



Q2 FY2024 (Interim)

Financial Results

Vision Inc.

Stock Code: 9416

August 9, 2024

Q2 FY2024 (Interim) Highlights

Sales

Record high

JPY17,021mn

2023
2Q
YoY

Incl. support operations
Excl. support operations

JPY15,620mn +9.0%
JPY13,799mn +23.3%

Operating profit

Record high

JPY2,720mn

2023
2Q
YoY

Incl. support operations
Excl. support operations

JPY2,428mn +12.1%
JPY1,883mn +44.5%

GLOBAL WiFi

Sales

Record high

JPY9,186mn

2023
2Q
YoY

Incl. support operations
Excl. support operations

JPY9,012mn +1.9%
JPY7,192mn +27.7%

Segment profit

Record high

JPY2,753mn

2023
2Q
YoY

Incl. support operations
Excl. support operations

JPY2,613mn +5.4%
JPY2,068mn +33.1%

Information and Communications Service

Sales

Record high

JPY7,321mn

2023
2Q
YoY

JPY6,132mn +19.4%

Segment profit

Record high

JPY916mn

2023
2Q
YoY

JPY655mn +39.9%

Glamping and Tourism

Sales

Record high

JPY505mn

2023
2Q
YoY

JPY427mn +18.1%

Segment profit

Record high

JPY37mn

2023
2Q
YoY

JPY21mn +77.1%

* In FY2023, we received orders from the Ministry of Health, Labour and Welfare to provide support operations for COVID-19 countermeasures (“airport quarantine support operations”) at the Tokyo Airport Quarantine Office, etc. We also provided PCR testing services (“PCR testing”), collaborating with a medical institution.

Q2 FY2024 (Interim) Highlights

Consolidated

- ◆ Due to steady growth in each business segment, sales, operating profit, recurring profit, and profit attributable to owners of parent all reached **record highs**.
- ◆ Sales of JPY**17,021**mn, **up 9.0%** (up 23.3%), and operating profit of JPY**2,720**mn, **up 12.1%** (up 44.5%).
* Ratio of change in () excludes sales and operating profit of support operations (airport quarantine support operations and PCR testing) in the same period of the previous year.

GLOBAL WiFi

- ◆ Outbound: Corporate demand remained strong. Demand for “Unlimited Data Plan” was high, and the ARPU remained at a high level.
- ◆ Inbound: Sales of “NINJA WiFi” and SIM cards were favorable.
- ◆ Sales of JPY**9,186**mn, **up 1.9%** (up 27.7%), and segment profit of JPY**2,753**mn, **up 5.4%** (up 33.1%), reaching record highs.
* Ratio of change in () excludes sales and operating profit of support operations (airport quarantine support operations and PCR testing) in the same period of the previous year.

Information and Communications Service

- ◆ Strengthened sales capability while actively promoting mid-career recruitment. Sales of office automation equipment and electricity agency (Eco-solution business) performed well.
- ◆ Expanded sales of in-house developed recurring-revenue services.
- ◆ Sales of JPY**7,321**mn, **up 19.4%**, and segment profit of JPY**916**mn, **up 39.9%**, reaching record highs.

Glamping and Tourism

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

Shareholder returns

- ◆ Resolved to pay interim dividend (increase)

