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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 September 2019**  
**“ Monthly number of attendees at Open Seminars increased by 135.8% YOY.**  
**Total number of subscribers to WEBinsource increased by 132.4% changes from FY17.**

Insource today announced that the monthly number of On-Site Training was 1,393 (111.5% YOY) and the monthly number of attendees at Open Seminars was 7,527 (135.8% YOY). In addition, the total number of WEBinsource subscribers (organizations) reached 11,335 and the monthly number of Leaf paid subscribers (organizations) has reached 162.

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

(Unit: times)

	FY2018					Total
	May	June	July	August	September	
Monthly number of trainings conducted (YOY)	1,085 (97.5%)	1,269 (108.9%)	1,548 (113.1%)	1,133 (111.5%)	1,393 (111.5%)	14,873 (110.5%)

\*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
	May	June	July	August	September	
Monthly number of attendees (YOY)	4,741 (129.0%)	6,119 (119.8%)	7,473 (133.3%)	6,772 (129.4%)	7,527 (135.8%)	72,107 (128.9%)

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

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

(Unit: Organizations)

	FY2018				
	May	June	July	August	September
Total	10,357	10,625	10,930	11,113	11,335
(changes from FY17)	(+1,793)	(+2,061)	(+2,366)	(+2,549)	(+2,771)
(rate of change: %)	(+120.9%)	(+124.1%)	(+127.6%)	(+129.8%)	(+132.4%)

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

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

(Unit: Organizations)

		FY2018				
		May	June	July	August	September
HR support system, “Leaf” (Full-service)		138	145	148	156	162
(MOM)		(+3)	(+7)	(+3)	(+8)	(+6)
(changes from FY17)		(+46)	(+53)	(+56)	(+64)	(+70)
Web conversion service for appraisal forms		39	40	42	46	50
(MOM)		(+1)	(+1)	(+2)	(+4)	(+4)

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

(Unit: IDs)

		FY2018				
		May	June	July	August	September
STUDIO (e-Learning)		14,474	13,921	14,634	14,566	16,623

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

(Unit: Organizations)

	FY2018					FY2019
	May	June	July	August	September	October (Estimate)
No. of orders received	10	15	42	36	42	-
(MOM)	(+1)	(+3)	(+13)	(+10)	(+17)	-
No. of orders delivered (by month)	1	3	5	2	25	3
No. of orders delivered	180	184	189	191	216	3
(YOY)	(+32)	(+36)	(+41)	(+42)	(+59)	(-1)
No. of orders to be delivered (end of month)	24	35	72	106	123	-

\*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

STUDIO: A user-friendly e-learning courseware. Upon registration, users can always access over 307 contents(90 subjects) on STUDIO. \* \*As of June 30, 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 (220 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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