

FY2019 Financial Results



February 12, 2020
Vision Inc.
(1st Section of the Tokyo Stock Exchange, code : 9416)

Performance Highlights and FY2019 Results *P.3~*

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- Group Structure
 - Performance Data
 - “GLOBAL WiFi” Business Customer Attributes
(Corporate・Individual) / (New・Repeat) / (Gender / Age・Past Cumulative Total)
 - Stock Split, Overview of Stock Options with Charge Issuance
-

Business Summary *P.60~*

Performance Highlights and FY2019 Results



FY2019 Overview of Financial Results (Consolidated)



New records for both sales and each profit

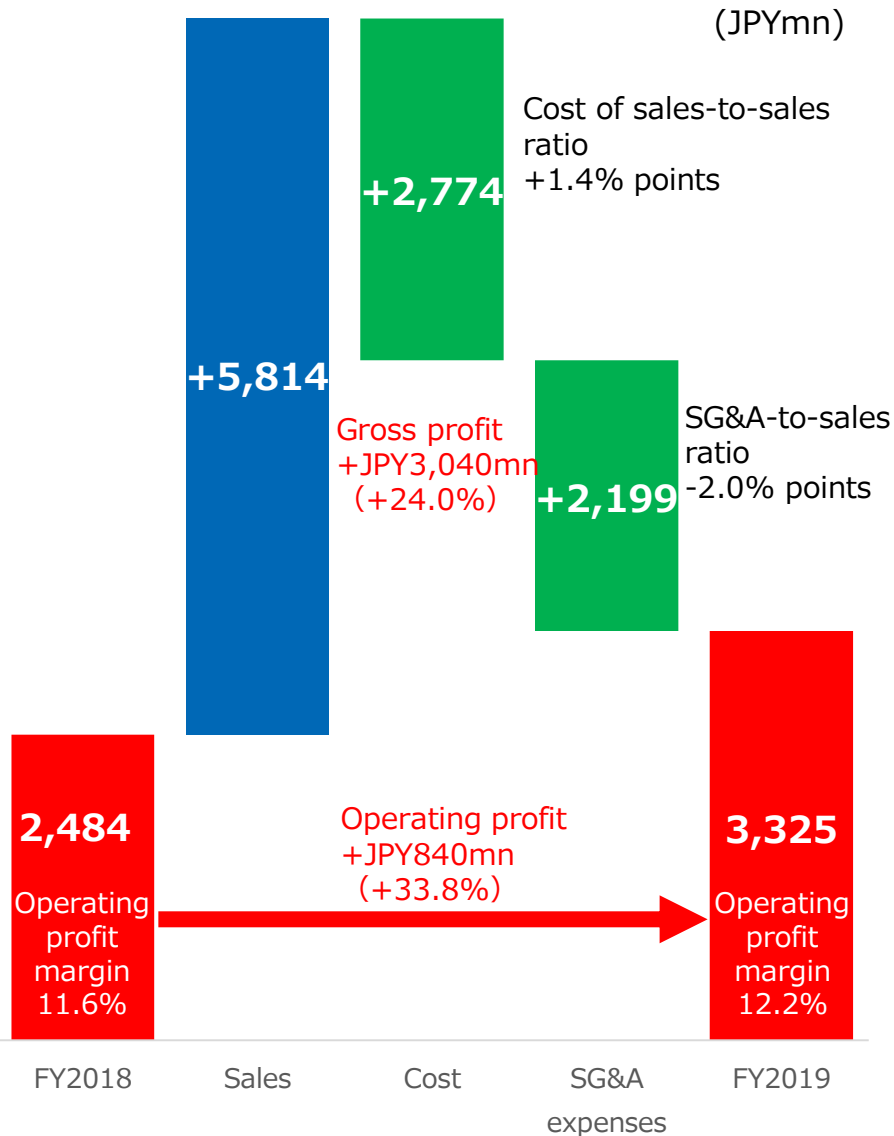
(JPYmn, %)

Items	FY2019 Result		Change	
	Amount	Composition ratio	Amount	Percentage
Sales	27,318	100.0	+5,814	+27.0
FY2018 Result	21,503	100.0	+3,948	+22.5
Gross profit	15,690	57.4	+3,040	+24.0
FY2018 Result	12,650	58.8	+2,489	+24.5
Operating profit	3,325	12.2	+840	+33.8
FY2018 Result	2,484	11.6	+695	+38.9
Recurring profit	3,358	12.3	+859	+34.4
FY2018 Result	2,499	11.6	+704	+39.3
Profit attributable to owners of parent	2,226	8.1	+696	+45.6
FY2018 Result	1,529	7.1	+320	+26.5

Factors for Change in Operating Profit



Operating profit margin 12.2%
(Approx. +0.6% points YoY)



Sales

“GLOBAL WiFi” Business

Increase rental number and improve ARPU (sales per rental) due to increased demand for the unlimited plan.

Information and Communications Service Business

Increase sales steadily by up/cross selling strategy.

Cost of sales

“GLOBAL WiFi” Business

Improve purchasing conditions by volume discount.

Improve cost and operation efficiency by utilizing CLOUD WiFi (Improve cost of sales-to-sales ratio and profit).

Improve cost of sales-to-sales ratio in this business (approx. -2.9% points).

Information and Communications Service Business

Increase cost of sales-to-sales ratio by increasing the ratio of products that generate purchased costs, such as mobile communications (mobile phone) and MFP.

Others

With the launch of the new business “ProDrivers”, increase cost of sales-to-sales ratio due to driver labor costs.

* Start business from FY2018/3Q (Incur new costs).

SG&A expenses

Improve work efficiency by utilizing AI chatbot, and RPA, etc.

Reduce labor cost-to-sales (approx. -3.1% points).

Invest to grow business in FY2020.

Segment Result



“GLOBAL WiFi” Business: Sales **+31.3%** and Segment profit **+36.8%**

Information and Communications Service Business: Sales **+15.2%** and Segment profit **+11.9%**

(JPYmn, %)

		FY2019 Result	FY2018 Result	Change	
		Amount	Amount	Amount	Percentage
Sales	“GLOBAL WiFi”	17,732	13,505	+4,226	+31.3
	Information and Communications Service	8,955	7,775	+1,180	+15.2
	Subtotal	26,688	21,281	+5,407	+25.4
	Others	637	231	+406	+175.8
	Adjustments	-7	-8	0	–
	Total (Cons.)	27,318	21,503	+5,814	+27.0
Segment profit	“GLOBAL WiFi”	3,301	2,413	+887	+36.8
	Profit margin	18.6	17.9	+0.7	–
	Information and Communications Service	1,363	1,218	+144	+11.9
	Profit margin	15.2	15.7	△0.5	–
	Subtotal	4,665	3,632	+1,032	+28.4
	Others	-266	-194	-72	-37.3
Adjustments	-1,073	-954	-118	-12.5	
Total (Cons.)	3,325	2,484	+840	+33.8	

"GLOBAL WiFi" Business Transition of Performance



The highest ever for the number of travelers from Japan to overseas and foreign visitors to Japan

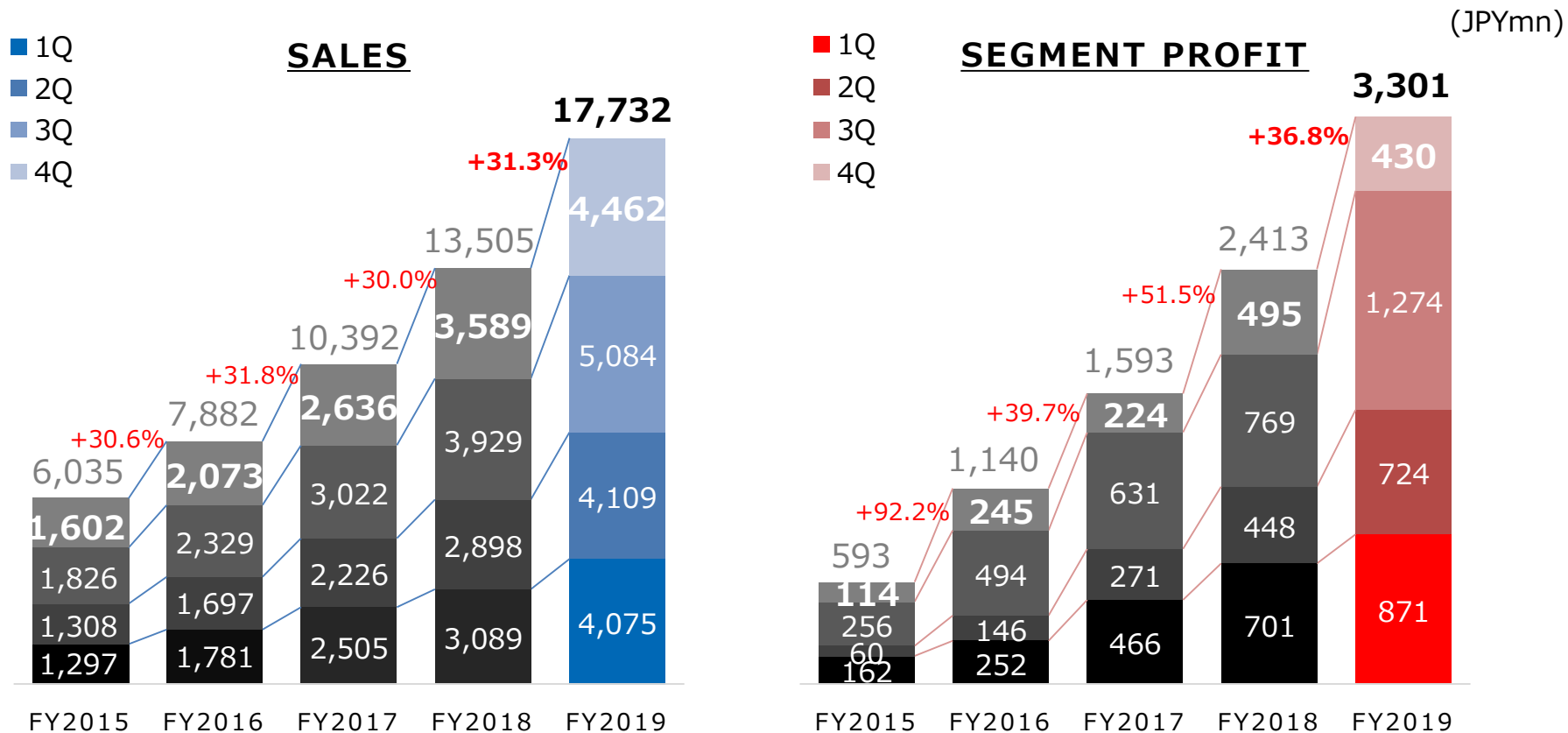
The acquisition of new users is strong, supported by stable repeat users.

Increase the service penetration ratio * (FY2018: 14.9% → FY2019: 17.3%). * See page 34

The unlimited plan (start from February 2019) is increasingly selected.

"GLOBAL WiFi for Biz" for corporate customers is gaining popularity and increasing shipments.

Effect of continuous efforts to improve profitability, such as cost efficiency and improvement of operations.



(Note) Regarding the quarterly results in FY2015, the year-on-year ratio is for reference, because we do not prepare for the quarterly financial statements.

Information and Communications Service Business Transition of Performance



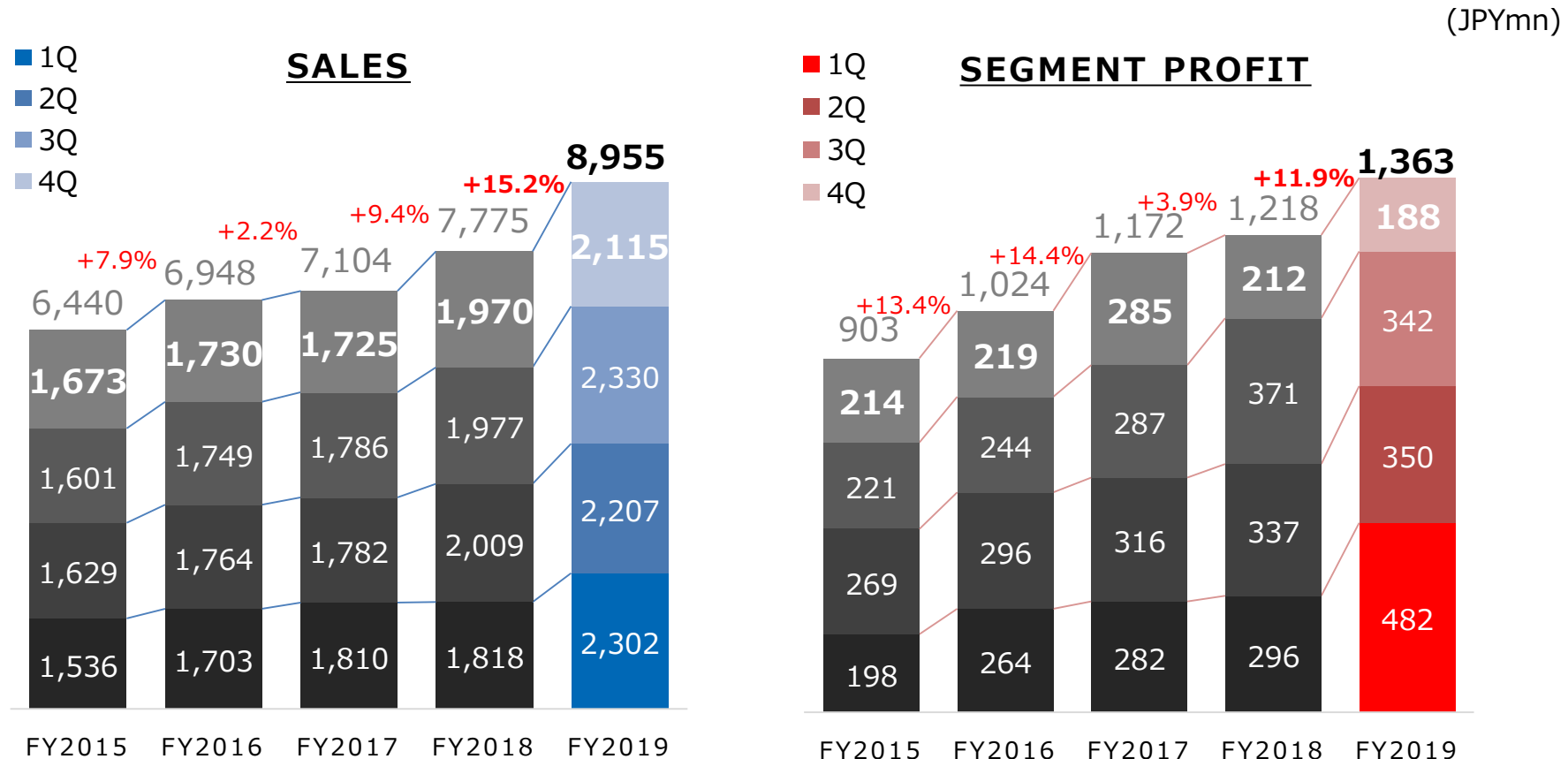
Increase sales and profits. Continue stable growth.

Continue to perform well due to acquiring our main targets (newly established companies, venture companies).

Accumulate continuous dealings by CRM (stock model).

Accumulate by up/cross-selling strategy.

Sales have been strong in in-house services (cloud-type workflow service, etc.) and consulting services suitable for the business growth stage.



(Note) Regarding the quarterly results in FY2015, the year-on-year ratio is for reference, because we do not prepare for the quarterly financial statements.

