Q1 FY2024

Financial Results

Vision Inc.
Stock Code: 9416
May 15, 2024

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Q1 FY2024 Financial Results

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Q1 FY2024 Summary

Sales

Record high **JPY8,581mn**

2023 1Q YoY			
	Incl. support operations	JPY8,347mn	+2.8%
	Excl. support operations	JPY6,672mn	+28.6%

Operating profit

Record high **JPY1,524mn**

2023 1Q YoY			
	Incl. support operations	JPY1,382mn	+10.2%
	Excl. support operations	JPY904mn	+68.5%

GLOBAL WiFi

Sales

Record high **JPY4,647mn**

Excluding support operations

2023 1Q YoY			
	Incl. support operations	JPY5,108mn	(9.0%)
	Excl. support operations	JPY3,433mn	+35.4%

Segment profit

Record high **JPY1,431mn**

Excluding support operations

2023 1Q YoY			
	Incl. support operations	JPY1,443mn	(0.8%)
	Excl. support operations	JPY965mn	+48.3%

Information and Communications Service

Sales

Record high **JPY3,681mn**

2023 1Q YoY		
JPY2,984mn	+23.3%	

Segment profit

Record high **JPY534mn**

2023 1Q YoY		
JPY302mn	+76.8%	

Glamping and Tourism

Sales

Record high **JPY243mn**

2023 1Q YoY		
JPY215mn	+13.4%	

Segment profit

Record high **JPY28mn**

2023 1Q YoY		
JPY6mn	+336.0%	

* In FY2023/1Q, we received orders from the Ministry of Health, Labour and Welfare to provide support operations for COVID-19 countermeasures (“airport quarantine support operations”) at the Tokyo Airport Quarantine Office, etc. We also provided PCR testing services (“PCR testing”), collaborating with a medical institution.

Vision More vision, More success.

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Q1 FY2024 Summary

Consolidated

- Due to steady growth in each business segment, sales, operating profit, recurring profit, and profit attributable to owners of parent all reached record highs in the first quarter.
- Sales of JPY8,581mn, up 28.6%, and operating profit of JPY1,524mn, up 68.5%.
  * Ratio of change excludes sales and operating profit of support operations (airport quarantine support operations and PCR testing) in the same period of the previous year.

GLOBAL WiFi

- Outbound: Demand for "Unlimited Data Plan" was high, and the ARPU remained at a high level.
- Inbound: Increased orders for "NINJA WiFi." Sales of SIM cards were also favorable.
- Steady growth with sales of JPY4,647mn, up 35.4%, and segment profit of JPY1,431mn, up 48.3%. *

  Ratio of change excludes sales and operating profit of support operations (airport quarantine support operations and PCR testing) in the same period of the previous year.

Information and Communications Service

- Strengthened sales capability while actively promoting mid-career recruitment. Sales of office automation equipment and electricity agency (Eco-solution business) performed well.
- Expanded sales of in-house developed recurring-revenue services.
- Sales of JPY3,681mn, up 23.3%, and segment profit of JPY534mn, up 76.8%, reaching record highs.

Glamping and Tourism

- Yamanakako was fully operational. "Onsen Ryokan Glamping" was opened on the site of Koshikano Onsen.
- The number of foreign guests through overseas OTA (Online Travel Agent) has been increasing.
- Sales of JPY243mn, up 13.4%, and segment profit of JPY28mn, up 336.0%, reaching record highs.

Shareholder returns

- Dividends from surplus (initial dividend)

End of 2Q JPY11.00 (Forecast)

Year-end JPY14.00 (Forecast)

Total JPY25.00 (Forecast)

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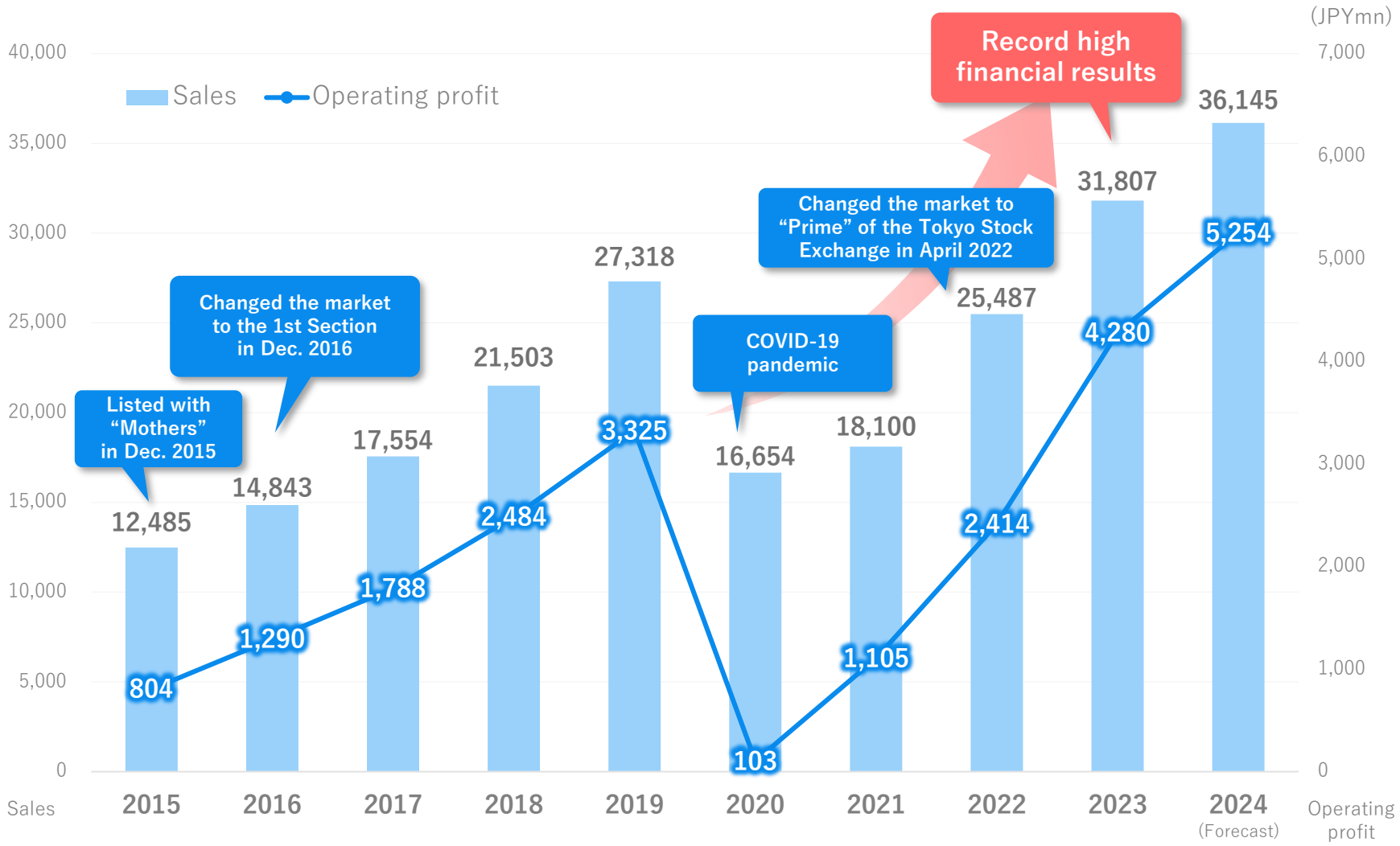
Performance Change

Achieved record performance in FY2023 and expects to achieve further growth in FY2024.



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01

Performance Highlights and Q1 FY2024 Financial Results

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Consolidated Profit and Loss Statement

- Due to steady growth in each business segment, sales, operating profit, recurring profit, and profit attributable to owners of parent all reached record highs in the first quarter.
- Sales of JPY8,581mn, up 28.6%, and operating profit of JPY1,524mn, up 68.5%.
  * Ratio of change excludes sales and operating profit of support operations (airport quarantine support operations and PCR testing) in the same period of the previous year.

(JPYmn)		1Q FY2023		1Q FY2024		YoY		FY2024 Forecast	Progress rate
		Result	Ratio	Result	Ratio	Change	Ratio of change		
Sales	Incl. support operations	8,347	100.0%	**8,581**	**100.0%**	233	2.8%	36,145	23.7%
	Excl. support operations	6,672	-			1,908	28.6%		
Cost of sales		4,094	49.1%	**3,633**	**42.3%**	(461)	(11.3%)	15,568	23.3%
Gross profit		4,252	50.9%	**4,948**	**57.7%**	695	16.3%	20,577	24.0%
SG&A expenses		2,870	34.4%	**3,423**	**39.9%**	553	19.3%	15,322	22.3%
Operating profit	Incl. support operations	1,382	16.6%	**1,524**	**17.8%**	141	10.2%	5,254	29.0%
	Excl. support operations	904	-			619	68.5%		
Recurring profit	Incl. support operations	1,423	17.0%	**1,553**	**18.1%**	130	9.2%	5,256	29.6%
	Excl. support operations	944	-			608	64.4%		
Profit attributable to owners of parent	Incl. support operations	940	11.3%	**1,019**	**11.9%**	79	8.4%	3,500	29.1%
	Excl. support operations	614	-			405	66.0%		

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Segment Result

Sales (JPYmn)

		1Q FY2023 Result	1Q FY2023 Ratio	1Q FY2024 Result	1Q FY2024 Ratio	YoY Change	YoY Ratio of change	FY2024 Forecast	Progress rate
GLOBAL WiFi	Incl. support operations	5,108	61.2%	4,647	54.2%	(461)	(9.0%)	20,620	22.5%
	Excl. support operations	3,433	-			1,213	35.4%		
Information and Communications Service		2,984	35.8%	3,681	42.9%	696	23.3%	14,136	26.0%
Glamping and Tourism		215	2.6%	243	2.8%	28	13.4%	1,260	19.4%
Subtotal		8,308	99.5%	8,572	99.9%	264	3.2%	36,017	23.8%
Others		48	0.6%	17	0.2%	(31)	(64.6%)	128	13.3%
Adjustments		(8)	(0.1%)	(8)	(0.1%)	0	-	-	-

Segment profit (JPYmn)

		1Q FY2023 Result	1Q FY2023 Ratio	1Q FY2024 Result	1Q FY2024 Ratio	YoY Change	YoY Ratio of change	FY2024 Forecast	Progress rate
GLOBAL WiFi	Incl. support operations	1,443	28.3%	1,431	30.8%	(12)	(0.8%)	5,511	26.0%
	Excl. support operations	965	-			466	48.3%		
Information and Communications Service		302	10.1%	534	14.5%	232	76.8%	1,635	32.7%
Glamping and Tourism		6	3.0%	28	11.6%	21	336.0%	164	17.2%
Subtotal		1,752	21.1%	1,994	23.3%	241	13.8%	7,311	27.3%
Others		(29)	-	(52)	-	(22)	-	(96)	-
Adjustments		(340)	-	(417)	-	(77)	-	(1,961)	-

