

August 3, 2026

To Whom It May Concern,

Insource Co., Ltd.

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Representative Director, President and CEO

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

KPI (Key Performance Indicators) Progress Report for July 2026

- No. of On-Site Training conducted (103.5% YoY), No. of DX-related On-Site Training conducted (120.4% YoY)
No. of “Leaf” active users (113.6% YoY), No. of inquiries (126.3% YoY) -

Insource Co., Ltd. today announced KPI (Key Performance Indicators) Progress Report for July 2026.

1. On-Site Training Business

The number of On-Site Training conducted was 2,498 times (103.5% YoY). Of this, the number of training conducted for private sectors was 1,556 (105.4% YoY), and that of DX-related training conducted was 277 times (120.4% YoY).

In July, our level-specific training, which forms the foundation of our sales, continued to perform steadily for younger and mid-career employees. In addition, training programs in the areas of problem-solving and business improvement performed strongly, with the number of training conducted increasing in response to growing demand for DX-driven business process improvement.

■Monthly no. of On-Site Training conducted

(Unit: time)

	FY25					
	February	March	April	May	June	July
No. of conducted training	1,819	1,235	3,166	1,786	2,232	2,498
(YoY)	(106.2%)	(97.2%)	(109.0%)	(100.7%)	(108.9%)	(103.5%)
Private sector*	1,281	947	2,197	1,068	1,427	1,556
(YoY)	(108.4%)	(97.1%)	(103.5%)	(102.0%)	(109.9%)	(105.4%)
Public sector and government agencies*	538	288	969	718	805	942
(YoY)	(101.3%)	(97.3%)	(123.8%)	(98.8%)	(107.2%)	(100.5%)
DX-related training*	201	107	233	203	298	277
(YoY)	(113.6%)	(97.3%)	(98.3%)	(115.3%)	(161.1%)	(120.4%)
Conducted online	321	210	169	228	393	452
(Composition ratio)	(17.6%)	(17.0%)	(5.3%)	(12.8%)	(17.6%)	(18.1%)

* Consolidated subsidiaries are included.

2. Open Seminars Business

The number of attendees at Open Seminars was 15,486 (94.4% YoY) and the number of attendees for DX-related training was 2,453 (97.7% YoY). In July, the growth in the number of attendees moderated following the completion of the initial wave of enrollment in foundational generative AI training, but interest in AI remains high. In particular, demand for practical training with a focus on business applications is increasing, and we are expanding our advanced training courses.

In August, we will work to stimulate further training demand through our “Summer Self-Improvement Campaign,” offering all 6 courses of our 3-day intensive training program for mastering generative AI in practical work at the exceptional price of 29,800 yen (tax included).

■Monthly no. of attendees at Open Seminars

(Unit: attendee)

	FY25					
	February	March	April	May	June	July
No. of attendees	11,982	13,165	18,362	9,997	14,519	15,486
(YoY)	(108.3%)	(116.6%)	(109.3%)	(96.5%)	(94.4%)	(94.4%)
DX-related training*	2,456	2,193	2,624	1,446	2,257	2,453
(YoY)	(149.8%)	(116.2%)	(128.1%)	(109.5%)	(108.2%)	(97.7%)
Conducted online	7,723	8,826	5,378	5,658	8,885	9,448
(Composition ratio)	(64.5%)	(67.0%)	(29.3%)	(56.6%)	(61.2%)	(61.0%)

*Consolidated subsidiaries are included.

3. Client Base

The number of WEBinsource acquisitions in July was 236. The number of new WEBinsource registrations directly contributes to sales growth in Open Seminars. The acquisition of one WEBinsource registration in FY24 had the effect of increasing revenue by 192 thousand yen in the Open Seminars Business.

