

1st Quarter FY2018 Financial Results

May 10, 2018
Vision Inc.

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

- 1Q FY2018 Overview of Financial Results
- FY2018 Outlook of Financial Results
- Progress made in FY2018
- Growth Strategy
- APPENDIX
 - Group Structure
 - Performance Data
 - “GLOBAL WiFi” Business Market Size
 - “GLOBAL WiFi” Business Customer Attributes
(Corporate • Individual) / (New • Repeat) / (By Gender / Age • Past Cumulative Total)
 - Information and Communications Service Business Market Size
 - Overview of Stock Options with Charge Issuance
- Business Summary

1Q FY2018 Overview of Financial Results

1Q FY2018 Overview of Financial Results (Cons.)

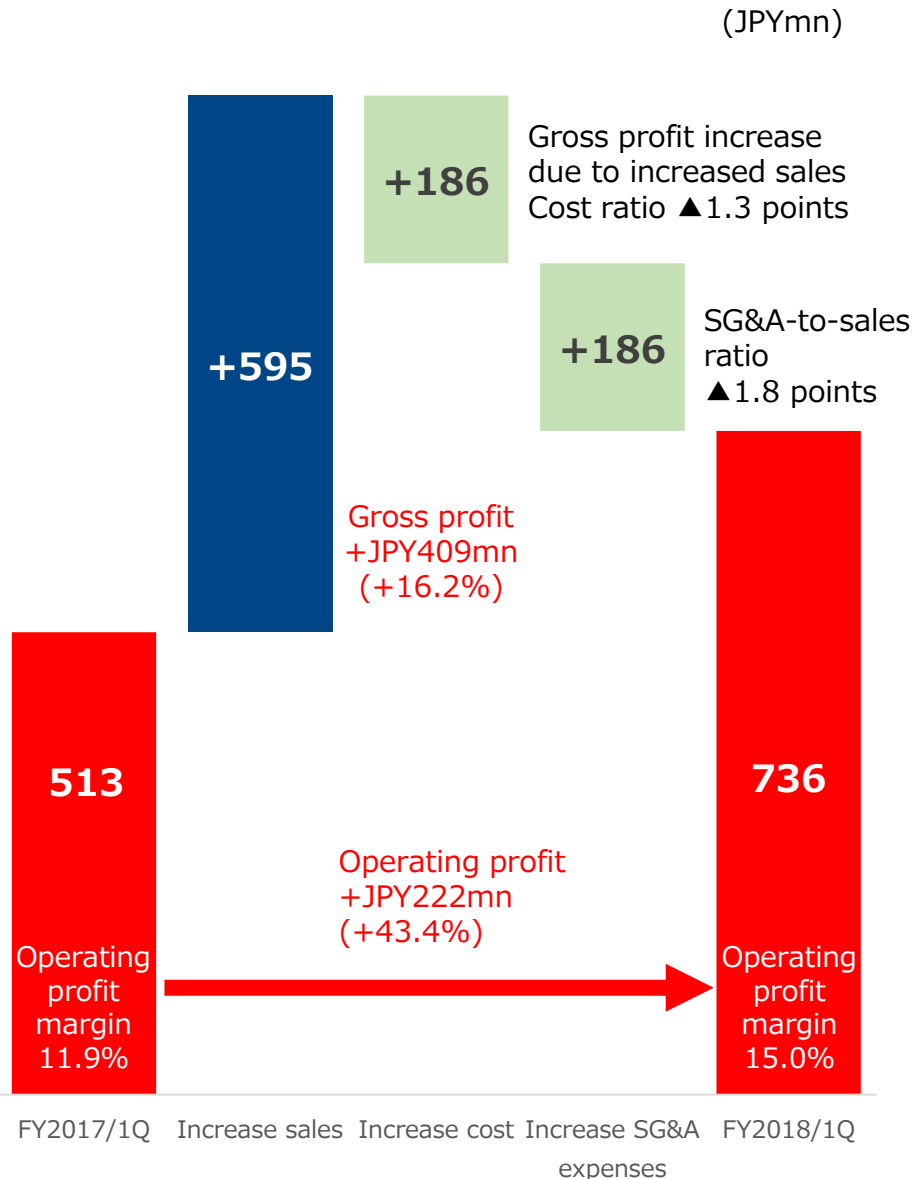


Updated record highs **for both sales and each profit.**

(JPYmn, %)

Account title	FY2018/1Q Actual result		Increase or decrease	
	Amount	Composition ratio	Amount	Increase or decrease ratio
Sales	4,922	100.0	+595	+13.8
FY2017/1Q Actual result	4,326	100.0	+838	+24.1
Gross profit	2,930	59.5	+409	+16.2
FY2017/1Q Actual result	2,521	58.3	+519	+25.9
Operating profit	736	15.0	+222	+43.4
FY2017/1Q Actual result	513	11.9	+200	+64.0
Recurring profit	745	15.1	+241	+47.8
FY2017/1Q Actual result	504	11.7	+179	+55.1
Net income attributable to parent company shareholders	514	10.4	+172	+50.4
FY2017/1Q Actual result	341	7.9	+129	+61.0

Operating Profit Increase Factor



Operating profit margin 15.0%
(+3.1% points YoY)

- Sales are strong.
- “GLOBAL WiFi” Business :
The effects of cost reduction measures and productivity improvement measures continue to contribute to performance.
 - Reduce data-line procurement cost
 - Utilize CLOUD WiFi
 - Improve data usage efficiency
 - Reduce shipping process
 - Restrain labor costs rise
 - Utilize AI for inquiries
 - Add automatic pick-up locker “Smart Pick-up” etc.
- Information and Communications Service Business :
Improve profitability due to making more profitable services main and up/cross selling strategy.

Segment Actual Result



(JPNmn, %)

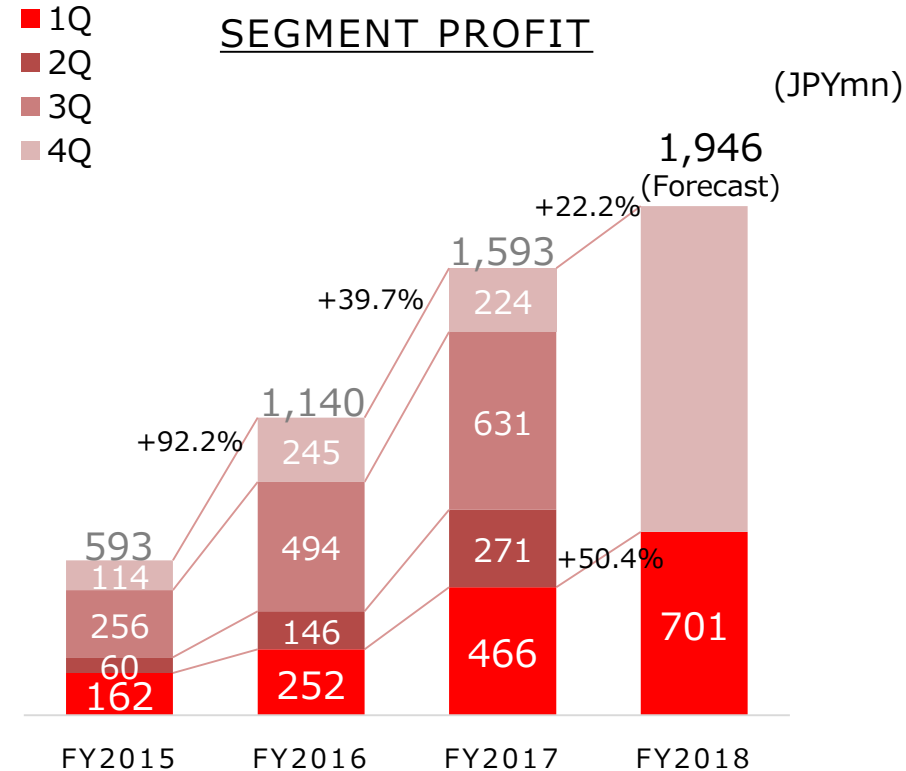
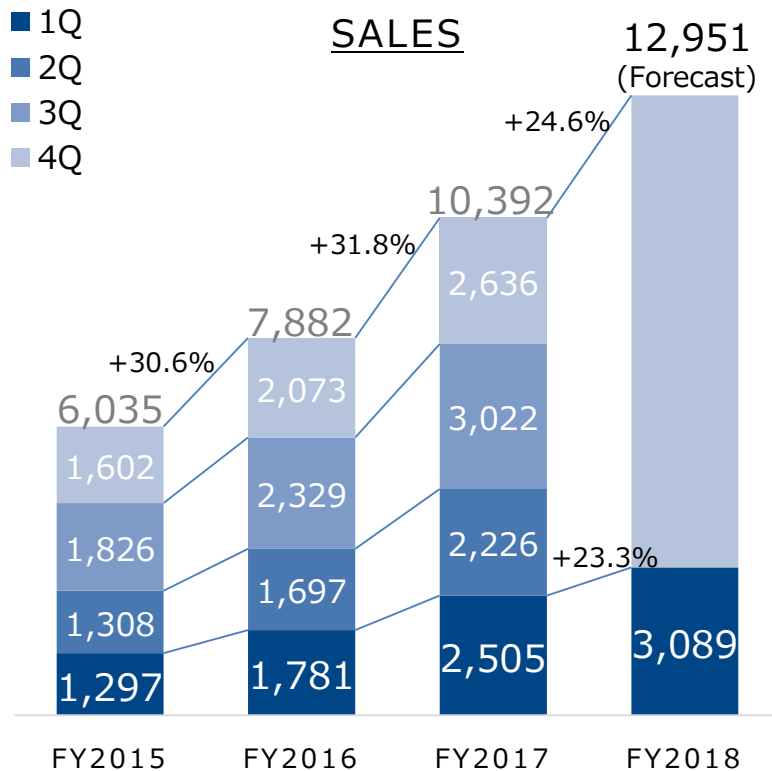
		FY2018/1Q Actual result	FY2017/1Q Actual result	Increase or decrease	
		Amount	Amount	Amount	Increase or decrease ratio
Sales	"GLOBAL WiFi"	3,089	2,505	+583	+23.3
	Information and Communications Service	1,818	1,810	+8	+0.4
	Subtotal	4,907	4,316	+591	+13.7
	Others	14	10	+4	+42.5
	Adjustment amount	—	—	—	—
	Total (Cons.)	4,922	4,326	+595	+13.8
Segment profit	"GLOBAL WiFi"	701	466	+235	+50.4
	Profit margin	22.7	18.6	+4.1	—
	Information and Communications Service	296	282	+14	+5.0
	Profit margin	16.3	15.6	+0.7	—
	Subtotal	997	748	+249	+33.3
	Others	△28	△23	△4	△20.5
Adjustment amount	△232	△211	△21	△10.1	
Total (Cons.)	736	513	+222	+43.4	

“GLOBAL WiFi” Business Transition of Performance



Busy season. Capture student trip (graduation trip) and foreign travelers visiting Japan to see cherry blossoms.

- The rental number for both new and repeat use increases steadily.
- Improve profitability by continuously improving cost efficiency and operation cost measures.
 - Utilize CLOUD WiFi (increase shipment ratio), reduce data-line usage purchase unit price by volume discount.
 - Measures for inquiries utilizing AI (call center cost control), automation of operation, simplification, labor saving.