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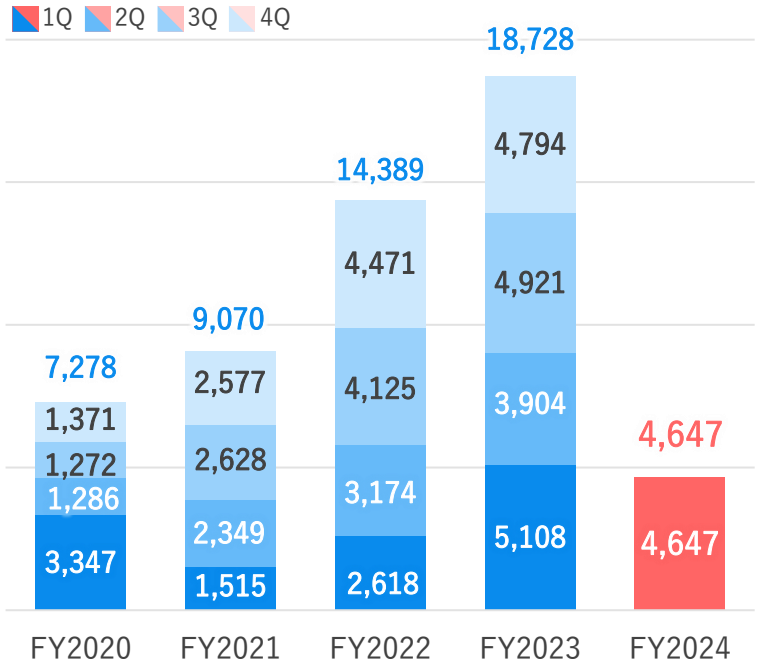
GLOBAL WiFi Business　Performance Change

- **Outbound: Demand for “Unlimited Data Plan” was high, and the ARPU remained at a high level.**
- **Inbound: Increased orders for “NINJA WiFi.” Sales of SIM cards were also favorable.**
- **Steady growth with sales of JPY4,647mn, up 35.4%, and segment profit of JPY1,431mn, up 48.3%.**

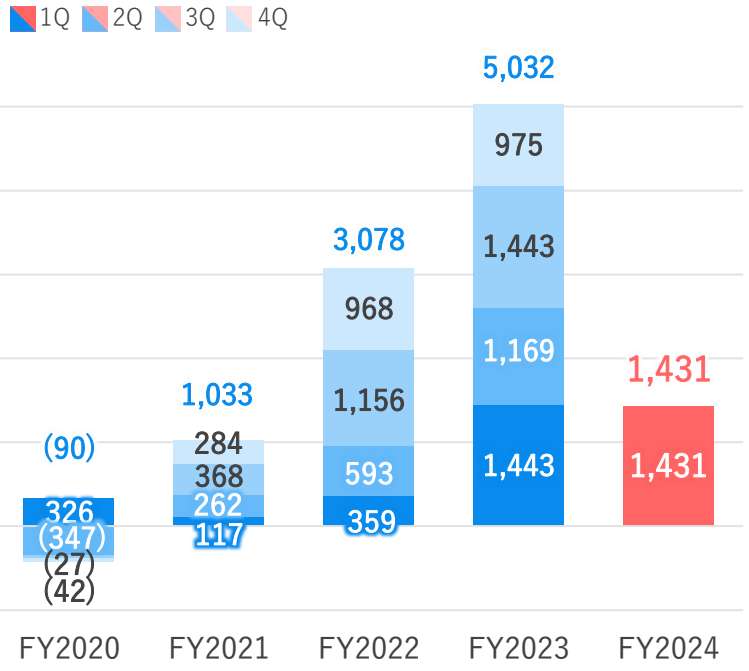
* Ratio of change excludes sales and segment profit of support operations (airport quarantine support operations and PCR testing) in the same period of the previous year.

Sales



Segment profit (loss)

(JPYmn)



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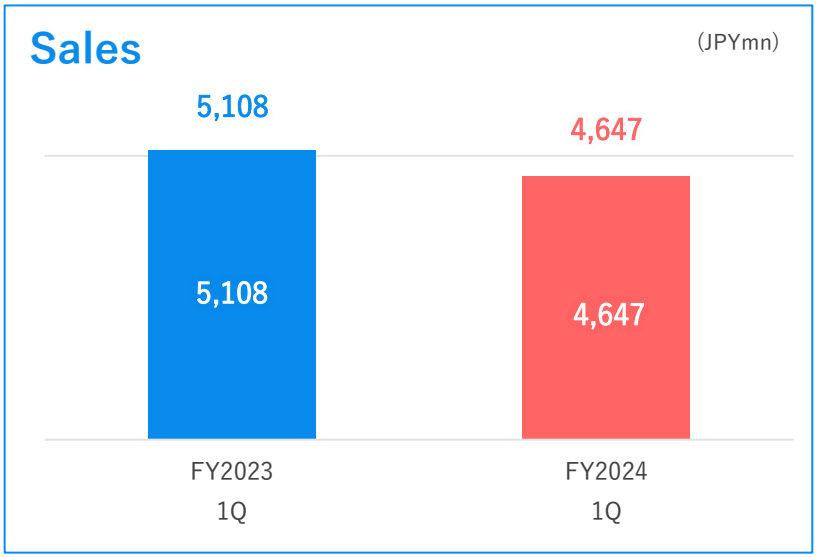
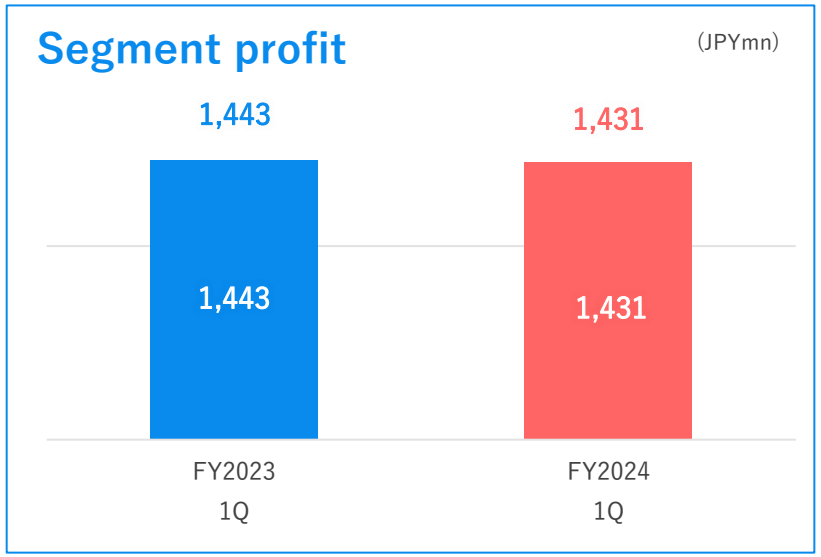
GLOBAL WiFi Business　Performance Change

Sales decreased by 9.0% and segment profit by 0.8%.

(JPYmn)	1Q FY2023 Result	1Q FY2024 Result	1Q FY2024 YoY change	1Q FY2024 Ratio of change
Sales	5,108	4,647	(461)	(9.0%)
Segment profit	1,443	1,431	(12)	(0.8%)





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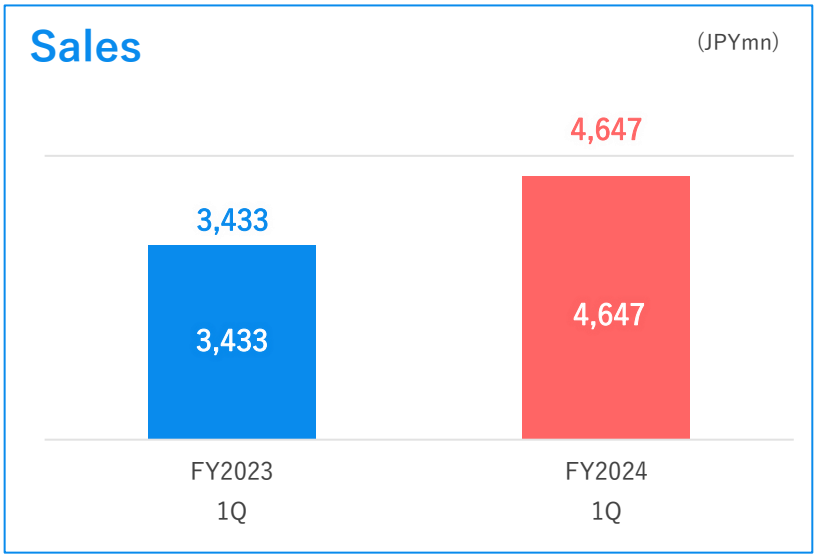
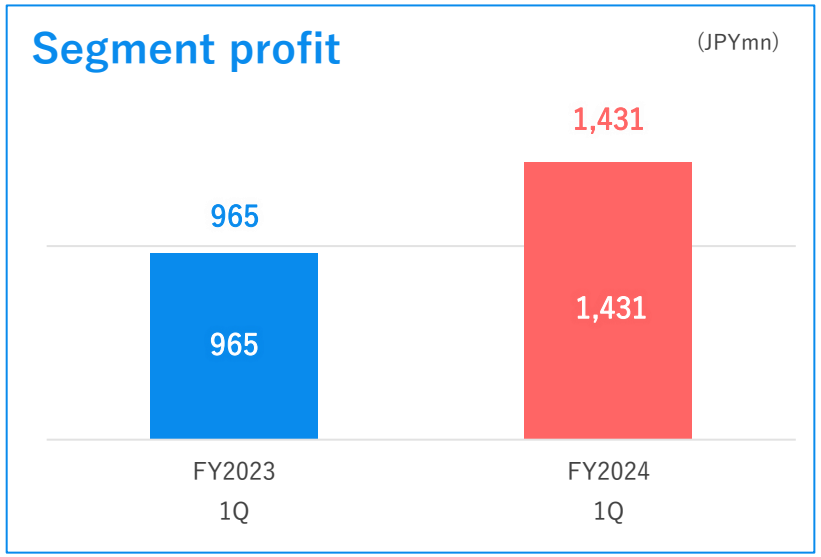
GLOBAL WiFi Business　Performance Change

【Excluding support operations (airport quarantine support operations and PCR testing)】

Sales increased by 35.4% and segment profit by 48.3%.

