



Q2 FY2024 (Interim)

Financial Results

Vision Inc.

Stock Code: 9416

August 9, 2024

Q2 FY2024 (Interim) Financial Results

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- 02** FY2024 Consolidated Financial Forecast
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- 05** Sustainability - ESG + SDGs -

01

Performance Highlights and Q2 FY2024 (Interim) Financial Results

Q2 FY2024 (Interim) Highlights

Sales

Record high

JPY**17,021**mn

2023
2Q
YoY

Incl. support
operations
Excl. support
operations

JPY15,620mn +9.0%
JPY**13,799**mn +23.3%

Operating profit

Record high

JPY**2,720**mn

2023
2Q
YoY

Incl. support
operations
Excl. support
operations

JPY2,428mn +12.1%
JPY**1,883**mn +44.5%

GLOBAL WiFi

Sales

Record high

JPY**9,186**mn

2023
2Q
YoY

Incl. support
operations
Excl. support
operations

JPY9,012mn +1.9%
JPY**7,192**mn +27.7%

Segment profit

Record high

JPY**2,753**mn

2023
2Q
YoY

Incl. support
operations
Excl. support
operations

JPY2,613mn +5.4%
JPY**2,068**mn +33.1%

Information and Communications Service

Sales

Record high

JPY**7,321**mn

2023
2Q
YoY

JPY6,132mn +19.4%

Segment profit

Record high

JPY**916**mn

2023
2Q
YoY

JPY655mn +39.9%

Glamping and Tourism

Sales

Record high

JPY**505**mn

2023
2Q
YoY

JPY427mn +18.1%

Segment profit

Record high

JPY**37**mn

2023
2Q
YoY

JPY21mn +77.1%

* 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.

Q2 FY2024 (Interim) 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 JPY**17,021**mn, **up 9.0%** (up 23.3%), and operating profit of JPY**2,720**mn, **up 12.1%** (up 44.5%).
* 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

- ◆ Outbound: Corporate demand remained strong. Demand for “Unlimited Data Plan” was high, and the ARPU remained at a high level.
- ◆ Inbound: Sales of “NINJA WiFi” and SIM cards were favorable.
- ◆ Sales of JPY**9,186**mn, **up 1.9%** (up 27.7%), and segment profit of JPY**2,753**mn, **up 5.4%** (up 33.1%), reaching record highs.
* 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.

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 JPY**7,321**mn, **up 19.4%**, and segment profit of JPY**916**mn, **up 39.9%**, reaching record highs.

Glamping and Tourism

- ◆ Both Yamanakako and Koshikano Onsen improved their occupancy rates.
- ◆ The number of foreign guests increased.
- ◆ Sales of JPY**505**mn, **up 18.1%**, and segment profit of JPY**37**mn, **up 77.1%**, reaching record highs.

Shareholder returns

- ◆ Resolved to pay interim dividend (increase)

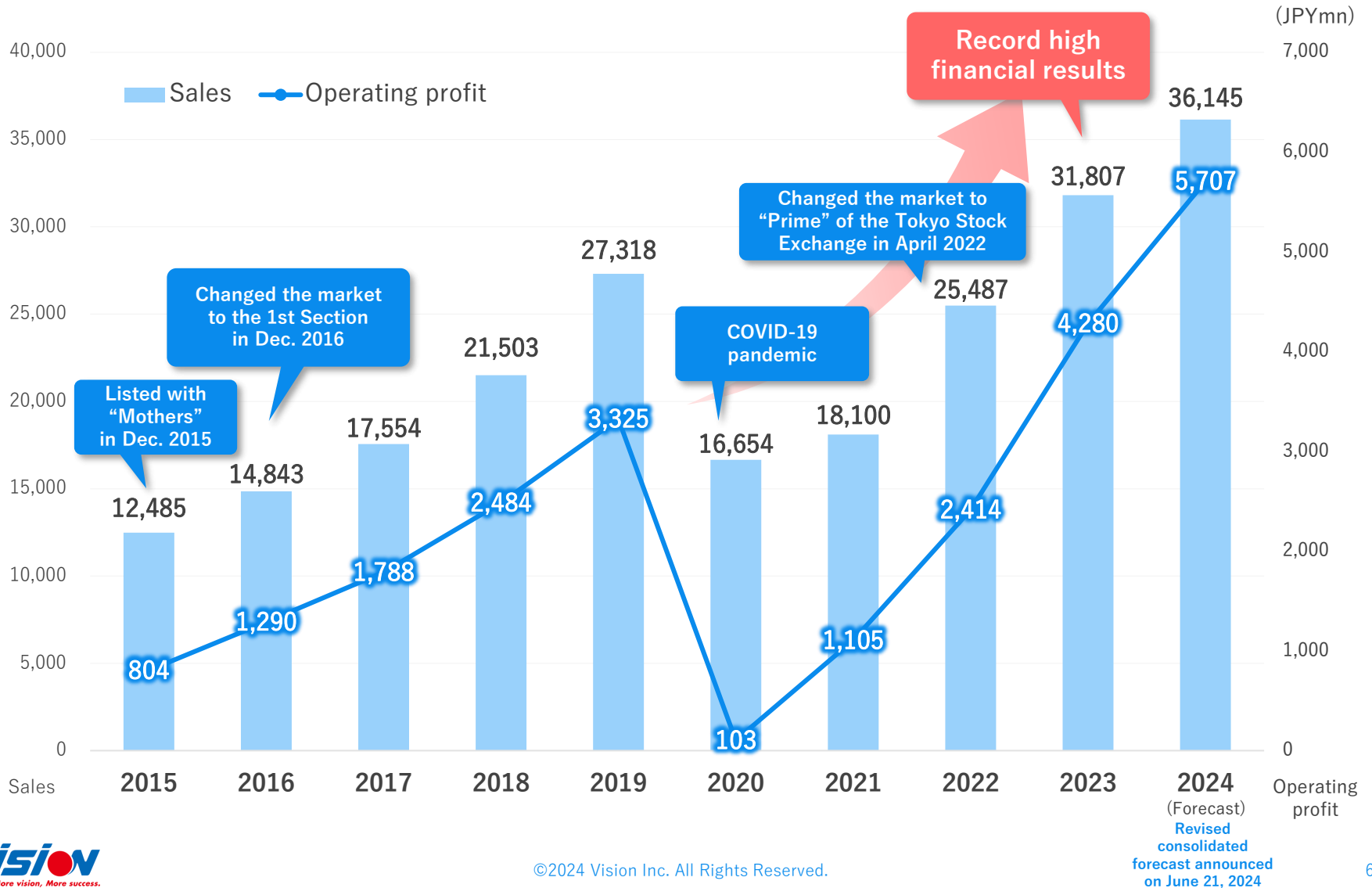
End of 2Q JPY**13.00**

Year-end JPY**14.00** (Forecast)

Total JPY**27.00** (Forecast)

Performance Change

Revised consolidated financial forecast for FY2024 on June 21, 2024.



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 JPY**17,021**mn, **up 9.0%** (up 23.3%), and operating profit of JPY**2,720**mn, **up 12.1%** (up 44.5%).
 * 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.

(JPYmn)		2Q FY2023		2Q FY2024		YoY	
		Result	Ratio	Result	Ratio	Change	Ratio of change
Sales	Incl. support operations	15,620	100.0%	17,021	100.0%	1,400	9.0%
	Excl. support operations	13,799	-				
Cost of sales		7,143	45.7%	7,231	42.5%	87	1.2%
Gross profit		8,476	54.3%	9,789	57.5%	1,313	15.5%
SG&A expenses		6,048	38.7%	7,068	41.5%	1,020	16.9%
Operating profit	Incl. support operations	2,428	15.5%	2,720	16.0%	292	12.1%
	Excl. support operations	1,883	-				
Recurring profit	Incl. support operations	2,462	15.8%	2,756	16.2%	294	12.0%
	Excl. support operations	1,917	-				
Profit attributable to owners of parent	Incl. support operations	1,614	10.3%	1,785	10.5%	171	10.6%
	Excl. support operations	1,242	-				

Segment Result

Sales (JPYmn)