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

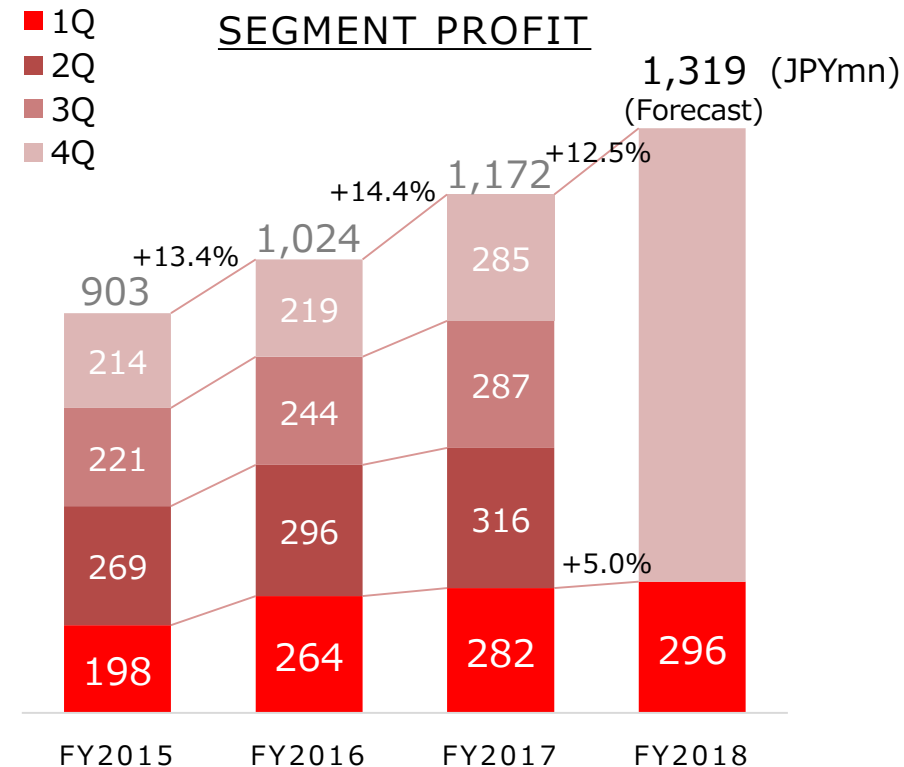
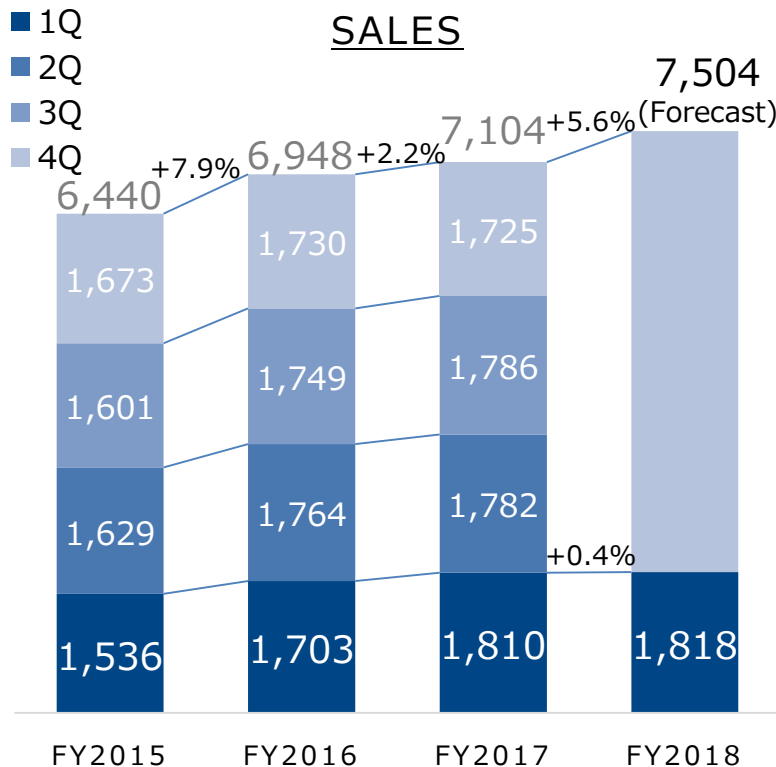
Information and Communications Service Business

Transition of Performance



Achieve to increase sales and profits while improving productivity. Secure stable profit.

- Continue to perform well due to acquiring our main targets (newly established companies, venture companies).
- Accumulate continuous dealings by CRM.
 - Improve profitability by up/cross-sell strategy.
 - Electric power service “Haruene Denki” subscription agency (cross selling) is strong.



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

Consolidated Balance Sheet



(JPYmn, %)

	FY2018/1Q	FY2017	Compared to the previous consolidated fiscal year end	
	Amount	Amount	Increase or decrease	Increase or decrease ratio
Assets				
Current assets	9,072	8,995	+76	+0.9
Cash and deposit	6,250	6,256	△6	△0.1
Fixed assets	2,825	2,488	+336	+13.5
Tangible fixed assets	1,083	859	+224	+26.2
Intangible fixed assets	639	590	+48	+8.2
Investments and other assets	1,101	1,038	+63	+6.1
【Total assets】	11,897	11,483	+413	+3.6
Liabilities				
Current liabilities	2,924	2,895	+29	+1.0
Fixed liabilities	1	2	△0	△35.7
【Total liabilities】	2,925	2,897	+28	+1.0
Net assets				
【Total net assets】	8,971	8,586	+385	+4.5
Equity ratio	75.2	74.6	+0.6	—

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

Outlook for the Full Year (Quarterly Transition)



(JPYmn, %)

		1 Q	2 Q	3 Q	4 Q	FY
FY2015	Sales	2,836	2,940	3,429	3,277	12,485
	Composition ratio (vs. FY)	22.7	23.6	27.5	26.3	—
	Operating profit	202	169	304	128	804
	Composition ratio (vs. FY)	25.1	21.1	37.8	16.0	—
	Operating profit margin	7.1	5.8	8.9	3.9	6.4%
FY2016	Sales	3,487	3,465	4,083	3,807	14,843
	Composition ratio (vs. FY)	23.5	23.3	27.5	25.7	—
	Operating profit	313	245	517	214	1,290
	Composition ratio (vs. FY)	24.3	19.0	40.1	16.6	—
	Operating profit margin	9.0%	7.1	12.7	5.6	8.7%
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 1Q... Actual result 2Q-4Q... Forecast	Sales	4,922	4,839	10,837		20,599
	Composition ratio (vs. FY)	23.9	23.5	52.6		—
	Operating profit	736	253	1,263		2,252
	Composition ratio (vs. FY)	32.7	11.2	56.1		—
	Operating profit margin	15.0	5.2	11.7		10.9

(Attention) Regarding the quarterly results in FY2015, year-on-year ratio is for reference, because we do not prepare for the quarterly financial statements. The figures for FY2018/2Q are figures minus 1Q actual results from the first half forecast.

Segment Forecast



- “GLOBAL WiFi” Business : Sales **+24.6%**, and Segment profit **+22.2%**.
- Information and Communications Service Business : Sales **+5.6%**, and Segment profit **+12.5%**.

(JPNmn, %)

		FY2018	FY2017	Increase or decrease	
		Forecast	Actual result	Amount	Increase or decrease ratio
		Amount	Amount	Amount	
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	+18.1
	Others	△11	△102	+91	+89.1
	Adjustment amount	△1,002	△874	△127	△14.6
	Total (Cons.)	2,252	1,788	+463	+25.9

Progress made in FY2018

- Promote efforts to realize this year's slogan "Challenge to evolution ~ Chapter 2~".
 - 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
 - Build a system for handling online orders just before departure
 - Acquire customers on departure day that we have missed so far = Net increase
 - Promote corporate users introducing "Global WiFi for Biz"
 - Solutions for travel agencies and related operators
 - Integrate into travel products by utilizing CLOUD WiFi (offer wholesale + media functions)
 - Services for foreign travelers visiting Japan are strong
- Information and Communications Service Business
 - Expand inflow channels, "BIMAKE" website (Vision Business Market) etc.



Utilization (Utilize customer foundation)

- Travel Related Service Platform
 - Increase sales in media for foreign travelers visiting Japan
 - Evaluated the features (direct delivery, attribute-based measures etc.), increase companies that advertisement is issued, and continued customers
 - Pick-up reservation and service (scheduled for this autumn)
- Information and Communications Service Business
 - Launch high-demand services
 - Expand electric power service "Haruene Denki" subscription agency
 - Launch of in-house developed services is good (workflow system, SFA etc.)

Stability (Improve profitability)

- "GLOBAL WiFi" Business
 - Measures to improve sales efficiency
 - Priority efforts on stable base ... Repeat users, corporate users
 - Reduce cost / SG&A expenses
 - CLOUD WiFi introduction ratio ... Approx. 67% of total shipment = Improve data-line usage efficiency, and shipping operation efficiency

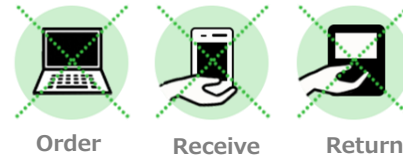
- Whole Company
 - By introducing RPA, promote routine work labor saving etc.

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. 67% of shipping Wi-Fi routers (As of December 2017 : approx. 50%).
- Develop “GLOBAL WiFi for Biz” for corporate customers.

グローバルWiFi for Biz

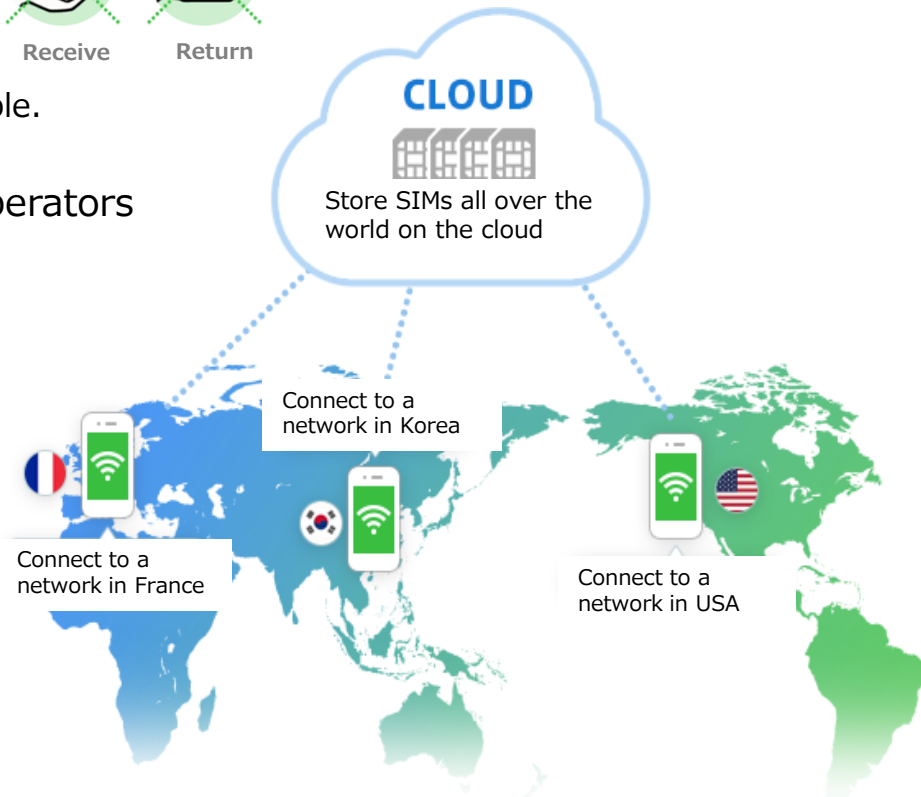
- Keep it at the customer's place ⇒



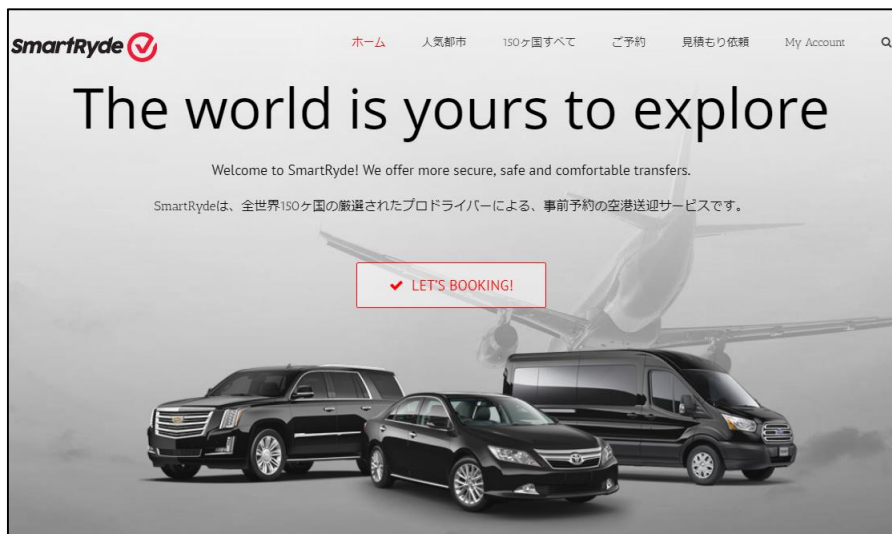
- Domestic (Japan) internet connection available.
- Plan to offer for individuals as well.

- Solutions for travel agencies and related operators integrated into travel products.

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.