■WEBinsource: Total no. of subscribers (organizations)

(Unit: organization)

	FY25					
	February	March	April	May	June	July
No. of new subscribers*	265	286	202	201	279	236
No. of accumulated subscribers	28,116	28,402	28,604	28,805	29,084	29,320
(YoY * No. of new subscribers)	(116.7%)	(115.3%)	(103.6%)	(85.5%)	(117.7%)	(99.2%)
(Progress rate: %)	(46.8%)	(58.7%)	(67.1%)	(75.5%)	(87.1%)	(97.0%)

*Calculation takes place at the end of every month.

4. IT Services Business

The number of paid subscribers for Leaf (HR support system) reached 923 organizations (110.7% YoY) and the number of its active users increased to 5,484,835 (113.6% YoY). The cumulative number of organizations to which our Stress Check Support Service has been delivered since the beginning of the fiscal year reached 641 (114.1% YoY).

(1) “Leaf (HR support system)” : No. of paid subscribers (organization), no. of active users, no. of “Leaf” customizations

(Unit: organization)

	FY25					
	End of Feb.	End of Mar.	End of Apr.	End of May	End of Jun.	End of Jul.
No. of paid subscribers (organizations)	882	887	905	912	919	923
(YoY)	(111.2%)	(111.4%)	(110.6%)	(110.1%)	(110.2%)	(110.7%)
No. of active users	5,270,800	5,311,650	5,342,416	5,381,140	5,469,891	5,484,835
(YoY)	(119.6%)	(119.6%)	(119.0%)	(118.5%)	(119.3%)	(113.6%)
No. of customizations* (since the beginning of FY)	35	98	101	105	110	116
(YoY)	(112.9%)	(130.7%)	(121.7%)	(123.5%)	(125.0%)	(116.0%)

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

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

(Unit: organization)

	FY25					
	February	March	April	May	June	July
No. of orders delivered* (by month)	104	219	6	4	5	9
No. of orders delivered* (since the beginning of FY)	398	617	623	627	632	641
(YoY)	(106.1%)	(113.2%)	(113.9%)	(113.6%)	(114.1%)	(114.1%)

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

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

5. e-Learning/video Business

The number of video content sales (outright purchases) was 169 (118.2% YoY), and that of video production and customization projects was 38 (102.7% YoY). The number of video rental viewers increased to 2,759 (127.5% YoY).

In July, there was strong demand for content designed to facilitate the dissemination of education throughout organizations, driven by communication-related challenges. In particular, demand increased for content related to two-way communication skills, including how to provide clear explanations and effective guidance to subordinates and junior colleagues, as well as how those on the receiving end can learn effectively and appropriately seek advice or make requests. Additionally, demand for conceptual skills such as verbalization and thinking abilities, which serve as prerequisites for effective communication, remained steady in its transition.

■e-Learning/videos: No. of video content sales, no. of video productions, no. of rental viewers, no. of STUDIO subscription users (IDs)

	FY25					
	February	March	April	May	June	July
No. of video content sales (Outright purchase)* by month (YoY)	274 (119.1%)	800 (87.8%)	89 (85.6%)	74 (59.2%)	114 (115.2%)	169 (118.2%)
No. of video production and customization projects* by month (YoY)	27 (112.5%)	171 (122.1%)	21 (100.0%)	18 (72.0%)	38 (152.0%)	38 (102.7%)
No. of rental viewers* by month (YoY)	2,666 (153.0%)	3,249 (123.3%)	3,205 (150.7%)	2,900 (211.7%)	2,347 (106.1%)	2,759 (127.5%)
STUDIO (e-Learning) users* by month (MoM)	112,701 (+7,266)	112,701 (0)	105,251 (-7,450)	105,834 (+583)	105,770 (-64)	105,215 (-555)

*Calculation takes place at the end of every month.

6. Proposed Amount

The proposed amount in July is 3,653 million yen. With an annual target of 50 billion yen, we will continue our sales activities.