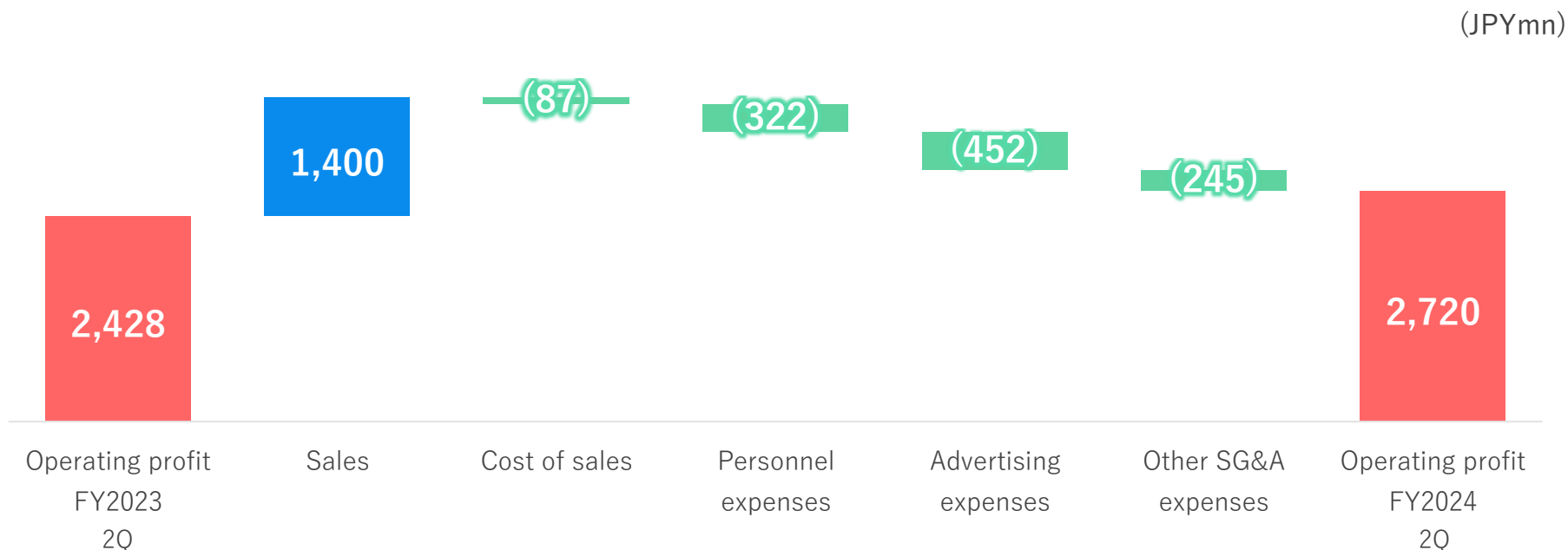
		2Q FY2023		2Q FY2024		YoY	
		Result	Ratio	Result	Ratio	Change	Ratio of change
GLOBAL WiFi	Incl. support operations Excl. support operations	9,012 7,192	57.7% -	9,186	54.0%	174 1,994	1.9% 27.7%
Information and Communications Service		6,132	39.3%	7,321	43.0%	1,189	19.4%
Glamping and Tourism		427	2.7%	505	3.0%	77	18.1%
Subtotal		15,572	99.7%	17,013	100.0%	1,440	9.3%
Others		67	0.4%	24	0.1%	(43)	(63.8%)
Adjustments		(20)	(0.1%)	(17)	(0.1%)	3	-

Segment profit (JPYmn)

		2Q FY2023		2Q FY2024		YoY	
		Result	Ratio	Result	Ratio	Change	Ratio of change
GLOBAL WiFi	Incl. support operations Excl. support operations	2,613 2,068	29.0% -	2,753	30.0%	140 685	5.4 % 33.1%
Information and Communications Service		655	10.7%	916	12.5%	261	39.9%
Glamping and Tourism		21	5.0%	37	7.5%	16	77.1%
Subtotal		3,289	21.1%	3,708	21.8%	418	12.7%
Others		(71)	-	(106)	-	(34)	-
Adjustments		(789)	-	(881)	-	(91)	-

Factors for Changes in Operating Profit YoY

- The number of GLOBAL WiFi users increased, 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 equipment and the electricity agency business (Eco-solution business) continued to be strong.
- Sales increased **9.0%** and gross profit increased **15.5%**.
- SG&A expenses increased **16.9%**.
- The operating profit margin improved from **15.5%** in FY2023/2Q to **16.0%** in FY2024/2Q.

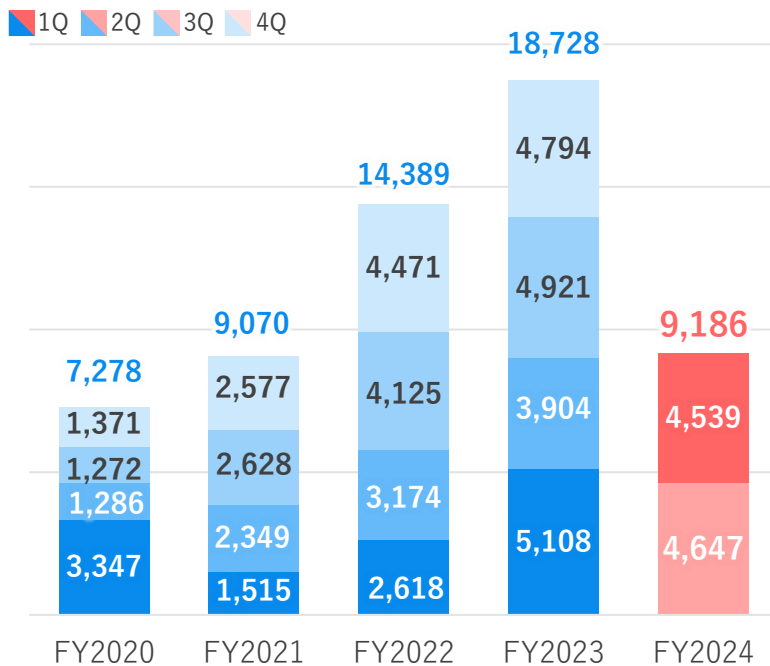


GLOBAL WiFi Business Performance Change

- ◆ Outbound: Corporate demand remained strong. Demand for “Unlimited Data Plan” was high, and the ARPU remained at a high level.
- ◆ Inbound: Sales of “NINJA WiFi” and SIM cards were favorable.
- ◆ Sales of JPY**9,186**mn, **up 1.9%** (up 27.7%), and segment profit of JPY**2,753**mn, **up 5.4%** (up 33.1%), **reaching record highs**.

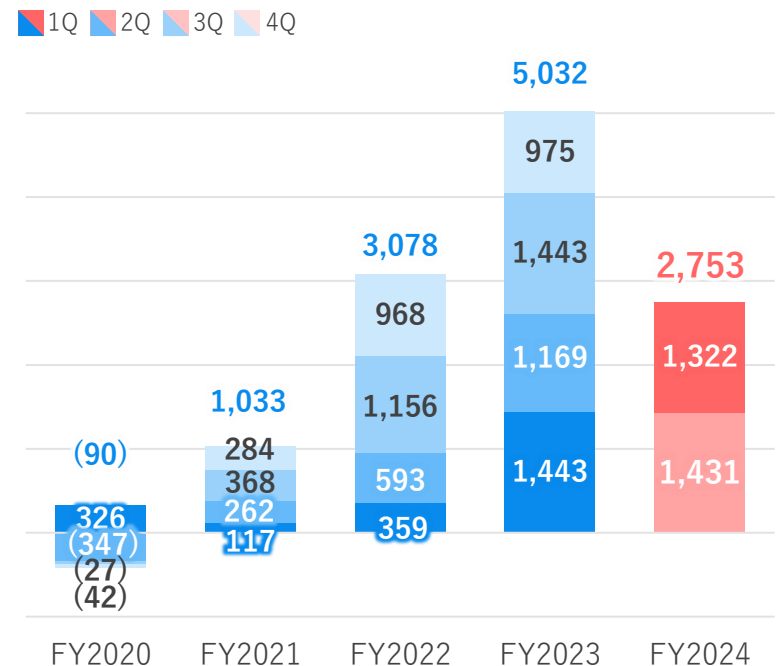
* Ratio of change in () excludes sales and segment profit of support operations (airport quarantine support operations and PCR testing) in the same period of the previous year.