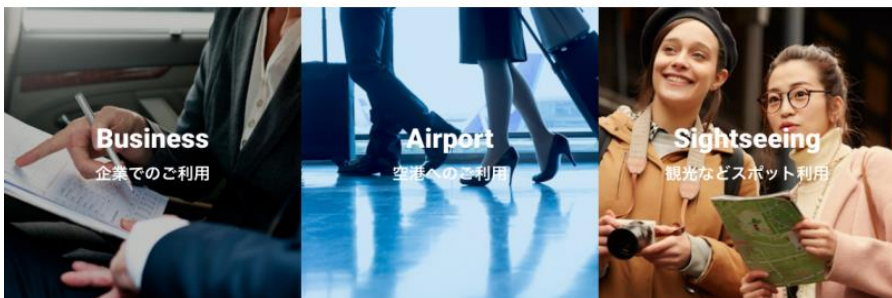
Pick-up Reservation and Service (Travel Related Service Platform Expansion)



ProDriversの特徴

海外からのゲストやエグゼクティブの空港送迎、
企業訪問などのあらゆるビジネスシーンでご利用
いただける送迎予約および送迎サービスです。
ワンランク上の快適な空間でProDriversがビジネス
サポートいたします。

ProDriversの送迎予約および送迎サービスについて



Utilization (Utilize customer foundation)

- By utilizing the customer foundation of “GLOBAL WiFi” Business (overseas travelers including foreign travelers visiting Japan), a part of the concept of “Travel Related Service Platform” that offers useful information and services to solve problems during overseas travel.
- Target customers of Information and Communications Service Business and new customers, too.
- Domestic :
 - Developed by our group company.
 - Start from Tokyo.
 - Plan to develop in major cities including partner development.
- Overseas :
 - Utilize “SmartRyde” by DLGB Inc., a capital and business alliance partner.
- Scheduled to start this autumn.

Automatic delivery locker



SmartPickup

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



SmartEntry

Immediate customer identification counter (QR code reception counter)



Reception



Standby



SmartCheck

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 travelers visiting Japan.

Online Order System just before Departure (Smart Strategy × CLOUD WiFi × Database)



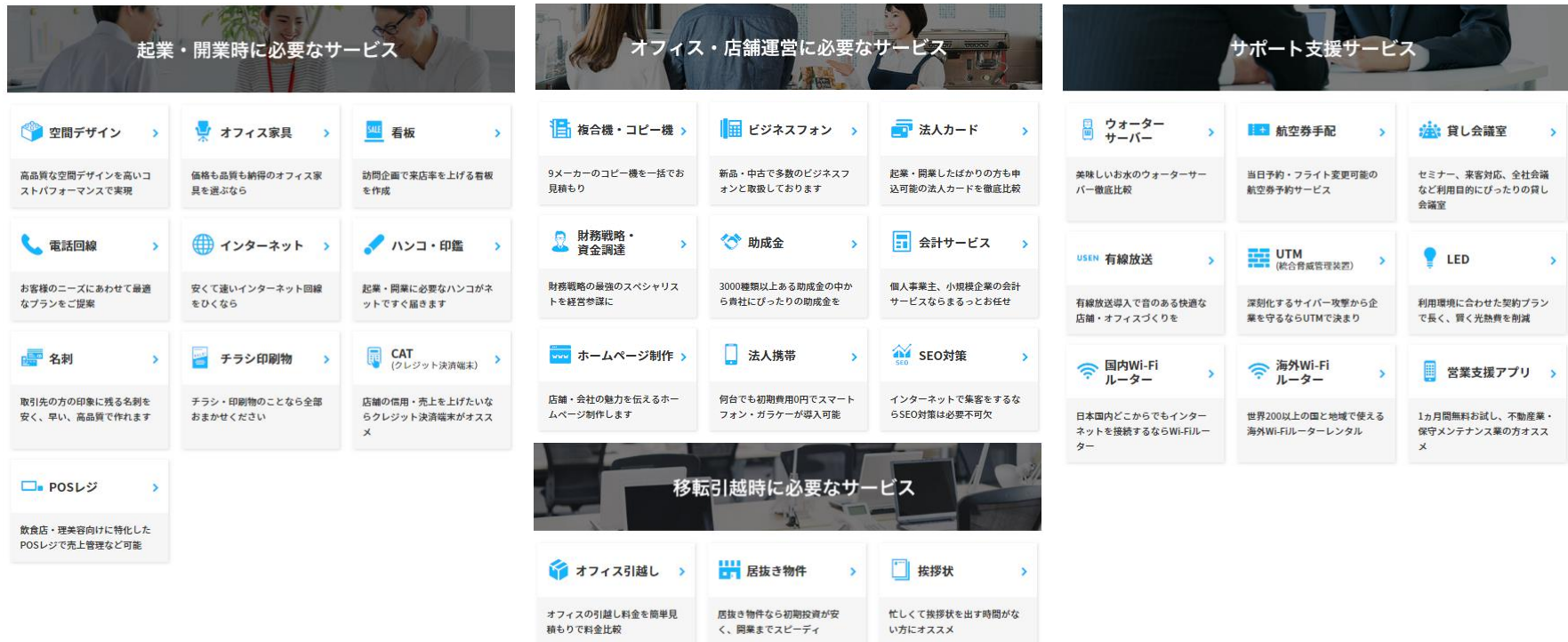
Acquire customers on departure day that we have missed so far
⇒ **Increase number of users**
※ **Respond to WEB application in front of the airport counter instantly in collaboration with the database.**

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 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.



The screenshot displays the Vision Business Market website interface, organized into several service categories:

- 起業・開業時に必要なサービス (Services needed at startup/launch):**
 - 空間デザイン (Space Design): High-quality space design for cost performance.
 - オフィス家具 (Office Furniture): Quality furniture at a reasonable price.
 - 看板 (Signage): Signage to increase store rates.
 - 複合機・コピー機 (Multi-function Copiers): 9 brands of copiers available.
 - ビジネスフォン (Business Phone): New and used business phones for sale.
 - 法人カード (Corporate Card): Corporate cards for startups and SMEs.
- オフィス・店舗運営に必要なサービス (Services needed for office/store operation):**
 - 財務戦略・資金調達 (Financial Strategy/Fundraising): Financial strategy specialists for SMEs.
 - 助成金 (Subsidies): Information on 3,000+ subsidies.
 - 会計サービス (Accounting Services): Accounting services for individuals and SMEs.
 - ホームぺージ制作 (Homepage Creation): Homepages to promote businesses.
 - 法人携帯 (Corporate Mobile): Mobile phones for business use.
 - SEO対策 (SEO Strategy): SEO services for internet-based businesses.
- サポート支援サービス (Support/Support Services):**
 - ウォーターサーバー (Water Server): Water server rental services.
 - 航空券手配 (Flight Ticket Booking): Flight booking services.
 - 貸し会議室 (Rental Meeting Room): Meeting room rental services.
 - 有線放送 (Cable TV): Cable TV services for stores/offices.
 - UTM (統合脅威管理装置) (UTM - Unified Threat Management Device): UTM services for security.
 - LED (LED): LED lighting services.
 - 国内Wi-Fiルーター (Domestic Wi-Fi Router): Wi-Fi router services.
 - 海外Wi-Fiルーター (Overseas Wi-Fi Router): Overseas Wi-Fi router services.
 - 営業支援アプリ (Sales Support App): Sales support app services.
- 移転引越時に必要なサービス (Services needed at relocation/moving):**
 - オフィス引越 (Office Relocation): Office relocation services.
 - 居抜き物件 (Ready-to-move properties): Ready-to-move properties for sale.
 - 挨拶状 (Letter of Introduction): Letter of introduction services.
- その他 (Others):**
 - 名刺 (Business Cards): Business card printing services.
 - チラシ印刷物 (Flyer Printing): Flyer printing services.
 - CAT (クレジット決済端末) (CAT - Credit Card Payment Terminal): Credit card payment terminal services.
 - POSレジ (POS Register): POS register services.

Growth Strategy

Steadily promote the growth strategies.

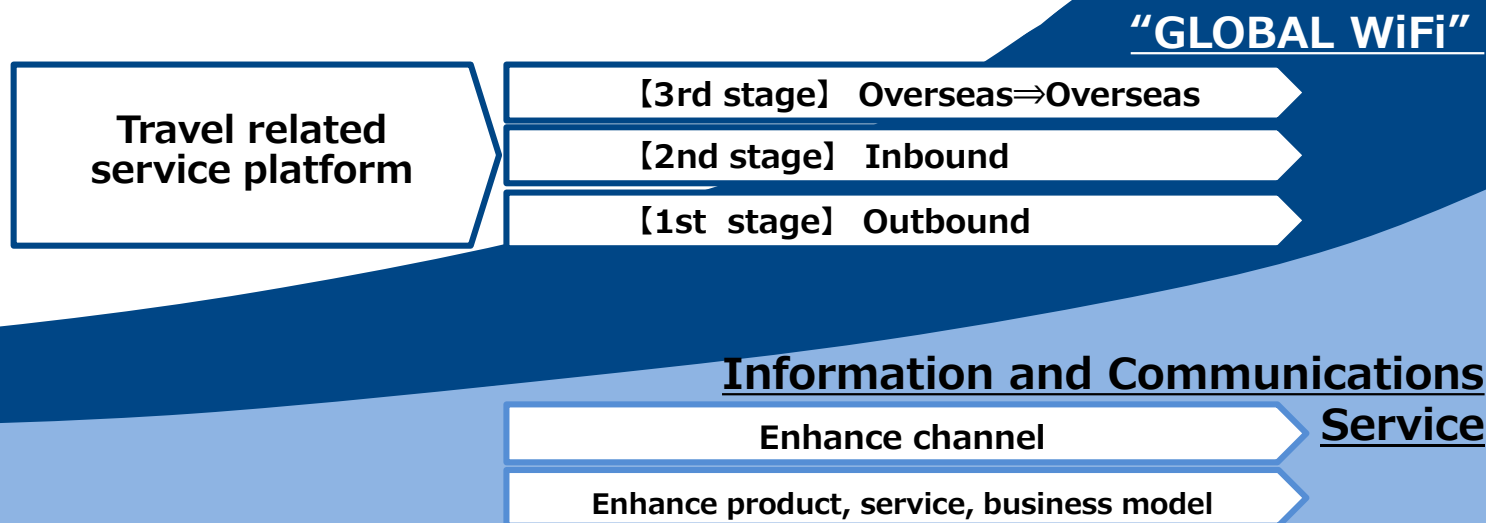
- “GLOBAL WiFi” Business

Customer Foundation

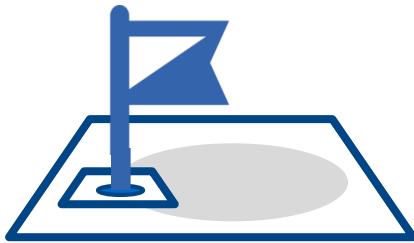
- Expansion (Market development = Growth at each stage, global expansion)
- Stability (Improve profitability)
- Utilization (Business development = Travel related service platform)

- Information and Communications Service Business

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



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

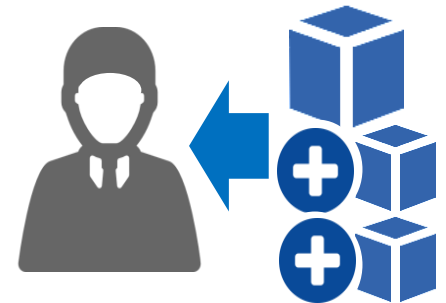
Price & Quality leadership strategy



- **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

"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 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

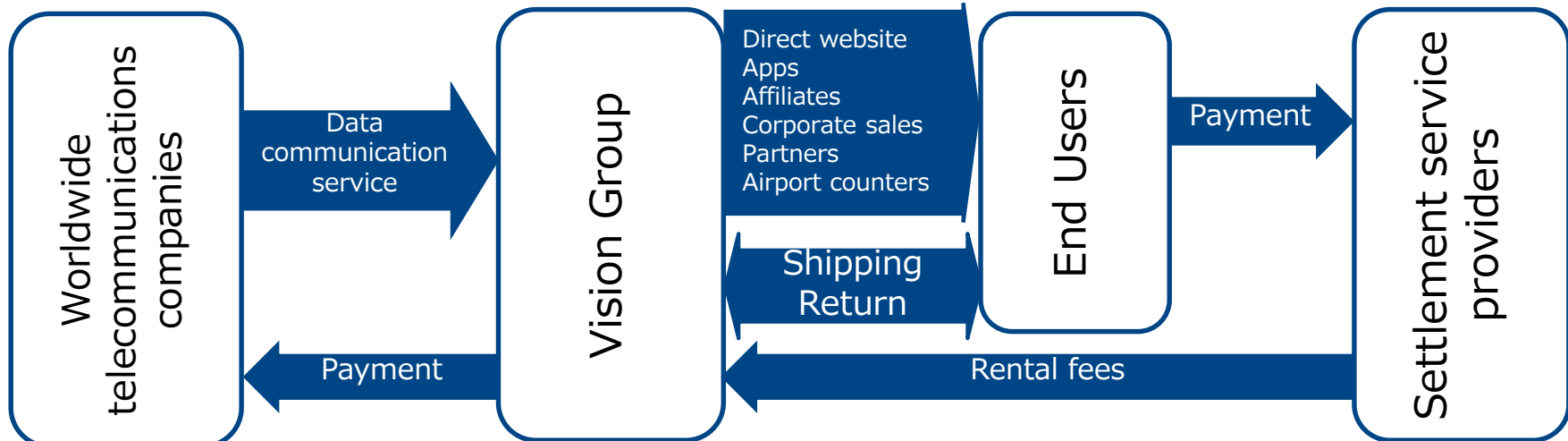
Uptake ability of corporate needs

Customer

Number of users is the industry's largest class





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



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.

