

# 1<sup>st</sup> Quarter FY2021 Financial Results

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Vision Inc.  
TSE 1st Section : 9416



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# Performance Highlights and 1Q FY2021 Results



# Consolidated Profit and Loss Statement



(JPYmn, %)

Items	FY2021/1Q Result	FY2020/1Q Result	Change	YoY
Sales	3,938	5,989	-2,050	-34.2
Cost of sales	1,762	2,736	-974	-35.6
Gross profit	2,176	3,252	-1,076	-33.1
Gross profit margin	55.3	54.3	+1.0	—
SG&A expenses	1,890	2,764	-873	-31.6
SG&A-to-sales ratio	48.0	46.2	+1.8	—
Operating profit	285	488	-202	-41.4
Operating profit margin	7.3	8.1	-0.9	—
Recurring profit	313	496	-182	-36.8
Profit attributable to owners of parent	232	116	+115	+99.4

# Factors for Change in Operating Profit

## Sales

**“GLOBAL WiFi” Business:** Actively capture various consumer needs for using mobile Wi-Fi router. In January and February 2020, there was inbound and outbound sales before the spread of COVID-19. However, in 2021, sales decreased because there were almost no travelers both at home and abroad.

**Information and Communications Service Business:** Sales decrease due to changes in business structure (see p.24) and strengthened sales of in-house services (monthly). Sales of mobile communication equipment (for teleworking, etc.) are strong.

## Cost of sales

**“GLOBAL WiFi” Business:** Due to the decrease in overseas travelers, overseas communication costs (pay-as-you-go contracts in which charges are incurred based on communication usage) are significantly reduced.

**Information and Communications Service Business:** Cost of sales-to-sales ratio increases due to increased sales of mobile communication equipment (due to increase in the ratio of products that are purchased).

## SG&A expenses

**Personnel expenses:** Temporary staff contracts terminate following the expiry of term of contract such as those for shipping center staff and airport counter staff due to significant decrease in the number of rentals.

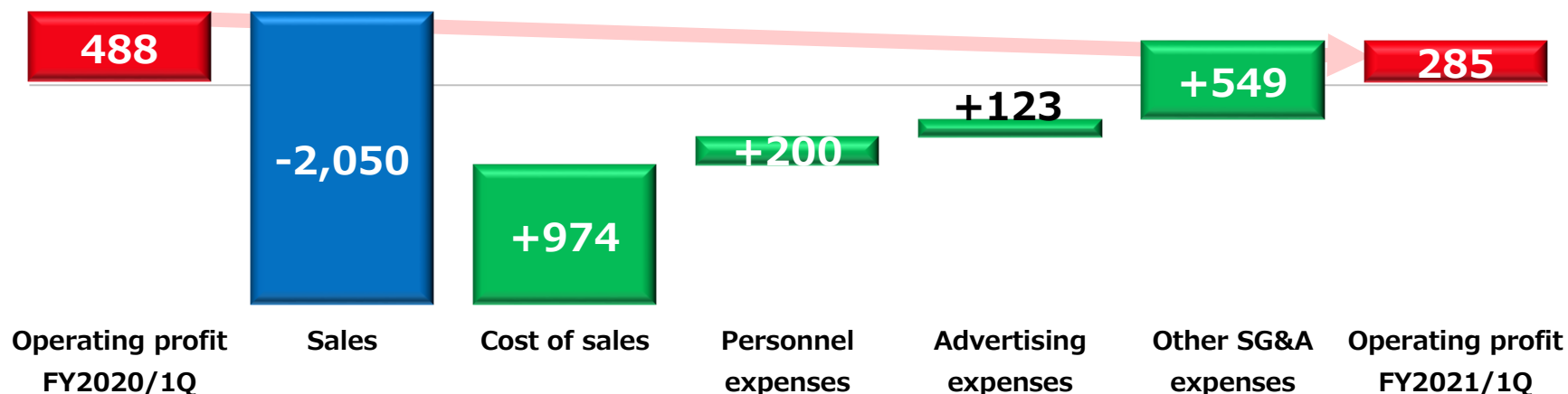
**Advertising expenses:** Advertising expenses are reduced for websites to respond to demand (for listing, etc.).

**Other SG&A expenses:** Various costs are reviewed and reduced. Sales-linked expenses are reduced (shipping expenses, travel expenses, supplies expenses, payment fees, etc.).

## Operating profit

The operating profit margin is gradually recovering as the “GLOBAL WiFi” Business becomes profitable (see p.12).

