



# Q2 FY2023 Financial Results

Vision Inc.  
Stock Code: 9416  
August 10, 2023

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# Performance Highlights and Q2 FY2023 Financial Results

# Consolidated Profit and Loss Statement



◆ Sales increased by **34.3%** and operating profit by **163.4%**.

(JPYmn, %)	2Q FY2022		2Q FY2023		YoY		FY2023 Original Forecast	Progress rate
	Result	Ratio	Result	Ratio	Change	Ratio of change		
<b>Sales</b>	11,628	100.0%	<b>15,620</b>	<b>100.0%</b>	3,991	34.3%	26,553	58.8%
<b>Cost of sales</b>	6,174	-	<b>7,143</b>	-	969	15.7%	-	-
<b>Gross profit</b>	5,454	46.9%	<b>8,476</b>	<b>54.3%</b>	3,022	55.4%	14,135	60.0%
<b>SG&amp;A expenses</b>	4,532	39.0%	<b>6,048</b>	<b>38.7%</b>	1,515	33.4%	11,134	54.3%
<b>Operating profit</b>	921	7.9%	<b>2,428</b>	<b>15.5%</b>	1,506	163.4%	3,000	80.9%
<b>Recurring profit</b>	922	7.9%	<b>2,462</b>	<b>15.8%</b>	1,539	166.9%	2,998	82.1%
<b>Profit attributable to owners of parent</b>	566	4.9%	<b>1,614</b>	<b>10.3%</b>	1,047	185.0%	1,990	81.1%

# Segment Result



◆ Sales of GLOBAL WiFi business increased by **55.6%** and the Information and Communications Service business by **9.1%**.

◆ Glamping/Tourism business saw the start of full-scale operations at Yamanakako glamping facility and the sales increased.

(JPYmn, %)	2Q FY2022		2Q FY2023		YoY		FY2023 Original Forecast	Progress rate
	Result	Ratio	Result	Ratio	Change	Ratio of change		
<b>Sales</b>	11,628	100.0%	<b>15,620</b>	<b>100.0%</b>	3,991	34.3%	26,553	58.8%
<b>GLOBAL WiFi</b>	5,793	49.8%	<b>9,012</b>	<b>57.7%</b>	3,219	55.6%	13,741	65.6%
<b>Information and Communications Service</b>	5,619	48.3%	<b>6,132</b>	<b>39.3%</b>	513	9.1%	11,623	52.8%
<b>Glamping/Tourism</b>	135	1.2%	<b>427</b>	<b>2.7%</b>	292	215.2%	885	48.3%
<b>Subtotal</b>	11,548	99.3%	<b>15,572</b>	<b>99.7%</b>	4,024	34.9%	26,250	59.3%
<b>Others</b>	92	0.8%	<b>67</b>	<b>0.4%</b>	<b>-24</b>	<b>-26.8%</b>	302	22.5%
<b>Adjustments</b>	<b>-12</b>	-	<b>-20</b>	-	<b>-8</b>	-	-	-

# Segment Result



◆ Operating profit of GLOBAL WiFi business increased by **1,660 million yen** and operating profit margin reached a record high of **29.0%**.

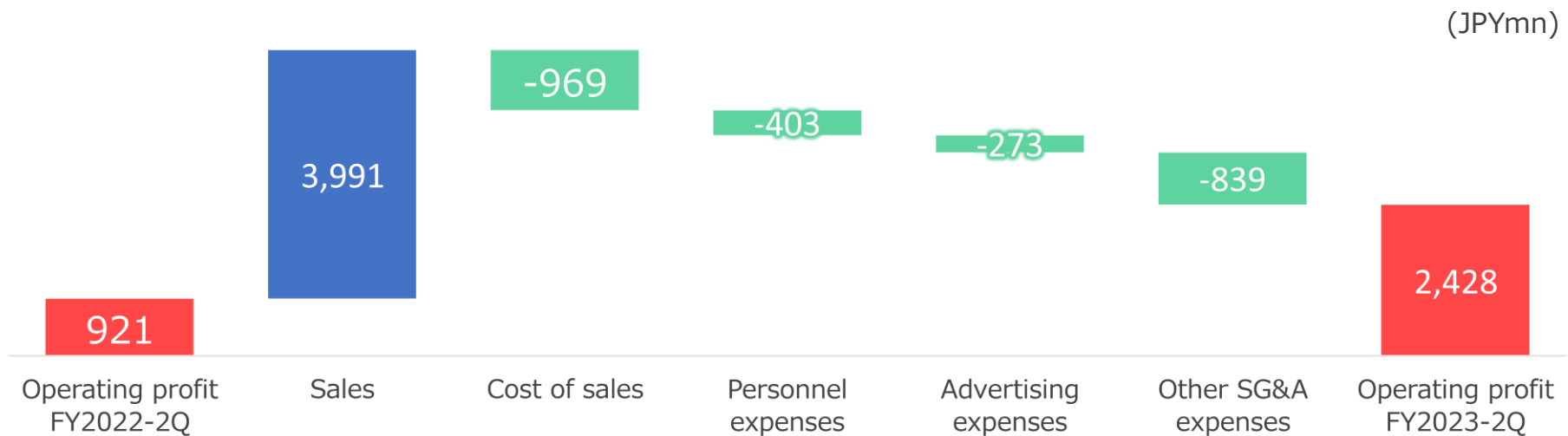
◆ Operating profit of Information and Communications Service and Glamping/Tourism businesses held steady.

(JPYmn, %)	2Q FY2022		2Q FY2023		YoY		FY2023 Original Forecast	Progress rate
	Result	Ratio	Result	Ratio	Change	Ratio of change		
<b>Segment Profit</b>	921	7.9%	<b>2,428</b>	<b>15.5%</b>	1,506	163.4%	3,000	80.9%
<b>GLOBAL WiFi</b>	952	16.4%	<b>2,613</b>	<b>29.0%</b>	1,660	174.3%	2,502	104.4%
<b>Information and Communications Service</b>	606	10.8%	<b>655</b>	<b>10.7%</b>	48	8.0%	1,708	38.3%
<b>Glamping/Tourism</b>	-5	-	<b>21</b>	<b>5.0%</b>	27	-	45	47.3%
<b>Subtotal</b>	1,553	13.5%	<b>3,289</b>	<b>21.1%</b>	1,736	111.8%	4,256	77.3%
<b>Others</b>	-63	-	<b>-71</b>	-	-8	-	53	-
<b>Adjustments</b>	-567	-	<b>-789</b>	-	-221	-	-1,309	-

# Factors for Changes in Operating Profit



- Sales increased by **34.3%**, because GLOBAL WiFi rentals increased due to the recovery in travel demand and sales of products (office automation equipment, mobile communication devices, etc.) remained strong. Gross profit increased by **55.4%** due to improvements in overseas communication costs, etc.
- Gross profit increased significantly, while SG&A expenses increased by **33.4%**. As a result, the operating profit margin improved significantly from **7.9%** in FY2022/2Q to **15.5%** in FY2023/2Q.

