

FY2017 Financial Results

February 9, 2018
Vision Inc.

(1st Section of the Tokyo Stock Exchange, code : 9416)

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(Corporate • Individual) / (New • Repeat) / (By Gender / Age • Past Cumulative Total)
- VISION INC. Business Summary

Performance Highlights and FY2017 Actual Results

- Both sales and each profit are the highest ever.
 - Sales **JPY17,554mn** (+18.3% YoY)
 - Operating profit **JPY1,788mn** (+38.6% YoY)
 - Net income **JPY1,208mn** (+48.5% YoY)
- “GLOBAL WiFi” Business :
 - Sales **JPY10,392mn** (+31.8% YoY)
 - Segment profit **JPY1,593mn** (+39.7% YoY)
 - Increase in rental number for new and repeat use in each distribution channel.
 - Increase in index (rental number) and decrease in ARPU due to increase in personal usage ratio.
 - By improving cost efficiency and SG&A expenses ratio, improve profitability.
- Information and Communications Service Business :
 - Sales **JPY7,104mn** (+2.2% YoY)
 - Segment profit **JPY1,172mn** (+14.4% YoY)
 - Continue to perform well due to acquiring newly established companies and accumulating continuous dealings by CRM.

FY2017 Overview of Financial Results (Cons.)



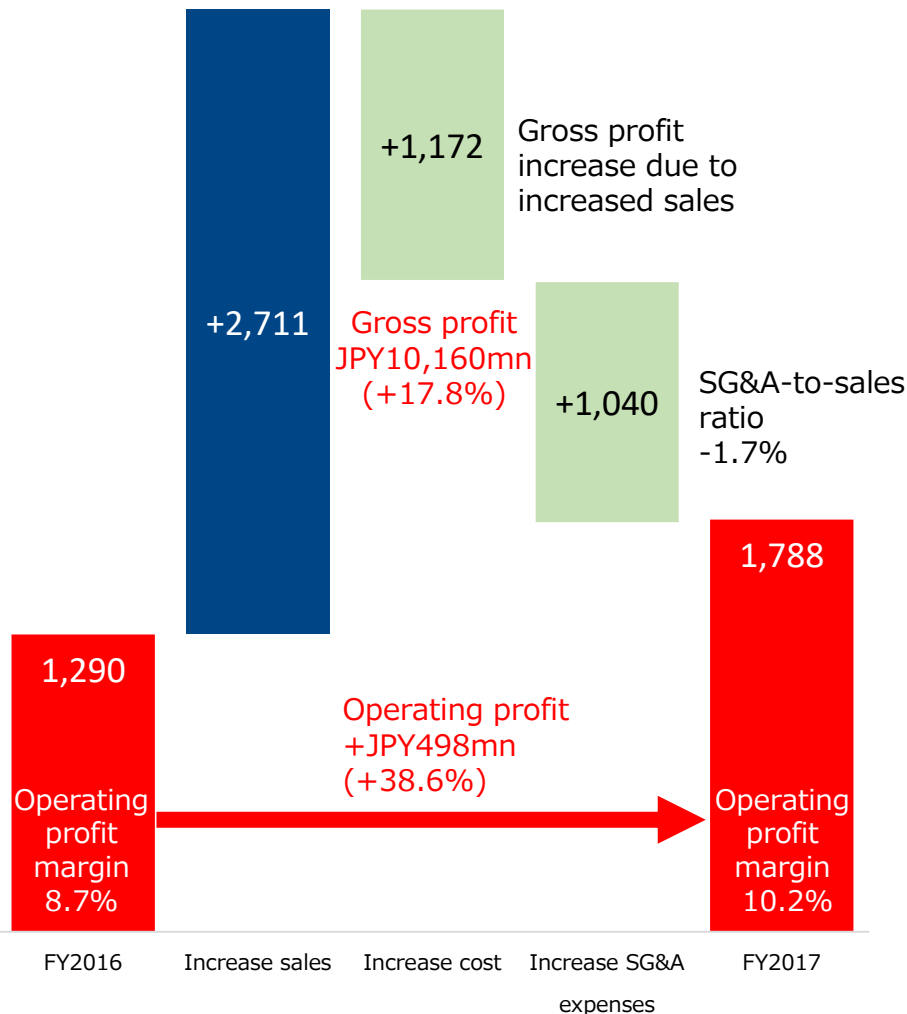
Record high. Sales: **+18.3%** YoY, and Operating profit: **+38.6%** YoY.

(JPYmn, %)

Account title	FY2017 Actual result		Increase or decrease	
	Amount	Composition ratio	Amount	Increase or decrease ratio
Sales	17,554	100.0	+2,711	+18.3
FY2016 Actual result	14,843	100.0	+2,358	+18.9
Gross profit	10,160	57.9	+1,538	+17.8
FY2016 Actual result	8,622	58.1	+1,712	+24.8
Operating profit	1,788	10.2	+498	+38.6
FY2016 Actual result	1,290	8.7	+485	+60.3
Recurring profit	1,795	10.2	+496	+38.3
FY2016 Actual result	1,298	8.7	+490	+60.8
Net income attributable to parent company shareholders	1,208	6.9	+394	+48.5
FY2016 Actual result	813	5.5	+228	+39.0

Operating Profit Increase Factor

(JPYmn)



Operating profit margin +1.5% YoY.

- Sales are strong.
- “GLOBAL WiFi” Business :
 - Successful effort to reduce purchasing costs and improve operation efficiency.
 - Utilize CLOUD WiFi
 - Improve data usage efficiency
 - Reduce shipping process
 - Make efforts that can respond to increasing orders while restraining personnel expenses.
 - AI utilization FAQ
 - Add automatic pick-up locker “Smart Pick-up”.
 - Add self check-in KIOSK terminal “Smart Entry”, with multilingual correspondence and settlement functions etc.
- Information and Communications Service Business :
 - Improve profitability due to changes in main sales services.

Segment Actual Result



- Growth in the “GLOBAL WiFi” Business drives the business results.
- Profit growth in the Information and Communications Service Business is also strong.

(JPNmn, %)

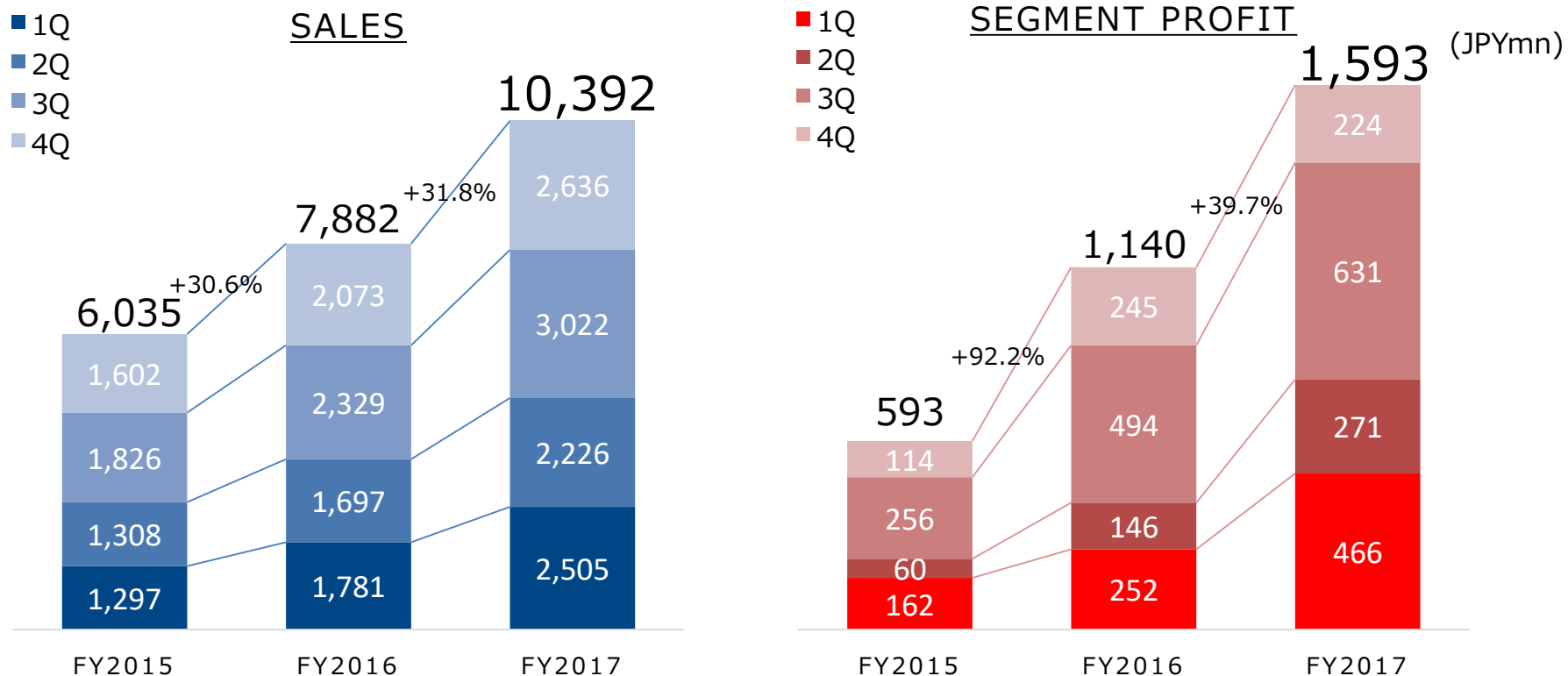
		FY2017	FY2016	Increase or decrease	
		Amount	Amount	Amount	Increase or decrease ratio
Sales	“GLOBAL WiFi”	10,392	7,882	+2,509	+31.8
	Information and Communications Service	7,104	6,948	+156	+2.2
	Subtotal	17,496	14,830	+2,665	+18.0
	Others	58	13	+45	+345.8
	Adjustment amount	–	–	–	–
	Total (Cons.)	17,554	14,843	+2,711	+18.3
Segment profit	“GLOBAL WiFi”	1,593	1,140	+452	+39.7
	Information and Communications Service	1,172	1,024	+147	+14.4
	Subtotal	2,765	2,165	+600	+27.7
	Others	△102	△54	△48	△89.1
	Adjustment amount	△874	△820	△53	△6.5
	Total (Cons.)	1,788	1,290	+498	+38.6

“GLOBAL WiFi” Business Transition of Performance



Accelerate customer acquisition speed. Significant increases in sales and profits.

- Priority measures (acquire more corporate customers, and accumulate repeat users) are favorable.
- Capturing FIT demand is also fairly steady.
- Capture rapidly the expanding market of inbound travelers to Japan.
- Continue to improve cost efficiency and SG&A expenses ratio.