FY2020 Outlook of Financial Results



FY2020 Forecast of Financial Results



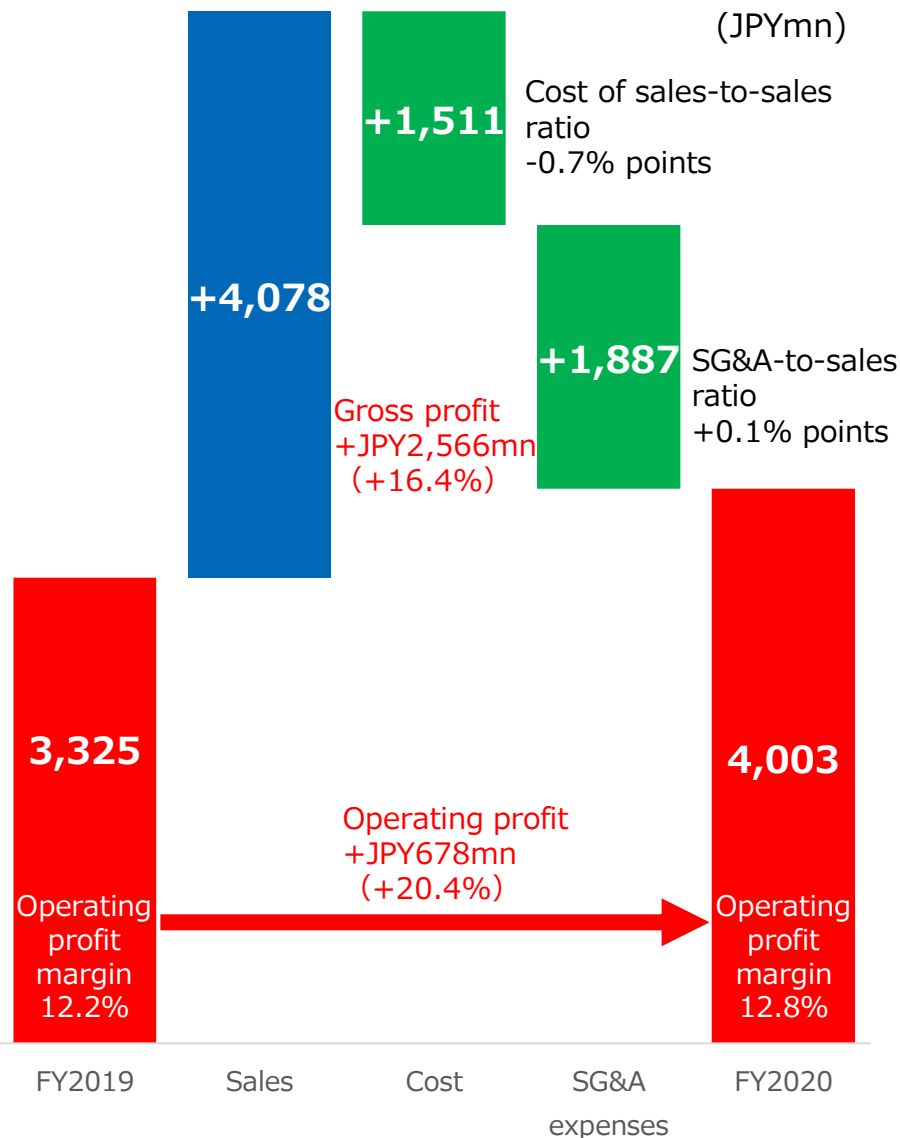
Sales: **+14.9%** YoY, and Operating profit: **+20.4%** YoY

(JPYmn, %)

Items	FY2020 Forecast		Change	
	Amount	Composition ratio	Amount	Percentage
Sales	31,396	100.0	+4,078	+14.9
FY2019 Result	27,318	100.0	+5,814	+27.0
Gross profit	18,256	58.1	+2,566	+16.4
FY2019 Result	15,690	57.4	+3,040	+24.0
Operating profit	4,003	12.8	+678	+20.4
FY2019 Result	3,325	12.2	+840	+33.8
Recurring profit	4,005	12.8	+646	+19.2
FY2019 Result	3,358	12.3	+859	+34.4
Profit attributable to owners of parent	2,674	8.5	+448	+20.1
FY2019 Result	2,226	8.1	+696	+45.6

Factors for Change in Operating Profit

(FY2019→FY2020)



Operating profit margin 12.8%
(Approx. +0.6% points YoY)

“GLOBAL WiFi” Business

- Expand sales of “GLOBAL WiFi for Biz”.
- Increase selectivity for the unlimited plan.
- Expand Tabi-naka services (services during travel).
- Expand overseas (expand worldwide).
- Open shops directly according to the regional characteristics and markets, expand franchise, tie-up with local competitors (offer data-line), etc.
- Further improve convenience by expanding touch points and pickup locations/methods.
- Increase awareness through various promotions.

Information and Communications Service Business

- Grow existing businesses (telephone line, OA equipment, website support, etc.).
- Strengthen sales of in-house original services.
- Expand the service lineup by investing in SaaS (cloud app service), with in-house development, M&A, and capital business alliance, and further expand business revenue aggressively. * See page 27

All

- Aggressively develop synergistic services and businesses, including M&A and capital business alliance.
- The operation and management system which are not linked to increase orders (reduce SG&A-to-sales ratio).

Segment Forecast



- “GLOBAL WiFi” Business: Sales **+18.9%** and Segment profit **+13.2%**
- Information and Communications Service Business: Sales **+2.8%** and Segment profit **+9.8%**

(JPYmn, %)

		FY2020 Forecast	FY2019 Result	Change	
		Amount	Amount	Amount	Percentage
Sales	“GLOBAL WiFi”	21,076	17,732	+3,344	+18.9
	Information and Communications Service	9,210	8,955	+254	+2.8
	Subtotal	30,287	26,688	+3,599	+13.5
	Others	1,108	637	+471	+74.0
	Adjustments	0	-7	+7	–
	Total (Cons.)	31,396	27,318	+4,078	+14.9
Segment profit	“GLOBAL WiFi”	3,736	3,301	+434	+13.2
	Information and Communications Service	1,497	1,363	+134	+9.8
	Subtotal	5,233	4,665	+568	+12.2
	Others	-35	-266	+230	-86.5
	Adjustments	-1,194	-1,073	-121	+11.3
	Total (Cons.)	4,003	3,325	+678	+20.4

Forecast for the Full Year (Quarterly Transition)



(JPYmn, %)

		1 Q	2 Q	3 Q	4 Q	FY
FY2017	Sales	4,326	4,024	4,827	4,377	17,554
	Composition ratio (vs. FY)	24.6	22.9	27.5	24.9	–
	Operating profit	513	336	688	249	1,788
	Composition ratio (vs. FY)	28.7	18.8	38.5	13.9	–
	Operating profit margin	11.9	8.4	14.3	5.7	10.2
FY2018	Sales	4,922	4,933	5,961	5,686	21,503
	Composition ratio (vs. FY)	22.9	22.9	27.7	26.4	–
	Operating profit	736	499	900	348	2,484
	Composition ratio (vs. FY)	29.6	20.1	36.2	14.0	–
	Operating profit margin	15.0	10.1	15.1	6.1	11.6
FY2019	Sales	6,470	6,467	7,610	6,770	27,318
	Composition ratio (vs. FY)	23.7	23.7	27.9	24.8	–
	Operating profit	980	710	1,280	354	3,325
	Composition ratio (vs. FY)	29.5	21.4	38.5	10.7	–
	Operating profit margin	15.1	11.0	16.8	5.2	12.2
FY2020 (Forecast)	Sales		15,092		16,304	31,396
	Composition ratio (vs. FY)		48.1		51.9	–
	Operating profit		1,885		2,117	4,003
	Composition ratio (vs. FY)		47.1		52.9	–
	Operating profit margin		12.5		13.0	12.8

Efforts to make in FY2020



Promote to Utilize "CLOUD WiFi"

A Wi-Fi router equipped with next-generation communication technology that manages SIM on the cloud

No need to insert/change SIM physically.

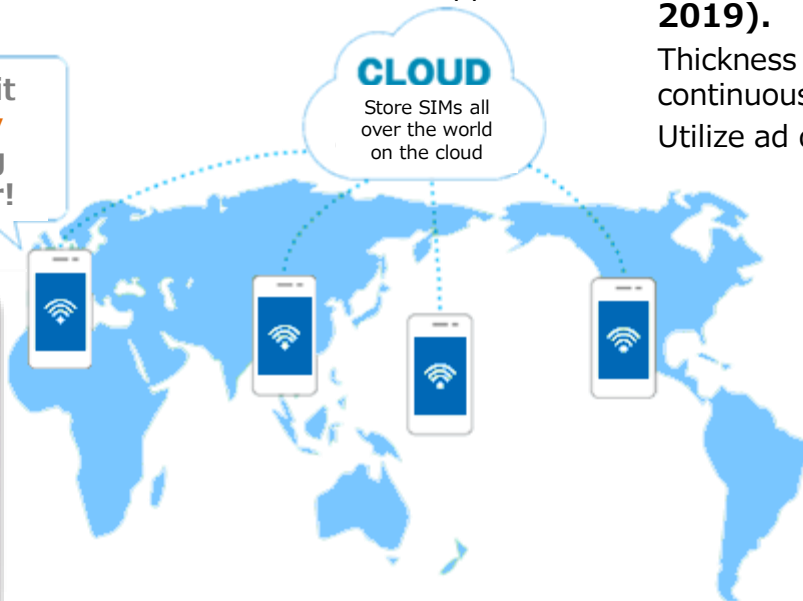
Telecommunication carriers all over the world can be allocated with one device.

93.9% of shipping Wi-Fi routers (average of FY2019)

Differentiate by utilizing the SIM contracted by us (advantage of purchasing).

Some countries cannot respond depending on telecommunication carriers. Around 90% is the upper limit.

You can use it **immediately** after turning on the power!



Benefits

Reduce telecommunication cost ratio (Improve usage efficiency of data-telecommunication).

Assign proper data-line when using.

Rental number is more than devices in operation. Operated with the proper number of data-lines and volume.

Labor saving of shipping operations (Reduce SG&A expenses.)

Non-operated devices can be stocked abundantly.

Hold at airport counters etc. to eliminate stockouts.

Start the rental offer of "GW01", the world's first cloud-enabled smartphone-type Wi-Fi router (from Aug. 1, 2019).

Thickness -59%, weight -25%, up to 12 hours available continuously.

Utilize ad distribution, GPS.



GLOBAL WiFi for Biz



If you have GLOBAL WiFi for Biz...



Promote continuous use by corporate users (improve convenience, satisfaction), reduce operating costs. Strengthen corporate sales (Expand sales channels). Increase the number of user companies (devices).



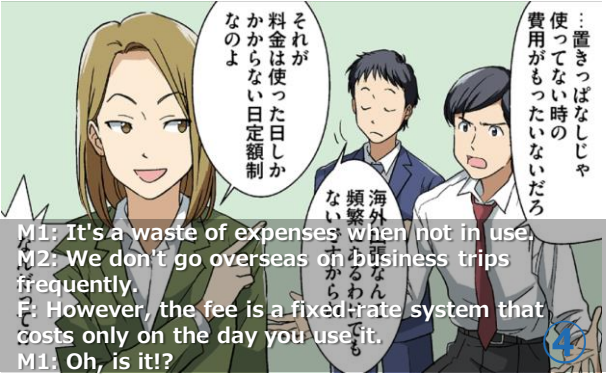
M1: Oops!!
M2: What's wrong?
M1: I've forgot to apply for Wi-Fi...



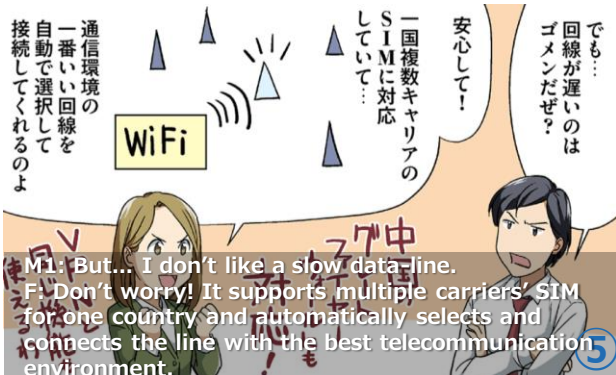
F: Your company has not introduced "Wi-Fi kept at the office" yet?
M1: Wi-Fi kept at the office!?



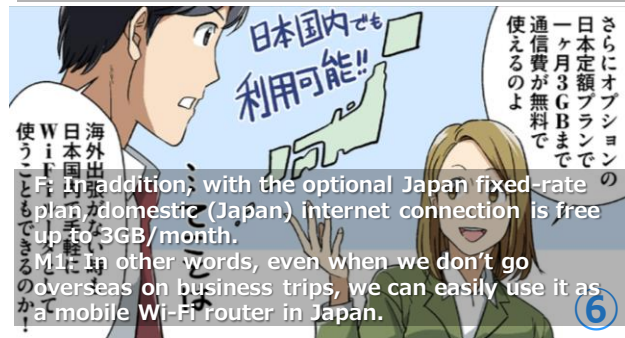
GLOBAL WiFi for Biz, just bring the mobile Wi-Fi router kept at the office!
No need for rental arrangement every travel!
Available in over 100 countries with one device!



M1: It's a waste of expenses when not in use.
M2: We don't go overseas on business trips frequently.
F: However, the fee is a fixed-rate system that costs only on the day you use it.
M1: Oh, is it!?



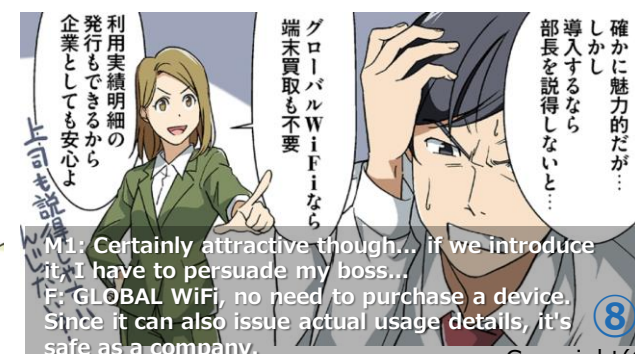
M1: But... I don't like a slow data line.
F: Don't worry! It supports multiple carriers' SIM for one country and automatically selects and connects the line with the best telecommunication environment.



In addition, with the optional Japan fixed-rate plan, domestic (Japan) internet connection is free up to 3GB/month.
M1: In other words, even when we don't go overseas on business trips, we can easily use it as a mobile Wi-Fi router in Japan.



F: Since you can pay by invoice, no need to be reimbursed expenses.
M2: Wow!
M1: Then we can reduce the user's reimbursement procedure and the approver's intermediate cost.



M1: Certainly attractive though... if we introduce it, I have to persuade my boss...
F: GLOBAL WiFi, no need to purchase a device. Since it can also issue actual usage details, it's safe as a company.



F: And the basic charge is JPY1,970/month!

Offer an Unlimited Plan (Expand Available Areas)

There is a tendency to consume large data, such as diversification of smartphone apps, transmission and reception of large-volume images and videos, and SNS posting.

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

⇒ Respond to a request for the plan that can be used without worrying about data capacity, and expand the service area.

Popular with both corporate and individual users. ⇒ Improve ARPU.




Data capacity

Start offering an unlimited plan

NEW

Further expanded the coverage area.

Available in **73 countries**

What's an unlimited plan?

From the voice of customers who want to use without worrying about the data capacity, "unlimited plan" with unlimited data capacity was born.

Changes in the number of available countries

Feb. 2019	4
Apr. 2019	35
May 2019	63
Jun. 2019	71
Aug. 2019	72
Oct. 2019	73

Expand Tabi-naka Services (Services during Travel)

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

Support safe, secure, and comfortable travel.



Airport Counter and Smart Pickup

Receive and return at 18 domestic airports, 38 counters, 31 Smart Pickup, and return BOX.

Installed automatic pick-up lockers at 10 airports.

Open new counter: Total 8

Oita Airport, Kita-kyushu Airport, JR Miyazaki Sta., Kagoshima Airport, New Chitose Airport, Miyako Shimojishima Airport
Narita Airport Terminal 3, Chubu Airport Terminal 2

* Kita-kyushu Airport and Miyako Shimojishima Airport are unmanned shop.