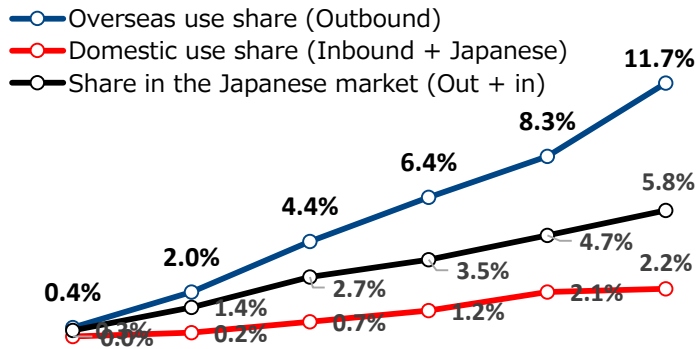
* Created by our research and standard

How to Connect	Price	Area	Speed	Management	Security
  <small>Powered by GLOBAL WiFi</small>	○	○	○	○	○
	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).				

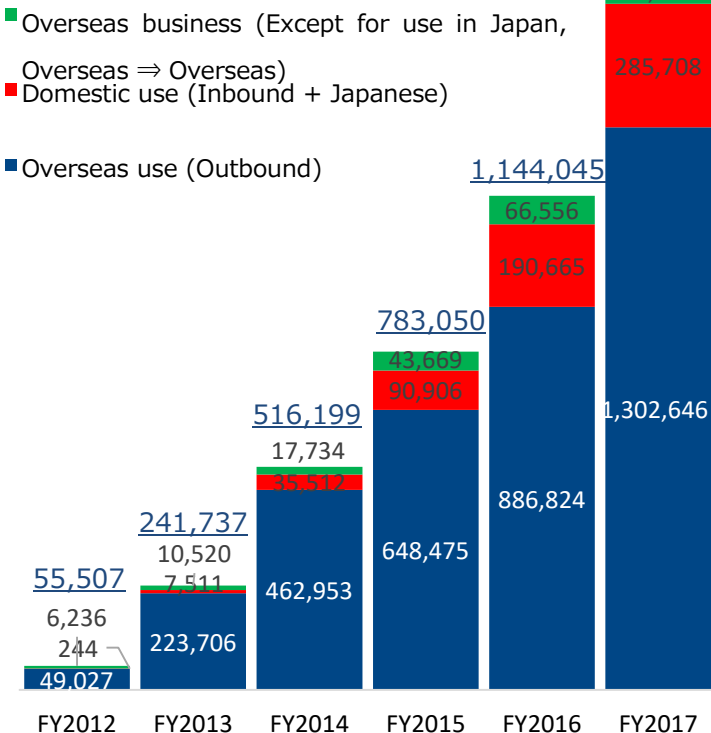
"GLOBAL WiFi" Business Growth Story



"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 ... 52% of orders

Capture corporate demand

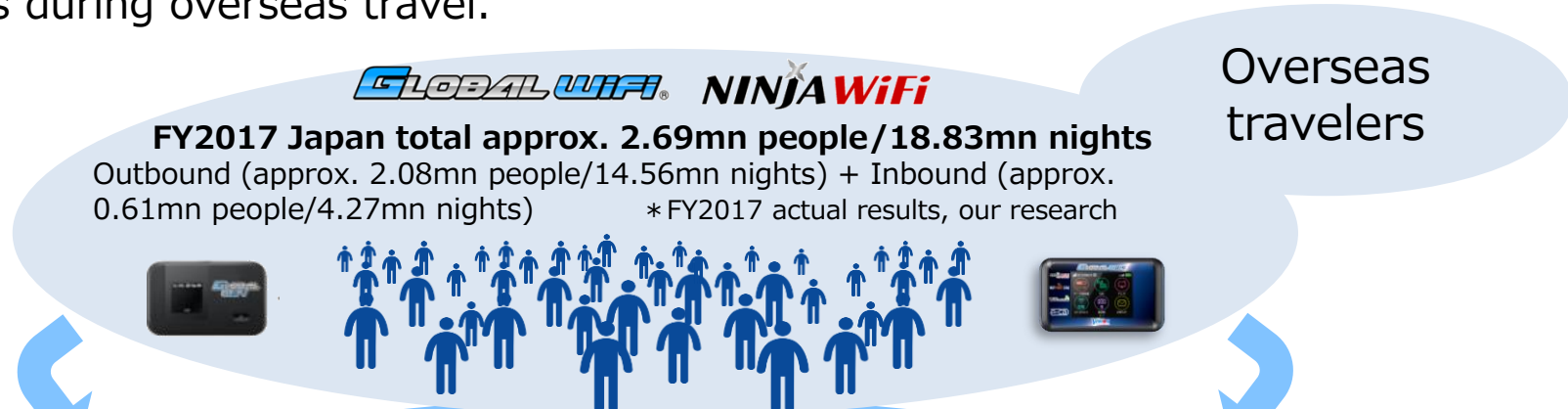
High ARPU, less seasonality, frequent repeat
* FY2018/1Q corporate utilization ratio ... Rental number 37.3%, amount 46.1%

Increase in sales, cost control, productivity improvement

Increase ARPU (up/cross selling), improve cost efficiency/SG&A expenses ratio
<Reference> Segment profit margin
* FY2017/1Q 18.6% → FY2018/1Q 22.7% (+4.1 points)

Travel Related Service Platform

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



Advertising revenue improvement

ARPU improvement

Useful information (Media)

Useful services

Guidebook (SHINOBI), Promotional materials (FRP), Video (DOGA.TV), Facility · Counter (歌舞伎城 KABUKI-JO), SNS (WeChat, 忍者Online), Email

Rental service of wearable translation device etc. (Pocketalk advertisement)

- Insurance
- Coupons
- Shop & Duty-free shop
- Hotel & Minpaku
- Tours
- Rental cars limousine
- Tourist attractions
- Gourmet
- Golf courses

Payment platform

Guide customers to allied partners

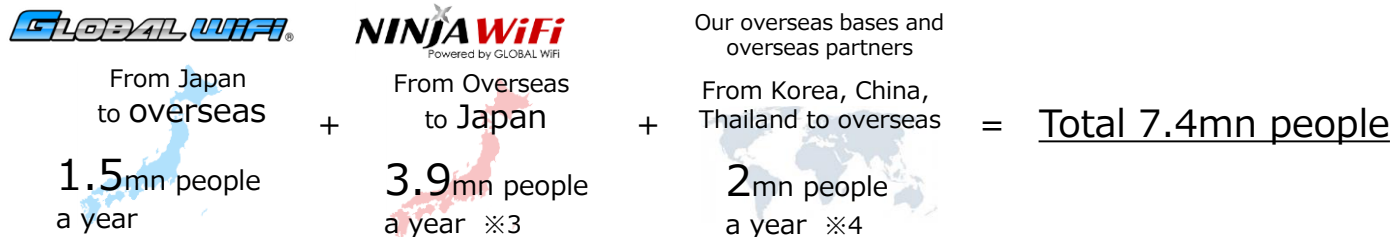
《Reference》
 FY2016 actual results:
 approx. 1.92mn people/13.44mn nights
 • Outbound... approx. 1.42mn people /9.94mn nights
 • Inbound... approx. 0.5mn people /3.5mn nights

- 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
 Copyright(C) 2018 VISION INC. All Rights Reserved.

Travel Related Service Platform (Media)

- Airport counter

GLOBAL WiFi

+

NINJA WiFi
Powered by GLOBAL WiFi

Overseas partners



UROAMEDIA



WIDE MOBILE



Domestic airport counters

15



Overseas airport counters

45

• Inbound advertising media



Web media Video

DOGA.TV






- SNS video posting/ uploading

Deliver directly at airport Guidebook

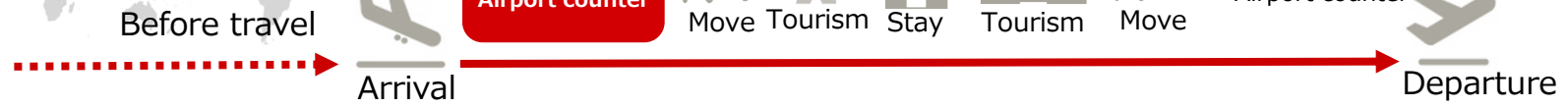
SHINOBI Vol.4

- 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

歌舞伎城
KABUKI-JO

- Shinjuku Kabuki-cho area
- Activity, event

Email Email

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

Deliver directly at airport Promotional materials

BUY 1 GET 1 FREE

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

Deliver directly at airport Sampling


NEW YORK

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

- Outbound advertising media

Deliver directly at airport


Sampling



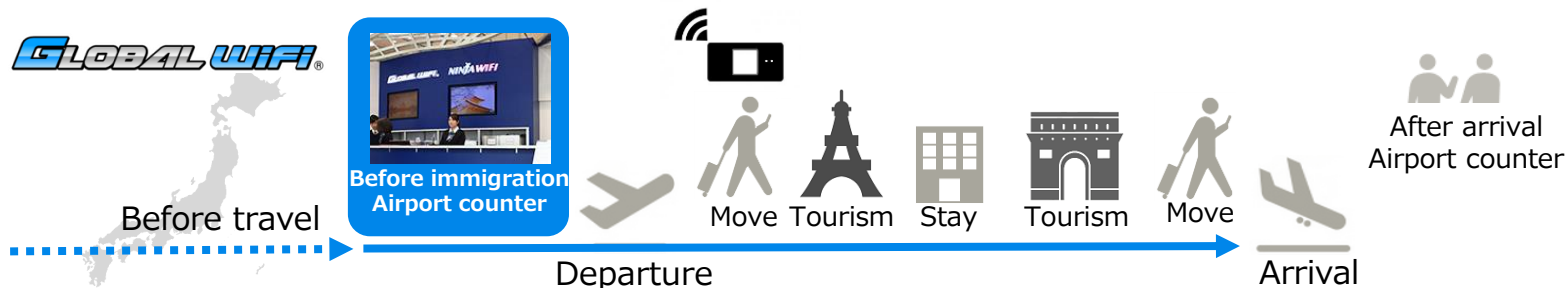
- Correspond to each airport
- Also correspond to each attribute
- Able to choose the timing

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

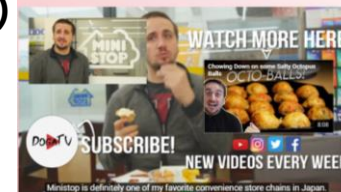


Deliver (directly)

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.

