



Q3 FY2024

Financial Results

Vision Inc.

Stock Code: 9416

November 13, 2024

Q3 FY2024 Financial Results

- 01** Performance Highlights and Q3 FY2024 Financial Results
- 02** Efforts for Growth
- 03** Shareholder Returns
- 04** Sustainability - ESG + SDGs -

01

**Performance Highlights and
Q3 FY2024
Financial Results**

Q3 FY2024 Highlights

Sales

Record high

JPY26,111mn

2023
3Q
YoY

Incl. support operations
Excl. support operations

JPY23,953mn +9.0%
JPY22,129mn +18.0%

Operating profit

Record high

JPY4,317mn

2023
3Q
YoY

Incl. support operations
Excl. support operations

JPY3,717mn +16.1%
JPY3,168mn +36.3%

GLOBAL WiFi

Sales

Record high

JPY14,542mn

2023
3Q
YoY

Incl. support operations
Excl. support operations

JPY13,933mn +4.4%
JPY12,108mn +20.1%

Segment profit

Record high

JPY4,439mn

2023
3Q
YoY

Incl. support operations
Excl. support operations

JPY4,056mn +9.4%
JPY3,507mn +26.6%

Information and Communications Service

Sales

Record high

JPY10,752mn

2023
3Q
YoY

JPY9,278mn +15.9%

Segment profit

Record high

JPY1,280mn

2023
3Q
YoY

JPY929mn +37.8%

Glamping and Tourism

Sales

Record high

JPY810mn

2023
3Q
YoY

JPY689mn +17.4%

Segment profit

Record high

JPY88mn

2023
3Q
YoY

JPY76mn +16.4%

* In FY2023, 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.

Q3 FY2024 Highlights

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**.
- ◆ Sales of JPY26,111mn, up 9.0% (up 18.0%), and operating profit of JPY4,317mn, up 16.1% (up 36.3%).
* Ratio of change in () 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

- ◆ Corporate demand strongly remained and demand of data capacity for “Unlimited Plan (4G/5G)” remained at a high level.
- ◆ Inbound: Sales of “NINJA WiFi” and SIM cards through vending machines which operate at airport counters were favorable.
- ◆ Focus on sales of “World eSIM.”

Information and Communications Service

- ◆ Strengthened sales capability while actively promoting mid-career recruitment. Sales of office automation and mobile communications equipment and electricity agency (Eco-solution business) performed well.
- ◆ Expanded sales of in-house developed recurring-revenue services.

Glamping and Tourism

- ◆ Both “VISION GLAMPING Resort & Spa Yamanakako” (Yamanakako Village, Yamanashi Prefecture) and “VISION GLAMPING Resort & Spa Koshikano Onsen” (Kirishima City, Kagoshima Prefecture) improved their occupancy rates.
- ◆ The number of foreign guests increased.

Partial Changes to Shareholder Benefit Program

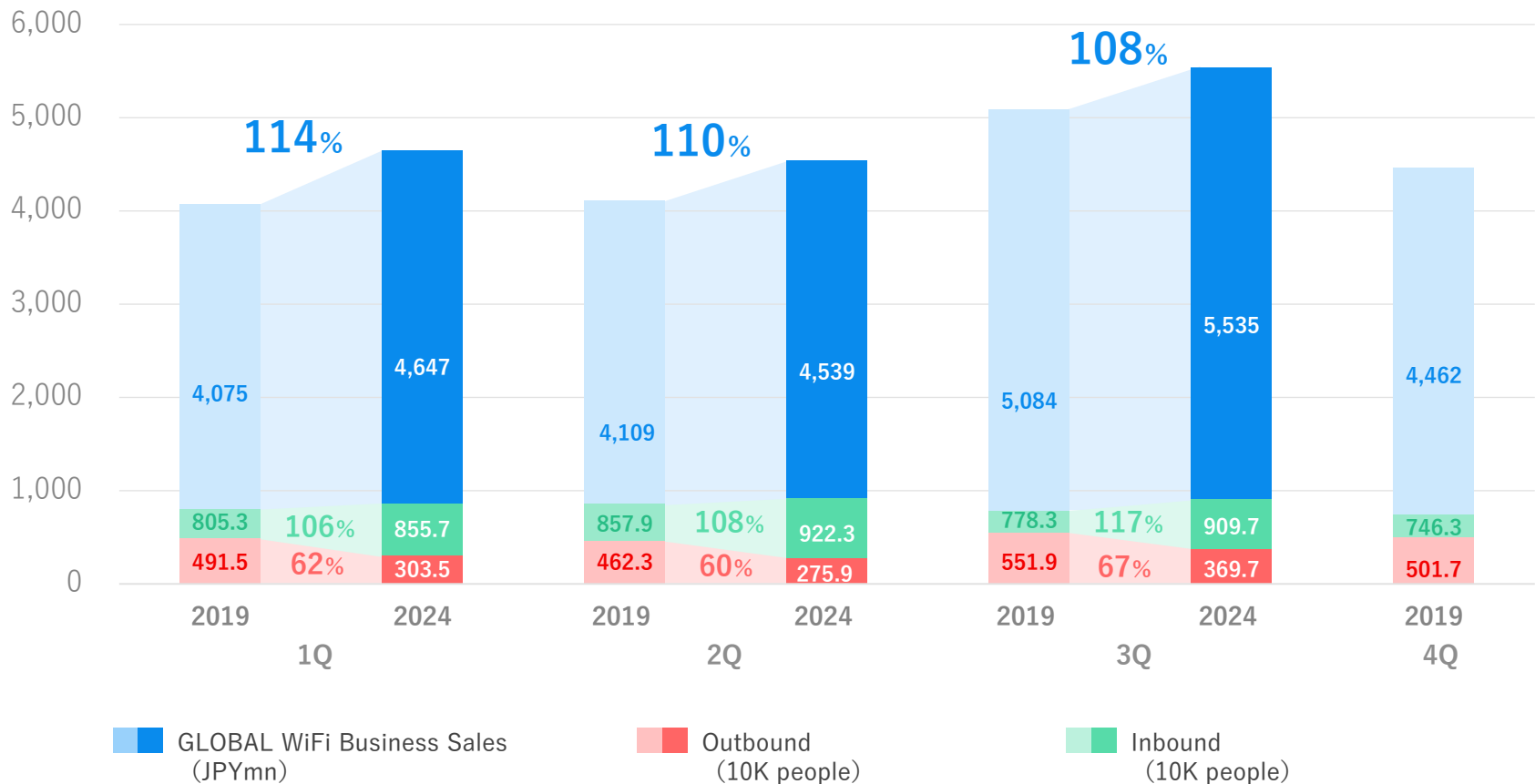
The following new system will apply to shareholders listed or recorded in the shareholders' register as of December 31, 2024.
Holders of 300 shares or more will receive a QUO card worth 15,000 yen in addition to the existing number of coupons.

With the above expansion, we will discontinue the exchange of two coupons (3,000 yen) for “KO SHI KA” assortment of 3 skincare products due to rising costs and the inability to keep up with production.

GLOBAL WiFi Business

Despite a slow recovery in outbound demand, corporate demand remained strong and selection ratio for Unlimited Plans remained high, resulting in growth rates exceeding 2019 in each quarter.

Growth rate of GLOBAL WiFi Business, Recovery rate of Outbound and Inbound



GLOBAL WiFi Business Sales (JPYmn)

Outbound (10K people)

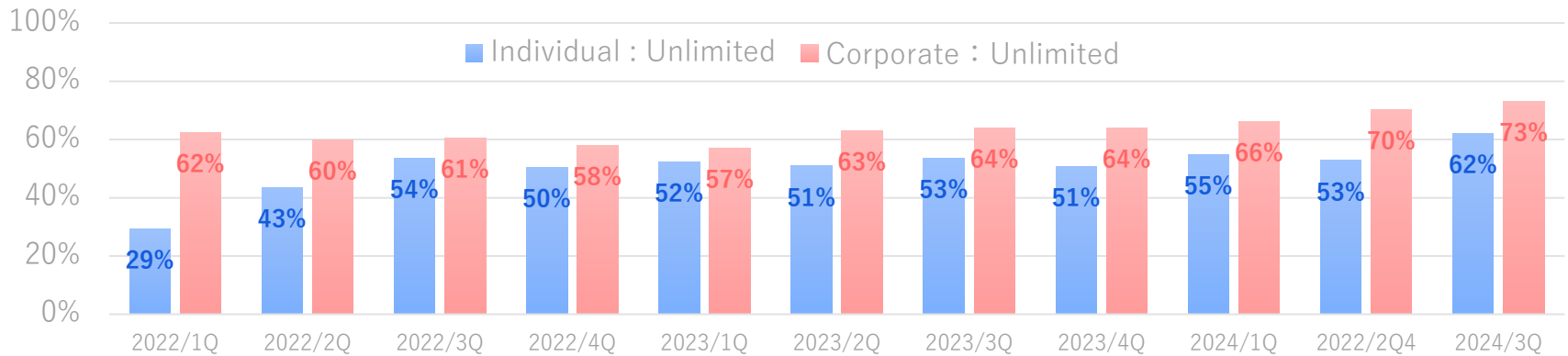
Inbound (10K people)

Created from the Japan National Tourism Organization (JNTO) materials.

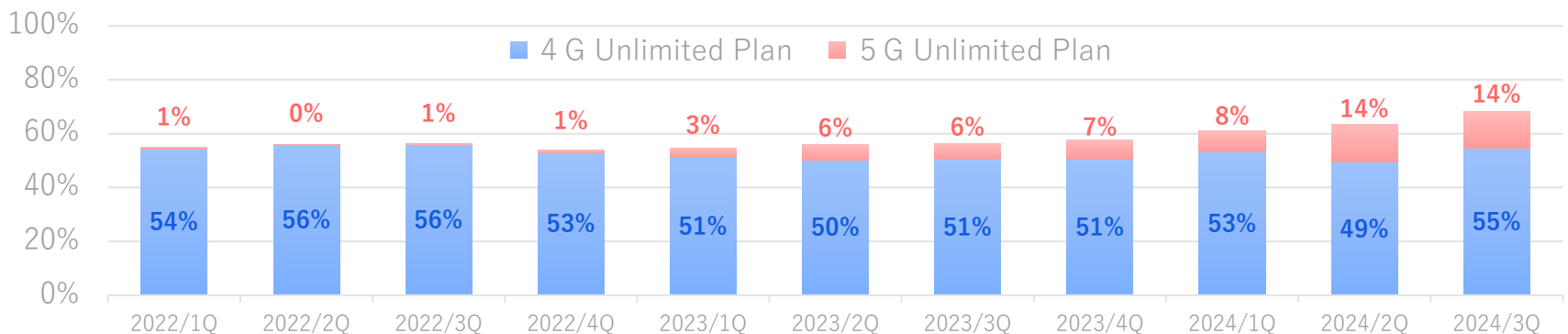
GLOBAL WiFi Business Unlimited Plan Usage Ratio

- ◆ The coverage area of the “Unlimited Plan” was expanded from 91 countries and regions to 94 in July 2024, to 95 in September 2024, and to 116 in November 2024.
- ◆ 5G coverage area was expanded from 10 countries and regions to 12 in July 2023 and to 42 in September 2024.