Install Smart Pickup: Total 12

Kita-kyushu Airport, Kagoshima Airport, New Chitose Airport, Miyako Shimojishima Airport, Narita Airport, Chubu Airport, Fukuoka Airport

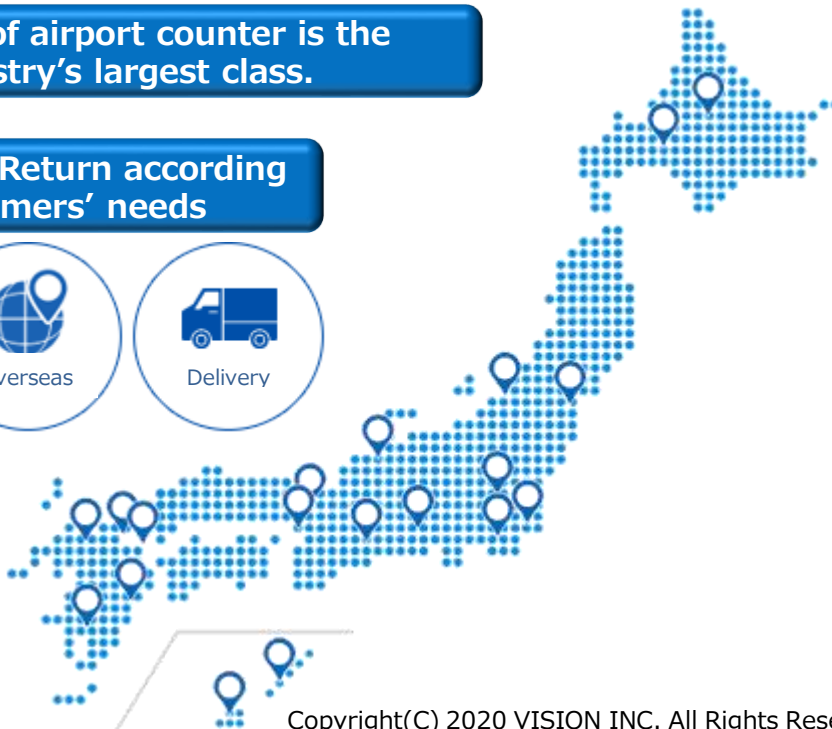
The service level is optimized according to customers.

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

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

Number of airport counter is the industry's largest class.

Receive and Return according to customers' needs



Airport and other places to receive/return in Japan

Airport and other places to receive/return in Japan		
Hokuriku/Koshinetsu	Hokkaido/Tohoku	
Niigata Airport	New Chitose Airport★	
Komatsu Airport	Asahikawa Airport	
Kyushu/Okinawa		
Sendai Airport		
Kanto		
Fukuoka Airport★	Narita Airport★	
Kita-kyushu Airport★	Haneda Airport★	
Oita Airport	SHIBUYA“CHIKAMICHI”	
Miyazaki Airport		
JR Miyazaki Sta.	Tokai/Kansai	
Kagoshima Airport★	Kansai Airport★	
Naha Airport	Chubu Airport★	
Miyako Shimojishima Airport★	Shizuoka Airport	
	Itami Airport★	

Smart Strategy

Automatic pick-up locker

You can receive in 10 seconds without waiting.



Smart Pickup
(Automatic pick-up locker)



Smart Pickup

Self check-in KIOSK terminal (Multi-language available and settlement function)



Smart Entry

Immediate customer identification counter (QR code reception counter)



Reception

Standby



Smart Check

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)



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.

Unmanned Shops and Vending Machines

(Prepaid SIM for Japan)



Install new style shops (unmanned shops and vending machines)

Installed airport

Kita-kyushu airport, Miyako Shimojishima Airport

What is installed

Smart Pickup + Return BOX (Available for pick-up and return)

Features

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

Respond to customers early in the morning and late at night, when securing human resources is difficult even if there are needs.

Accelerate to add touch points with space-saving and low-cost. (Improve convenience and increase profits.)



Alice Hirose used as Brand Image Character

Alice Hirose, who is popular from many people regardless of generation as an actress, used as the brand image character to have more people experience a comfortable and safe overseas travel and realize the convenience of "GLOBAL WiFi".

Various developments such as TV commercials, special websites, promotion goods, and panels at shops (to strengthen brand recognition)



Open Central Return Center (Aomi, Tokyo)

Efficiency at the backend (Improve responsiveness without increasing labor costs.)

Due to the consolidation effect, it has the ability to process large quantities, and realizes responsiveness and quality improvement without increasing overall operation costs while improving efficiency.

Number of cases that can be processed: More than 10,000 cases per day

Number of Wi-Fi router charging processes: 1,080 at the same time * As of Dec. 2019

In-house developed equipment and systems (cord energization checker, charging device, etc.)

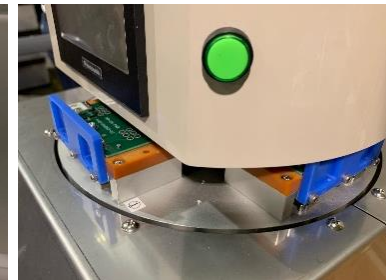
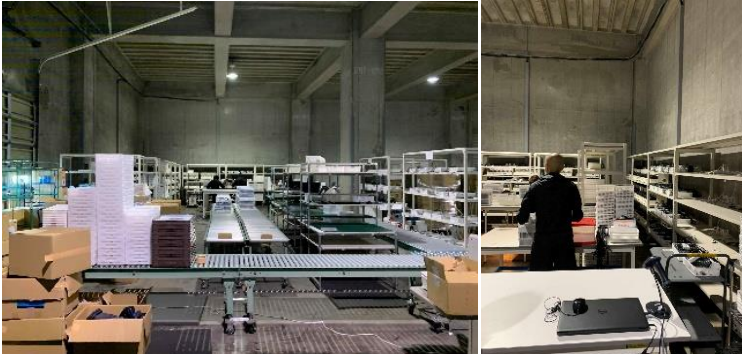
Center
(Outside and inside)



Cord energization checker
(USB cable)



Charging devices



Travel Related Service Platform

Use existing customer foundation and offer useful information/services to solve problems during overseas travel.

Overseas travelers

 GLOBAL WiFi NINJA WiFi

In Japan, total approx. 4.06mn people/31.22mn nights
 Outbound (approx. 3.47mn people/24.29mn nights) + Inbound (approx. 0.99mn people/6.93mn nights) * FY2019 results, our research



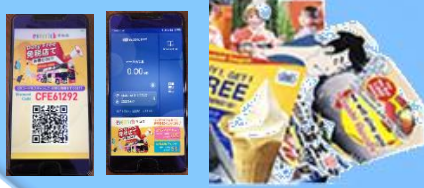
Useful information (Media)

Useful services

Advertising revenue improvement

ARPU improvement

Promotional materials (included flyers)



Airport counter



Rental service of wearable translation device



Pick-up service etc.



Insurance, coupons, shop & duty-free shop, hotel & minpaku, tours, rental cars & limousine, tourist attractions, etc.

Settlement platform

Guide customers to allied partners

《Reference》
 FY2018 results:
 approx. 3.6mn people/25.22mn nights
 ·Outbound... approx. 2.82mn people /19.76mn nights
 ·Inbound... approx. 0.78mn people /5.45mn nights

Utilization (Utilize customer foundation)

Hired car time sharing service business

Pick-up service to make every move comfortable in both business and daily life, such as airport transfer, executive pick-up, etc.

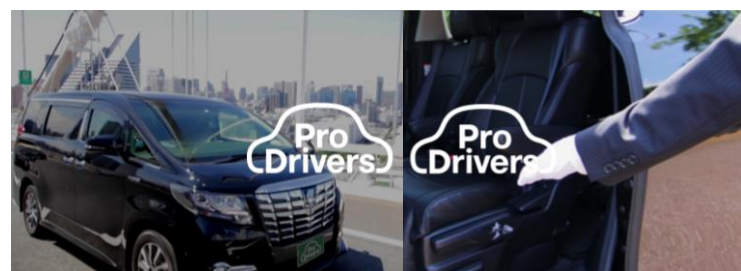
Utilize the customer foundation of "GLOBAL WiFi" Business (including foreign visitors to Japan).

Target customers of Information and Communications Service Business and new customers, too.

Domestic : Starting from Tokyo. Plan to develop in major cities, including partner development.

Overseas : "SmartRyde" (operated by DLGB Inc., a capital and business alliance partner)

Respond to various needs, such as various events, corporate use, etc.



Move with big baggage.
Available in increments of 2 hours.
Available for up to 9 people for a single car
(economical by splitting the cost)

海外でもプロドラ!

国内の空港送迎だけでなく、海外でのご利用も
プロドラからお取り次ぎを行っています。
事前予約、定額制のSmartRydeをご利用ください。

SmartRyde 



Information and Communications Service Business



Develop Cloud App Service (SaaS)

Services developed or used in-house are deployed to users.

Provide the required functionality in the cloud as needed.

Reduce users' costs (implementation and running).

Make the most of the customer foundation and sales channels.

Build a foundation for future earnings in Information and Communications Service Business.

Immediately expand the service lineup by investing (including in-house development, M&A, and capital business alliance).



VWS series (Attendance, workflow)

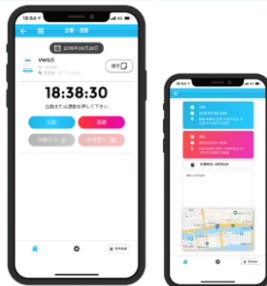
SNS for business (JANDI)

<月額利用料金>

VWS勤怠
低価格で安心!
導入しやすい
クラウド勤怠システム

初期費用 & サポート費用
0円

200円/人
最低5AC ~ (1,000円~)



「組織のビジョン達成へ
スマートな働き方改革」
社内業務支援システムVWS

安心して導入頂く為に説明会・ポータル・無償アップデートを行い、業務支援を行って
おります。各サ-ビス無料トライアル実施中!

無料で試してみる まずは資料請求する

ビジネス向けSNSの「決定版」

JANDI

クラウドコミュニケーションによる、
意思決定の加速。

FREE!
¥0

新規登録無料!!

詳しくはこちら >

不要な
ミーティング

29% DOWN

社内メール
コミュニケーション

82% DOWN

業務の
生産性

しかも、VWS勤怠は、
無料のチャット機能付き!

- ストレージ 5GB
- トークチャット 検索可能
- ファイル管理 15,000個まで検索可能
- チームメンバー 最大500名
- 管理者 1名
- 年会費加入費 20名まで
- Top-Da/スト 100件まで
- 外部連携 Google/Line/Apple

日付	氏名	出勤時間	退勤時間	遅刻	早退	欠席	有休	休暇	備考
10/1	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/2	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/3	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/4	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/5	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/6	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/7	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/8	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/9	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/10	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/11	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/12	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/13	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/14	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/15	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/16	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/17	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/18	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/19	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/20	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/21	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/22	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/23	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/24	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/25	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/26	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/27	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/28	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/29	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/30	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
10/31	山田 太郎	08:00	18:00	00:00	00:00	00:00	00:00	00:00	
合計									

VWS クラウド

申請 承認 承認 保管

精算 申請

社内稟議・経費計算システム

56% UP

Growth Strategy



“GLOBAL WiFi” Business

Customer Foundation/Business Foundation

Expansion (Market development = Growth in each stage, global expansion)

Stability (Improve profitability)

Utilization (Business development = Travel related service platform)

Information and Communications Service Business

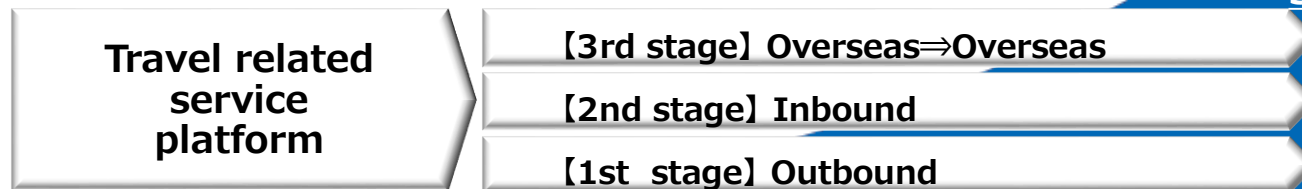
Utilize the customer foundation.

Enhance sales channels.

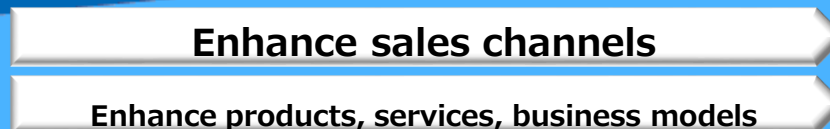
Enhance products, services, business models.

Develop cloud app service (SaaS).

“GLOBAL WiFi”
Travel related
service platform



Information and Communications
Service



"GLOBAL WiFi" Business Business Model/Competitive Advantage



GLOBAL WiFi

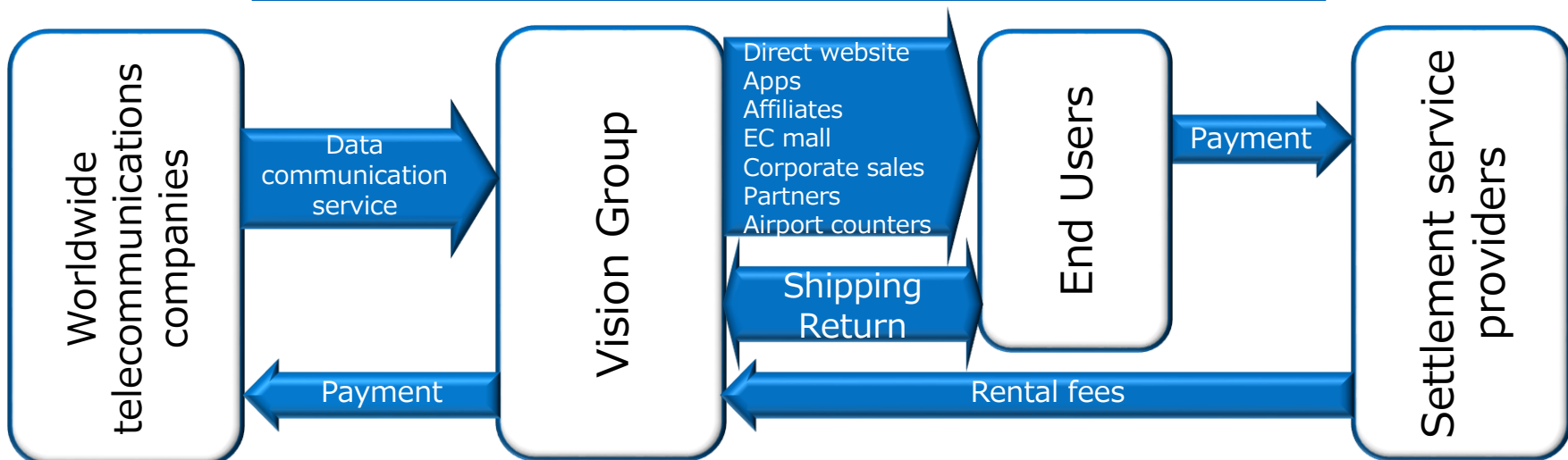
NINJA WiFi
Powered by GLOBAL WiFi



Associate
Member

Join from Sep. 2019.
One of the world's largest
mobile telecom business
associations that links
more than 750 mobile
telecom carriers and 400
related industrial
operators worldwide.

Less Expensive Fixed-rate	Maximum cost benefits -89.9% From JPY300/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; 47 support bases available 24 hours a day, 365 days a year, around the world
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





Compare How to Connect the Internet Abroad ①



“Global WiFi” “NINJA WiFi” is the best way due to safe, secure, comfortable, and less expensive.

It’s not a big deal to share with a rental Wi-Fi router, although people are reluctant to share their own data-volume with others. (Individual travel: tend to share with two or three people.)