(JPYmn)	1Q FY2023 Result	1Q FY2024 Result	YoY change	Ratio of change
Sales	3,433	4,647	1,213	35.4%
Segment profit	965	1,431	466	48.3%





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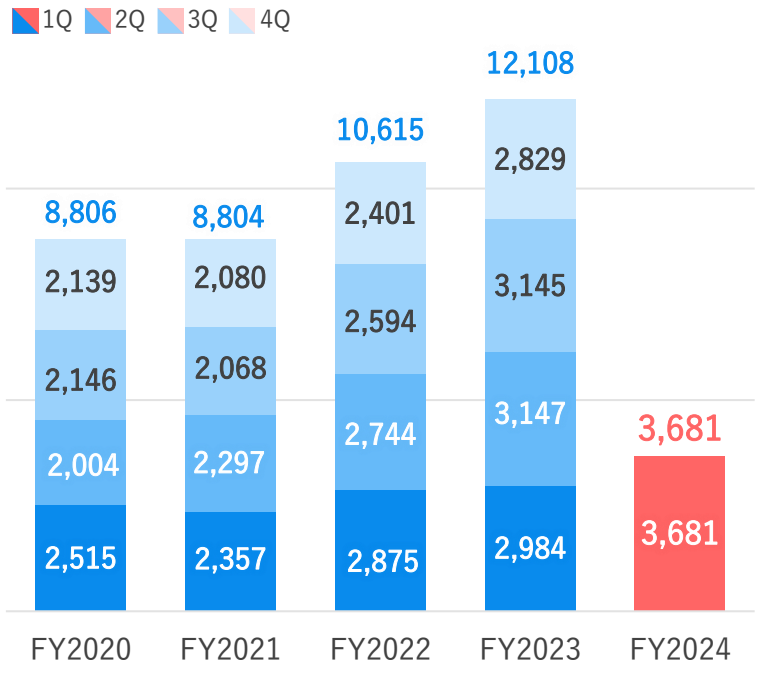
Information and Communications Service Business Performance Change

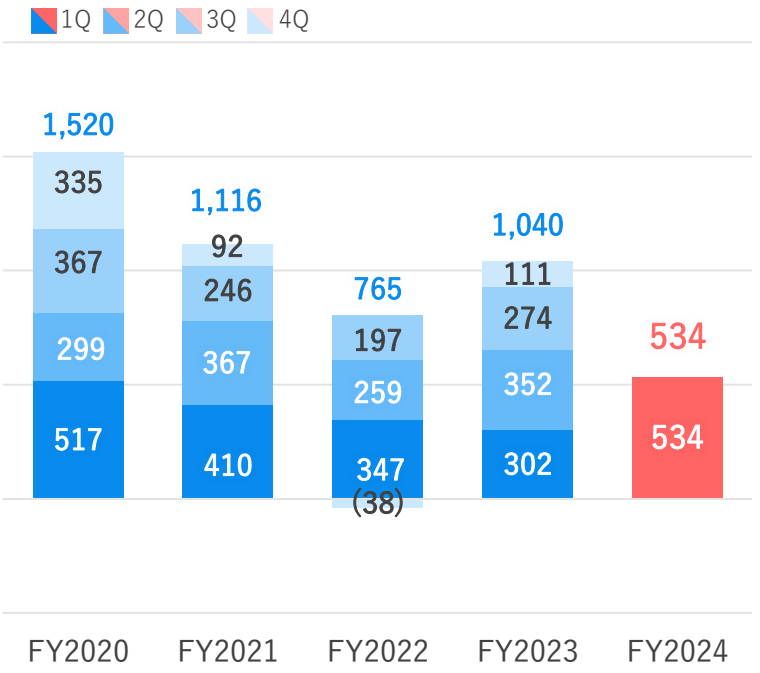
- Strengthened sales capability while actively promoting mid-career recruitment. Sales of office automation equipment and electricity agency (Eco-solution business) performed well.
- Expanded sales of in-house developed recurring-revenue services.
- Sales of JPY3,681mn, up 23.3%, and segment profit of JPY534mn, up 76.8%, reaching record highs.

Sales



Segment profit (loss)

(JPYmn)



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02

FY2024 Financial Forecast

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FY2024 Financial Forecast

(JPYmn)	FY2023		FY2024		YoY	
	Result	Ratio	Forecast	Ratio	Change	Ratio of change
Sales	31,807	100.0%	**36,145**	**100.0%**	4,338	13.6%
Cost of sales	14,005	44.0%	**15,568**	**43.1%**	1,563	11.2%
Gross profit	17,802	56.0%	**20,577**	**56.9%**	2,774	15.6%
SG&A expenses	13,521	42.5%	**15,322**	**42.4%**	1,801	13.3%
Operating profit	4,280	13.5%	**5,254**	**14.5%**	973	22.7%
Recurring profit	4,337	13.6%	**5,256**	**14.5%**	918	21.2%
Profit attributable to owners of parent	3,025	9.5%	**3,500**	**9.7%**	474	15.7%

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FY2024 Segment Forecast

Sales (JPYmn)	FY2023		FY2024		YoY	
	Result	Ratio	Forecast	Ratio	Change	Ratio of change
GLOBAL WiFi	18,728	58.9%	**20,620**	**57.0%**	1,892	10.1%
Information and Communications Service	12,108	38.1%	**14,136**	**39.1%**	2,028	16.8%
Glamping and Tourism	913	2.9%	**1,260**	**3.5%**	347	38.0%
Subtotal	31,749	99.8%	**36,017**	**99.6%**	4,267	13.4%
Others	94	0.3%	**128**	**0.4%**	33	35.4%
Adjustments	(36)	-	**0**	**-**	-	-

Segment profit (JPYmn)	FY2023		FY2024		YoY	
	Result	Ratio	Forecast	Ratio	Change	Ratio of change
GLOBAL WiFi	5,032	26.9%	**5,511**	**26.7%**	478	9.5%
Information and Communications Service	1,040	8.6%	**1,635**	**11.6%**	594	57.1%
Glamping and Tourism	88	9.7%	**164**	**13.1%**	75	85.3%
Subtotal	6,162	19.4%	**7,311**	**20.3%**	1,149	18.7%
Others	(176)	-	**(96)**	**-**	80	-
Adjustments	(1,705)	-	**(1,961)**	**-**	(256)	-

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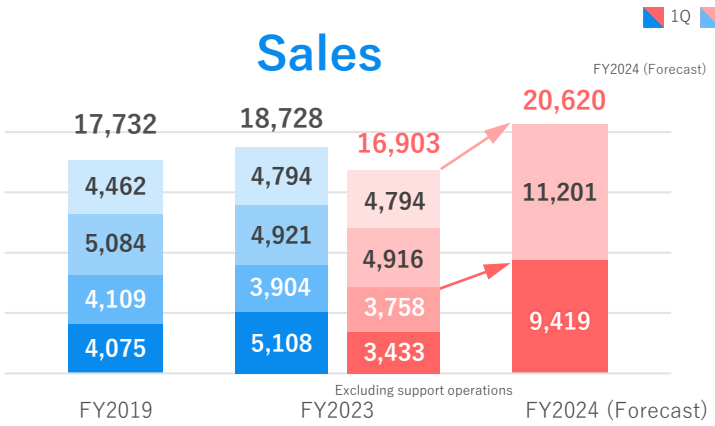
FY2024 Segment Forecast

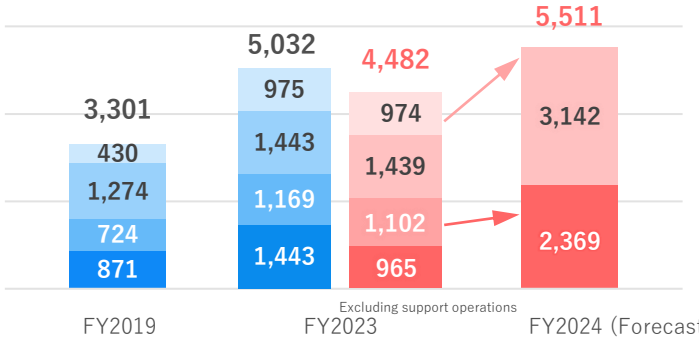
(JPYmn)

GLOBAL WiFi Business

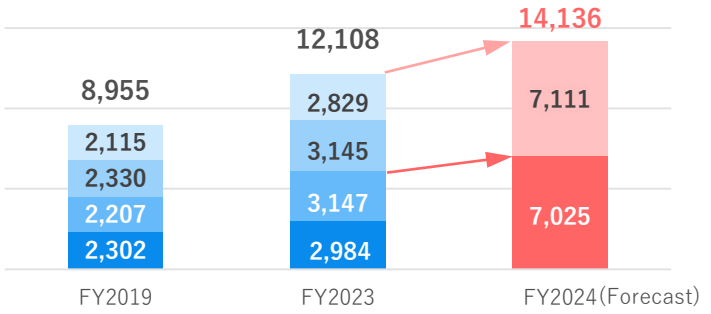
Sales

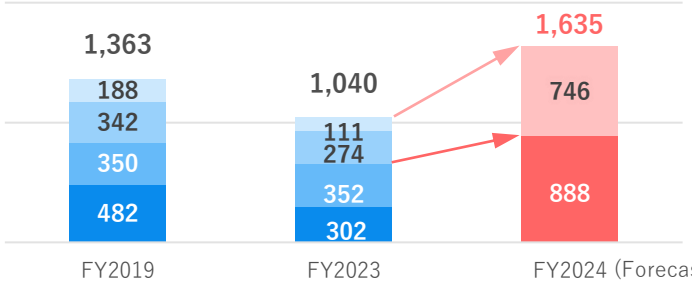


Segment profit

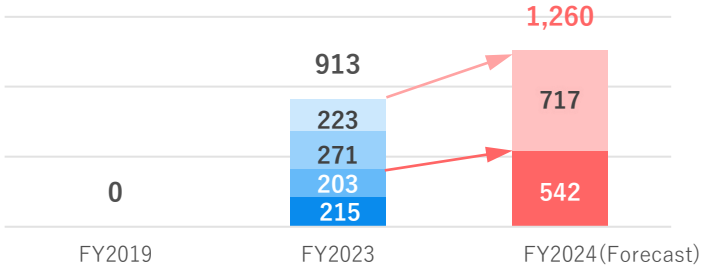


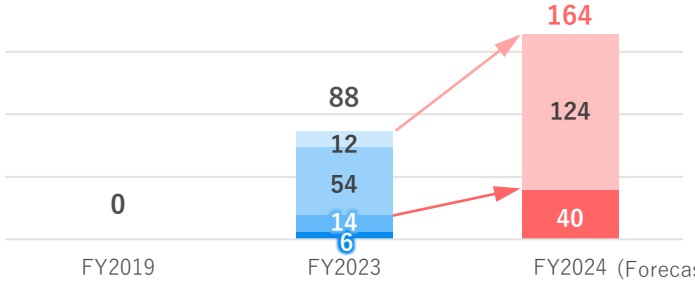
Information and Communica-tions Service Business