Unlimited Plan Usage Ratio (Corporate / Individual)



Unlimited Plan Usage Ratio (5 G / 4 G)



GLOBAL WiFi Business - Comparison of “World eSIM” and “GLOBALWiFi” -



You can use your smartphone safely, conveniently and comfortably!



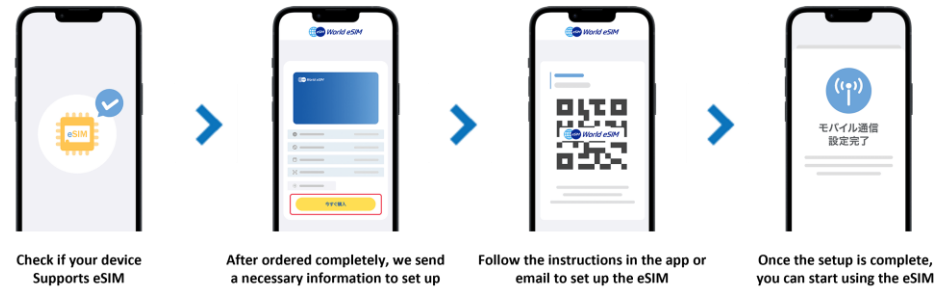
Receive and return available at the industry's largest number of airport counters!



With wide variety of plans, including 5G and unlimited, you can find the perfect plan for your usage scenario.



No need to receive and return! Order anytime, anywhere!



GLOBAL WiFi
Available in more 200 countries and regions

World eSIM
Available in more 180 countries and regions

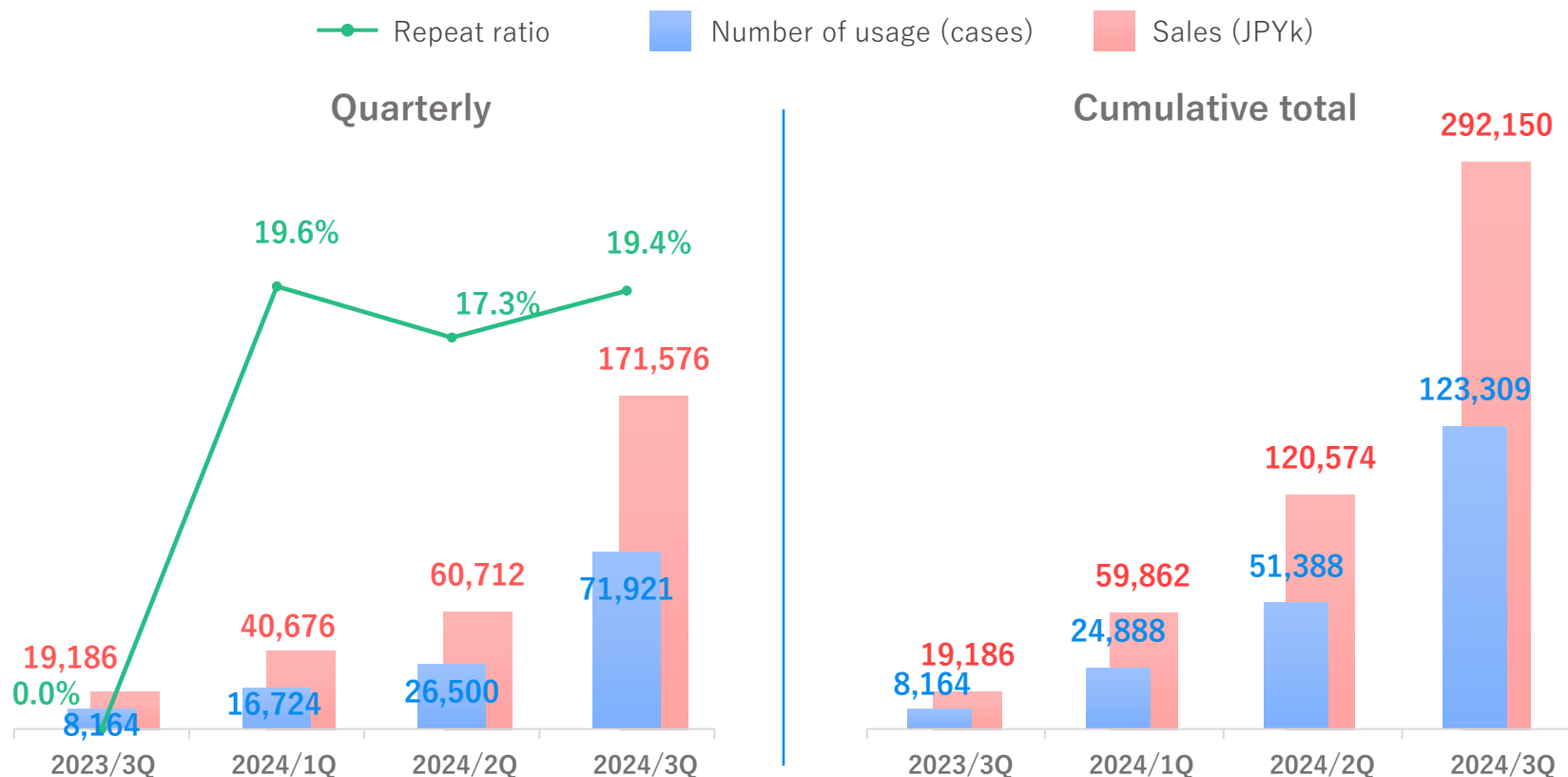
Recommended scene	Convenient for multiple people and multiple devices. If you select a 5G plan, you can communicate at 5G speeds even with non-5G compatible phones.	Ideal for single traveler or only one device connected.
Features	<ul style="list-style-type: none"> • Provide Unlimited Plans in 116 countries and regions. • In addition to smartphones, you can also connect to PCs, game consoles, etc. • Short recovery time in case of communication problems. • Multiple telecommunication companies' signals available in each country. • Mostly used for business trips and family trips. • Save money by splitting the cost among several people. • Stable communication through carrier aggregation. 	<ul style="list-style-type: none"> • Easy from application to start of service • eSIM compatible phone required. • Tethering allows communication with devices other than smartphones. • Expanding use by young people. • Additional capacity is purchased based on usage. • In case of a 5G non-compatible phone, 4G communication will be used.
Coverage area	Wide coverage area due to the use of cloud-based Wi-Fi, which allows multiple telecommunication companies' signals to be used in each country.	Coverage area is narrower than that of “GLOBAL WiFi®” because it is a contract with one telecommunication company in each country.

*Carrier aggregation: This technology improves communication speeds and provides stable, high-speed communication by using multiple frequency bands simultaneously. 8

GLOBAL WiFi Business World eSIM

- ◆ We have strengthened sales of “World eSIM” since November 2023.
- ◆ Sales composition ratio in the GLOBAL WiFi Business for the current fiscal year was 1.8%, with a steady increase in the number of usage and the repeat ratio.

Sale / Number of usage / Repeat ratio of World eSIM



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**.
- ◆ Sales of JPY26,111mn, up 9.0% (up 18.0%), and operating profit of JPY4,317mn, up 16.1% (up 36.3%).
* Ratio of change in () excludes sales and operating profit of support operations (airport quarantine support operations and PCR testing) in the same period of the previous year.

	3Q FY2023		3Q FY2024		YoY		FY2024 Forecast announced in June 2024	
	Result	Ratio	Result	Ratio	Change	Ratio of change	Forecast	Progress rate
Sales	23,953 22,129	100.0% -	26,111	100.0%	2,157 3,982	9.0% 18.0%	36,145	72.2%
Cost of sales	10,610	-	10,929	41.9%	319	3.0%	15,488	70.6%
Gross profit	13,343	55.7%	15,181	58.1%	1,838	13.8%	20,656	73.5%
SG&A expenses	9,626	40.2%	10,864	41.6%	1,237	12.9%	14,949	72.7%
Operating profit	3,717 3,168	15.5% -	4,317	16.5%	600 1,149	16.1% 36.3%	5,707	75.6%
Recurring profit	3,764 3,215	15.7%	4,373	16.7%	609 1,158	16.2% 36.0%	5,738	76.2%
Profit attributable to owners of parent	2,514 2,139	10.5%	2,869	11.0%	354 729	14.1% 34.1%	3,797	75.6%

Segment Result

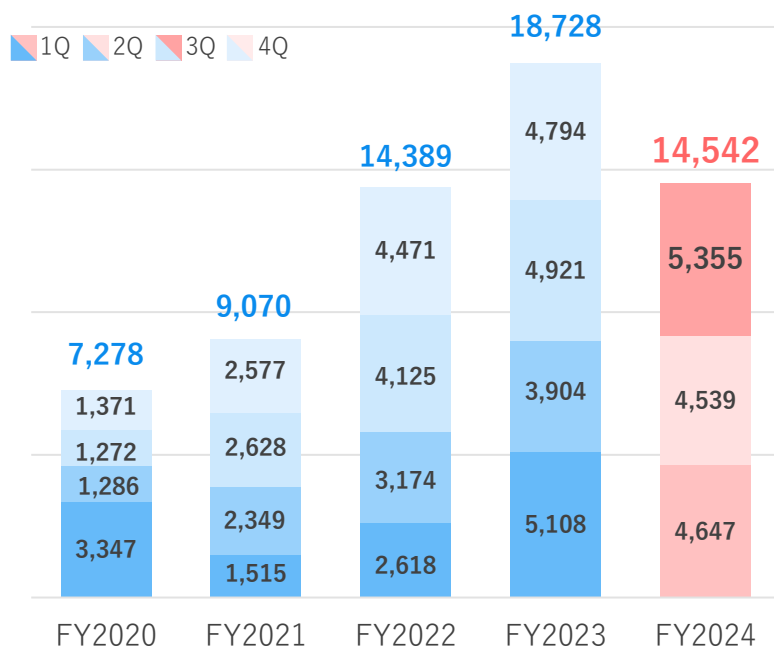
Sales (JPYmn)	3Q FY2023		3Q FY2024		YoY		FY2024 Forecast announced in June 2024	
	Result	Ratio	Result	Ratio	Change	Ratio of change	Forecast	Progress rate
GLOBAL WiFi	13,933 12,108	58.2% -	14,542	55.7%	608 2,433	4.4% 20.1%	20,391	71.3%
Information and Communications Service	9,278	38.7%	10,752	41.2%	1,474	15.9%	14,418	74.6%
Glamping and Tourism	689	2.9%	810	3.1%	120	17.4%	1,223	66.2%
Subtotal	23,901	99.8%	26,104	100.0%	2,203	9.2%	36,033	72.4%
Others	80	0.3%	29	0.1%	(51)	(63.9%)	112	26.0%
Adjustments	(28)	(0.1%)	(22)	(0.1%)	6	-	0	-
Segment profit (JPYmn)	3Q FY2023		3Q FY2024		YoY		FY2024 Forecast announced in June 2024	
	Result	Profit ratio	Result	Ratio	Change	Ratio of change	Forecast	Progress rate
GLOBAL WiFi	4,056 3,507	29.1% -	4,439	30.5%	382 931	9.4% 26.6%	5,890	75.4%
Information and Communications Service	929	10.0%	1,280	11.9%	351	37.8%	1,658	77.2%
Glamping and Tourism	76	11.0%	88	10.9%	12	16.4%	161	54.9%
Subtotal	5,061	21.2%	5,808	22.2%	746	14.7%	7,710	75.3%
Others	(113)	-	(144)	-	(31)	-	(147)	-
Adjustments	(1,231)	-	(1,345)	-	(114)	-	(1,855)	-

The blue figures are comparisons after subtracting the amount of support operations, etc. performed in the previous fiscal year.

