

Q3 FY2025

# Supplementary Materials

Vision Inc. Stock Code : 9416

November 13, 2025

01

# Company Overview

Code 9416  
(Tokyo Stock Exchange Prime Market)

Incorporated December 4, 2001  
(Founded June 1, 1995)

Management Philosophy To Contribute to the Global Information and Communications Revolution

Head Office 8F Shinjuku Eastside Square, 6-27-30  
Shinjuku, Shinjuku-ku, Tokyo 160-0022

Number of Consolidated Employees 961 (175)  
Domestic: 847 (166)  
Global: 114 (9)  
(Average temporary employees)  
(As of September 30, 2025)

Affiliated Companies Domestic: 9  
Global: 13  
(As of September 30, 2025)

Business GLOBAL WiFi  
Information and Communications Service  
Glamping and Tourism

## Operation Bases and Affiliates

Domestic Affiliated Companies : 9

Domestic Operation Bases : 17

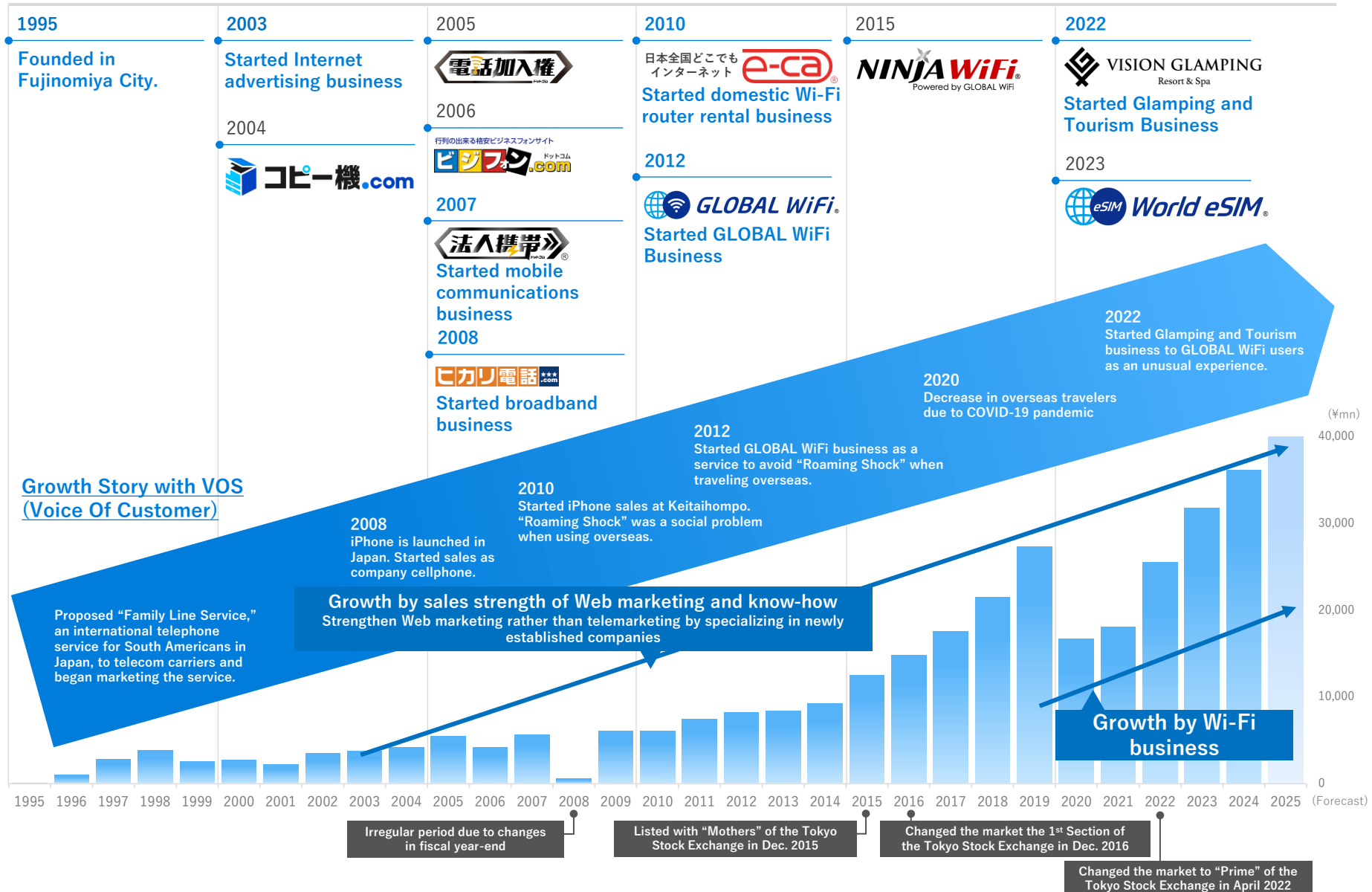
Global Affiliated Companies : 13

Korea, USA (Hawaii), Hong Kong, Singapore, Taiwan, UK, Vietnam, China (Shanghai), France, Italy, USA (California, New York), New Caledonia



# History and Sales Change

## Growth Story with VOC (Voice Of Customer)



## Offer just the right value to realize sustainable growth

### Niche & Focus strategy



**Discover the challenges** created by the gaps in the evolution in information and communications and **develop new markets.** **Focus management resources on carefully selected targets and refine our services.**

- ✓ Overseas travelers
- ✓ Startup companies
- ✓ Customer asset utilization

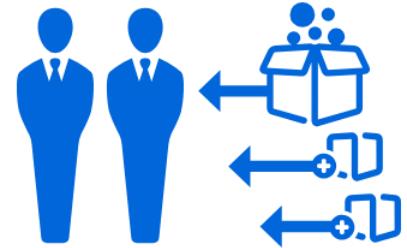
### Price & Quality leadership strategy



**Pursue production efficiency thoroughly.** **Realize by improving organizational structure and business speed.** While maintaining **high quality of service,** demonstrate **price competitiveness surpassing competitors.**

- ✓ Productivity, price advantage
- ✓ Service quality evaluation
- ✓ Increased satisfaction through concierge services

### Up/Cross selling strategy



Pick up new needs for information and communications services and **continuously offer services at reasonable prices at the right time.** Build a **long-term relationship with customers.**

- ✓ Original CRM
- ✓ Maximize lifetime value
- ✓ Recurring revenue-type business

02

# Business Summary

## GLOBAL WiFi

We provide a flat-rate overseas Wi-Fi router rental service that can be used in over 200 countries and regions around the world. We also provide a domestic Wi-Fi router rental service for foreigners visiting Japan, as well as those returning to Japan temporarily or on business trips.



Adopted by  
over  
**400,000**  
companies

For overseas travelers



For Japan  
domestic use



For foreigners  
visiting Japan



For overseas travelers (corporate)



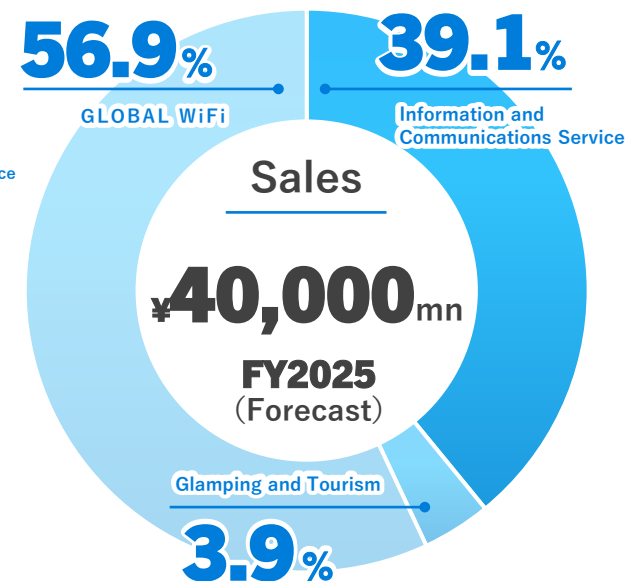
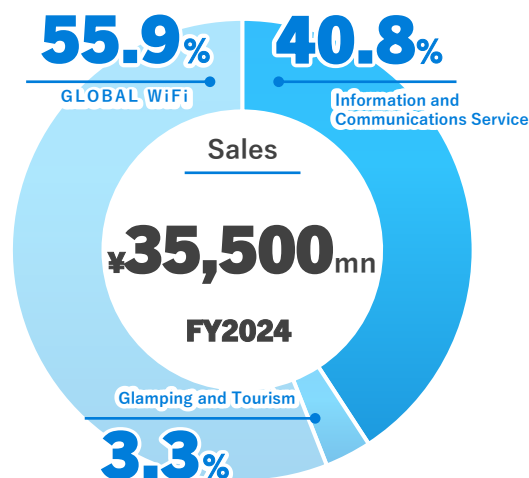
## Information and Communications Service

We provide the communication infrastructure and office equipment necessary for corporate activities, such as mobile communications service, office automation equipment, business phone, website production, eco-solution, Vision Hikari, and space management, etc.



## Glamping and Tourism

Enjoy your own time in a private space. BBQ equipment, open-air bath, etc. are installed in the dome-shaped tent. Enjoy a fulfilling accommodation while feeling one with nature.





**GLOBAL WiFi®**

**NINJA WiFi®**  
Powered by GLOBAL WiFi

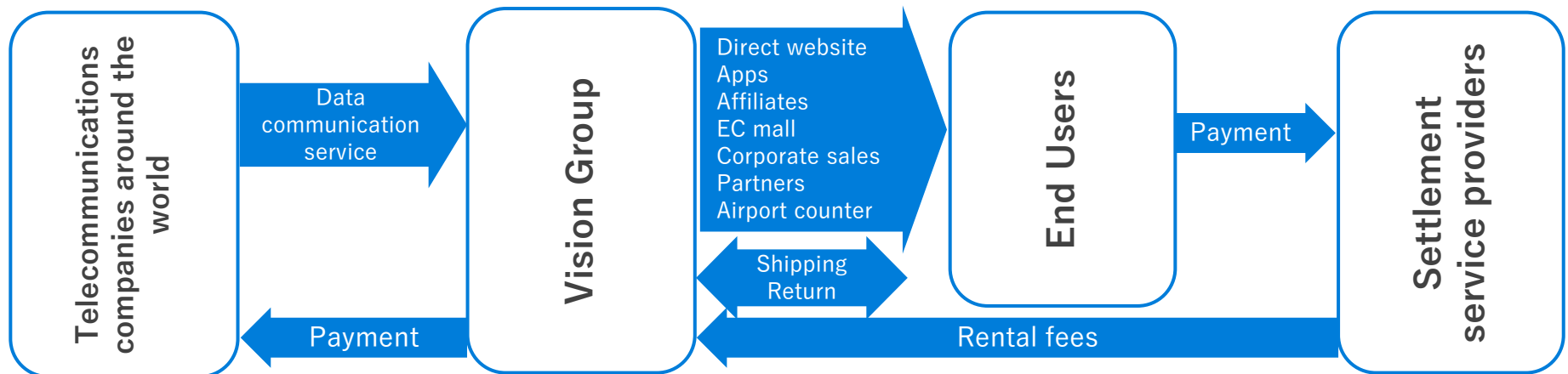


**World eSIM®**

|                           |                                                                                                            |
|---------------------------|------------------------------------------------------------------------------------------------------------|
| Less Expensive Fixed-rate | Maximum cost benefits -89.9%<br>From ¥300/day Japanese cellphone companies' fixed-rate discount comparison |
| Areas                     | Available in over 200 countries and regions worldwide, leading the industry in the number                  |
| Comfortable               | High-speed communications in partnership with telecom carriers around the world                            |
| Safe / Secure             | Secure; 24 hours/365 days support                                                                          |
| Counter                   | Number of airport counter is the industry's largest class                                                  |
| Corporate Sales           | Uptake ability of corporate needs                                                                          |
| Customers                 | Number of users is the largest in the industry*1 Over 23 million users!*2                                  |

\*1: Number of users and sales revenue survey for “2016-2023 Overseas Wi-Fi rental service (domestic → overseas)” (Tokyo Shoko Research, annual surveys from 2017 to 2024)

