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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 June 2019

**“Leaf (HR support system)”**: Total number of paid subscribers increased by 53 changes from FY17.

**Total number of subscribers to WEBinsource increased by 124.1% changes from FY17.**

Insource today announced that the monthly number of On-Site Training was 1,269 (108.9% YOY) and the monthly number of attendees at Open Seminars was 6,119 (119.8% YOY). In addition, the total number of WEBinsource subscribers (organizations) reached 10,625 and the monthly number of Leaf paid subscribers (organizations) has reached 145.

#### 1. Monthly number of On-Site Training conducted

(Unit: times)

	FY2018					Total
	February	March	April	May	June	
Monthly number of trainings conducted (YOY)	1,092 (109.5%)	735 (98.0%)	1,592 (108.6%)	1,085 (97.5%)	1,269 (108.9%)	10,799 (109.9%)

\*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
	February	March	April	May	June	
Monthly number of attendees (YOY)	5,366 (129.8%)	5,550 (123.2%)	8,173 (131.2%)	4,741 (129.0%)	6,119 (119.8%)	50,335 (127.2%)

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

#### 3. WEBinsource: Total number of subscribers (organizations)

(Unit: Organizations)

	FY2018				
	February	March	April	May	June
Total	9,679	9,942	10,149	10,357	10,625
(changes from FY17)	(+1,115)	(+1,378)	(+1,585)	(+1,793)	(+2,061)
(rate of change: %)	(+113.0%)	(+116.1%)	(+118.5%)	(+120.9%)	(+124.1%)

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

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

(Unit: Organizations)

	FY2018				
	February	March	April	May	June
HR support system, “Leaf” (Full-service)	118	132	135	138	145
(MOM)	(+2)	(+14)	(+3)	(+3)	(+7)
(changes from FY17)	(+26)	(+40)	(+43)	(+46)	(+53)
Web conversion service for appraisal forms	33	37	38	39	40
(MOM)	(±0)	(+4)	(+1)	(+1)	(+1)

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

#### 5. “STUDIO (e-learning)”\*: Total numbers of subscription IDs per month

(Unit: IDs)

	FY2018				
	February	March	April	May	June
STUDIO (e-Learning)	18,389	17,516	16,046	14,474	13,921

\*STUDIO has been fully launched since May 2017.

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

(Unit: Organizations)

	FY2018					
	February	March	April	May	June	July (Estimate)
No. of orders received	10	7	9	10	-	-
(MOM)	(+4)	(-2)	(±0)	(+1)	-	-
No. of orders delivered (by month)	44	71	7	1	3	0
No. of orders delivered (FY2019 total)	101	172	179	180	184	184
(YOY)	(+83)	(+24)	(+31)	(+32)	(+36)	(+36)
No. of orders to be delivered (end of month)	77	13	15	24	35	-

\*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](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](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](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](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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