GLOBAL WiFi Business Performance Change

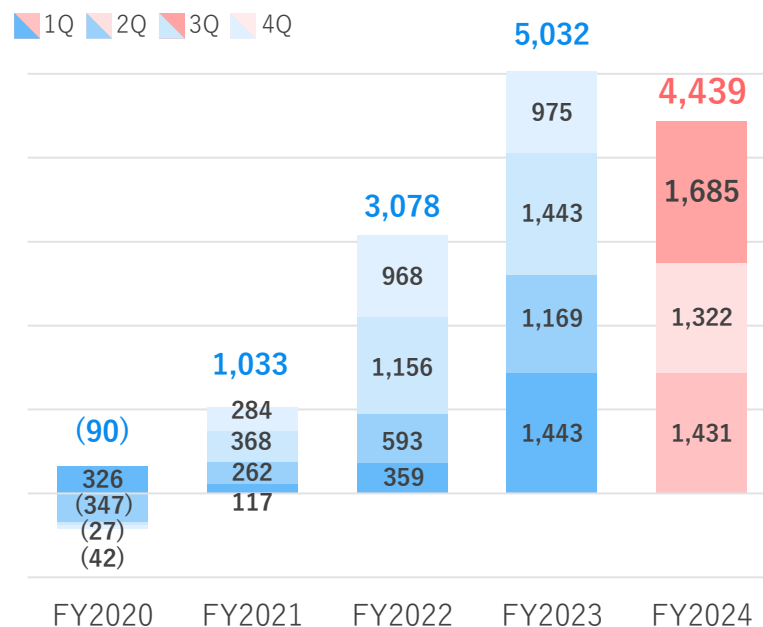
- ◆ Corporate demand strongly remained and demand of data capacity for “Unlimited Plan (4G/5G)” remained at a high level.
- ◆ Inbound: Sales of “NINJA WiFi” and SIM cards through vending machines which operate at airport counters were favorable.
- ◆ Focus on sales of “World eSIM.”

Sales



Segment profit (loss)

(JPYmn)

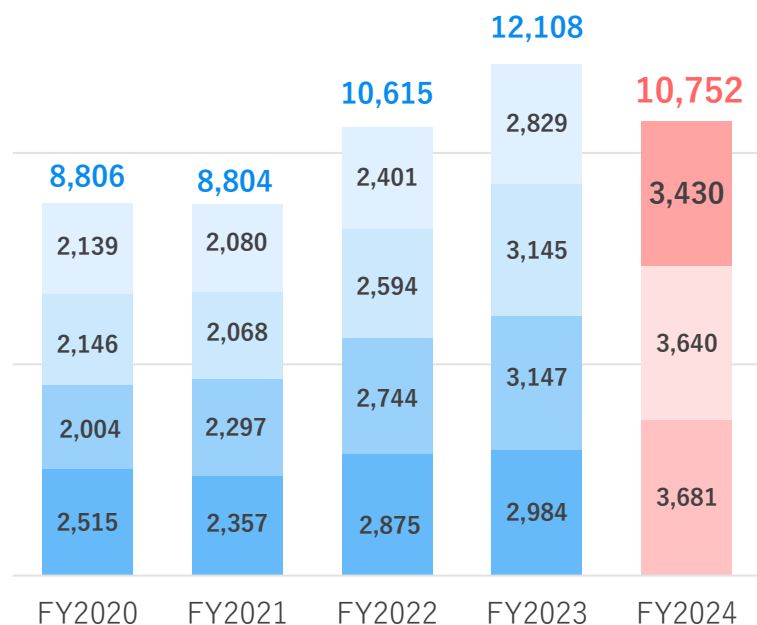


Information and Communications Service Business Performance Change

- ◆ Strengthened sales capability while actively promoting mid-career recruitment. Sales of office automation and mobile communications equipment and electricity agency (Eco-solution business) performed well.
- ◆ Expanded sales of in-house developed recurring-revenue services.

Sales

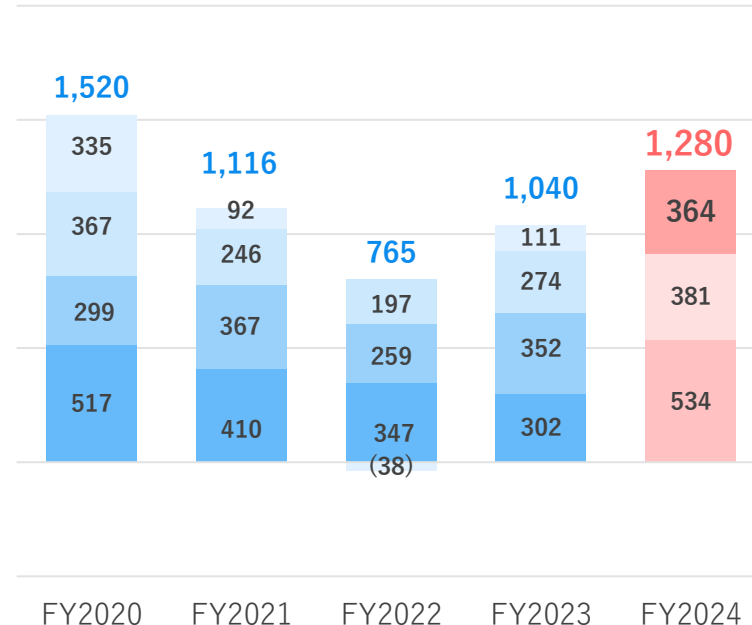
1Q 2Q 3Q 4Q



Segment profit (loss)

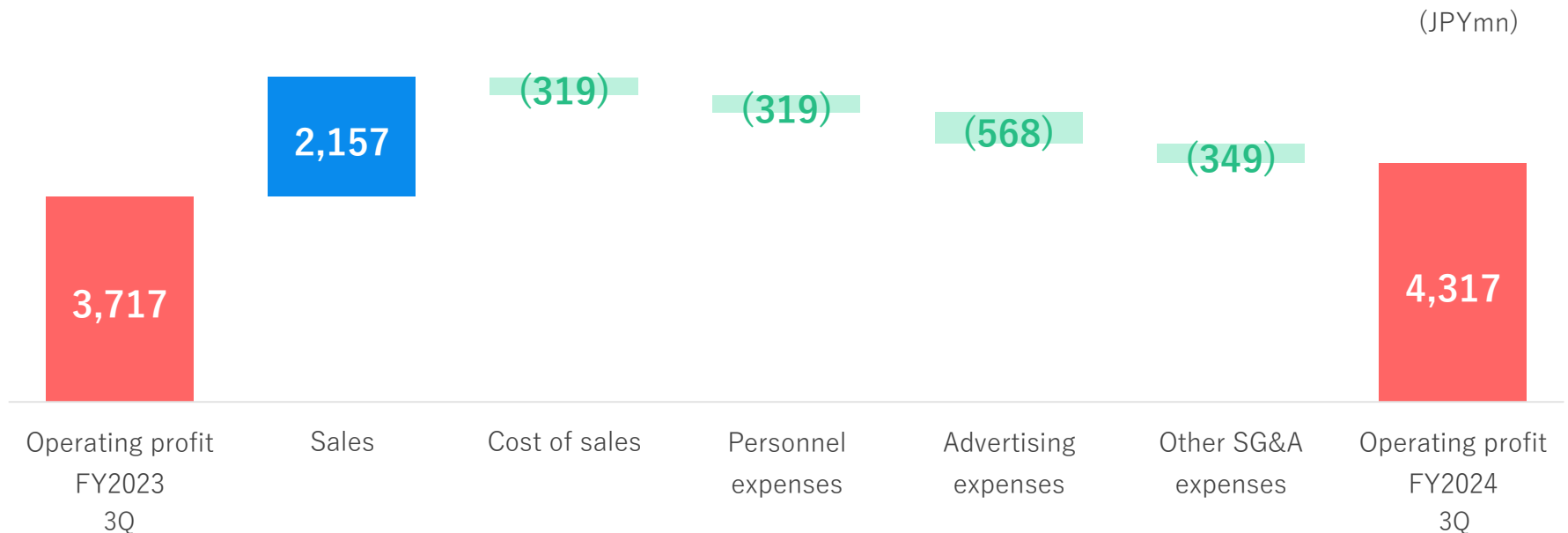
(JPYmn)

1Q 2Q 3Q 4Q



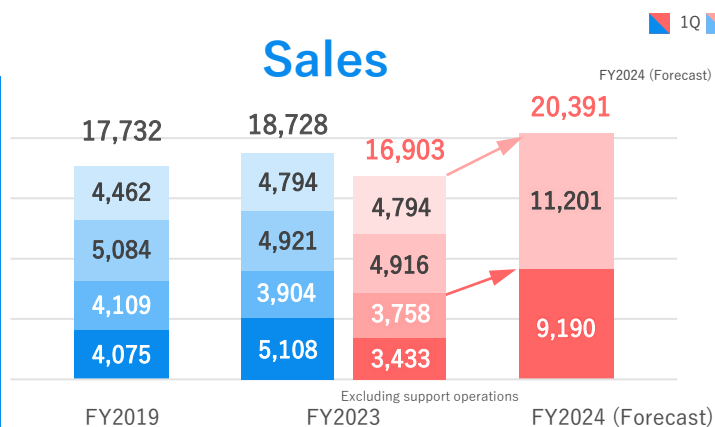
Factors for Changes in Operating Profit YoY

- Corporate demand strongly remained and demand of data capacity for “Unlimited Plan (4G/5G)” remained at a high level, although the positioning of COVID-19 has been lowered to Category V Infectious Diseases and the support operations, etc. are not currently provided. Sales of office automation and mobile communications equipment and electricity agency (Eco-solution business) performed well.
- Sales increased 9.0% and gross profit increased 13.8%.
- SG&A expenses increased 12.9%.
- The operating profit margin improved from 15.5% in FY2023/3Q to 16.5% in FY2024/3Q.