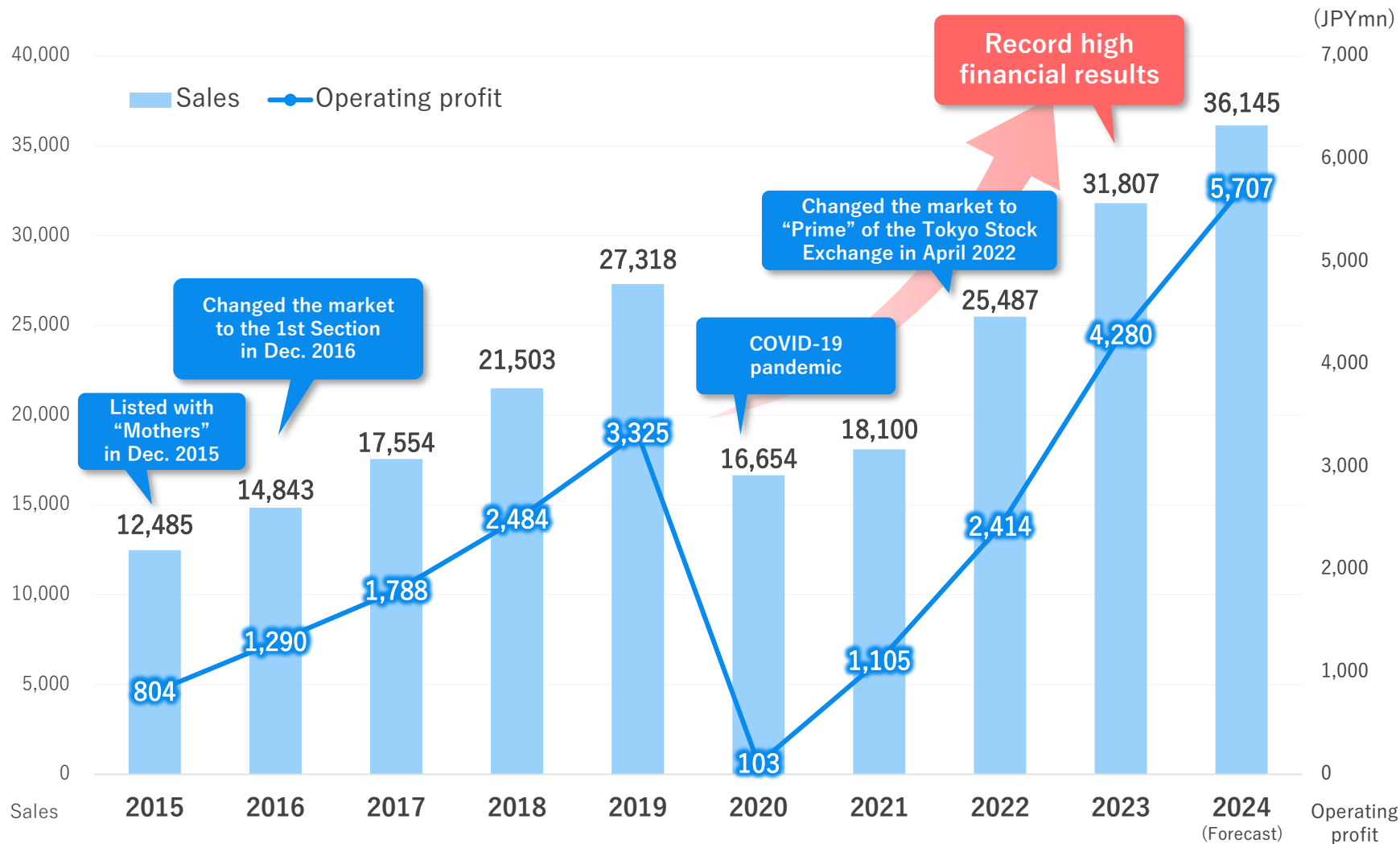
End of 2Q JPY**13.00**

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

Total JPY**27.00** (Forecast)