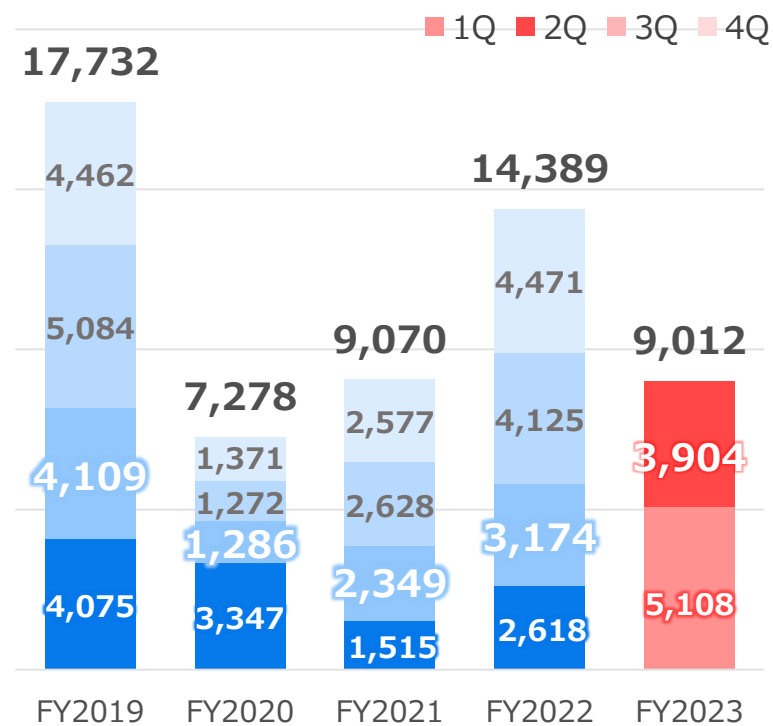


# GLOBAL WiFi Business Performance Change



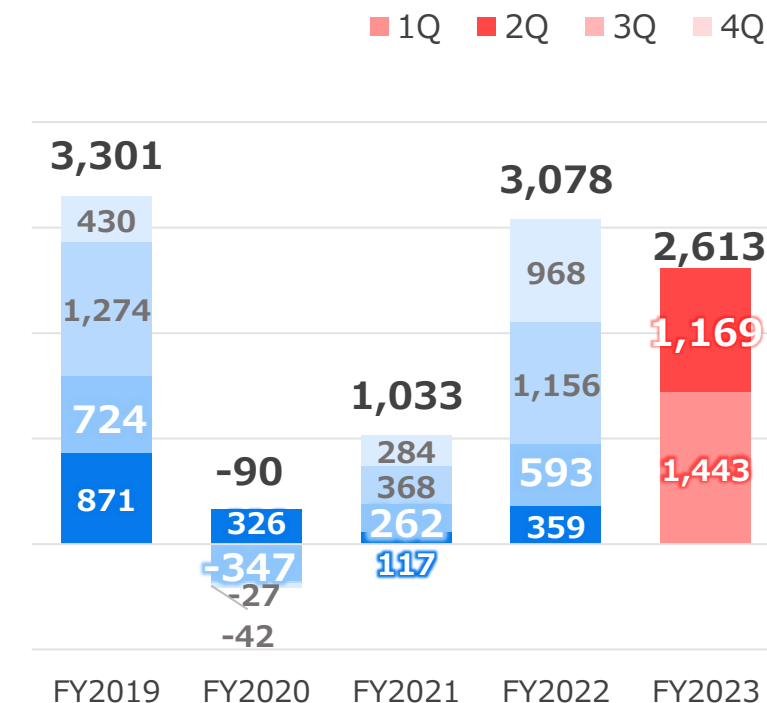
- The number of outbound travelers from January to June 2023 was **3.61 million**, **37.9%** compared to 2019, which is still recovering. On the other hand, the number of foreign visitors to Japan during the same period was **10.71 million**, recovering to **64.4%** compared to 2019. Reference : Japan National Tourism Organization (JNTO)
- Outbound rentals and sales during January to June 2023 recovered to **over 40%** and **74.1%**, respectively, compared to January to June 2019. Inbound rentals and sales increased by **147.1%** and **158.4%**, respectively.

## Sales



## Segment profit/loss (-)

(JPYmn)





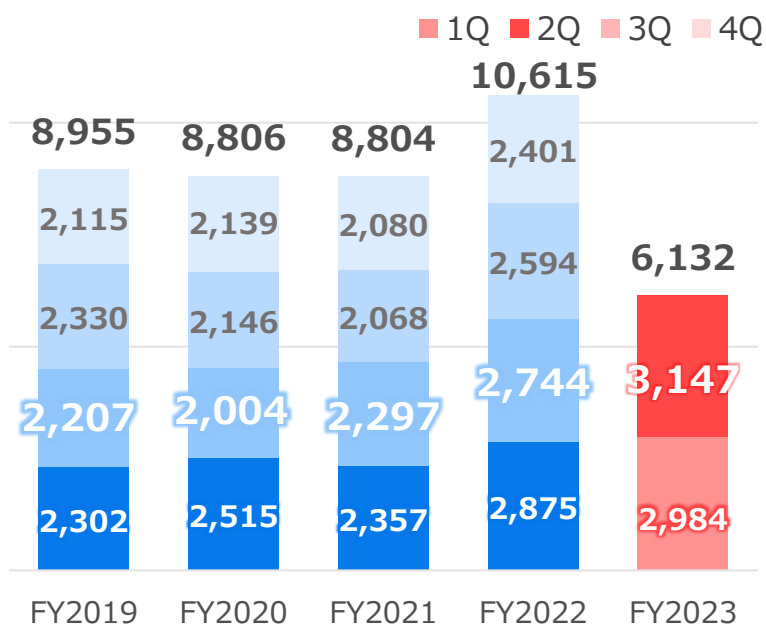
# Information and Communications Service Business **VISION** Performance Change

More vision. More success.