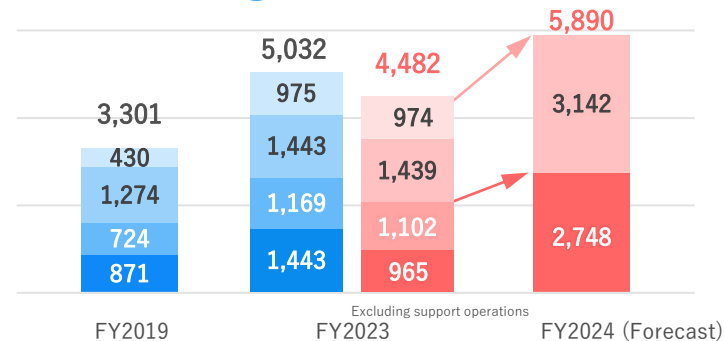
FY2024 Consolidated Segment Forecast

GLOBAL WiFi Business

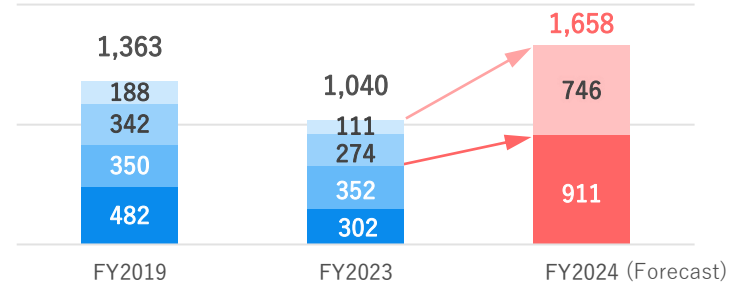
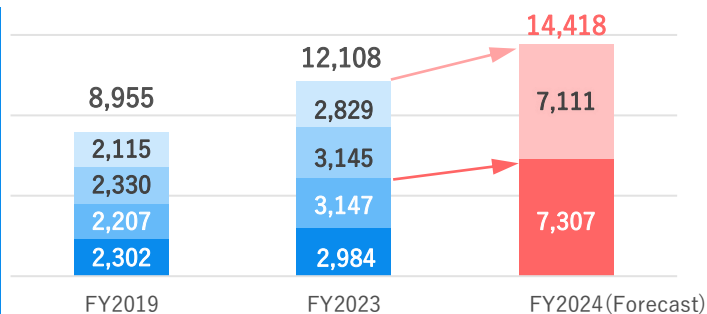


Segment profit

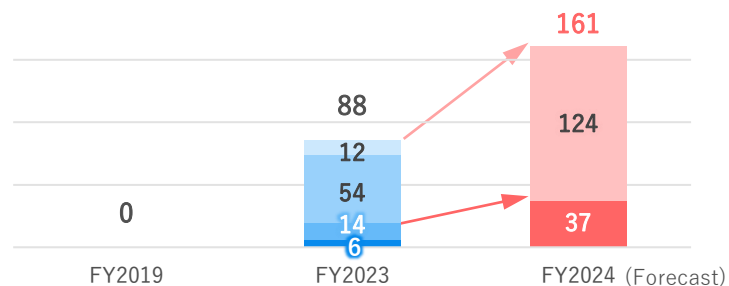
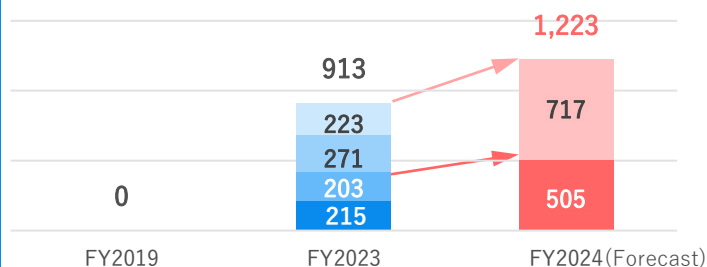
(JPYmn)



Information and Communications Service Business

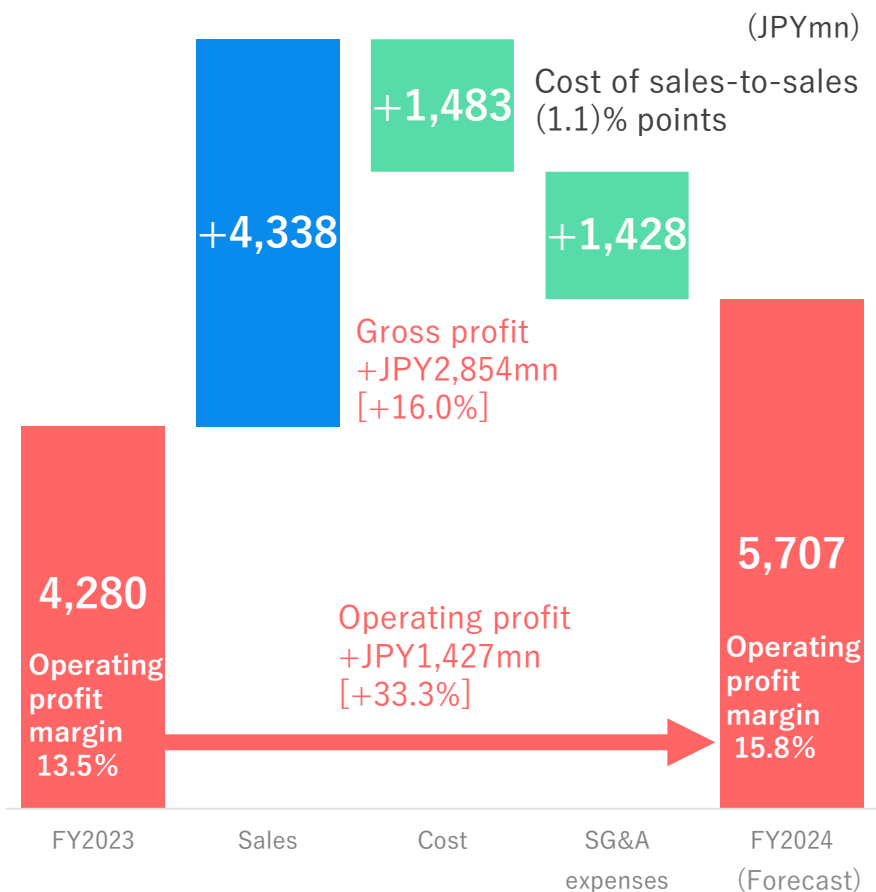


Glamping and Tourism Business



Factors for Changes in Operating Profit (Forecast)

Operating profit margin 15.8%
(Approx. +1.3% 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.

Full Year Performance Change (Quarterly)

		1Q		2Q		3Q		4Q		FY
		Ratio	[vs. FY]	Ratio	[vs. FY]	Ratio	[vs. FY]	Ratio	[vs. 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		8,439		9,090				
	Operating profit	1,524		1,196		1,596				
	Operating profit margin	17.8		14.2		17.6				

Company-wide Stock Earnings Gross Profit Change

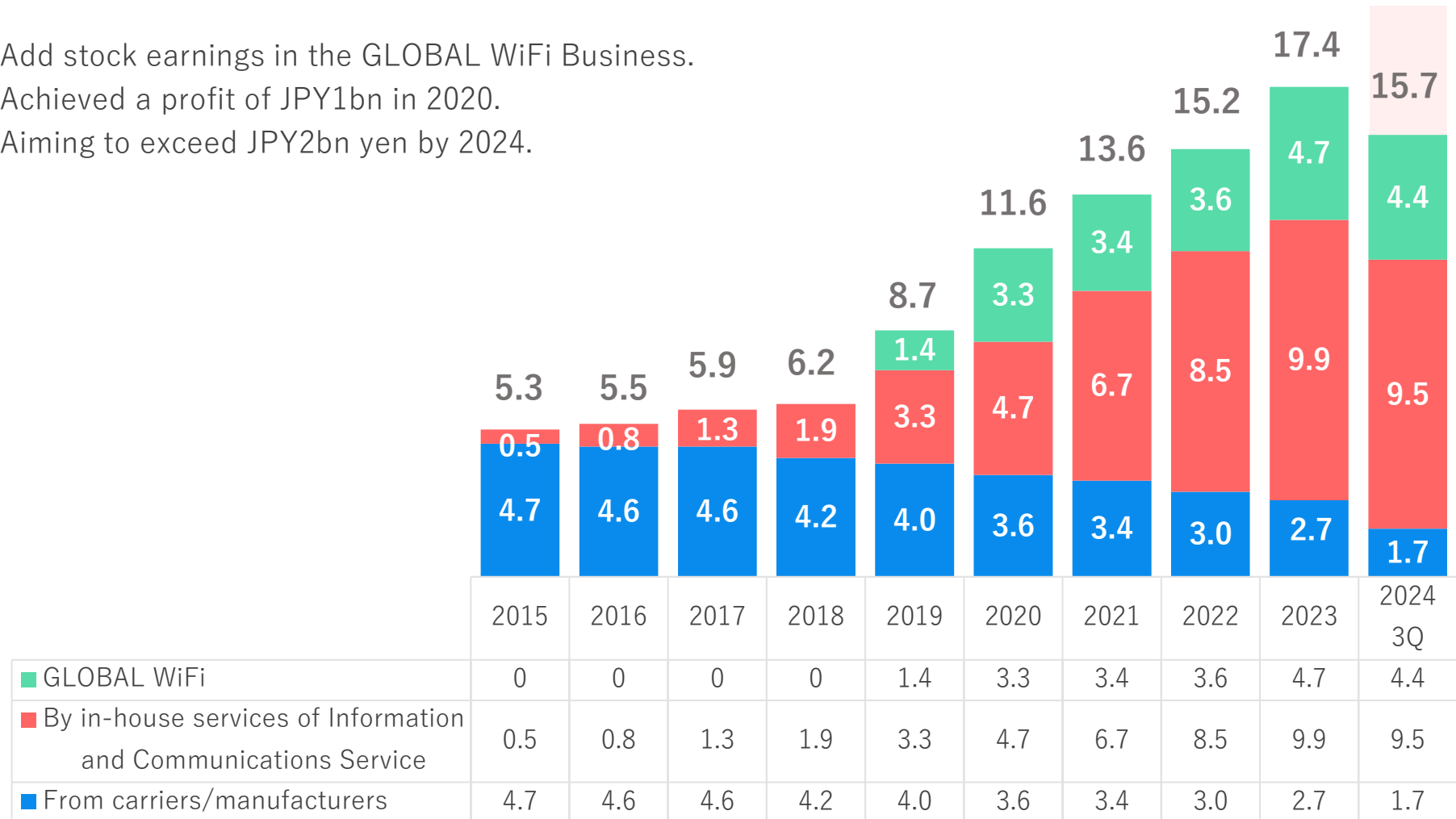
Strengthen stock earnings, which will become a stable earnings base in the long run.

