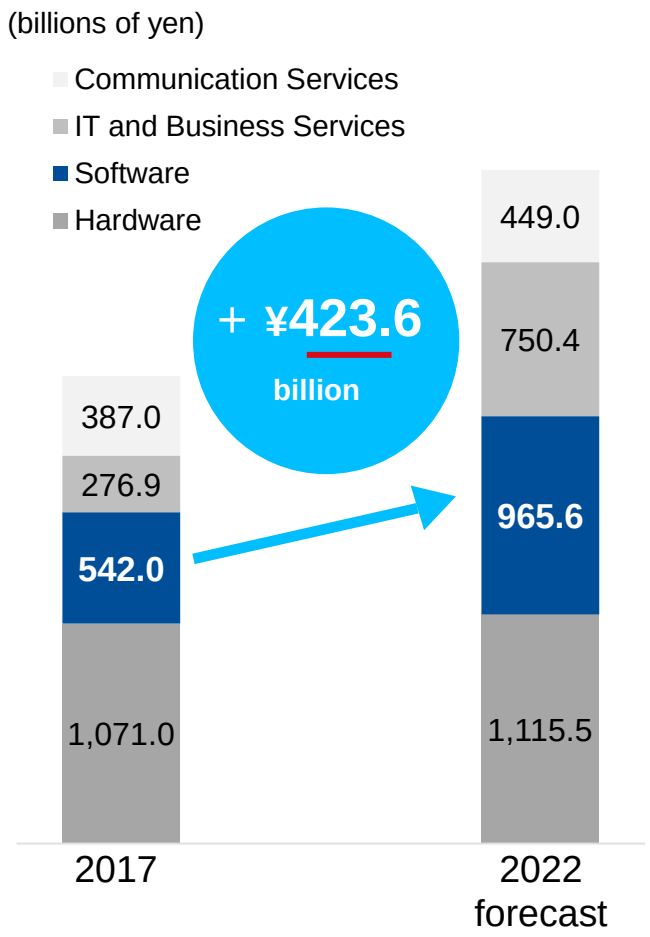
		A. Basic company-wide use plan	B. Previous plan (ID subscription)	Timing of payment
1	Initial cost (Initial costs)	**12 months’ license cost** **Cost for digitizing existing business cards**	**Cost according to number of contract IDs** Data conversion costs for business cards already held (there is an upper limit placed on the number of business cards)	At the start of the contract
2	Customer Success Plan (Initial costs)	**Offer introduction support plans with individual quotation** Costs for implementation and operational support of “Sansan” services		At the start of the contract
3	Scanner (Running costs)	**Monthly ¥10,000 per scanner** Rent scanners and tablets to customers, whose number responds to the number of their office floors, and/or the number of branches		At the start or renewal of the contract
4	License cost (Running costs)	**Determined according to the monthly number of exchanged business cards** (annual subscription) Tens of thousands to millions of yen per subscription	**Setting according to number of contract IDs** (annual subscription) Fixed billing for each ID (there is an upper limit placed on the number of business cards converted into data)	At the start or renewal of the contract