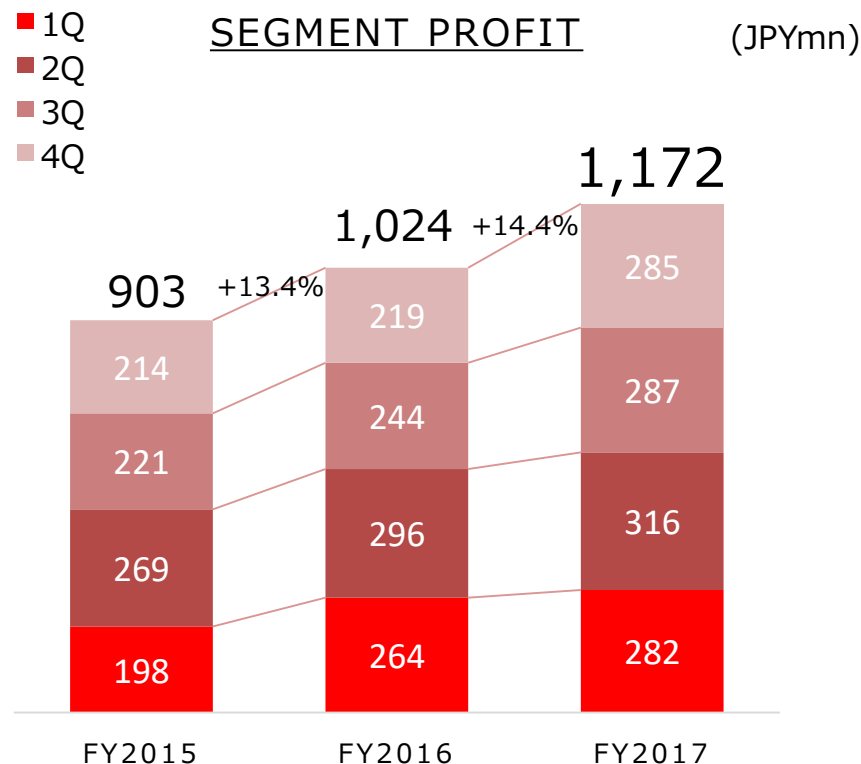
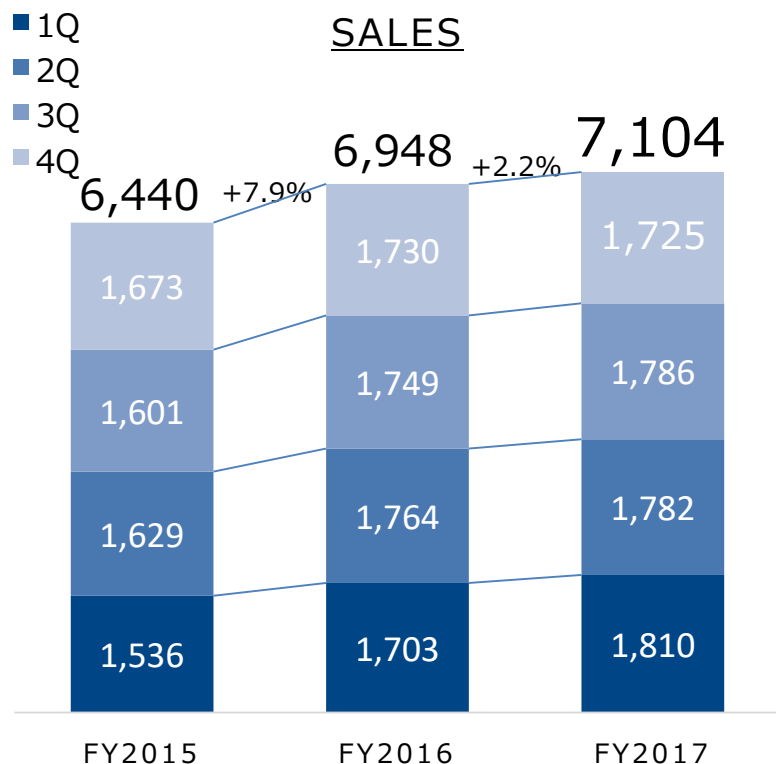
(Attention) Regarding the quarterly results in FY2015, year-on-year ratio is for reference, because we do not prepare for the quarterly financial statements.

Information and Communications Service Business Transition of Performance



Continue to increase sales and profit.

- Continue to perform well due to acquiring our main targets (newly established companies, venture companies).
- Accumulate continuous dealings by CRM.
 - Further sales increase by up/cross-sell strategy.
 - In addition to communication services, additional services are offered according to customer's needs, such as electric power service "Haruene Denki" etc.



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

FY2018 Outlook of Financial Results

FY2018 Forecast of Financial Results



Sales: **+17.3%** YoY, and Operating profit: **+25.9%** YoY.

(JPNmn, %)

Account title	FY2018 Forecast		Increase or decrease	
	Amount	Composition ratio	Amount	Increase or decrease ratio
Sales	20,599	100.0	+3,044	+17.3
FY2017 Actual result	17,554	100.0	+2,711	+18.3
Gross profit	12,103	58.8	+1,942	+19.1
FY2017 Actual result	10,160	57.9	+1,538	+17.8
Operating profit	2,252	10.9	+463	+25.9
FY2017 Actual result	1,788	10.2	+498	+38.6
Recurring profit	2,254	10.9	+459	+25.6
FY2017 Actual result	1,795	10.2	+496	+38.3
Net income attributable to parent company shareholders	1,520	7.4	+311	+25.8
FY2017 Actual result	1,208	6.9	+394	+48.5

Segment Forecast



- “GLOBAL WiFi” Business :
 - Expand channels (increase sales consignment agreement, corporate contract, etc.), continue inbound market expansion, further improve operating efficiency
- Information and Communications Service Business :
 - Enhance distribution channel, accumulate Up/Cross Selling

(JPNmn, %)

		FY2018 Forecast	FY2018 Actual result	Increase or decrease	
		Amount	Amount	Amount	Increase or decrease ratio
Sales	“GLOBAL WiFi”	12,951	10,392	+2,559	+24.6
	Information and Communications Service	7,504	7,104	+400	+5.6
	Subtotal	20,456	17,496	+2,959	+16.9
	Others	142	58	+84	+144.9
	Adjustment amount	–	–	–	–
	Total (Cons.)	20,599	17,554	+3,044	+17.3
Segment profit	“GLOBAL WiFi”	1,946	1,593	+353	+22.2
	Information and Communications Service	1,319	1,172	+147	+12.5
	Subtotal	3,266	2,765	+500	+32.7
	Others	△11	△102	+91	+89.1
	Adjustment amount	△1,002	△874	△127	△14.6
	Total (Cons.)	2,252	1,788	+463	+25.9

Issue Stock Options with Charge

(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
Issued	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 (excl. 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%

Look back on FY2017 / Efforts to make in FY2018

“GLOBAL WiFi” Business

1. Expansion (Market development = Growth at each stage, global expansion)
 - Diversification of distribution channels
 - Travel agencies and other partners etc.
2. Stability (Improve profitability)
 - Steadily accumulate repeat users by CRM
 - Capture corporate demand
 - Increase in ARPU, less seasonal variability, high repeat frequency
 - Cost control, productivity improvement
 - Reduce cost : Continuously reduce data usage purchase unit price, manage the number of line to connect at the same time
 - Improve operation efficiency : Utilize CLOUD WiFi, Smart Pick-up, Smart Entry
3. Utilization (Business development = Travel related service platform)
 - Inbound media advertising business
 - Useful services (Translation device “ili” “POCKETALK”)

Information and Communications Service Business

- Enhance distribution channel
 - By further strengthening internal collaboration, accumulate up/cross selling
 - Expand web channels for our major customers (newly established companies, venture companies)
- Enhance products, services, and business models
 - Improve ARPU by additional introduction of BtoB products (Electric power service)
 - Accumulate continuous dealings by CRM, and continuous stock model is successful

- Challenge for evolution
 - Differentiate by expanding business and monetizing peripheral business.
 - Realize to lead the industry overwhelmingly (productivity, market share, profit).

Expansion (Further develop the market)

- “GLOBAL WiFi” Business
 - Diverse and deepen customer acquisition / distribution channels
 - Further strengthen corporate sales
 - Accumulate corporate registered companies
 - Promote to introduce “GLOBAL WiFi for Biz”
- Information and Communications Service Business
 - Expand inflow channels, “BIMAKE” website (Vision Business Market) etc.



Utilization (New business to utilize customer foundation)

- “GLOBAL WiFi” Business
 - Travel Related Service Platform
 - Increase profit of advertising media business
 - Expand related services etc.
- Information and Communications Service Business
 - Launch high-demand services
 - In-house developed workflow system, SFA etc.

Stability (Improve profitability)

- “GLOBAL WiFi” Business
 - Improve sales efficiency
 - Further reduce cost
 - Further improve operation efficiency
- Whole Company
 - Improve productivity by active utilization of AI, RPA, IoT

Growth Strategy

Medium-Term Profit Growth Image

Steadily promote the growth strategies of the two main business segments.

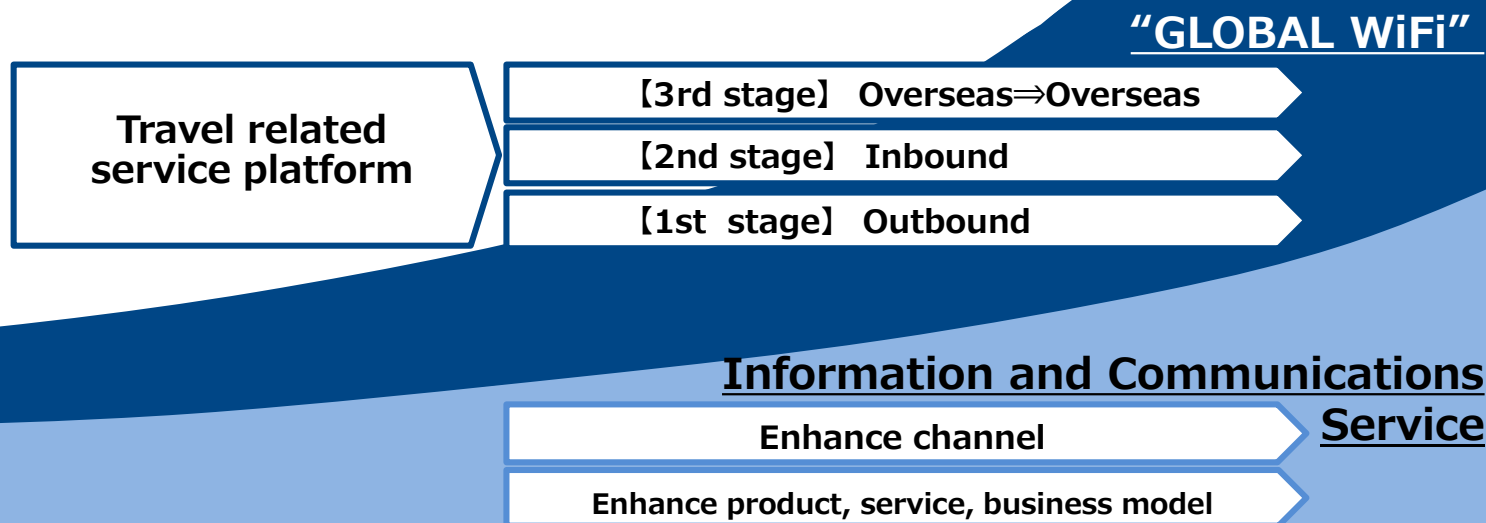
- “GLOBAL WiFi” Business

Customer Foundation

- Expansion (Market development = Growth at each stage, global expansion)
- Stability (Improve profitability)
- Utilization (Business development = Travel related service platform)

- Information and Communications Service Business

- Enhance channel.
- Enhance products, services, and business models.



"GLOBAL WiFi" Business Model, Competitive Advantage



Less Expensive Fixed-rate

Maximum cost benefits ▲ 89.9%
 – 300 yen/day~ * Japanese cellphone companies' fixed-rate discount ratio

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, and 51 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

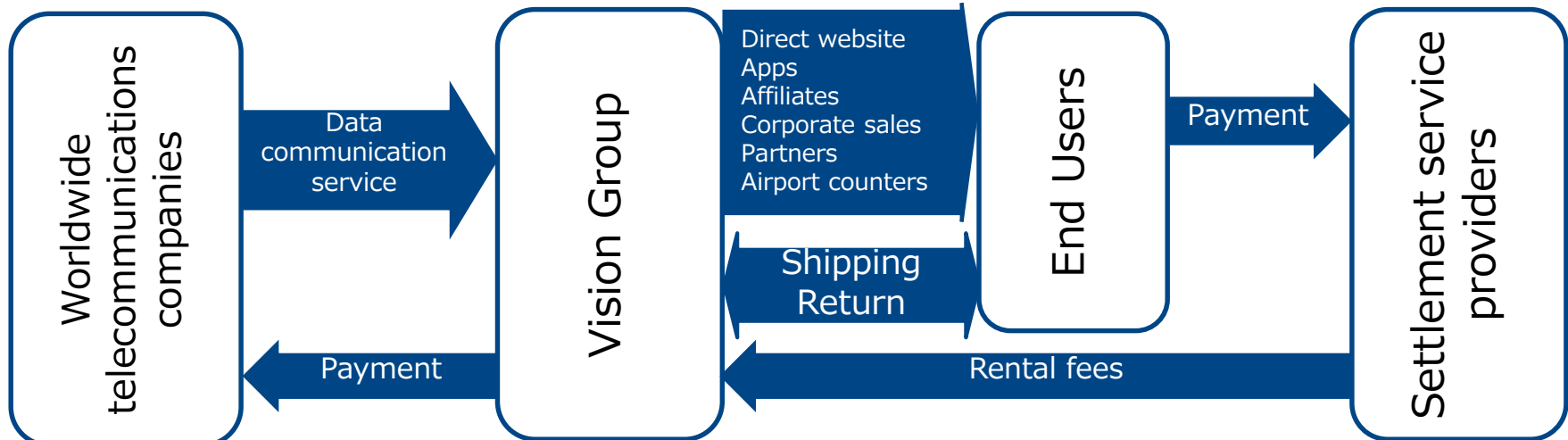
Uptake ability of corporate needs

Customer

Number of users is the industry's largest class



Travelers' Choice 2014/2016
 1st place in the mobile Wi-Fi router category



“GLOBAL WiFi” Business Rental Process

- Offer anytime, anywhere, safe, secure and comfortable mobile Internet environment all over the world.
- Rental service, costs only when traveling.
- Can connect with multiple users and multiple devices (smartphone, PC, etc.).