Glamping and Tourism Business





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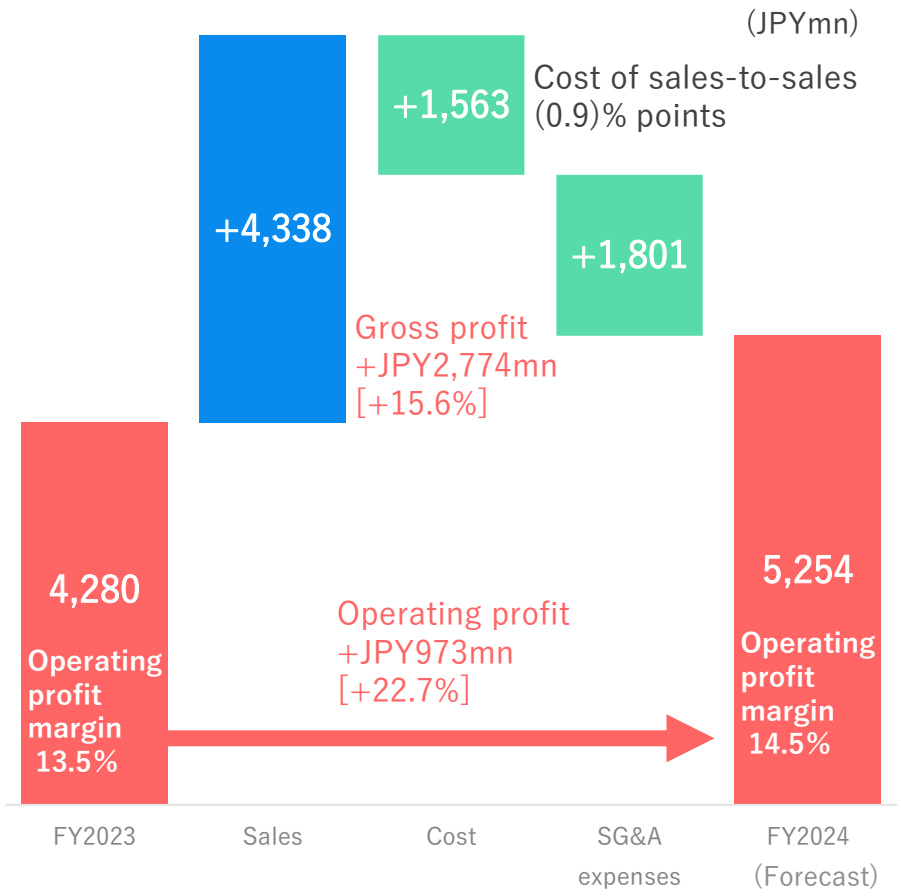
Factors for Changes in Operating Profit (Forecast)

Operating profit margin 14.5%
(Approx. +1.0% points YoY)



◆Assumptions for FY2024 financial forecasts

Set operating profit including aggressive investments.

GLOBAL WiFi Business

- Exchange rate: USD1 = 150JPY
- Overseas travel recovery rate: 71.2% (FY2024)
- Raise awareness by strengthening promotions.
- Worldwide sales of GLOBAL WiFi and World eSIM

Information and Communications Service Business

- Strengthen in-house developed recurring-revenue services.
  * Vision Hikari, security cameras, homepages, cloud services, various business equipment rentals, etc.
- Mid-career hiring: 50 people (active hiring)

◆Outside of the above assumptions

Maximize business synergies through aggressive M&A.

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Full Year Performance Change (Quarterly)

	(JPYmn, %)	1Q Ratio	1Q [vs. FY]	2Q Ratio	2Q [vs. FY]	3Q Ratio	3Q [vs. FY]	4Q Ratio	4Q [vs. FY]	FY
FY2020	Sales	5,989	[36.0]	3,641	[21.9]	3,477	[20.9]	3,546	[21.3]	16,654
	Operating profit (loss)	488		(503)		73		45		103
	Operating profit margin	8.1		–		2.1		1.3		0.6
FY2021	Sales	3,938	[21.8]	4,706	[26.0]	4,747	[26.2]	4,708	[26.0]	18,100
	Operating profit	285	[25.9]	368	[33.3]	359	[32.5]	91	[8.3]	1,105
	Operating profit margin	7.3		7.8		7.6		1.9		6.1
FY2022	Sales	5,609	[22.0]	6,019	[23.6]	6,849	[26.9]	7,009	[27.5]	25,487
	Operating profit	403	[16.7]	517	[21.5]	1,027	[42.6]	464	[19.2]	2,414
	Operating profit margin	7.2		8.6		15.0		6.6		9.5
FY2023	Sales	8,347	[26.2]	7,272	[22.9]	8,333	[26.2]	7,853	[24.7]	31,807
	Operating profit	1,382	[32.3]	1,045	[24.4]	1,289	[30.1]	563	[13.2]	4,280
	Operating profit margin	16.6		14.4		15.5		7.2		13.5
FY2024	Sales	8,581								
	Operating profit	1,524								
	Operating profit margin	17.8								

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Notice of Revision of Dividend Forecast (Initial Dividend)

Vision has resolved at the Board of Directors Meeting held on April 23, 2024 to distribute dividends from surplus with record dates of June 30 and December 31, 2024, in accordance with the change in its basic dividend policy from FY2024, as follows.

Details of revision

Record date	Dividend per share (JPY)		
	End of second quarter	End of fiscal year	Total
Previous forecast (Announced on February 13, 2024)	JPY 0.00	JPY 0.00	JPY 0.00
Revised forecast	**JPY 11.00**	**JPY 14.00**	**JPY 25.00**
Results for the current fiscal year (FY2024)			
Results for the previous fiscal year (FY2023)	JPY 0.00	JPY 0.00	JPY 0.00

(Note) The above dividends per share are calculated based on the current earnings forecast for FY2024, and may be revised depending on future performance trends.

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Toward Growth and Improvement of Corporate Value

We will focus on improving productivity in our existing businesses and developing our new Glamping/Tourism business, and work towards building a strong revenue base to **achieve early fulfillment of the exercise conditions (performance conditions)** for the fourth round of stock acquisition rights, which was issued on March 1, 2022, aiming to **improve our corporate value**.

Name	**Vision Inc. Fourth round of stock acquisition rights**
Issued amount	7,200 rights 100 shares per stock acquisition right Common stock 720,000 shares
Issued price	**800 yen per stock acquisition right**
Applicable	**Company directors, Company employees, and directors of subsidiaries of the Company** **32 people**
Conditions of exercise (Performance conditions)	**If operating income exceeds 4 billion yen** in any fiscal year from FY2023 to FY2025 **Exercisable ratio: 50%** ⇒ **Achieved** **If operating income exceeds 5 billion yen** in any fiscal year from FY2023 to FY2027 **Exercisable ratio: 100%**

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03

Efforts for Growth

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Medium-Term Growth Image

◆GLOBAL WiFi Business

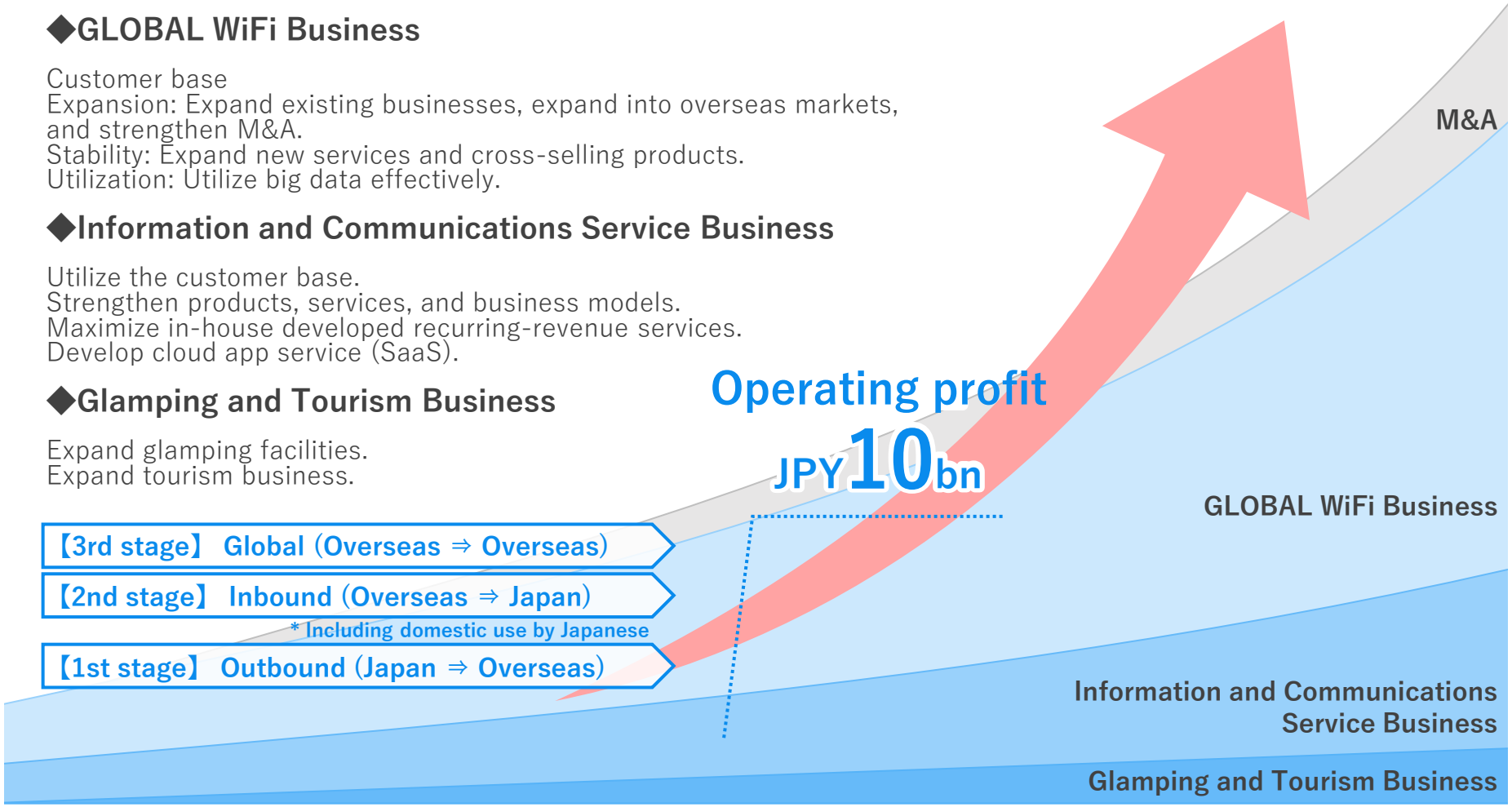
Customer base
Expansion: Expand existing businesses, expand into overseas markets, and strengthen M&A.
Stability: Expand new services and cross-selling products.
Utilization: Utilize big data effectively.