\*2: Number of group-wide users of Wi-Fi router rental service (Our research, August 2025)





# “GLOBAL WiFi” Business

## Utilize “CLOUD Wi-Fi Router” - Compare Communication Methods Overseas -

|                                    |                                                                 | eSIM                                                                                                                                       | Roaming                                                   | Free Wi-Fi Spot                                          |
|------------------------------------|-----------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------|----------------------------------------------------------|
| Advance preparation                | ◎<br>No advance preparation                                     | Smartphone with eSIM support<br>SIM unlocking required                                                                                     | Depends on the telecom carrier under contract.            | ◎<br>No advance preparation                              |
| How to set up                      | ○<br>Enter password only                                        | ▲<br>Initial setup required                                                                                                                |                                                           | ○<br>Enter password only                                 |
| Area                               | ◎<br>Multi-carrier support                                      | ○<br>Prior confirmation required                                                                                                           |                                                           | ▲<br>Some facilities do not have free Wi-Fi.             |
| Simultaneous use by several people | ○                                                               | ▲<br>Tethering is possible, but the phone's charge drains quickly.<br>Need to apply to the telecom carrier with which you have a contract. |                                                           | ◎                                                        |
| Data volume                        | ○<br>Many unlimited plans available                             | ▲<br>Unlimited in some countries                                                                                                           | ▲<br>Depends on the contract.                             | ○<br>Basically unlimited                                 |
| 5G communications                  | ○<br>Can be used with non-5G compatible smartphones.            | ▲<br>Requires a 5G-enabled smartphone.                                                                                                     |                                                           |                                                          |
| Receipt and return Carrying        | ▲<br>Need to pick up, return, and carry router.                 | ○                                                                                                                                          |                                                           | ▲<br>Not portable and limited to use within the facility |
|                                    | ○<br>GLOBAL WiFi for Biz does not require pickup or return.     |                                                                                                                                            |                                                           |                                                          |
| Support system for Japanese        | ◎<br>24 hours/365 days,<br>Telephone support is also available. | ○<br>Chat and email support mainly<br>World eSIM supports Japanese.                                                                        | ▲<br>Need to confirm business hours with telecom carrier. | ×<br>Not all facilities are available in Japanese.       |
| Security                           | ○                                                               | ○                                                                                                                                          | ○                                                         | ×                                                        |

\*Created based on our research and standards.

# Comparison of Overseas Internet Connection Methods

| Wi-Fi router rental                                                                                                                                                                                                                                                      | Com-<br>parison   | Roaming<br>(Telecom carriers' fixed-<br>rate)                                                                                                                                             | Free Wi-Fi Spot /<br>Hotel Wi-Fi                                                                                                                                                 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>¥300-¥3,370/day (including 5G)<br/>* Round-the-world plan ¥3,570/day<br/><b>Apply for rental on the website.</b></p>                                                                                                                                                  | Fee               | <p>¥980-¥2,980/day (4G)<br/><b>Need to check in advance the contract details, compatible models, and settings, etc. according to the plan.</b><br/>* Depending on your mobile carrier</p> | <p>Free Wi-Fi spot <b>Free Accommodation fee</b> (Hotel Wi-Fi included) or <b>¥500-¥3,000</b> Hotel Wi-Fi + accommodation fee</p>                                                |
| <p><b>Fixed fee and stable speed</b><br/>Full security and compensation<br/>You can use it comfortably thanks to the fixed fee.<br/>Choose the communication capacity according to your situation.</p>                                                                   | Advantage         | <p><b>Easy to connect</b><br/>* Tethering is also available.</p>                                                                                                                          | <p><b>Easy to use</b><br/>Area is limited, but it is provided free of charge in many places, and it is easy to connect.</p>                                                      |
| <p><b>More luggage</b><br/>Need to carry a Wi-Fi router in addition to your smartphone.</p>                                                                                                                                                                              | Dis-<br>advantage | <p><b>Expensive</b><br/>Fee is more expensive than those for Wi-Fi rental.<br/>If the setting is wrong for data roaming, the fee can be more expensive.</p>                               | <p><b>Be careful about unauthorized access</b><br/>It is easy to use, but it has some risks of virus infection and personal information being stolen by unauthorized access.</p> |
| <p>If you connect the Internet at a stable speed without worrying about additional charges (You can use it with several people at a lower fee by splitting the bill)<br/><b>Available anywhere.</b><br/><b>No worry about busy access and difficulty to connect.</b></p> | Recommendation    | <p><b>If you want to connect the internet easily</b><br/>with your own device</p>                                                                                                         | <p><b>Communication area is limited, but you want to save money.</b><br/><b>It is for users who only need to connect the overseas Internet in a limited amount of time.</b></p>  |

| Items         | Summary                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|---------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sales         | <p><b>Overseas</b></p> <p><b>【Regular rental】</b> Average: Approx. ¥1,700/day, Average days used: 7 days<br/>Options available such as insurance, mobile battery, etc.</p> <p><b>【GLOBAL WiFi for Biz】</b></p> <p><b>4G plan:</b> Monthly basic charge (¥2,167) + data communication fee (plan) × number of days used</p> <p><b>5G plan:</b> Monthly basic charge (¥3,278) + data communication fee (plan) × number of days used</p> <p>Use service in Japan (Domestic option for teleworking)</p> <p><b>Domestic (in Japan)</b></p> <p><b>Rental fee per month (available for rental from 1 day)</b><br/>Average: Approx. ¥5,000/month, Average days used: 1.5 months (45 days)</p> |
| Cost of sales | <p><b>Data communication (telecom carriers in the world)</b></p> <p><b>Terminal price (mobile Wi-Fi routers)</b><br/>Recorded as rental asset (recorded by depreciation for 2 years)</p> <p><b>Outsourcing (commission paid to sales agents), etc.</b></p>                                                                                                                                                                                                                                                                                                                                                                                                                           |
| SG&A expenses | <p>Personnel, advertising, shipping delivery, business consignment, credit card payment, etc.</p> <p>Operation and rent of shipping centers, airport counters, customer centers, etc.</p> <p>Other SG&amp;A expenses, etc.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

Ready to use with just your smartphone  
No pick-up and return required!



Available in over 200 countries and regions



No need to  
changes SIM  
cards



No need to pick  
up in advance  
and return



Easy to setup  
and ready to  
use



Purchase  
anytime,  
anywhere



## How to use



Check if a device  
is compatible  
with eSIM



Setup info sent  
after order



Set up eSIM by  
following app or email  
instructions



Start using eSIM  
after setup  
completion

## Usage scenarios

- ✓ For those who purchased SIM cards locally
- ✓ Comfortable internet environment during temporary return to Japan
- ✓ Purchase additional data when needed etc.

## Example of plan



Hawaii eSIM

5 G / 4 G

Example of use in Hawaii

| Unlimited Plan | Period | 1 day | 3 days | 5 days | 7 days | 10 days | 15 days |
|----------------|--------|-------|--------|--------|--------|---------|---------|
|                | Cost   | ¥980  | ¥2,480 | ¥2,780 | ¥3,980 | ¥4,980  | ¥6,880  |

| Time-based data plan | Capacity | 500M    |       | 1 GB   | 3 GB    | 5 GB    | 10GB    | 20GB    | 30GB    | 50GB    |
|----------------------|----------|---------|-------|--------|---------|---------|---------|---------|---------|---------|
|                      | Period   | 10 days | 1 day | 7 days | 10 days | 15 days | 15 days | 30 days | 30 days | 30 days |
|                      | Cost     | ¥250    | ¥445  | ¥667   | ¥1,554  | ¥2,072  | ¥3,552  | ¥6,142  | ¥4,980  | ¥13,024 |

Easy to  
purchase  
additional  
data locally!



# Active Sales Expansion of “GLOBAL WiFi for Biz”

- Gaining Competitive Advantage When Travel Recovers -

Sales of in-house permanent type “GLOBAL WiFi for Biz” for corporate customers are favorable by continuing to be used for teleworking (increase in the number of contracts and the communication usage).



If you have one “GLOBAL WiFi for Biz” in your company, you can use it immediately for teleworking and sudden overseas business trips, and no application required. You will no longer use overseas roaming services because a rented Wi-Fi router is not delivered in time!



# Ultra-High-Speed 5G Plan / World eSIM

## - Gaining Competitive Advantage When Travel Recovers -

### Ultra-High-Speed 5G Plan



Expanding area for an ultra-high-speed 5G plan, the first in the global Wi-Fi router rental industry.

Available areas are mainland USA, Hawaii, South Korea, Taiwan, Thailand, UK, Italy, France, Germany, Spain, China, Hong Kong, Iceland, Ireland, United Arab Emirates, India, Australia, Austria (Europe), Netherlands, Greece, Croatia, Singapore, Sweden, Slovenia, Czech Republic, New Zealand, Hungary, Philippines, Finland, Bulgaria, Portugal, Malta, Malaysia, Romania, and Luxembourg. Switzerland, Mexico, South Africa, Oman, Guam, Saudi Arabia, Bahrain, Brazil, Peru, Macau, Mauritius, Belgium, Cyprus, Latvia, Lithuania, Canada, the Maldives, Vietnam

### World eSIM®

Provided by "GLOBAL WiFi®," number of overseas Wi-Fi rental users is the largest

Next-generation communication  
overseas



Launch of an eSIM service, "World eSIM®," that can be used in over 200 countries and regions around the world.



Less baggage to  
carry when traveling



No contact with  
anyone, so no need to  
worry about hygiene



Can be applied for  
from overseas



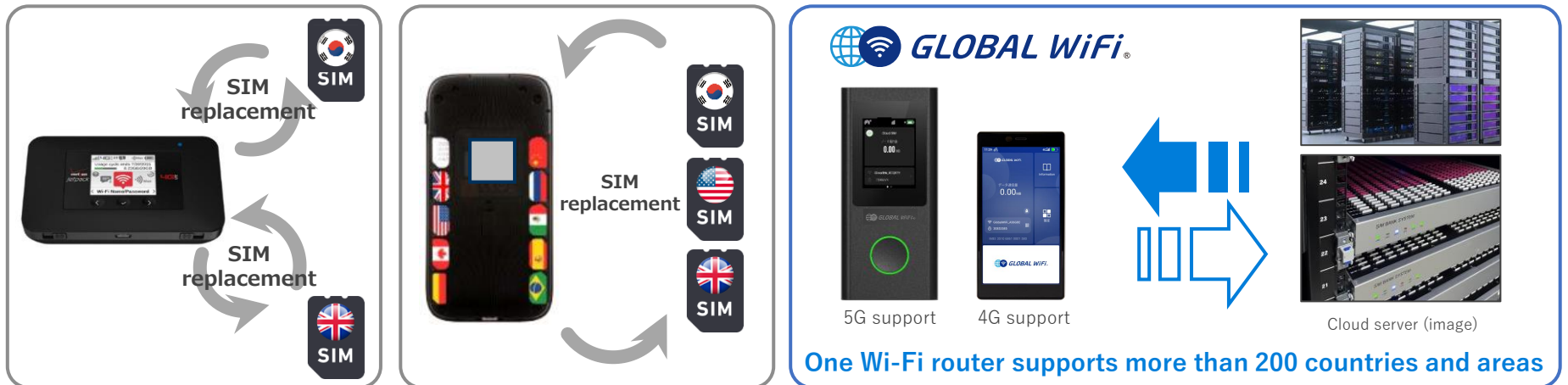
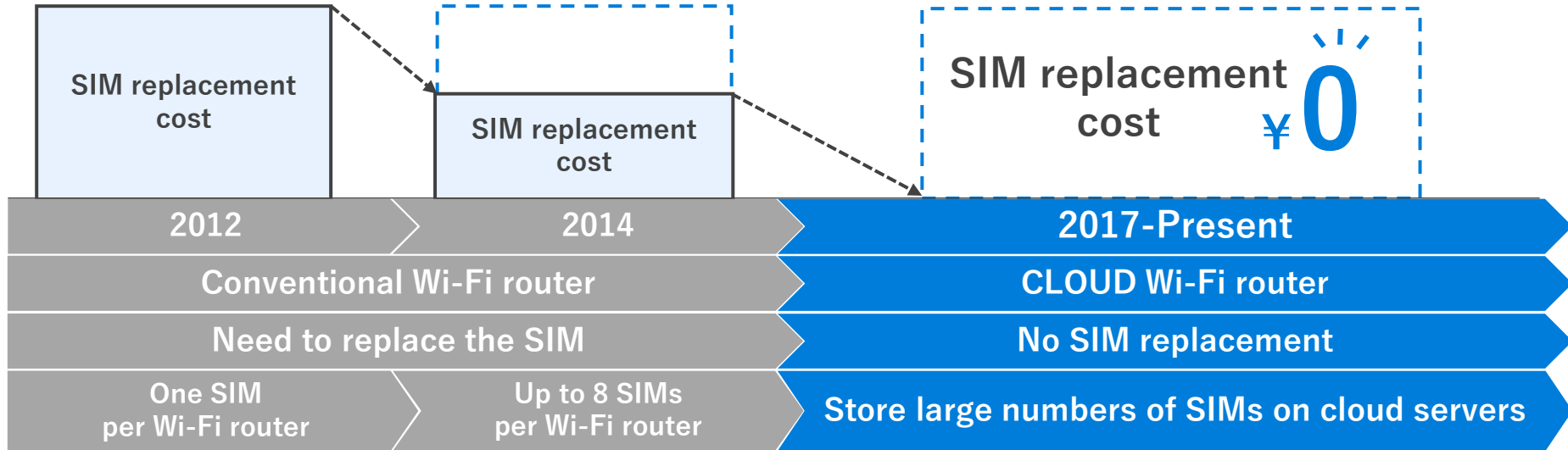
Easy to set up