<Haneda Airport Counter>



Step 1

Order and payment

Order through the web.
Payment is made by credit card at the time of order.



Step 2

Receive router

Collect the router at an airport in Japan or receive it by delivery, or in your destination country.



Step 3

Use overseas

Enjoy the Internet while you are overseas. The Wi-Fi settings are easy to configure.



Step 4

Return router

Return the router at an airport in Japan or by delivery, or in your destination country.

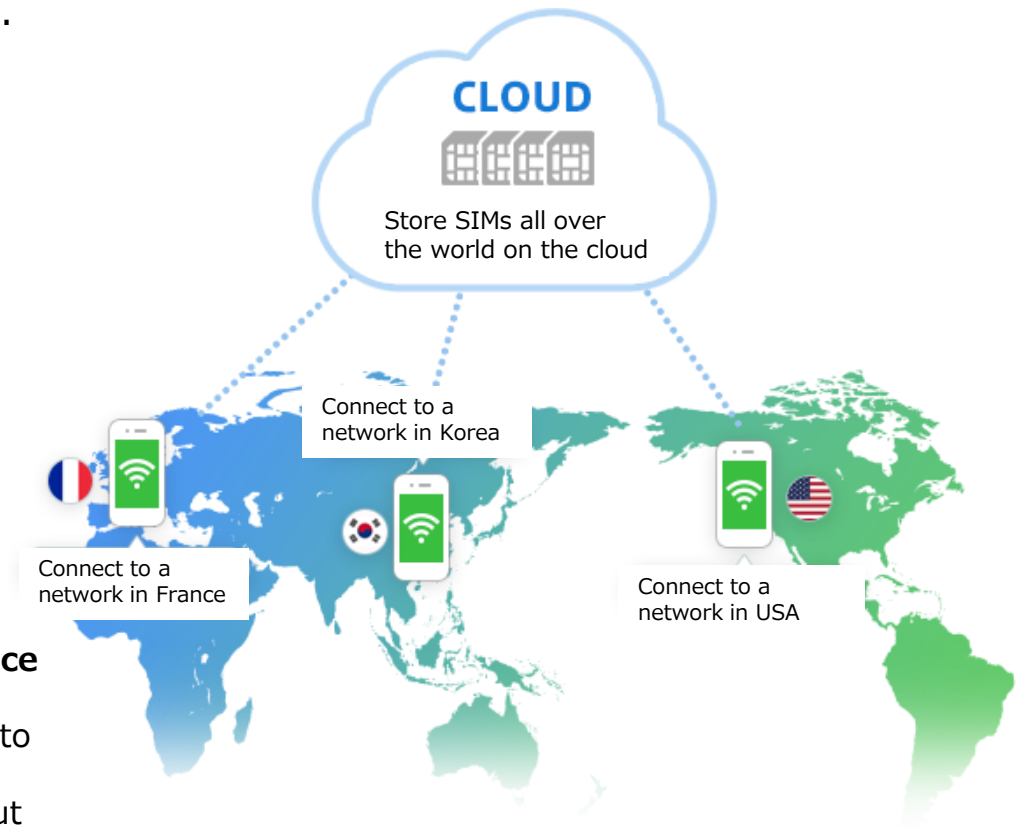
Before traveling

While traveling

After traveling

Utilizing CLOUD WiFi (Improve Profitability)

- A Wi-Fi router equipped with next-generation communication technology that manages SIM on the cloud.
- Labor saving of shipping operation = Shipment related cost down
 - Increase to approx. 50% of shipping Wi-Fi routers. (As of December 2017)
- Develop “GLOBAL WiFi for Biz” for corporate customers.
 - Keep it at the customer's place = No need to order and receive a router for each use
 - Plan to offer for individuals as well.





Internet anywhere in the world with one device CLOUD WiFi technology

With next-generation communication technology to manage SIM on the cloud, telecommunication carriers all over the world can be allocated without physically inserting SIM.

Compare How to Connect the Internet Abroad

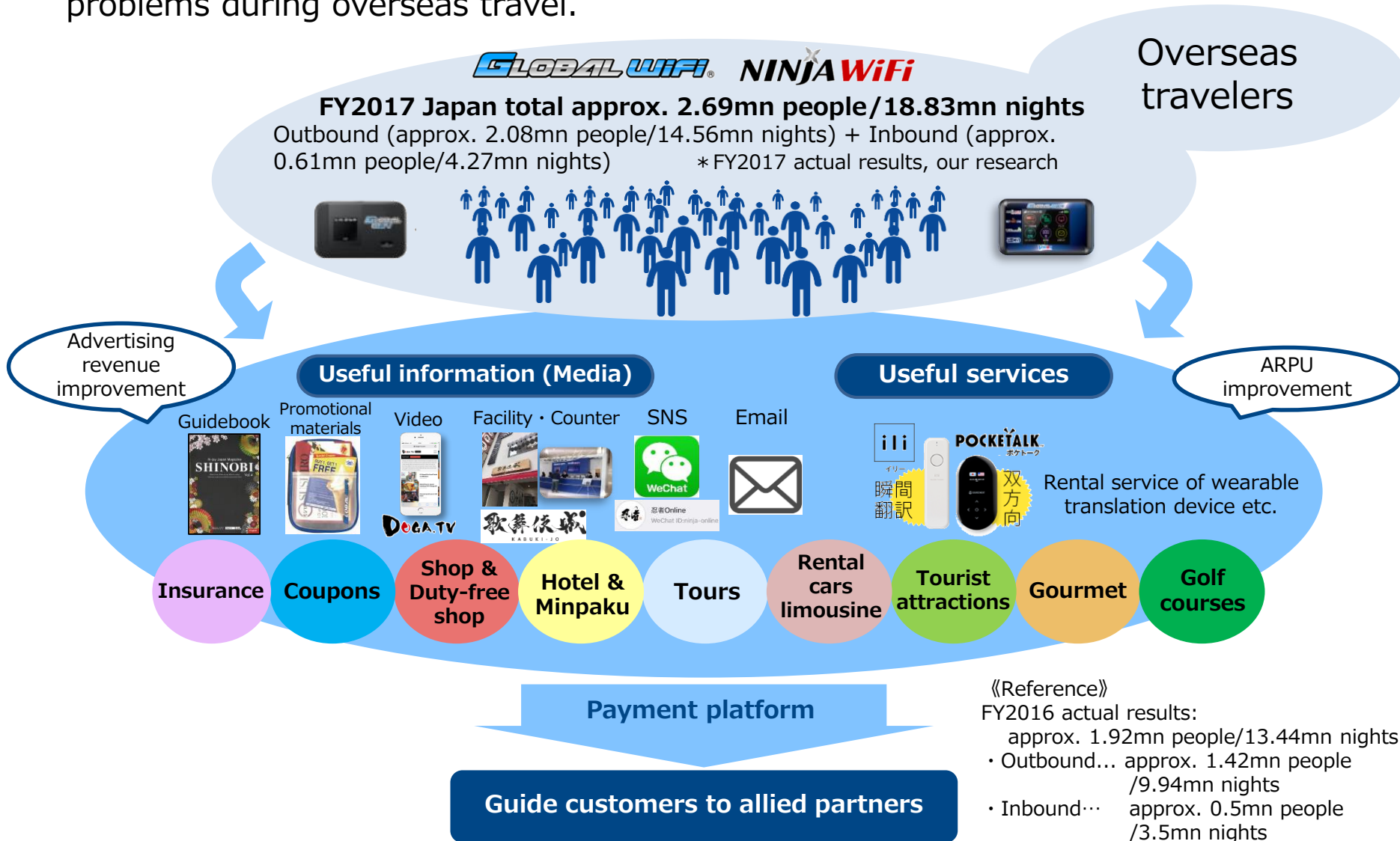
- “Global WiFi” “NINJA WiFi” is the best way due to safe, secure, comfortable, and less expensive.
- Benefits not only for travelers but also for business use.
- The convenience of renting Wi-Fi router for trip has been recognized even in areas other than Japan, mainly in Asia.

* 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	×	△	△	○	○
	Problem with price. (From JPY1,980 to JPY2,980/day. Maybe charged even more.)				
Prepaid SIM	△	△	○	×	○
	Need to know how to manage. (Set-up, activation, recharge, etc.)				
Wi-Fi Spot (Hotel, Café, etc.)	○	×	△	○	×
	Problem with security (hacking), coverage (not available when moving).				

Travel Related Service Platform

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



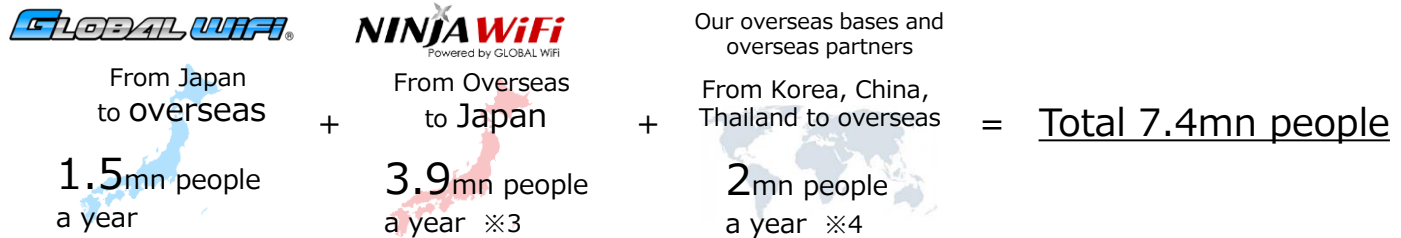
《Reference》
 FY2016 actual results:
 approx. 1.92mn people/13.44mn nights
 • Outbound... approx. 1.42mn people /9.94mn nights
 • Inbound... approx. 0.5mn people /3.5mn nights

- Travel advertising media

Advertising media using contact points for users of “Global WiFi”, “NINJA WiFi”, and other affiliated services of our overseas partners.

- Reachable “directly” to significant overseas travelers

- “Surely” contact your target overseas travelers. ※1
- Total 7.4mn people a year. ※2



- Possible to approach according to travelers’ behavior scene

- Provide various media for each contact point.
- According to attributes, make optimal communication at each scene before travel/during travel/after travel.