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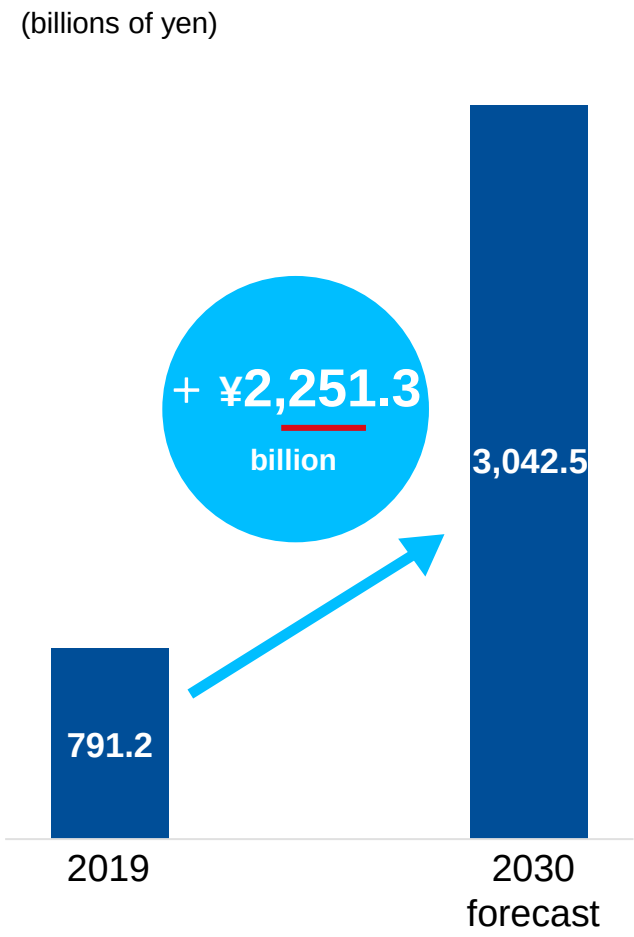
Tailwind of Market Environment

The work-style reform and digital transformation is boosting the need for B2B cloud-based business card management

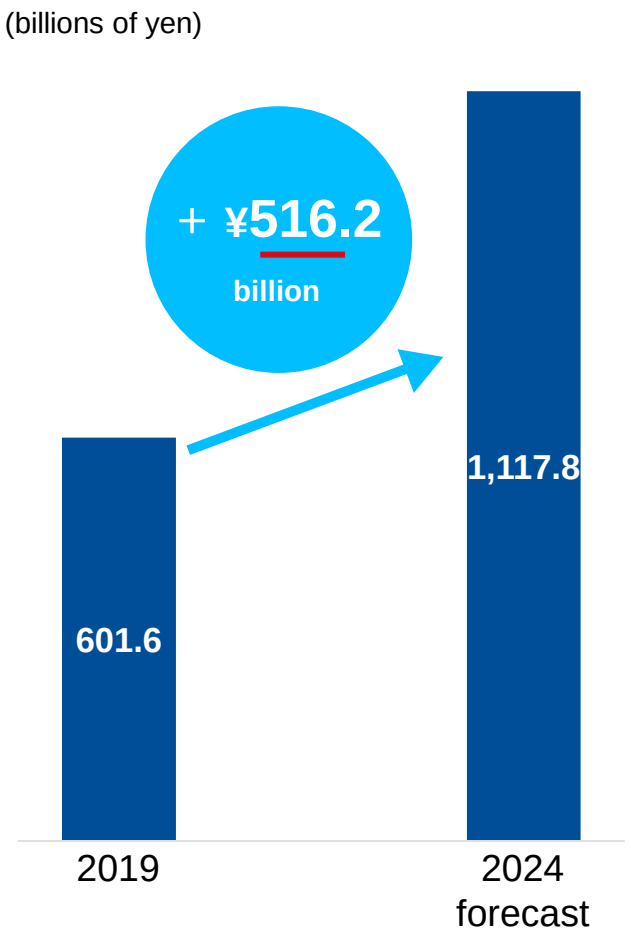
Work-style Reform and ICT-related Spending in Japan (1)



Digital Transformation Market Size (2)



SaaS Market Size in Japan (3)



(1) Based on “2018 to 2022 Outlook of Work-style Reform and ICT-related Spending in Japan: by Hardware, Software, IT and Business Services, Communication Services” by IDC Japan (December 2018)
(2) Based on “2020 Outlook of the Digital Transformation Market” by Fuji Chimera Research Institute
(3) Based on “2020 New Software Business Markets” by Fuji Chimera Research Institute

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Number of Subscriptions and Sales per Subscription

Achieve growth through an increase in both the number of subscriptions and sales per subscription

