

November 14, 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)

**Notice: Release of Supplemental Financial Data for FY22 and
Q&A session summary of financial results briefing**

We are pleased to announce that we have disclosed supplemental data on our financial results and Q&A session summary of the financial results briefing on our website.

■ Our website

- Q&A session summary of financial results briefing: <https://www.insource.co.jp/resource/pdf/ir/23111311.pdf>
- Supplemental financial data: https://www.insource.co.jp/en/ir/ir_ir_ibrary.html

■ About Supplemental Financial Data

The data includes actual business performance and three-year business plan (rolling method), FY23 to FY25. The document containing data from FY16 can be downloaded from our website.

1. Financial Reports (Unit: million yen)

	FY21	FY22	FY23 Forecast	FY24 Target	FY25 Target
Net sales	9,418	10,783	12,530	14,650	17,000
On-Site Training Business	4,665	5,275	6,210	7,300	8,500
of which, DX training	428	574	-	-	-
Open Seminars Business	2,218	2,617	3,040	3,530	4,090
of which, DX training	255	346	-	-	-
IT Service Business	1,197	1,304	1,630	1,870	2,130
Other Businesses	1,337	1,586	1,650	1,950	2,280
Gross profit	7,214	8,242	9,800	11,560	13,530
On-Site Training Business	2,963	4,148	5,020	5,980	7,030
Open Seminars Business	1,709	2,029	2,400	2,805	3,260
IT Service Business	948	1,030	1,320	1,530	1,765
Other Businesses	865	1,032	1,030	1,245	1,475
SG&A	3,846	4,300	5,210	6,040	7,030
Personal expenses	3,107	3,445	4,190	-	-
Office-related expenses	162	170	175	-	-
Office & communication expenses	181	194	210	-	-
Others	395	491	635	-	-
EBITDA	3,476	4,063	4,716	-	-
Operating profit	3,367	3,941	4,590	5,520	6,500
Ordinary profit	3,346	3,937	4,585	5,515	6,495
Profit attributable to owners of parent	2,233	2,676	3,105	3,735	4,400

2. Financial Position (Unit: million yen)

	FY21	FY22	FY23 Forecast	FY24 Target	FY25 Target
Total assets	6,125	7,929	-	-	-
Total liabilities	2,604	2,865	-	-	-
Net assets	8,729	10,795	-	-	-

3. Cash Flows (Unit: million yen)

	FY21	FY22	FY23 Forecast	FY24 Target	FY25 Target
Cash flow from operating activities	2,544	2,902	-	-	-
Cash flow from investing activities	(687)	(2,304)	-	-	-
Cash flow from financing activities	(655)	(909)	-	-	-
Free cash flow	1,857	598	-	-	-

4. Per Share Information (Unit: yen)

	FY21	FY22	FY23 Forecast	FY24 Target	FY25 Target
Earnings per share	26.53	31.79	36.43	-	-
Dividends *	10.7	13.0	15.0	-	-
Payout ratio (%)*	40.5	40.9	41.2	-	-
Net assets per share	72.75	94.19	-	-	-

*Dividends and payout ratio for FY22 are planned figures.

5. Major Indicators

	FY21	FY22	FY23 Forecast	FY24 Target	FY25 Target
Operating profit margin (%)	35.8	36.5	36.6	37.7	38.2
Equity ratio (%)	70.2	73.5	-	-	-
ROE (%)	42.0	38.1	-	-	-
Net profit margin (%)	23.7	24.8	24.8	25.5	25.9
Total assets turnover (times)	1.22	1.10	-	-	-
Financial leverage (times)	1.46	1.39	-	-	-
No. of employees	592	647	707	-	-

(Note) The above forecasts for FY23 and targets for FY24/ FY25 are based on information available as of the date of announcement of this document, and actual results may differ from the forecasts and targets due to various factors in the future.

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