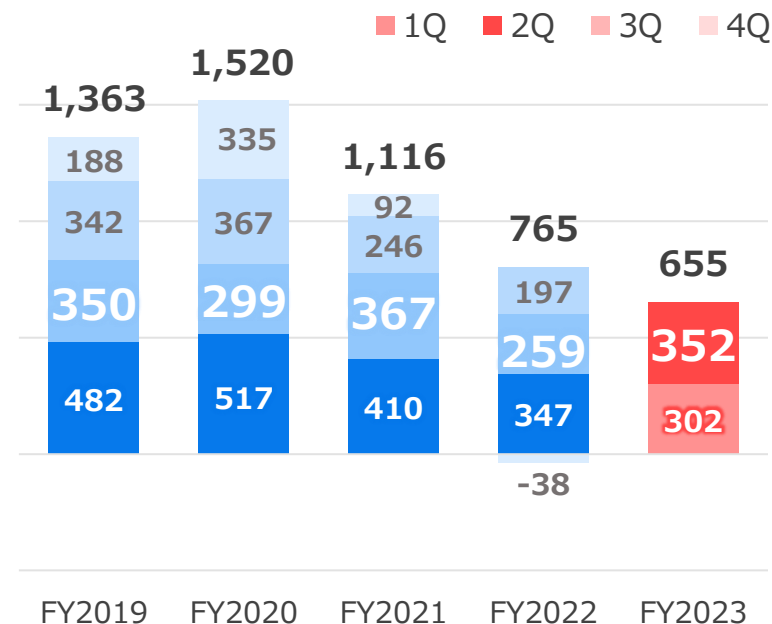
- Sales of products (office automation equipment, mobile communication devices, etc.) remained strong. Aggressive sales expansion of monthly subscription based in-house services.
- Continued mid-career recruitment to increase personnel due to business expansion.
- Renovated the Shinjuku and Kansai office, and improved the office environment to improve productivity and strengthen recruitment.

(JPYmn)

## Sales



## Segment profit/loss (-)



# **FY2023 Revised Financial Forecast**

# FY2023 Revised Financial Forecast



(JPYmn, %)	FY2023 Original Forecast		FY2023 Revised Forecast		Change	Ratio of change	FY2022
	Forecast	Ratio	Forecast	Ratio			Result
<b>Sales</b>	26,553	100.0%	<b>30,095</b>	<b>100.0%</b>	3,542	13.3%	25,487
<b>Cost of sales</b>	12,417	46.8%	<b>13,153</b>	<b>43.7%</b>	735	5.9%	13,157
<b>Gross profit</b>	14,135	53.2%	<b>16,941</b>	<b>56.3%</b>	2,806	19.9%	12,330
<b>SG&amp;A expenses</b>	11,134	41.9%	<b>12,922</b>	<b>42.9%</b>	1,787	16.1%	9,916
<b>Operating profit</b>	3,000	11.3%	<b>4,019</b>	<b>13.4%</b>	1,018	34.0%	2,414
<b>Recurring profit</b>	2,998	11.3%	<b>4,053</b>	<b>13.5%</b>	1,055	35.2%	2,422
<b>Profit attributable to owners of parent</b>	1,990	7.5%	<b>2,673</b>	<b>8.9%</b>	682	34.3%	1,548

# FY2023 Revised Forecast by Segment (Sales)

(JPYmn, %)	FY2023 Original Forecast		FY2023 Revised Forecast		Change	Ratio of change	FY2022
	Forecast	Ratio	Forecast	Ratio			Result
<b>GLOBAL WiFi</b>	13,741	51.8%	<b>17,509</b>	<b>58.2%</b>	3,767	27.4%	14,389
<b>Information and Communications Service</b>	11,623	43.8%	<b>11,644</b>	<b>38.7%</b>	20	0.2%	10,615
<b>Glamping/Tourism</b>	885	3.3%	<b>860</b>	<b>2.9%</b>	-24	-2.8%	340
<b>Subtotal</b>	26,250	98.9%	<b>30,014</b>	<b>99.7%</b>	3,763	14.3%	25,345
<b>Others</b>	302	1.1%	<b>81</b>	<b>0.3%</b>	-221	-73.1%	197
<b>Adjustments</b>	0	-	<b>0</b>	<b>-</b>	0	-	-55

# FY2023 Revised Forecast by Segment (Profit)



(JPYmn, %)	FY2023 Original Forecast		FY2023 Revised Forecast		Change	Ratio of change	FY2022
	Forecast	Ratio	Forecast	Ratio			Result
<b>GLOBAL WiFi</b>	2,502	18.2%	<b>4,592</b>	<b>26.2%</b>	2,089	83.5%	3,078
<b>Information and Communications Service</b>	1,708	14.7%	<b>1,123</b>	<b>9.7%</b>	-585	-34.2%	765
<b>Glamping/Tourism</b>	45	5.1%	<b>59</b>	<b>6.9%</b>	14	31.4%	-122
<b>Subtotal</b>	4,256	16.2%	<b>5,775</b>	<b>19.2%</b>	1,518	35.7%	3,721
<b>Others</b>	53	17.8%	<b>-137</b>	-	-191	-	-119
<b>Adjustments</b>	<b>-1,309</b>	-	<b>-1,618</b>	-	<b>-308</b>	-	<b>-1,186</b>

# Full Year Performance Change (Quarterly)



		(JPYmn, %)	1 Q	2 Q	3 Q	4 Q	FY
FY2019	Sales	Ratio (vs. FY)	6,470 (23.7)	6,467 (23.7)	7,610 (27.9)	6,770 (24.8)	27,318
	Operating profit or loss (-)	Ratio (vs. FY)	980 (29.5)	710 (21.4)	1,280 (38.5)	354 (10.7)	3,325
	Operating profit margin		15.1	11.0	16.8	5.2	12.2
FY2020	Sales	Ratio (vs. FY)	5,989 (36.0)	3,641 (21.9)	3,477 (20.9)	3,546 (21.3)	16,654
	Operating profit or loss (-)	Ratio (vs. FY)	488	-503	73	45	103
	Operating profit margin		8.1	-	2.1	1.3	0.6
FY2021	Sales	Ratio (vs. FY)	3,938 (21.8)	4,706 (26.0)	4,747 (26.2)	4,708 (26.0)	18,100
	Operating profit	Ratio (vs. FY)	285 (25.9)	368 (33.3)	359 (32.5)	91 (8.3)	1,105
	Operating profit margin		7.3	7.8	7.6	1.9	6.1
FY2022	Sales	Ratio (vs. FY)	5,609 (22.0)	6,019 (23.6)	6,849 (26.9)	7,009 (27.5)	25,487
	Operating profit	Ratio (vs. FY)	403 (16.7)	517 (21.5)	1,027 (42.6)	464 (19.2)	2,414
	Operating profit margin		7.2	8.6	15.0	6.6	9.5
FY2023	Sales		8,347	7,272			
	Operating profit		1,382	1,045			
	Operating profit margin		16.6	15.5			

# Assumptions for Full-year Earnings Forecasts Revision



## External environment and business policies (overall)

The economy is recovering moderately as the employment and income improve and various policies are effective, although it is necessary to pay close attention to the impacts of rising prices and fluctuations in the financial and capital markets. Based on the results of the first half, the current situation, and active investment in each business, the full-year earnings forecasts have been revised upward.

## GLOBAL WiFi Business

For overseas travelers (outbound and inbound), the average from July to December is assumed to be below compared to 2019.

Outbound: 50% recovery in rentals and 85% recovery in sales.

Inbound: 150% increase in rentals and 160% increase in sales.

Based on the results of the first half and the current situation, the full-year earnings forecasts have been revised upward.