* Created by our research and standard

How to Connect	Price	Area	Speed	Management	Security
 	○	○	○	○	○
	Based on the best quality network in each local area. Low price, secure, safe, available to connect anywhere. Easy to set-up, easy to manage.				
Roaming (Telecom carriers' fixed-rate)	×	△	△	○	○
	Problem with price and quality (From JPY980 to JPY2,980/day. It may be charged even more.)				
Prepaid SIM (Purchase overseas)	△	△	○	×	○
	Need knowledge to manage (Set-up, activation, periodical charge, etc.)				
Free Wi-Fi Spot (Hotel, Café, etc.)	○	×	△	○	×
	Problem with coverage (not available in everywhere), speed (depend on data-line of the facility and the number of connected people), security				

Compare How to Connect the Internet Abroad ②



Wi-Fi router rental	Table	Roaming (Telecom carriers' fixed-rate)	Free Wi-Fi Spot / Hotel Wi-Fi
<p>JPY300-1,970/day Apply through the website.</p>	Price	<p>JPY980-2,980/day Contract according to the plan Need to check in advance the compatible models and settings. * Depend on your mobile carrier</p>	<p>Free Wi-Fi spot free Hotel Wi-Fi including accommodation fee or JPY500-3,000</p>
<p>Fixed-rate and high-speed Substantial security and compensation Use without worry due to the fixed-rate. Choose the data-volume according to the situation.</p>	Merit	<p>Easy to connect * Tethering is also available.</p>	<p>Easy to use Limited use area, but many places are provided for free, and connection is easy.</p>
<p>More luggage Need to carry a Wi-Fi router in addition to your smartphone.</p>	Demerit	<p>Expensive Price setting is more expensive than Wi-Fi rental. Misconfiguration of data-roaming may result in expensive charges.</p>	<p>Be careful about unauthorized access Easy to use, but there is a risk of virus infection and personal information may be stolen by unauthorized access.</p>
<p>If you use the internet at a high-speed without worrying about additional charges (Available to use by multiple people, even cheaper by the split) Internet availability anywhere. No worry about busy access and difficulty to connect.</p>	Recommend	<p>If you want to use the internet easily with your own device</p>	<p>Want to save money, although the coverage area is limited. If it is enough for you to use the internet abroad within a limited time</p>

"GLOBAL WiFi" Business Profit Structure



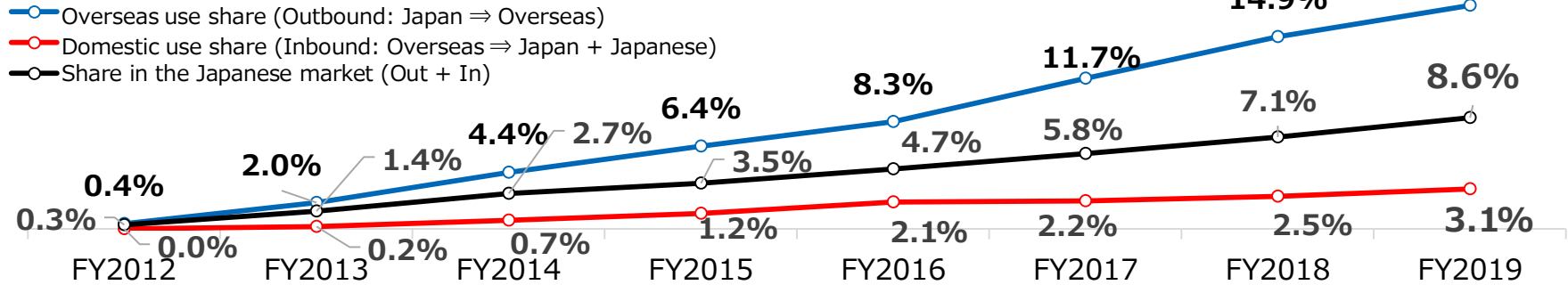
Items	Summary
Sales	<p>① Rental price per day × number of usage days Average : JPY1,000/day Average usage days : 7 days Options such as insurance, mobile battery etc.</p> <p>② Monthly charge (JPY1,970) + data telecommunication fee (plan) × number of usage days</p>
Cost of sales	<p>Usage of data telecommunication (telecom carriers all over the world) Devices (mobile Wi-Fi routers) Recorded as rental asset (recorded by depreciation for 2 years) Outsourcing (commission paid to sales agents), etc.</p>
SG&A expenses	<p>Personnel expenses Advertising expense Operation and rent of shipping center, airport counter, customer center, etc. Other SG&A expenses, etc.</p>

"GLOBAL WiFi" Business Penetration Ratio/Rental Number



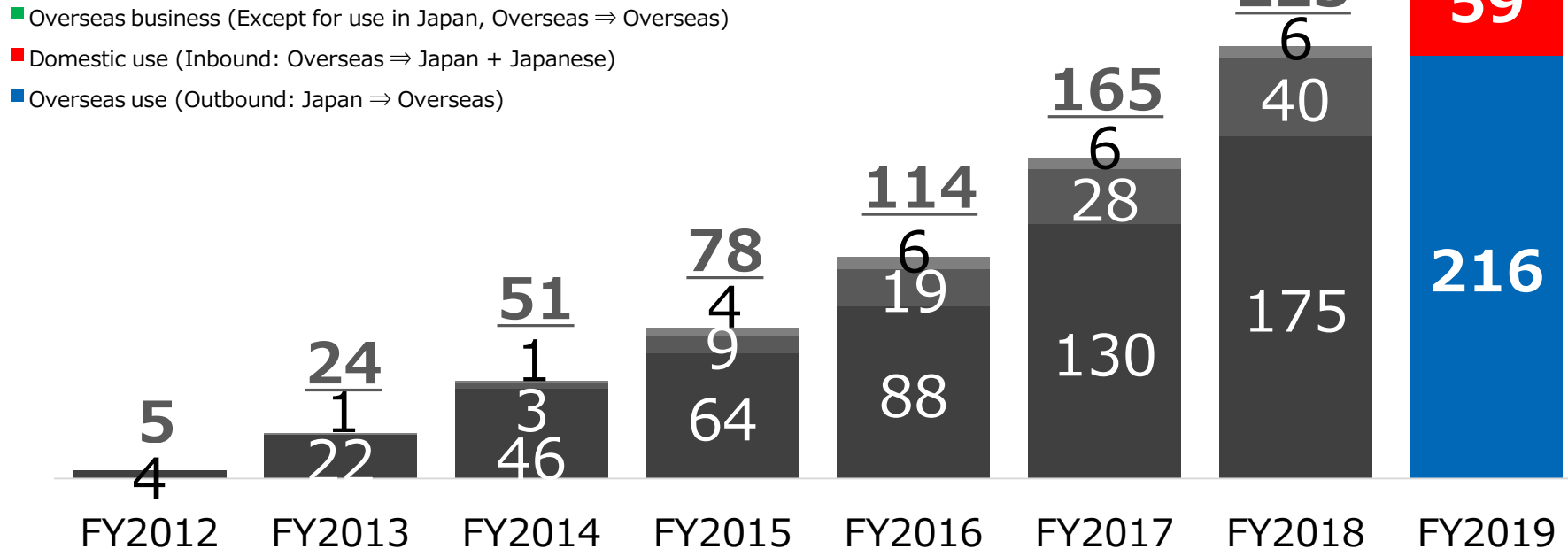
Our Wi-Fi rental service penetration ratio (Japan) *

(Usage ratio of our service among travelers)



Annual rental number (Unit: 10 thousand)

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



* Create from Japan Tourism Agency material by us

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"GLOBAL WiFi" Business Market Size



Inbound (Foreign visitors to Japan)

Over 31.88mn people for a year.

* Results in FY2019

Government's target:

40mn people in 2020

60mn people in 2030

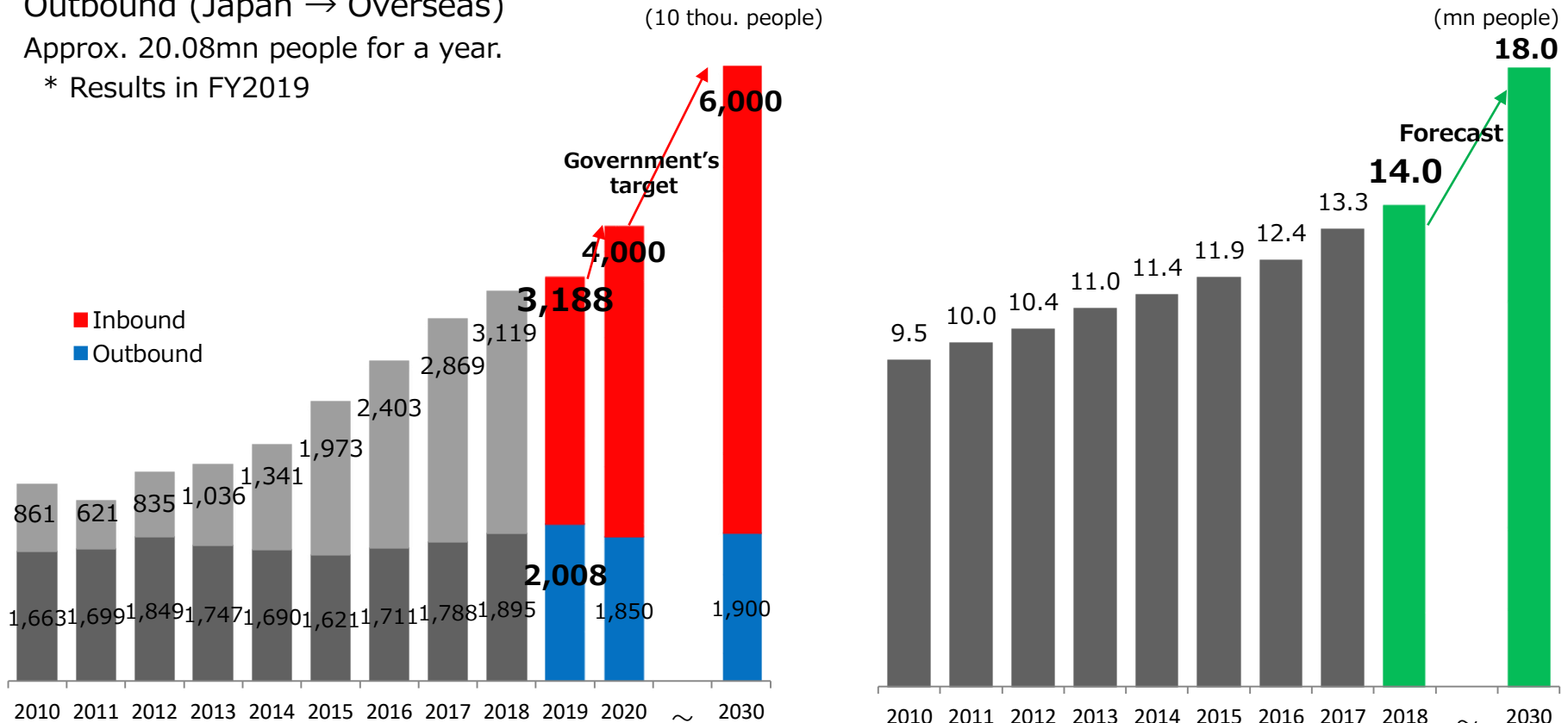
Overseas travelers in the world (Number of international tourist arrivals)

A huge market of 1.4bn people.

Outbound (Japan → Overseas)

Approx. 20.08mn people for a year.

* Results in FY2019



Information and Communications Service Business Growth Strategy (Competitive Advantage)



<p>Startup Companies</p>	<p>Have new dealings with one company in seven to eight companies* that are newly established within the year in Japan The number of national corporate registration ... 116,208 (2018) Source: Ministry of Justice</p>
<p>WEB Strategy</p>	<p>Ability to attract customers due to our own WEB marketing (Internet media strategy)</p>
<p>Customer Loyalty</p>	<p>CRM (customer relations/continuous dealings) strategy, our own know-how Maximization of continued revenue = Stock business Additional sales with high productivity (up/cross selling)</p>
<p>Products and services</p>	<p>Products and services that lead to customers' "sales improvement", "cost reduction", "efficiency improvement", "communication activation", and "DX promotion" (Products that are less affected by the economy) We have multiple business segments (each product), and the business structure can be changed according to the situation (economic conditions, trends, etc.) (a flexible business structure).</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	
	Telephone line arrangements, cellphone, electric power, etc.	Office automation (multifunction printer, business phone), website support, security
Sales	<p>Business brokerage fee (commission)</p> <p>Continuation fee (according to customers' usage situation)</p> <p>Fee from telecom carriers and primary agents</p>	<p>Sales price</p> <p>Fee from leasing company and credit company</p> <p>Maintenance fee</p> <p>Fee from the manufacturers and factoring</p>
Cost of sales	<p>Devices (cellphones)</p> <p>No cost of sales for telephone line arrangements and electric power</p> <p>Payment to telecom carriers and primary agents</p> <p>Outsourcing (commission paid to agents), etc.</p>	<p>Devices (office equipment, security)</p> <p>Payment to the manufacturers</p> <p>Outsourcing (commission paid to agents), etc.</p>
SG&A expenses	<p>Personnel expenses</p> <p>Advertising expense (website, etc.)</p> <p>Rent of call center etc.</p> <p>Other SG&A expenses, etc.</p>	

Information and Communications Service Business Market Size



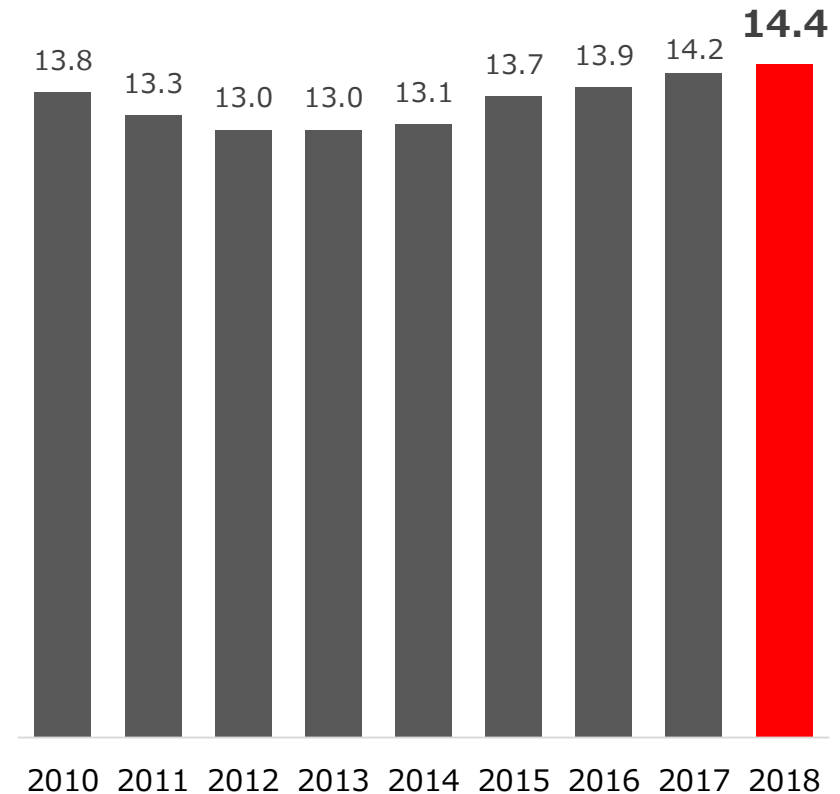
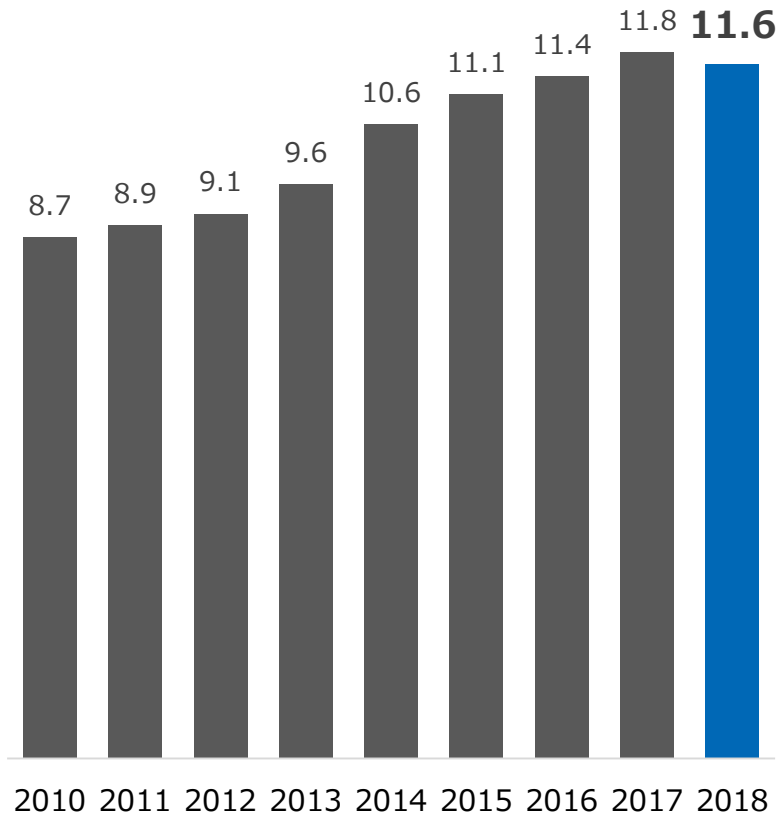
Number of incorporation registrations (total) :
116,208

Approx. 110 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 over 15 years experience.
Target newly established companies.

