



# Q3 FY2023 Financial Results

**Vision Inc.**

**Stock Code: 9416**

**November 13, 2023**

# Consolidated Profit and Loss Statement



- ◆ Sales increased by **29.6%** and operating profit by **90.7%**.
- ◆ Operating profit for Q3 FY2023 exceeded that of FY2019 and reached a record high.

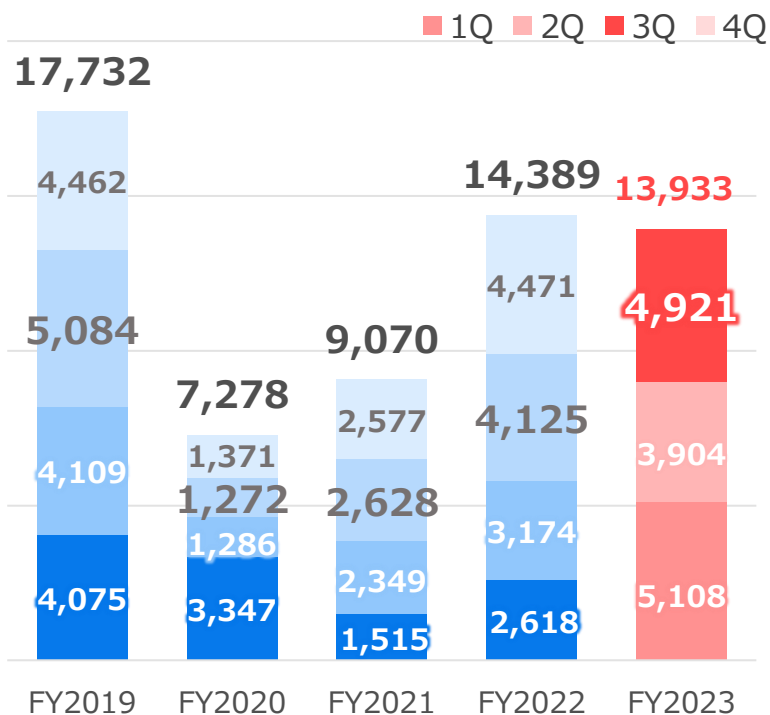
(JPYmn, %)	Q3 FY2022		Ratio of change	Q3 FY2023		FY2023 Forecast announced August 2023	Progress rate
	Result	Ratio		Result	Ratio		
<b>Sales</b>	<b>18,478</b>	100.0%	<b>+29.6%</b>	<b>23,953</b>	100.0%	30,095	79.6%
<b>Gross profit</b>	<b>8,979</b>	48.6%	<b>+48.6%</b>	<b>13,343</b>	55.7%	16,941	78.8%
<b>Operating profit</b>	<b>1,949</b>	10.6%	<b>+90.7%</b>	<b>3,717</b>	15.5%	4,019	92.5%
<b>Recurring profit</b>	<b>1,954</b>	10.6%	<b>+92.6%</b>	<b>3,764</b>	15.7%	4,053	92.9%
<b>Profit attributable to owners of parent</b>	<b>1,270</b>	6.9%	<b>+97.9%</b>	<b>2,514</b>	10.5%	2,673	94.0%

# GLOBAL WiFi Business Performance Change



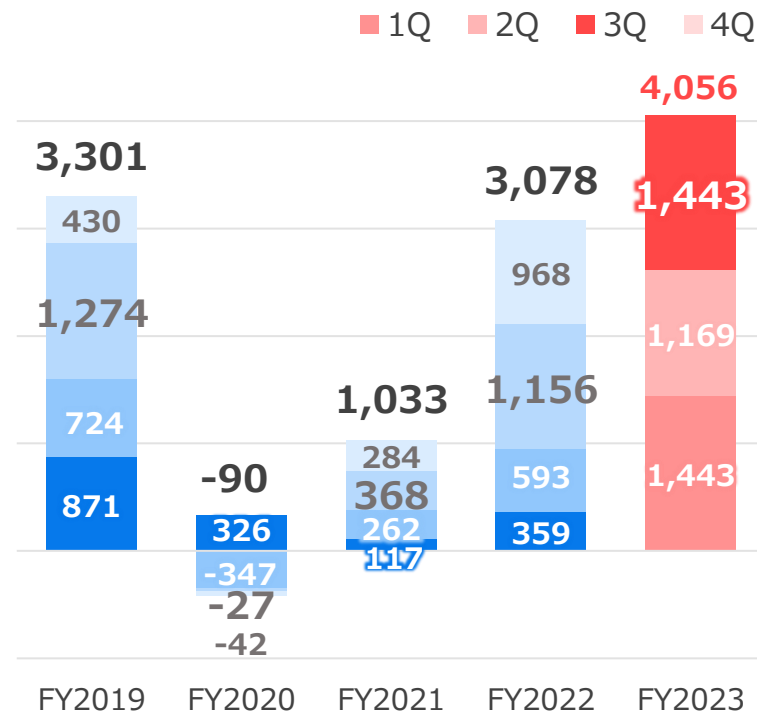
- Outbound rentals and sales during July to September 2023 recovered to **52.6%** and **87.2%**, respectively, compared to July to September 2019. Inbound rentals and sales increased by **177.8%** and **187.7%**, respectively.
- In outbound service, demand for “Unlimited Data Plan” and “Ultra-High-Speed 5G Plan” was high, and the ARPU remained high.