(JPYmn)



# Segment Result

(JPYmn, %)

Segment result		FY2021/1Q Result	FY2020/1Q Result	Change	YoY
Sales		3,938	5,989	-2,050	-34.2
	"GLOBAL WiFi"	1,515	3,347	-1,832	-54.7
	Information and Communications Service	2,357	2,515	-158	-6.3
	Subtotal	3,873	5,863	-1,990	-33.9
	Others	66	126	-60	-47.4
	Adjustments	-1	-1	-0	-
Segment profit		285	488	-202	-41.4
	"GLOBAL WiFi"	117	326	-208	-63.9
	Segment profit margin	7.8	9.8	-2.0	-
	Information and Communications Service	410	517	-107	-20.7
	Segment profit margin	17.4	20.6	-3.2	-
	Subtotal	527	843	-315	-37.4
	Others	-17	-91	+73	-
	Adjustments	-224	-264	+40	-



# "GLOBAL WiFi" Business Performance Change

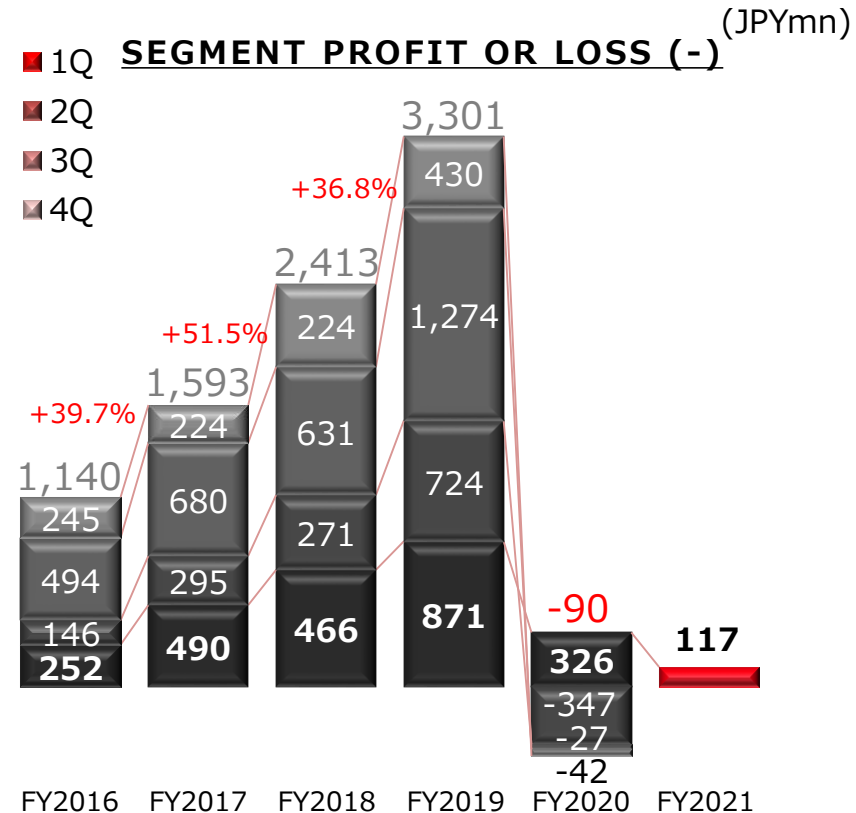
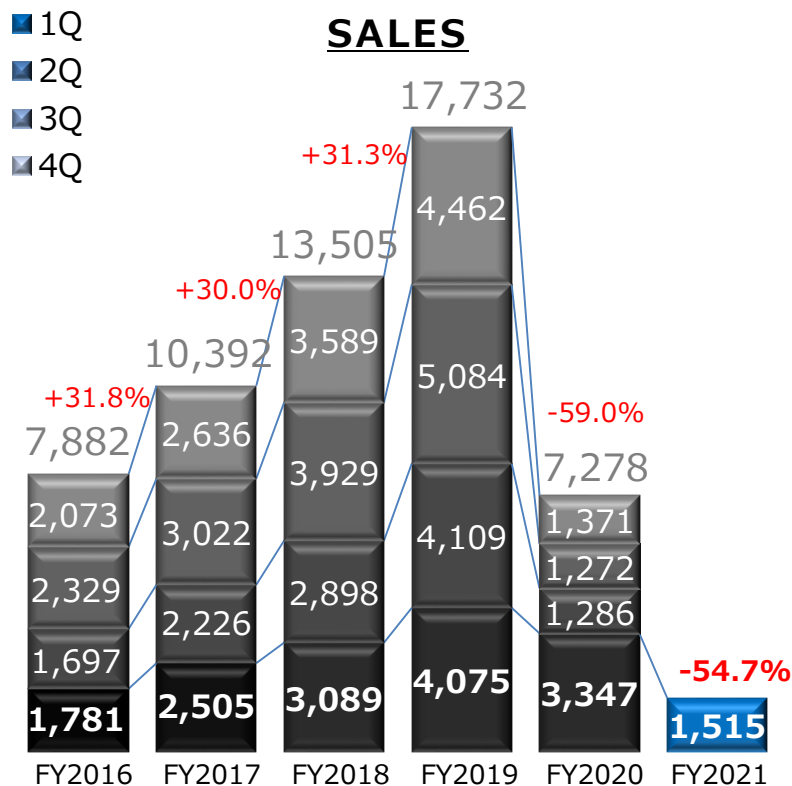


