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To Whom It May Concern,

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Insource Co., Ltd.

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

KPI (Key Performance Indicators) Progress Report for December, 2021

 - Increased in the number of On-Site Training conducted (109% YoY)
 and attendees at Open Seminars (110% YoY) &
 Good sales in Video and E-learning Business

Insource today announced KPI (Key Performance Indicators) Progress Report for December, 2021.

1. Training Business

The number of On-Site Training conducted in December 2021 increased to 109.7% YoY to 1,341 times, of which online training were 629 times (composition ratio was 46.9%). The number of attendees at Open Seminars increased to 110.4% YoY to 8,172, of which online attendees were 7,096 (composition ratio was 86.8%). The number of attendees to the Open Seminars for DX-related training reached a record high.

(1) Monthly number of On-Site Training conducted

(Unit: time)

	FY2020			FY2021		
	July	August	September	October	November	December
Number of trainings conducted	1,364	986	1,175	1,671	1,795	1,341
(YoY)	(152.1%)	(112.4%)	(101.9%)	(110.2%)	(116.9%)	(109.7%)
Conducted online	651	587	798	834	858	629
(Composition ratio)	(47.7%)	(59.5%)	(67.9%)	(49.9%)	(47.8%)	(46.9%)
DX-related trainings*	62	65	70	62	48	42

*Consolidated subsidiaries are included *DX-related trainings: IT and computer skills trainings

(2) Monthly number of attendees at Open Seminars

(Unit: attendee)

	FY2020			FY2021		
	July	August	September	October	November	December
Number of attendees	7,084	7,211	7,551	7,713	8,555	8,172
(YoY)	(185.8%)	(185.8%)	(137.2%)	(107.0%)	(114.0%)	(110.4%)
Conducted online	6,063	6,270	6,537	6,647	7,378	7,096
(Composition ratio)	(85.6%)	(87.0%)	(86.6%)	(86.2%)	(86.2%)	(86.8%)
DX-related trainings	513	875	816	806	837	1,007

*Consolidated subsidiaries are included.

2. IT Services Business

The number of paid subscribers for Leaf (HR support system) reached 432 (+6 MoM) organizations and the number of its users increased to 1,848,770 (+22,150 MoM). The cumulative number of orders delivered for Stress Check Support Service increased to 101 since the beginning of the fiscal year (+45 YoY).

(3) “Leaf (HR support system)” : Total number of paid subscribers (organizations)

(Unit: organizations)

	FY2020			FY2021		
	July	August	September	October	November	December
HR support system, “Leaf”	404	410	412	420	426	432
(MoM)	(+29)	(+6)	(+2)	(+8)	(+6)	(+6)
(changes from end of previous FY)	(+156)	(+162)	(+164)	(+8)	(+14)	(+20)
No. of users	1,643,715	1,680,364	1,756,583	1,800,591	1,826,620	1,848,770
No. of customization *total no. since the beginning of FY	98	110	144	2	5	15
Web conversion service for appraisal forms	119	123	128	129	130	134
(MoM)	(+3)	(+4)	(+5)	(+1)	(+1)	(+4)

*The number of customizations shows the number of organizations which add their own functions when implementing Leaf.

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

(4) Stress Check Support Service: Number of delivered and orders to be delivered

(Unit: organizations)

	FY2020			FY2021		
	July	August	September	October	November	December
No. of orders delivered (by month)	2	5	36	9	26	66
Cumulative no. of orders delivered *since the beginning of FY	302	307	343	9	35	101
(YoY)	(+60)	(+63)	(+61)	(+1)	(+21)	(+45)
No. of orders delivered (by month)	140	187	195	235	280	236

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

*This service has the highest number of deliveries in March every year.

*The number of new orders received is difficult to correlate with sales, so it will be changed to only the number of orders delivered and the number of orders remaining from October 2021.

3. e-Learning/video Business

The number of outright purchases has been selling well, especially for new products developed within the past six months, such as SDGs and DX. In terms of the number of rental viewers, used by government offices increased significantly due to the high level of convenience.

(5) e-learning/Videos: Total numbers of subscription IDs per month and the number of contents sold

(Unit: IDs) (Unit: Contents)

	FY2020			FY2021		
	July	August	September	October	November	December
No. of video contents sold (Outright purchase) *by month	57	85	146	72	94	105
Cumulative no. since the beginning of FY	1,191	1,276	1,422	72	166	271
No. of rental viewers *by month	277	574	656	1,238	1,560	1,340
Cumulative no. of rental viewers since the beginning of FY	4,980	5,554	6,210	1,238	2,798	4,138
STUDIO (e-Learning) (MoM)	53,673 (+2,626)	54,382 (+709)	54,674 (+292)	57,112 (+2,438)	57,557 (+445)	58,085 (+528)

*Calculation takes place at the end of every month.

*The number of outright purchases is that of e-learning and video sales, which differs from the number of video sales until March 2021.

4. Client base

The total number of registered WEBinsource clients increased to 16,471 (+256 organizations compared to the previous month). We are steadily gaining subscribers toward our target of 2,400 for this fiscal year.

(6) WEBinsource: Total number of subscribers (organizations)

	FY2020			FY2021		
	July	August	September	October	November	December
Total No.	15,398	15,578	15,798	16,011	16,215	16,471
(changes from end of FY19)	(+1,906)	(+2,086)	(+2,306)	(+213)	(+417)	(+673)
(rate of change: %)	(114.1%)	(115.5%)	(117.1%)	(101.3%)	(102.6%)	(104.3%)

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

We will keep expanding our businesses in order to adapt to changes in the social environment by offering a wide variety of services such as online training, IT and e-Learning and videos.

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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