(JPY100mn)

Add stock earnings in the GLOBAL WiFi Business.

Achieved a profit of JPY1bn in 2020.

Aiming to exceed JPY2bn yen by 2024.



Toward Growth and Improvement of Corporate Value

We will focus on improving productivity in our existing businesses and developing our new Glamping and 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%

02

Efforts for Growth

Medium-Term Growth Image

◆GLOBAL WiFi Business

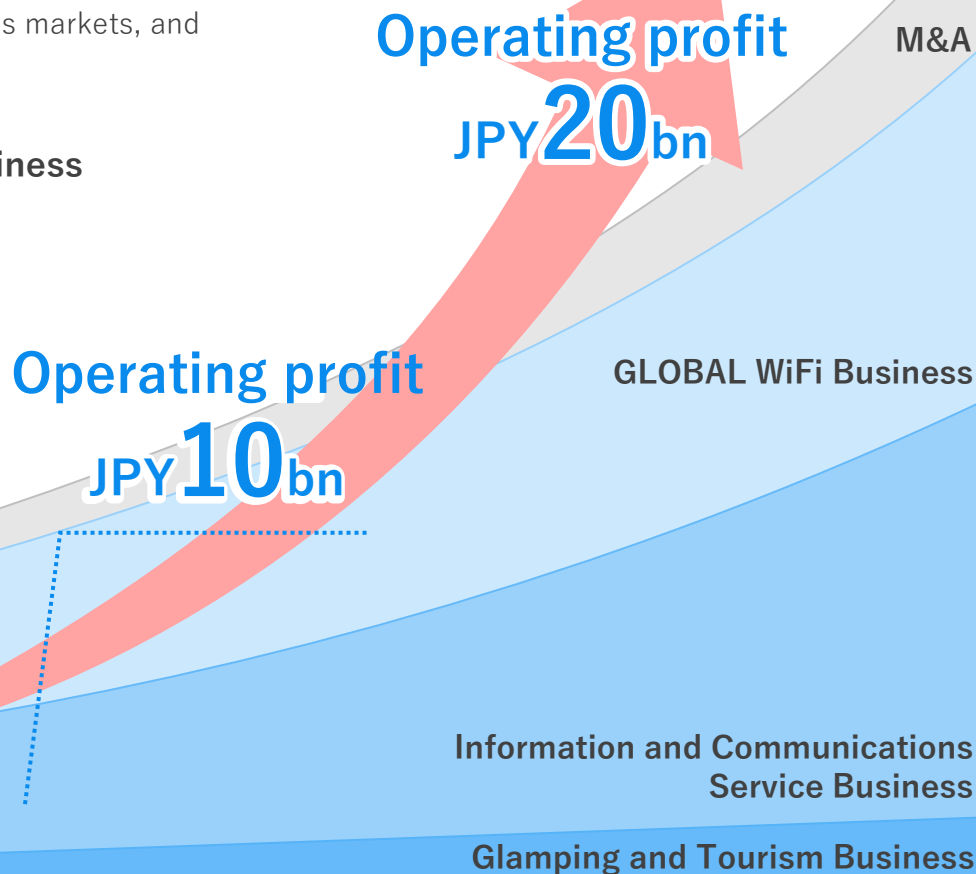
Customer base
 Expansion: Expand existing businesses, expand into overseas markets, and strengthen M&A.
 Stability: Expand new services and cross-selling products.
 Utilization: Utilize big data effectively.

◆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).
 Expand bookkeeping service.

◆Glamping and Tourism Business

Expand glamping facilities.
 Expand tourism business.



[3rd stage] Global (Overseas ⇒ Overseas)

[2nd stage] Inbound (Overseas ⇒ Japan)

* Including domestic use by Japanese

[1st stage] Outbound (Japan ⇒ Overseas)

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

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.



*1: Survey of the number of users and sales of "Wi-Fi rental services for overseas use (Japan ⇒ overseas) from 2016 to 2022" (TOKYO SHOKO RESEARCH, surveys for each year from 2017 to 2023).

*2: Number of group-wide users of Wi-Fi router rental service (Our research, November 2024)

[New business] M&A

[3rd stage]
Global (Overseas ⇒ Overseas)

[2nd stage]
Inbound (Overseas ⇒ Japan)

* Including domestic use by Japanese

[1st stage]
Outbound (Japan ⇒ Overseas)



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

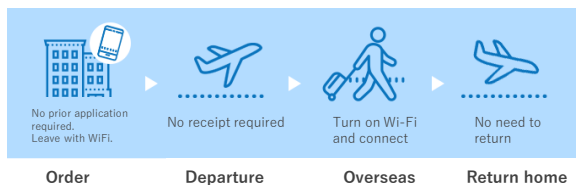
Approx. 20.08mn people in 2019

GLOBAL WiFi Business

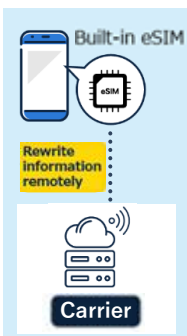
No need to apply for, receive, or return



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



Recommended for solo travelers



- ✓ 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



You can use a lot of data without worry with the **Popular Unlimited plan**



Available in **116 countries and regions**

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



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



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

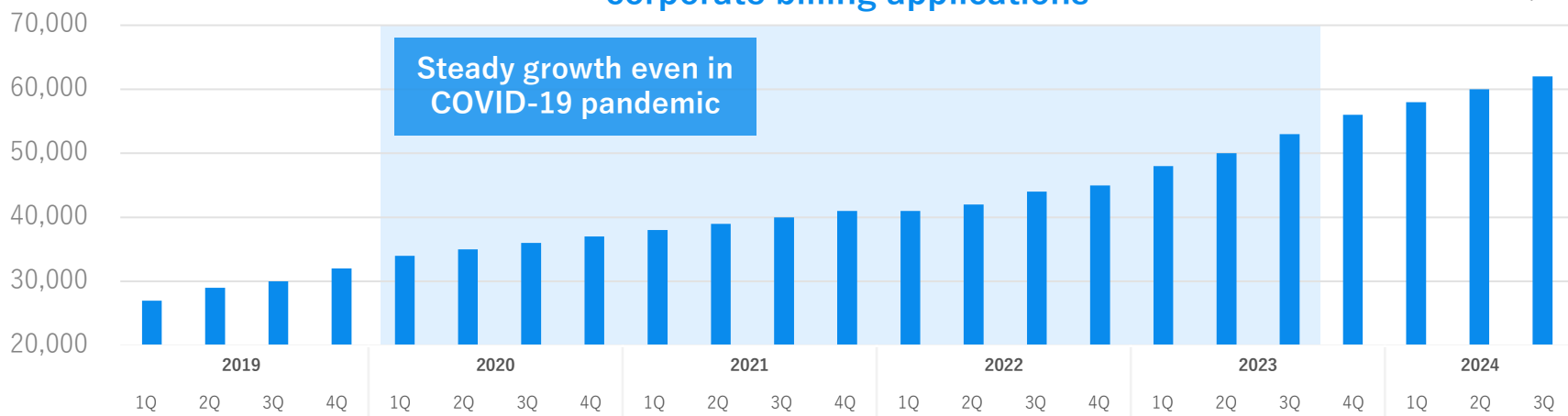


Wi-Fi router sales service for customers who are considering purchasing. Customers can use it as a trial for rent. After checking the communication environment of their home, customers can purchase the one that meets their needs.

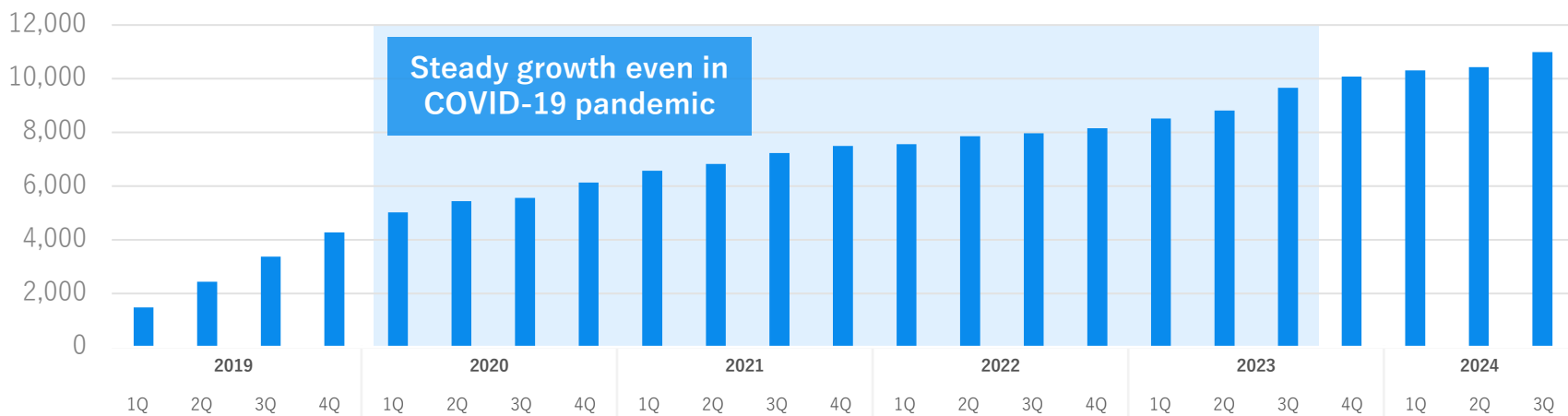
GLOBAL WiFi Business Corporate Use

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

(Companies)