Aggregate data

- Analysis



Use coupon



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.



ili
イリー

このような方には
ili (イリー) がオススメ

- ・ はじめての海外渡航で言葉が不安
- ・ 今まで片言の言葉で意思を伝えていた
- ・ 翻訳アプリを使うのは面倒だと感じていた
- ・ 操作がより簡単なほうがいい

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



POCKETALK
ポケットーク

このような方には**POCKETALK**
(ポケットーク) がオススメ

- ・ 現地の方と積極的に交流を求められている方
- ・ 渡航先の言語をあまり話せない方
- ・ お仕事で行かれる方

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



Startup Companies

Have new dealings with one company in six to seven companies that are newly established within the year

- National corporate registration number ... 118,811 (2017)

Source : Ministry of Justice

WEB Strategy

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

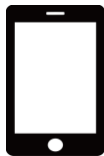
Customer Loyalty

CRM strategy, our own know-how

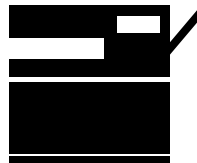
- Maximization of continued revenue = Stock business
- Up/Cross Selling which is high productivity



Telephone Line Arrangements



Cellphone Support



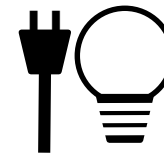
Office Automation



Website Support



Security

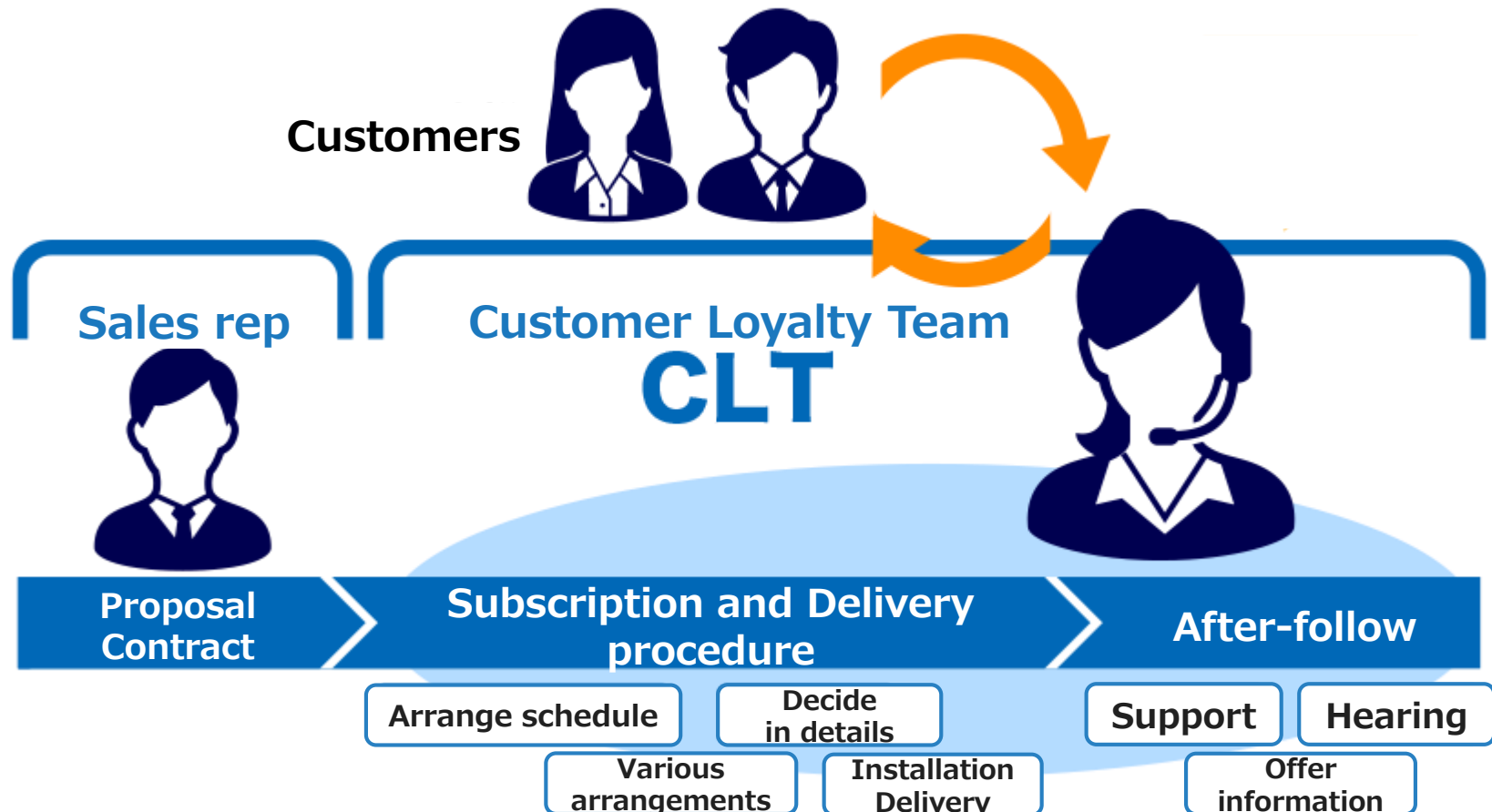


Electric Power

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

- Create values with advanced operation
Customer Loyalty Team (CLT)

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



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

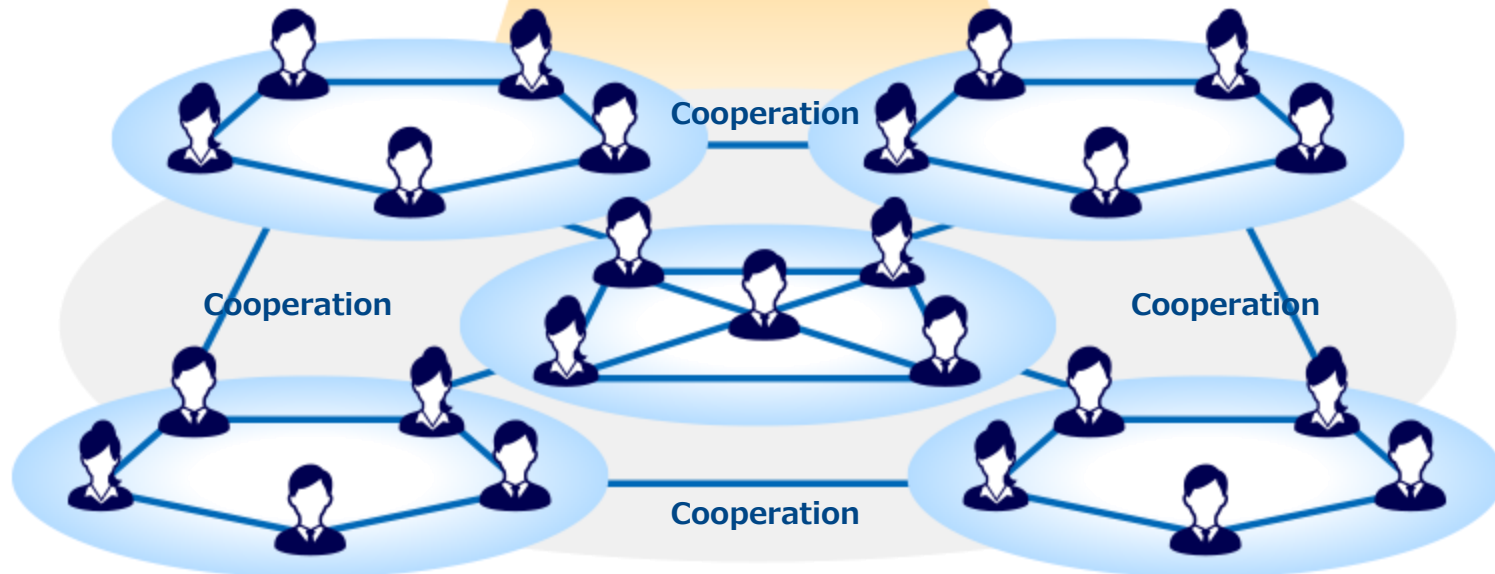


○ Organization culture that creates continuous evolution

High productivity created by cooperation between divisions (escalation)

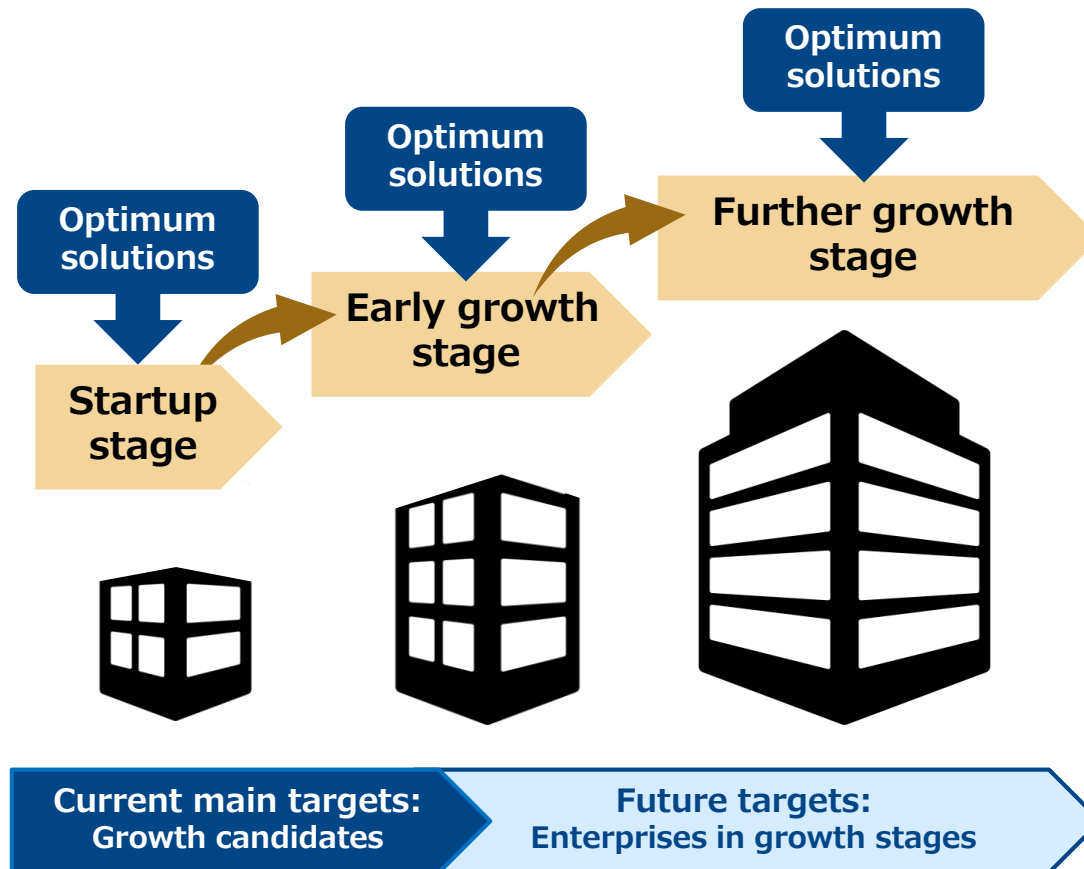


Improve productivity due to flat and open culture, promoting cooperation between divisions “escalation system”



○ Continuous stock model

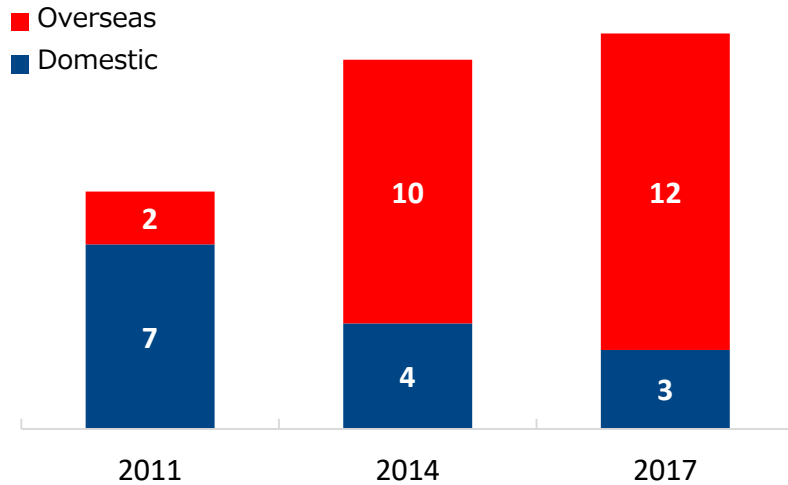
- Keeping closer to the growth of client companies, offer optimum solutions according to the growth stage.
- Structure that profits are accumulated by our original know-how CRM (customer relations/continuous dealings).