Increase the Number of Subscriptions

- Expand sales coverage to large corporations
- Promote solution-based sales
- Promote regional expansion
- Enhance global expansion

×

Increase Sales per Subscription

More Utilization by Existing Customers

- Promote company-wide use (from the sales department to the entire company)
- Enhance implementation support
- Promotion of “Virtual Cards”
- Strengthening of collaboration with other companies’ partners

+

Upselling

- Provide optional functions
- Partnerships with other companies, and M&As

Number of “Sansan” Subscriptions

3,612 (FY2015 End-Q4) ▶ 7,744 (FY2020 End-Q4)

Approx. 2.1 times

Monthly Sales per Subscription

¥87,000 (FY2015 End-Q4) ▶ ¥170,000 (FY2020 End-Q4)

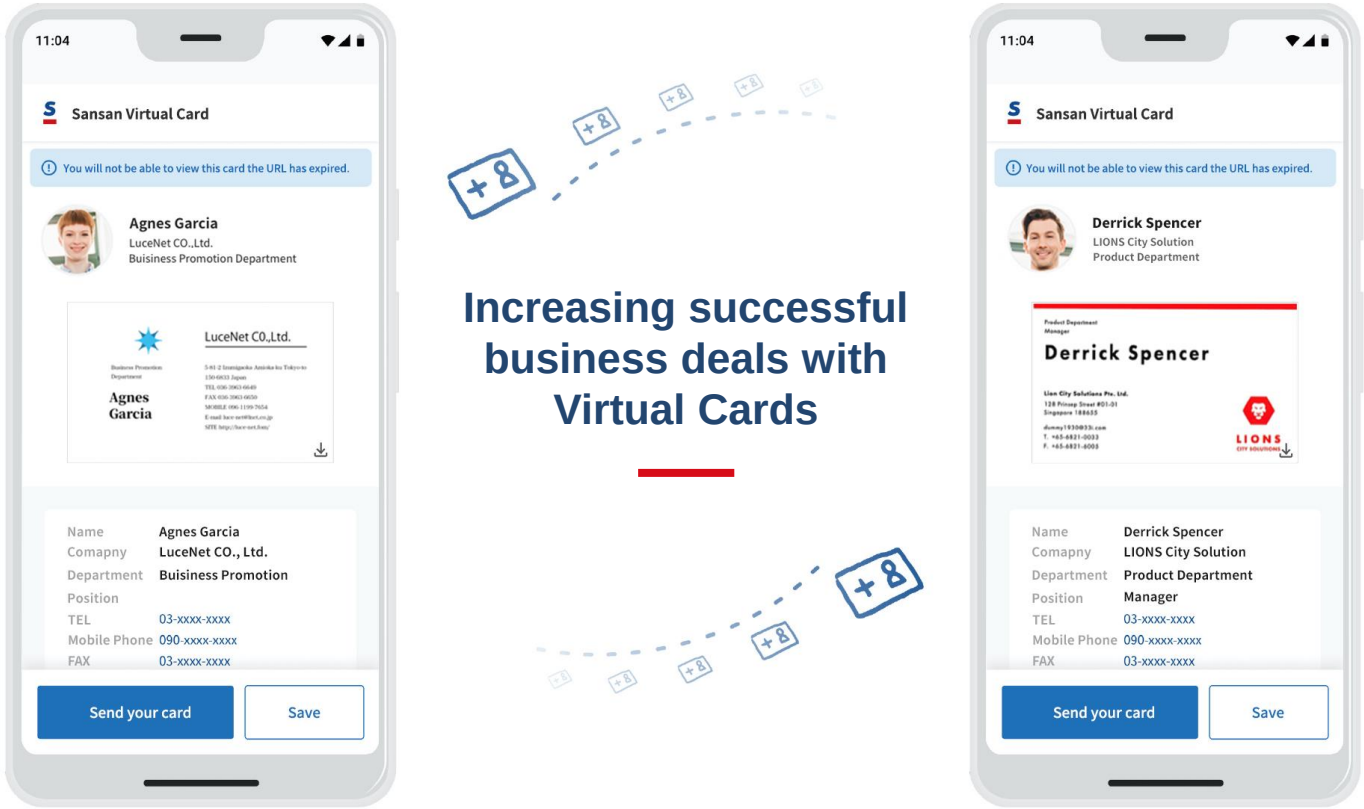
Approx. 2.0 times

(1) Monthly results at the end of each quarter (unaudited)

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Main Measure: Expand use of “Virtual Cards” function

Started providing “Virtual Card” function in June 2020 against the backdrop of new work styles such as remote working
Strengthening of syncing between our other segment and other companies, such as “Eight” with “Microsoft Teams (1)” “Google Calender TM”