Number of “GLOBAL WiFi for Biz” registered companies

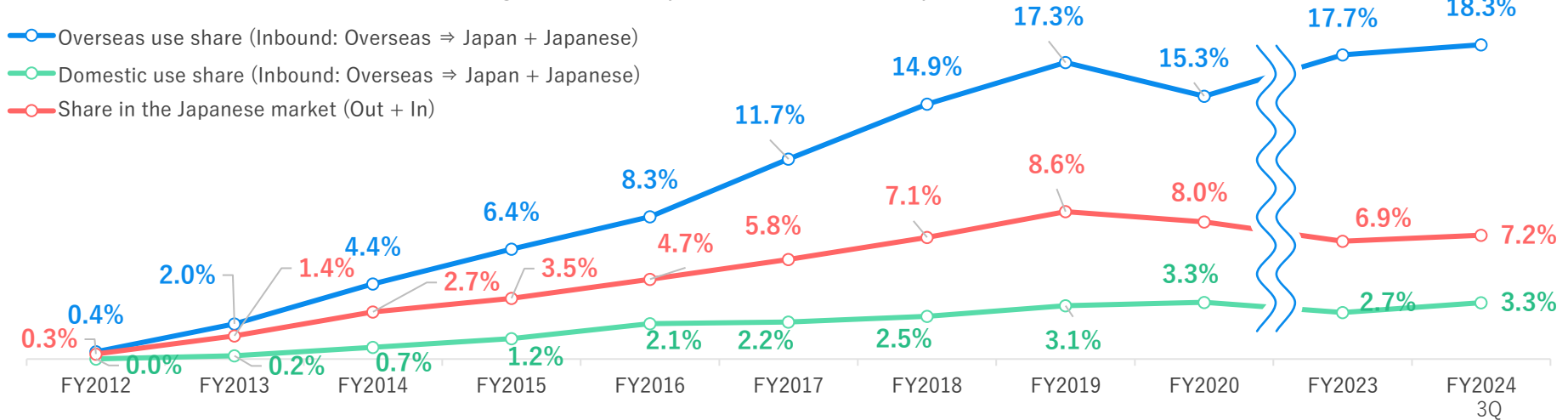


GLOBAL WiFi Business

Changes in the Number of Usage

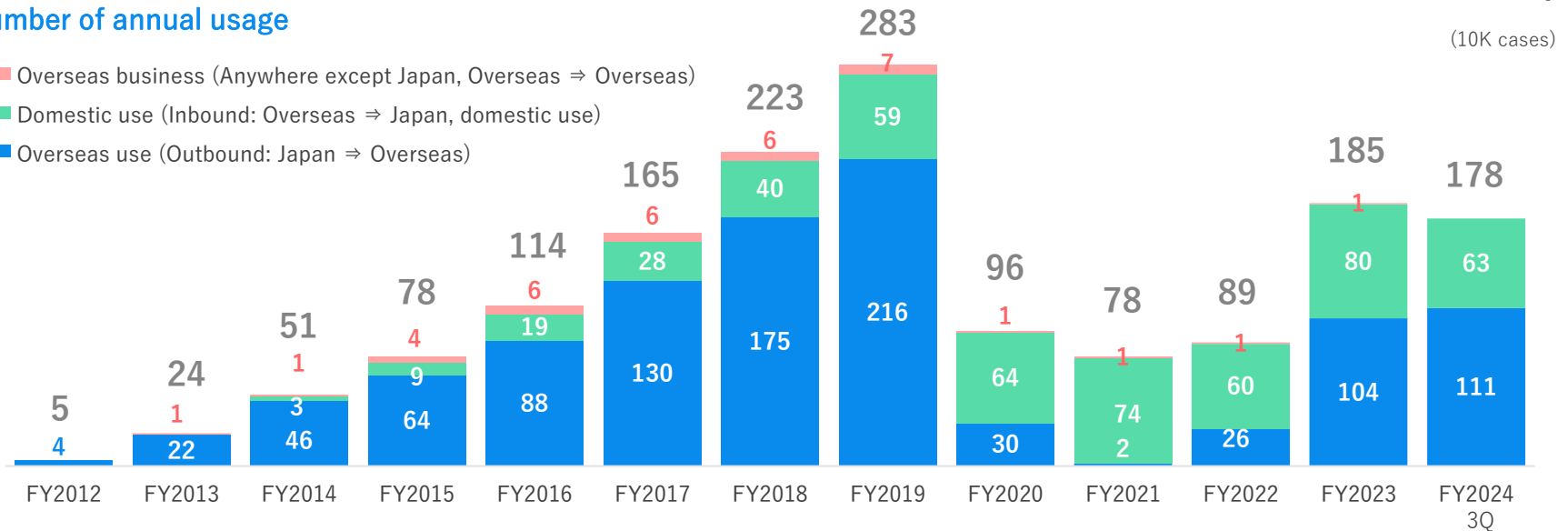
Our Wi-Fi rental service penetration ratio (Japan)

* 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 below.



Number of annual usage

- Overseas business (Anywhere except Japan, Overseas ⇒ Overseas)
- Domestic use (Inbound: Overseas ⇒ Japan, domestic use)
- Overseas use (Outbound: Japan ⇒ Overseas)



Topics : GLOBAL WiFi Business

“GLOBAL WiFi®” has expanded the coverage area of “Unlimited Plan” to 116 countries and regions, which can be used without worrying about data capacity.

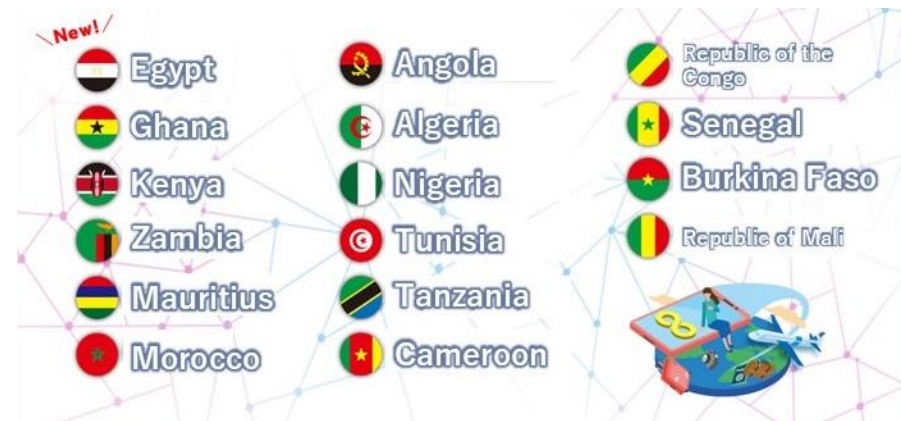
On October 23, 16 new countries were added to the coverage area of “Unlimited Plan,” mainly area of Africa where many Japanese companies have established operations and resort area.

In addition, more countries were added on November 6, bringing the coverage area of the “Unlimited Plan” to 116 countries and regions. In Central Asia and the Middle East, where various cultures have come and gone and fostered unique attractions, we have made it possible for customers to use our service in more areas without worrying about data capacity. In addition, we have also begun providing 4G “Unlimited Plan” in Kazakhstan, where only 3G was previously available.

Please take advantage of our “Unlimited Plan” which allows you to use your data without worrying about data capacity, not only when traveling on business to the relevant areas but also when traveling.

[Click here for the October 23rd release.](#)

[Click here for the November 6th release.](#)



Topics : GLOBAL WiFi Business

Installed “Smart Pickup” Lockers at Hiroshima Airport to allow customers to pick up “GLOBAL WiFi®.” The first locker installed in Western Honshu.

We installed “Smart Pickup” Lockers on the domestic flight floor of Hiroshima Airport on October 24 to allow customers pick up and make same-day applications for “GLOBAL WiFi®” and “NINJA WiFi®.” This is the first installation in Western Honshu. Customers using Hiroshima Airport for overseas travel have had to take a lot of steps for advance home delivery, but now they can pick up and return at Hiroshima Airport at any time, regardless of departure or arrival time.



[Click here for the release.](#)

Opened a new store at Kansai International Airport Terminal 2 for “GLOBAL WiFi®.” The brand store will start sales of telecommunication-related products for the first time.

We opened the “Kansai Airport Terminal 2 Departure Gate Store” at Kansai International Airport Terminal 2 on October 20 to meet the various needs of increasing demand for overseas travel and visits to Japan. It is the first “GLOBAL WiFi®” store to have a sales space for Wi-Fi routers and other telecommunication-related products, as well as mobile batteries and other essential items that are indispensable during travel. It is a great advantage to be able to pick up a Wi-Fi router and purchase necessary items at the same time before departure.



[Click here for the release.](#)

Topics : GLOBAL WiFi Business

Doubled and reopened its sales floor space at Kansai International Airport, which boasts the largest number of visitors to Japan in western Japan and the second largest in Japan.

We doubled and reopened our existing store on the arrival floor of Kansai International Airport Terminal 1 on October 12 as the largest telecommunication service store on the same floor in order to meet the strong inbound demand in recent years. Accordingly, we set up four new dedicated counters to customers visiting Japan, from whom demand is growing. These dedicated counters are staffed with multi-lingual staffs to provide a flexible response to customers from a variety of countries.



[Click here for the release.](#)

Installed Smart Pickup Lockers in Tokyo Monorail Haneda Airport Terminal 3 Station.

We have installed “Smart Pickup” Lockers, which allow customers to pick up terminals without waiting in line at the counter, in Tokyo Monorail Haneda Airport Terminal 3 Station, effective August 7. This is the first installation in a station.

By installing the lockers in the station (on the departure floor), customers can directly go to the check-in counter of each airline without stopping at our counter after arriving at the station. In addition, a return box is also available in the station (on the arrival floor), so that customers can return their terminals on their way home by simply dropping them into the box.



[Click here for the release.](#)

Information and Communications Service Business

Startup support and acquisition of in-house developed services

J-Startup Supporter Company Certification



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.



Adopted by
400,000
companies



Flow (One-shot)
earnings

Fixed-line
communication

Mobile
communication

Office automation
equipment

Internet media

Eco-solution

Construction related

Space management

etc.

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



etc.