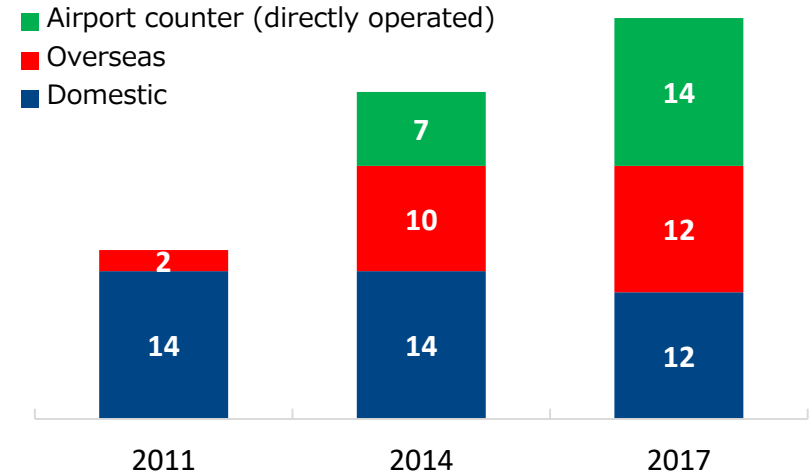
APPENDIX

Group Structure

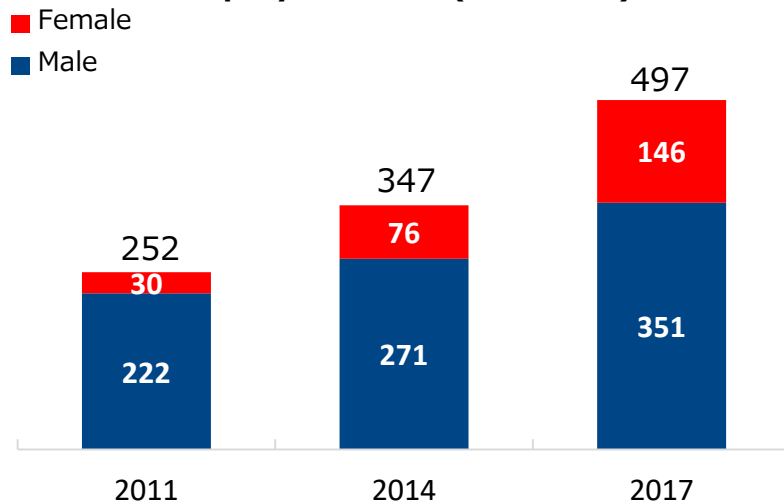
Number of affiliated companies



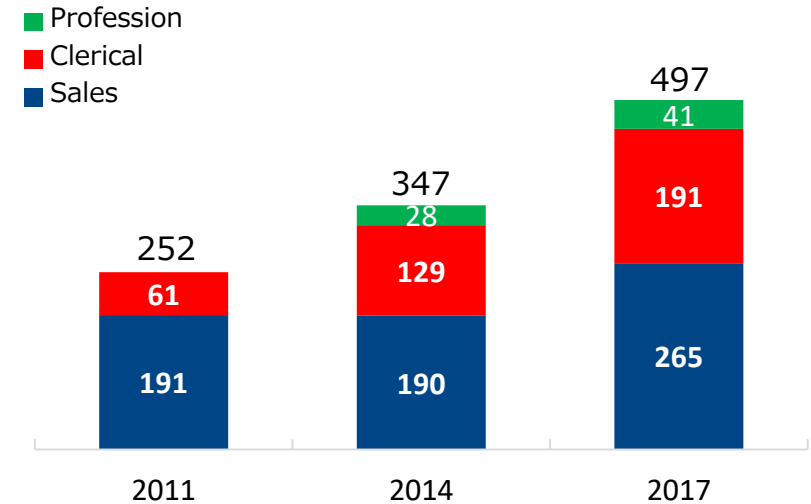
Number of operation bases



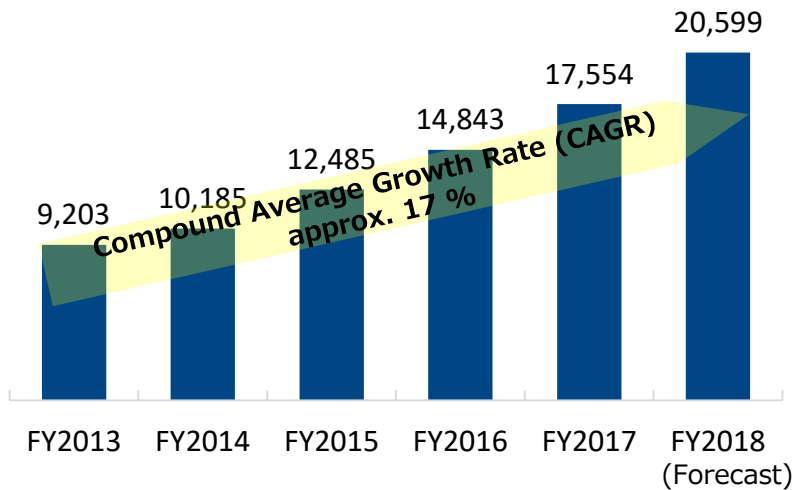
Employee count (Full-time)



Personnel classification

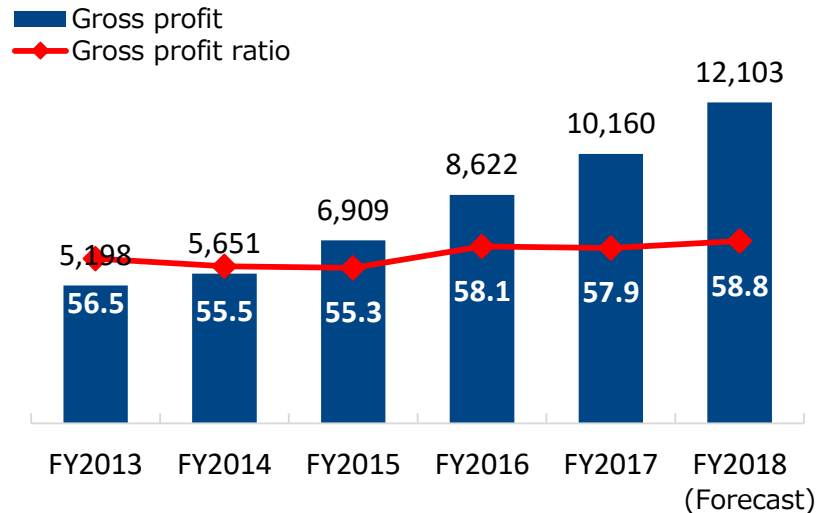


Sales

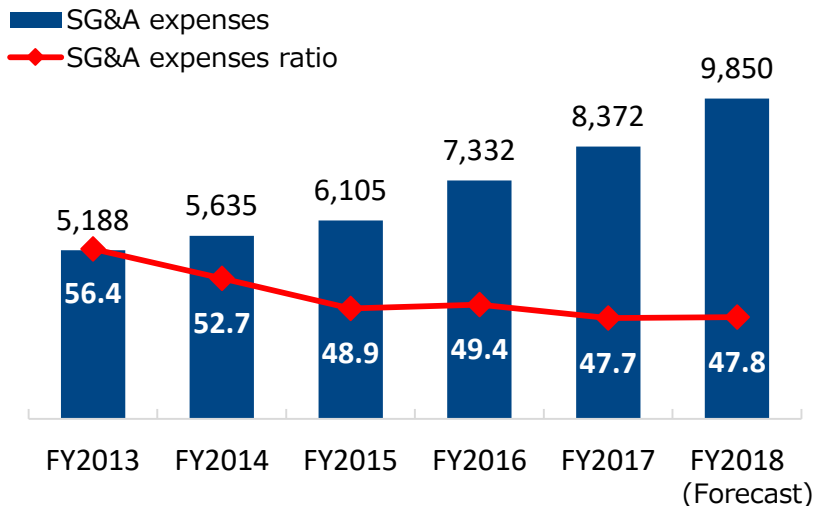


Gross profit

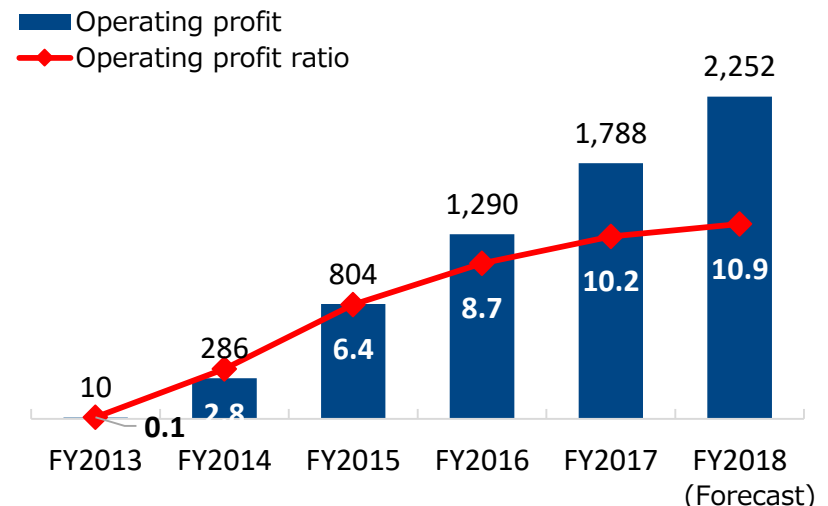
(JPYmn, %)