For international travelers coming from Europe and the U.S., where they often purchase SIM cards locally, we plan to aggressively market to overseas travelers (inbound and overseas travelers from another country).



CLOUD Wi-Fi router enables zero SIM replacement cost.

Significant cost reductions have significantly increased profit margins.



Enabled to contract with multiple telecommunication companies in one country and to support multi-carriers.

Aiming to further increase profitability by improving convenience and reducing costs.

1. Improved convenience through stable communication over a wide area  
→ Automatically switches to a SIM from a telecom carrier with a strong signal depending on the area, ensuring a comfortable communication environment at all times.
2. Increased profit margins by using up SIM capacity  
→ The SIM switches automatically, allowing the SIM capacity to be used up.





# Expand Service Areas for Unlimited Plan

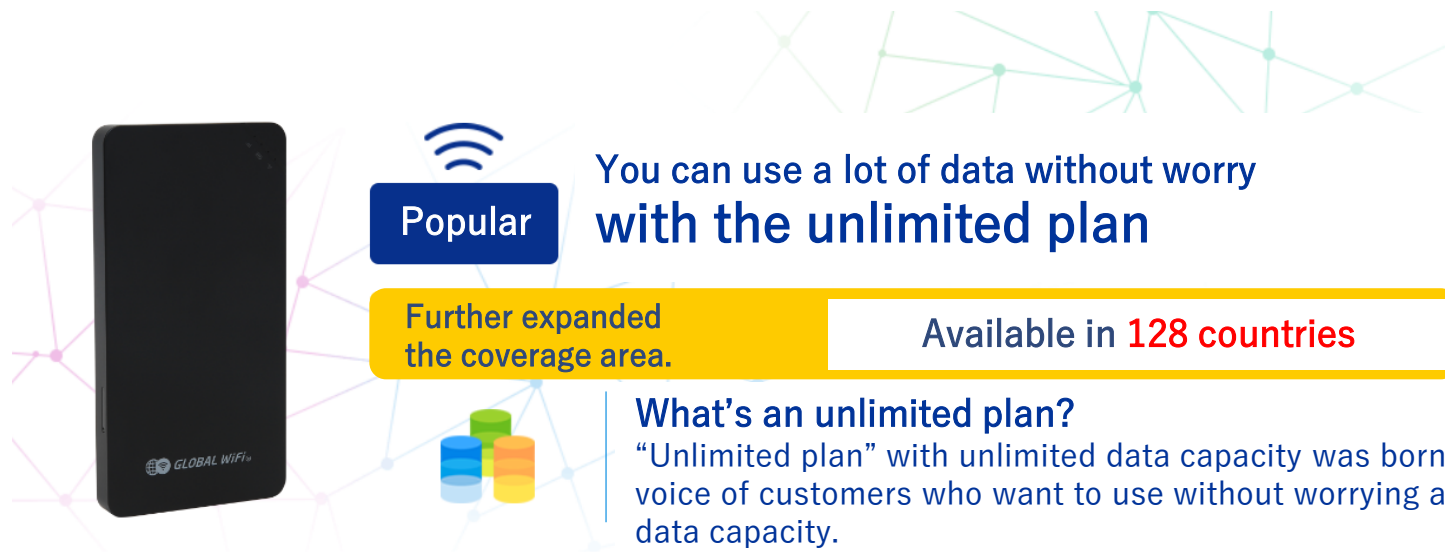
## - Gaining Competitive Advantage When Travel Recovers -

**Tend to consume a lot of data communication capacity, such as diversified smartphone apps, transmission and reception of large images and videos, and SNS postings, etc.**

Popular to share with multiple people such as friends and family members, and to use multiple devices (smartphones, tablets, and laptops, etc.) for business.

Expand the service areas and plans, responding to requests for the plan that can be used without worrying about data capacity and long-term use.

Increase choice ratio of unlimited plan ⇒ Improve ARPU.



# Airport Counter and Smart Pickup

Receive and return at 20 domestic airports, 40 locations, 59 Smart Pickup units, and return BOX.

Installed automatic pick-up lockers at 18 airports.

The service level is optimized according to customer.

Eliminate waiting time for customers who do not need explanation such as repeaters (Utilize Smart Pickups).

Airport staffs respond to customers who need explanation (Utilize airport counters).



**Smart Pickup**

You can receive in 10 seconds.

Automatic pick-up locker

Available at Haneda, Narita, Kansai, and other airports!

Receive and Return according to customers needs



At the airport



By delivery



At a convenience store



Overseas destination

The highest number of receiving locations in the industry

Hokkaido/Tohoku >

Hokuriku/Koshinetsu >

Chugoku/Shikoku >

Kyushu/Okinawa >

Kanto >

Tokai/Kansai >

## Airport and other places to receive/return in Japan

### Hokuriku/Koshinetsu

|                              |
|------------------------------|
| Niigata Airport ★            |
| Komatsu Airport★             |
| Kyushu/Okinawa               |
| Fukuoka Airport★             |
| Hakata Port★                 |
| Kita-kyushu Airport★         |
| Kumamoto Airport★            |
| Oita Airport★                |
| Miyazaki Airport★            |
| JR Miyazaki Sta.             |
| Kagoshima Airport★           |
| Naha Airport★                |
| Miyako Shimojishima Airport★ |

### Hokkaido/Tohoku

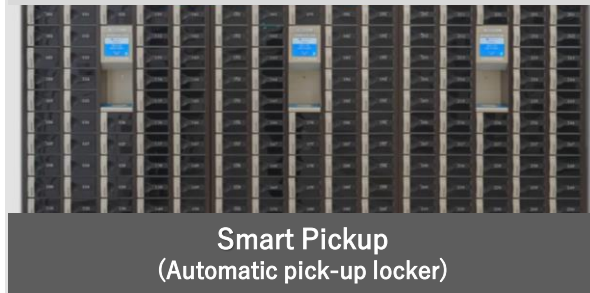
|                            |
|----------------------------|
| New Chitose Airport★       |
| Asahikawa Airport          |
| Sendai Airport★            |
| Kanto                      |
| Narita Airport★            |
| Haneda Airport★            |
| SHIBUYA "CHIKAMICHI"       |
| GRANDUO Kamata★            |
| Tokai/Kansai/Chugoku       |
| Kansai Airport★            |
| Chubu Airport★             |
| Itami Airport★             |
| Mt. Fuji Shizuoka Airport★ |
| Hiroshima Airport★         |

★ Available for automatic pick-up

lockers

## Automatic pick-up locker

You can receive in 10 seconds  
without waiting.



**Smart Pickup**

## Immediate customer identification counter (2D code reception counter)



Display in standby



**SmartCheck**

Shorten waiting time

No congestion

Improve convenience

Improve CS

Increase sales

Evolve to more convenient, comfortable, relieved counters that meet each customer's needs, responding to the increase in the number of rental (delivery) and optional services (compensation service, accessory etc.), for Japanese traveling overseas and foreign visitors to Japan.

# Online Order System just before Departure

(Smart Strategy × CLOUD WiFi × Database)



**Collaborate with each effort to further improve convenience**

**Acquire departing passengers on the day.**

⇒ **Increase number of users.**

\* Respond to Web application in front of the airport counter instantly in collaboration with the database.

# Expand Tabi-naka Services (Services during Travel)

Expand Tabi-naka services (including options), responding to customer requests.

Support safe, secure, and comfortable travel.





# Pick up at Convenience Store

## - Gaining Competitive Advantage When Travel Recovers -

Add picking up at convenience store as an option which can be received at 7-Eleven stores nationwide (except Okinawa) near work or home based on convenience.

You can pick it up in advance, so there is no need to wait in line at the airport counter on the day of departure.

You can pick it up even at midnight if the store is open.



### At Seven-Eleven Near you



You can pick it up at  
Seven-Eleven near you.

### At anytime



You can pick it up even at  
Midnight if the store is open.

### Ready-to-go in advance



You don't need to wait at  
the airport counter.

# Expand Unmanned Stores

- Gaining Competitive Advantage When Travel Recovers -

## Increase unmanned stores with vending machines.

### Where are they set up? (As of September 30, 2025)

Niigata Airport, Sendai Airport, Mt. Fuji Shizuoka Airport,  
Kita-kyushu Airport, Kumamoto Airport, Miyako Shimojishima Airport,  
Hiroshima Airport, GRANDUO Kamata, Tokyo Monorail, Hakata Port

\*Plan to add more in the future.

### What type of machines are set up?

- Smart Pickup (Receive)
- Return BOX (Return)
- Vending machine for pre-paid SIM for Japan

### Features

Non-face-to-face receipt without waiting at the airport counter even during busy seasons (for repeaters who do not need explanation, and effective against COVID-19).

Available 24 hours a day including early in the morning and late at night, when there are needs, but it is difficult to secure personnel.

Also set up vending machines for pre-paid SIM for domestic use mainly for foreign travelers visiting Japan and those who are temporarily back to Japan.

Possible to add touch points in a small space and at low cost (convenience improved and profits increased).





# “GLOBAL WiFi” Business Market Scale

## Inbound (Foreign visitors to Japan)

Approx. 31.88mn people for a year.

\*Results in FY2019

Approx. 36.86mn people for a year.

