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Insource Co., Ltd.

Representative director and CEO

Takayuki Funahashi

(Code number: 6200, The First Section of the Tokyo Stock Exchange)

KPI(key Performance Indicators)Progress Report in April 2019
The monthly number of On-Site Training conducted increased by 108.6% YOY.
The monthly number of attendees at Open Seminars increased by 131.2% YOY.

Insource today announced that the monthly number of On-Site Training was 1,592 (108.6% YOY) and the monthly number of attendees at Open Seminars was 8,173 (131.2% YOY). In addition, the total number of WEBinsource subscribers (organizations) reached 10,149 and the monthly number of Leaf paid subscribers (organizations) has reached 135.

1. Monthly number of On-Site Training conducted

(Unit: times)

	FY2018						Total
	November	December	January	February	March	April	
Monthly number of trainings conducted (YOY)	1,542 (111.8%)	962 (104.6%)	951 (120.4%)	1,092 (109.5%)	735 (98.0%)	1,592 (108.6%)	8,445 (111.9%)

*Consolidated subsidiaries are included.

<FYI> Total number of trainings conducted in FY2017: 13,461

2. Monthly number of attendees at Open Seminars

(Unit: attendees)

	FY2018						Total
	November	December	January	February	March	April	
Monthly number of attendees (YOY)	6,148 (132.2%)	4,566 (126.7%)	4,171 (125.7%)	5,366 (129.8%)	5,550 (123.2%)	8,173 (131.2%)	39,475 (128.2%)

<FYI> Total number of attendees in FY2017: 55,948

3. WEBinsource: Total number of subscribers (organizations)

(Unit: Organizations)

	FY2018						
	October	November	December	January	February	March	April
Total	8,795	9,038	9,265	9,467	9,679	9,942	10,149
(changes from FY17)	(+231)	(+474)	(+701)	(+903)	(+1,115)	(+1,378)	(+1,585)
(rate of change: %)	(+102.7%)	(+105.5%)	(+108.2%)	(+110.5%)	(+113.0%)	(+116.1%)	(+118.5%)

*Figures above are calculated at the end of each month.

4. “Leaf (HR support system)”*: Total number of paid subscribers (organizations)

(Unit: Organizations)

		FY2018				
		November	December	January	February	April
HR support system, “Leaf” (Full-service)		106	116	118	132	135
(MOM)		(+6)	(+10)	(+2)	(+14)	(+3)
(changes from FY17)		(+14)	(+24)	(+26)	(+40)	(+43)
	Web conversion service for appraisal forms	31	33	33	37	38
	(MOM)	(+1)	(+2)	(±0)	(+4)	(+1)
	STUDIO (e-Learning)	116	123	140	125	128
	(MOM)	(+2)	(+7)	(+17)	(-15)	(+3)

*STUDIO has been fully launched since May 2017. * Web conversion service for appraisal forms has been fully launched since August 2017.

5. Stress Check Support Service: Number of orders and status of progress

(Unit: Organizations)

		FY2018					
		December	January	February	March	April	May (Estimate)
No. of orders received		14	20	10	7	9	-
(MOM)		(-11)	(+13)	(+4)	(-2)	(±0)	-
No. of orders delivered (by month)		16	20	44	71	7	1
No. of orders delivered (FY2019 total)		37	57	101	172	179	180
(YOY)		(+27)	(+46)	(+83)	(+24)	(+31)	(+32)
No. of orders to be delivered (end of month)		111	111	77	13	15	-

*From January 2019, we have disclosed the number of orders and status of progress for Stress Check Support Service.

*Note that after clients’ inspection, the actual sales will be counted.

■WEBinsource

With WEBinsource, clients can sign up online for Open Seminars at discounted prices, and apply for HRD SmartPack (discounted package deal), our affiliated companies' training programs and books, etc. More and more clients are implementing WEBinsource as an employee training infrastructure, which has increased the number of attendees at Open Seminars.

- WEBinsource: <https://www.insource.co.jp/webins/index.html>
- HRD SmartPack: https://www.insource.co.jp/bup/bup_smartpack.html

■Leaf (HR support system)

Leaf is our in-house platform to assist clients to improve business productivity and streamline HR-related operations (e.g.: training management, operation to personnel appraisal, skill management, conducting stress check).

- Leaf: https://www.insource.co.jp/it-tool/kenkanrisys_top.html

■STUDIO

*Since January 2019, we have changed the name of our e-Learning service from “STUDIO Powered by Leaf” to “STUDIO”.

STUDIO: A user-friendly e-learning courseware. Upon registration, users can always access over 293 contents(91 subjects) on STUDIO. * *As of March 31, 2019

- STUDIO: <https://www.mitemo.co.jp/studio/>

■Web appraisal form service

Web conversion service for appraisal forms assists clients to realize streamlined operations by converting paper-/Excel-based performance appraisal forms into digital formats available online. For example, members can easily input their self-evaluation onto the digital appraisal forms. Also, Leaf allows administrators to easily contact and remind members to submit their forms.

- Web conversion service for appraisal forms: https://www.insource.co.jp/it-tool/service-each/value_web.html

■Stress Check Support Service

Stress Check Support Service (outsourcing service) powered by Leaf is available at a very reasonable price (216 yen per person, including tax)*. Upon clients' requests, we also provide the service coupled with paper-based appraisal sheets. *Initial costs are excluded

- Stress Check Support Service: https://www.insource.co.jp/it-tool/leaf_other_usage_stresscheck.html

We will further expand business by assisting clients to improve work productivity and offering clients reasonable training programs, IT solutions and various services.

The preliminary figures above may differ from the upcoming financial statements. This information is created with utmost caution, but we do not fully guarantee the accuracy.

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