◆Information and Communications Service Business

Utilize the customer base.
Strengthen products, services, and business models.
Maximize in-house developed recurring-revenue services.
Develop cloud app service (SaaS).

◆Glamping and Tourism Business

Expand glamping facilities.
Expand tourism business.



Sales channels	Web marketing	Sales Online / Offline	CLT Customer Loyalty Team	Shops Airport counters, etc.	Partner Including travel agencies and OTA	Global affiliated companies
Customer base	Corporate customers such as startups, general companies, listed companies, etc.	Corporate customers working with overseas companies	Domestic and international travelers * Including inbound travelers		Individual customers	

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GLOBAL WiFi Business

Customer base

Expansion: Expand existing businesses, expand into overseas markets, and strengthen M&A.

Stability: Expand new services and cross-selling products.

Utilization: Utilize big data effectively.



* February 2024, our research
Excluding “GLOBAL WiFi for Biz” users

【New business】 M&A

【3rd stage】
Global (Overseas ⇒ Overseas)

【2nd stage】
Inbound (Overseas ⇒ Japan)

* Including domestic use by Japanese

【1st stage】
Outbound (Japan ⇒ Overseas)

World eSIM
GLOBAL WiFi for Me
NINJA WiFi Powered by GLOBAL WiFi
WiFiレンタルどっとこむ
Wi-Fi RENTAL.COM
GLOBAL WiFi
GLOBAL WiFi for Biz

Market scale*

Number of international tourist arrivals

Approx. 1.4bn people in 2018
↓
Forecast for 2030
1.8bn people

Inbound foreign visitors to Japan

Approx. 31.88mn people in 2019
↓
Forecast for 2030
60mn people

Outbound Japanese travelers

Approx. 20.08mn people in 2019

* Source: JNTO materials, Reiwa 1 (2019) edition tourism white paper, and the materials released by UNWTO

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GLOBAL WiFi Business

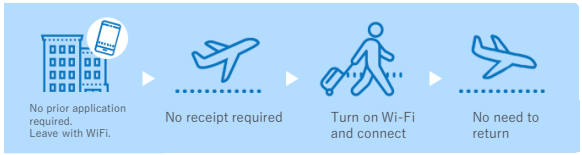
No need to apply for, receive, or return

Connect Internet anywhere in the world with one digital device

“Global WiFi for Biz”

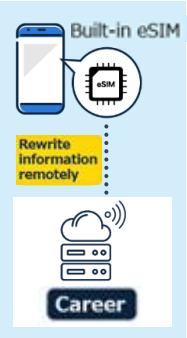


You can use it immediately for telework and sudden overseas business trips.



Next generation overseas communication

eSIM World eSIM



- ✓ You can use your smartphone in over 180 countries and regions!
- ✓ You can choose the price plan that suits you!
- ✓ No more luggage, no need to pick up or return!

A first in the industry!

Ultra-High-Speed 5G Plan





Popular

You can use a lot of data without worry with the

Unlimited plan

Available in 91 countries

Wi-Fi router rental service aimed at international travelers to Japan

NINJA WiFi

Powered by GLOBAL WiFi



A must have item when traveling in Japan

Finding a free Wi-Fi spot is not easy in Japan, as free Wi-Fi spots are not widely available. NINJA WiFi is a completely flat-rate service that allows you to access the Internet anywhere in Japan with your smartphone!

Can be used as soon as it arrives

WiFiレンタルどっとこむ®

They are used for domestic travel, temporary return to Japan, business (business trips and event use), hospitalization, moving, and use with home lines.

New service in response to customer feedback

Vision WiMAX®

powered by UQ WiMAX

Wi-Fi router sales service for customers who are considering purchasing.
Customers can use it as a trial for rent. After checking the communication environment of their home, customers can purchase the one that meets their needs.

* Detailed information is provided in the Supplementary Materials for Financial Results.

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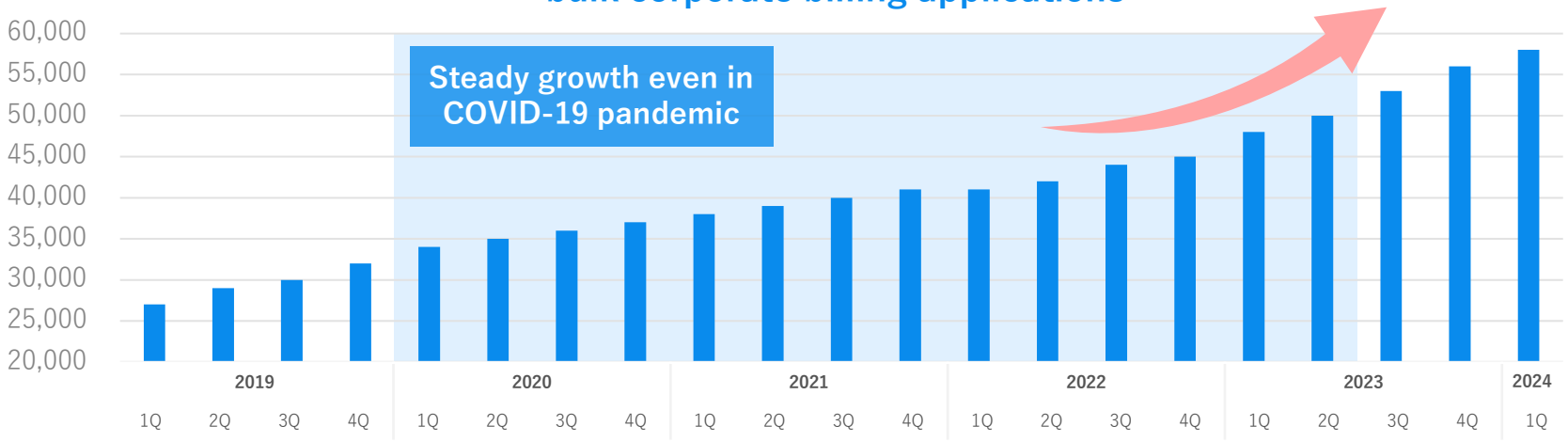
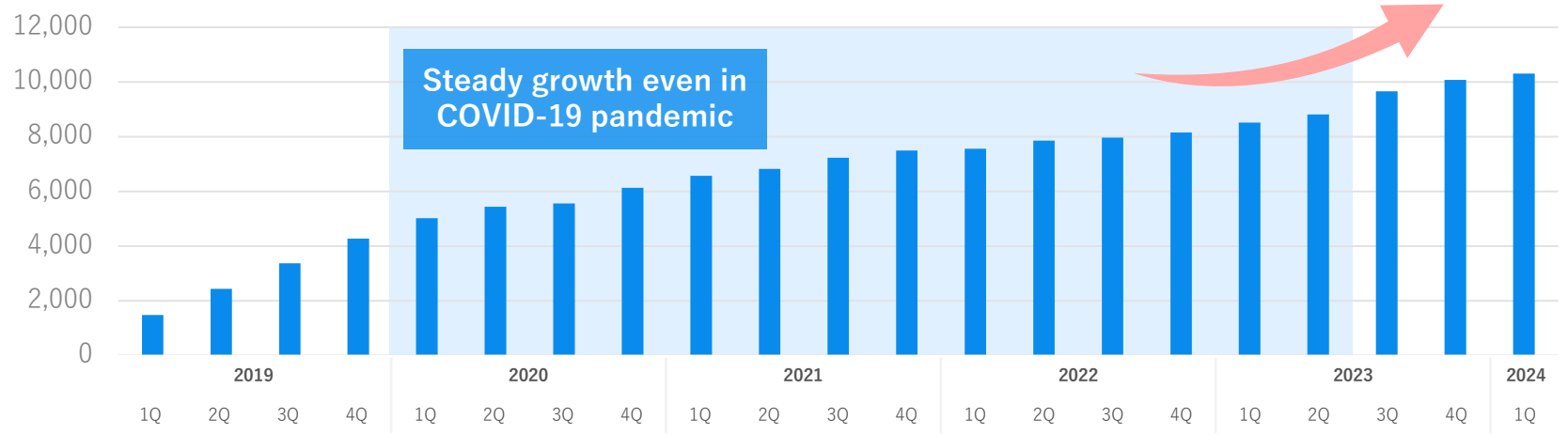
GLOBAL WiFi Business　Corporate Use

Number of registered companies using the corporate-specific form for bulk corporate billing applications

(Cases)



Number of “GLOBAL WiFi for Biz” registered companies



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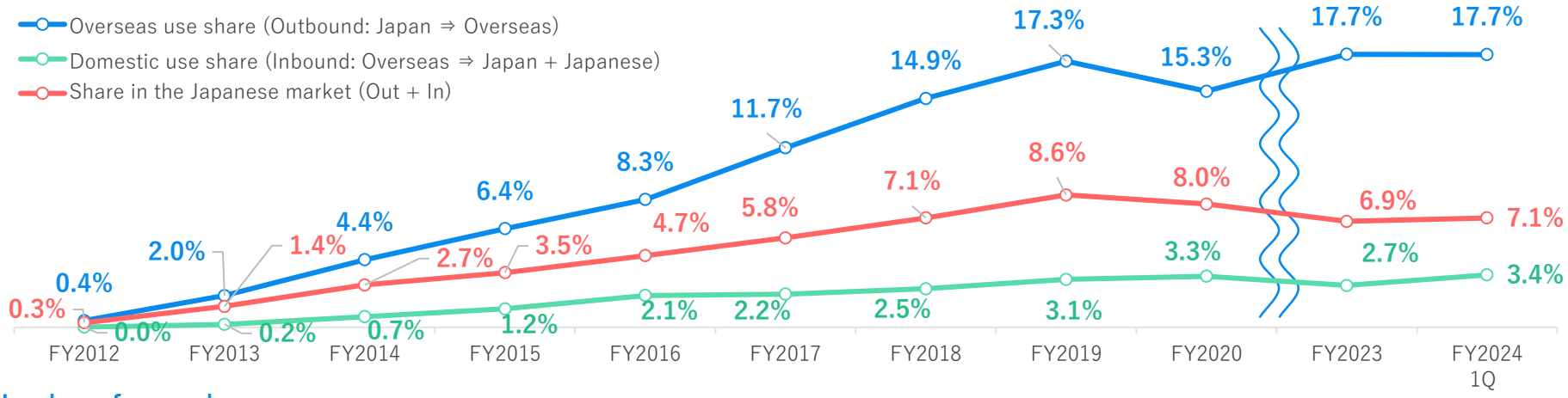
GLOBAL WiFi Business　Changes in the Number of Usage

Our Wi-Fi rental service penetration ratio (Japan)