\*Results in FY2024

Government's target: 60mn people in 2030

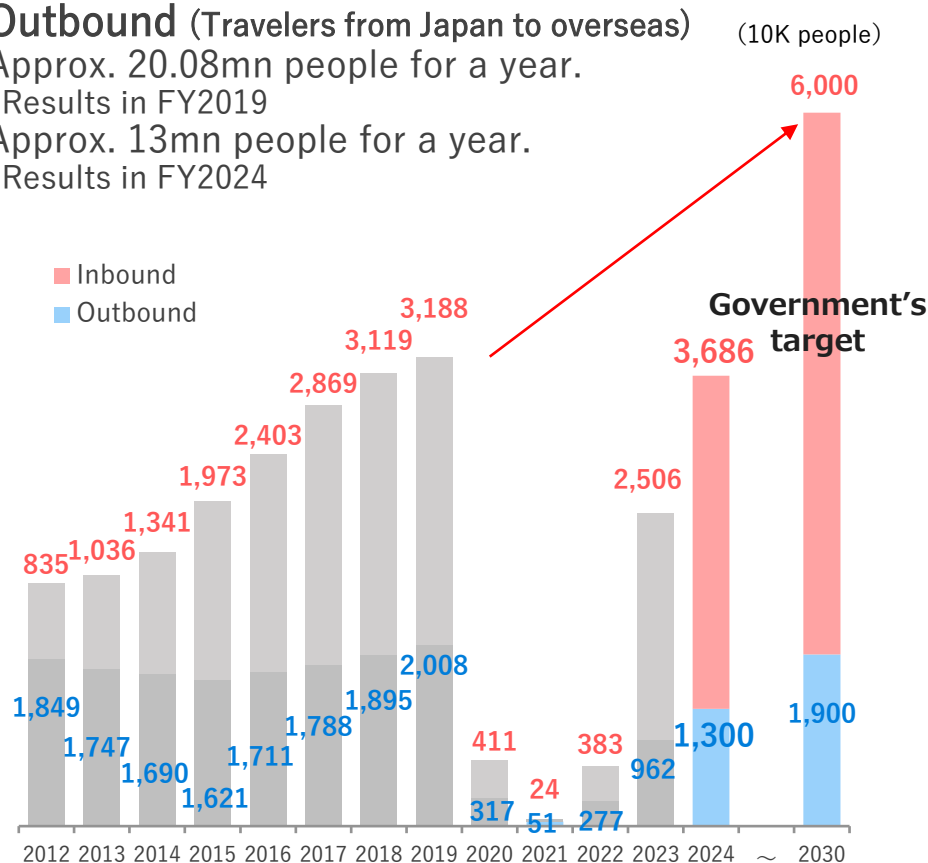
## Outbound (Travelers from Japan to overseas)

Approx. 20.08mn people for a year.

\*Results in FY2019

Approx. 13mn people for a year.

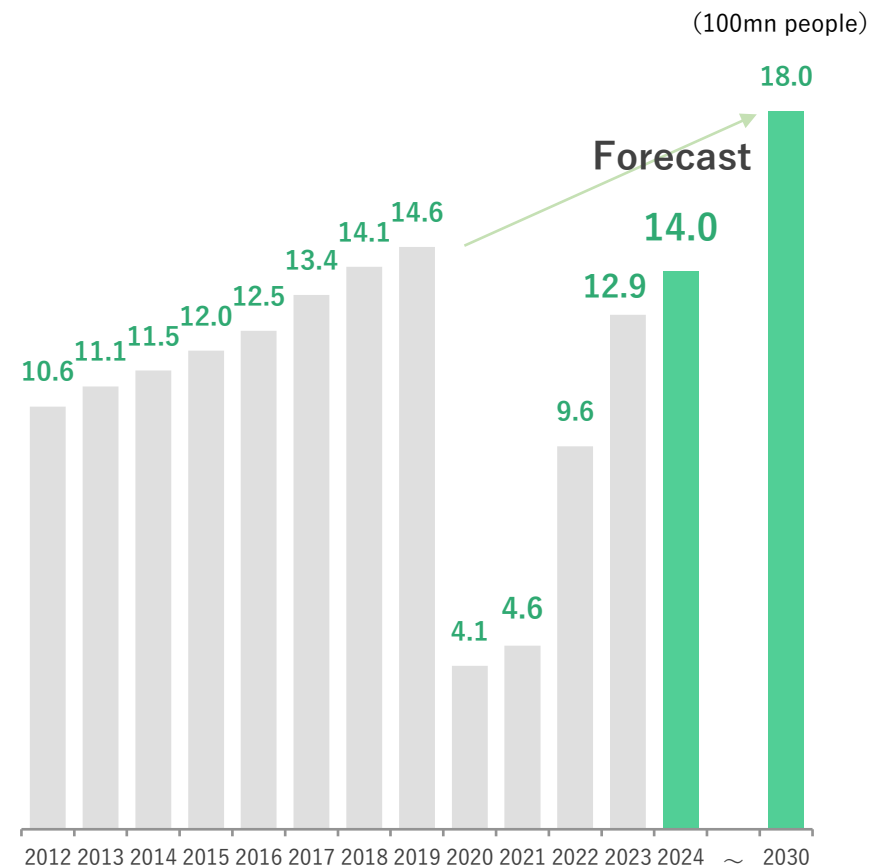
\*Results in FY2024



## Overseas travelers in the world (Number of international tourist arrivals)

A huge market of 1.46bn people. \*Results in FY2019

The number of international tourist arrivals in 2024 is estimated at 1.4bn, 99% of the pre-pandemic level.



Created from JNTO materials, tourism white paper, and the materials released by UNWTO.

# Wi-Fi for Japan

- Gaining Competitive Advantage When Travel Recovers -

## For foreign visitors to Japan Wi-Fi router rental service



Internet anywhere in Japan with your usual smartphone!  
Unlimited use of high-speed 4G-LTE!



### Unlimited data!

Even after going over your daily high speed data limit, you can still use the internet for maps, texts, and more.



### Can be used anywhere

Even with the lack of free WiFi spots in Japan, rest easy with NINJA WiFi.



### Easy to use

Just turn on the WiFi router and enter the password.

## For domestic use in Japan Wi-Fi router rental service



Domestic travel  
Return to Japan

Business trip  
Event  
(corporate use)

Hospital stay

Moving

## Can be used as soon as it arrives!

The convenience of being able to rent for the required period (by the day) at the required location has been well received in a variety of usage scenarios.

## Wi-Fi router for sale

**Vision WiMAX**  
powered by **UQ WiMAX**



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. We will take it as a trade-in when customers terminate their contracts. (Vision WiMAX original service)

# Information and Communications Service Business Growth Strategy (Competitive Advantage)



|                              |                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Startup Companies</b>     | <p>Have new dealings with <b>one company in ten companies*</b> that are newly established within the year in Japan</p> <p>Number of incorporations being registered in Japan: 140,475 (2024)</p> <p>Source: Ministry of Internal Affairs and Communications</p>                                                                                                                                                                              |
| <b>Web Strategy</b>          | <p>Ability to attract customers due to <b>our own Web marketing</b> (Internet media strategy)</p>                                                                                                                                                                                                                                                                                                                                            |
| <b>Customer Loyalty</b>      | <p><b>CRM (customer relations/continuous dealings) strategy</b>, our own know-how</p> <p>Maximization of continued revenue = Recurring revenue-type business</p> <p>Additional sales with high productivity (up/cross selling)</p>                                                                                                                                                                                                           |
| <b>Products and Services</b> | <p>Products and services that lead to clients' <b>"sales improvement," "cost reduction," "efficiency improvement," "communication activation,"</b> and <b>"DX promotion"</b> (Products that are less affected by the economy)</p> <p>We have multiple business segments (each product), and the business structure can be changed according to the situation (economic conditions, trends, etc.) (<b>a flexible business structure</b>).</p> |



Telephone Line Arrangements



Cellphone Support



Office Automation



Website Support



Security



Electric Power



Cloud App Service (SaaS)

\* 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.

# Information and Communications Service Business Profit Structure

| Items         | Summary                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                      |
|---------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|               | OA equipment (multifunction printers, business phone system), security                                                                                                                                                                                    | Fixed-line phones, cellphones, electric power, broadband                                                                                                                                                                                                                                                  | In-house services, website, Vision Hikari                                                                                                                                                                                                                                                                                            |
| Sales         | <ul style="list-style-type: none"> <li>• <b>Sales proceeds</b><br/>Paid by leasing and credit companies, and the clients</li> <li>• <b>Maintenance fee</b><br/>Factoring and paid by the manufacturers</li> </ul>                                         | <ul style="list-style-type: none"> <li>• <b>Business brokerage fee</b></li> <li>• <b>Brokerage commission</b></li> <li>• <b>Renewal commission*</b><br/>Paid by telecom carriers and primary sales agents<br/>*These fees may not occur according to the products and clients' usage situation</li> </ul> | <ul style="list-style-type: none"> <li>• <b>Monthly subscription fee</b><br/>Factoring from the clients and paid by credit companies</li> <li>• <b>Initial cost</b><br/>Paid by the clients as installation cost, production cost, etc., or through factoring, and paid by credit companies</li> </ul>                               |
| Cost of sales | <ul style="list-style-type: none"> <li>• <b>Equipment</b><br/>Paid to the manufacturers</li> <li>• <b>Outsourcing</b><br/>Paid to sales agents</li> <li>• <b>Installation cost</b><br/>Paid to shipping companies and installation contractors</li> </ul> | <ul style="list-style-type: none"> <li>• <b>Cellphone terminals</b></li> <li>• <b>Outsourcing</b><br/>Paid to telecom carriers, primary agents, and sales agents<br/>*No cost of sales for fixed-line phones arrangements and electric power</li> </ul>                                                   | <ul style="list-style-type: none"> <li>• <b>Equipment</b><br/>Paid to VWS Cam</li> <li>• <b>Line usage fees, outsourcing, installation cost</b><br/>Paid to telecom carriers, manufacturers, sales agents, etc.</li> <li>• <b>Design-related expenses</b></li> <li>• <b>Server and system usage fees, maintenance fee</b></li> </ul> |
| SG&A expenses | Personnel expense, advertising expense (website, etc.), communication cost, packing transportation cost, outsourcing cost, rent for call centers, etc., and other SG&A expenses, etc.                                                                     |                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                      |

# Information and Communications Service Business Market Scale

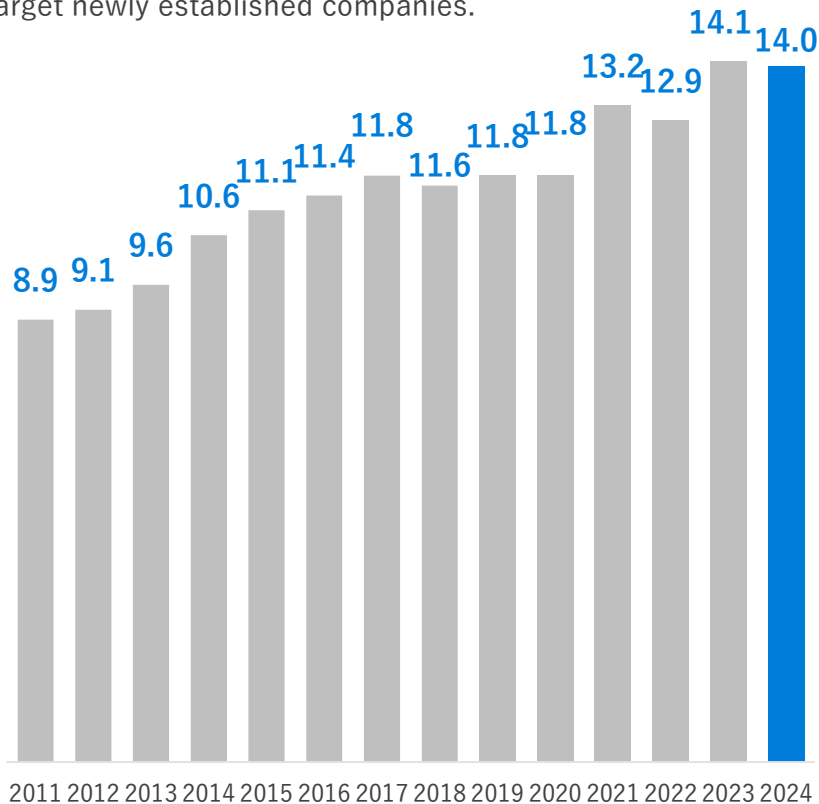
**Number of incorporation registrations (total) : 140,475**

Approx. 140 thousand companies annually.

(Continued increase trend due to aggressive establishment and corporate support by the government)

Attract customers utilizing the know-how of web marketing with approx. 20 years experience.

Target newly established companies.