Number of registration of transfer of head office
and branch (total) : 144,597

Approx. 140 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.
Cross/Up Selling by advanced operations of Customer
Loyalty Team (CLT).

(Unit: 10 thousand)

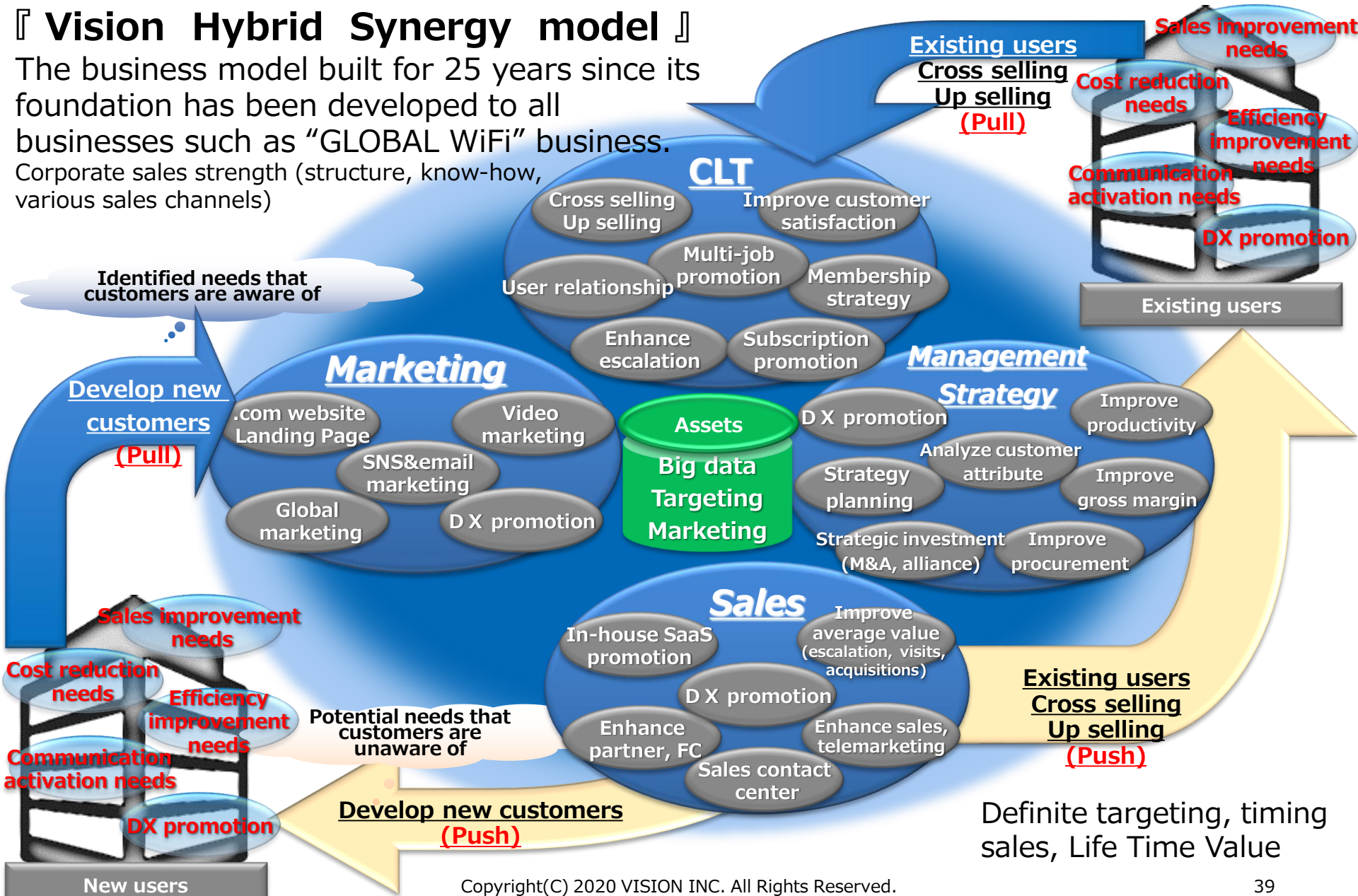


Information and Communications Service Business Business Model



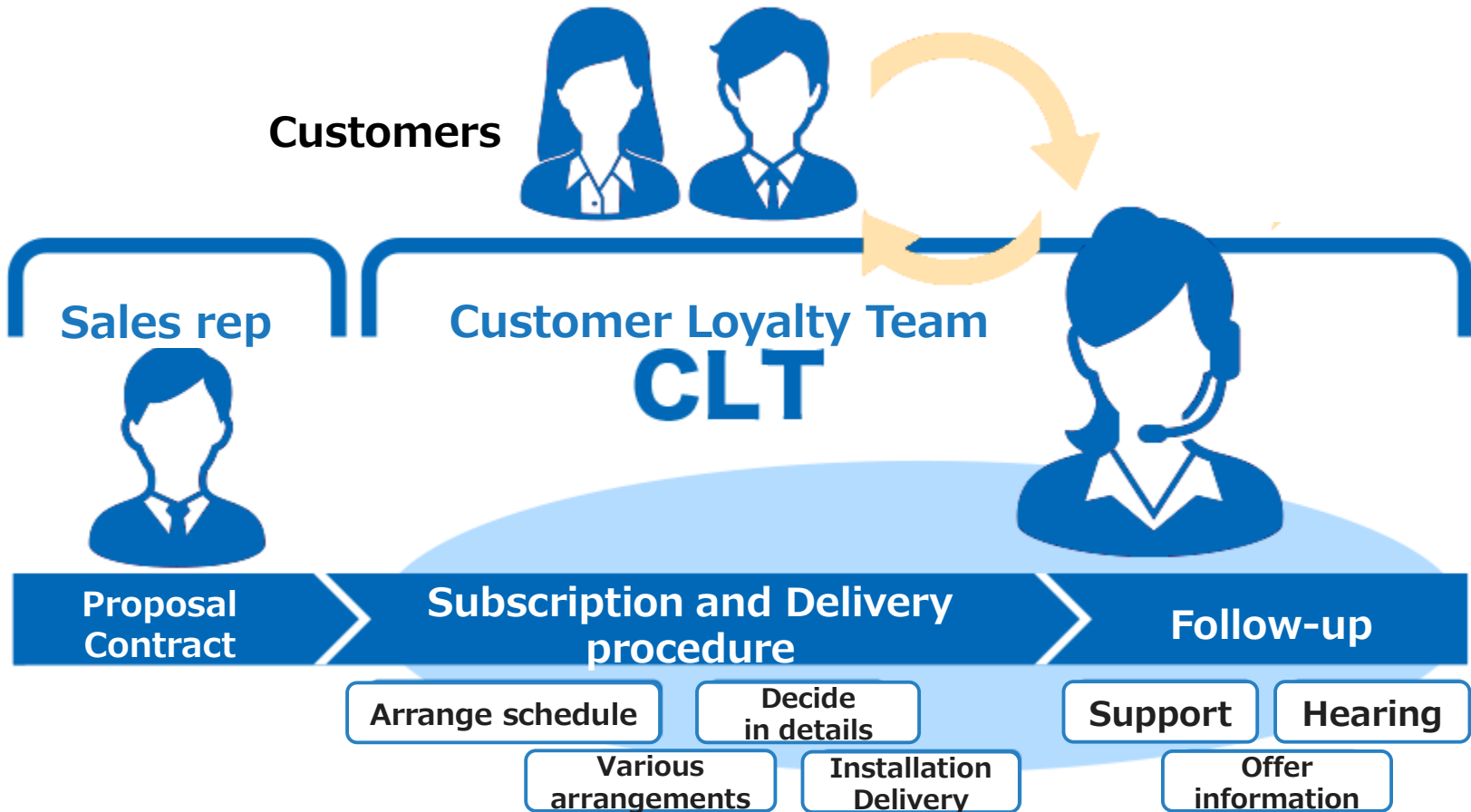
『 Vision Hybrid Synergy model 』

The business model built for 25 years since its foundation has been developed to all businesses such as "GLOBAL WiFi" business. Corporate sales strength (structure, know-how, various sales channels)



Create values with advanced operations Customer Loyalty Team (CLT)

From delivery procedure to follow-up
Covers a wide range of operations



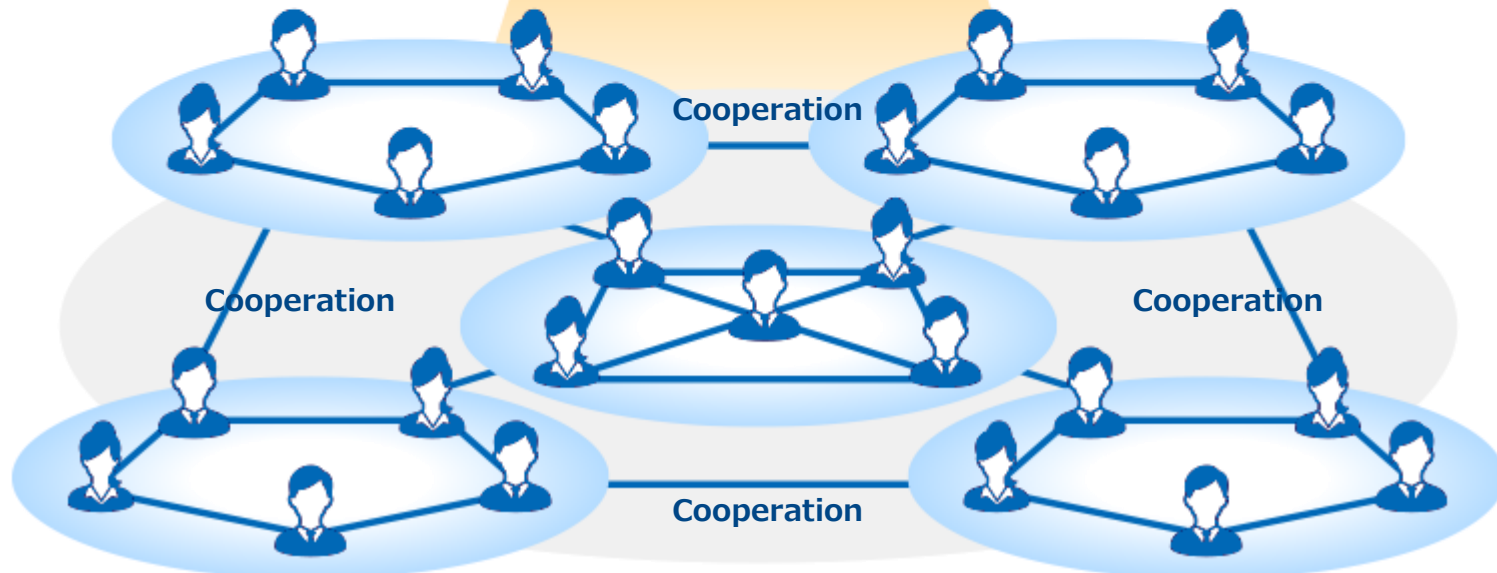
Web marketing × Sales rep × CLT Trinity “high efficiency” marketing



Organization culture that creates continuous evolution
High productivity created by cooperation between divisions (escalation)



**Improve productivity due to flat and open culture,
promoting cooperation among divisions by “escalation system”**



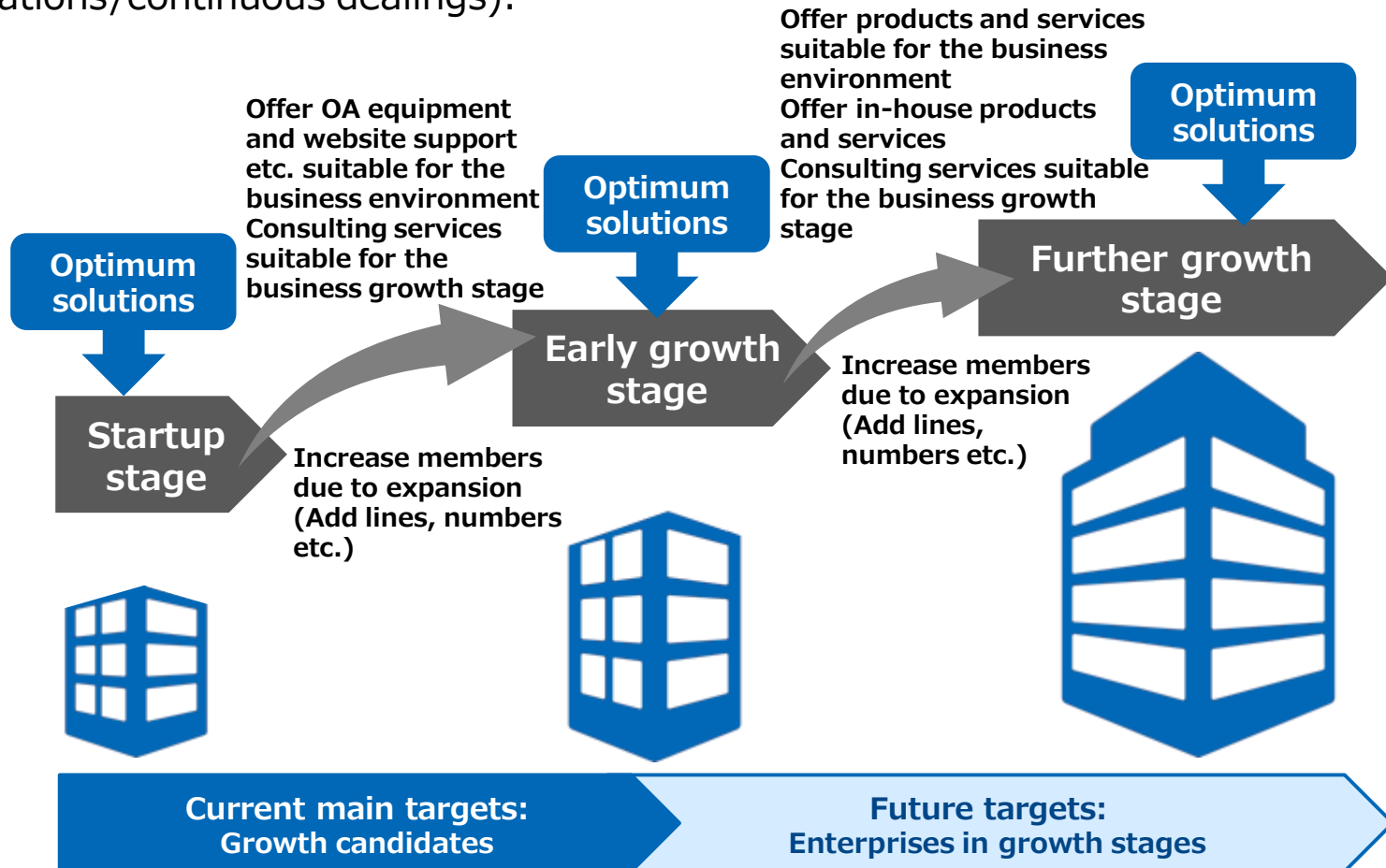
Information and Communications Service Business Continuous Stock Model



Continuous stock model

Keeping closer to the growth of client companies, offer optimum solutions according to the growth stage.

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



Sustainable Growth and Corporate Value Improvement - ESG Activities



Environment

Measures against global warming
Promote ECO and recycling
Activities to support disaster areas

Corporate Governance

Strengthen corporate governance
Promote risk management
Strengthen compliance

Relationship with SDGs



E

Environment

G

Governance

S

Social

Recruitment/Employment

Various recruitment channels
Recruitment advantages

Work-style Reform

Personnel system suitable for the times
Unique benefits

Approach to Environment



Environmental

環境



GSLを通じて環境貢献に取り組んでいます。



Provide iPad

Video conference

Electronic form (workflow)
Utilize internal SNS



Acquire a "Green Site License" to offset the carbon footprint of our website.