Performance Change

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



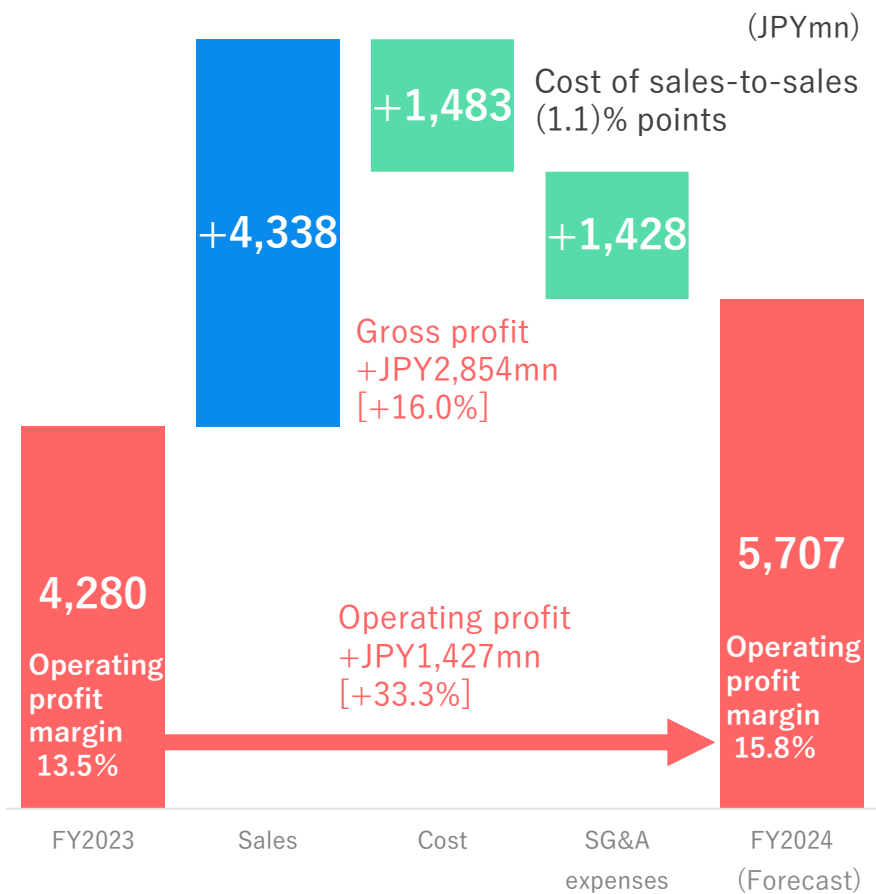
FY2024 Consolidated Financial Forecast

Announced on June 21, 2024

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

Factors for Changes in Operating Profit (Forecast)

Operating profit margin 15.8%
(Approx. +1.3% points YoY)



◆ Assumptions for FY2024 financial forecasts

Set operating profit including aggressive investments.

GLOBAL WiFi Business

- Exchange rate: USD1 = 150JPY
- Overseas travel recovery rate: 71.2% (FY2024)
- Raise awareness by strengthening promotions.
- Worldwide sales of GLOBAL WiFi and World eSIM

Information and Communications Service Business

- Strengthen in-house developed recurring-revenue services.
- * Vision Hikari, security cameras, homepages, cloud services, various business equipment rentals, etc.
- Mid-career hiring: 50 people (active hiring)

◆ Outside of the above assumptions

Maximize business synergies through aggressive M&A.

Expansion of Shareholder Benefit Program Announced on July 19, 2024

The following new system will apply to shareholders listed or recorded in the shareholders' register as of December 31, 2024.

- The Company presents shareholders with coupons for GLOBAL WiFi, our Wi-Fi router rental service for mobile Internet communication in Japan and overseas, for accommodation at our glamping facilities and hot spring inn "VISION GLAMPING Resort & Spa," and for "KO SHI KA" assortment of 3 skincare products.
 Holders of 1,000 shares or more will receive two 10,000 yen coupons in addition to the number of coupons for 300 shares or more.

Number of shares held	Recorded Date: Every June 30 (Time of sending: Every September)	Recorded Date: Every December 31 (Time of sending: Every March)
100 to less than 200 shares	3,000 yen x 2 coupons	3,000 yen x 2 coupons
200 to less than 300 shares	3,000 yen x 3 coupons	3,000 yen x 2 coupons
300 to less than 1,000 shares	3,000 yen x 3 coupons	3,000 yen x 3 coupons
<u>[New] 1,000 shares or more</u>	<u>3,000 yen x 3 coupons</u> <u>10,000 yen x 2 coupons</u>	<u>3,000 yen x 3 coupons</u> <u>10,000 yen x 2 coupons</u>

Services available



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

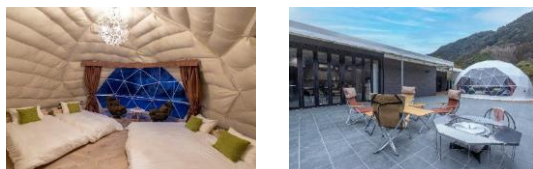
When you choose an overseas-use Wi-Fi, "POCKETALK S" wearable translation device and "GoPro" action camera are available free of charge.