※1 Not correspond to visitors to some countries and regions.
 (We select the countries and regions where we expect advertisement effect.)
 ※2 As of FY2017 ※3 Incl. our overseas bases and overseas partners ※4 Destination : Excl. Japan
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Travel Related Service Platform (Media)

- Airport counter



 Domestic airport counters
15



 Overseas airport counters
45

- Inbound advertising media



Web media

Video

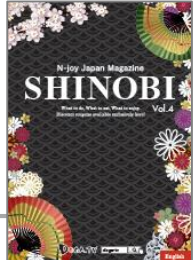



- SNS video posting/uploading



Deliver directly at airport

Guidebook



- Deliver directly to everyone
- Deliver at our partners' base
- Available for 4 languages
- Issue 3 guidebook a year
- Issue 300,000 copies a year

SHOP Facility

Tourist information center



- Shinjuku Kabuki-cho area
- Exchange counter
- Activity, event




Before travel



Arrival

After immigration Airport counter





Before immigration
Airport counter



Departure

Email

Email



- Customers before travel
- Customers during travel
- Customers who used in the past

Deliver directly at airport


Promotional materials



- Correspond to each airport
- Also correspond to nationality
- Able to choose the timing

Deliver directly at airport

Sampling




- Correspond to each airport
- Also correspond to nationality
- Able to choose the timing

- Outbound advertising media

Deliver directly at airport


Sampling



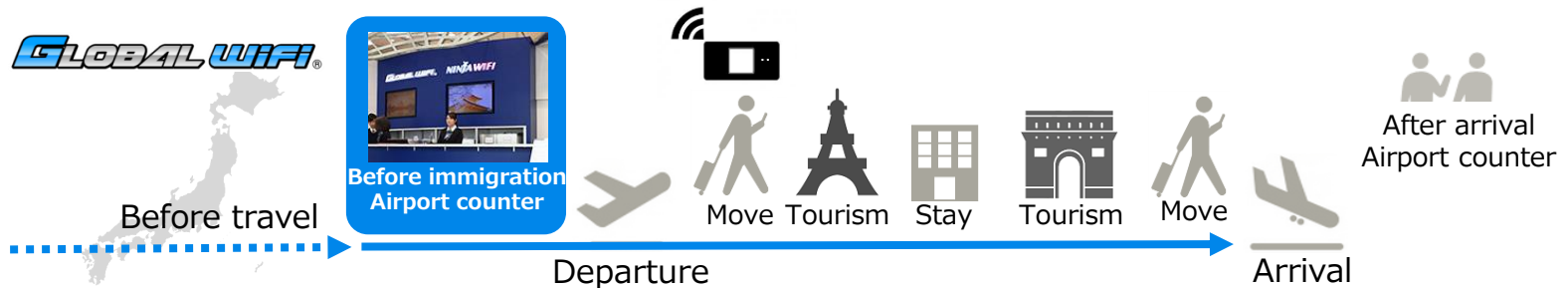
- Correspond to each airport
- Also correspond to each attribute
- Able to choose the timing

Web media

Questionnaire for overseas travelers




- For "GLOBAL WiFi" users/members



Email

Targeting Email



- Reservation customers (before travel)
- Customers in use (during travel)
- Customers who used in the past

Deliver directly at airport

Promotional materials



- Correspond to each airport
- Also correspond to nationality
- Able to choose the timing

- Example of collaboration with MINISTOP



Renewal

- Appeal text
- Service contents



Deliver (directly)

Deliver a Video



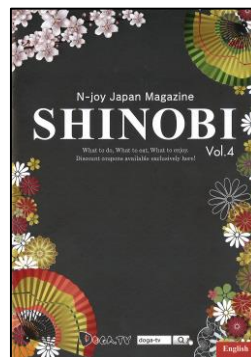
Please check this video about MINISTOP!



Discuss

Our staff discusses with their PR dept. based on the aggregated data

- Propose an appealing method corresponding to cultural (language) difference
- Propose change of service contents due to usage frequency etc.

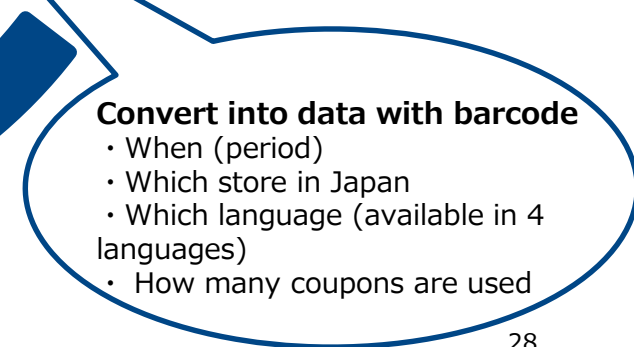


Use coupon



Aggregate data

- Analysis



Convert into data with barcode

- When (period)
- Which store in Japan
- Which language (available in 4 languages)
- How many coupons are used

- Rental service of wearable translation device
 - Suggest usage scenes for overseas travelers and foreign travelers visiting Japan
 - Have multilingual support, eliminate opportunity losses, and provide satisfaction.
 - “Communication with staffs of facilities etc. during the stay” Trouble… 32.9% *
 - Offer for online and offline. (Available in 63 languages)
 - Resolve language anxiety by choosing the device according to needs and scene.



Offline Instantly



Online Bidirectionally

もっと簡単に言葉が伝われば、
もっと理解できれば
海外も不安なく楽しめるのに!?



こんな風にスムーズにできたら…

レストラン

自分の好みを伝えられるし
お店のおススメを聞ける

ホテル

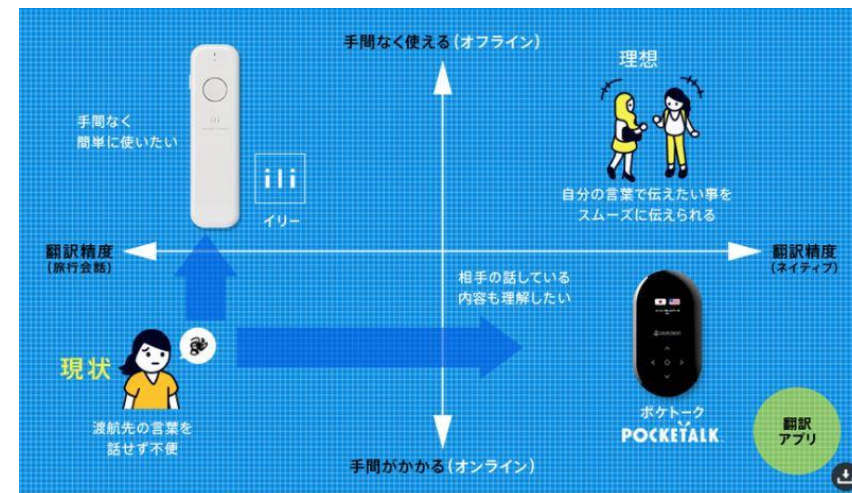
正確に要望を
伝えることができる

道を聞く

道に迷ってもすぐに聞ける
ので時間を無駄にしない

ビジネス

通訳が席を外してしまっても
会話が滞らずに話せる



* Japan Tourism Agency “Questionnaire on Improvement of Accepting Environment in Japan by Foreign Travelers Visiting Japan” (February 2017)

Information and Communications Service Business Competitive Advantage



Startup Companies

Have new dealings with annual total 17,000 or more newly established companies

- National corporate registration number ... 114,343 (2016)

Source : Ministry of Justice

WEB Strategy

Ability to attract customers due to our own WEB marketing (media strategy)

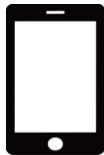
Customer Loyalty

CRM strategy, our own know-how

- Maximization of continued revenue = Stock business
- Up/Cross Selling which is high productivity



Telephone Line Arrangements



Cellphone Support



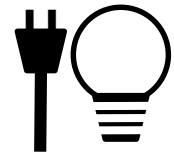
Office Automation



Website Support



Security

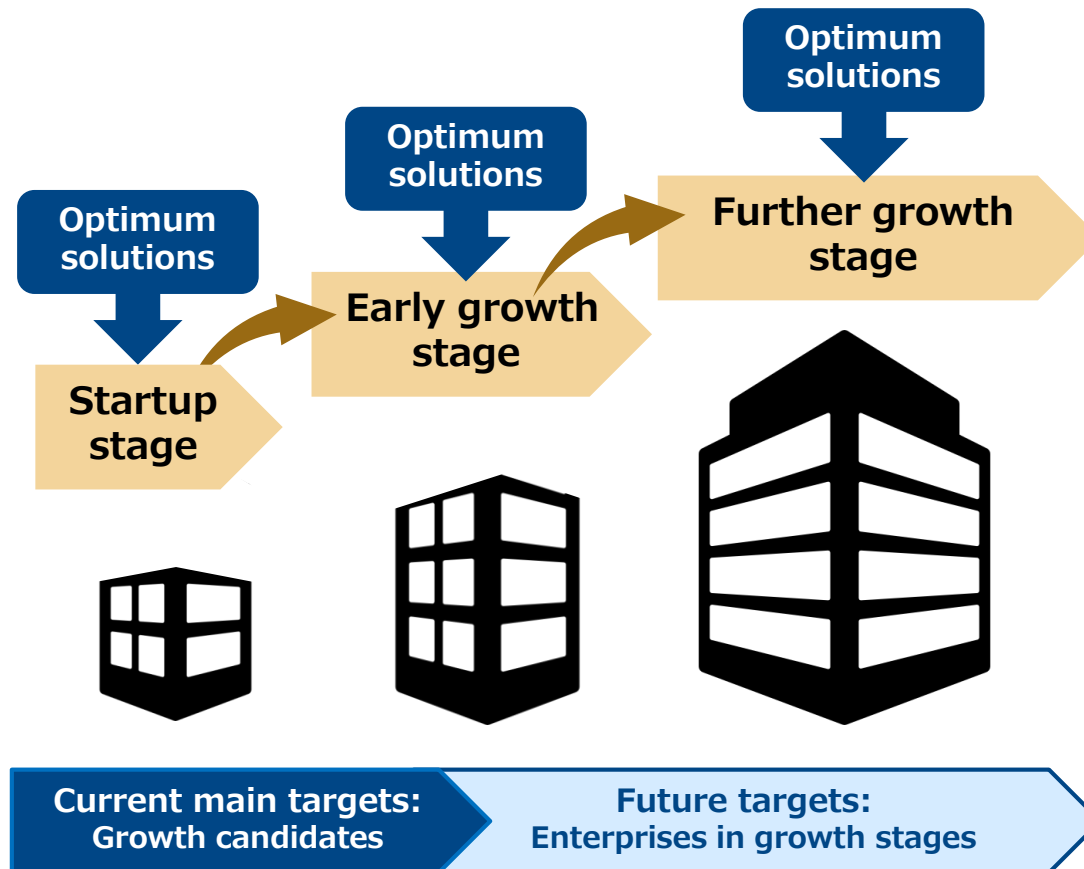


Electric Power

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

○ Continuous stock model

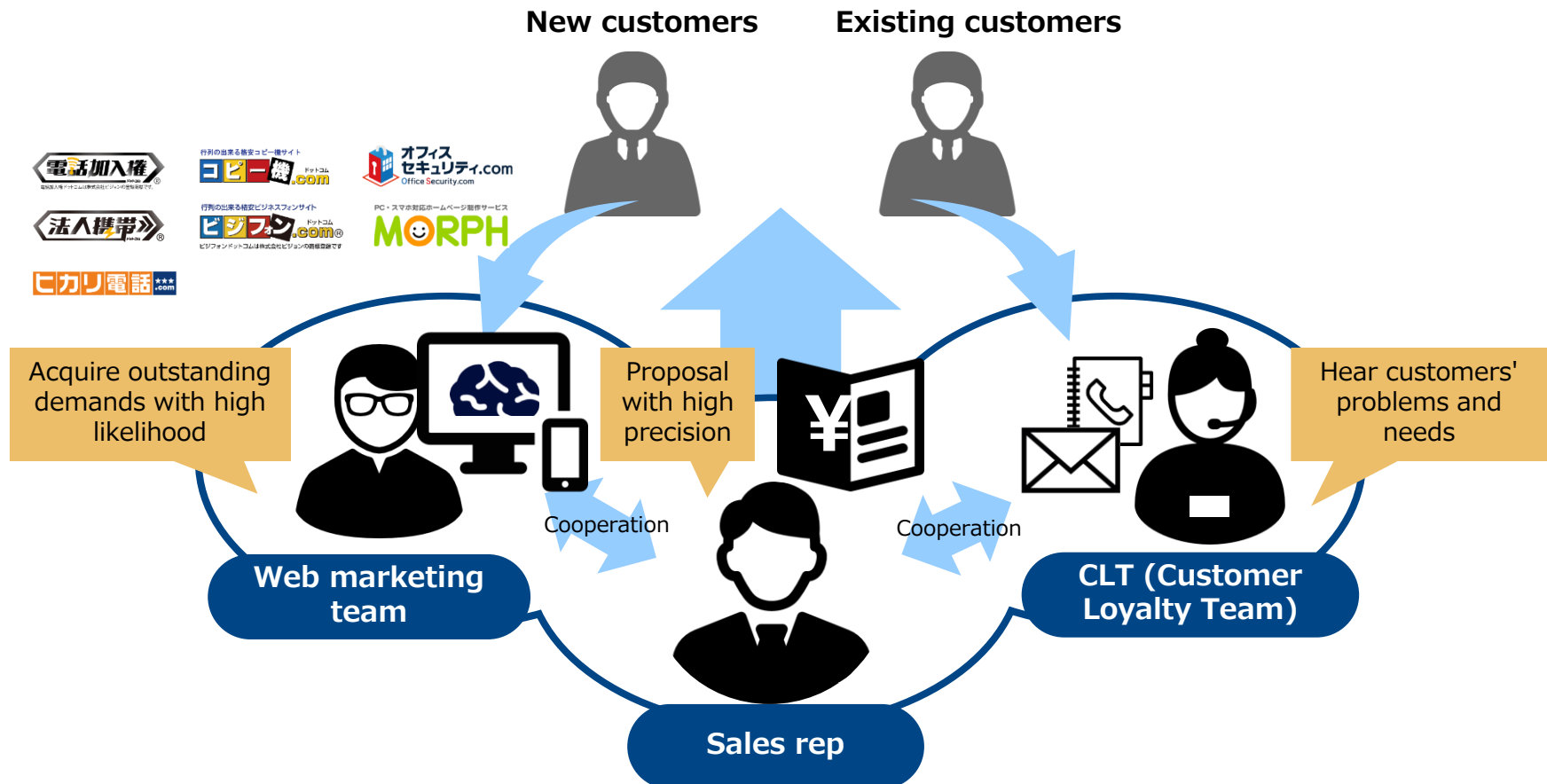
- Keeping closer to the growth of client companies, offer optimum solutions according to the growth stage.
- Structure that profits are accumulated by our original know-how CRM (customer relations/continuous dealings).