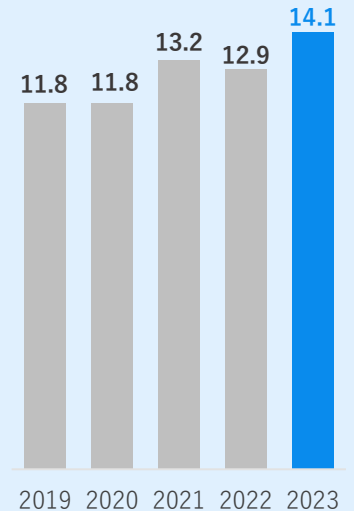
Market scale

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)



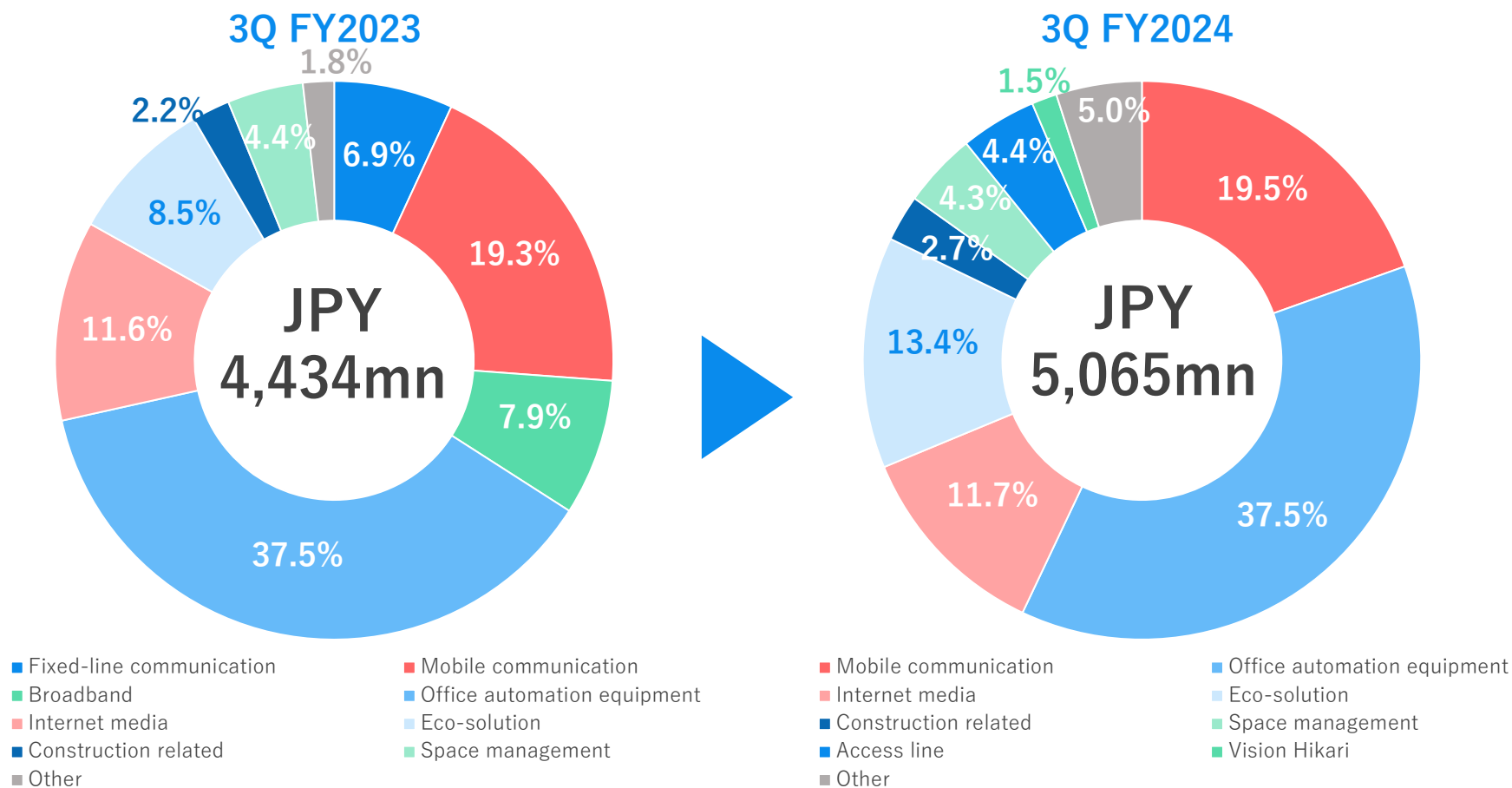
Created from National Statistics Center materials.

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.

Information and Communications Service Business

Stock Earnings Gross Profit Change

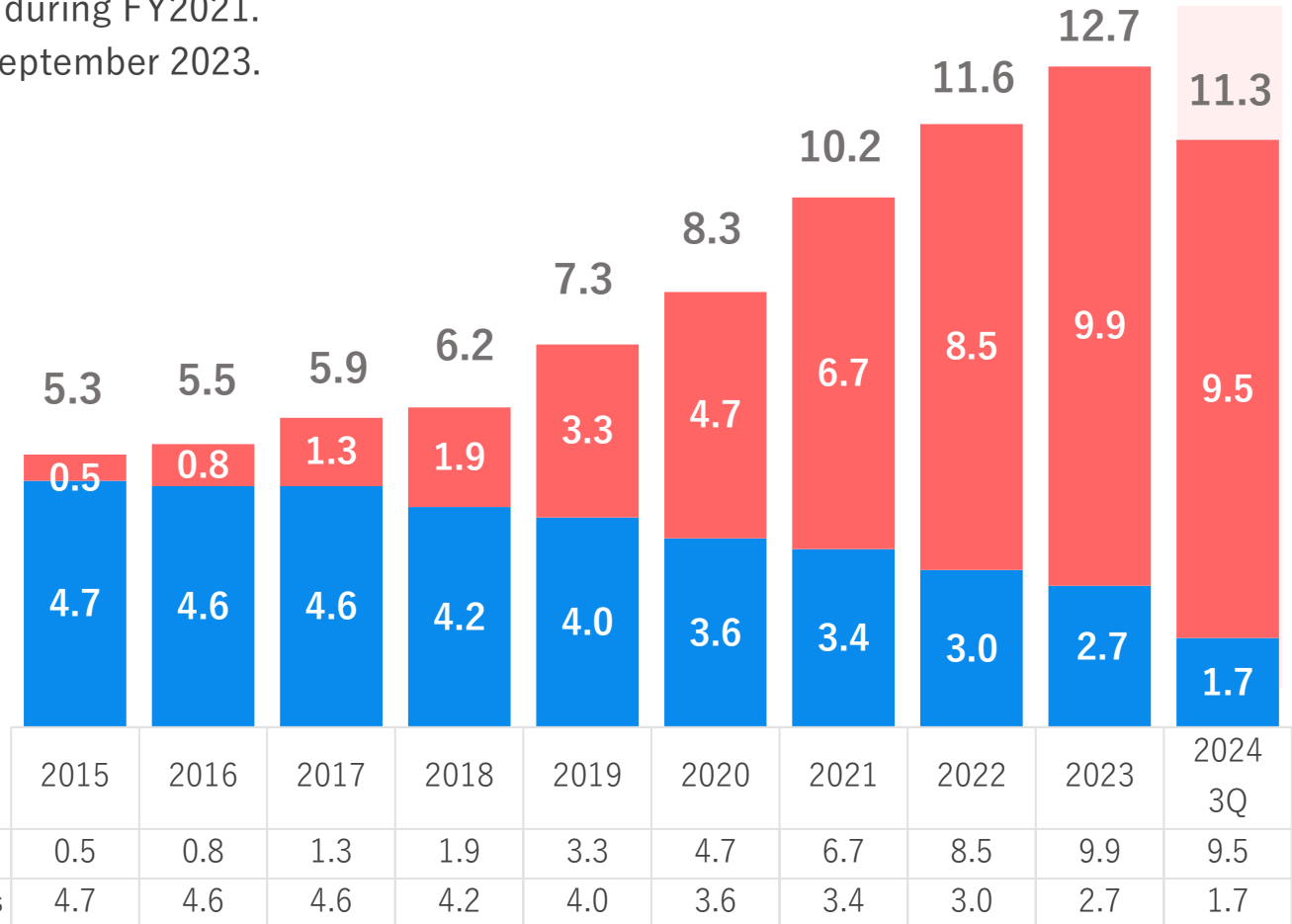
Strengthen stock earnings, which will become a stable earnings base in the long run.

(JPY100mn)

Strengthen sales of in-house developed services since FY2019.

Achieved a profit of **JPY1bn** during FY2021.

Launched Vision Hikari in September 2023.



In-house Developed Services - Kicho-Daiko.com -

Kicho-Daiko service



Bookkeeping service necessary for closing accounts on behalf of the client



Cost

No initial cost

7,700 yen per month (tax included)
/ up to 200 journal entries

* Please consult with us separately for 201 journal entries and above.

Main target

Annual sales of less than

100 million yen

Strength

01

Good compatibility with our existing clients

Major clients of the Information and Communications Service Business are companies with annual sales of less than 100 million yen. The target of Kicho-Daiko.com is highly compatible with companies where the presidents themselves handle the accounting entries.

Strength

02

Sales channel for our existing services

Through Kicho-Daiko.com, we can grasp clients' revenues and expenses, enabling us to propose our products and services of the Information and Communications Service Business that match their growth.

In-house Developed Services

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

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.”



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.



Bookkeeping and journalizing service “Kicho-Daiko.com”

We handle all the bookkeeping work required for tax returns and closing on your behalf.



Compensation and repair services for corporate mobile phones

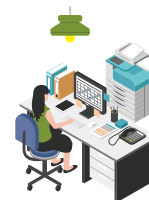
More than 35,000 devices contracted.

Corporate mobile phone compensation service with no need to visit a shop for easy replacement and no out-of-pocket.



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.



LED lighting

Reduce installation costs and save energy by renting.



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.



Started service of IP cameras.

Small, reassuring, fun
Edge AI netcam



18 yen/day
IP camera



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.

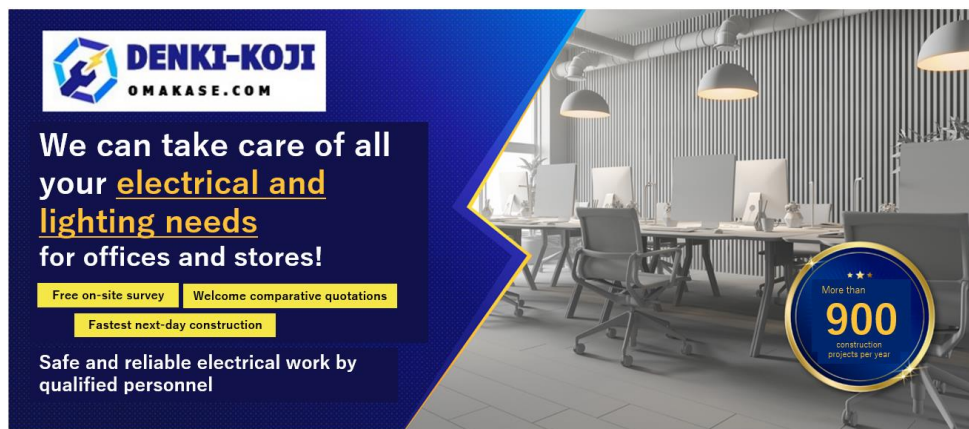
Topics : Group Company Alpha Techno Inc.

Started accepting nationwide applications for electrical work “DENKI-KOJI OMAKASE.COM,” specializing in electrical work for offices and stores. We provide safe and reliable electrical work by qualified electricians for everything from small-scale construction to move and remodeling.

Vision Group’s Alpha Techno Inc. has a series of specialized websites focusing on niche needs such as “office move,” “partition construction and moving,” and “floor construction,” to develop services that better fit the detailed needs of construction projects.

We have opened “DENKI-KOJI OMAKASE.COM,” specializing in electrical work for offices and stores.

“DENKI-KOJI OMAKASE.COM” provides services specializing in small-scale electrical work needs for offices and stores, such as “Lack of OA taps and power supplies due to increase in number of employees” and “Lack of phone and LAN,” with free on-site surveys and same-day estimates.



DENKI-KOJI
OMAKASE.COM

We can take care of all your **electrical and lighting needs** for offices and stores!