**Steadily capture various domestic usage needs because the state of emergency is newly declared.**

Capture the demand for teleworking (the number of extension of the rental period is increasing), online training for new employees, etc.

Sales of standby type "GLOBAL WiFi for Biz" for corporate customers are favorable (the number of contracts and communication usage increased).

Needs for teleworking, online classes, and local governments (the Board of Education, etc.) for the GIGA School Concept are actively captured. Making the most of our performance and know-how of the domestic Wi-Fi router rental business since 2010, acquire various usage needs (moving, hospitalization, business trip, combined use with home internet, various events, etc.).



# Information and Communications Service Business

## Performance Change

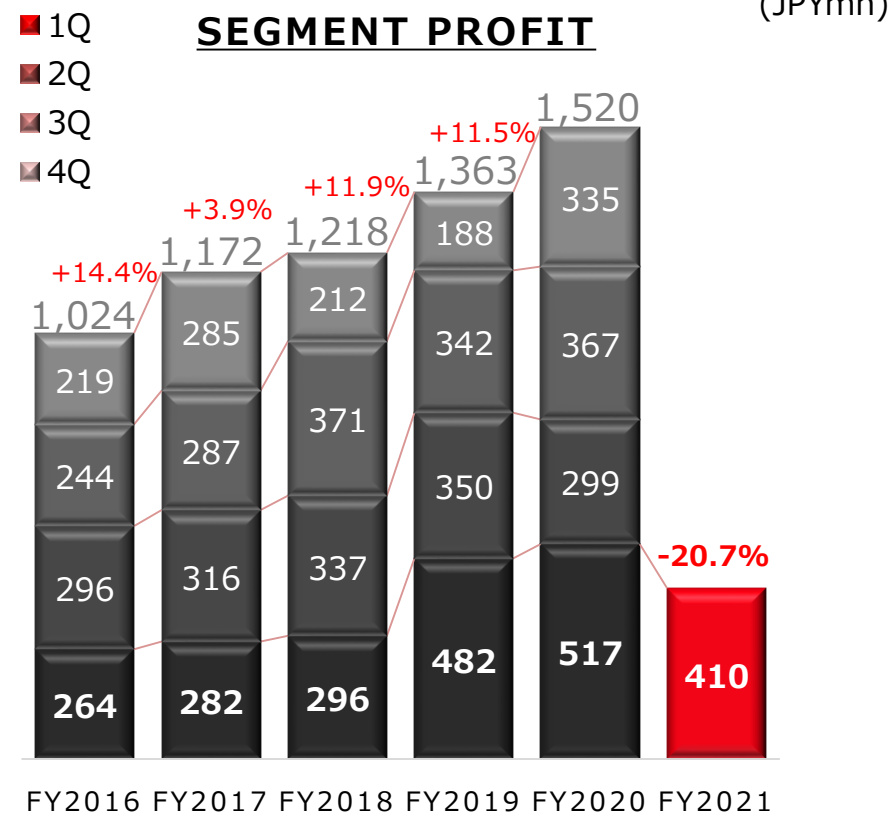
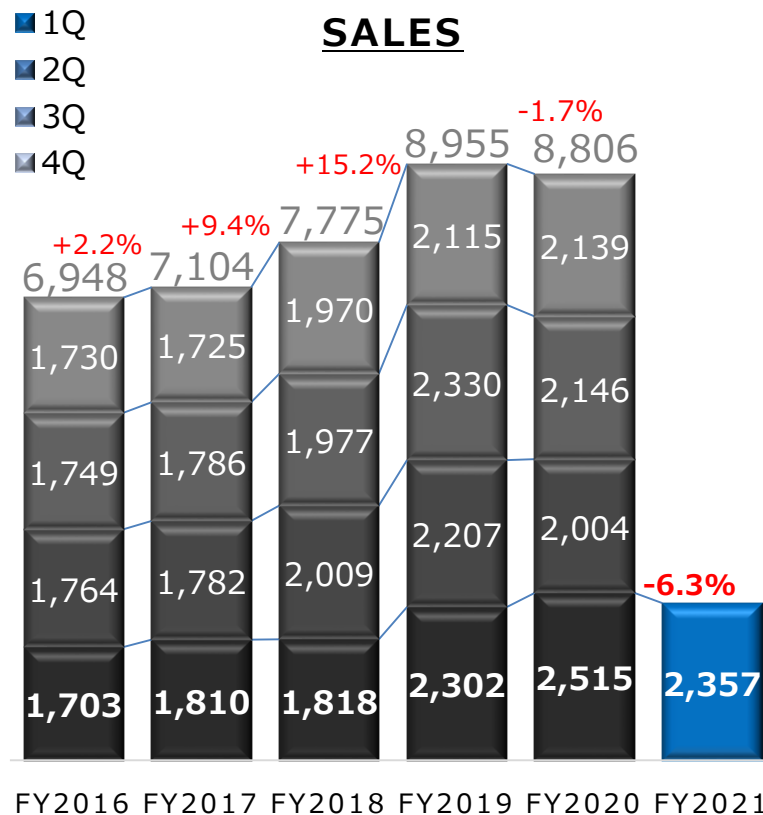