Sales



Segment profit (loss)

(JPYmn)

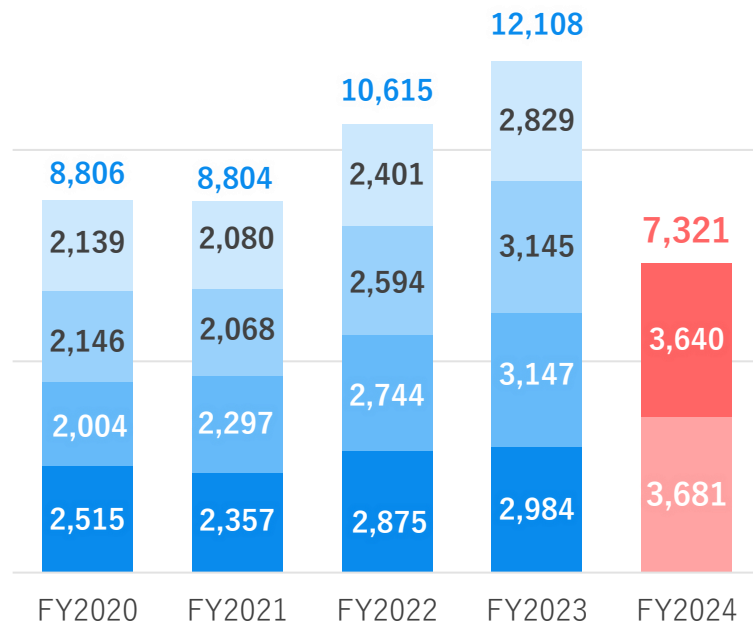


Information and Communications Service Business Performance Change

- ◆ 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 JPY**7,321**mn, **up 19.4%**, and segment profit of JPY**916**mn, **up 39.9%**, reaching record highs.

Sales

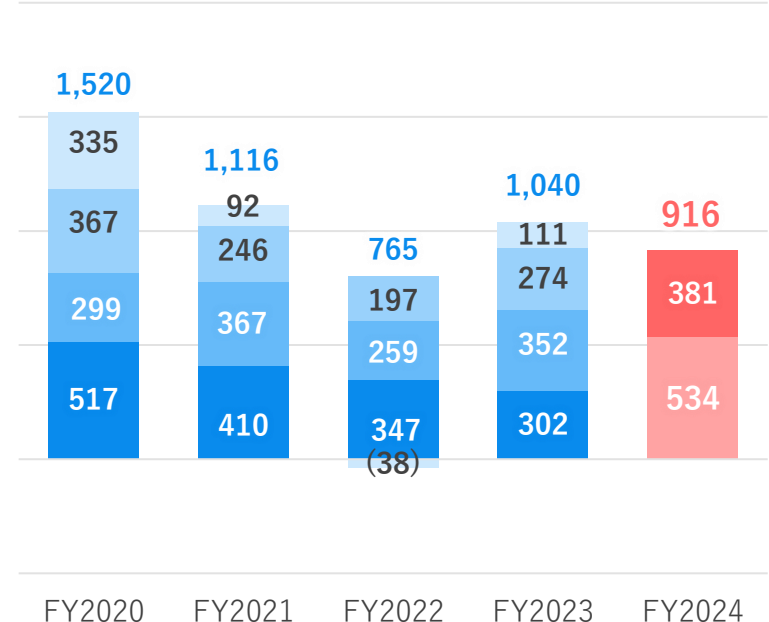
1Q 2Q 3Q 4Q



Segment profit (loss)

(JPYmn)

1Q 2Q 3Q 4Q



02

FY2024 Revised Consolidated Financial Forecast

Announced on June 21, 2024

FY2024 Consolidated Financial Forecast

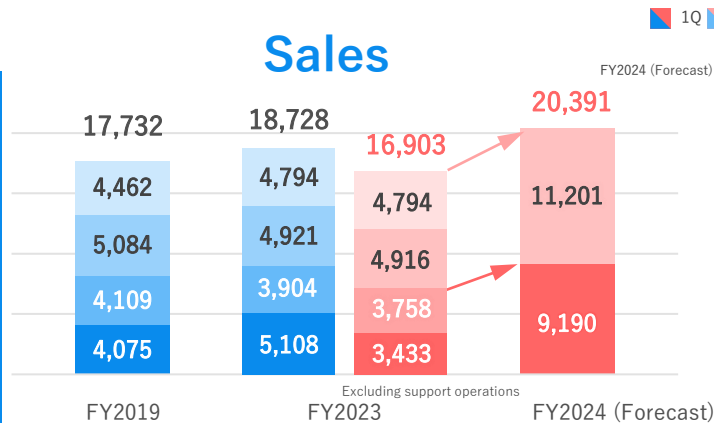
	(JPYmn)	FY2024 Original Forecast		FY2024 Revised Forecast				FY2023 Result
		Forecast	Ratio	Forecast	Ratio	Change	Ratio of change	
Sales		36,145	100.0%	36,145	100.0%	0	0.0%	31,807
Cost of sales		15,568	43.1%	15,488	42.9%	(79)	(0.5%)	14,005
Gross profit		20,577	56.9%	20,656	57.1%	79	0.4%	17,802
SG&A expenses		15,322	42.4%	14,949	41.4%	(373)	(2.4%)	13,521
Operating profit		5,254	14.5%	5,707	15.8%	453	8.6 %	4,280
Recurring profit		5,256	14.5%	5,738	15.9%	482	9.2%	4,337
Profit attributable to owners of parent		3,500	9.7%	3,797	10.5%	296	8.5 %	3,025

FY2024 Consolidated Segment Forecast

Sales (JPYmn)	FY2024 Original Forecast		FY2024 Revised Forecast		Change	Ratio of change	FY2023 Result
	Forecast	Ratio	Forecast	Ratio			
GLOBAL WiFi	20,620	57.0%	20,391	56.4%	(229)	(1.1%)	18,728
Information and Communications Service	14,136	39.1%	14,418	39.9%	282	2.0%	12,108
Glamping and Tourism	1,260	3.5%	1,223	3.4%	(37)	(2.9%)	913
Subtotal	36,017	99.6%	36,033	99.7%	16	0.0%	31,749
Others	128	0.4%	112	0.3%	(16)	(12.5%)	94
Adjustments	0	-	0	-	-	-	(36)
Segment profit (JPYmn)	FY2024 Original Forecast		FY2024 Revised Forecast		Change	Ratio of change	FY2023 Result
	Forecast	Ratio	Forecast	Ratio			
GLOBAL WiFi	5,511	26.7%	5,890	28.9%	378	6.9%	5,032
Information and Communications Service	1,635	11.6%	1,658	11.5%	23	1.4%	1,040
Glamping and Tourism	164	13.1%	161	13.2%	(3)	(2.1%)	88
Subtotal	7,311	20.3%	7,710	21.4%	398	5.4%	6,162
Others	(96)	-	(147)	-	(51)	-	(176)
Adjustments	(1,961)	-	(1,855)	-	106	-	(1,705)

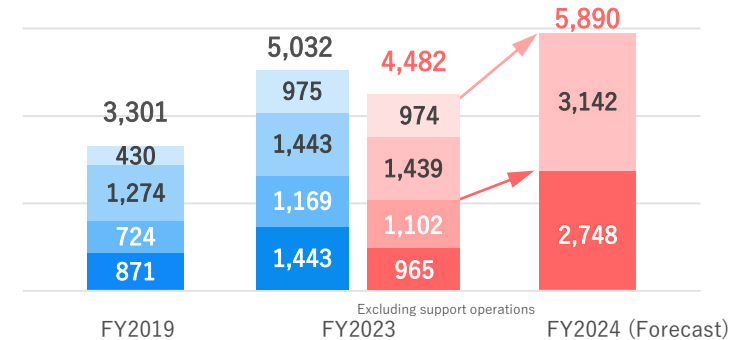
FY2024 Consolidated Segment Forecast

GLOBAL WiFi Business

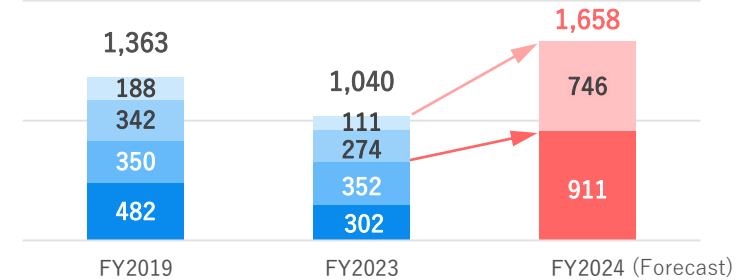
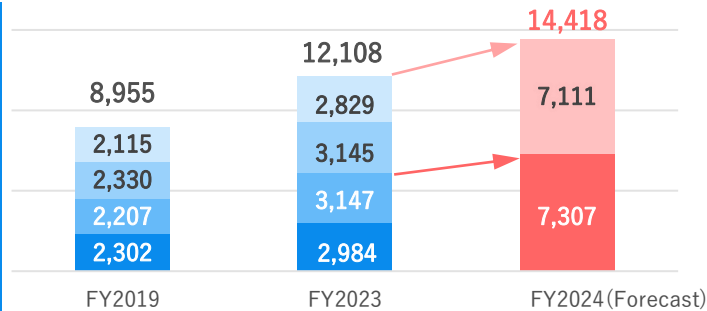