**Number of registration of transfer of head office and branch (total) : 174,789**

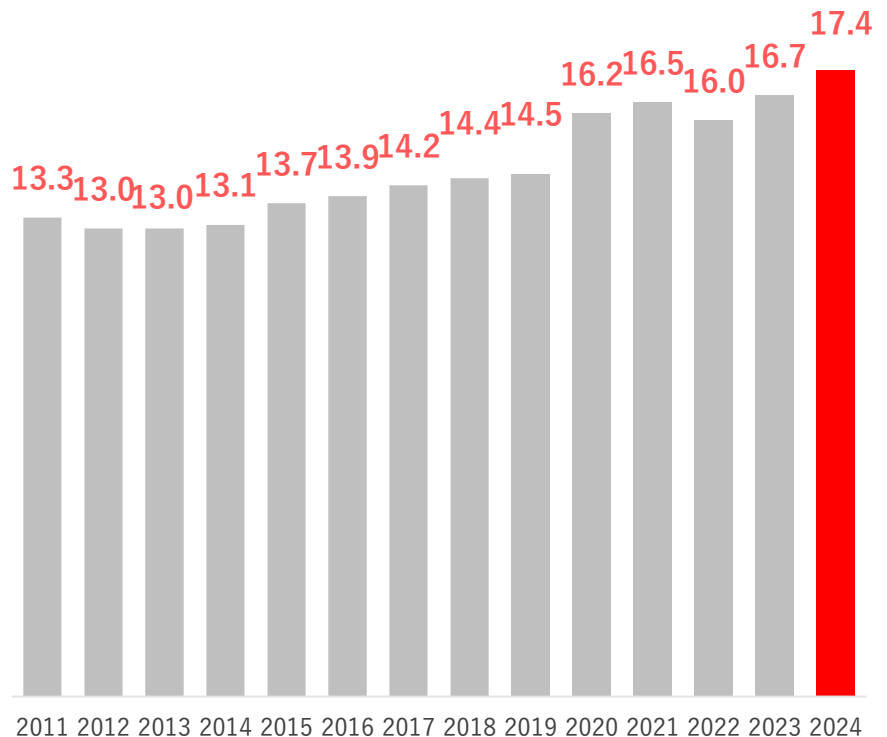
Approx. 160 thousand companies annually.

(Excluding the number of offices transferred that are not obliged to apply for registration)

Cover change procedures, etc. on addition and relocation.

Up/cross selling by advanced operations of Customer Loyalty Team (CLT).

(Unit 10K)



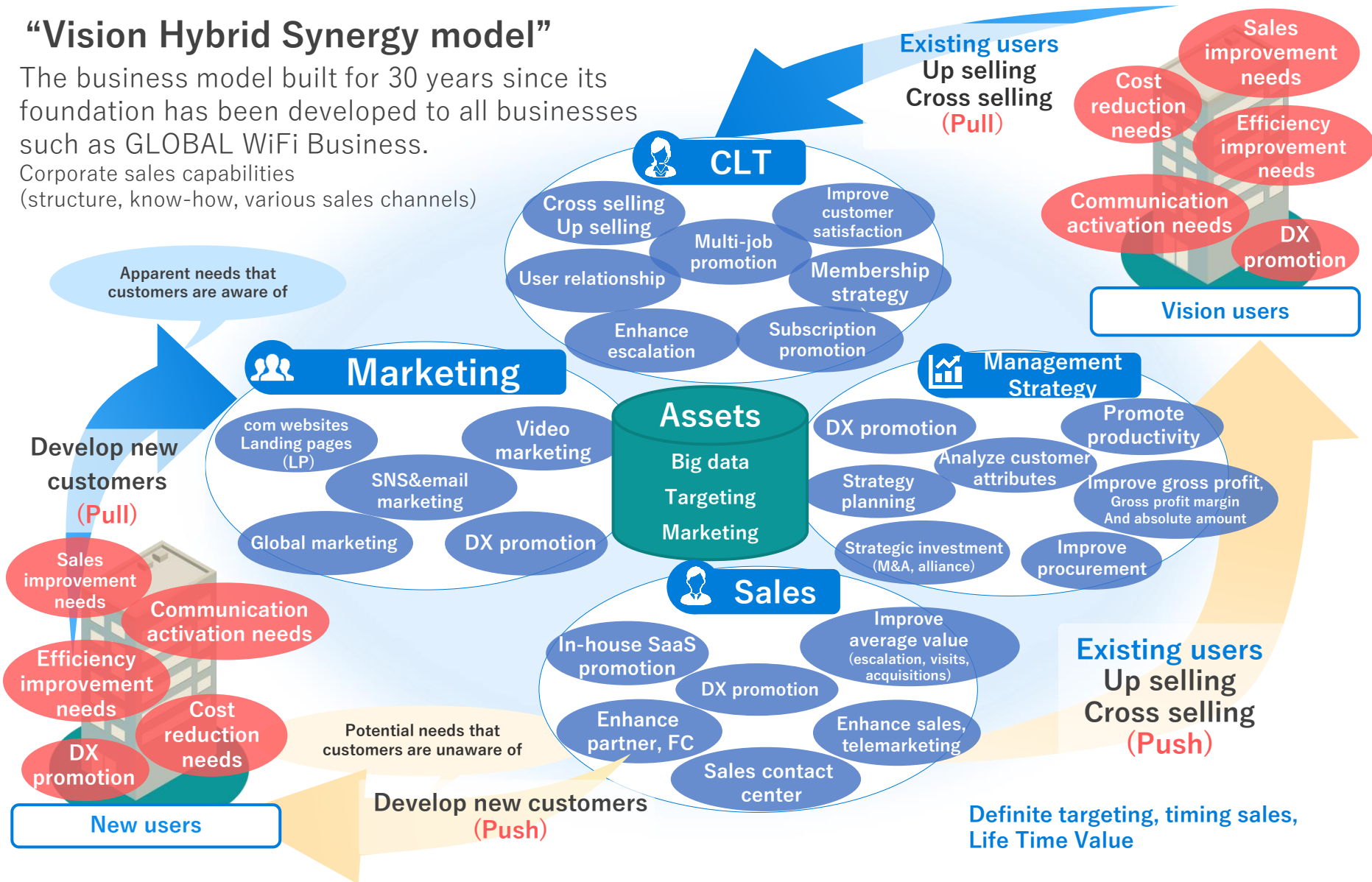
Source: National Statistics Center

# Information and Communications Service Business Business Model

## “Vision Hybrid Synergy model”

The business model built for 30 years since its foundation has been developed to all businesses such as GLOBAL WiFi Business.

Corporate sales capabilities  
(structure, know-how, various sales channels)

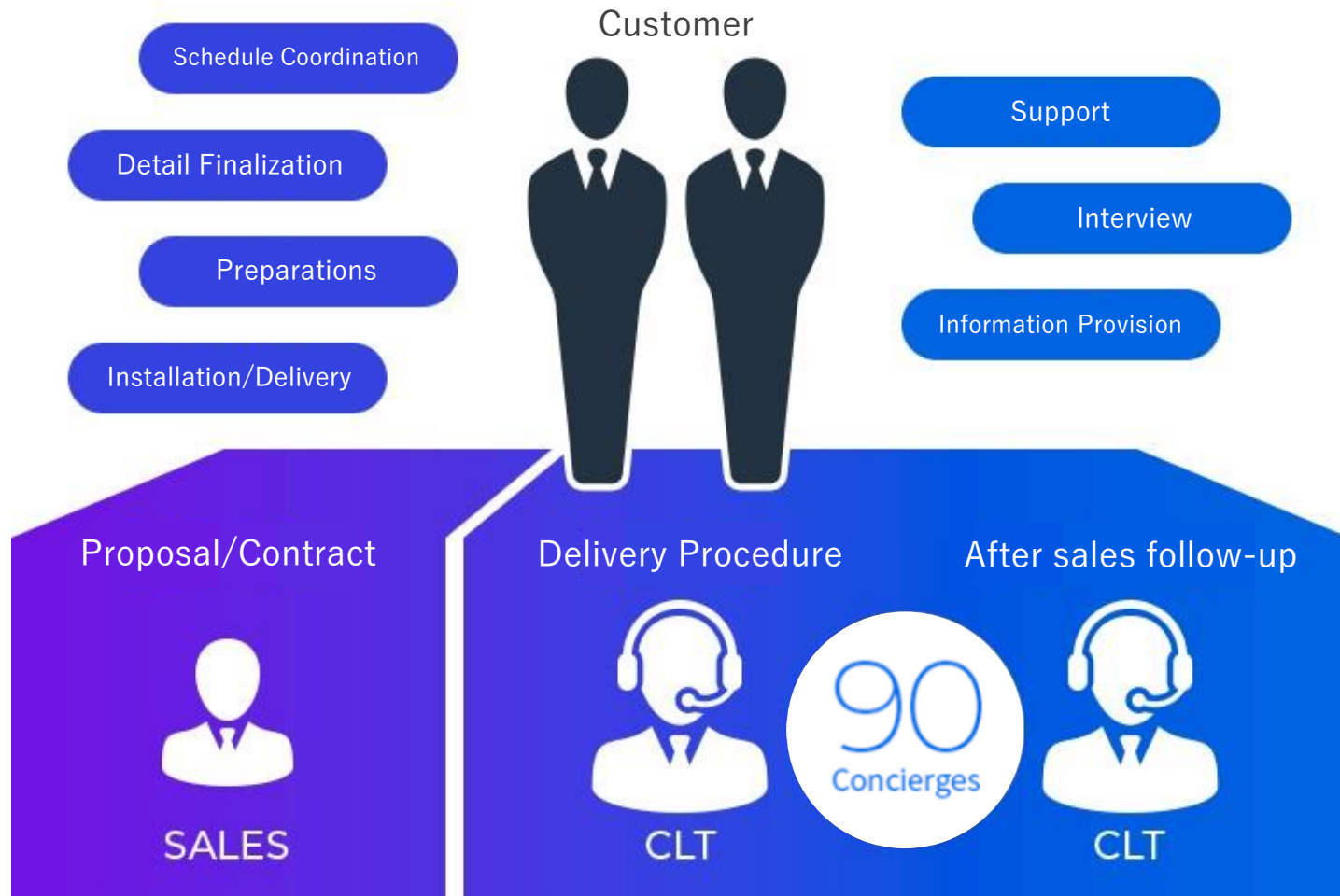




# Information and Communications Service Business Customer Service

Create values with advanced operations

Customer Loyalty Team (CLT)



# Information and Communications Service Business “High Efficiency” Marketing

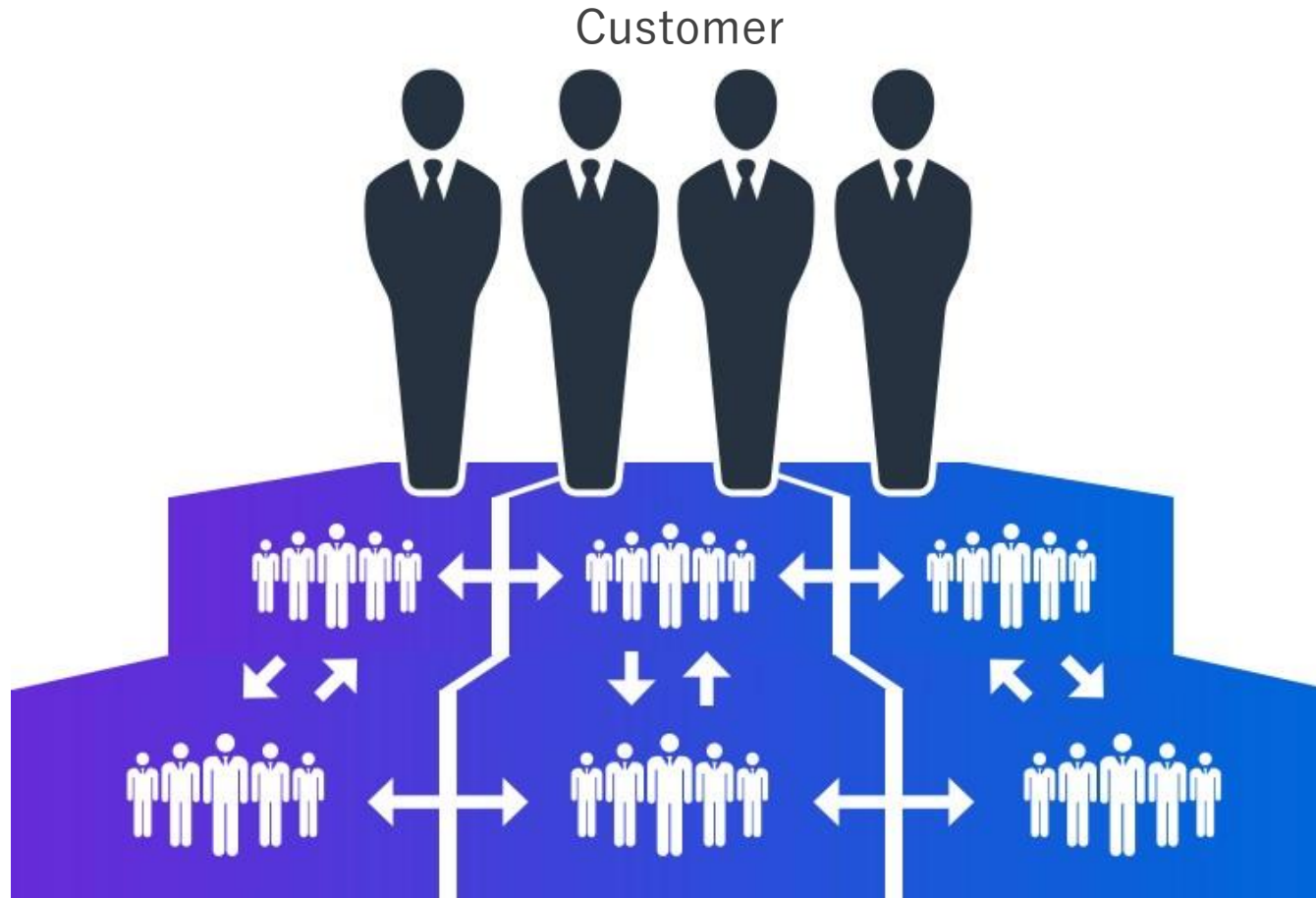
“High efficiency” marketing with combined three factors: web marketing × sales rep. × CLT