○ High productivity model

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

- Web marketing : Attract customers' outstanding demands by our original know-how.
- Sales rep : Professional group to acquire efficiently + escalation of additional needs.
- CLT : Continue dealings and collect additional needs by customer follow-up.



Information and Communications Service Business Growth Strategy



○ Enhance distribution channel / Enhance products, services, and business models

• 「BIMAKE (Vision Business Market)」

<https://vision-bizmarket.com/>

- “Comprehensive support website for companies” that fully supports all companies’ business.
- For our main targets, startup, small and medium-sized, and venture companies.
- Also attract customers who are preparing to establish company.
- Offer our services and tie-up partner’s products with useful information.

企業のための総合支援サイト



VISION BUSINESS MARKET
すべての起業家をサポートするポータルサイト

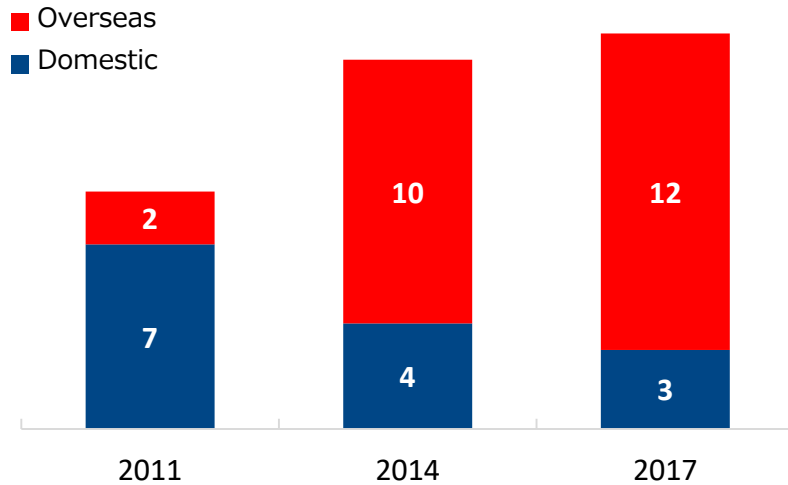
「ビマケ(ビジョン ビジネス マーケット)」は
今から事務所や店舗を開業し、
ビジネスをスタートさせる起業家の皆様を全力で応援します!

<p>電話回線</p> <p>アナログ・SDN回線、ひかり電話など多くの通信回線サービスを提供しております。さらにかけ放題電話を引きたい方でもお馴染み!</p> <p>もっと詳しく見る ></p>	<p>インターネット</p> <p>インターネット回線の種類や価格をご説明します。料金などお客様のご要望に合わせたプランやサービスをご提案いたします!</p> <p>もっと詳しく見る ></p>	<p>複合機・コピー機</p> <p>業務用のコピー機・複合機をお客様のご利用状況に合わせてご提案。多機能・大容量のコピー機・複合機も一括見積りも!</p> <p>もっと詳しく見る ></p>	<p>ビジネスフォン</p> <p>即座でビジネスフォンの導入する方も安心。失敗しないノウハウを込めたコスト削減型「強固」オフィス向けおとりまプランもあり!</p> <p>もっと詳しく見る ></p>	<p>法人携帯</p> <p>法人携帯ならスマホのカメラも業務に活用。さらに、通話料の削減。おとりまプランも豊富に用意しております!</p> <p>もっと詳しく見る ></p>	<p>ホームページ制作</p> <p>店舗やオフィスの経営環境などに合わせた機能性のあるホームページを制作します。スマートフォン対応のウェブにも対応!</p> <p>もっと詳しく見る ></p>	<p>国内Wi-Fiルーター</p> <p>国内の店舗・事務所・セミナーなど、ビジネスにも利用の大容量・高品質なWi-Fiルーターを豊富に用意しております。Wi-Fi環境は整備済みです!</p> <p>もっと詳しく見る ></p>	<p>海外Wi-Fiルーター</p> <p>世界100以上の国と地域に対応して1台の機器で海外でもWi-Fiが使える大容量Wi-Fiルーターをご用意しております!</p> <p>もっと詳しく見る ></p>
<p>UTM (総合管理ツール)</p> <p>無料でご提供するUTMは法人ユーザーが最大限のセキュリティ対策を実現! ウイルスによる被害発生にすぐに対応し一歩先回りいただけます!</p> <p>もっと詳しく見る ></p>	<p>CAT (クレジット決済機)</p> <p>日本初採用の店舗導入しているクレジット決済機。クレジット決済機導入は任せさせていただきます!</p> <p>もっと詳しく見る ></p>	<p>オフィス家具</p> <p>高品質・中価格のオフィス家具を豊富にお客様に提供いたします! 予算に応じてご提案させていただきます!</p> <p>もっと詳しく見る ></p>	<p>オフィス引越し</p> <p>ビマケが提供するオフィス引越しサービスは、一括見積りも! お客様のご要望に合わせて、最適なプランをご提案いたします!</p> <p>もっと詳しく見る ></p>	<p>空間デザイン</p> <p>店舗やオフィスの空間デザインを、お客様のニーズに合わせて提案いたします。3Dモデルを制作し、イメージを共有いたします!</p> <p>もっと詳しく見る ></p>	<p>ハンコ・印鑑</p> <p>店舗やオフィスの印鑑やハンコを、お客様のニーズに合わせてご提案いたします。即日制作、即日発送、内容のチェックも承っております!</p> <p>もっと詳しく見る ></p>	<p>名刺</p> <p>ビマケが提供する名刺は、デザインから品質までこだわります。お客様のご要望に合わせて、最適な名刺をご提案いたします!</p> <p>もっと詳しく見る ></p>	<p>チラシ</p> <p>起業家にとって必要なチラシやポスターなどの制作サービスをご用意しております。デザインから印刷まで、お客様のニーズに合わせてご提案いたします!</p> <p>もっと詳しく見る ></p>
<p>SEO対策</p> <p>専門業者でも難しいSEO対策を、ビマケが代行いたします。ビマケが提供するSEO対策は、お客様のニーズに合わせてご提案いたします!</p> <p>もっと詳しく見る ></p>	<p>看板</p> <p>店舗の看板やサインを、お客様のニーズに合わせてご提案いたします。デザインから制作まで、お客様のニーズに合わせてご提案いたします!</p> <p>もっと詳しく見る ></p>	<p>貸し会議室</p> <p>利便性に優れた貸し会議室を、お客様のニーズに合わせてご提案いたします。設備も充実しております!</p> <p>もっと詳しく見る ></p>	<p>航空券</p> <p>ビマケが提供するフライト予約サービスは、お客様のニーズに合わせてご提案いたします。航空券の予約からチェックインまで、お客様のニーズに合わせてご提案いたします!</p> <p>もっと詳しく見る ></p>	<p>ウォーターサーバー</p> <p>店舗やオフィスのウォーターサーバーを、お客様のニーズに合わせてご提案いたします。即日設置、即日配送、内容のチェックも承っております!</p> <p>もっと詳しく見る ></p>	<p>有線放送</p> <p>BGMや店舗のイメージを、お客様のニーズに合わせてご提案いたします。音質も高く、お客様のニーズに合わせてご提案いたします!</p> <p>もっと詳しく見る ></p>	<p>会計サービス</p> <p>確定申告から日々の会計まで、お客様のニーズに合わせてご提案いたします。会計ソフトの導入から、お客様のニーズに合わせてご提案いたします!</p> <p>もっと詳しく見る ></p>	

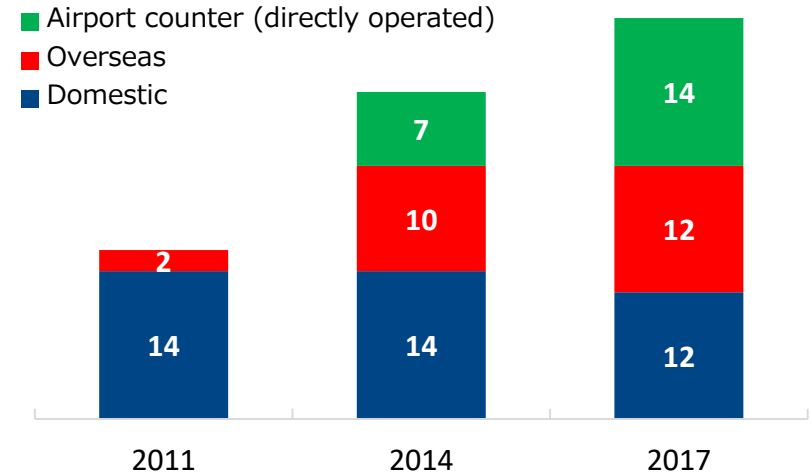
APPENDIX

Group Structure

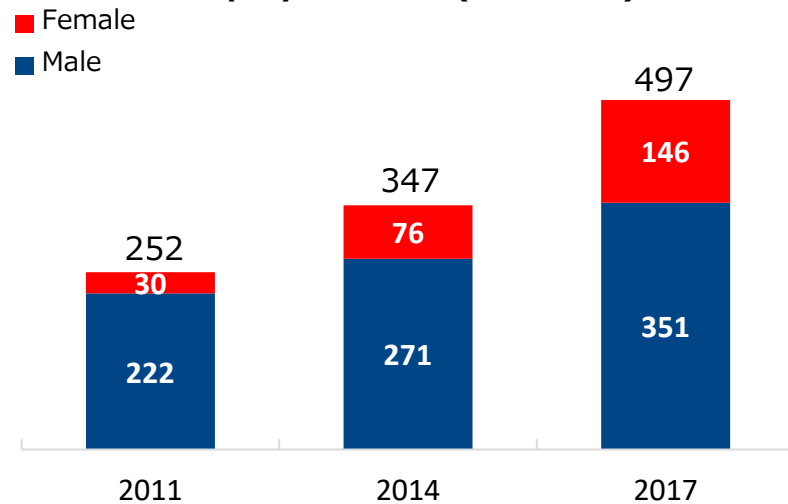
Number of affiliated companies



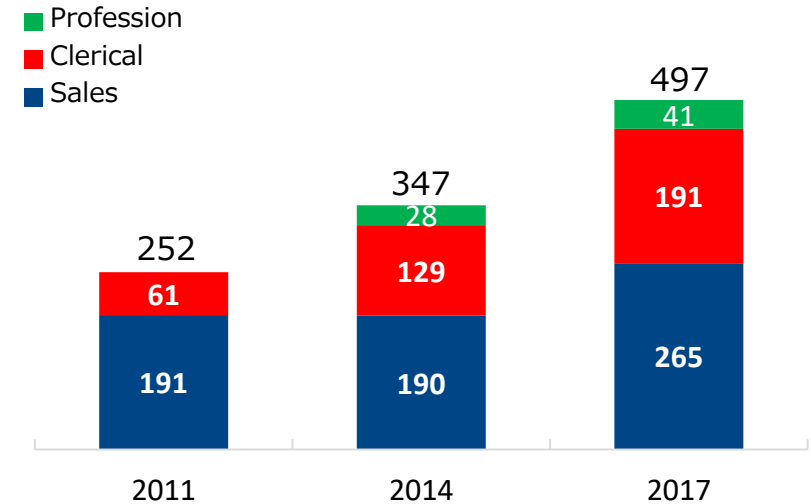
Number of operation bases



Employee count (Full-time)