* **Support the environment with "Green Electricity"** for our website's CO2 reduction.

Support and cooperate with the organization which provides information, supports activities in disaster areas, and provides assistance to various activities to "realize a society where people can support each other in times of earthquake disasters."

Offer reasonable LED by rental.

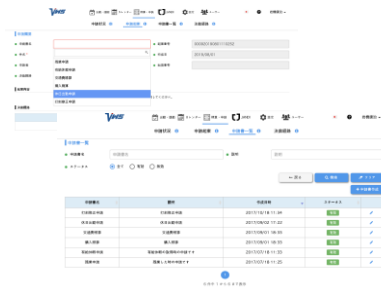
Paperless efforts

Provide iPad to sales staff, etc.

Utilize video conference (reduce unnecessary traveling).

Utilize electronic forms and internal SNS actively.

Select recyclable suppliers.



項目	期	内容	ステータス	完了
項目1	2015/10/10	2015/10/10	完了	✓
項目2	2015/10/10	2015/10/10	完了	✓
項目3	2015/10/10	2015/10/10	完了	✓
項目4	2015/10/10	2015/10/10	完了	✓
項目5	2015/10/10	2015/10/10	完了	✓
項目6	2015/10/10	2015/10/10	完了	✓



Social
社会

Various recruitment channels

Fair recruitment, referral recruitment, employ women actively
Hire multinational employees (Foreign employees: 18.3% (full-time))
Hire disabled people (Local group to support disabled people “Meiro-juku,” continuously awarded since 2015.)



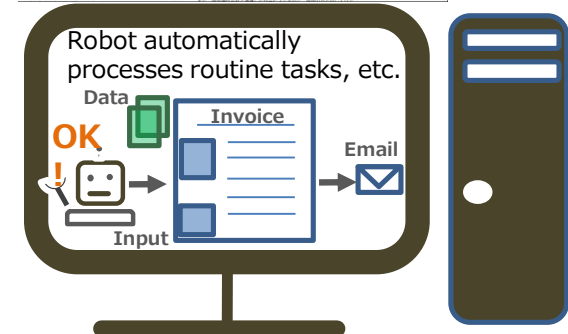
Personnel system suitable the times, introduce unique benefits.

Shorter working hours, shift work, flextime
Half-day leave/hour leave (paid leave), spouse birthday leave (special leave)
Drink benefit (summer, influenza vaccination subsidy)



Average annual income continues to increase.

Improve work efficiency.
* Utilize AI chatbot, RPA, etc., actively.
Improve productivity.
Shift to high-value-added work.
Commission, achievement allowance, performance-linked bonus
Increase average annual income.



Approach to Society

“Vision Kids Nursery” opened as company-led childcare business

In childbirth and childcare, which are life events of employees, implement measures to make work rules more flexible, expand leave systems, and promote taking leave (current status)
⇒ Provide a more work-friendly environment (a sense of security with children nearby) than ever before.

* Establish a childcare facility on site of CLT, where female employees account for more than 90%.

Easy to return to work, and hire employees who are motivated to work in a parenting generation

⇒ **Sources of sustainable growth**



Support Japan Heart's activities "Providing medical care to areas where it is currently out of reach, wherever that may be."

International medical NGO established by the founder Hideto Yoshioka (pediatrician) in order to improve the quality of medical support activities, based on his experience of overseas medical care. Supported by many medical staffs and volunteers from Japan, more than 4,500 volunteers have participated in the activities, and more than 200,000 treatments have been conducted in developing countries.

Japan Heart's activities

There are four areas where medical care is difficult to reach.

One is foreign countries suffering from poverty and shortage of doctors.

One is remote areas and islands in Japan.

One is the hearts of children who fight diseases. One is the areas affected by a large-scale disaster.

Japan Heart is working to deliver medical care to these four areas.

Our support for Japan Heart

Agree with the activities of Mr. Yoshioka and Japan Heart, support the volunteers by



offering GLOBAL WiFi for free, and donating part of our sales.



Governance

コーポレート・ガバナンス

Independent officer system

Directors Total number: 6

(including independent outside directors: 3 / Male: 5, Female: 1)

⇒ Business owners, and possess rich experience in web marketing, inbound business, and the financial industry/global business.

Audit & Supervisory Board Members Total number: 4

(Independent outside auditors: 4)

⇒ CPA, prosecutor/lawyer, and business owners.



Strengthen information security

ISMS certification

Certified under the the international standard for information security management system (ISMS), ISO/IES 27001.

Establish and operate the Information Security Committee.



Compliance, risk management, internal control activities

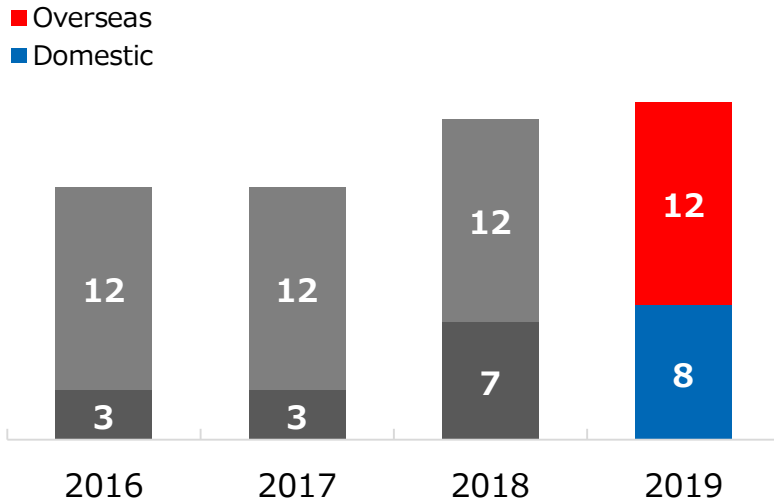
Conduct regular training.

APPENDIX

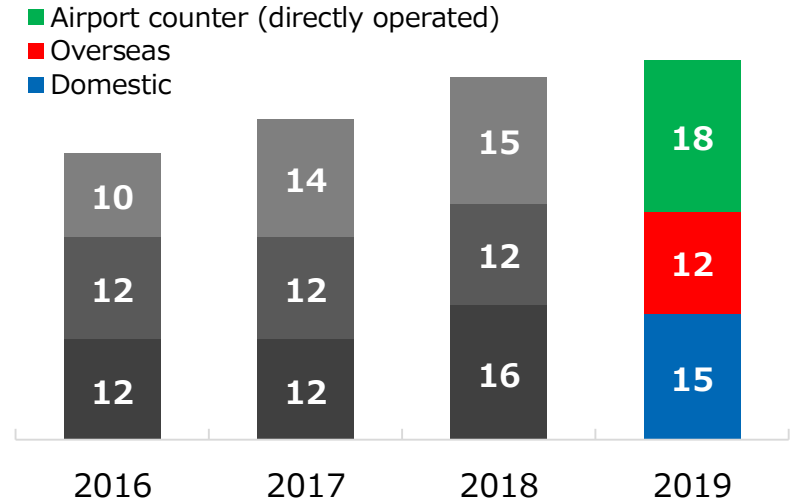


Group Structure

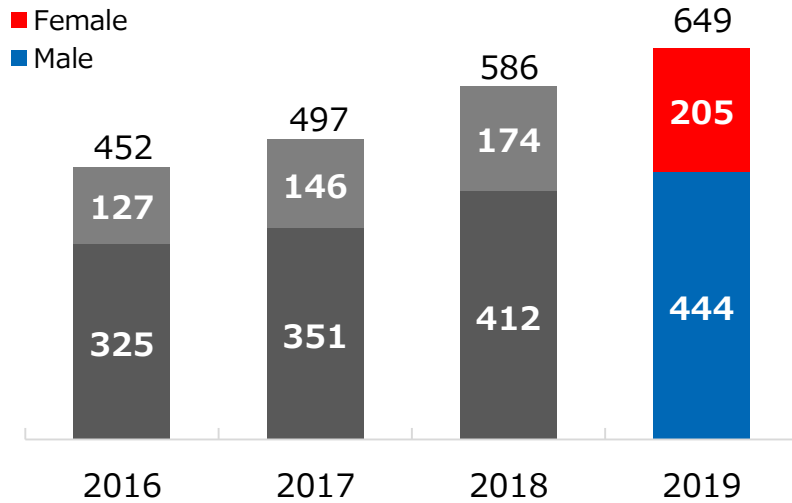
Number of affiliated companies



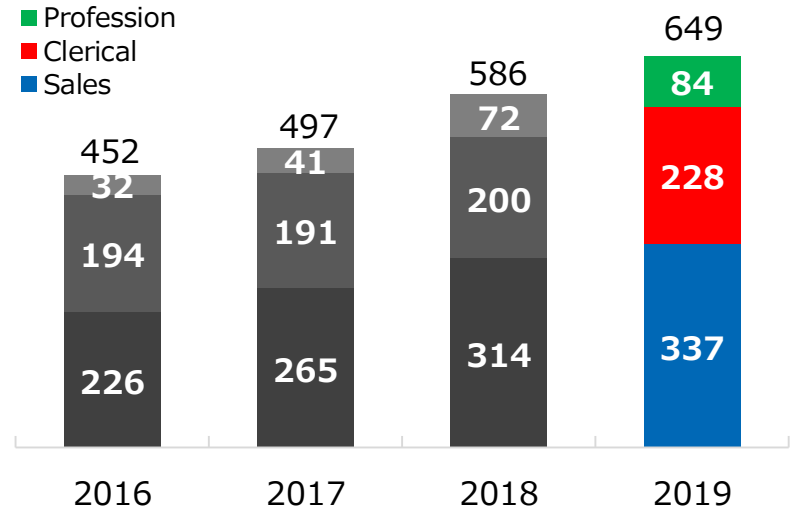
Number of operation bases



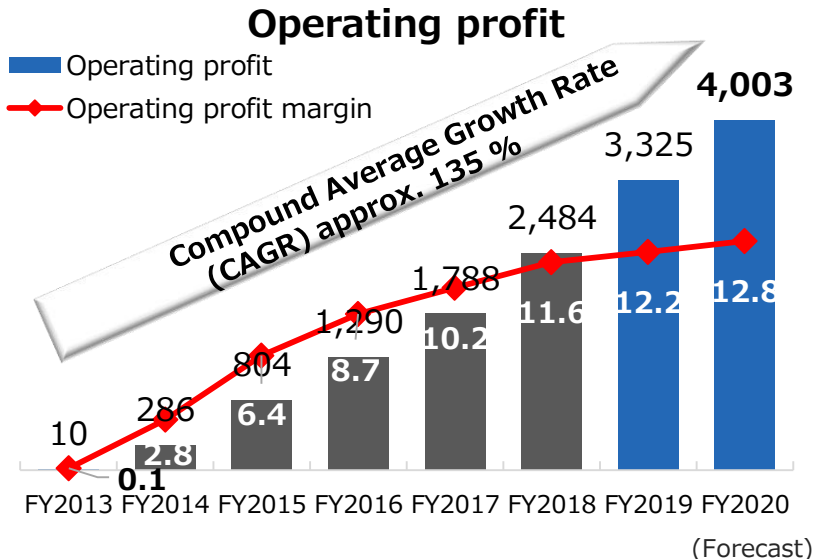
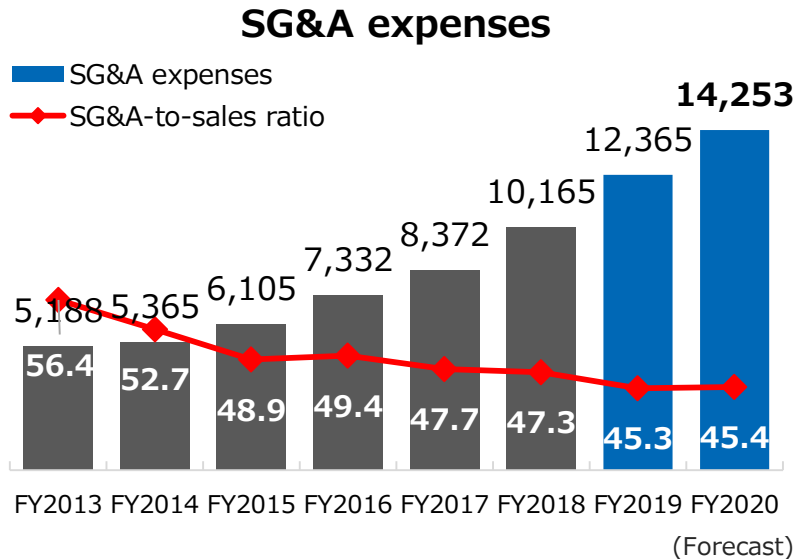
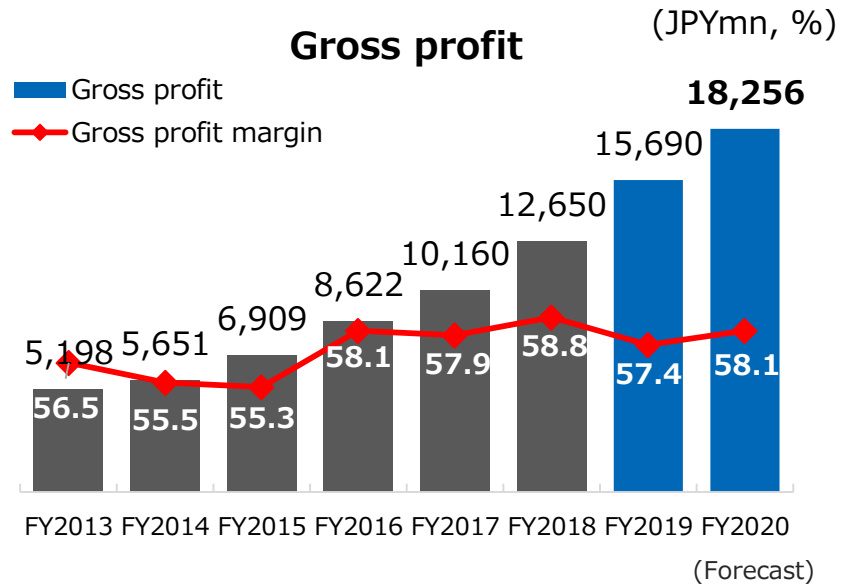
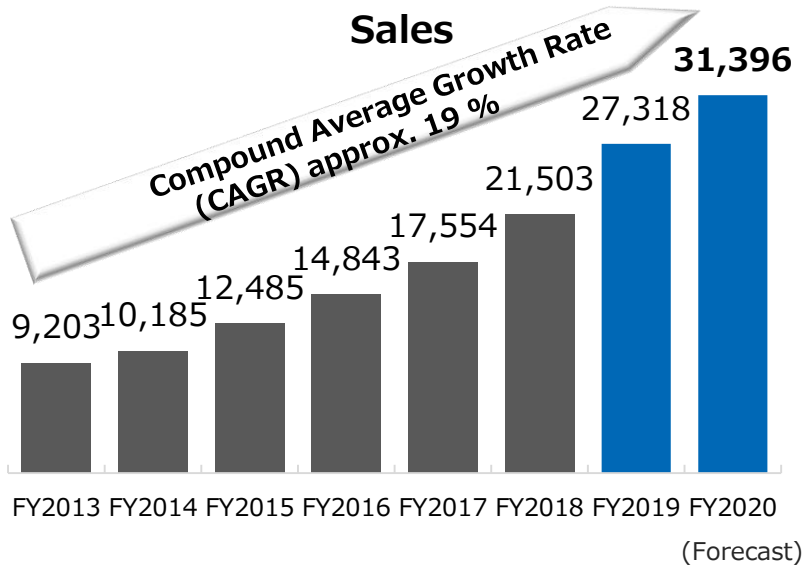
Number of employees (Full-time)