## Information and Communications Service Business

Increase in personnel due to business expansion and further promote sales of in-house services (monthly fee), etc. in order to build a stable earnings base over the long term, while the GLOBAL WiFi business is doing well. In addition, equipment procurement is expected to continue to be affected due to the shortage of semiconductors, etc. Reflecting the results of the first half, the operating profit forecast has been revised downward.

# Toward Growth and Improvement of Corporate Value



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

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

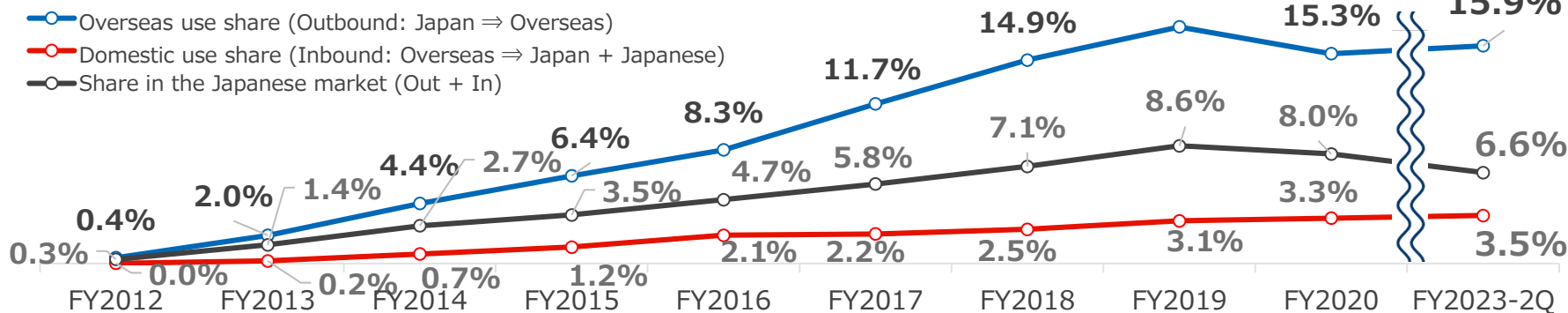


# | Efforts for Growth

# "GLOBAL WiFi" Business

## Rental Number Change

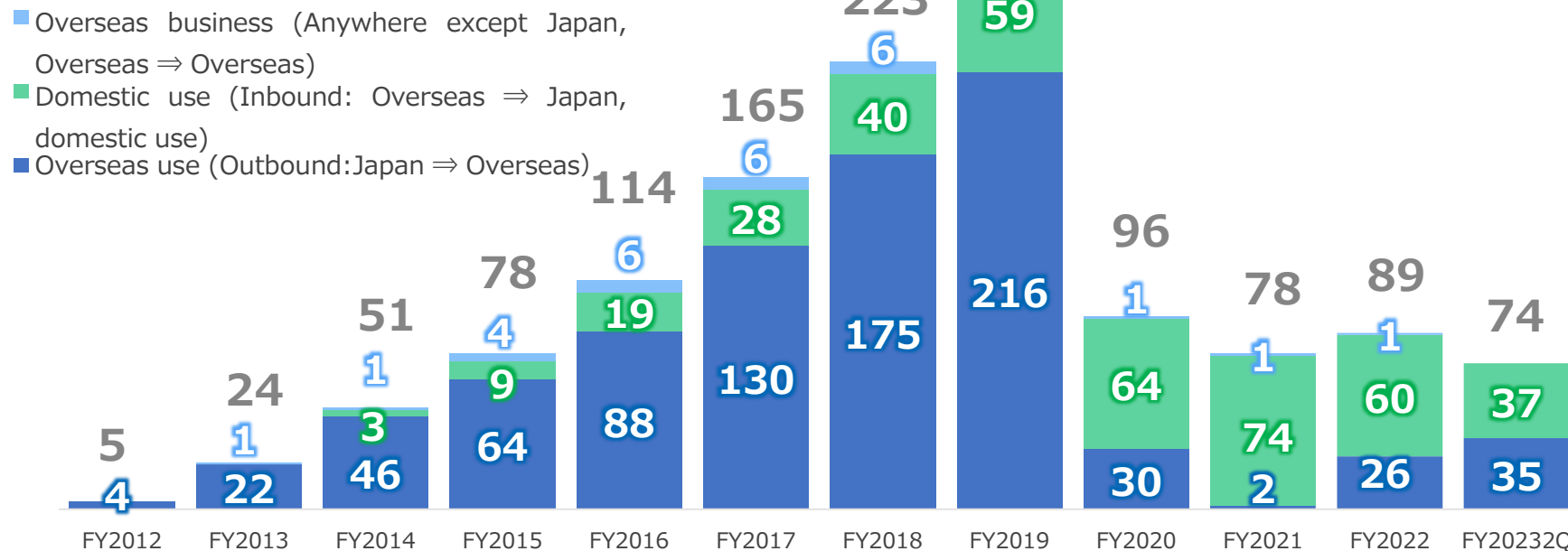
### Our Wi-Fi rental service penetration ratio (Japan) \*



