

Disclaimer: This document is a translation of the Japanese original for reference purposes only.



January 26, 2021

Insource Co., Ltd.

Representative Director and CEO Takayuki Funahashi

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

Contact: Director, Executive Officer and CFO Shigeo Fujimoto

TEL.+81-(0)3-5259-0070

Notification: Partial Correction of the Q1 FY20 Cumulative Consolidated Financial Results

Insource Co., Ltd. (“Insource”) would like to apologize for the errors in the " Q1 FY20 Cumulative Consolidated Financial Results (Three months ended December 31, 2020) " released at 5:00 p.m. on January 25, 2021 and to make corrections as shown in the attached sheet.

1. Corrected part

P9 Status of Training Businesses Open Seminars: Number of attendees (YOY) in January

- Correct :- 320 attendees
- Incorrect :-1,695 attendees

2. Contents of the correction

Please refer to the separate sheet. Corrections are underlined.

Status of Training Businesses - widespread

Online training has become

insource

- The number of On-Site Training conducted has exceeded that of previous year since December and online trainings have become more common mainly in private companies.
- The number of attendees for Open Seminars have exceeded that of previous year since October due to the increase of online trainings. In addition, the number of attendees per training continued to increase due to the shift to online trainings, resulting in a significant improvement in profitability.

	October	November	December	1Q FY20 (Actual)	Before correction YOY	January *
On-Site Training: Number of trainings conducted (times) (YOY)	1,506 (▲88)	1,528 (▲235)	1,213 (+99)	4,247 (▲224)	▲5.0%	756 (▲287)
Among above, number of online trainings (times) (composition ratio)	503 (33.4%)	598 (39.1%)	466 (38.4%)	1,567 (36.9%)	-	438 (57.9%)
On-Site Training: Gross profit (Gross profit margin)	263 (76.3%)	300 (78.6%)	258 (76.2%)	822 (77.1%)	+10.7% (+3.3pt)	151 (73.2%)
Open Seminars: Number of attendees (YOY)	7,207 (+523)	7,503 (+72)	7,401 (+384)	22,111 (+979)	+4.6%	5,322 (▲1,695)
Among above, number of attendees who took online (composition ratio)	4,446 (61.7%)	4,811 (64.1%)	5,143 (69.5%)	14,400 (65.1%)	-	4,447 (83.6%)
Open Seminars: Number of attendees per training (YOY)	11.9 (+3.4)	12.7 (+3.7)	13.0 (+4.3)	12.5 (+3.8)	+44.2%	12.8 (+5.3)

*The numbers shown for January are the forecast figures as of January 22.

Status of Training Businesses - widespread

Online training has become

insource

- The number of On-Site Training conducted has exceeded that of previous year since December and online trainings have become more common mainly in private companies.
- The number of attendees for Open Seminars have exceeded that of previous year since October due to the increase of online trainings. In addition, the number of attendees per training continued to increase due to the shift to online trainings, resulting in a significant improvement in profitability.

	October	November	December	1Q FY20 (Actual)	After correction YOY	January *
On-Site Training: Number of trainings conducted (times) (YOY)	1,506 (▲88)	1,528 (▲235)	1,213 (+99)	4,247 (▲224)	▲5.0%	756 (▲287)
Among above, number of online trainings (times) (composition ratio)	503 (33.4%)	598 (39.1%)	466 (38.4%)	1,567 (36.9%)	-	438 (57.9%)
On-Site Training: Gross profit (Gross profit margin)	263 (76.3%)	300 (78.6%)	258 (76.2%)	822 (77.1%)	+10.7% (+3.3pt)	151 (73.2%)
Open Seminars: Number of attendees (YOY)	7,207 (+523)	7,503 (+72)	7,401 (+384)	22,111 (+979)	+4.6%	5,322 (▲320)
Among above, number of attendees who took online (composition ratio)	4,446 (61.7%)	4,811 (64.1%)	5,143 (69.5%)	14,400 (65.1%)	-	4,447 (83.6%)
Open Seminars: Number of attendees per training (YOY)	11.9 (+3.4)	12.7 (+3.7)	13.0 (+4.3)	12.5 (+3.8)	+44.2%	12.8 (+5.3)

*The numbers shown for January are the forecast figures as of January 22.