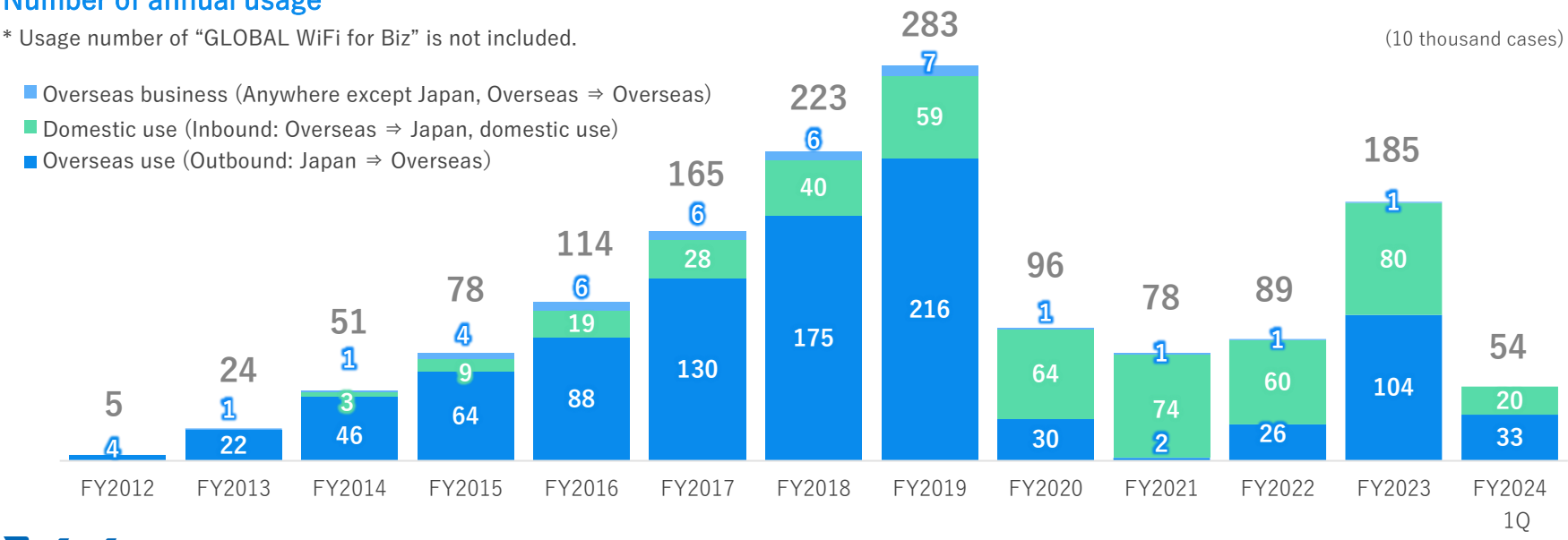
* FY 2021 - FY 2022: As the number of domestic and foreign travelers was very small and rentals were mostly for domestic use, information is not shown in the table above.



Number of annual usage

* Usage number of “GLOBAL WiFi for Biz” is not included.

(10 thousand cases)



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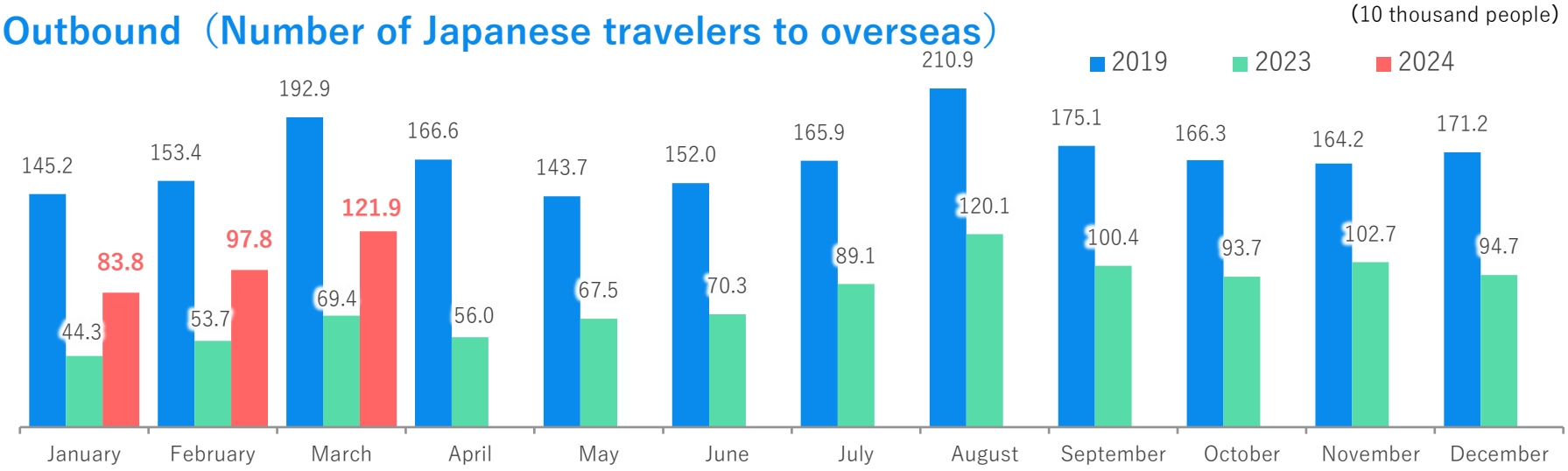
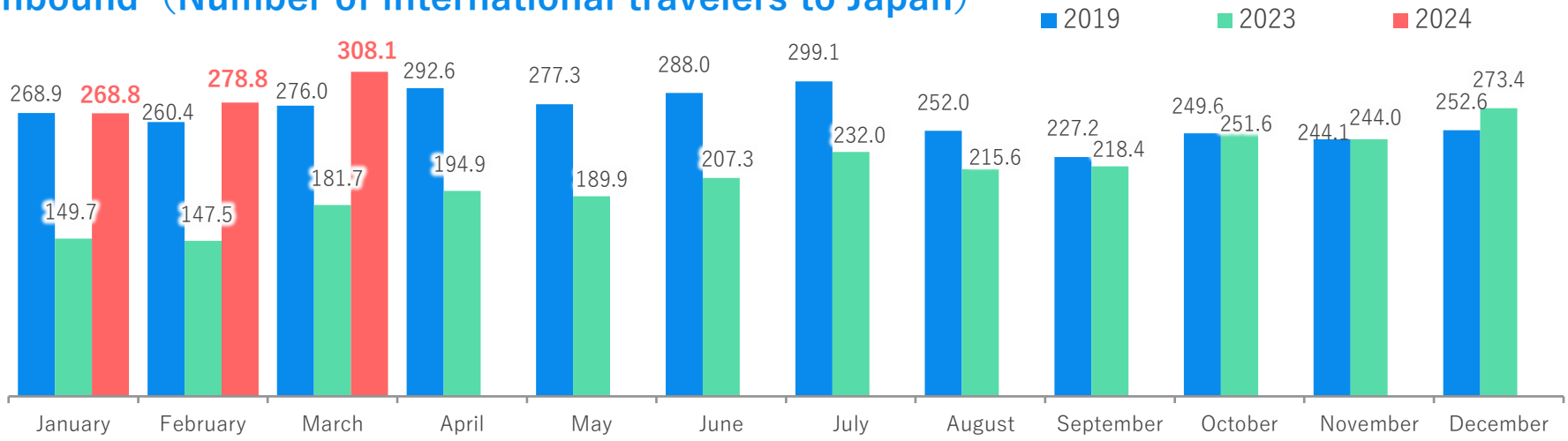
GLOBAL WiFi Business　Changes in Number of Overseas Travelers

Outbound（Number of Japanese travelers to overseas）



Inbound（Number of international travelers to Japan）



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Information and Communications Service Business

Startup support and acquisition of in-house developed services

J-Startup Supporter Company Certification

J-Startup

In addition to providing information and communications services, we have been providing necessary information, collaboration and support for each stage of startups and venture companies.

① Sales agent for products and services
② Introduction of clients, related companies
③ Preferential rates for conference room rentals
④ Preferential rates for “GLOBAL WiFi for Biz,” a Wi-Fi router which can be used domestically and overseas.

Have dealings with
one in ten companies*
that are newly established within the year in Japan

* Total number of companies established within 6 months (including sole proprietors), starting business with us (our research)
* The number of acquisitions will depend on the fluctuations in handling services and products.

【New business】 M&A

VWS Cam
ビジョン光
MORPH
etc.

Stock (Subscription) earnings

VWS
FRi ガラサポ
Vision Crafts!

Flow (One-shot) earnings

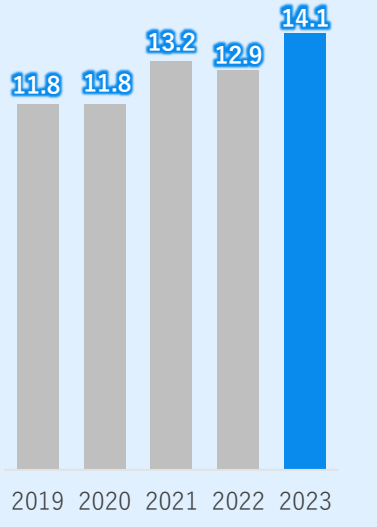
Fixed-line communication
Mobile communication
Office automation equipment
Internet media
Eco-solution
Construction related
Space management
etc.

Market scale

Number of registration of incorporations (total) : 141,452

Continuously increasing due to the government’s aggressive support for business startups and companies.
Attracting customers by utilizing our web marketing know-how with a track record of about 20 years. Upstream marketing strategy.

(Unit: 10k cases)



Created from National Statistics Center materials.