Personnel classification

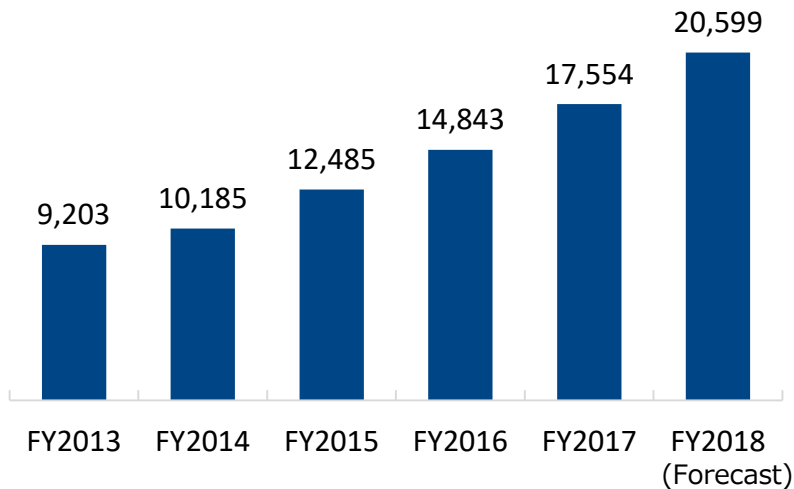


Performance Data

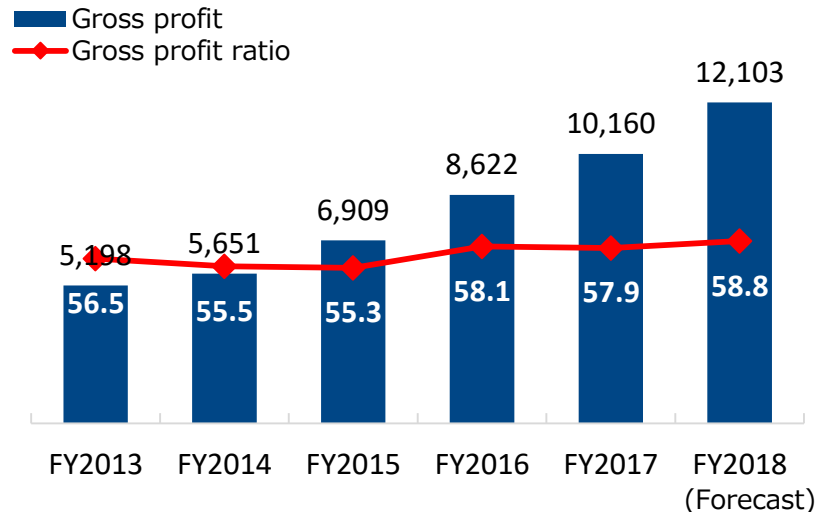


(JPYmn, %)

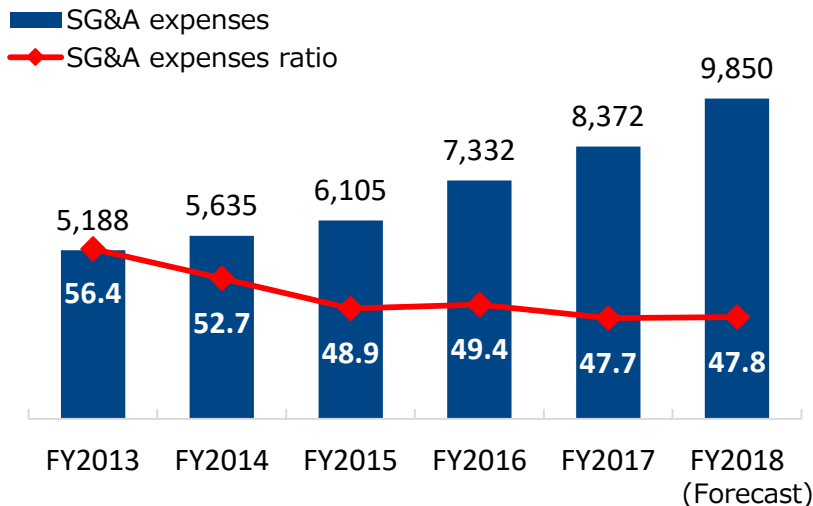
Sales



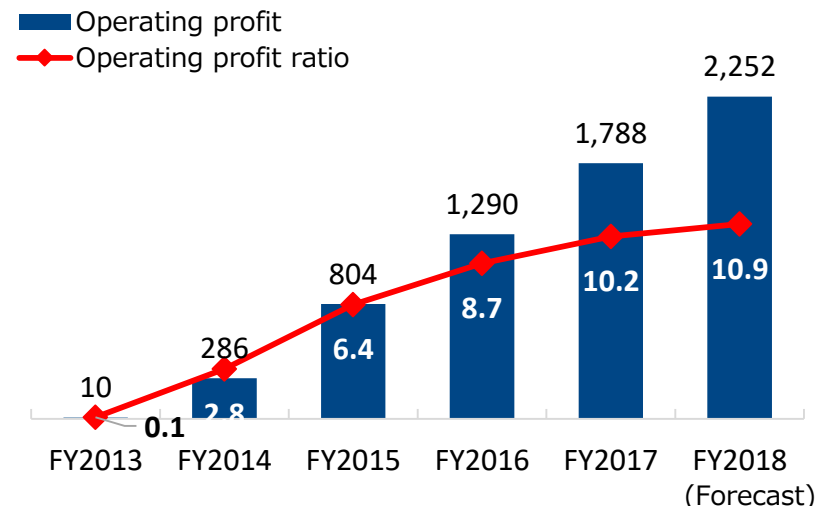
Gross profit



SG&A expenses



Operating profit



Consolidated Balance Sheet



(JPYmn, %)

	FY2017	FY2016	Compared to the previous consolidated fiscal year end	
	Amount	Amount	Increase or decrease	Increase or decrease ratio
Assets				
Current assets	8,995	8,129	+865	+10.6
Cash and deposit	6,256	6,241	+14	+0.2
Fixed assets	2,488	1,805	+683	+37.8
Tangible fixed assets	859	480	+378	+78.7
Intangible fixed assets	590	423	+167	+39.6
Investments and other assets	1,038	901	+137	+15.2
【Total assets】	11,483	9,935	+1,548	+15.6
Liabilities				
Current liabilities	2,895	2,600	+294	+11.3
Fixed liabilities	2	22	△20	△89.4
【Total liabilities】	2,897	2,623	+274	+10.5
Net assets				
【Total net assets】	8,586	7,312	+1,274	+17.4
Equity ratio	74.6	73.6	+1.0	—

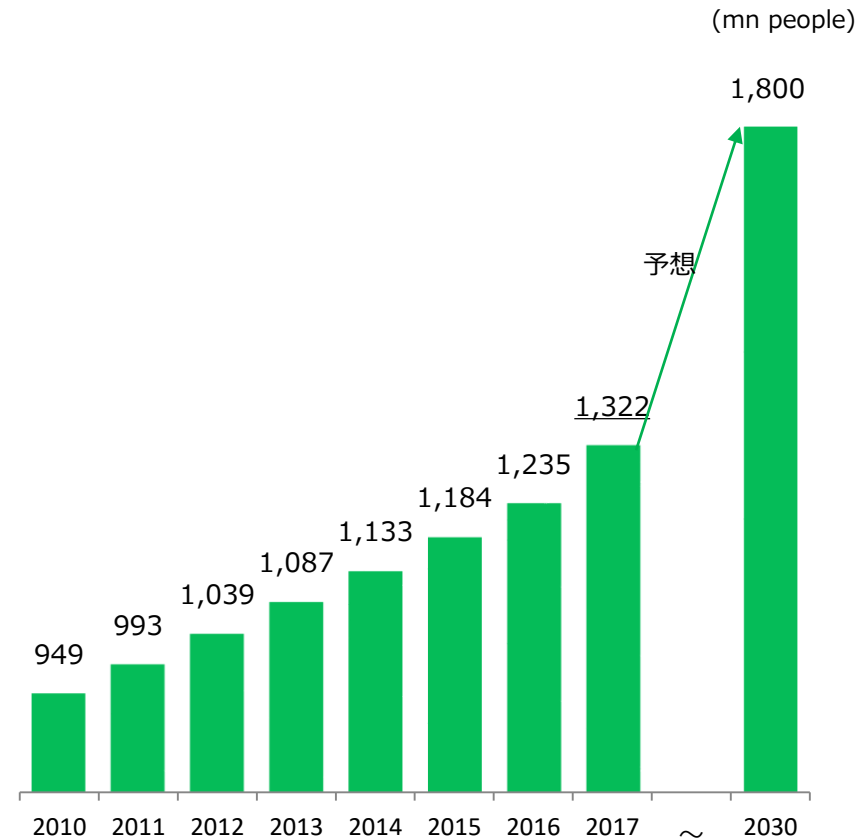
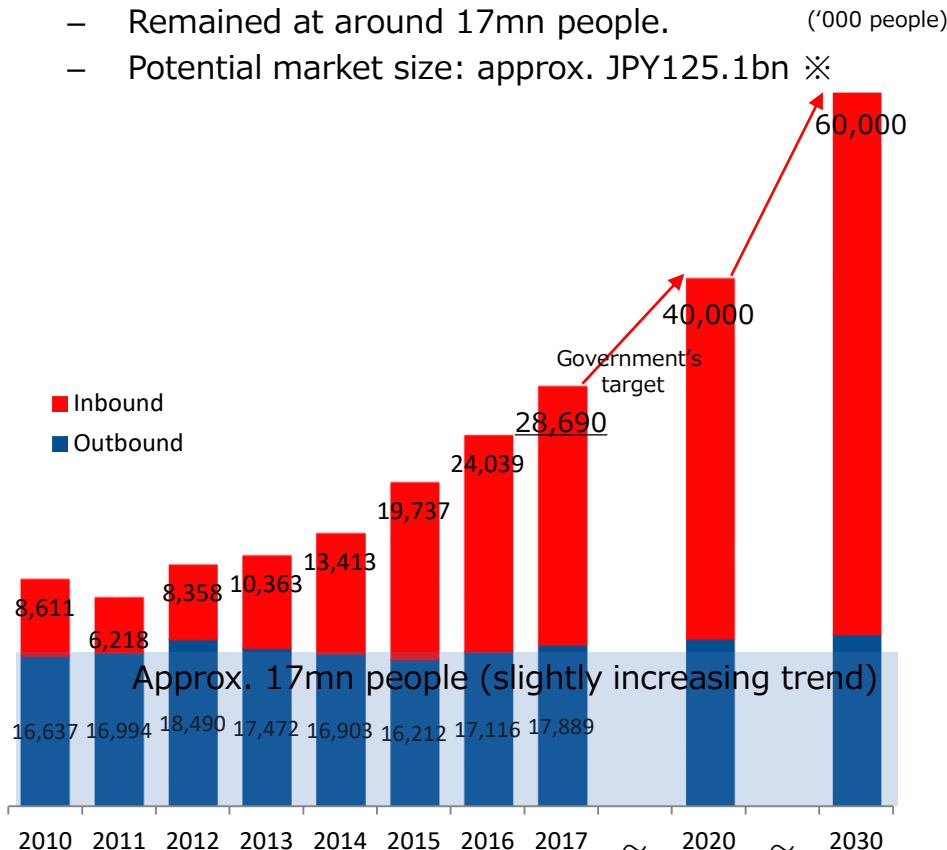
"GLOBAL WiFi" Business Market Size



- Inbound (Overseas travelers to Japan) :
 - Over 28.69mn people for a year.
* FY2017 actual result
 - Potential market size: approx. JPY200.8bn ※
 - Government's target: 40mn people in 2020