# Information and Communications Service Business Escalation (Cooperation among Divisions, Customer Referral)

Organization culture that creates continuous evolution

High productivity generated by escalation system (cooperation among divisions and customer referral)



# Information and Communications Service Business Recurring Revenue-type Business Model

## Recurring Revenue-type Business Model

Provide optimum solutions according to the growth stage, continuing to stay close to the growth of client companies.

Structure that accumulates profits by our original know-how CRM (customer relations/continuous dealings).

Offer OA equipment and website support, etc. suitable for the business environment.  
Consulting services suitable for the business growth stage.



Optimum solutions

Startup stage



Increase the number of employees due to business expansion.  
(Add communication lines, and numbers of units, etc.)



Optimum solutions

Early growth stage



Offer products and services suitable for the business environment.  
Offer in-house products and services.  
Consulting services suitable for the business growth stage.

Increase the number of employees due to business expansion.  
(Add communication lines, and numbers of units, etc.)



Cloud App Service (SaaS)

Optimum solutions

Further growth stage



Current main targets  
“Reserves for Growth”

Future targets  
“Companies in growth stages”

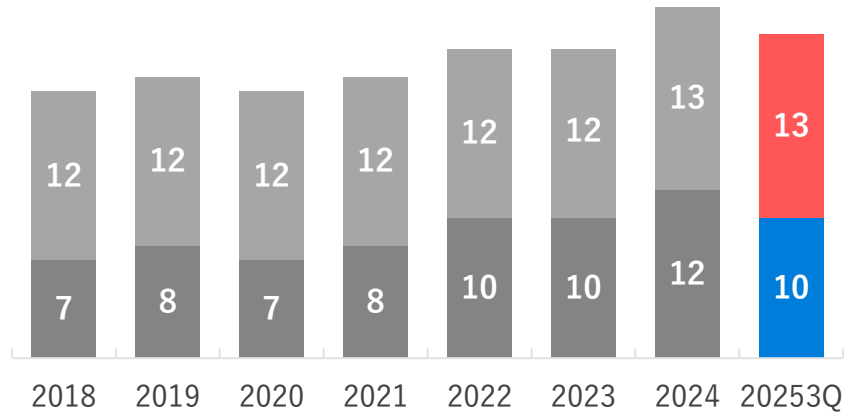
03

# APPENDIX

# Group Structure

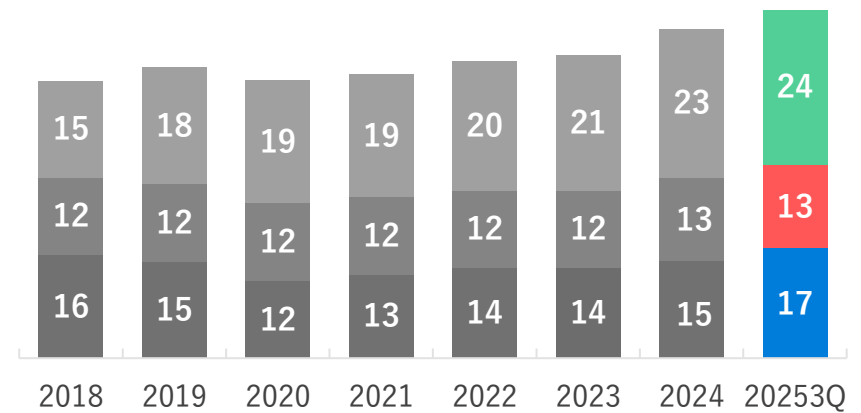
## Number of affiliated companies

Overseas Domestic



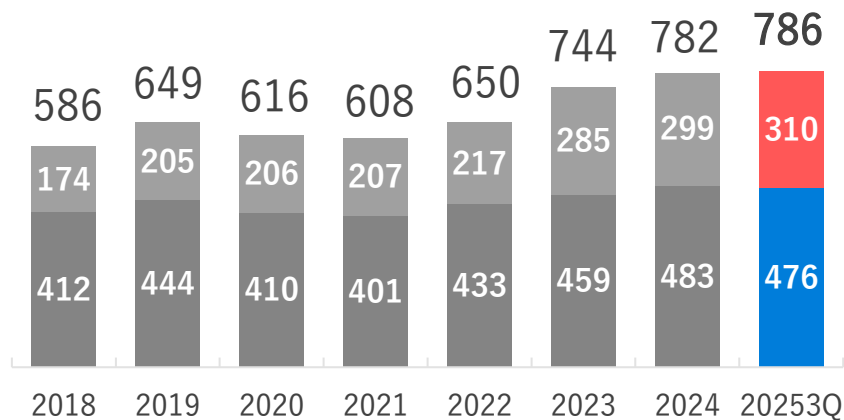
## Number of operation bases

Wi-Fi pickup location Overseas Domestic  
\*Airport counts as one location.



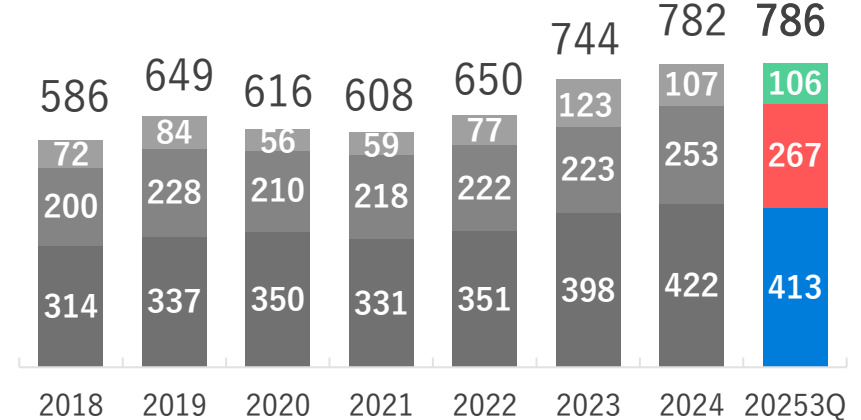
## Number of employees (Full-time)

Female Male



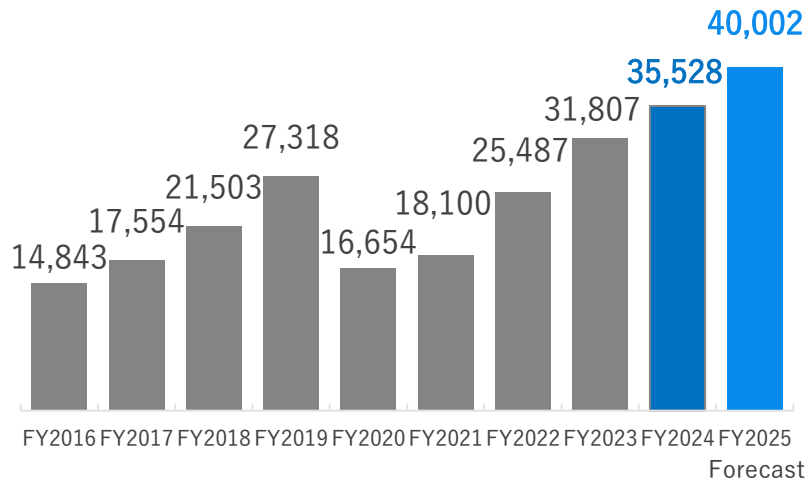
## Personnel classification (Full-time)

Profession Clerical Sales



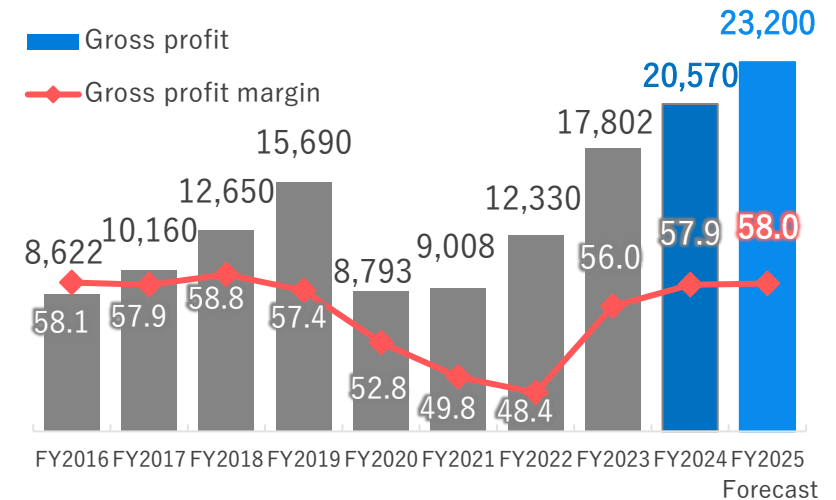


## Sales

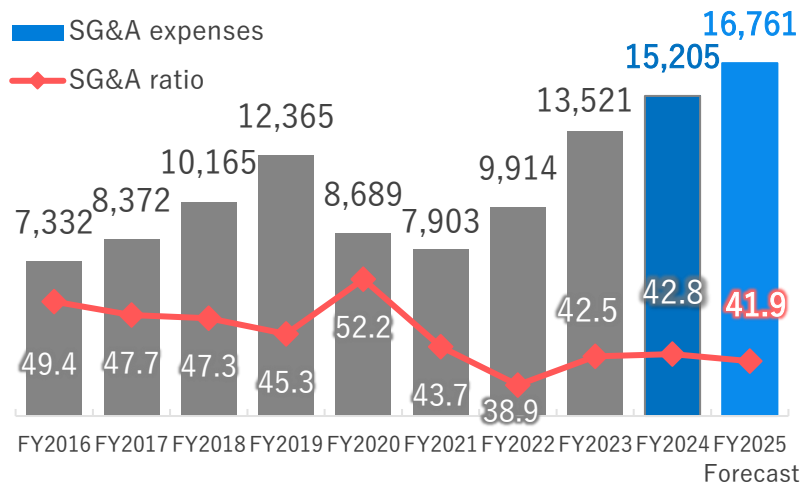


## Gross profit

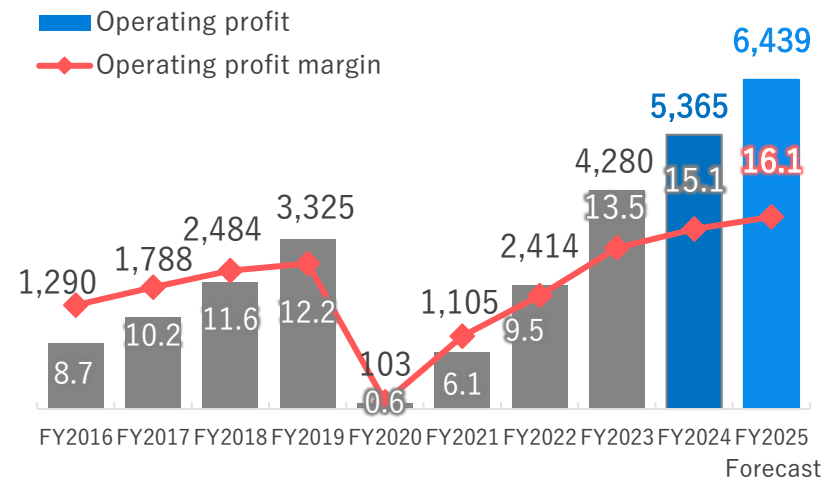
(¥mn, %)