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

### Annual rental number (Unit: 10 thousand)

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



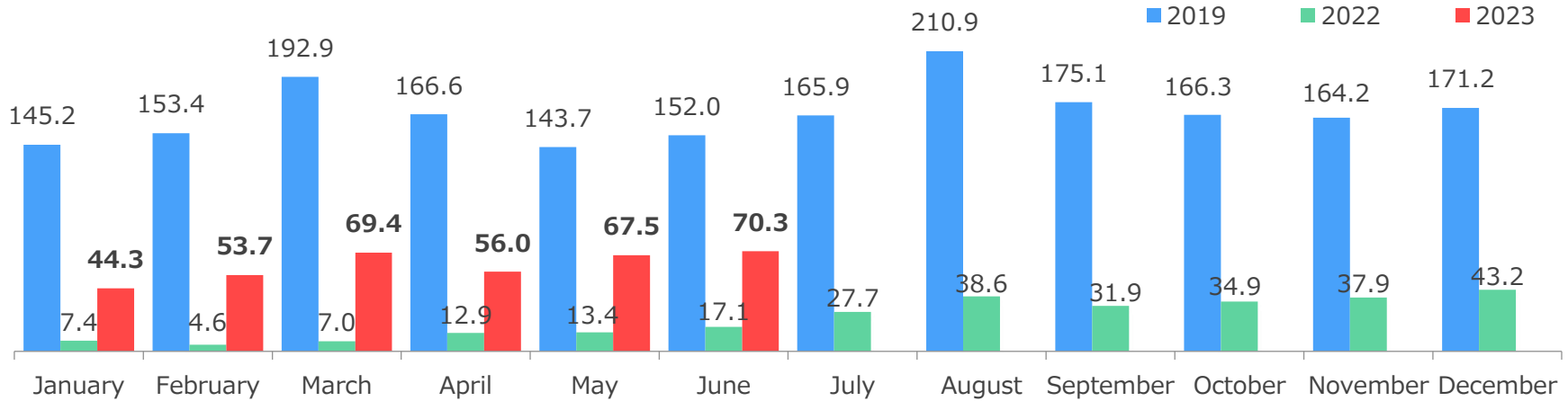
# GLOBAL WiFi Business

## Trends in Number of Overseas Travelers



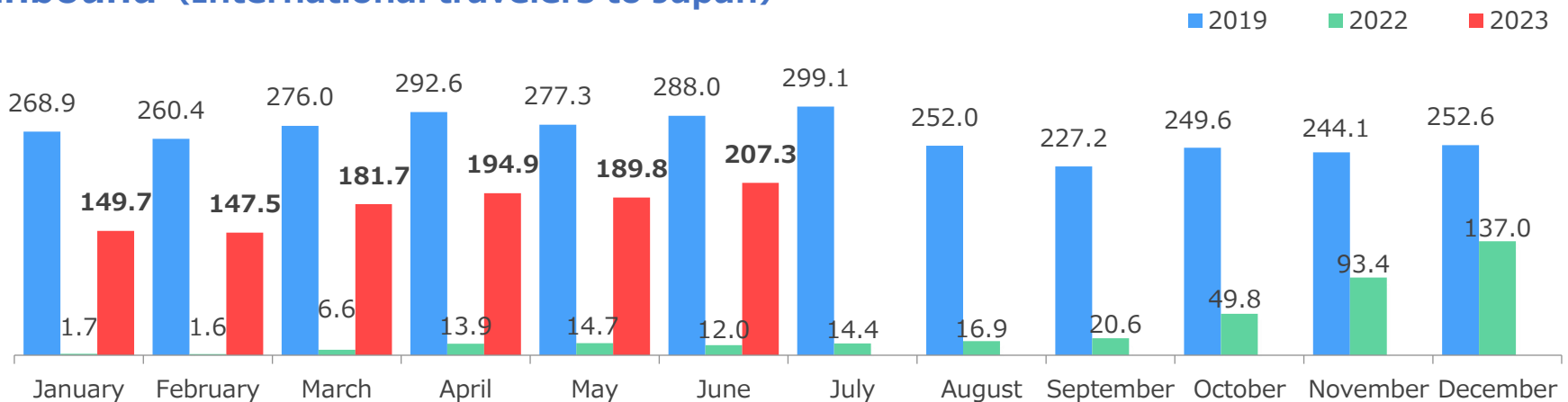
### Outbound (Japanese travelers to overseas)

(ten thousand people)



### Inbound (International travelers to Japan)

(ten thousand people)



Based on data from the Japan National Tourism Organization (JNTO), compiled by the Company.

## International

## GLOBAL WiFi for Biz Aggressive Sales Strategy

**Wi-Fi rental service users**

**Over 18 million people!**



Sales of “Global WiFi for Biz”, an in-house Wi-Fi router for corporate customers, continued to be strong due to use for telework (number of subscriptions and telecommunication usage increased).

No need to apply for, receive, or return

Connect Internet anywhere in the world with one digital device

**“Global WiFi for Biz”**




One “GLOBAL WiFi for Biz” device is all you need for telework or sudden overseas business trips. You can use it immediately without the need to order one.

Next generation overseas communication

**eSIM World eSIM**



- ✓ You can use your smartphone in over 120 countries!
- ✓ You can choose the price plan that suits you!
- ✓ No increase in luggage, no need to pick up or return!

A first in the global Wi-Fi router rental industry!

**Ultra-High-Speed 5G Plan**



Added China and Hong Kong to service areas.

## New commercial video released with appearances by Araki Sugo and Hiyori Sakurada

A new commercial video “Overseas business trip after a long time” starring Araki Sugo and Hiyori Sakurada was released on Monday, July 3, 2023.

In addition to the special website, it has been broadcast on ANA and JAL international flights before the in-flight movies from August 1.



**Website:** <https://townwifi.com/lp/specialcontents2023/>

## Domestic

## Strengthen sales of NINJA WiFi for foreign visitors to Japan

The average number of foreign visitors to Japan in January to June 2023 recovered to 64.4% of the number in January to June 2019.

Reference: Japan National Tourism Organization (JNTO)

Responding to customer needs as there are few free Wi-Fi spots in Japan.

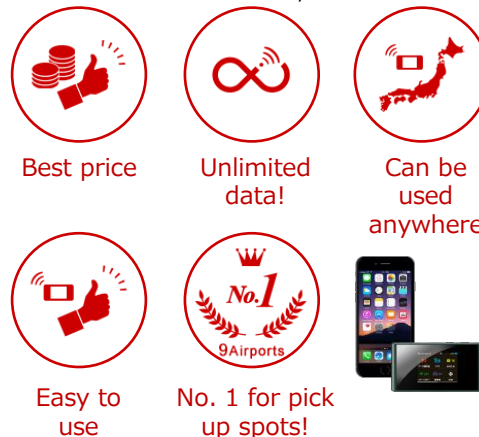
Can be used as soon as it arrives



Business (telework, online training and meetings), hospital stays, moving, combined use with home line, etc.

Increased use during hospitalization and moving (temporary use until fixed-line service is available) due to aggressive promotion.