Segment profit

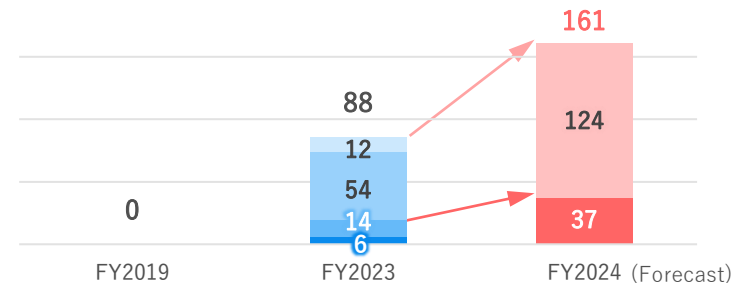
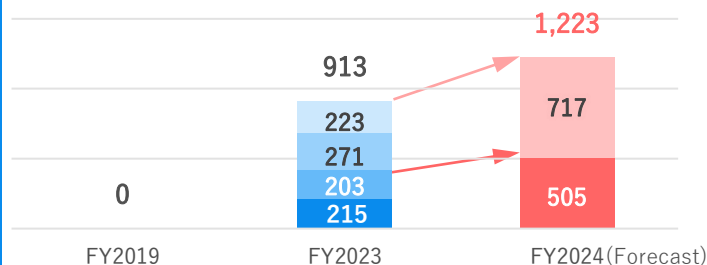
(JPYmn)



Information and Communications Service Business

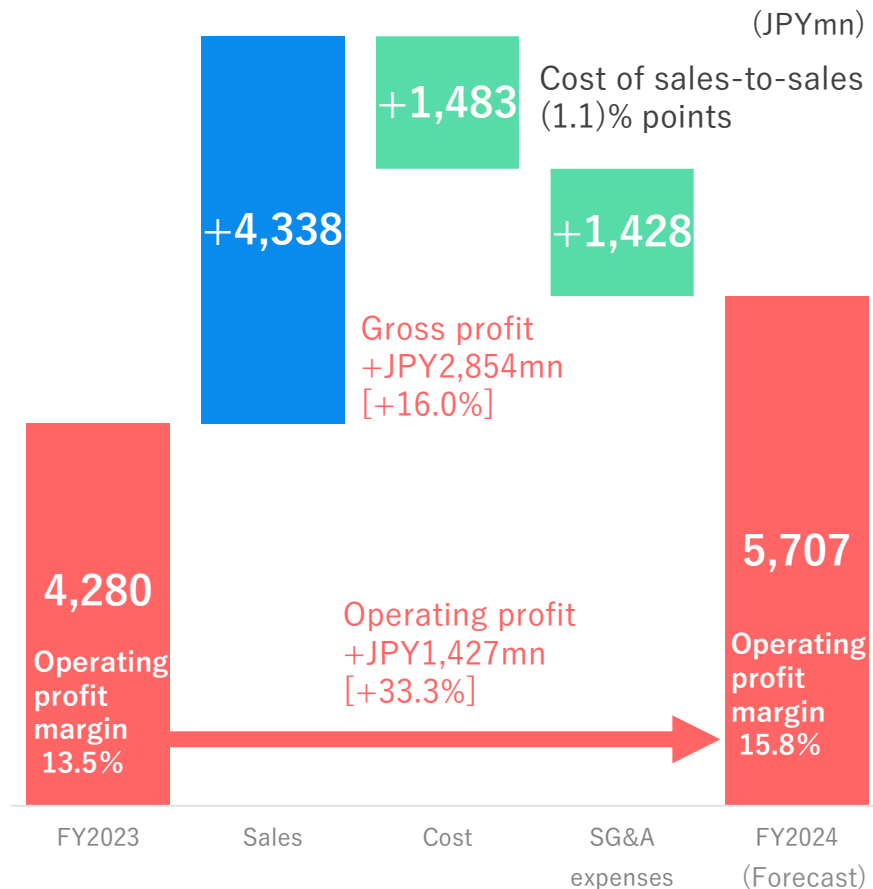


Glamping and Tourism Business



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
(JPYmn, %)		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						
	Operating profit	1,524		1,196						
	Operating profit margin	17.8		14.2						

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%

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

Shareholder Benefit Program

(This is for shareholders listed or recorded in the shareholders' register as of June 30, 2024.)

The shareholder benefit program is intended to thank our shareholders for their continued patronage and support, and to deepen their understanding of the Group's business.

- The Company presents shareholders with coupons for GLOBAL WiFi, our Wi-Fi router rental service for mobile Internet communication in Japan and overseas, for accommodation at our glamping facilities and hot spring inn "VISION GLAMPING Resort & Spa," and for "KO SHI KA" assortment of 3 skincare products.

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 shares or more	3,000 yen x 3 coupons	3,000 yen x 3 coupons

Services available



Up to three 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



VISION GLAMPING
Resort & Spa

One coupon can be used per adult to apply for accommodations.



KO SHI KA | こしか

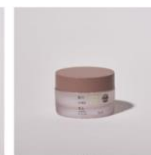
Two coupons can be used per set to apply for assortment of 3 skincare products.



Lotion 150mL



Milk 100mL



Gel 50g

Expansion of Shareholder Benefit Program Announced on July 19, 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, for accommodation at our glamping facilities and hot spring inn "VISION GLAMPING Resort & Spa," and for "KO SHI KA" assortment of 3 skincare products.

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.

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
<u>[New] 1,000 shares or more</u>	<u>3,000 yen x 3 coupons</u> <u>10,000 yen x 2 coupons</u>	<u>3,000 yen x 3 coupons</u> <u>10,000 yen x 2 coupons</u>

Services available



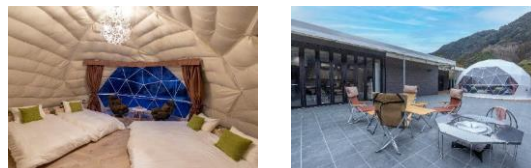
Up to 29,000 yen worth of coupons can be used per Wi-Fi rental application.

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.



Two 3,000-yen coupons can be used per set to apply for assortment of 3 skincare products.



Lotion (ローション) 150ml. Milk (ミルク) 100ml. Gel (ジェル) 50g

04

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).

◆Glamping and Tourism Business

Expand glamping facilities.

Expand tourism business.

Operating profit

JPY 10bn

M&A

GLOBAL WiFi Business

Information and Communications Service Business

Glamping and 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, July 2024)

[New business] M&A



World eSIM



GLOBAL WiFi for Me

NINJA WiFi
Powered by GLOBAL WiFi

WiFiレンタル
とっとこむ®

WI-FI RENTAL
.COM



GLOBAL WiFi®



GLOBAL WiFi for Biz

【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

Topics : GLOBAL WiFi Business

Campaign to commemorate the 20 millionth “GLOBAL WiFi” user

“GLOBAL WiFi®” started accepting applications for the second round of its “GLOBAL WiFi Giving Back” campaign on August 1 to commemorate its 20 millionth user (*). Those who applied for the first round are also welcome to apply again.

* Number of group-wide users of Wi-Fi router rental service (Our own research in July 2024)



[Click here for the release.](#)

“GLOBAL WiFi®” released a new commercial featuring Actor Hiyori Sakurada, to be aired on ANA and JAL (*listed in alphabetical order) international flights from August 1, 2024

The new commercial for “GLOBAL WiFi®” is the “Girls’ Travel version,” following the “Overseas Business Trip After a Long Time version” released last year.

I want to go abroad for the first time in a long time, and now I want to realize the overseas trips that I could not make. The composition is designed to make you want to go abroad unintentionally, projecting such thoughts onto the main character, Hiyori Sakurada.



[Click here for the release.](#)

Topics : GLOBAL WiFi Business

Partner with Fast Doctor, Inc. to provide “Online Health Consultation” that allows customers to consult about health concerns while traveling abroad

The Service, which can be added when applying for “GLOBAL WiFi®,” allows customers to consult about any health concerns they may have while traveling abroad by an Internet-based videophone through Fast Doctor.

We hope that it will help them be prepared to respond calmly when health concerns arise in unfamiliar environments, such as when traveling abroad for the first time or with the family.



[Click here for the release.](#)

Launches “Location-Identification GPS,” a real-time location-aware optional service that can be used overseas

We began offering a “Location-Identification GPS” as an optional service for “GLOBAL WiFi®” on July 9.

The Service lends out small GPS tags that can be used overseas. By accessing a dedicated website from a smartphone, etc., you can check the current location.


For watching over children when traveling abroad or studying abroad,
and as an anti-lost/theft item!

Location-Identification GPS

Small,
lightweight,
and not bulky!