- Overseas travelers in the world (Number of international tourist arrivals) :
 - Global travelers from overseas to overseas are the huge market of 1.3bn people scale.
 - Potential market size : approx. JPY9tn and more ※

- Outbound (Japan → Overseas) :
 - Remained at around 17mn people.
 - Potential market size: approx. JPY125.1bn ※

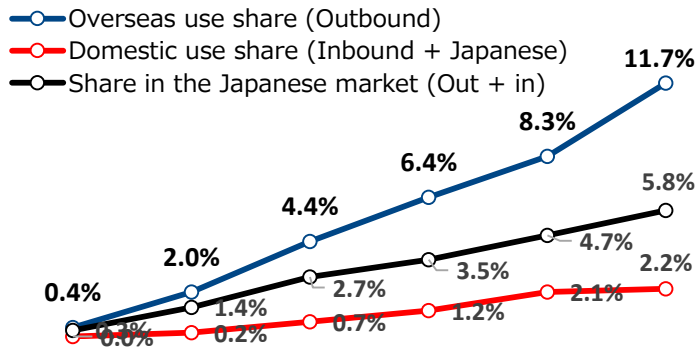


Create from JNTO materials, March 2016 "Advisory Council on Tourism Nation Promotion", Heisei29 edition tourism white paper, and the materials released by UNWTO
 ※Estimate from Average Revenue Per User of our customer

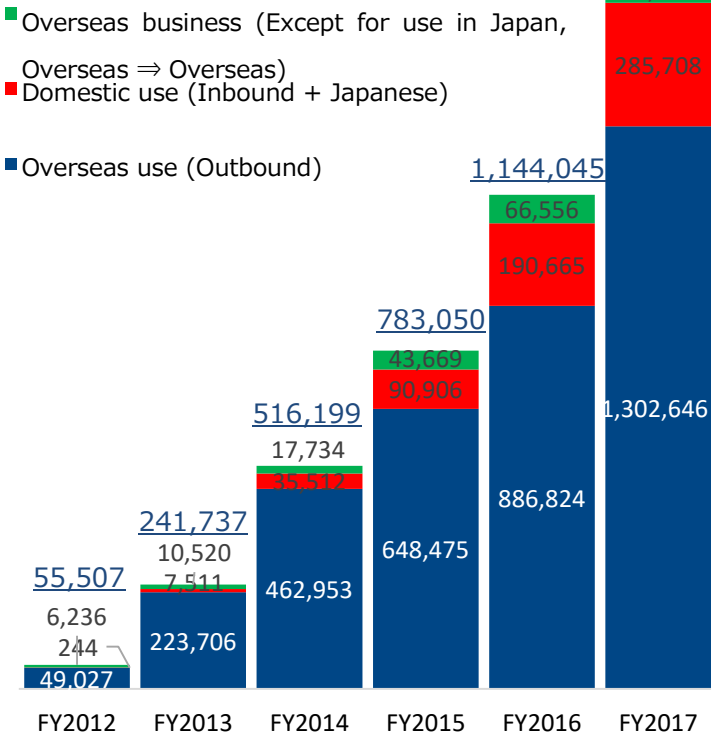
"GLOBAL WiFi" Business Growth Story



"GLOBAL WiFi" penetration ratio (Japan) ※



Rental number ※



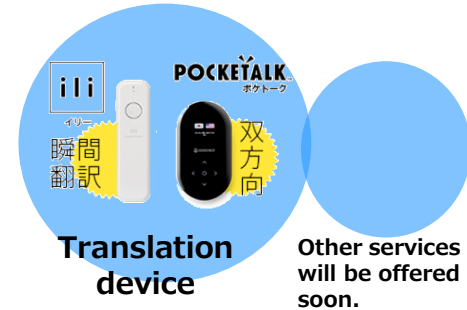
① "Expansion" customer foundation/ Market development

③ "Utilization" customer foundation/ Develop new business

Travel related service platform

Useful information (Media)

Useful services



② "Stability" business foundation/ Improve profitability

Accumulate repeat users

High loyalty customer accumulation CRM ⇒ Suppress promotion expenses, stable revenue
* Repeater ratio ... Over 50% of orders

Capture corporate demand

High ARPU, less seasonality, frequent repeat
* FY2017 cumulative corporate utilization ratio ... Rental number 43.6%, amount 50.9%

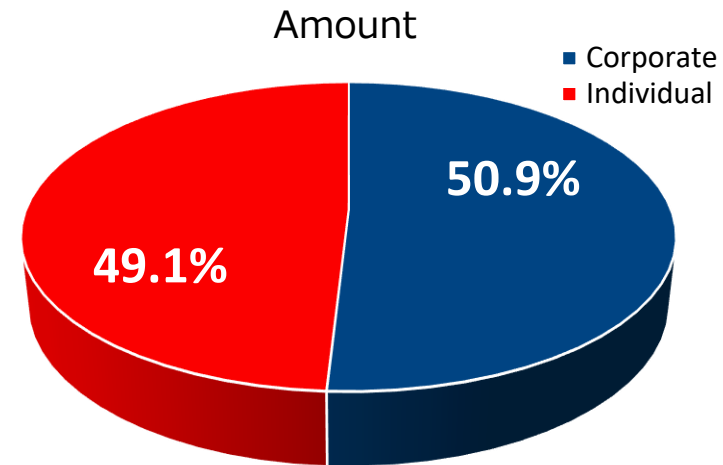
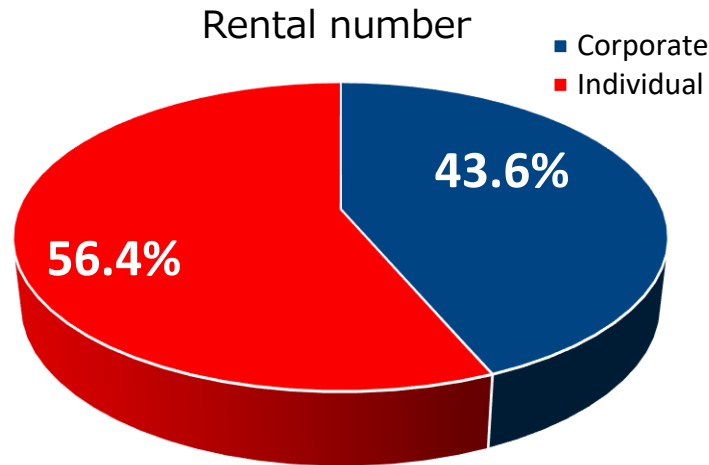
Increase in sales, cost control, productivity improvement

Increase ARPU (up/cross selling), improve cost efficiency/SG&A expenses ratio
<Reference> Segment profit margin
* FY2016 14.5% → FY2017 15.3% (+0.9%)

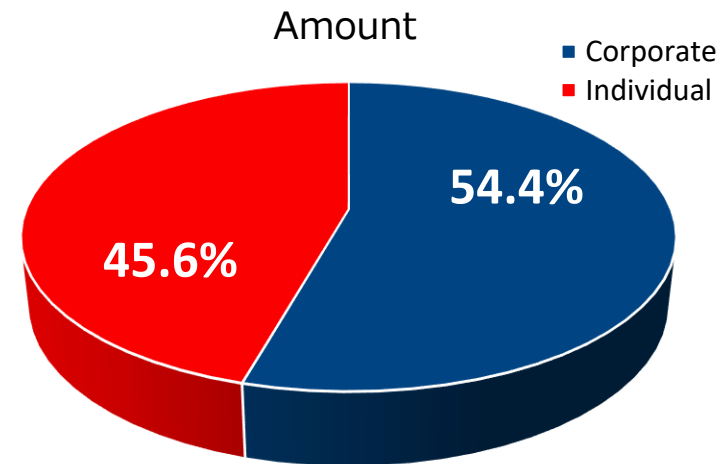
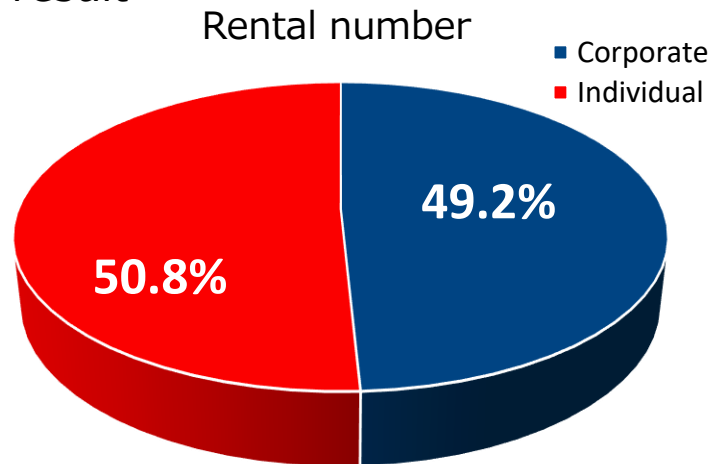
"GLOBAL WiFi" Business Customer Attributes (Corporate · Individual)



FY2017 Cumulative Total
(Jan.-Dec.) Actual result



FY2016 Cumulative Total
(Jan.-Dec.) Actual result



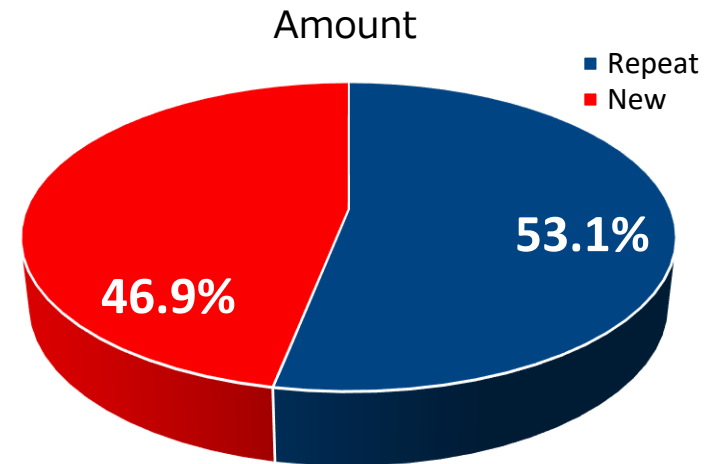
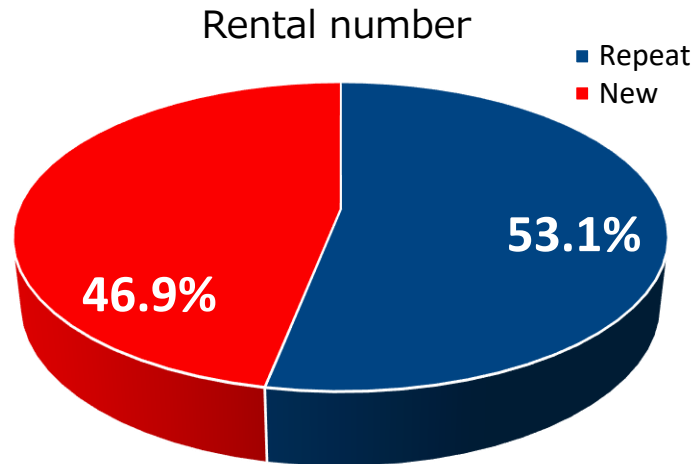
※It is the ratio of overseas use (outbound: Japan ⇒ overseas).