Personnel classification



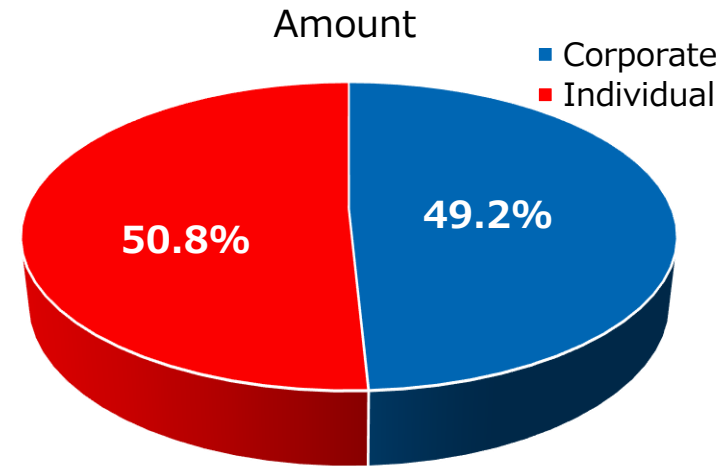
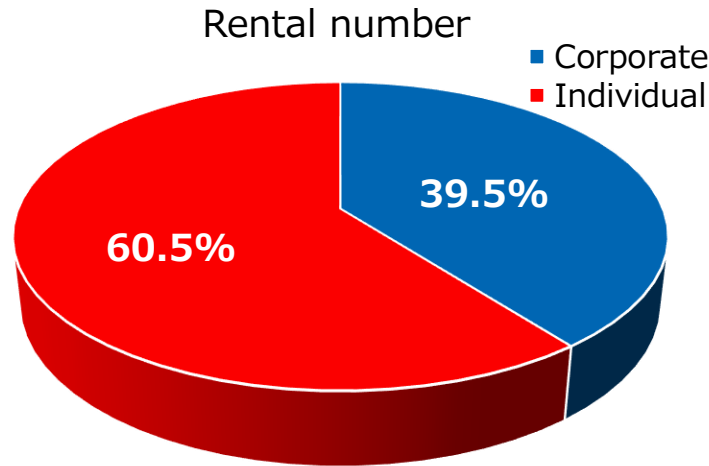
Performance Data



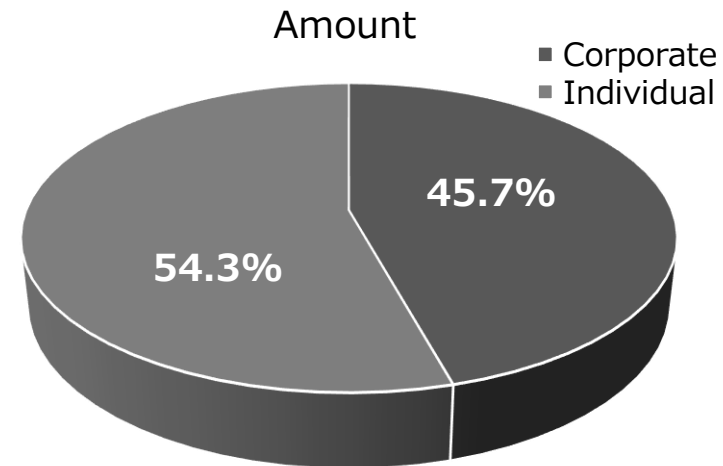
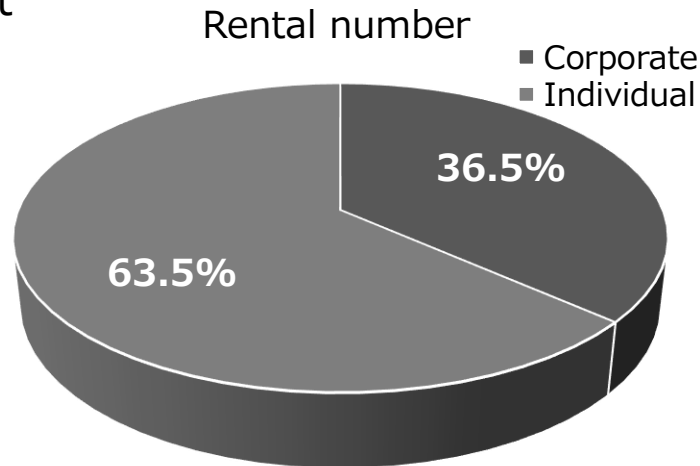
"GLOBAL WiFi" Business Customer Attributes (Corporate/Individual)



4Q FY2019 *Fiscal period
(Oct.-Dec.) Result



4Q FY2018 *Fiscal period
(Oct.-Dec.) Result

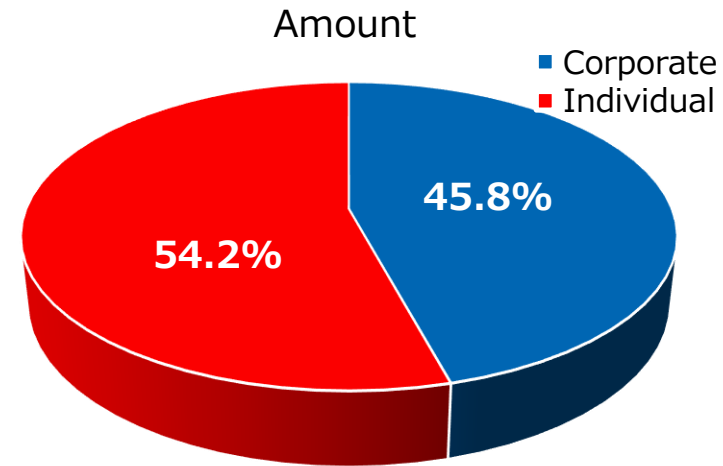
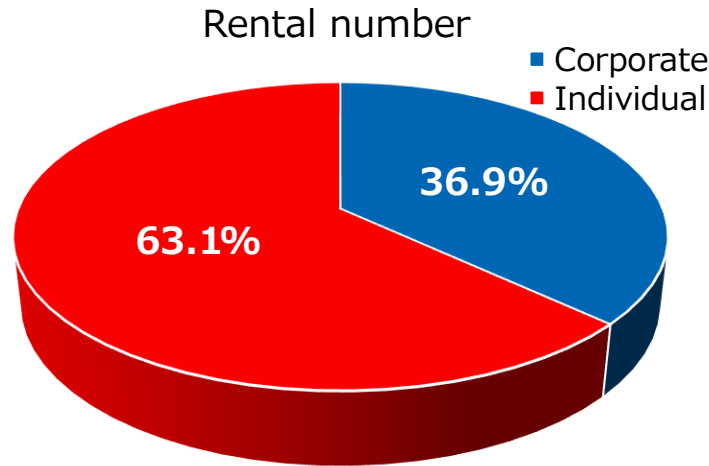


* It is the ratio of overseas use (outbound: Japan ⇒ overseas).

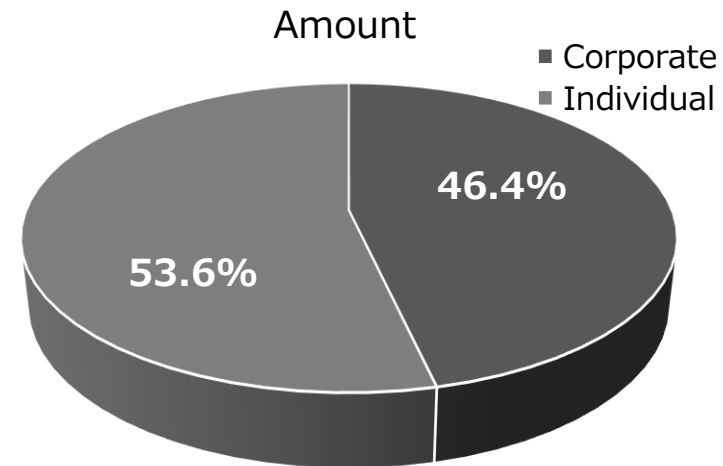
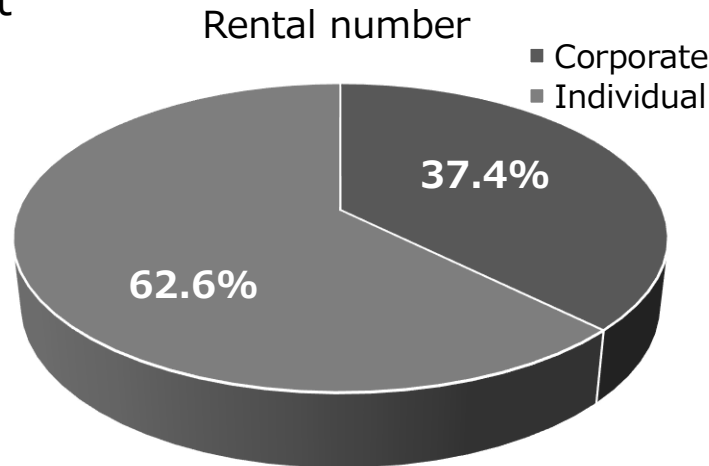
"GLOBAL WiFi" Business Customer Attributes (Corporate/Individual)



FY2019 *Cumulative period
(Jan.-Dec.) Result



FY2018 *Cumulative period
(Jan.-Dec.) Result

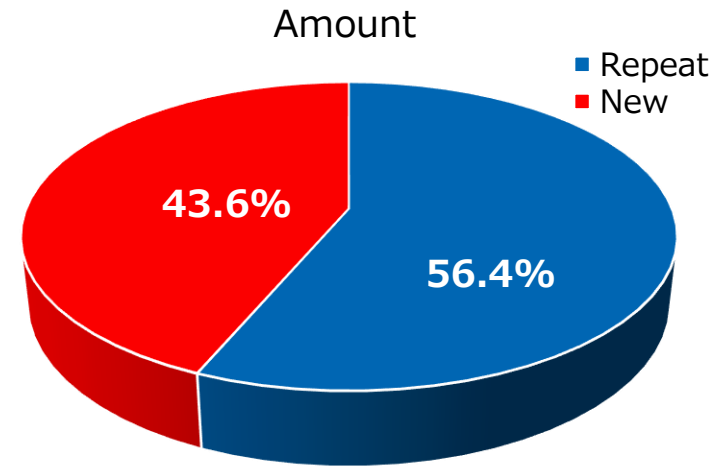
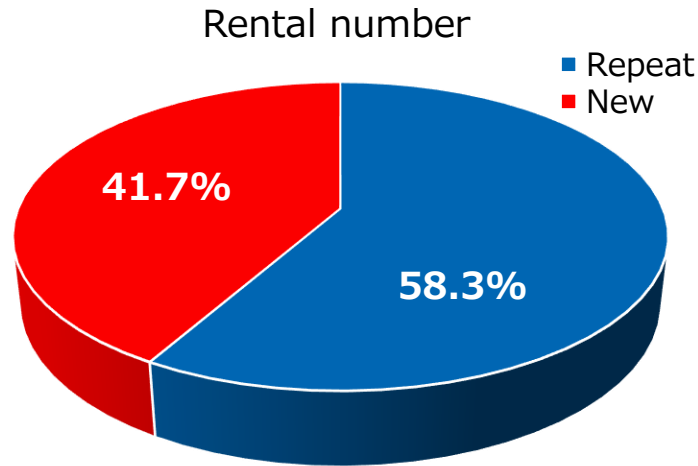


* It is the ratio of overseas use (outbound: Japan ⇒ overseas).

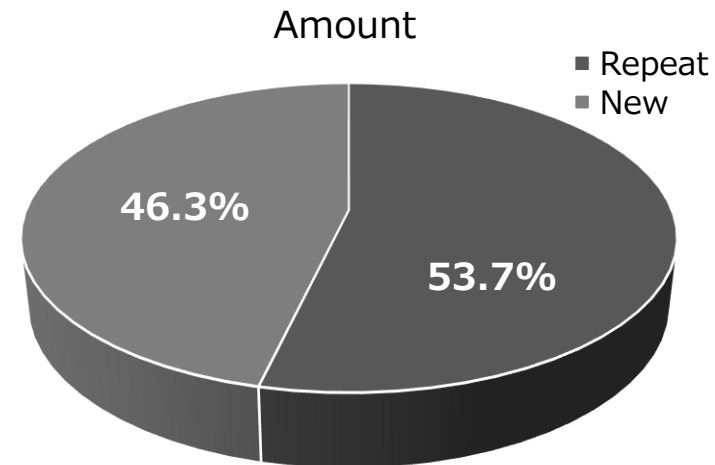
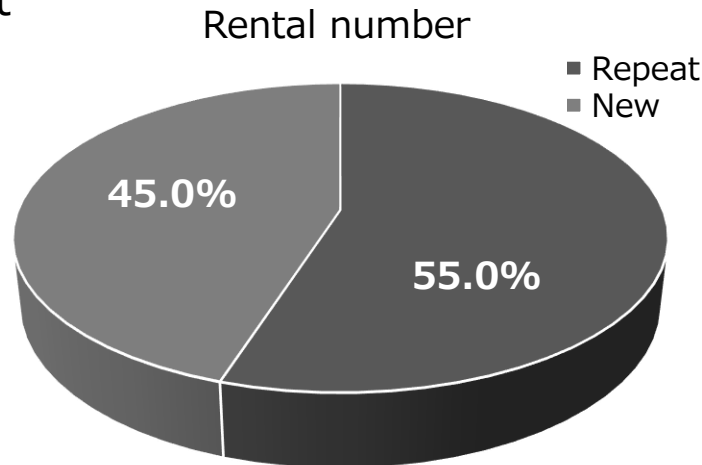
"GLOBAL WiFi" Business Customer Attributes (New/Repeat)



4Q FY2019 *Fiscal period
(Oct.-Dec.) Result



4Q FY2018 *Fiscal period
(Oct.-Dec.) Result

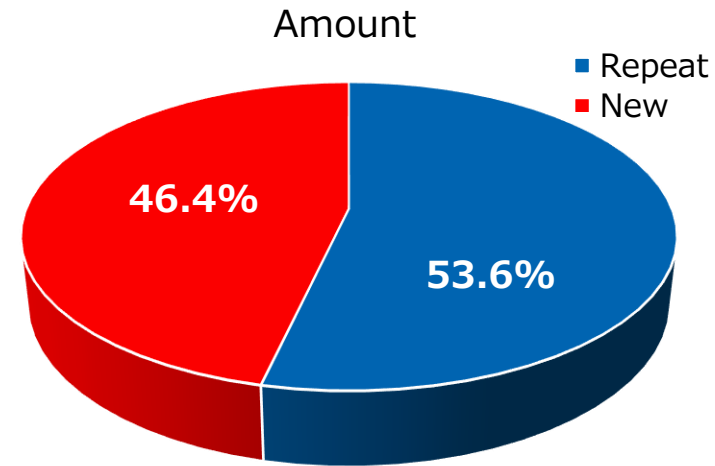
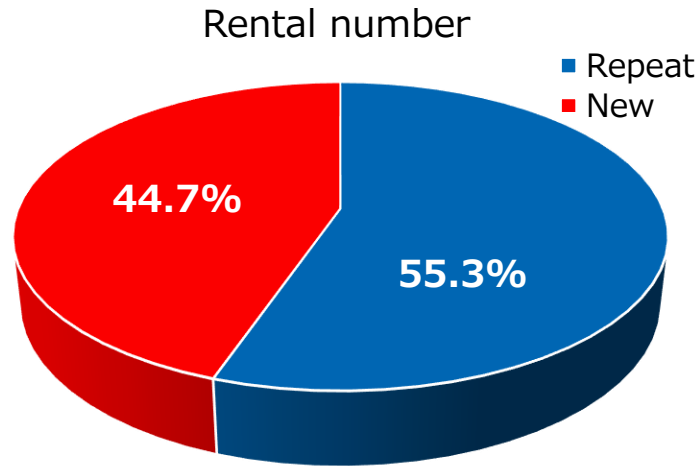


* It is the ratio of overseas use (outbound: Japan ⇒ overseas).