## Sales



## Segment profit/loss (-)

(JPYmn)



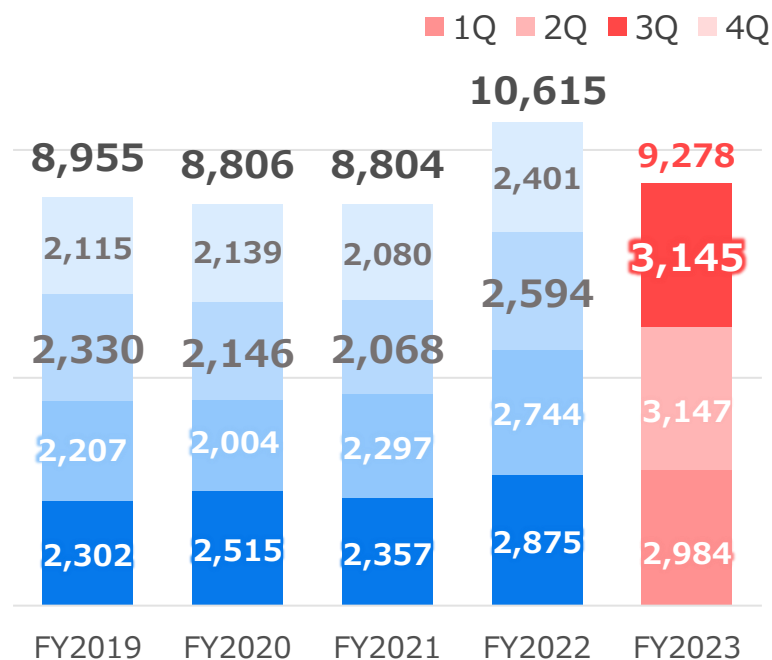
# Information and Communications Service Business **VISION** Performance Change

More vision. More success.

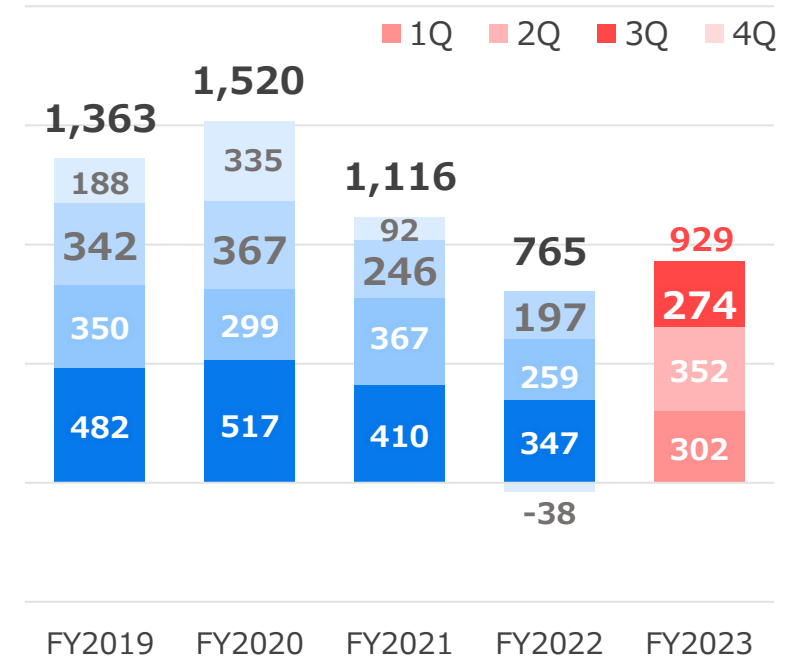
- Sales of office automation equipment remained strong due to increase in sales personnel.
- Aggressive sales expansion of monthly subscription based in-house services.
- Continued mid-career recruitment to increase personnel due to business expansion.