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



New service in response to customer feedback



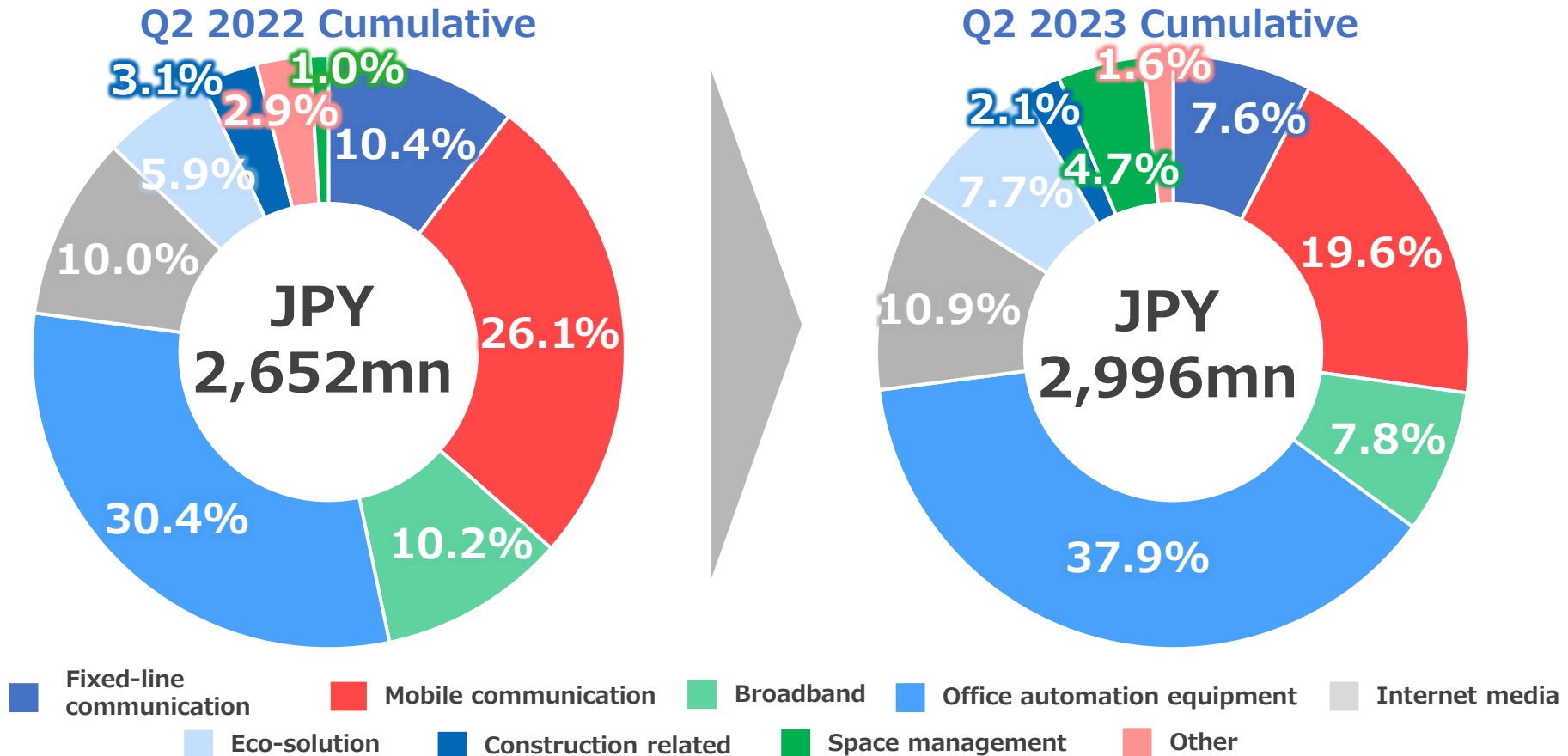
Wi-Fi router sales service for customers who are considering purchasing. Customers can use it as a trial for rent. After checking the communication environment of their home, customers can purchase the one that meets their needs. We will take it as a trade-in when customers terminate their contracts. (Vision WiMAX original service)

# Information and Communications Service Business **VISION** Gross Profit Composition



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

Steady sales of office automation equipment, mobile communication devices (teleworking applications, switching to smartphones, etc.), and other sales products.





# In-house Services (Monthly Subscriptions)

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



## Strong sales of mobile communication devices (corporate mobile phones) and related services.



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

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



### Digital Transformation Certification

Certified as a "Digital Transformation Certified Company"

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



### Copier and MFP

We offer the best plan for replacement, review, and installation in new offices or when moving offices.



法人向けビジネスプランをご案内  
**法人スマホ.com**

### Corporate mobile phone

Special corporate and deemed corporate limited plan.

Various proposals can be made for changing the model according to the application. There are affordable and convenient plans unique to Vision.



### Compensation and repair services for corporate mobile phones

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



### LED lighting

Reduce installation costs and save energy by renting.



### Website production and operation

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





# In-house Services (Monthly Subscriptions)

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



Sales of in-house services (monthly fee) "VWS series" are strong.

Services developed and used in-house are expanded to users (DX promotion).