Easy to locate
with your
smartphone!

For a safe and
secure trip



Release Campaign
Rental fee: ~~Normal ¥600/day~~
¥550/day
(tax included)

Apply by
August
29th

[Click here for the release.](#)

Topics : GLOBAL WiFi Business

Expand coverage area of “Unlimited Plan” to 94 countries and regions, allowing use without worrying about data capacity

Uzbekistan has not been eligible for the service until now, but we are now able to provide it for the first time. Samoa (Independent State) and New Caledonia have added the “Unlimited Plan” to their existing plans.

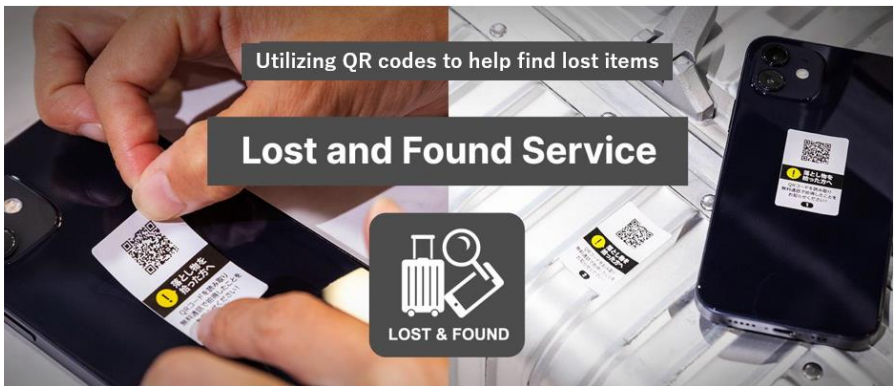
* Currently, the Ministry of Foreign Affairs has issued a warning against non-essential travel to New Caledonia. Those who are considering traveling should check the latest information.



[Click here for the release.](#)

Start free trial of “Lost & Found Service (tentative name),” a support for finding lost items for users of “NINJA WiFi®”

We launched a free trial service called “Lost & Found Service (tentative name)” for users of “NINJA WiFi®.” This service connects the finder of a lost item with the owner of the item, utilizing QR codes by “THISIS,” a free Internet call service provided by THISIS Inc., with whom we have a business alliance agreement.



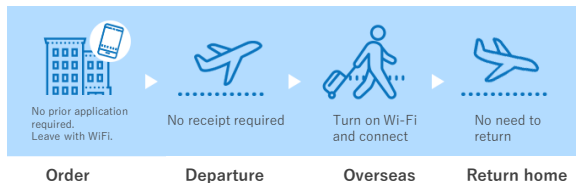
[Click here for the release.](#)

GLOBAL WiFi Business

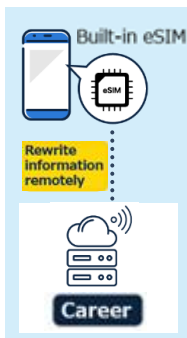
No need to apply for, receive, or return



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



Next generation overseas communication



- ✓ 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 **94 countries**

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

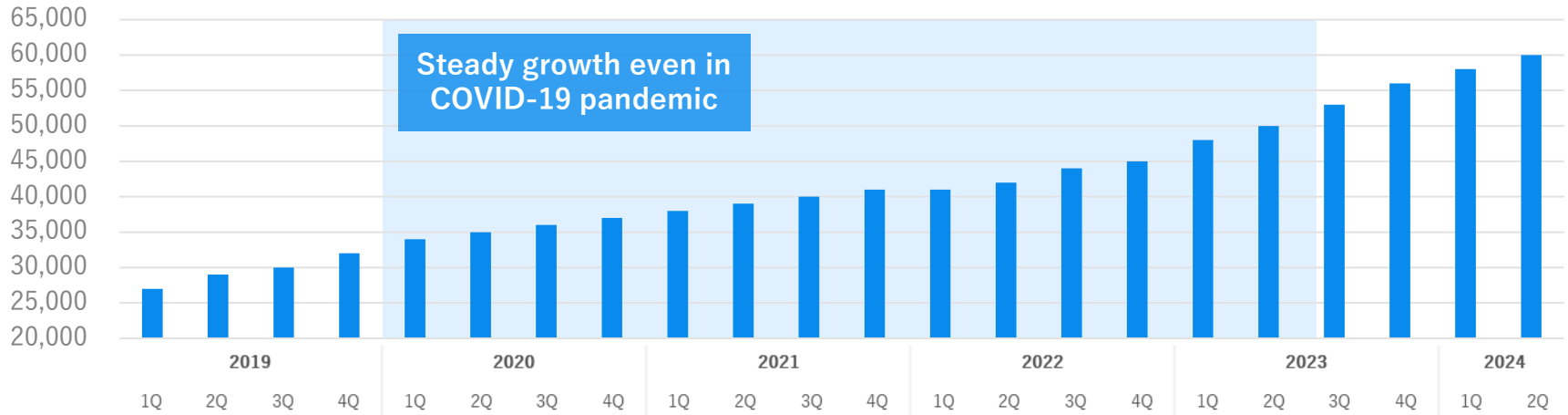


Wi-Fi router sales service for customers who are considering purchasing.
Customers can use it as a trial for rent. After checking the communication environment of their home, customers can purchase the one that meets their needs.

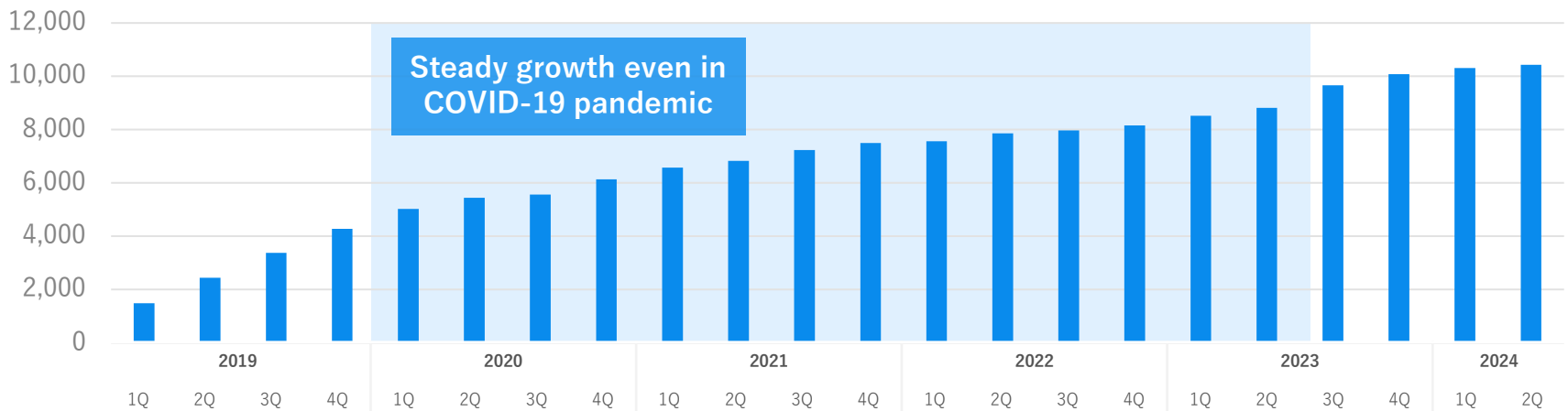
GLOBAL WiFi Business Corporate Use

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

(Companies)