(JPYmn)

## Sales



## Segment profit/loss (-)



# Stock Earnings Gross Profit Change

## Information and Communications Service Business



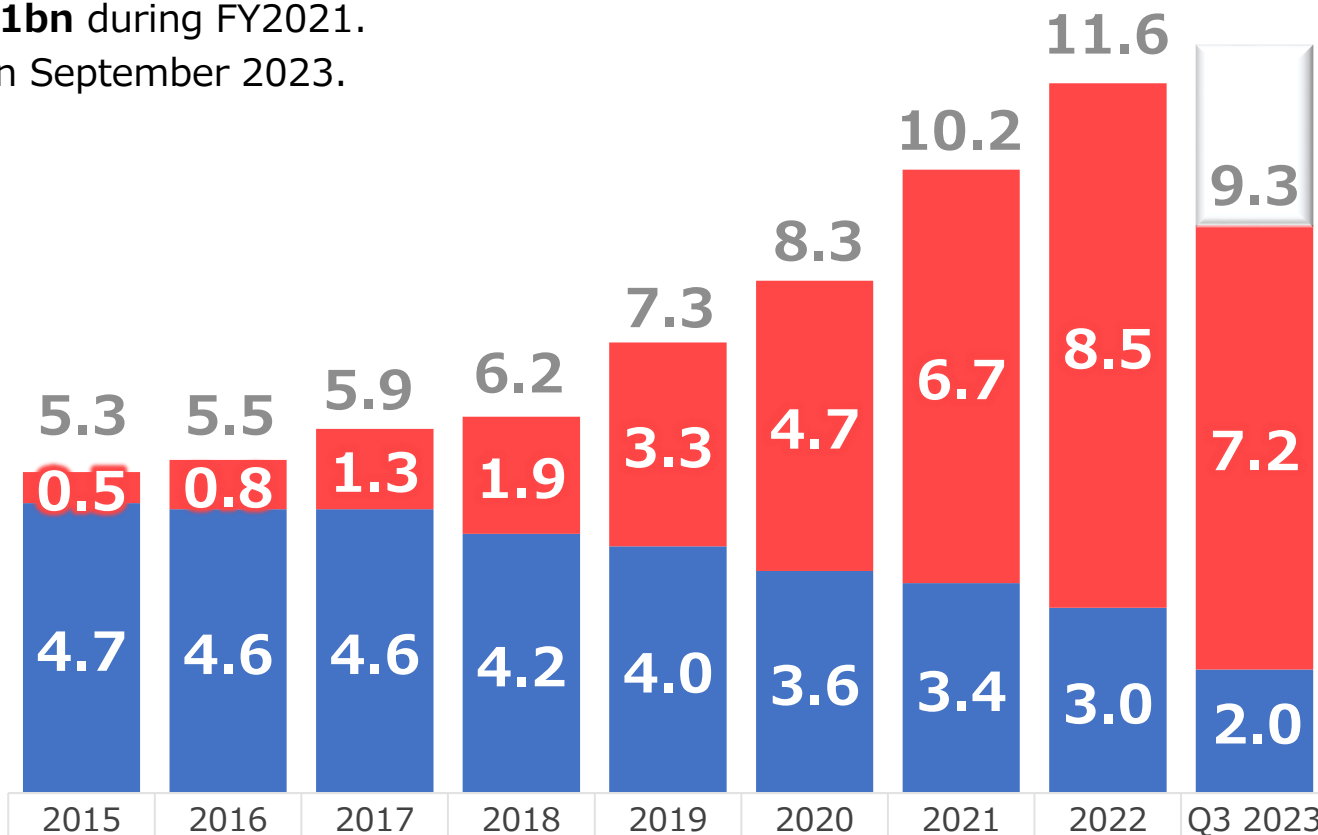
### Strengthen stock earnings, which will become a stable earnings base in the long run.

Strengthen sales of in-house services since FY2019.

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

Launched Vision Hikari in September 2023.

(JPY100mn)



■ By in-house services	0.5	0.8	1.3	1.9	3.3	4.7	6.7	8.5	7.2
■ From carriers/manufacturers	4.7	4.6	4.6	4.2	4.0	3.6	3.4	3.0	2.0

# Launched Vision Hikari

## Information and Communications Service Business



“Vision Hikari” provides a one-stop service even when two contracts, a line contract and a provider contract, are required.

Billing is only from one company. Payment management is also easy!

**Save money with a combined service!**

Combine your provider and internet connection into one.  
Stress-free internet life with Vision Hikari!

