

November 1, 2023

To Whom It May Concern,

Insource Co., Ltd.

Takayuki Funahashi

Representative Director, President and CEO

 (Code number: 6200, Prime Market of the
Tokyo Stock Exchange)

KPI (Key Performance Indicators) Progress Report for October, 2023

-No. of On-Site Training conducted (111.6% YoY) and attendees at Open Seminars (108.8% YoY),

No. of DX On-Site trainings (164.0% YoY) and Open Seminars (114.3% YoY) remained steady

Insource Co., Ltd. today announced KPI (Key Performance Indicators) Progress Report for October, 2023. For the KPI (Key Performance Indicators) impact on business performance, please refer to the “KPI (Key Performance Indicators) and Performance Correspondence Chart.”

1. Training Business

In October, 2023, the number of On-Site Training conducted was 2,018 times (111.6% YoY), of which online training was 493 times (Composition ratio: 24.4%). The number of attendees at Open Seminars was 10,847 (108.8% YoY), of which online attendees were 7,332 (Composition ratio: 67.6%). For DX-related training, the number of On-Site Training was 164.0% YoY and the number of attendees at Open Seminars was 114.3% YoY.

(1) Monthly no. of On-Site Training conducted

(Unit: time)

	FY22					FY23
	May	June	July	August	September	October
No. of trainings conducted	1,330	1,698	1,791	1,438	1,810	2,018
(YoY)	(115.2%)	(111.3%)	(111.1%)	(111.8%)	(111.0%)	(111.6%)
Conducted online	321	329	500	362	451	493
(Composition ratio)	(24.1%)	(19.4%)	(27.9%)	(25.2%)	(24.9%)	(24.4%)
DX-related trainings*	115	118	129	81	117	164
(YoY)	(169.1%)	(129.7%)	(114.2%)	(95.3%)	(117.0%)	(164.0%)

*Consolidated subsidiaries are included.

*DX-related trainings: IT and computer skills trainings. The figures before July 2022 have been changed due to a change in the counting method.

(2) Monthly no. of attendees at Open Seminars

(Unit: attendee)

	FY22					FY23
	May	June	July	August	September	October
No. of attendees	7,849	10,658	10,503	11,052	11,995	10,847
(YoY)	(114.4%)	(119.9%)	(119.0%)	(118.5%)	(113.6%)	(108.8%)
Conducted online	5,907	8,110	7,554	8,190	8,486	7,332
(Composition ratio)	(75.3%)	(76.1%)	(71.9%)	(74.1%)	(70.7%)	(67.6%)
DX-related trainings*	1,117	1,403	1,179	1,185	1,462	1,188
(YoY)	(158.2%)	(153.5%)	(137.3%)	(83.3%)	(113.1%)	(114.3%)

*Consolidated subsidiaries are included.

2. IT Services Business

The number of paid subscribers for Leaf (HR support system) reached 646 organizations (120.7% YoY) and the number of its users increased to 2,938,163 (136.7% YoY). The number of orders delivered for Stress Check Support Service was 23 (255.6% YoY).

(1) “Leaf (HR support system)”: No. of paid subscribers (organizations) , no. of users, no. of customization

(Unit: organization)

	FY22					FY23
	May	June	July	August	September	October
No. of paid subscribers (organizations)	603	612	618	625	638	646
(YoY)	(123.6%)	(122.9%)	(122.6%)	(122.5%)	(122.2%)	(120.7%)
No. of users	2,649,008	2,722,123	2,804,603	2,863,683	2,895,263	2,938,168
(YoY)	(132.9%)	(133.4%)	(134.9%)	(136.5%)	(137.1%)	(136.7%)
No. of customization	77	84	88	99	122	2
Total no. since the beginning of FY						
(YoY)	(72.0%)	(76.4%)	(74.6%)	(78.6%)	(75.3%)	(100.0%)

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

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

(2) Stress Check Support Service: No. of orders delivered (organizations)

(Unit: organization)

	FY22					FY23
	May	June	July	August	September	October
No. of orders delivered (by month)	5	5	4	8	53	23
Cumulative no. of orders delivered * since the beginning of FY	426	431	435	443	496	23
(YoY)	(107.6%)	(108.3%)	(108.2%)	(106.1%)	(106.0%)	(255.6%)

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

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

3. e-Learning/video Business

The number of contents sold (outright purchases) was 76.4% and the number of rental viewers was 106.6%. Starting this fiscal year, the number of video production projects will be announced.