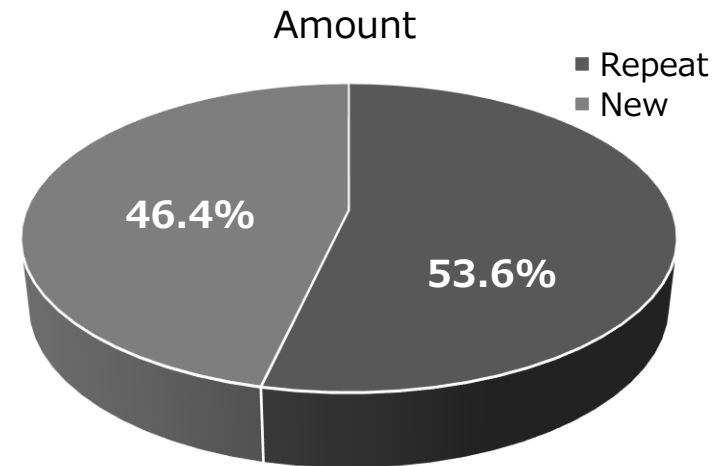
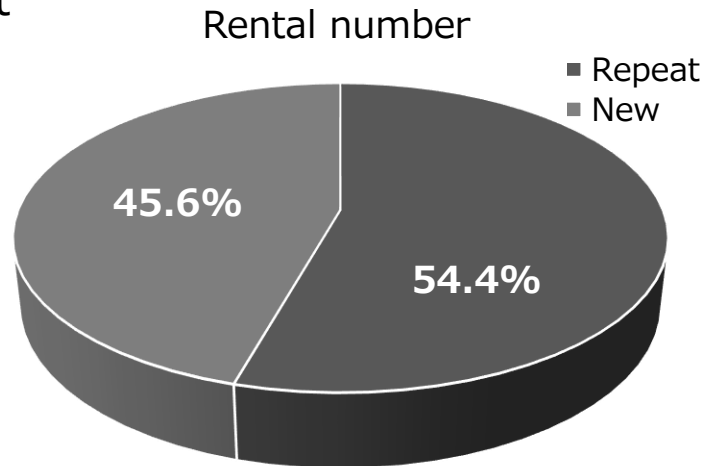
"GLOBAL WiFi" Business Customer Attributes (New/Repeat)



FY2019 *Cumulative period
(Jan.-Dec.) Result



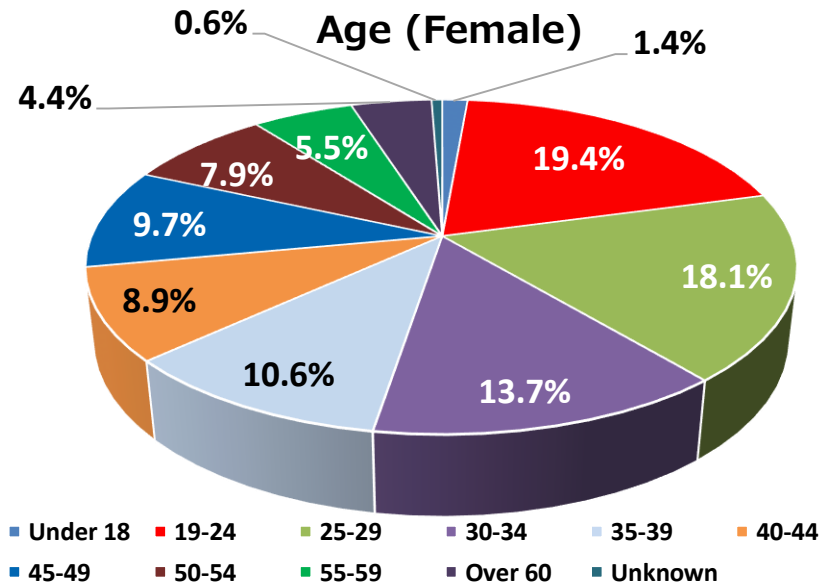
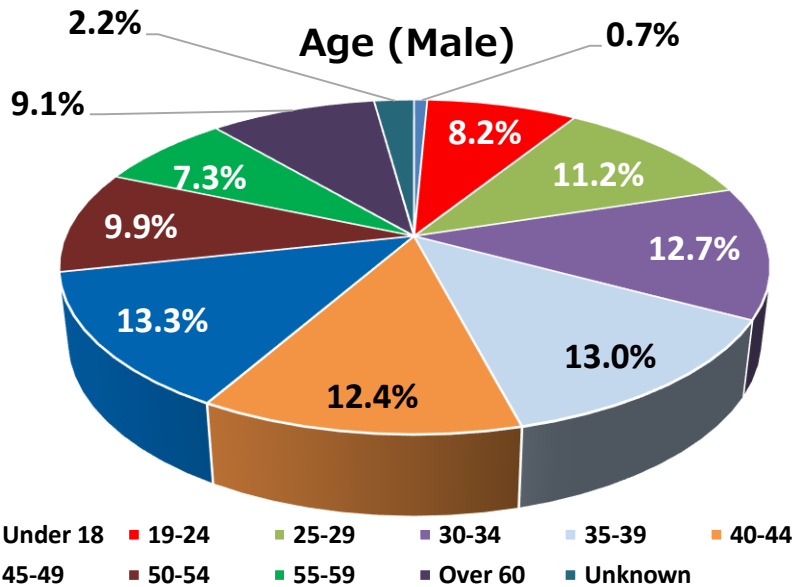
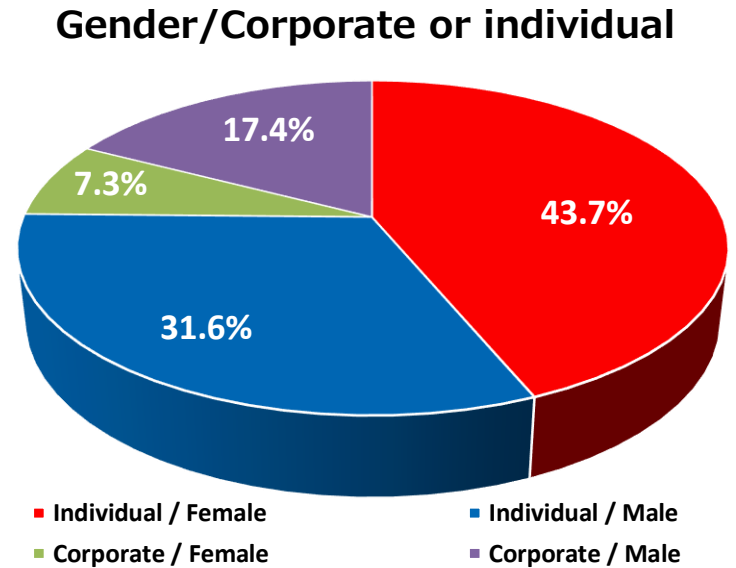
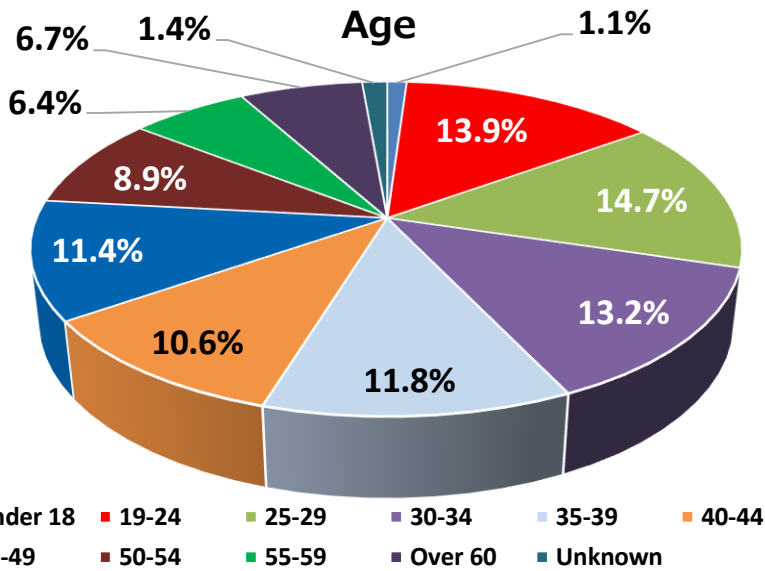
FY2018 *Cumulative period
(Jan.-Dec.) Result



* It is the ratio of overseas use (outbound: Japan ⇒ overseas).

"GLOBAL WiFi" Business Customer Attributes

(Gender/Age/Past Cumulative Total)



Stock Split

(Resolved by the Board of Directors' Meeting on August 9, 2019)



* Excerpt from "Notice of Stock Split" on Aug. 9, 2019

Purpose

The stock split will be conducted with the aim of creating an environment in which investors can easily invest, expanding its investor base, and increasing the liquidity of the Company's stock by reducing the price of share-trading units.

Overview

Method of stock split

The stock split shall have a record date of Monday, September 30, 2019 and shall involve the splitting of common stocks held by shareholders whose names are recorded in the latest Registry of Shareholders on the record date at a ratio of 1:3.

Number of increase in shares by stock split

Total number of issued shares before stock split: 16,341,000 shares
Number of increase in shares by stock split: 32,682,000 shares
Total number of issued shares after stock split: 49,023,000 shares
Total number of authorized shares after stock split: 123,000,000 shares

Schedule of stock split

Public notice date of the record date: Friday, September 13, 2019
Record date: Monday, September 30, 2019
Effective date: Tuesday, October 1, 2019

Shareholder benefits

Substantial expansion of shareholder benefit

The changes will be applied from the shareholders whose names are recorded in the Registry of Shareholders as of December 31, 2019. After the stock split, we will present a "shareholder benefit coupon" according to the same number of shares as the standard before the split.

Others

Changes in capital

The stock split will not result in changes in capital.

Overview of Stock Options with Charge Issuance

(Resolved by the Board of Directors' Meeting on November 13, 2017)



* Excerpt from "Determination of Details of Issuance of Stock Acquisition Rights" on Nov. 30, 2017

Item	Details
Name	Vision Inc. Third Series Stock Acquisition Rights
Number of issues	13,560 units (100 shares per stock acquisition right, 1,356,000 shares of common stock)
Issue price	JPY1,600 per stock acquisition right
Total issue price	JPY3,510,684,000
Target	Directors (excluding outside directors), employees, employees of the subsidiaries 163 people 13,560 units
Conditions for the exercise of the stock acquisition rights ※ See the table below	If the operating profit for any fiscal year from FY2018 to FY2021 falls below JPY1.6bn, the subsequent stock acquisition rights cannot be exercised, except for the stock acquisition rights that are already exercisable.

Operating profit in any fiscal year from FY2018 to FY2021 exceeds JPY3.6bn	➔ Exercisable ratio : 100%
Operating profit in FY2020 exceeds JPY3.1bn	➔ Exercisable ratio : 30%
Operating profit in FY2018 exceeds JPY2.1bn and operating profit in FY2019 exceeds JPY2.6bn	➔ Exercisable ratio : 30%

Business Summary



Code 9416
(1st Section of the Tokyo Stock Exchange)

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

Management Philosophy Contributing to the Information and Communications Revolution

Head Office 5F Shinjuku i-Land Tower, 6-5-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo 163-1305

Operation Bases and Affiliates

Domestic Affiliated Companies : 7
Domestic Operation Bases : 15
Domestic Airport Counter : 18
Global Affiliated Companies : 12
Korea, USA (Hawaii), Hong Kong, Singapore, Taiwan, UK, Vietnam, China (Shanghai), France, Italy, USA (California), New Caledonia

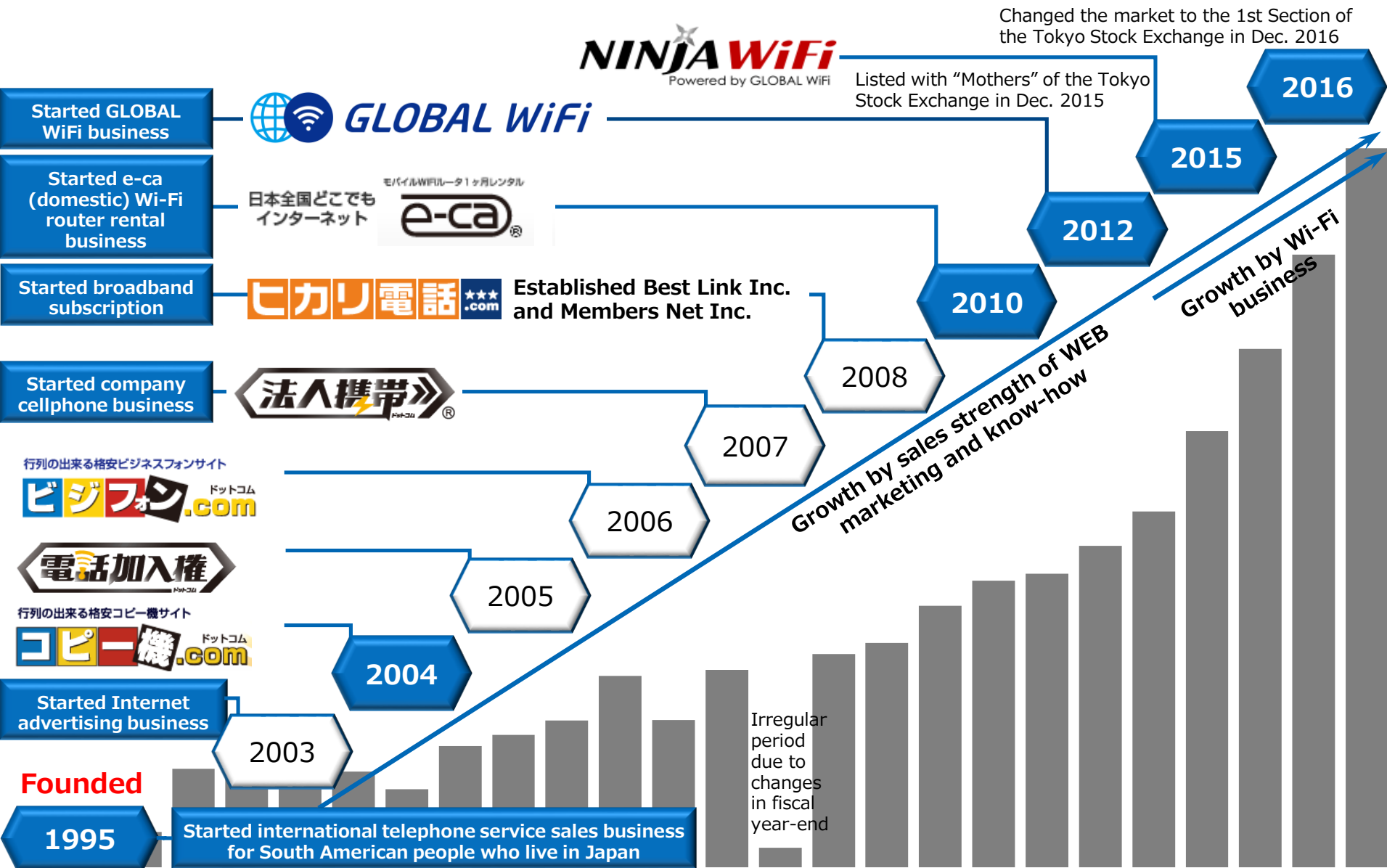
Number of Consolidated Employees 795 (146)
Domestic: 704 (135)
Global: 91 (11)
(Average temporary employees)
(As of December 31, 2019)

Affiliated Companies Domestic: 7
Global: 12
(As of December 31, 2019)

Business GLOBAL WiFi Information and Communications Service



History and Evolution of Sales



Niche & Focus strategy



Discover the challenges born in the niches of 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

Price & Quality leadership strategy



Production efficiency is thoroughly pursued. **Realized by improving organizational structure and business speed.** While maintaining **high quality of service,** demonstrate **price competitiveness surpassing competitors.**

- ✓ Productivity, price advantage
- ✓ Service quality evaluation

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
- ✓ Stock business

Two Business Segments



“GLOBAL WiFi” Business

Offer anytime, anywhere, safe, secure and comfortable mobile Internet environment all over the world.

Rental service.

Connectable with multiple users and multiple devices (companion, smartpone, laptop, etc.).

Information and Communications Service Business

Offer the most suitable information and communications-related products and services tailored to the stage and needs of the company since starting business.

Our own sales structure, CRM.

Web marketing × Sales rep × CLT (Customer Loyalty Team)





Contributing to the Information and Communications Revolution

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 : ir@vision-net.co.jp