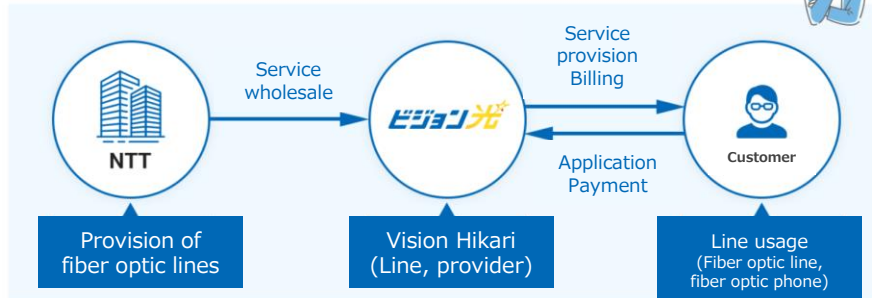
What a surprise! Including provider fee

4,780

yen/month  
(including tax)



The quality of the line remains the same, but the usage fee is lower.

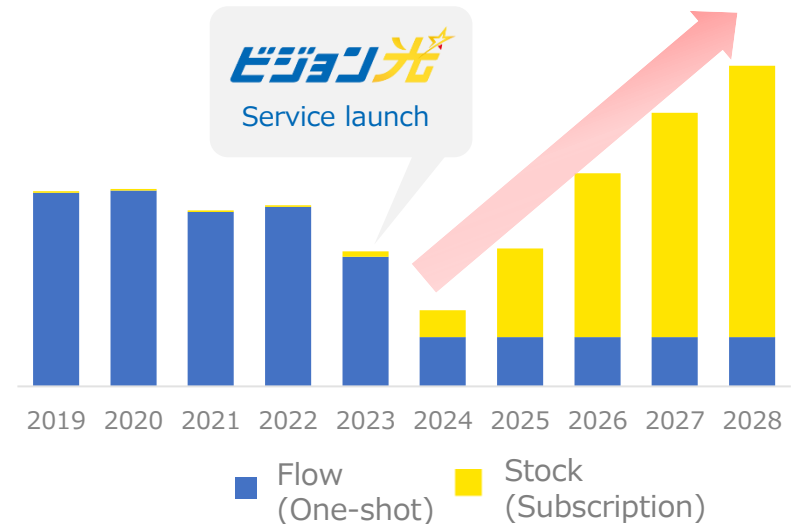


## Growth image

### Sales channels

- Web-based customer acquisition, telemarketing, field sales, agent development

Launched in September 2023.



# Glamping and Tourism Business



## 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.



## VISION GLAMPING Resort & Spa 山中湖

### VISION GLAMPING Resort & Spa Yamanakako

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



(JPYmn, %)	Q3 FY2022		Q3 FY2023	
	Result	Ratio	Result	Ratio
<b>Sales</b>	18,478	100.0%	<b>23,953</b>	<b>100.0%</b>
<b>Glamping and Tourism Business</b>	225	1.2%	<b>689</b>	<b>2.9%</b>
	Result	Ratio	Result	Ratio
<b>Segment Profit</b>	1,949	10.6%	<b>3,717</b>	<b>15.5%</b>
<b>Glamping and Tourism Business</b>	<b>-43</b>	-	<b>76</b>	<b>11.0%</b>

## Koshikano Onsen “General Election 2023 for Onsen Inns and Hotels” Won first place in Japan in all four categories entered

Moist  
skin

1st place

Private  
bath

1st place

Sauna

1st place

Pet

1st place

### What is General Election 2023 for Onsen Inns and Hotels?

In the “General Election 2023 for Onsen Inns and Hotels,” rankings (category awards) for each category are determined by supportive votes.

This is the third year for the “Onsen General Election 2023,” a project sponsored by the Ministry of the Environment, Cabinet Office, Ministry of Internal Affairs and Communications, Ministry of Economy, Trade and Industry, and Japan Tourism Agency to revitalize hot spring resorts and hotels with hot springs throughout Japan.

Period: July 26, 2023 - October 26, 2023

Method: Internet voting, “SNS voting” using Instagram and X (formerly Twitter) posts, “real voting” using actual ballots, etc.

Number of votes: 144,658

Ranking announcement: Tuesday, November 7, 2023





# Glamping and Tourism Business



Opened “Onsen Ryokan Glamping,”  
which combines the best of glamping and hot spring inn



The “Onsen Ryokan Glamping” that opened in September 2023 is based on the opinions of customers and has been combined the best of the existing guest room types. In order to ensure a relaxing space unique to a hot spring inn while also allowing customers to experience the essence of glamping along with the hot spring, each private room has a private bonfire space facing the garden and a tent sauna. They can enjoy a special extraordinary experience at a reasonable price.



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