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November 1, 2023

To Whom It May Concern,

Company Name: Insource Co., Ltd.  
Representative: Takayuki Funahashi  
Representative Director, President and  
CEO  
(Code number: 6200, Prime Market of the  
Tokyo Stock Exchange)

**Signed a comprehensive business alliance agreement with Plus Alpha Consulting Co., Ltd.**  
**- Providing even higher value-added services by strengthening system linkage**

Insource Co., Ltd., (hereafter referred to the Company), a company that helps organizations solve problems through the power of education and IT, is pleased to announce that the Company has signed a comprehensive business alliance agreement with Plus Alpha Consulting Co., Ltd. (hereafter referred to Plus Alpha Consulting) to maximize customer value for both companies.



## 1. Background and Purpose of Business Alliance

Plus Alpha Consulting, which has one of Japan's largest business-specific organizational database platforms, and the Company, which provides training to more than 700,000 people annually, intend to leverage the capabilities of both companies to enhance customer convenience by expanding Talent Palette's functionality and sales through our distributors.

## 2. Overview of Business Alliance

### **I. 3,800 Open Seminars, 700 video/e-Learning courses, assessments, and other services are provided through Talent Palette.**

By adding the Company's Open Seminars, video and e-Learning, and assessment services to Plus Alpha Consulting's talent management system, Talent Palette, the two companies aim to increase the convenience of both services and achieve further growth.

### **II. The Company sells the services of Plus Alpha Consulting as a distributor.**

The Company will sell Plus Alpha Consulting's marketing solutions, talent management, and educational solutions to customers who use its LMS "Leaf," which has over 2.8 million users, and

"WEBinsource," a training application system for its members only, which is registered with approximately 20,000 organizations.

### III. Co-promotion

In order to maximize sales of products and services, both companies intend to strengthen their joint efforts to conduct seminars and proposals to customers, develop products and services, and introduce customers to each other.

#### 3. Company Profile

■ Plus Alpha Consulting Co., Ltd. (Code number: 4071, Prime Market of the Tokyo Stock Exchange)

- Head Office: 25F, Shiodome Sumitomo Bldg., 1-9-2 Higashi Shimbashi, Minato-ku, Tokyo
- Foundation: December 2006
- Representative: Katsuya Mimuro (CEO and Representative Director)
- Business Description: Marketing solution business, CRM solution business, HR platform business, etc.
- URL: <https://www.pa-consul.co.jp/>

■ Insource Co., Ltd. (Code number: 6200, Prime Market of the Tokyo Stock Exchange)

- Tokyo Headquarters: Insource Dokanyama Building, 4-19-12 Nishi Nippori, Arakawa-ku, Tokyo
- Foundation: November 2002
- Representative: Takayuki Funahashi (Representative Director, President and CEO)
- Business Description: On-Site Training, Open Seminars, IT Services, e-Learning and Video Sales, etc.
- URL: <https://www.insource.co.jp/index.html>

The Company will continue to develop services that match the needs of our customers as quickly as possible, keeping up with the current trends in the world.

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

(For media interviews / PR /  
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