(1) Microsoft 365 is registered trademarks of Microsoft Corporation in the US and other countries
(2) Google Workspace and Google Calendar are trademarks of Google LLC.

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Sansan Plus App: Optional Functions that can be Added to “Sansan” -1-

“Risk Intelligence powered by Refinitiv/KYCC”



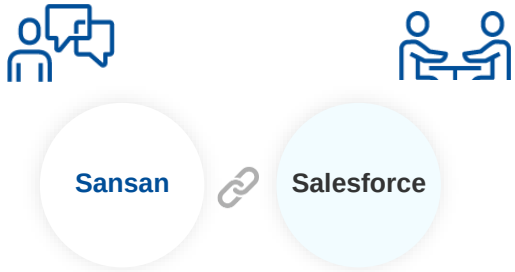
Checks against anti-social forces database just by scanning business cards. Prevents check omissions and greatly reduces man-hours for compliance personnel

“Survey Tool powered by CREATIVE SURVEY”



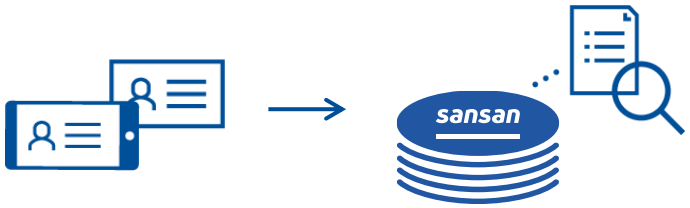
Questionnaire solution that can provide the questionnaire function necessary for B2B company seminars integrated with “Sansan”

“Salesforce Opportunity Integration” (1)



On “Sansan”, users can ascertain “Salesforce” business negotiation information along with in-house personal connection information and business partner company information

“CloudSign Contract Management”



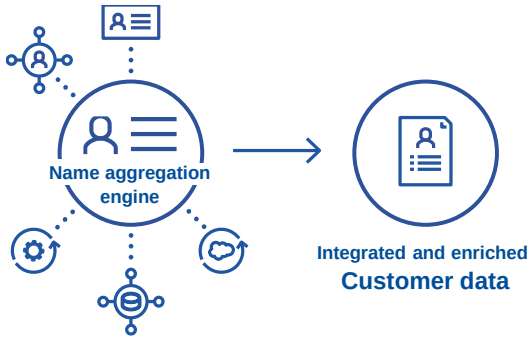
Contract information can be viewed just by scanning a business card. Shorten the verification work and greatly reduced man-hours for legal staff

(1) A trademark of salesforce.com, inc., Salesforce is used with permission.

