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To Whom It May Concern,

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### **Notice: Differences in Non-Consolidated Financial Results from the Previous Fiscal Year**

Insource Co., Ltd. (the "Company") hereby announces the difference between its non-consolidated financial results for FY21 (October 1, 2021 to September 30, 2022) and the results for FY20 (October 1, 2020 to September 30, 2021). The details are as below.

#### 1. Differences in Non-Consolidated Financial Results

	Net sales	Operating profit	Ordinary profit	Net profit	Earnings per share
Results for FY20 (A)	million yen 7,114	million yen 2,172	million yen 2,182	million yen 1,391	yen sen 33.15
Results for FY21 (B)	8,913	2,991	2,973	1,998	47.47
Difference (B-A)	1,798	819	791	606	—
Change (%)	25.3	37.7	36.3	43.6	—

\* (Note) The Company conducted a stock split on January 1, 2021, whereby each share of common stock was split into two shares. In the above, "Earnings per share" is calculated on the assumption that the stock split was conducted at the beginning of FY20.

#### 2. Reason for the differences

The recovery of face-to-face trainings and the growing need for HR trainings, such as digital HR training and human capital management, resulted in strong sales in the training business. In addition, an increase in trainings at private companies and in the highly profitable DX trainings helped maintain the profit margin at the same level as the previous year, despite a decline in the online ratio.

As a result, net sales, operating profit, ordinary profit, and net profit were significantly higher than in the previous year.

End