(1) e-Learning/videos: No. of video contents sold, no. of rental viewers, no. of video productions, no. of STUDIO subscription users (IDs)

(Unit: ID) (Unit: Content)

	FY22					FY23
	May	June	July	August	September	October
No. of video contents sold (Outright purchase)* by month (YoY)	87 (127.9%)	147 (153.1%)	128 (123.1%)	88 (81.5%)	129 (84.9%)	120 (76.4%)
No. of rental viewers* by month (YoY)	615 (113.3%)	822 (43.1%)	1,440 (115.6%)	1,027 (168.1%)	1,075 (103.7%)	1,614 (106.6%)
No. of video production projects* by month (YoY)	3 (150.0%)	8 (57.1%)	8 (66.7%)	6 (60.0%)	9 (42.9%)	4 (57.1%)
STUDIO (e-Learning) users (MoM)	81,989 (+492)	82,200 (+211)	83,275 (+1,075)	84,232 (+957)	85,565 (+1,333)	85,092 (-473)

*Calculation takes place at the end of every month.

4. Client Base

The total number of registered WEBinsource clients increased by 184 MoM, and the cumulative number of clients is 21,828. The number of newly registered clients is an indicator of sales activity, and we will continue to acquire new clients to achieve the annual 2,400 target.

(1) WEBinsource: Total no. of subscribers (organizations)

(Unit: organization)

	FY22					FY23
	May	June	July	August	September	October
No. of new subscribers	264	280	297	256	225	184
No. of accumulated subscribers	20,586	20,866	21,163	21,419	21,644	21,828
(YoY * No. of new subscribers)	(114.8%)	(94.6%)	(120.7%)	(103.2%)	(110.3%)	(95.8%)
(Progress rate: %)	(79.9%)	(91.5%)	(103.9%)	(114.6%)	(124.0%)	(7.7%)

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

5. Contents Development

The number of new contents developed was 30 for training (On-Site Training) and 17 for e-Learning. We are steadily working toward our development goals of 360 training courses and 250 e-learning courses for the current fiscal year, both of which are on track to be developed.

(1) No. of new contents developed

(Unit: pieces)

	FY22					FY23
	May	June	July	August	September	October
No. of new contents for On-Site Training	30	31	31	30	30	30
since the beginning of FY	240	271	302	332	362	30
(Progress rate: %)	(68.6%)	(77.4%)	(86.3%)	(94.9%)	(103.4%)	(8.3%)
No. of new contents for e-Learning	15	20	20	17	18	17
since the beginning of FY	135	155	175	192	210	17
(Progress rate: %)	(64.3%)	(73.8%)	(83.3%)	(91.4%)	(100.0%)	(7.1%)

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

(For reference) KPI (Key Performance Indicators) and Performance Correspondence Chart

Performance	Related KPIs
Monthly performance	<ul style="list-style-type: none"> ▪ Number of On-Site Training conducted (Composition ratio of sales in FY21: 49.5%) ▪ Attendees at Open Seminars (Same as above: 23.6%) ▪ Organizations and users of Leaf (Same as above: 12.7%) ▪ Number of e-Learning and videos sold (Same as above: 14.2%)
In several months to 6 months	<ul style="list-style-type: none"> ▪ Number of registered WEBinsource clients <p>WEBinsource is our entry level product for new customers, who are potential to purchase a variety of our services. The number of new registrations is an indicator of sales activity and a leading performance indicator for the next few months to six months.</p>
In 6 months to 2 or 3 years	<ul style="list-style-type: none"> ▪ Number of new contents developed <p>The increase in the number of trainings, e-Learning and videos and other contents developed will contribute to long-term growth of the company. It does not realize significant sales immediately, but rather contributes to business performance six months to two or three years afterwards.</p>

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.

◇For Excel data of latest KPI, download from <https://www.insource.co.jp/en/ir/insmthdata.html>

※Available from November 1, 2023 at 20:00 JST

*Microsoft, Excel, Word, Windows, Teams is a trademark or registered trademark of Microsoft Corporation in the United States and other countries.

The preliminary figures above may differ from the upcoming financial statements. This information is created with the utmost caution, but we do not fully guarantee its accuracy.

【Inquiries】 Insource Co., Ltd. <https://www.insource.co.jp/en/ir/index.html>

Press Contact

CEO Office (Ms. Aya Inoue & Ms. Sumie Ishiwata)

Email: info_ir@insource.co.jp