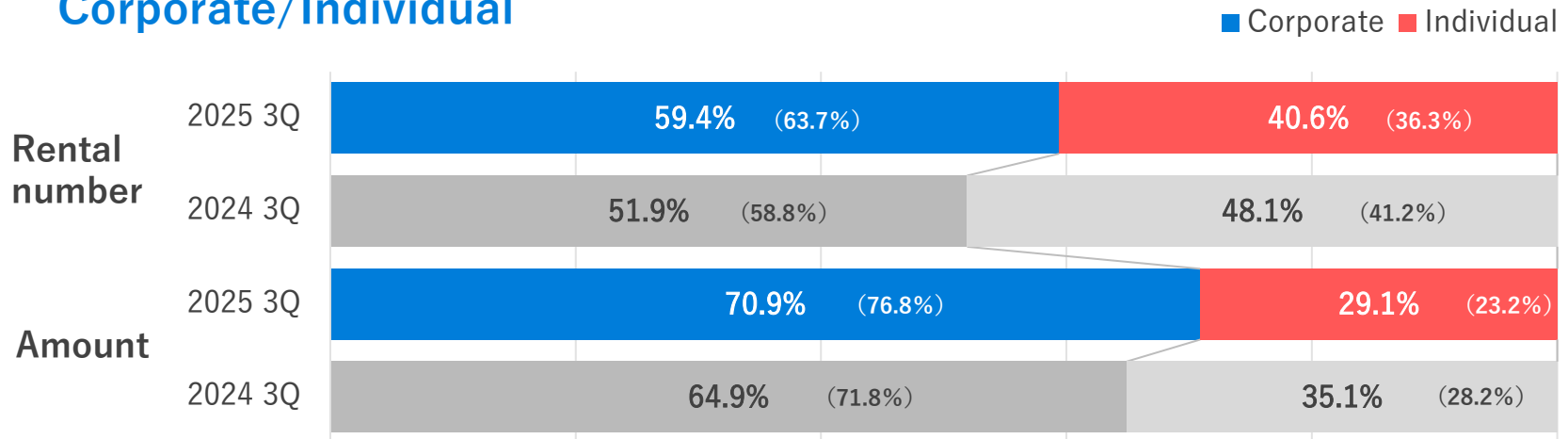
## SG&A expenses



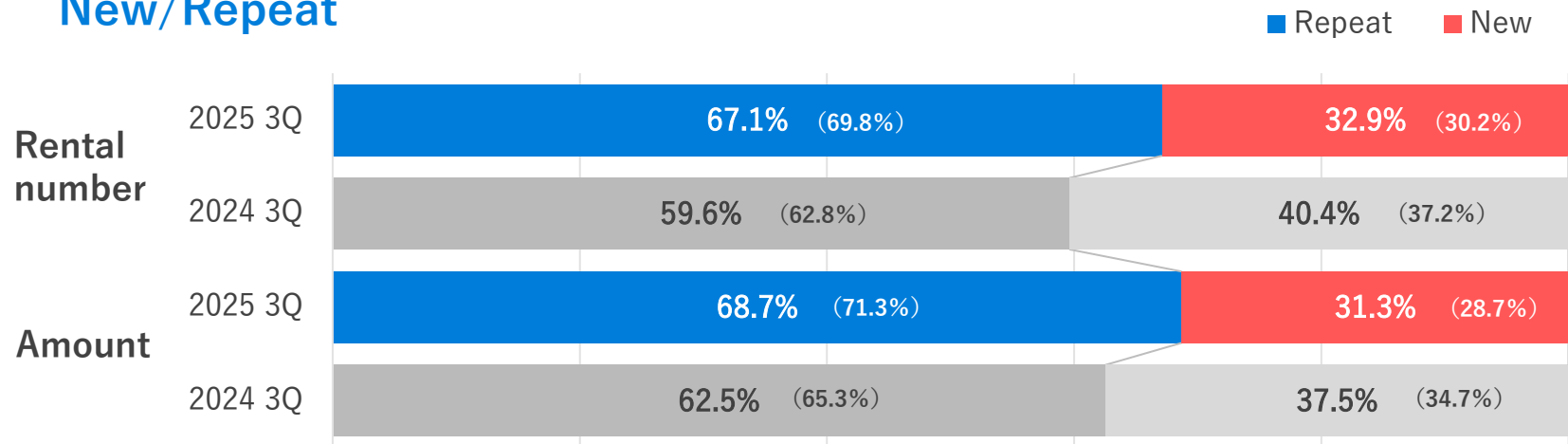
## Operating profit



### Corporate/Individual

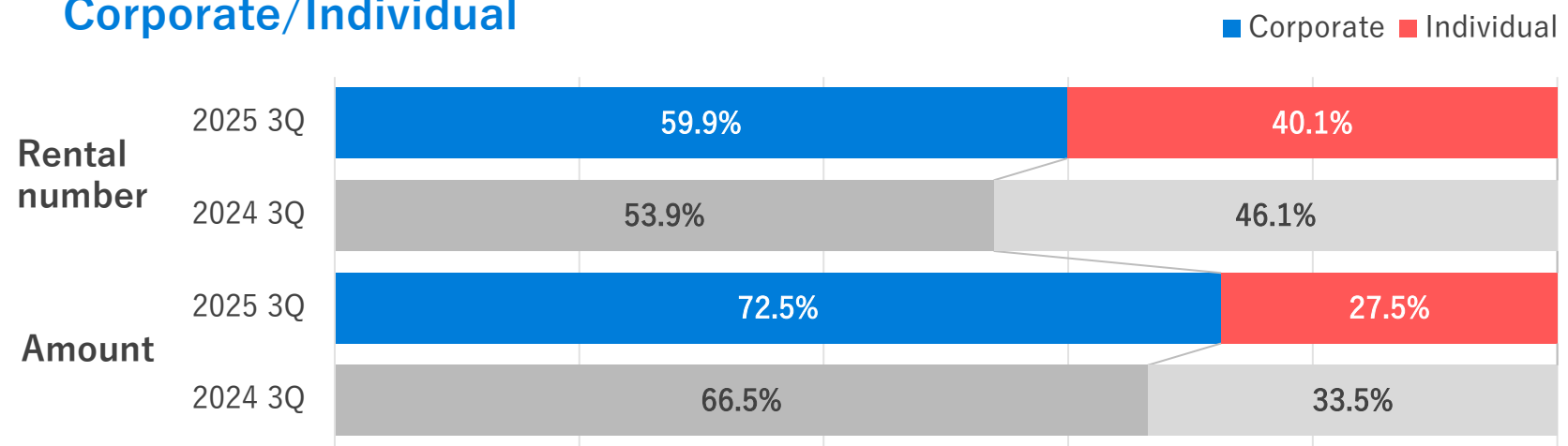


### New/Repeat

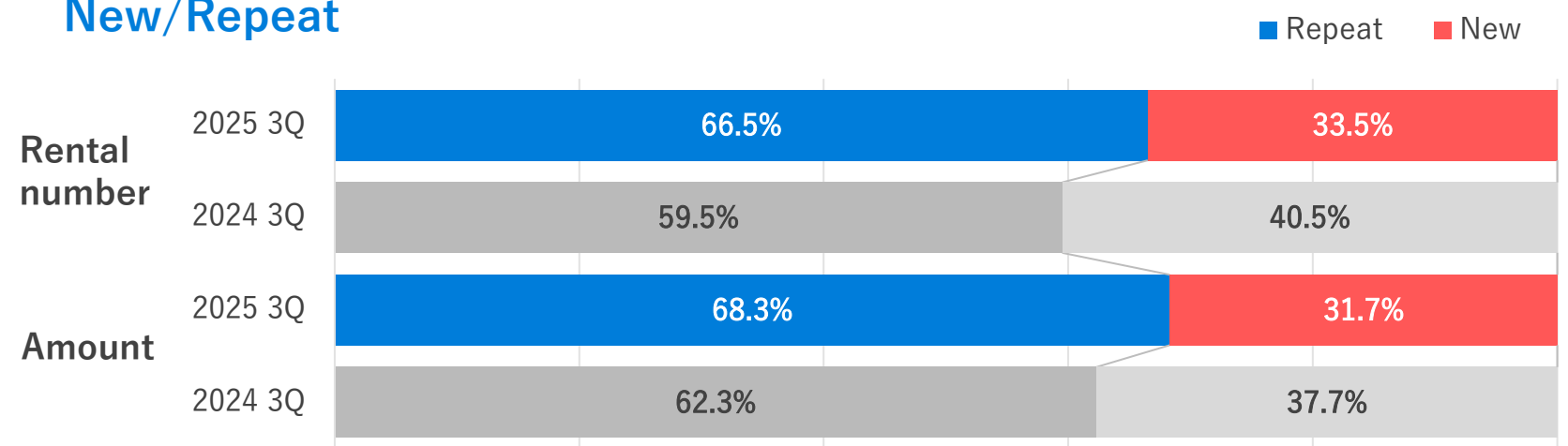


\* ( ) 2Q share

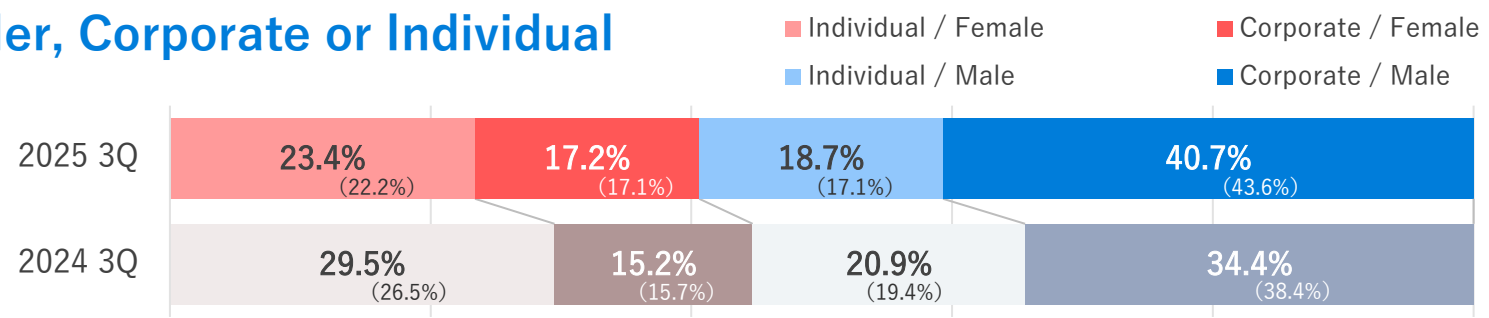
Corporate/Individual



New/Repeat



## Gender, Corporate or Individual

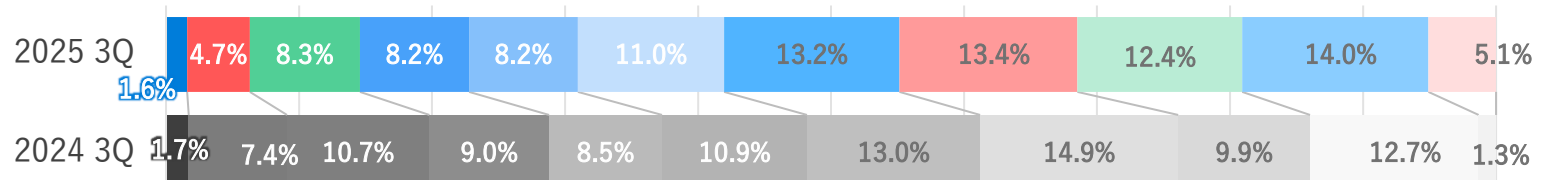


\* ( ) 2Q share

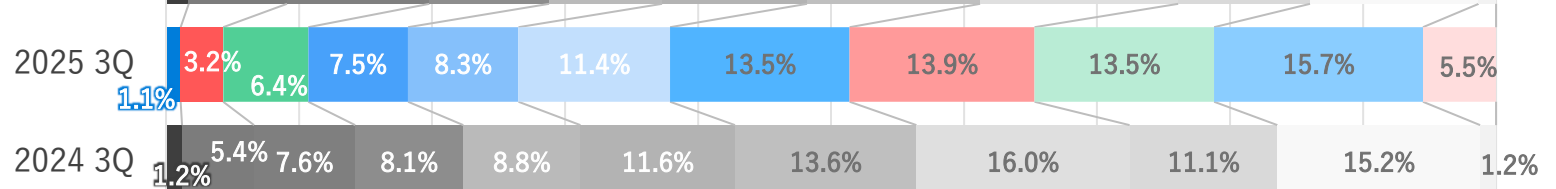
## Age

- Under 18
- 19-24
- 25-29
- 30-34
- 35-39
- 40-44
- 45-49
- 50-54
- 55-59
- Over 60
- Unknown