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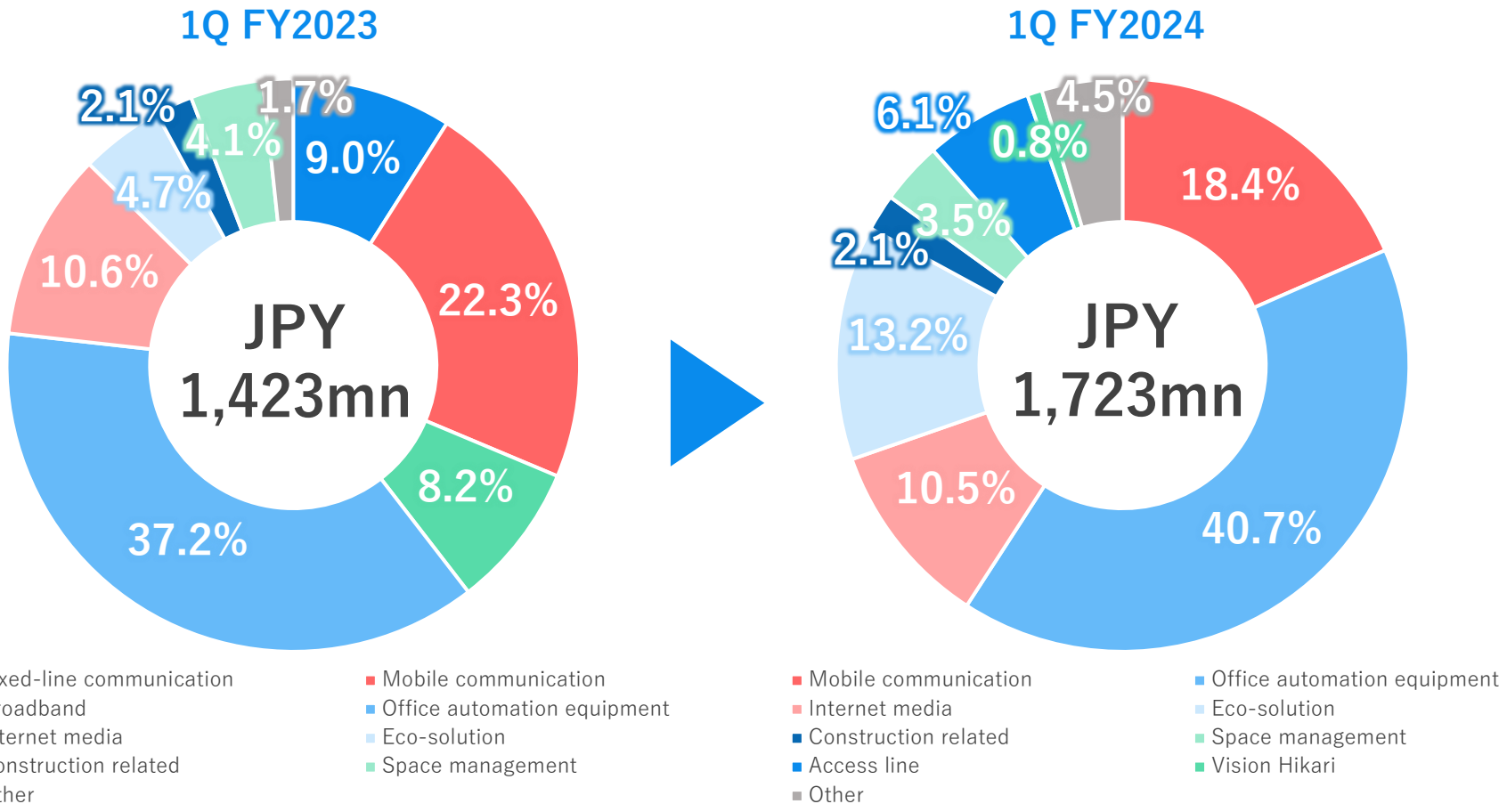
Information and Communications Service Business
Gross Profit Composition

Sales remained strong by flexibly responding to changes in the external environment by leveraging the strength of multiple businesses (products and services) and sales channels.

Sales of office automation equipment and electricity agency (Eco-solution business) were strong.



* The figures are different from those of the segment results because they are monthly changes in profit and loss which do not include closing.

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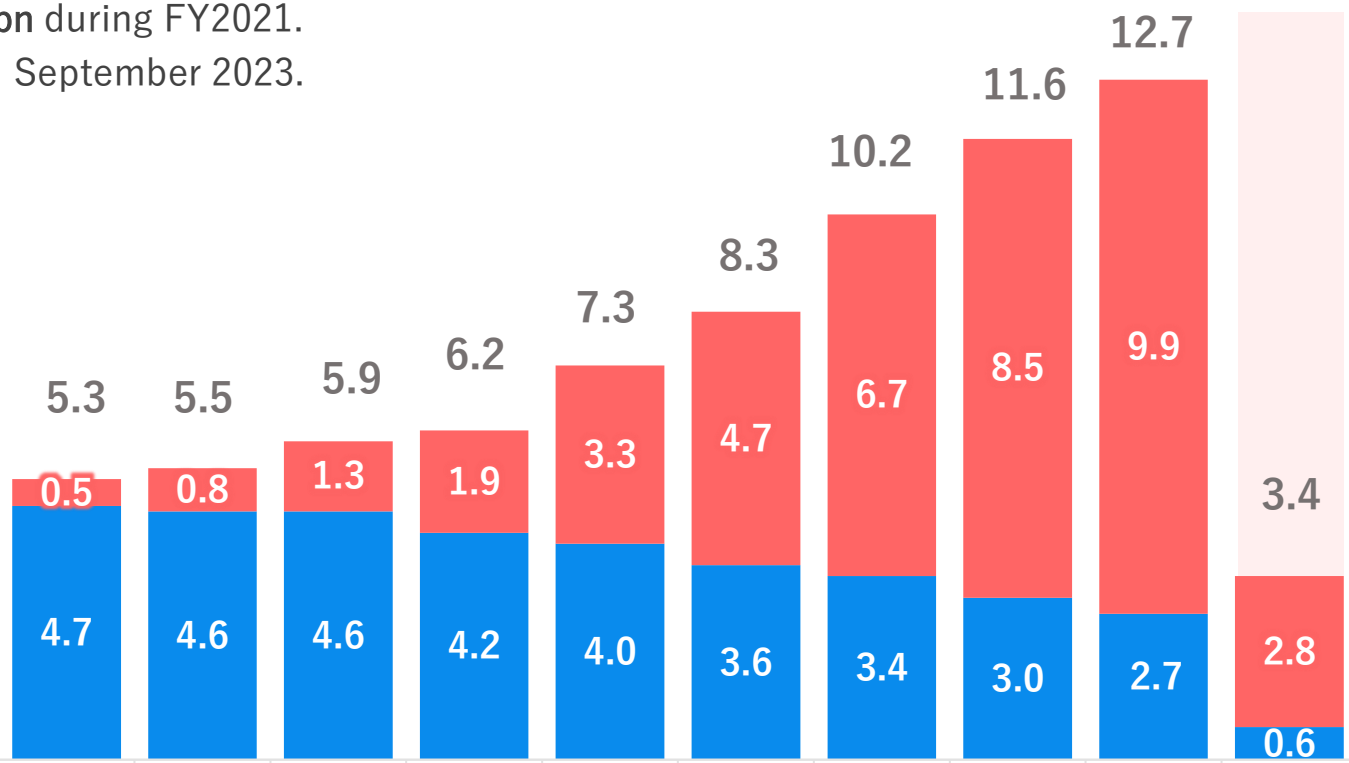
Stock Earnings　Gross Profit Change
Information and Communications Service Business

Strengthen stock earnings, which will become a stable earnings base in the long run.

(JPY100mn)

Strengthen sales of in-house developed services since FY2019.
Achieved a profit of **JPY1bn** during FY2021.
Launched Vision Hikari in September 2023.



	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024 1Q
By in-house services	0.5	0.8	1.3	1.9	3.3	4.7	6.7	8.5	9.9	2.8
From carriers/manufacturers	4.7	4.6	4.6	4.2	4.0	3.6	3.4	3.0	2.7	0.6

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In-house Developed Services

- Provide Products/Services Responding to Customer Needs and the Times -

Adopted by
400,000
companies

Work style reform is promoted due to the spread of COVID-19.

Accurately capture the needs of customers, markets, and times, acquire new customers, and up/cross selling according to the growth stage of the company to grow business while increasing continuous earnings.

Digital Transformation Certification

Certified as a "Digital Transformation Certified Company"

Based on the Digital Transformation certification system established by the Ministry of Economy, Trade and Industry, we have been certified as a "Digital Transformation Certified Company."

ビジョン光

Our own fiber optic line service "Vision Hikari"

Provide a one-stop service even when two contracts, a line contract and a provider contract, are required.
The quality of the line remains the same, but the usage fee is lower.

Vision Crafts!



PC・スマホ対応ホームページ制作サービス
MORPH

FAi ガラサポ
法人専用端末補償プラン



Compensation and repair services for corporate mobile phones

Contract number from 30,000 devices.
Corporate mobile phone compensation service with no need to visit a shop for easy replacement and no out-of-pocket.



LED lighting

Reduce installation costs and save energy by renting.



Website production and operation

We have produced over 2,000 companies' websites a year and created reasonable websites for smartphones. Operational services. It has strong visual appeal and conveys the appeal of products and services with simple operations.

Vision
More vision, More success.

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In-house Developed Services
- Provide Products/Services Responding to Customer Needs and the Times -

Sales of “VWS series” were strong.

Services developed and used by Vision are expanded to users (DX promotion).

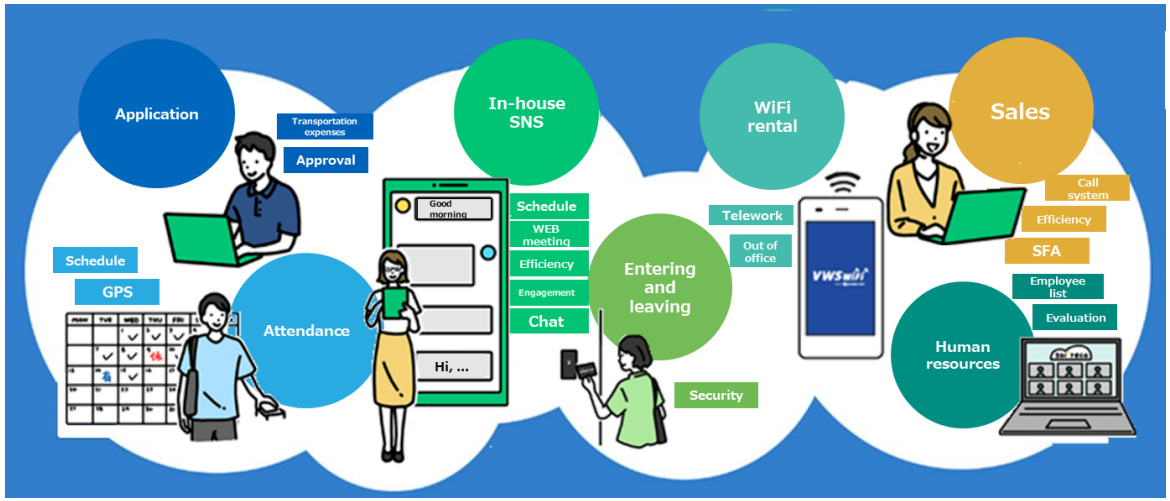
Provide users who need essential features of our services in a cloud environment on a monthly fee basis.



Providing a more comfortable working environment for all companies

“Cloud migration” with ”VWS”

Streamline daily operations with cloud tools and support various working styles such as teleworking.



New! **Started service of IP cameras.**

18 yen/day
IP camera

Small, reassuring, fun
Edge AI netcam

VWS Cam



Reassurance at a low cost.
Monthly rate of **550** yen/device (tax included)
*Devices available from 550 yen per month

This IP camera is recommended for those who use simple offices or do not have security measures in their restaurants.