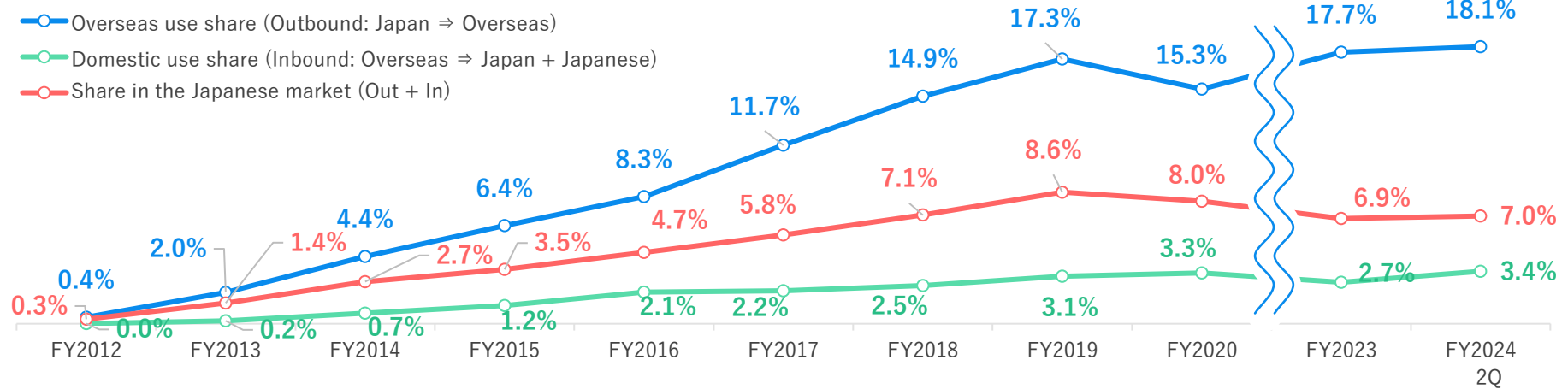


Number of “GLOBAL WiFi for Biz” registered companies

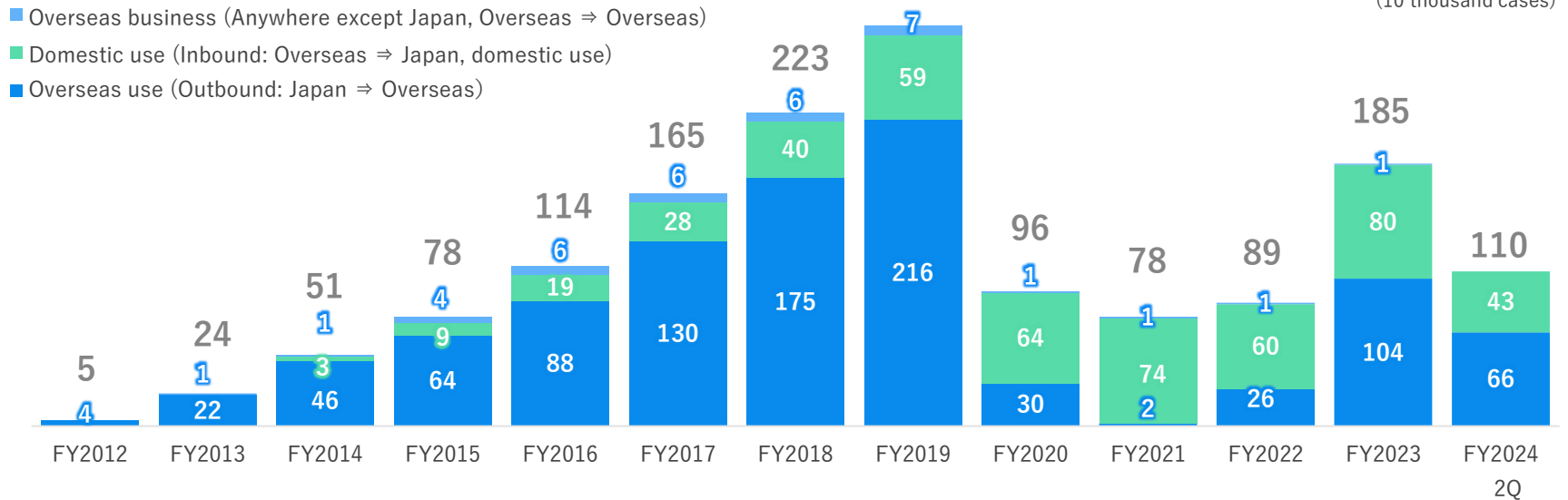


Our Wi-Fi rental service penetration ratio (Japan)

* 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

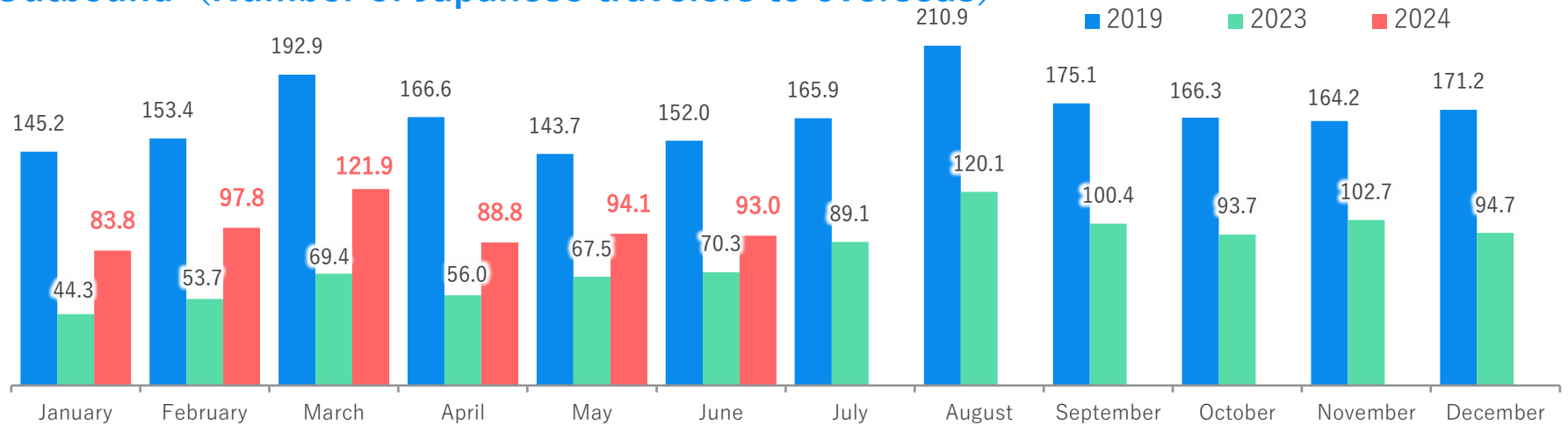


GLOBAL WiFi Business

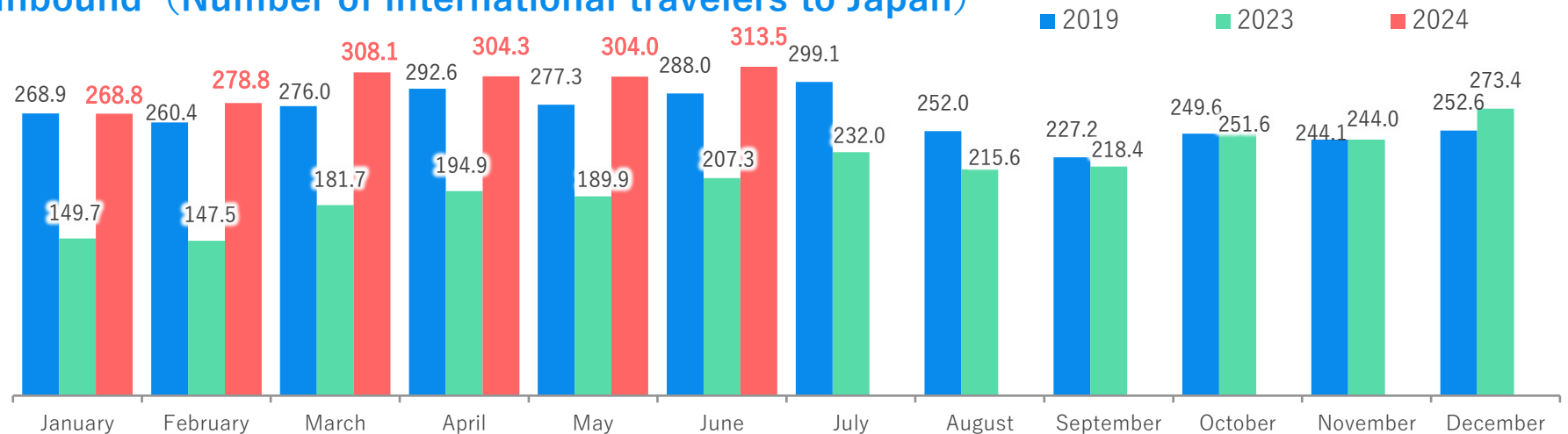
Changes in Number of Overseas Travelers

Outbound (Number of Japanese travelers to overseas)

(10 thousand people)



Inbound (Number of international travelers to Japan)



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.

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

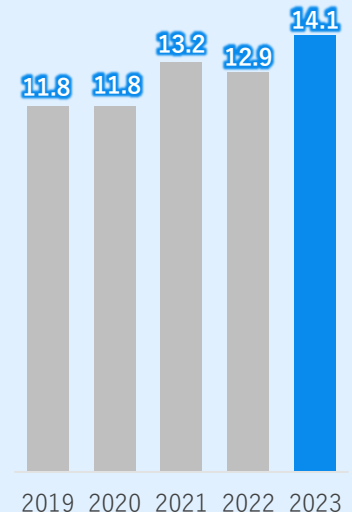
- * Total number of companies established within 6 months (including sole proprietors), starting business with us (our research)
- * The number of acquisitions will depend on the fluctuations in handling services and products.