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

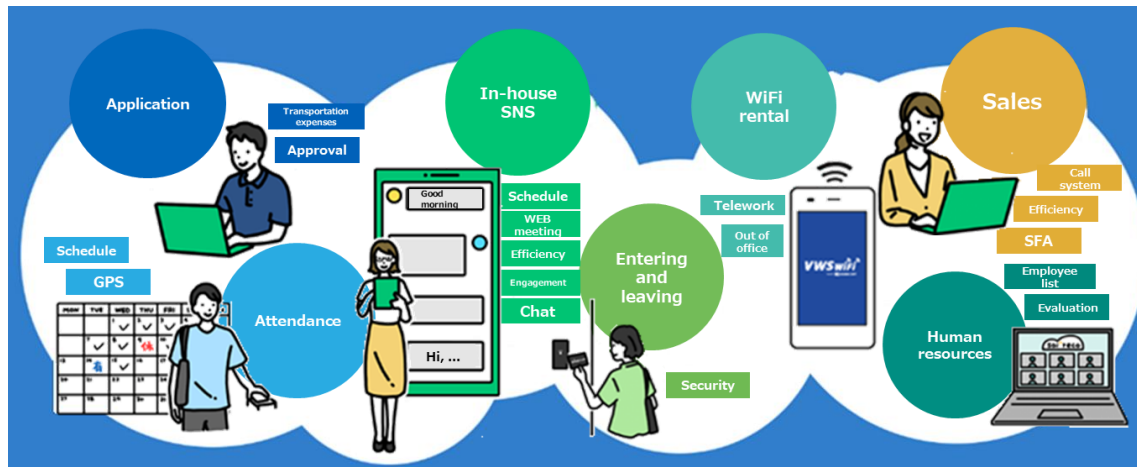


Providing a more comfortable working environment for all companies

## "Cloud migration" with "VWS"

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

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



Small, reassuring, fun Edge AI netcam



18 yen/day IP camera



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

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

# Stock Earnings and In-house Services Gross Profit Change

Information and Communications Service Business



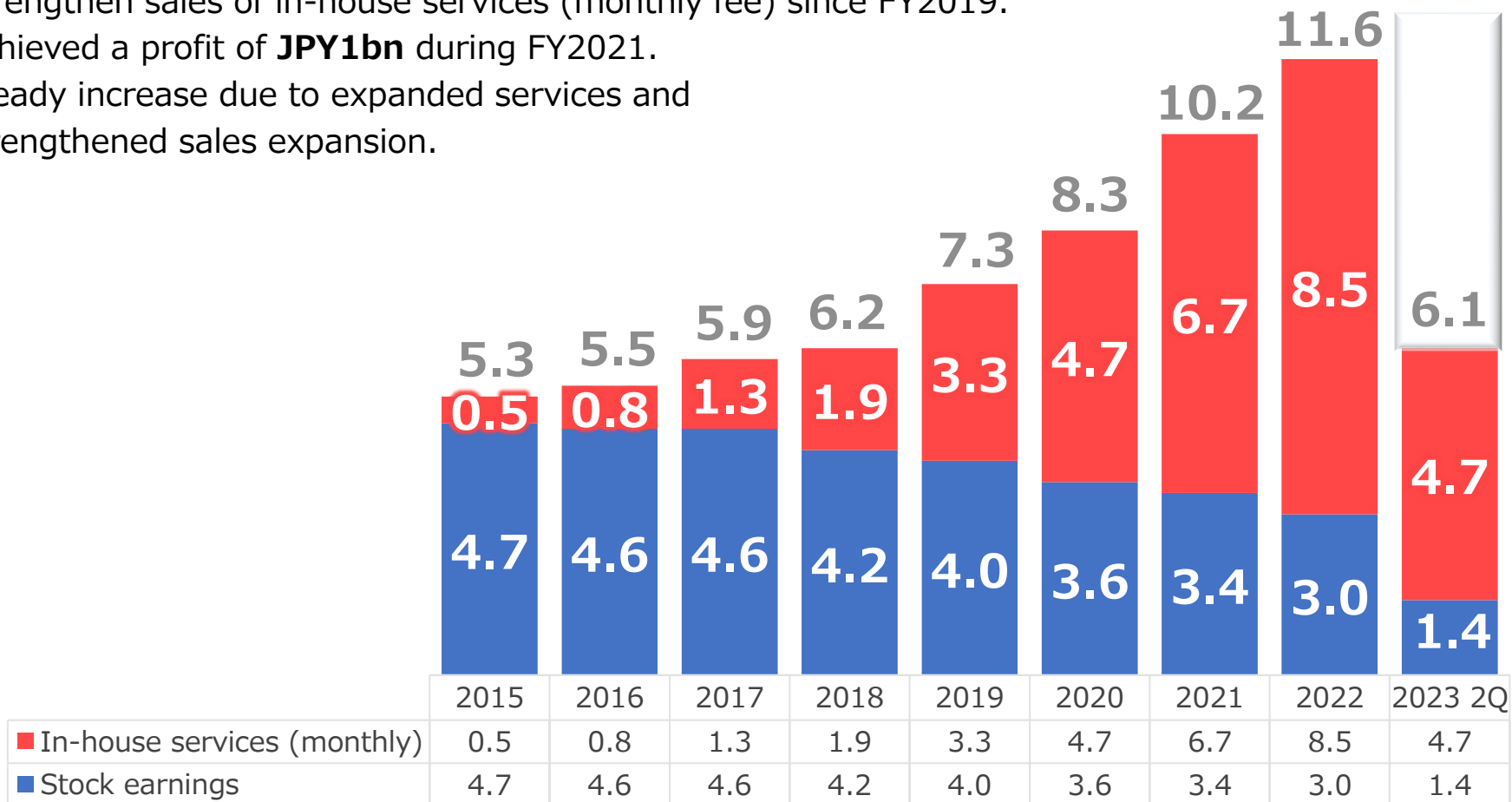
**Strengthen stock earnings and in-house services (monthly fee), which will become a stable earnings base in the long run.**

(JPY100mn)

Strengthen sales of in-house services (monthly fee) since FY2019.

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

Steady increase due to expanded services and strengthened sales expansion.



Stock earnings: Revenue from continuation fee associated with subscription agency contract in Information and Communication Services Business and maintenance fee in OA equipment sales business, etc.

# Information and Communications Service Business **VISION** Startup Support

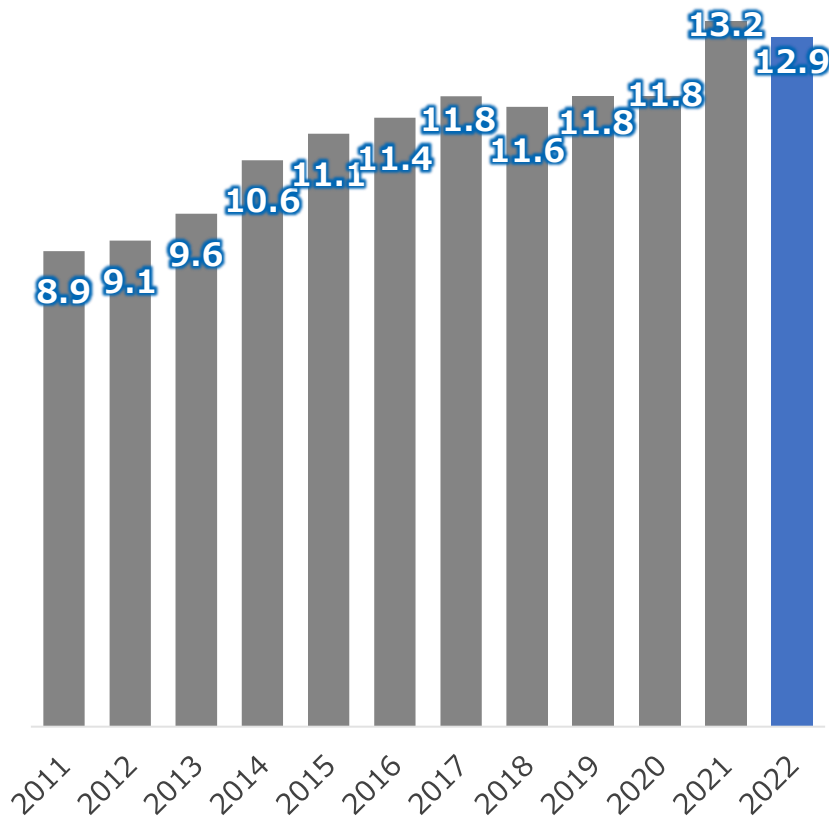


Number of registration of incorporations (total): 129,548

Continuously increasing due to the government's aggressive support for business startups and companies.

Attracting customers by utilizing our web marketing know-how with a track record of about 15 years. Upstream marketing strategy.

(unit: 10k cases)



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

\* Total number of companies established within 6 months (including sole proprietors), starting business with us (our research)

\* The number of acquisitions will depend on the fluctuations in handling services and products.

## J-Startup Supporter Company Certification

### ↓ J-Startup

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

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

# Information and Communications Service Business **VISION** Subscription-based Business Model



## Subscription-based Business Model

Provide optimum solutions according to the growth stage, continuing to stay close to the growth of customer 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

Offer products and services suitable for the business environment  
Offer in-house products and services  
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**



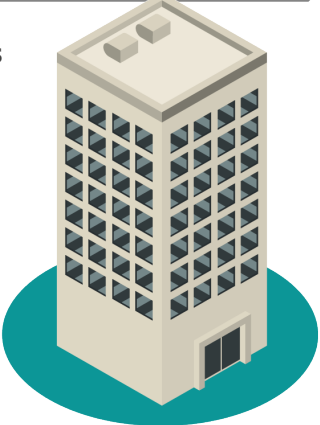
Increase the number of employees due to business expansion  
(Add communication lines, and numbers of units, etc.)