* Up to one device per application



Up to 29,000 yen worth of coupons can be used to apply for accommodations.



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



Topics : GLOBAL WiFi Business

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

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

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

Advertisement for GLOBAL WiFi New Option Online Health Consultation. The image shows a woman holding a child, with a doctor in a white coat and stethoscope in the background. Text overlays include: "GLOBAL WiFi. X +Fast DOCTOR", "Be prepared for health concerns while traveling abroad", "GLOBAL WiFi New Option", "Anytime from abroad", and "Online Health Consultation".

[Click here for the release.](#)

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

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

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

Advertisement for Location-Identification GPS. The background is green. Text includes: "For watching over children when traveling abroad or studying abroad, and as an anti-lost/theft item!", "Location-Identification GPS", "Small, lightweight, and not bulky!", "Easy to locate with your smartphone!", "For a safe and secure trip", "trackimo", "Release Campaign", "Rental fee: Normal ¥600/day", "Apply by August 29th, ¥550/day (tax included)".

[Click here for the release.](#)

Topics : GLOBAL WiFi Business

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

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

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



4G Unlimited plan

Expand Service Area

94 countries are now supported by the unlimited plan!

New!

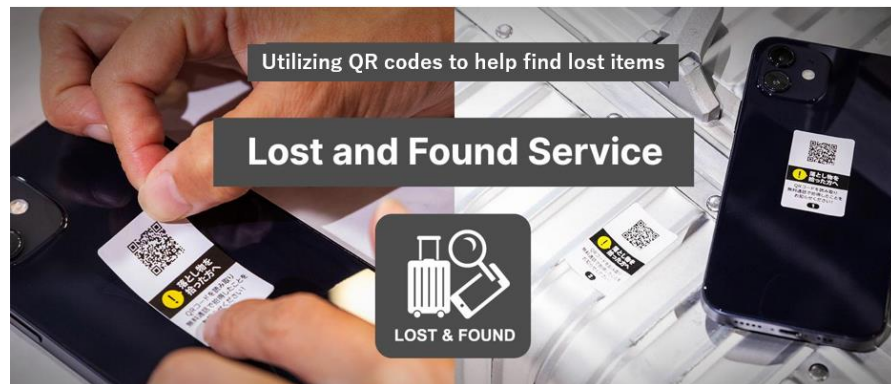
- Uzbekistan
- Samoa (Independent State)
- New Caledonia

The infographic features a network of blue and pink lines with a Wi-Fi symbol. A blue banner highlights the expansion to 94 countries. Below, a globe shows a person with a laptop and a plane, with a red arrow pointing to the 'New!' section. Three flags (Uzbekistan, Samoa, and New Caledonia) are listed with their respective country names.

[Click here for the release.](#)

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

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



[Click here for the release.](#)

Topics : Information and Communications Service Business

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

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



Kicho-Daiko.com  Certified by Ministry of Economy, Trade and Industry
Smart SME Supporter
No.10-20005005

More affordable than doing it yourself!
Bookkeeping and journalizing accounting work
required for closing and tax returns

We'll take care of everything!

What is “Kicho-Daiko.com” ?

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

Corporations and individuals are welcome!

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



Cost

No initial cost

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

[Click here for the release.](#)

Topics : Group Company adval Corp.

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

Glade Park Shibuya

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



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

[Click here for the release.](#)

Glade Park Omotesando

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



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

[Click here for the release.](#)



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