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)



【New business】 M&A

Stock (Subscription) earnings

Flow (One-shot) earnings

Fixed-line communication

Mobile communication

Office automation equipment

Internet media

Eco-solution

Construction related

Space management

etc.

VWS

FAI
カララボ

Vision
Crafts!

PC・スマホ対応ホームページ制作サービス
MORPH

ビジョジカ

VWS
Cam

etc.

Topics : Information and Communications Service Business

Begin expanding sales of “Kicho-Daiko.com,” a bookkeeping and journalizing service

This service allows us to handle bookkeeping and journalizing accounting work on your behalf. It is carried out under the supervision of our affiliated tax accountant firm, which removes customers' concerns about the current accounting work and allows them to use the service with peace of mind.



Kicho-Daiko.com

Certified by Ministry of Economy, Trade and Industry
Smart SME Supporter
No.10/20005005

More affordable than doing it yourself!

Bookkeeping and journalizing accounting work
required for closing and tax returns

We'll take care of everything!

What is “Kicho-Daiko.com” ?

We handle all the bookkeeping and journalizing accounting work required for tax returns and financial statements on your behalf.

Corporations and individuals are welcome!

We receive the necessary documents from customers, input them into accounting software, and prepare a trial balance, profit and loss statement, cash book, deposit book, accounts receivable balance list, and accounts payable balance list on behalf of them. This service provides all the bookkeeping work required for tax returns and closing on behalf of them.



Cost

No initial cost

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

[Click here for the release.](#)

Topics : Group Company adval Corp.

Open “Glade Park” in Shibuya and Omotesando, a rental space that can be used for a wide range of needs from business events to entertainment and private parties, taking advantage of its diversity and convenience.

Glade Park Shibuya

Glade Park Shibuya opened on May 10, directly connected to the A0 exit of Tokyo Metro Shibuya Station, and also conveniently located a 3-minute walk from the Hachiko exit of JR Shibuya Station.



The space can accommodate 350 people for standing style, 250 people for theater style, and 140 people when seated at tables.

[Click here for the release.](#)

Glade Park Omotesando

Glade Park Omotesando opened on May 13 in a convenient location, a 2-minute walk from Exit 3 of Tokyo Metro Omotesando Station.



The space can accommodate 120 people for standing style, 75 people for seminar style, and 66 people when seated at tables.

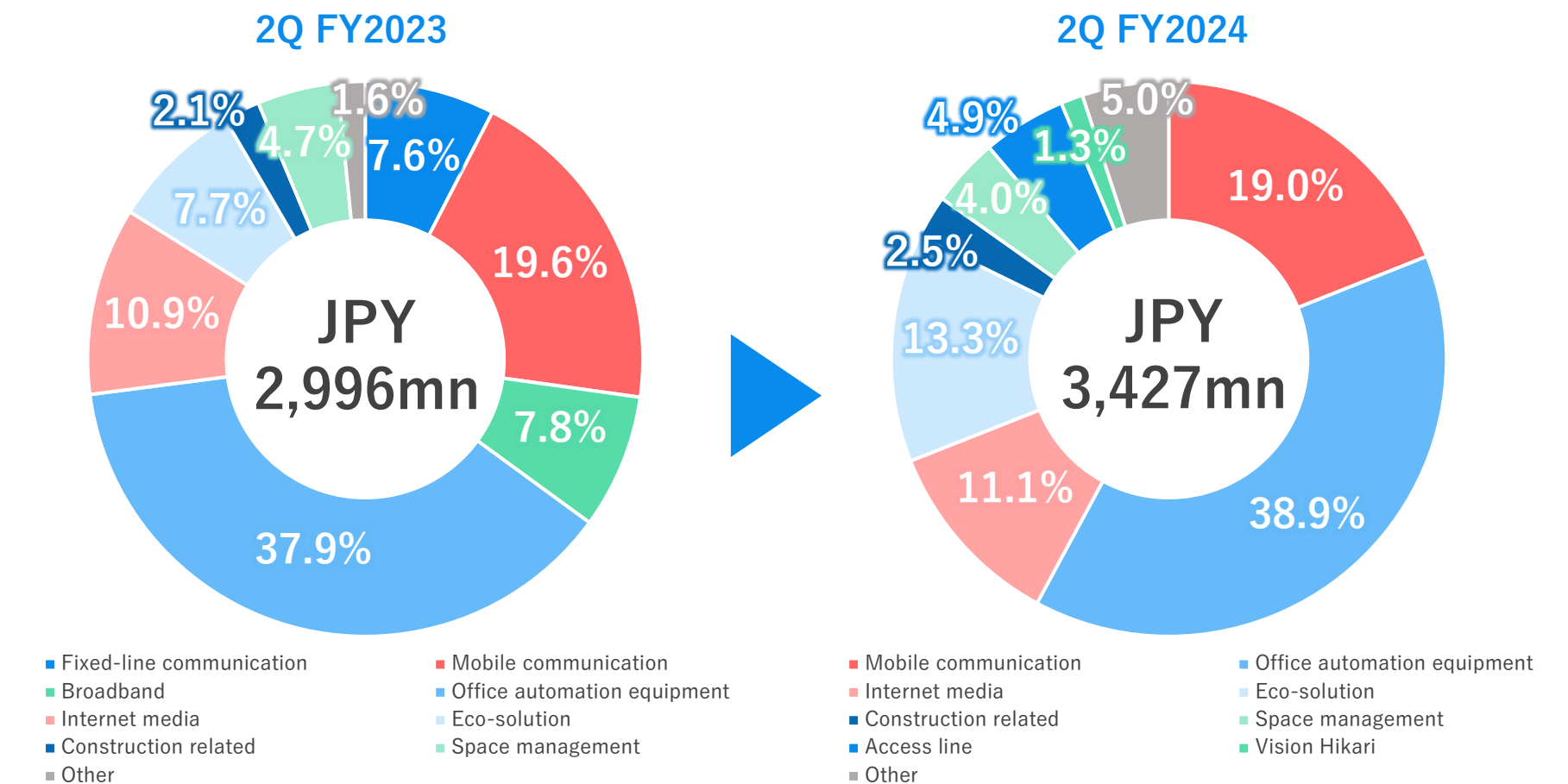
[Click here for the release.](#)

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.



Stock Earnings Gross Profit Change

Information and Communications Service Business

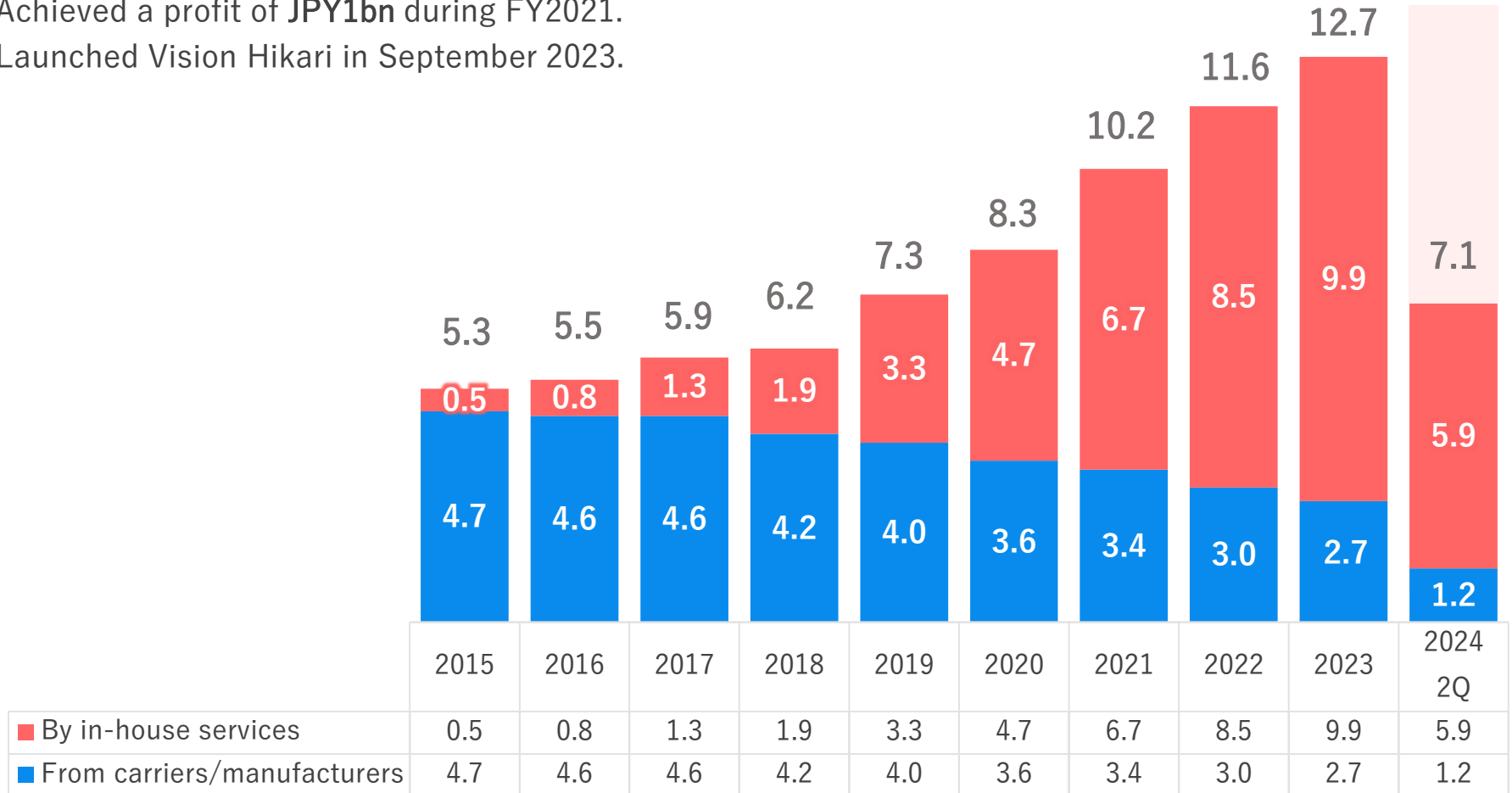
Strengthen stock earnings, which will become a stable earnings base in the long run.