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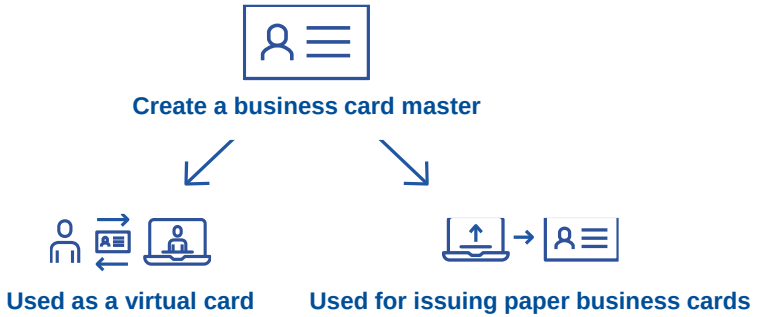
Sansan Plus App: Optional Functions that can be Added to “Sansan” -2-

“Sansan Data Hub”



A function that integrates and enriches all in-house customer data by linking “Sansan” with the services of other companies, while promoting corporate DX from data integration

“Sansan Meishi Maker”



A service that allows users to easily print and apply for orders by registering their own business cards as master data on “Sansan”

“Contacts Analysis powered by MotionBoard”

MOTIONBOARD × sansan

Linking with business card data (customer information) on “Sansan”, a function that integrates, analyzes, and creates a visual form of a variety of information and data from within and outside the company

“Collaboration with Colleagues”



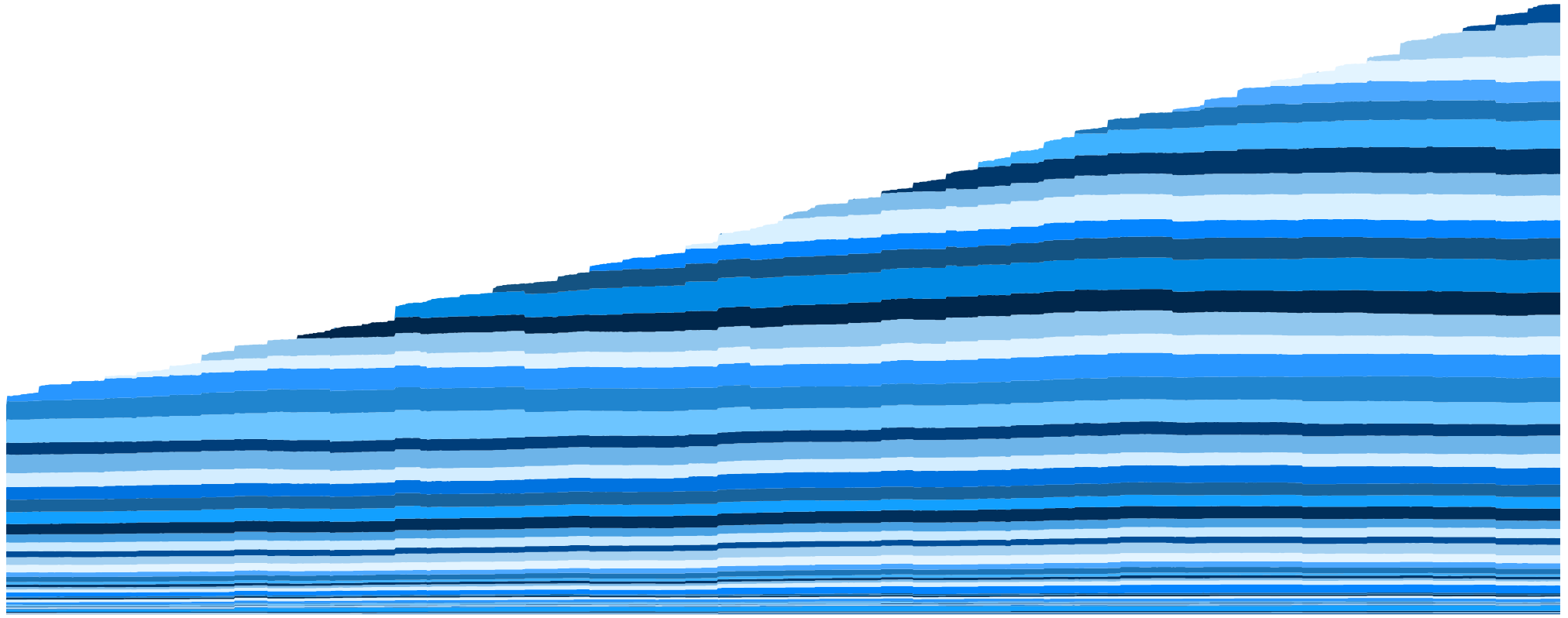
A cloud-based phone book function that centrally manages internal and external contacts, and a function that enables the in-house sharing of each person’s strengths by presenting, in a visual form, profiles of everyone in a company