SG&A expenses



Operating profit

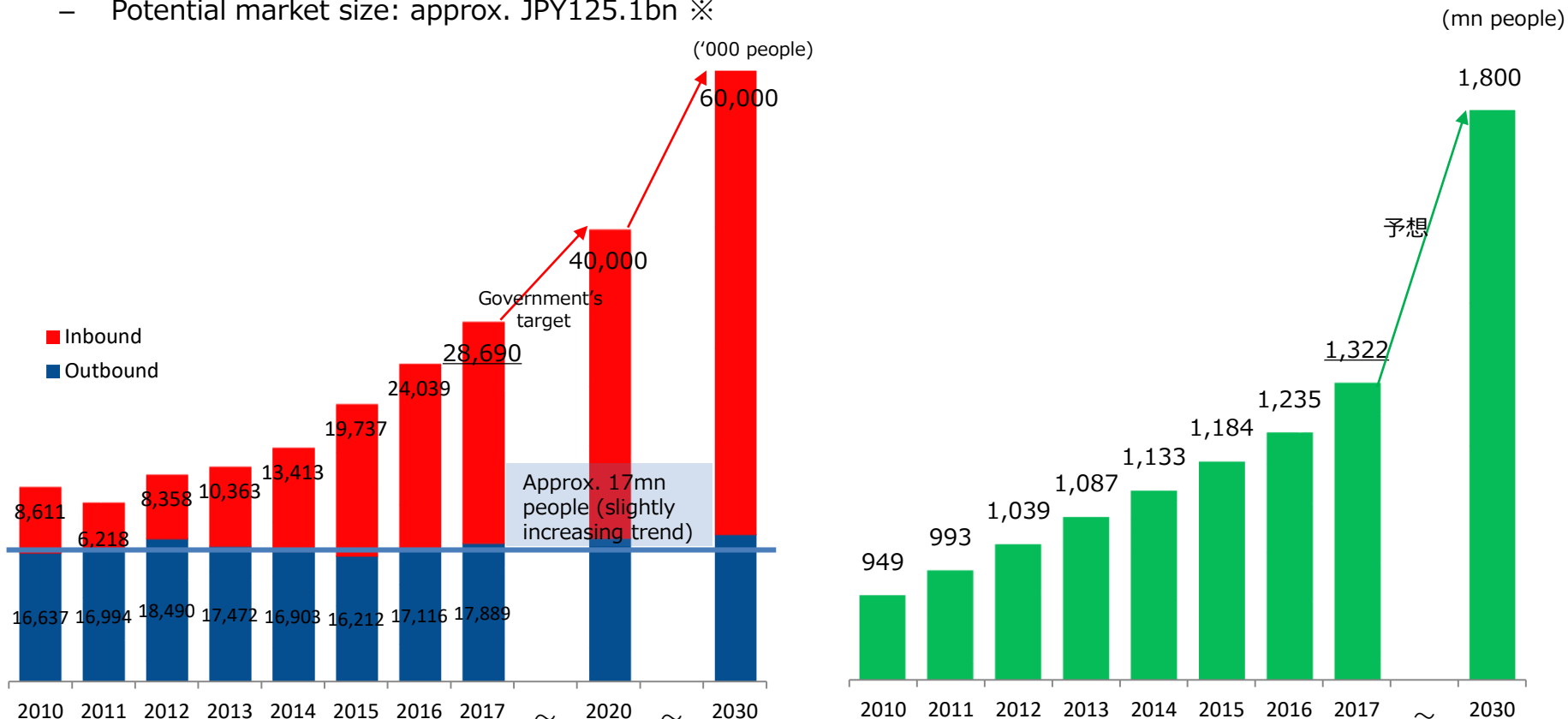


"GLOBAL WiFi" Business Market Size



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

- 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 ※



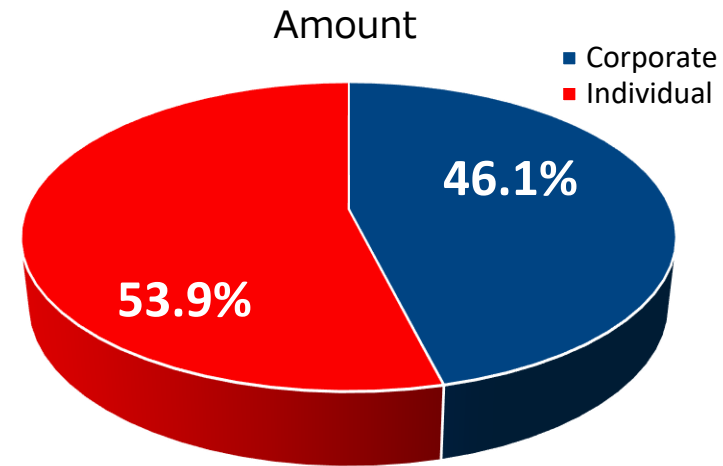
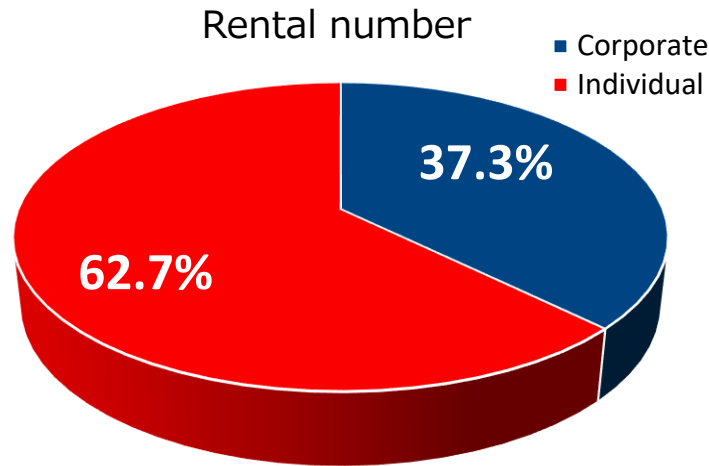
Create from JNTO materials, March 2016 "Advisory Council on Tourism Nation Promotion", Heisei29 edition tourism white paper, and the materials released by UNWTO
 ※Estimate from Average Revenue Per User of our customer

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



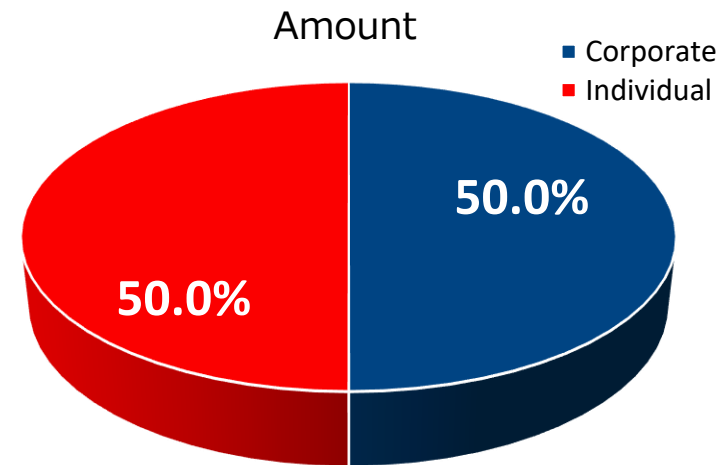
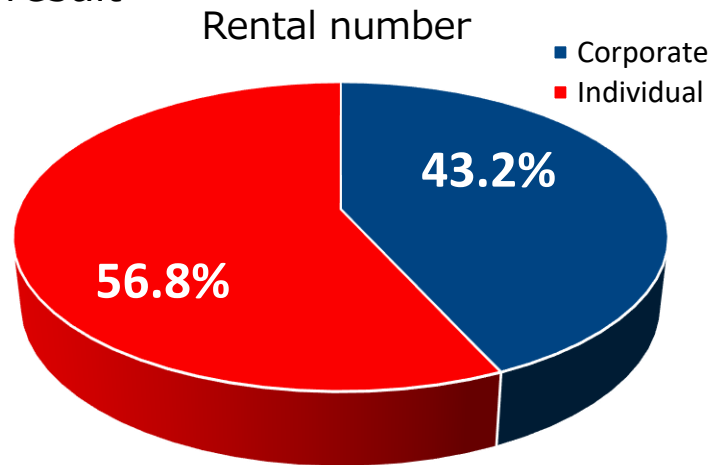
1Q FY2018

(Jan.-Mar.) Actual result



1Q FY2017

(Jan.-Mar.) Actual result



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

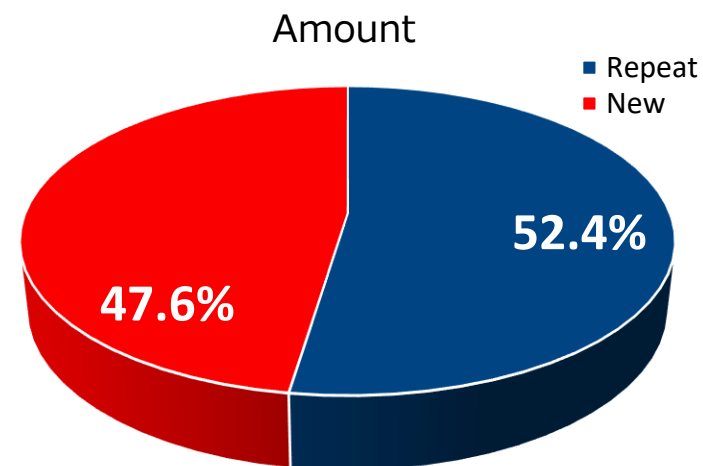
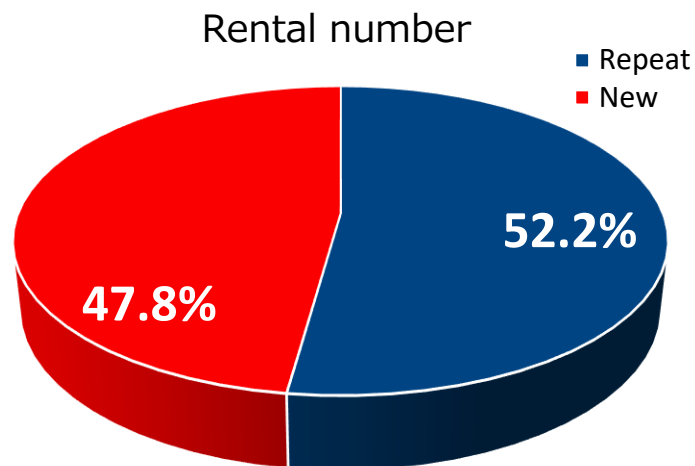
“GLOBAL WiFi” Business Customer Attributes

(New · Repeat)



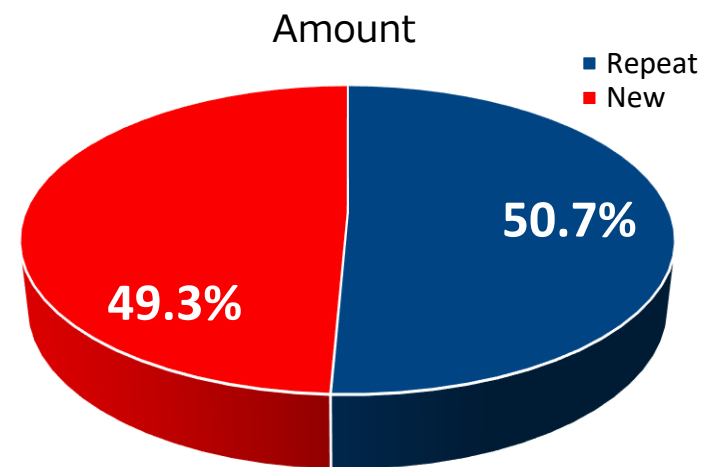
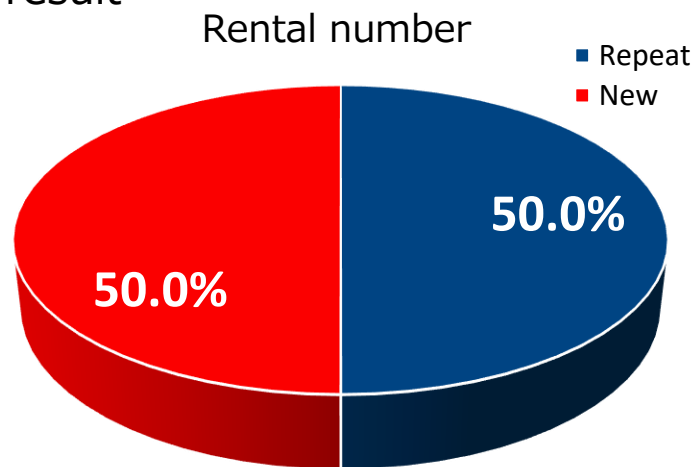
1Q FY2018

