Value Creation Model

We are committed to addressing challenges in society by channeling both human and intellectual resources into a unique business model, anchored by our mission, material issues (priority issues), and management structure. This commitment has spurred us to introduce digitally transformative solutions that reshape how businesses and professionals work. Through these endeavors' impacts and the value they bring to society, we strive to achieve our vision and establish a virtuous cycle that enables continuous and sustainable value creation.

P2 Corporate Philosophy

Corporate Philosophy

Mission

Turning encounters into innovation

Social Issues/ External Environment

- Low productivity in sales activities due to inefficient information collection and management and the lack of data utilization
- Addressing new tasks related to changes in laws and new tax systems
- Analog workflows that hinder realization of diverse work styles

P22 Management Resources

Input

Management Resources

Financial Capital
Sound Financial Structure

Social Capital
Recognition and Credibility of Services

Human Capital
Diverse, Talented Workforce

Intellectual Capital
Technology for Digitizing Analog Information

Natural Capital
Conservation of the Natural Environment Through Business Activities

P18 Material Issues

Material Issues (Priority Issues)

1. Balance Security and Convenience
2. Transform Work Through Innovative Digital Transformation Services
3. Respect Employee Diversity and Producing Innovation
4. Establish a Firm Management Structure to Support Rapid Business Growth
5. Conserve the Environment Through Business

P24 Business Model

Business Model

Encounters × Analog to Digital

Values Premise

P44 Business Strategies by Segment

Output

Cloud-based solutions that promote digital transformation and reshape how we work

- sansan
- BillOne powered by Sansan
- ContractOne powered by Sansan
- eight

P22 Results We Deliver

Outcome

Results We Deliver

Financial Capital
Increased Economic Value

Social Capital
Expanding Value Provided Through Services

Human Capital
Organization with Diverse Workforce

Intellectual Capital
Unrivaled Competitive Advantages

Natural Capital
Environmental Contributions

Vision

Become business infrastructure

Management Structure

P80 Corporate Governance
P88 Compliance
P68 Information Security
P90 Risk Management