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New Glamping Proposed by Vision

美肌の湯 こしかの温泉 Glamping

VISION GLAMPING Resort & Spa
Koshikano Onsen



VISION GLAMPING Koshikano Onsen is the first glamping facility in Japan to offer all rooms with private space and an open-air hot spring bath.

Enjoy not only the advantages of camping in the rich natural environment of Kirishima, but also the comforts of a hotel-like setting.

VISION GLAMPING
Resort & Spa 山中湖



We offer an extraordinary experience of staying at Yamanakako, surrounded by nature and Mt. Fuji, a World Heritage Site.

Completely private glamping with all rooms equipped with everything, including open-air baths and saunas.

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04

Sustainability - ESG＋SDGs -

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Establishment of Sustainability Committee

Basic Policy on Sustainability

Vision Group's management philosophy is "To Contribute to the Global Information and Communications Revolution." Based on this philosophy, we will position sustainability initiatives as an important management issue. Specifically, we aim to contribute to the global environment, realize a sustainable society and economic growth, and will contribute to the universal human philosophy of "sustainable growth" through our business.

Sustainability Committee

To promote management from a sustainability perspective, we established the Sustainability Committee in April 2024. It is responsible for overall planning of sustainability activities, formulation and revision of strategies, identification of important issues, etc. By engaging in corporate activities to solve environmental and social issues in accordance with the Committee's regulations, we will contribute to the creation of a sustainable society while achieving sustainable growth and increasing corporate value over the medium to long term.

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Materiality（Fundamental Initiative）



Symbiotic Growth（Vision's Slogan）
Vision for the future, created with the diverse societies as a member of the planet

Promising sustainable growth to our stakeholders, engaging in various business activities, whilst working towards a sustainable global environment and society.
The slogan "Symbiotic Growth" is the highest priority of the materiality and the guideline for all business-related activities.

Fundamental Activities
— Social Demands —

Negative Impact of Business Activities
must

ESG	Topic	Materiality
E	Environmental Conservation	Commitment to a decarbonized society and environmental protection
G	Workstyle Reform	Becoming a company in which, all employees can work in a secure and diverse environment

Value Creation
— Social Expectations —

Positive Impact of Business Activities
should

ESG	Topic	Materiality
S	Regional Revitalization	Contributing to local economies by regional revitalization and creating employment
S	Creating a Future	Contributing to society by supporting families and medical care for future generations

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Materiality（Fundamental Initiative）

Fundamental Activities (Negative/Issues to be Controlled)

Efforts towards creating a decarbonized society and to protect the environment (E)

Environmental Conservation



Actions - Current Initiatives -	1. VWS Attendance Management / Legal Signature to be paperless contracts 2. Promotion of CO2 reduction through proposals to reduce electricity costs（LED, air conditioning, renewable energy） 3. CO2 reduction efforts using carbon offset products such as MFPs 4. Information disclosure through CDP and SBT certification 5. Installation of EV stations at glamping facilities
Actions - Future Initiatives -	1. Private power generators at glamping facilities (Solar energy, etc.) 2. Shifting from cans and bottles to "My Bottle"(Removal of vending machines) 3. In-house power generation and storage/development

Becoming a company in which all employees can work in a secure and diverse environment (G)

Workstyle Reform



Actions - Current Initiatives -	1. Establishment of rules for shorter and more flexible working hours 2. Proactive efforts to promote women in the workforce (Eruboshi Certification 2-star approval) 3. Active promotion of maternity leave and implementation of paternity leave 4. Establishment of the Career Design Office and career support for employees
Actions - Future Initiatives -	1. Establishment of employment support for families in need of nursing care, single-mother, and single-father families 2. Establishment of sales departments and products that enable women to play more active roles 3. Skill improvement by supporting the acquisition of qualifications 4. Introducing and operating a company-wide unified personnel evaluation system

Value Creation (Positive/Providing Value)

Contributing to local economies by regional revitalization and creating employment (S)

Regional Revitalization



Actions - Current Initiatives -	1. Job creation through regional recruitment and remote working using telework 2. Reducing food waste at glamping business 3. Promoting local products and tourism resources through glamping business 4. Actively employing people with disabilities, both in the Tokyo metropolitan area and rural areas
Actions - Future Initiatives -	1. Expand local employment by introducing workcations and enforcing local hiring 2. Actively utilize local governments' initiatives to attract new companies 3. Support the growth of local companies by strengthening cooperation and alliance 4. One-stop service to train local entrepreneurs

Contributing to society by supporting families and medical care for future generations (S)

Creating a Future



Actions - Current Initiatives -	1. Creating a stable working environment for parents by providing Vision Kids nursery school 2. Providing GLOBAL WiFi to local governments (GIGA school program) to promote the establishment of online classes 3. Supporting Japan Heart（Japan-originated medical NGO) with GLOBAL WiFi devices and donating a portion of sales 4. Supporting the activities of the Peace Piece Project
Actions - Future Initiatives -	1. Support students and young people by expanding the free rental of GLOBAL WiFi 2. Operation/support of childcare and child welfare facilities 3. Operation of facilities for children with developmental disabilities, cooperation with local facilities 4. Support for customer-integrated NGOs

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ESG＋SDGs

Consistent with our ideals to **“create the future of information and communication for the future of all people,”** Vision Group aims for continuous growth and improvement of corporate value through adherence to the areas of ESG in our management and business strategies. In addition, through commitment to social issues outlined in the SDGs, we will contribute to the harmonious and sustainable development of society and the planet.

Environmental
環境

RQ Disaster Education Center

Michinoku Trail Club

Ecology Cafe

IT Global warming prevention “Green Site License”

Social
社会

Certified “Eruboshi (Level 2)”

Recognized “health and productivity management 2023”

International Medical Volunteers Japan Heart



Vision Kids Nursery School

Governance
コーポレート・ガバナンス



Compliance and Internal Control

IS 650094 / ISO 27001 :2013

PrivacyMark (P Mark)

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MSCI ESG Ratings “A” Certified

MSCI ESG rating of “A” as of April 2024, continuing from 2023



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THE USE BY VISION INC. OF ANY MSCI ESG RESEARCH LLC OR ITS AFFILIATES (“MSCI”) DATA, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT, RECOMMENDATION, OR PROMOTION OF VISION INC. BY MSCI. MSCI SERVICES AND DATA ARE THE PROPERTY OF MSCI OR ITS INFORMATION PROVIDERS , AND ARE PROVIDED ‘AS-IS’ AND WITHOUT WARRANTY. MSCI NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI.

We received an “A” rating in the MSCI ESG Ratings by Morgan Stanley Capital International. The MSCI ESG Ratings analyze a company’s Environmental, Social, and Governance practices and assign a rating on a seven-point scale from AAA (the highest rank) to CCC (the lowest rank). We will engage in many business activities under the slogan “Vision for the future, created with the diverse societies as a member of the planet.”

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CDP “Climate Change Report 2023” 【B-】Certified

Certified with a Management Level 【B-】 in the CDP “Climate Change Score 2023.”

Launched in 2000, CDP is a British charity-controlled Non-governmental Organization (NGO) that runs the global disclosure system to help investors, corporations, nations, regions, and cities manage their own environmental impacts.



Vision Group has set forth “Vision for the future, created with the diverse societies as a member of the planet” as its Symbiotic Growth (Vision’s Slogan), and is promoting “Environmental Conservation: Efforts towards creating a decarbonized society and to protect the environment” as one of its Materiality (Fundamental Initiative).

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05

Topics

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“GLOBAL WiFi®” Expands 5G Coverage Area

Ultra-high-speed 5G Plan is available in the following 23 new countries in addition to 12 countries and regions. As a result, it now offers 5G in 35 countries and regions.

We will continue to expand the service area as soon as it is ready.





Click here for the release.

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Business Alliance with THISIS Inc.

Purpose of the Alliance

Vision believes that the Alliance with THISIS will provide a diverse affinity for the expansion of services in the various businesses that we are engaged in, thereby enhancing customer convenience.

About THISIS

The main feature of THISIS's calling system is that it is possible to make a call or chat by simply accessing URL (THISIS ID) that identifies the other party with the smartphone's browser. The caller can use it from anywhere in the world without a specific app or account registration.

Read QR → Show THISIS Call Window → Call → Use with Chat



Examples of use in various situations



CASE 1: Employee-to-employee communication tools



CASE 2: Room calls at hotels and inns



CASE 3: Contact for events with a fixed duration, etc.



CASE 4: Contact for freelancers and small businesses



CASE 5: Another contact for emergencies such as disaster



CASE 6: Contact for lost pets, wandering elderly, etc.



CASE 7: Call center



CASE 8: Receives reservations for restaurants

Click here for the release.

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Establishment of U.S. (New York) Subsidiary

We decided to establish a subsidiary in the U.S. (New York) to accelerate “Stage 3: Global (Overseas to Overseas) Expansion.”

Outline of newly established subsidiary

Company Name	Vision, inc (tentative)
Location	New York, USA
Description of Business	GLOBAL WiFi Business
Capital	US$100,000 (planned)
Date of Establishment	June 2024 (scheduled)
Fiscal year end	December 31
Major shareholders and shareholding ratio	Vision Inc. 100%
Date of commencement of business	Pending determination

3 major New York City airports Passengers in 2023

* Figures in [ ] are for international passengers.



Created from data by The Port Authority of New York and New Jersey.

Click here for the release.

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Start Distributing IR E-newsletter

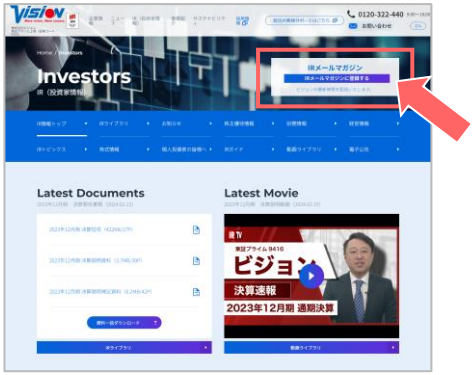
The IR e-newsletter provides shareholders and investors with important and up-to-date information on Vision's releases, timely disclosures, financial results, etc., in a timely manner.

Vision Inc. IR E-newsletter
Click here for registration.

How to register through our IR Homepage (for Japanese)

① Click the banner on the IR top page

https://www.vision-net.co.jp/ir



② Fill in the required information and "Submit" to complete your registration.



Image of e-newsletter



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Forward-Looking Statements

Materials and information provided in this announcement include so-called “forward-looking statements.”

They are estimated at the present and based on the assumption that involves forecasts and risks, and substantially they include uncertainties which could cause different results from these statements.

These risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions, such as interest rates and currency exchange fluctuations.

In the future, even if there is new information or future events etc., we shall not be obligated to update and revise the “forward-looking statements” included in this announcement.

Vision Inc.

Contact： Investor Relations Dept.

ir@vision-net.co.jp

This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

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