"GLOBAL WiFi" Business Customer Attributes

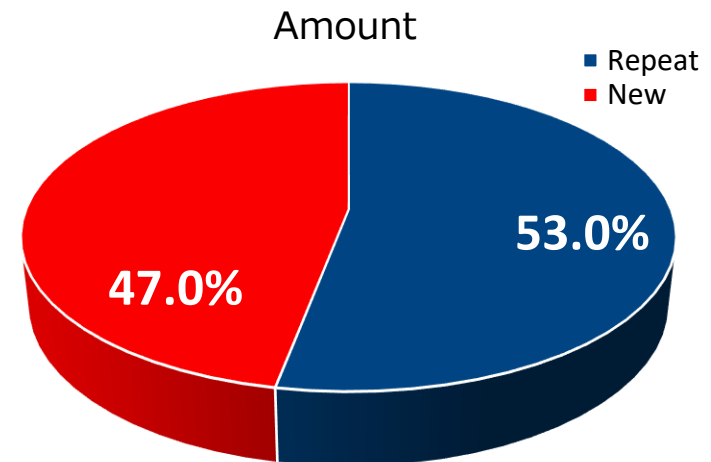
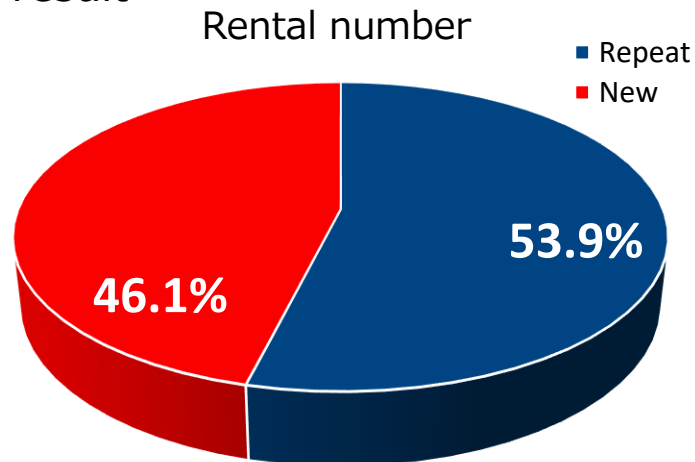
(New · Repeat)



FY2017 Cumulative Total
(Jan.-Dec.) Actual result



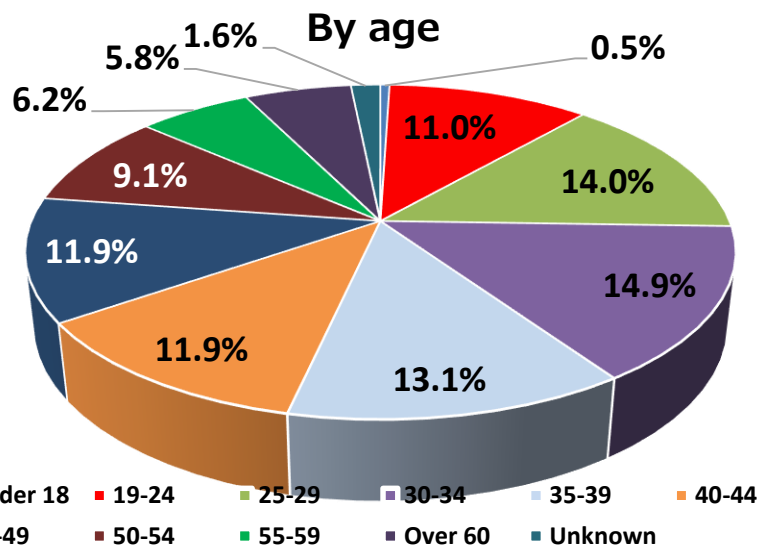
FY2016 Cumulative Total
(Jan.-Dec.) Actual result



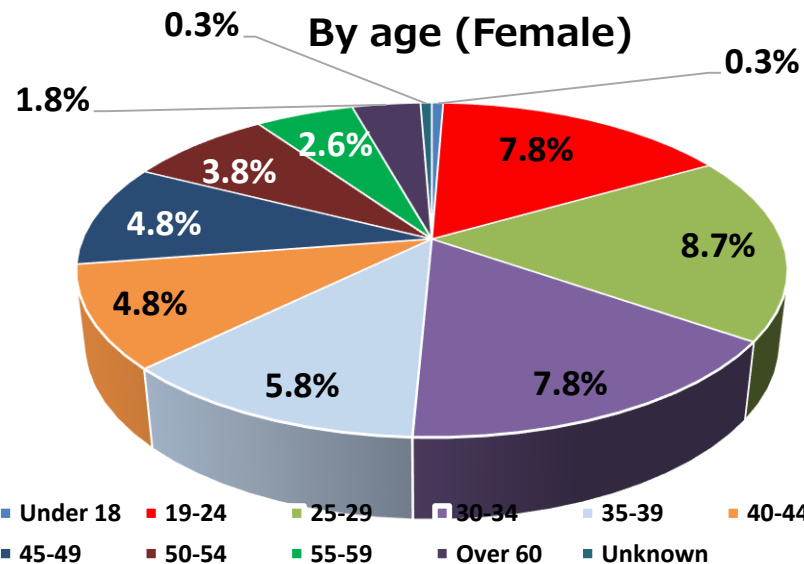
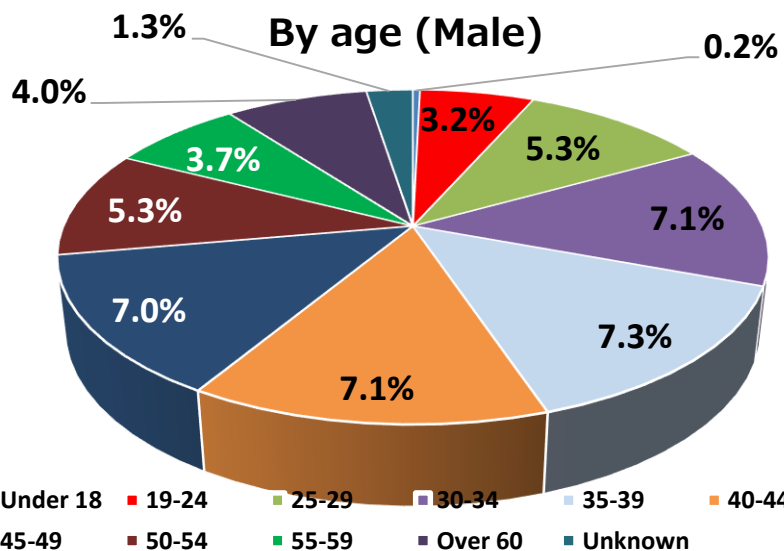
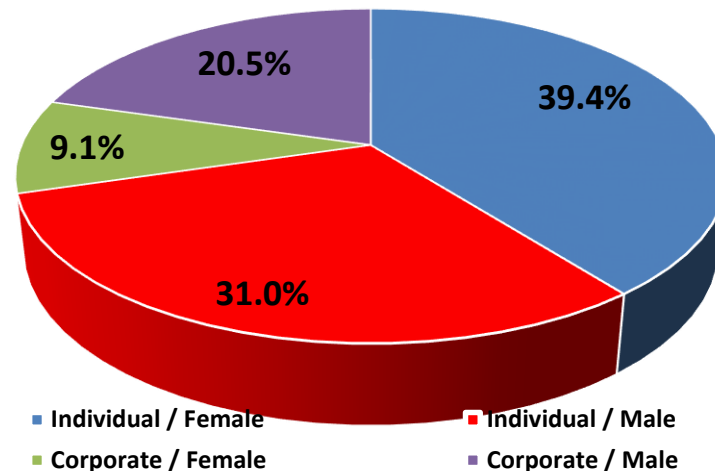
※It is the ratio of overseas use (outbound: Japan ⇒ overseas).

"GLOBAL WiFi" Business Customer Attributes

(By Gender / Age · Past Cumulative Total)



By gender, corporate / individual



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 : 2
- Domestic Operation Bases : 10
- Domestic Airport / Port Counter : 16
- Global Affiliated Companies : 12

2011 Korea, USA (Hawaii), Hong Kong
2012 Singapore, Taiwan, UK
2014 Vietnam, China (Shanghai), France, Italy
2016 USA (California), New Caledonia

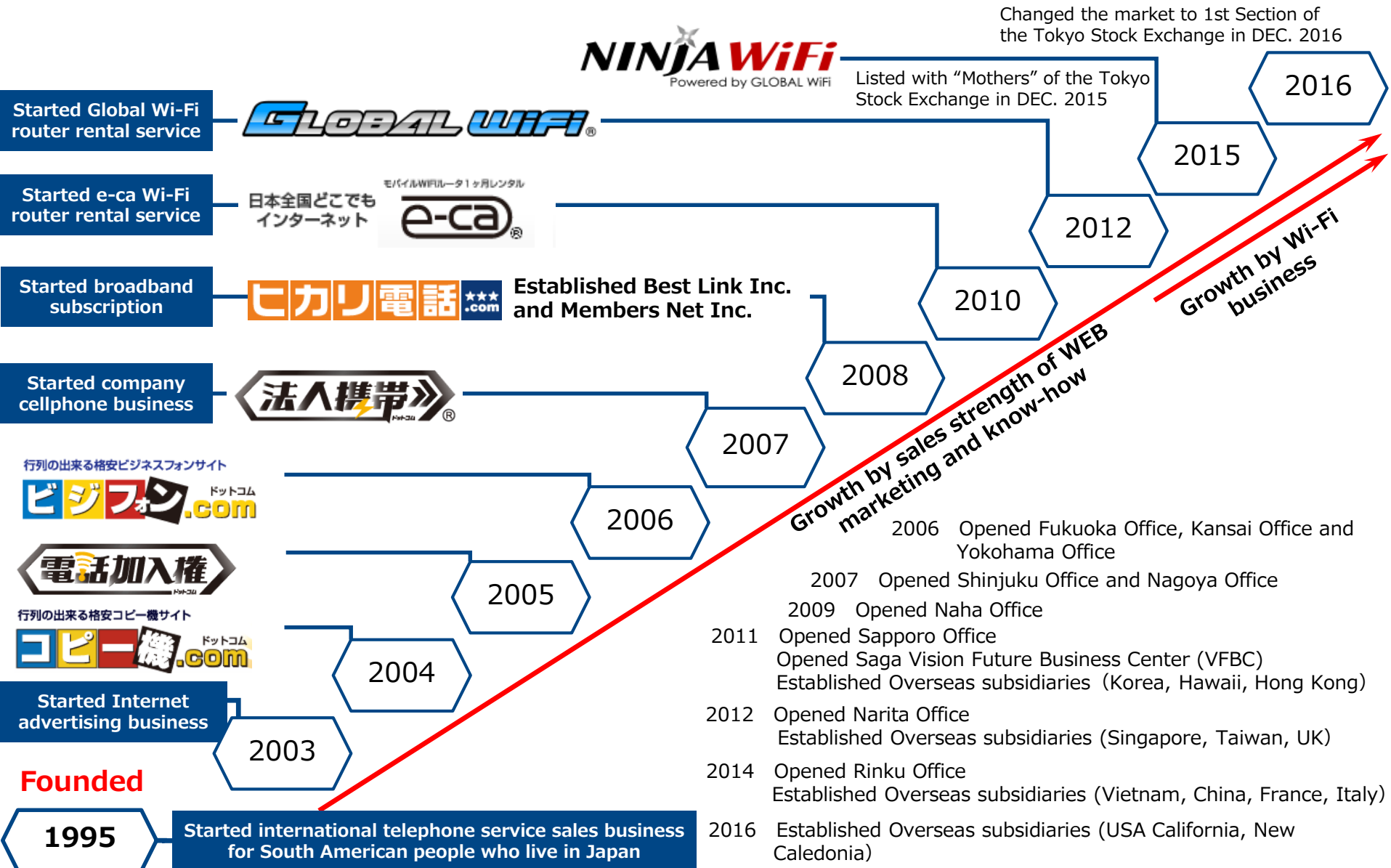
Employees Domestic: 555 Global: 78
(As of December 31, 2017)

Affiliated Companies Domestic: 2 Global: 12
(As of December 31, 2017)

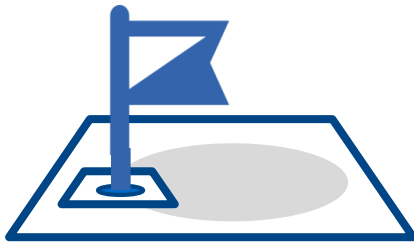
Business GLOBAL WiFi Information and Communications Service



History



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

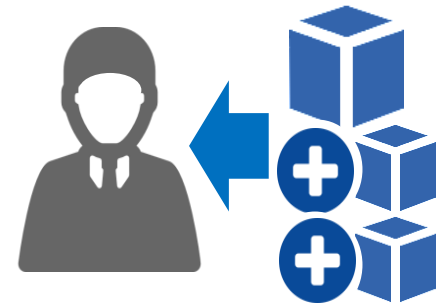
Price & Quality leadership strategy



- **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



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 does not undertake any obligation to update and modification of the “forward-looking statements” included in this announcement.

Vision Inc.

- Contact : ir@vision-net.co.jp