■Proposed Amount

(unit: million yen)

	FY25					
	February	March	April	May	June	July
Proposed amount (Target progress rate)	3,749 (29.7%)	3,750 (37.2%)	2,639 (42.5%)	2,630 (47.7%)	3,226 (54.2%)	3,653 (61.5%)
Since the beginning of FY	14,846	18,596	21,235	23,865	27,091	30,744

*Currently disclosed proposed amounts do not include some products, such as “Leaf.”

7. Inquiries

In July, the number of inquiries reached a record high of 692, setting a new record high for the second consecutive month. We believe that this result was driven not only by our daily sales activities but also by the transportation advertising campaign that had been running since October 2025, as well as increased brand awareness resulting from generative AI tools recommending our company and services. Inquiries from existing clients, companies with prior contact, and mid-sized companies increased, indicating that our brand recognition is expanding among organizations with systematic and long-term talent development needs.

■No. of Inquiries

	FY25					
	February	March	April	May	June	July
No. of inquiries	570	525	502	517	654	692
YoY	(105.4%)	(111.5%)	(100.0%)	(92.8%)	(120.2%)	(126.3%)
Since the beginning of FY	2,618	3,143	3,645	4,162	4,816	5,508

*Inquiries refer to those that lead to increased sales, such as business negotiations, visits, proposals, quotations, sending materials, and system demonstrations, which are received via Web inquiry forms, e-mails, and telephone calls.

8. Contents Development

We developed 34 new training programs for On-Site Training and released 21 video/e-Learning titles.

As the use of generative AI continues to expand from individual tasks to organization-wide applications, we enhanced our training offerings in July to help attendees develop the capability to build an AI utilization platforms tailored to their own organizations. In addition to practical courses such as creating an AI service desk using Copilot Studio, Copilot in Excel, and business improvement application development, we also developed new training programs to strengthen sales capabilities and management skills. Furthermore, for video content, we developed four on customer harassment tailored to specific industries and four for essential workers, addressing diverse actual workplace needs.

■No. of new content developed

(Unit: titles)

	FY25					
	February	March	April	May	June	July
No. of new content developed for On-Site Training	30	30	31	29	26	34
since the beginning of FY	150	180	211	240	266	300
(Progress rate: %)	(41.7%)	(50.0%)	(58.6%)	(66.7%)	(73.9%)	(83.3%)
Of which, no. of digital skills	6	7	10	8	6	8
since the beginning of FY	32	39	49	57	63	71
No. of new content developed for e-Learning	20	19	22	18	24	21
since the beginning of FY	98	117	139	157	181	202
(Progress rate: %)	(39.2%)	(46.8%)	(55.6%)	(62.8%)	(72.4%)	(80.8%)

*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	▪ Number of On-Site Training conducted (Composition ratio of sales in FY24: 47.7%) ▪ Number of Attendees at Open Seminars (Same as above: 24.7%) ▪ Number of Organizations and Users of Leaf (Same as above: 13.3%)
1 month to 3months	▪ Number of inquiries Negotiations, visits, proposals, quotes, sending materials, confirming prices, purchasing or adding Smart Packs, and requests for system demonstrations are all factors in the client's decision to use our services. This is a leading performance indicator for three months from the current month.
In several months to 6 months	▪ Proposed amount The proposed amount serves as an indicator of sales activity to generate future revenue and a leading performance indicator for three to six months or more ahead. ▪ Number of registered WEBinsource clients WEBinsource is our entry level product for new customers, who have the 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 SMBs for the next few months to six months.
In 6 months to 2 or 3 years	▪ Number of new content developed An increase in the number of content developments, such as training, e-Learning, and videos, 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.

Based on our classification of private-sector client segments by the size of their employees, we conduct sales activities.

- Large Enterprise (LE): Large and Second-tier companies (2,000 or more employees)
- Medium Market Business (MM): Medium-sized companies (300-1,999 employees)
- Small Medium Business (SMB): Medium-sized companies and Small and growing companies (299 or fewer employees)

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 August 3, 2026 at 20:00 JST

*Microsoft, Excel, Word, Windows, Teams are 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.

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