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Accumulation of Net Sales by Service-in Timing (Recurring Revenue)

Continued achievement of negative churn (1)

“Sansan” Revenue Stack-up: Accumulation of Net Sales by Service-in Timing (2) (Recurring Revenue)



(1) Status where increase of revenue generated by the existing subscriptions is greater than revenue reduced as a consequence of cancellation
(2) Created based on monthly “Sansan” license charge (unaudited)

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Eight Business

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Service Outline of "Eight"

SNS platform for business with the largest number of active users in Japan

Challenges facing business people

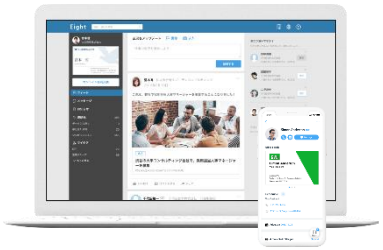
- Is not making the most out of business encounters
- Lacks sufficient access to business card information
- Desire to use business SNS without becoming friends

▼

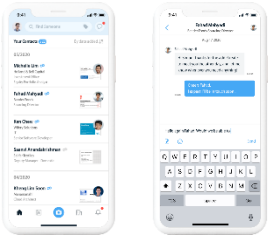
Digitize business cards with high level of accuracy by using technologies developed through Sansan Division

Offering a lifetime SNS platform for business

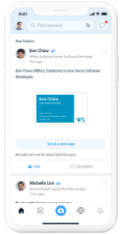
“Profile Management”



“Contact Management”
“Communications”



“Company News”



“Event Participation”



▼

収益機会	B2C Model	B2B Model			
	Paid plan for individuals	Paid plan for corporations	Ad. delivery	Business events	Recruiting platform

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Strengthening and Promotion of Monetization Plans

Accelerate and strengthen the development of paid plans for B2B

B2B [1]		
Paid plan for corporations **“Eight Company Premium”**	Fixed monthly fee (Annual subscription)	Enables users to share their contacts with colleagues Targeting small companies with under 20 employees
Ad. Delivery **“Eight Ads”**	Pay-for-use charges depending on delivery volume [2] (Contract for a fixed period)	A service for delivering ads to “Eight” users Timely and targeted advertising to career-oriented professionals
Business events **“Meets”**	Fixed fee per event (Held irregularly) [3]	An event matching “buyers” and “sellers” from within “Eight” Uses proprietary technology to accurately match businesspeople together
“Climbers”	Sponsor fee (Held twice a year)	Large-scale event targeting young businesspeople Holds lectures and corporate exhibitions by top runners from various industries
Recruiting platform **“Eight Career Design”**	Fixed monthly fee [4] (Contract for a fixed period)	Recruitment services targeting “Eight” users Provides a new and unique targeted hiring method to the market

B2C		
Paid plan for individuals **“Eight Premium”**	Fixed monthly fee	Delivers additional functions to users, such as network data DL Expand the overall number of “Eight” users, including free plan

(1) B2B services in the Eight business include event transcription services for the media "logmi Biz," "logmi Finance" and "logmi Tech" provided by logmi, Inc.
(2) There is a minimum advertisement placement price and also a normal advertisement menu.
(3) There are multiple fee settings depending on the type of event held, etc.
(4) There is an additional charge when a decision to hire is made.

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