Free on-site survey | Welcome comparative quotations
Fastest next-day construction

Safe and reliable electrical work by qualified personnel

More than **900** construction projects per year



- Please leave all electrical work to us ! **DENKI-KOJI** OMAKASE.COM
- Please leave partition construction and work to us ! **PARTITION** OMAKASE.COM
- Please leave all floor construction in general to us ! **FLOOR-KOJI** OMAKASE.COM
- Please leave office move consideration to us ! **OFFICE-ITEN** OMAKASE.COM
- Please leave all restoration to us ! **GENJO-KAIFUKU** OMAKASE.COM

[Click here for the release.](#)

Glamping and Tourism Business

New Glamping Proposed by Vision

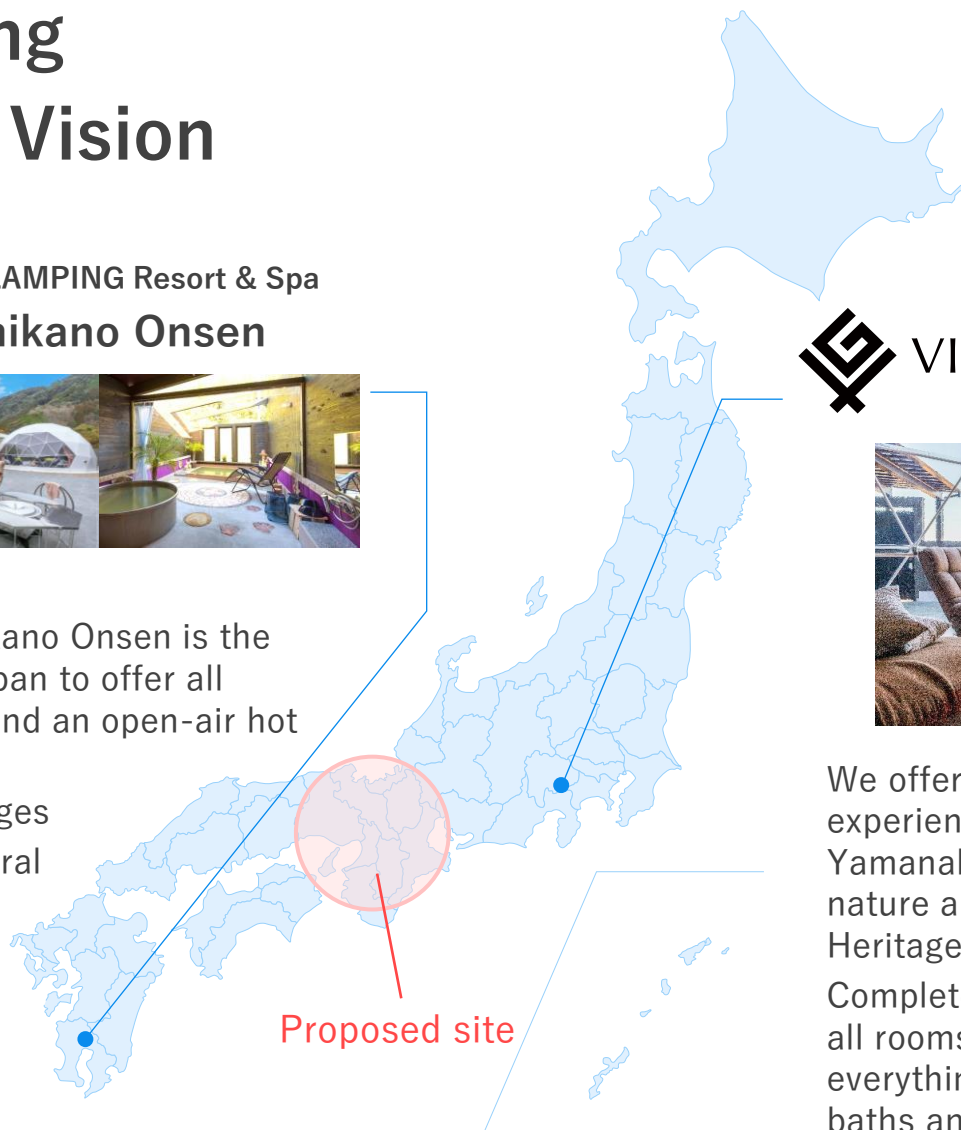


VISION GLAMPING Resort & Spa
Koshikano Onsen



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.



Proposed site



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.

Topics : Glamping and Tourism Business

Koshikano Onsen, a well-known hot spring good for the skin, has received the “2024 Customer Review Award” from the online hotel booking website “agoda.”

“Bihada no Yu (hot spring for beautiful skin) Koshikano Onsen” (Kirishima City, Kagoshima Prefecture), part of the facility “VISION GLAMPING Resort & Spa,” has been awarded the “2024 Customer Review Award” for receiving an excellent rating (customer review score of 8.0 or higher) in reviews submitted by users on the online hotel booking website “agoda.”



[Click here for the release.](#)

Launched “Japan Destinations,” a travel brand for inbound tourists, and started providing travel planning and arrangement services to Japan for the whole world.

We have launched a brand website “[Japan Destinations](#)” on Tuesday, October 8, 2024 at 0:00 (Japan time) and started a new DMC service that further expands the Land Operating Service that has been undertaken since 2023. We plan and develop tours, destinations, and activities throughout Japan using unique methods and extensive marketing knowledge, and aim to provide valuable Japan travel experiences for inbound tourists considering a visit to Japan.



[Click here for the release.](#)

03

Shareholder Returns

Dividends from Surplus

Dividends Policy

The Group's basic policy is to return profits stably and continuously to shareholders in consideration of the business environment surrounding us, while securing the internal reserves necessary for strengthening our financial position and expanding our business. Based on this policy, we will place top priority on strategic investment for sustainable growth and maximize corporate value. At the same time, we will aim to increase capital efficiency while remaining aware of the cost of capital, and to provide stable and sustainable dividends and stock price formation. We will set a dividend payout ratio of 30-40% as a guideline.

In addition, we intend to implement share repurchases and retirements in an appropriate manner in order to improve capital efficiency and to execute a flexible capital policy in response to changes in the business environment. Dividends from surplus shall be paid once a year as a year-end dividend or twice a year including interim dividends. The decision-making body for dividends is the Board of Directors.

	Dividend per share (JPY)		
	End of second quarter	End of fiscal year	Total
Fiscal year ended December 31, 2023	0.00	0.00	0.00
Fiscal year ending December 31, 2024	13.00		
Fiscal year ending December 31, 2024 (Forecast)		14.00	27.00

Partial Changes to Shareholder Benefit Program Announced on November 13, 2024

The following new system will apply to shareholders listed or recorded in the shareholders' register as of December 31, 2024.

The Company presents shareholders with coupons for "GLOBAL WiFi®," our Wi-Fi router rental service for mobile Internet communication in Japan and overseas, and coupons for accommodation at "VISION GLAMPING Resort & Spa," our glamping facilities and hot spring inn. Holders of 1,000 shares or more will receive two 10,000 yen coupons in addition to the number of coupons for 300 shares or more. **Furthermore, holders of 300 shares or more will receive a QUO card worth 15,000 yen in addition to the number of coupons.**

With the above expansion, we will discontinue the exchange of two coupons (3,000 yen) for "KO SHI KA" assortment of 3 skincare products due to rising costs and the inability to keep up with production.

Number of shares held	Recorded Date: Every June 30 (Time of sending: Every September)	Recorded Date: Every December 31 (Time of sending: Every March)
100 to less than 200 shares	3,000 yen x 2 coupons	3,000 yen x 2 coupons
200 to less than 300 shares	3,000 yen x 3 coupons	3,000 yen x 2 coupons
300 to less than 1,000 shares	3,000 yen x 3 coupons	3,000 yen x 3 coupons
[New] 300 shares or more	<u>QUO card 15,000 yen</u>	<u>QUO card 15,000 yen</u>
1,000 shares or more	3,000 yen x 3 coupons 10,000 yen x 2 coupons	3,000 yen x 3 coupons 10,000 yen x 2 coupons

Services available



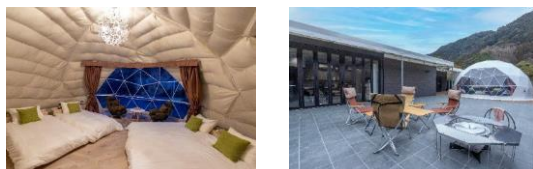
Up to 29,000 yen worth of coupons can be used per Wi-Fi rental application.

When you choose an overseas-use Wi-Fi, "POCKETALK S" wearable translation device and "GoPro" action camera are available free of charge.

* Up to one device per application



Up to 29,000 yen worth of coupons can be used to apply for accommodations.



Details of Expansion

Holders of 300 shares or more will receive a QUO card worth 15,000 yen in addition to the number of coupons.



05

Sustainability - ESG + SDGs -

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.

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

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 -

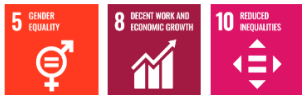
1. VWS Attendance Management / Legal Signature to be paperless contracts
2. Promotion of CO2 reduction through proposals to reduce electricity costs (LED, air conditioning, renewable energy)
3. CO2 reduction efforts using carbon offset products such as MFPs
4. Information disclosure through CDP and SBT 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

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)”



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)

MSCI ESG Ratings “A” Certified

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

MSCI
ESG RATINGS



CCC	B	BB	BBB	A	AA	AAA
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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.”

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).

Publication of Integrated Report 2024

We have published our first Integrated Report since our founding and made it available on our website.

This Integrated Report provides stakeholders with a more concrete understanding of our business activities by including a variety of contents, such as the business model of each business and messages from our management team. We will continue to enhance information disclosure in our Integrated Report and on our corporate website, promote constructive dialogue with stakeholders, and aim to further increase our corporate value.



【Main items】

- About Us
- Message from CEO
- Business Model and Competitive Advantages
- Message from COO
- Tripartite Discussion between the Three Outside Directors
- ESG and Sustainability
- Corporate Governance
- Compliance
- Business Risk
- Data

[Click here for the Integrated Report.](#)



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.

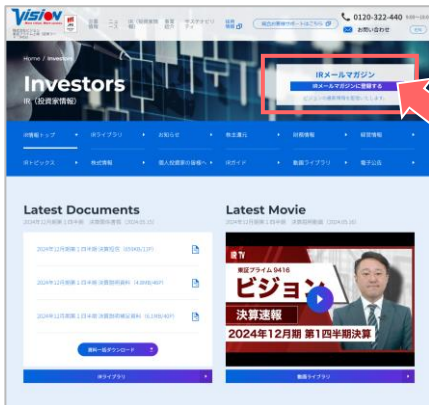
Vision Inc. IR E-newsletter
Click here for registration.



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



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.



To Contribute to the Global Information and
Communications Revolution