(Jan.-Mar.) Actual result



1Q FY2017

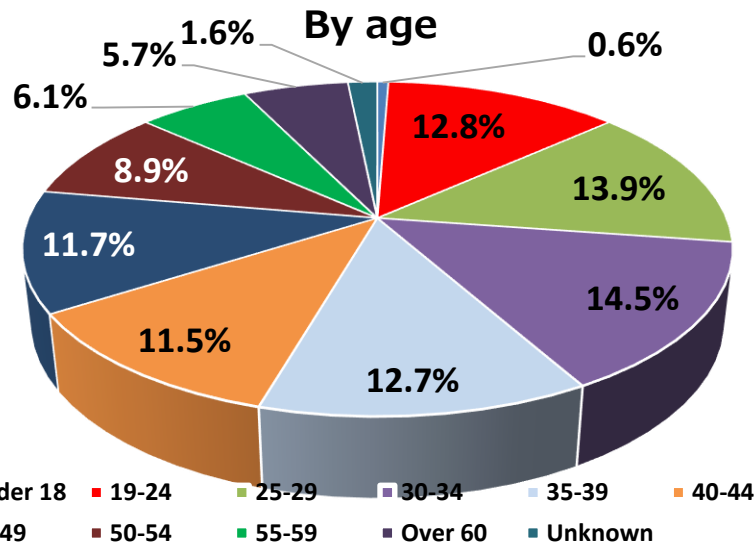
(Jan.-Mar.) Actual result



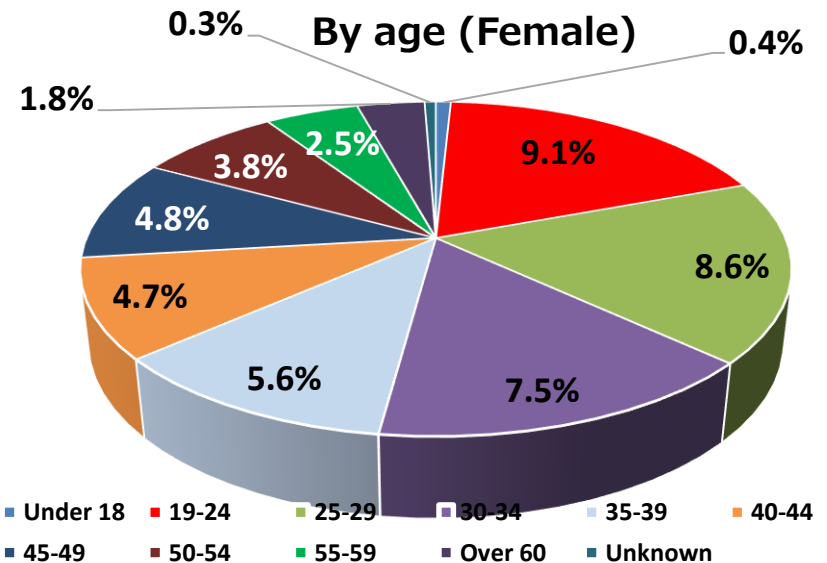
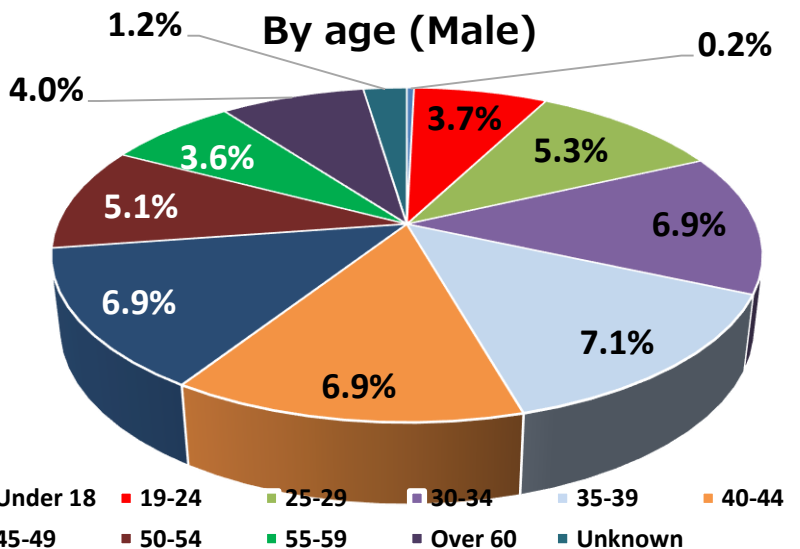
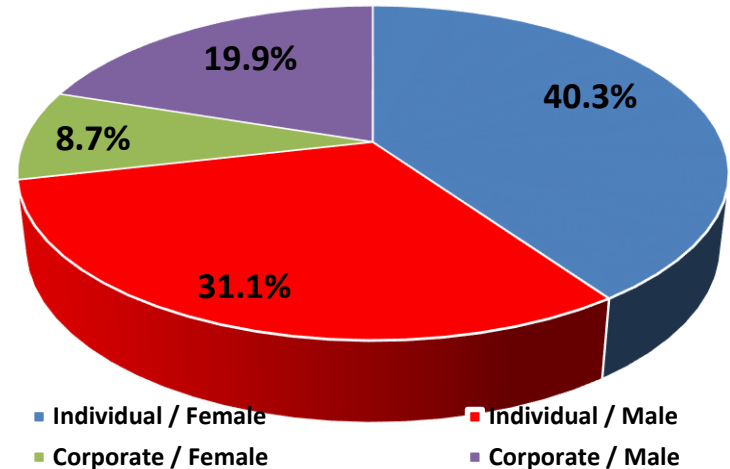
※It is the ratio of overseas use (outbound: Japan ⇒ overseas).

"GLOBAL WiFi" Business Customer Attributes

(By Gender / Age · Past Cumulative Total)



By gender, corporate / individual

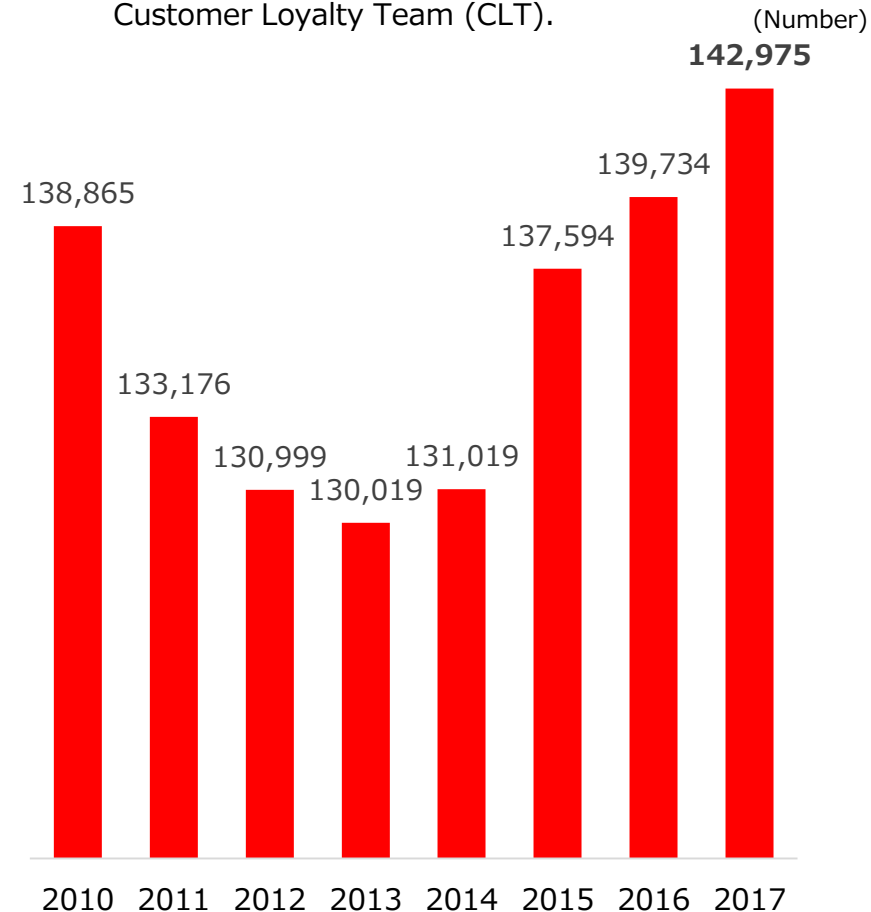
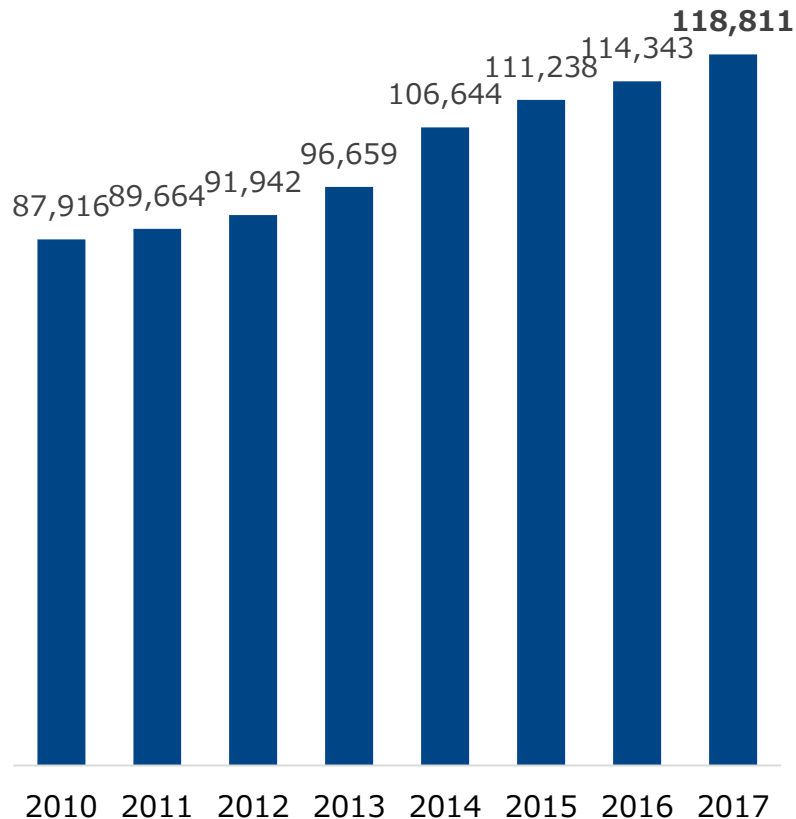


Information and Communications Service Business Market Size



- Establishment registration number (total) : 118,811
 - 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.

- Relocation registration number of head office and branch (total) : 142,975
 - Cover change procedures etc. on addition and relocation.
 - Approx. 140 thousand companies annually. (Excluding the relocation number of offices that are not obliged to apply for registration)
 - Cross/Up Selling due to advanced operation by Customer Loyalty Team (CLT).



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
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%

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 : 4
- Domestic Operation Bases : 10
- Domestic Airport / Port Counter : 15
- 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

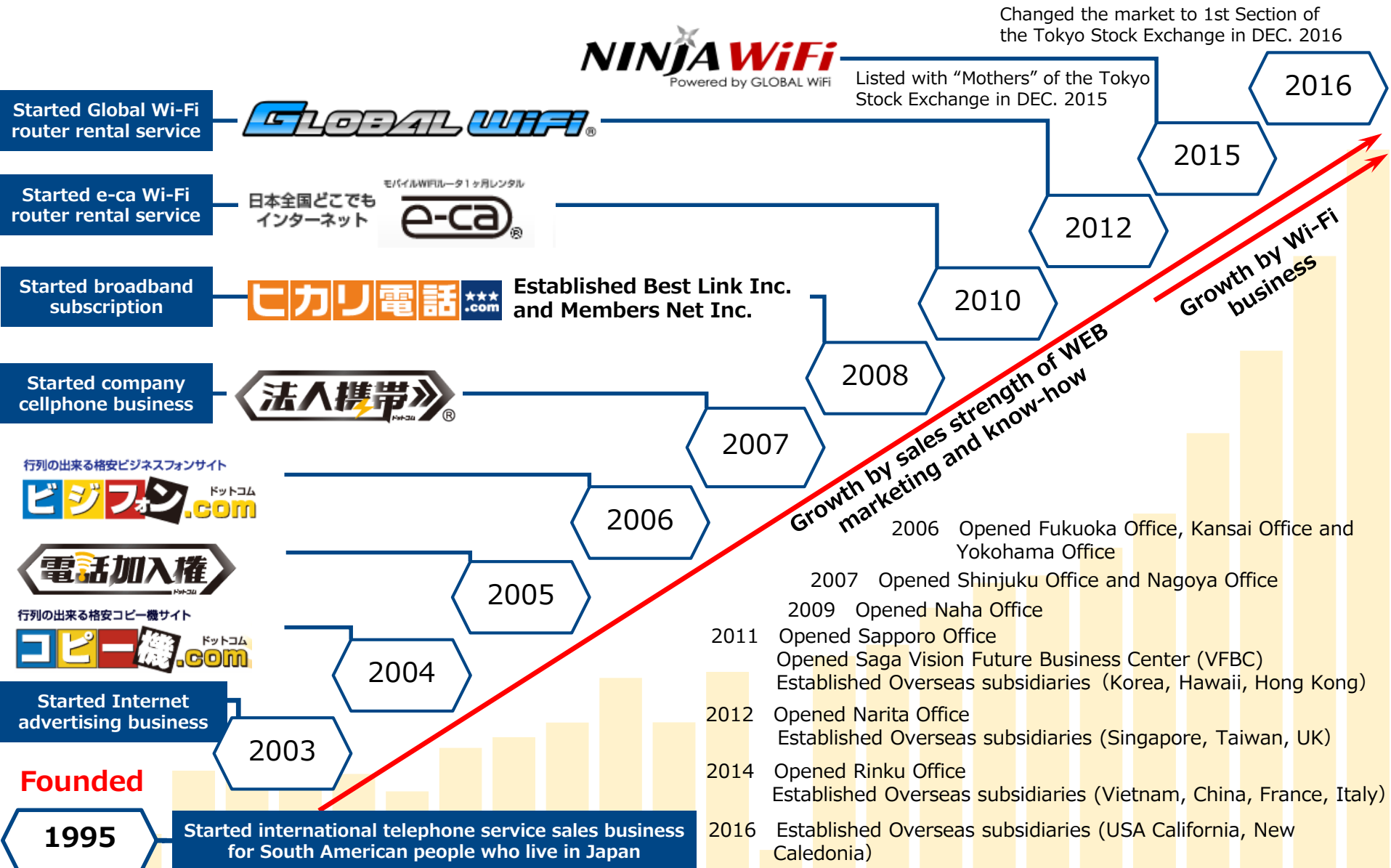
Consolidated Employees 636 (138)
Domestic: 562 (131)
Global: 74 (7)
(Average temporary employees)
(As of March 31, 2018)

Affiliated Companies Domestic: 4
Global: 12
(As of March 31, 2018)

Business GLOBAL WiFi
Information and Communications Service



History and Evolution of Sales



Two Business Segments

“GLOBAL WiFi” Business

- Offer anytime, anywhere, safe, secure and comfortable mobile Internet environment all over the world.
 - Rental service
 - Cost only when traveling.
 - Can connect with multiple users and multiple devices (smartphone, PC, 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.
- Our own sales structure, CRM.
 - Web marketing × Sales rep × CLT (Customer Loyalty Team)









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.



Telephone Line Arrangements



Cellphone Support



Office Automation



Website Support



Security



Electric Power

Before traveling

While traveling

After traveling



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