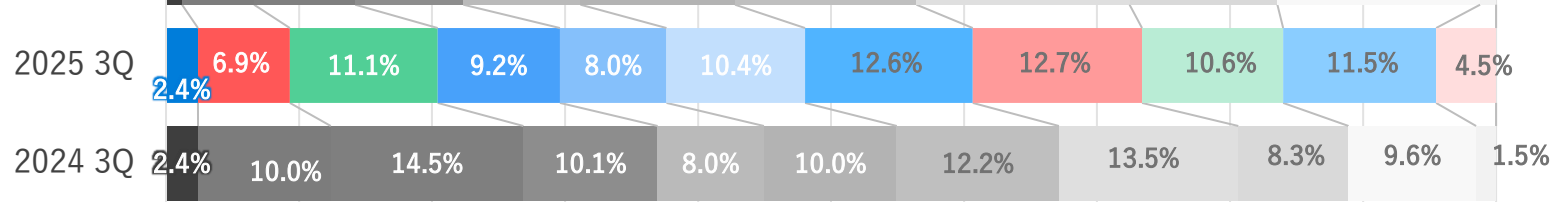
### Total



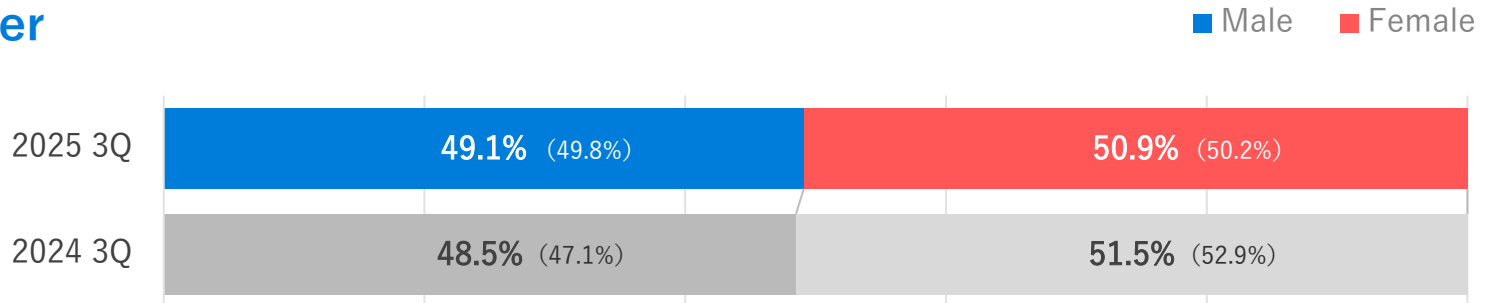
### Male



### Female

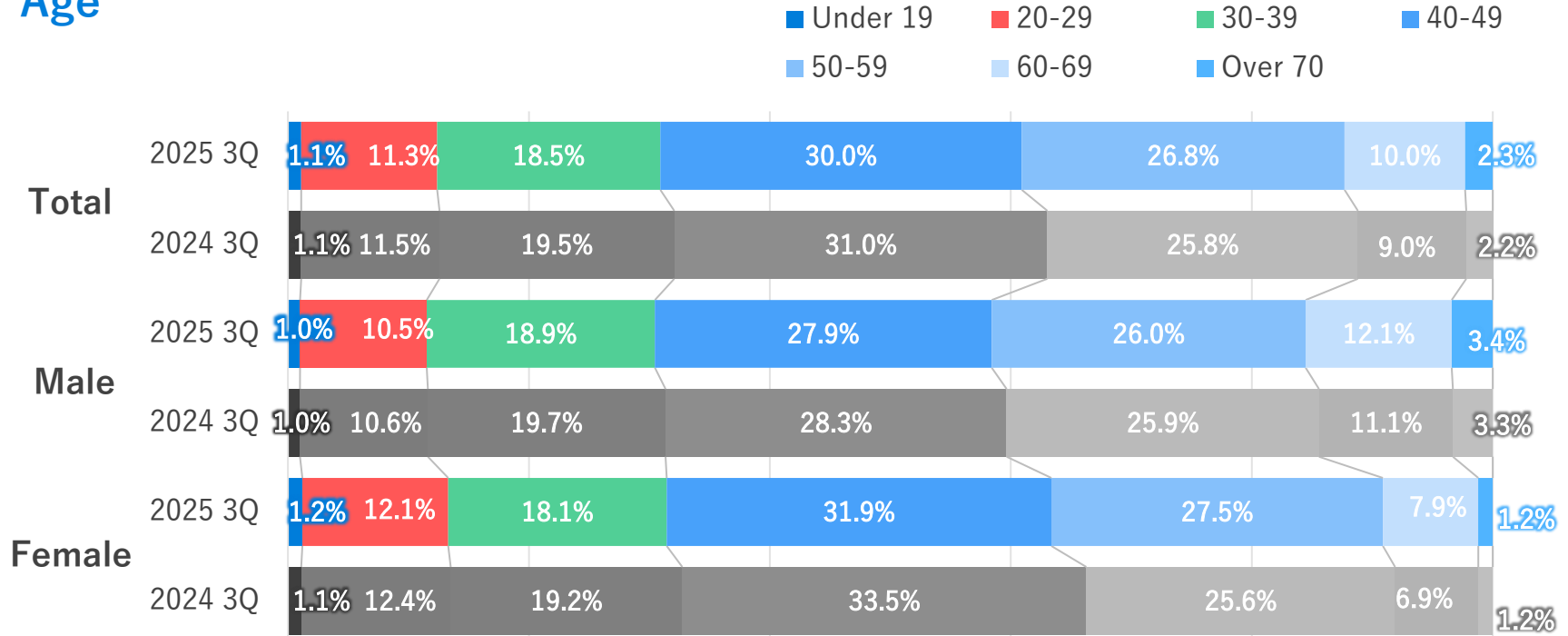


## Gender

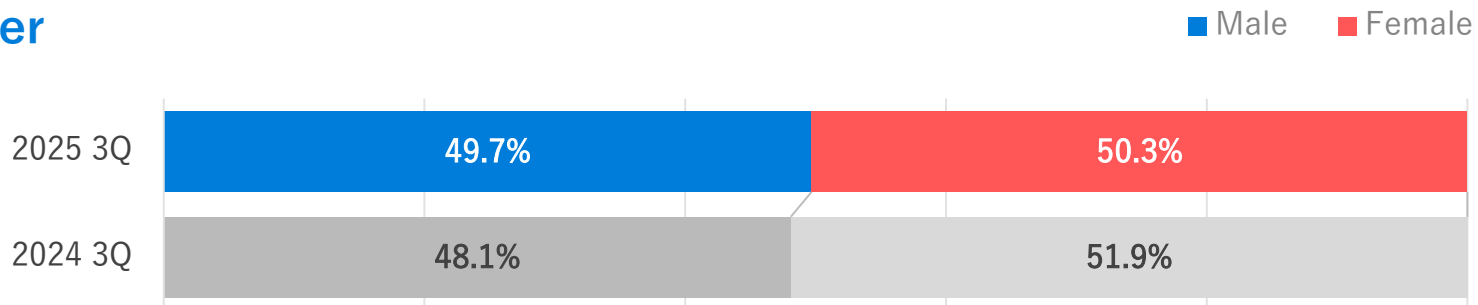


\* ( ) 2Q share

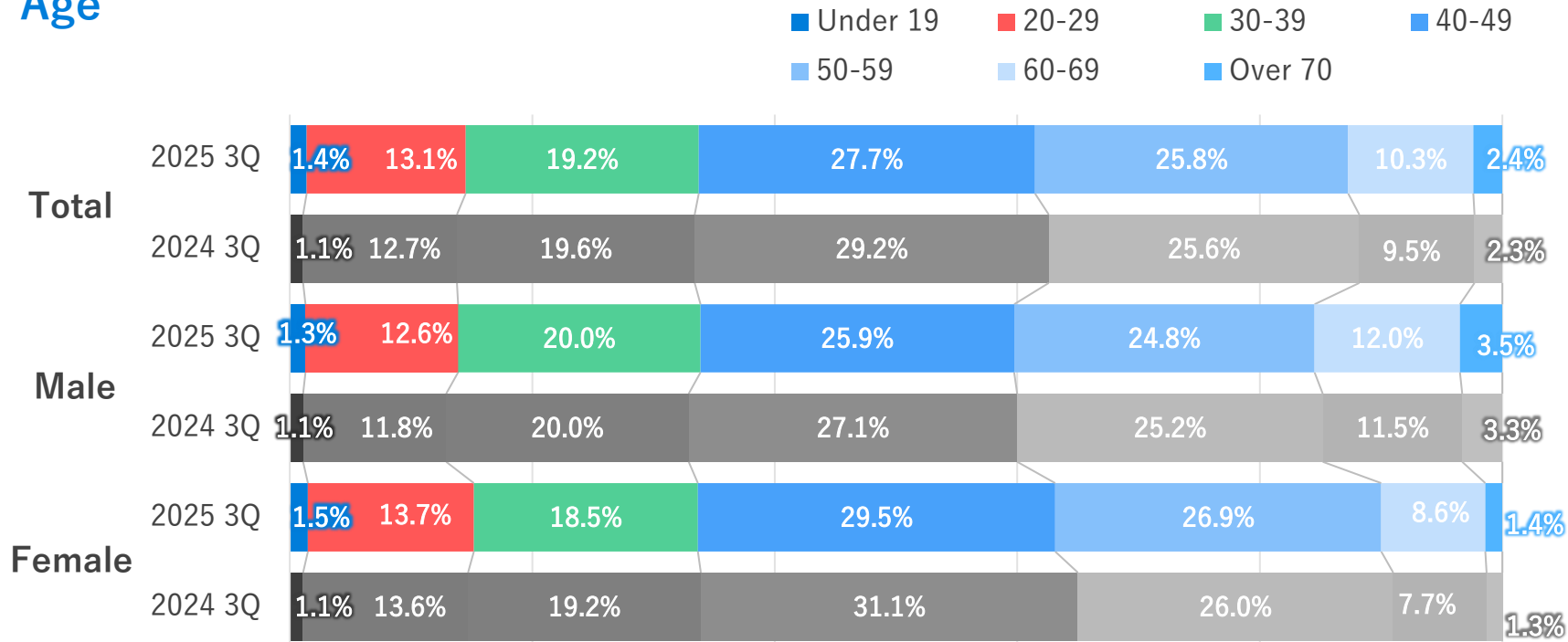
## Age



## Gender



## Age



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

They are estimated at the present and are 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](mailto: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