Cloud App Service (SaaS)

**Optimum solutions**

**Further growth stage**



**Current main targets**  
"Reserves for Growth"

**Future targets**  
"Companies in growth stages"

# Policy on Growth Strategy



	Existing business	New business / Service building		
Policy	<p><b>Increase productivity.</b> Adapt to online environment, so-called the New Normal. Strengthen up-selling and cross-selling (including online negotiations).</p>	<p><b>Develop the new business as a third pillar.</b> Three-pillar business structure that responds to changes in the times.</p>		
Key phrase	<ul style="list-style-type: none"> <li>✓ Provide products/services responding to customer needs and the times.</li> <li>✓ Build and strengthen sales system (online).</li> <li>✓ Strengthen up-selling and cross-selling.</li> <li>✓ Brush up the revenue structure.</li> <li>✓ Strengthen and expand in-house services.</li> <li>✓ Global expansion and inbound</li> </ul>	<ul style="list-style-type: none"> <li>✓ Adapt to environment with COVID-19, so-called New Normal.</li> <li>✓ Inbound</li> <li>✓ Utilize sales channels and business structure.</li> <li>✓ Utilize the customer base.</li> <li>✓ Service that responds to customer feedback.</li> <li>✓ Regional revitalization.</li> </ul>		
Sales channel Business structure				
Customer base	<p>Startups, growing corporate customers</p>	<p>Corporate customers working with overseas companies</p>	<p>Governments / local governments, schools, etc.</p>	
	<p>Individual users within corporate customers</p>		<p>Individual customers who like traveling *including inbound</p>	



# Glamping Business

## - VISION GLAMPING Resort & Spa -



### VISION GLAMPING Resort & Spa Koshikano Onsen

Koshikano Onsen, Japan's first hot spring resort with an open-air hot spring bath in every private room, has been renovated and reopened in a grand opening to be a larger scale glamping facility.

A highly functional living space that provides a privacy-secured space, a dedicated bus, toilet, and washroom, as well as a private dining area.

Excellent access, only about a 15-minute drive from the airport. We offer a comfortable space in the nature-rich Kirishima area, where you can enjoy activities such as bonfires, camping, hot springs, and saunas.



### VISION GLAMPING Resort & Spa 山中湖

### VISION GLAMPING Resort & Spa Yamanakako

### Grand opening in December 2022

A location known not just for Mt. Fuji, a World Heritage Site, popular worldwide for its nature and scenery, but also for its tourist attractions such as the Gotemba Premium Outlets and Fujikyū Highland, making it easy to make travel plans.

We will offer an extraordinary experience of staying at Yamanakako, surrounded by nature and Mt. Fuji.

A new glamping space where anyone can experience comfort.



# Acquisition of ZORSE Co., Ltd.

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



ZORSE Co., Ltd., which provides services through “Official Account DX,” which offers account management and mini-application development for official LINE accounts, became a subsidiary.

Share delivery date (effective date): June 1, 2023



## 公式アカウントDX®

Trademark Registration  
No. 6547156

In addition to Vision Group accounts, we will provide our customers with competitive services such as support services to improve sales through the Internet (operation and support of official SNS accounts including official LINE accounts, mini-applications, and provision of similar system development).



# | Sustainability - ESG + SDGs -



# Changes in Management Structure

Accelerate management decision-making

Announced change in management structure on March 30, 2023.

**Chairman and CEO  
Kenichi Sano**

Born in Kagoshima Prefecture in 1969. After graduating high school, Sano joined Hikari Tsushin, Inc. and quickly became a top salesman. Later served as general manager of various business divisions before starting his own business in 1995 in Fuji City, Shizuoka Prefecture. Vision's two pillars are the Information and Communications Service Business aimed at startups and GLOBAL WiFi Business that operates in more than 200 countries and regions around the world. The glamping business started in 2022.

**President, Representative  
Director and COO  
Kenji Ota**

Born in Hyogo Prefecture in 1971. After graduating college and then exploring various countries in Asia for over a year, Ota joined Vision Inc. as a part-time employee. He contributed to the growth of the Information and Communications Service and GLOBAL WiFi Businesses. He started as a salesman, and after serving as Director, Managing Executive Officer, COO and General Manager of the Sales Division, he was appointed President and COO on March 30, 2023.

	Previous title
<b>Kenichi Sano</b>	Representative Director and President
<b>Kenji Ota</b>	Director and Managing Executive Officer



New title
<b>Chairman and CEO</b>
<b>President, Representative Director and COO</b>

# Materiality (Fundamental Initiative)



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

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

## Fundamental Activities

— Social Demands —

### Negative Impact of Business Activities

**must**

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

## Value Creation

— Social Expectations —

### Positive Impact of Business Activities

**should**

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

# Materiality (Fundamental Initiative)

## Fundamental Activities (Negative/Issues to be Controlled)

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

### Environmental Conservation



#### Actions - Current Initiatives -

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

#### Actions - Future Initiatives -

1. Private power generators at glamping facilities (Solar energy, etc.)
2. Shifting from cans and bottles to "My Bottle"(Removal of vending machines)
3. In-house power generation and storage/development

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

### Workstyle Reform



#### Actions - Current Initiatives -

1. Establishment of rules for shorter and more flexible working hours
2. Proactive efforts to promote women in the workforce (Eruboshi Certification 2-star approval)
3. Active promotion of maternity leave and implementation of paternity leave
4. Establishment of the Career Design Office and career support for employees

#### Actions - Future Initiatives -

1. Establishment of employment support for families in need of nursing care, single-mother, and single-father families
2. Establishment of sales departments and products that enable women to play more active roles
3. Skill improvement by supporting the acquisition of qualifications
4. Introducing and operating a company-wide unified personnel evaluation system

## Value Creation (Positive/Providing Value)

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

### Regional Revitalization



#### Actions - Current Initiatives -

1. Regional recruitment being possible through telework
2. Reducing food waste at glamping business
3. Promoting local products and tourism resources through glamping business
4. Actively employing people with disabilities, both in the Tokyo metropolitan area and rural areas

#### Actions - Future Initiatives -

1. Expand local employment by introducing workcations and enforcing local hiring
2. Actively utilize local governments' initiatives to attract new companies
3. Support the growth of local companies by strengthening cooperation and alliance
4. One-stop service to train local entrepreneurs

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

### Creating a Future



#### Actions - Current Initiatives -

1. Creating a stable working environment for parents by providing Vision Kids nursery school
2. Providing GLOBAL WiFi to local governments (GIGA school program) to promote the establishment of online classes
3. Supporting Japan Heart (Japan-originated medical NGO) with GLOBAL WiFi devices and donating a portion of sales
4. Supporting the activities of the Peace Piece Project

#### Actions - Future Initiatives -

1. Support students and young people by expanding the free rental of GLOBAL WiFi
2. Operation/support of childcare and child welfare facilities
3. Operation of facilities for children with developmental disabilities, cooperation with local facilities
4. Support for customer-integrated NGOs

# ESG + SDGs

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



**E**nvironmental  
環境



GSLを通じて環境貢献に  
取り組んでいます。

IT Global warming prevention “Green Site License”



Specified Nonprofit Organization Shinsai Regain



General Incorporated Association Ecology Cafe



**S**ocial  
社会



Certified “Eruboshi (Level 2)”



2023  
健康経営優良法人  
Health and productivity

Recognized “health and productivity management 2023”



International Medical Volunteers Japan Heart



Vision Kids Nursery School



**G**overnance  
コーポレート・ガバナンス



Compliance and Internal Control



IS 650094 / ISO  
27001 :2013



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

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

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

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

Vision Inc.

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