Strengthen sales of in-house developed services since FY2019.

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

Launched Vision Hikari in September 2023.

(JPY100mn)



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.”



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

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.



PC・スマホ対応ホームページ制作サービス



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

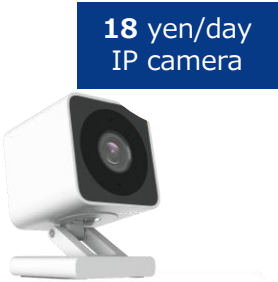
“Cloud migration” with “VWS”

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.

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.

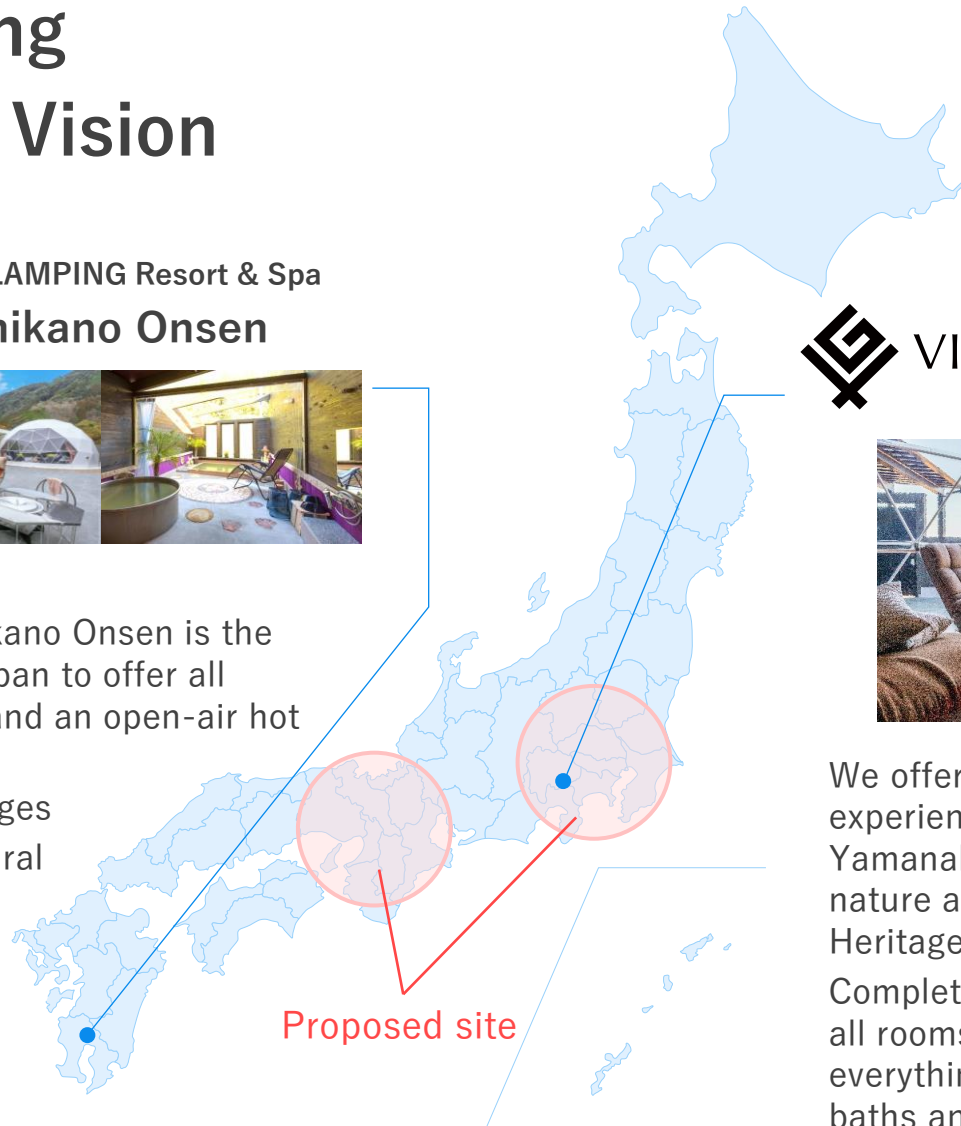


VISION GLAMPING Resort & Spa 山中湖



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.



Proposed site

05

Sustainability - ESG + SDGs -

Establishment of Sustainability Committee

Basic Policy on Sustainability

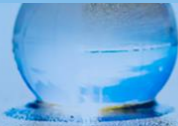
Vision Group's management philosophy is "To Contribute to the Global Information and Communications Revolution." Based on this philosophy, we will position sustainability initiatives as an important management issue. Specifically, we aim to contribute to the global environment, realize a sustainable 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 -

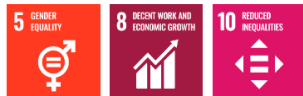
1. VWS Attendance Management / Legal Signature to be paperless contracts
2. Promotion of CO2 reduction through proposals to reduce electricity costs (LED, air conditioning, renewable energy)
3. CO2 reduction efforts using carbon offset products such as MFPs
4. Information disclosure through CDP and SBT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

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).

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

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

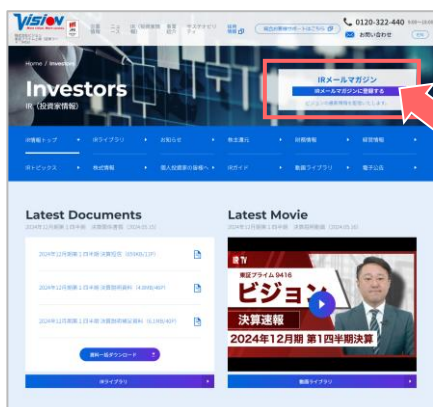
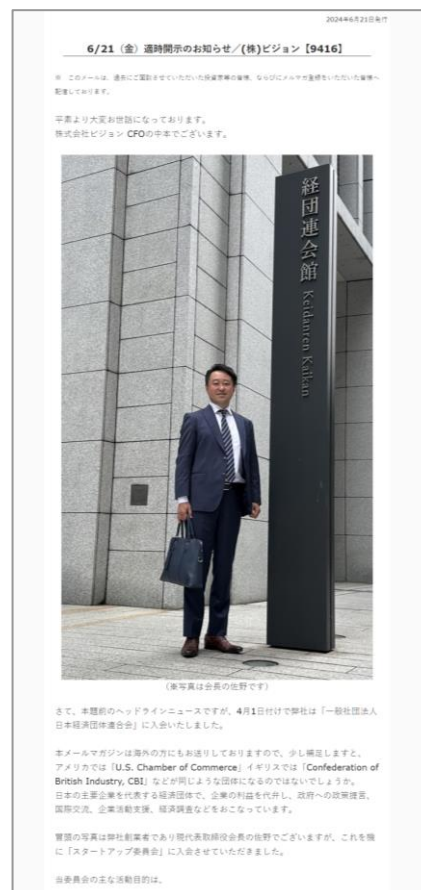


Image of e-newsletter



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.