**Utilizing the strength of having multiple businesses (products/services) and sales channels, the business has been favorable by minimizing the impact of changes in external environment involving the newly declared state of emergency.**

Sales and profit are on the decrease due to changes in business structure and strengthened sales of in-house services (monthly fee).

Stock earnings and in-house services (monthly fee), as the revenue base (recurring revenues), are on the increase.

Performance are recovered with the personnel shift to the Mobile communication business, etc. due to a decrease in the unit price of business consignment fee (agency fee) because of the temporary rise in electricity retail prices.





# FY2021 Financial Forecast Revision



# 2Q FY2021 Financial Forecast Revision



(JPYmn, %)

Items	FY2021/2Q Forecast after revision	FY2021/2Q Forecast before revision	Change	Ratio of change	FY2020/2Q Result
Sales	8,148	7,274	+874	+12.0	9,630
Cost of sales	3,702	3,185	+517	+16.2	4,807
Gross profit	4,445	4,088	+357	+8.7	4,822
Gross profit margin	54.6	56.2	-1.6	—	50.1
SG&A expenses	3,938	3,962	-23	-0.6	4,837
SG&A-to-sales ratio	48.3	54.5	-6.1	—	50.2
Operating profit or loss (-)	507	126	+380	+301.3	-15
Operating profit margin	6.2	1.7	+4.5	—	-0.2
Recurring profit	532	121	+410	+336.2	66
Profit or loss (-) attributable to owners of parent	376	71	+305	+429.0	-1,352

# 2Q FY2021 Segment Forecast Revision



(JPYmn, %)

Segment Forecast		Forecast after revision	Forecast before revision	Change	Ratio of change	FY2020/2Q Result
Sales		8,148	7,274	+874	+12.0	9,630
	"GLOBAL WiFi"	3,381	2,506	+874	+34.9	4,634
	Information and Communications Service	4,607	4,592	+14	+0.3	4,520
	Subtotal	7,989	7,099	+889	+12.5	9,154
	Others	160	174	-13	-7.9	478
	Adjustments	-1	0	-1	-	-2
Segment profit or loss (-)		507	126	+380	+301.3	-15
	"GLOBAL WiFi"	239	-108	+347	-	-20
	Segment profit margin	7.1	-4.3	+11.4	-	-0.5
	Information and Communications Service	775	767	+7	+1.0	817
	Segment profit margin	16.8	16.7	+0.1	-	18.1
	Subtotal	1,014	659	+355	+53.9	796
	Others	-21	-11	-9	-	-306
	Adjustments	-486	-521	+34	-	-504

# Full Year Performance Change (Quarterly)



(JPYmn, %)

		1Q	2 Q	3 Q	4 Q	FY
FY2018	Sales	4,922	4,933	5,961	5,686	21,503
	Composition ratio (vs. FY)	22.9	22.9	27.7	26.4	—
	Operating profit	736	499	900	348	2,484
	Composition ratio (vs. FY)	29.6	20.1	36.2	14.0	—
	Operating profit margin	15.0	10.1	15.1	6.1	11.6
FY2019	Sales	6,470	6,467	7,610	6,770	27,318
	Composition ratio (vs. FY)	23.7	23.7	27.9	24.8	—
	Operating profit	980	710	1,280	354	3,325
	Composition ratio (vs. FY)	29.5	21.4	38.5	10.7	—
	Operating profit margin	15.1	11.0	16.8	5.2	12.2
FY2020	Sales	5,989	3,641	3,477	3,546	16,654
	Composition ratio (vs. FY)	36.0	21.9	20.9	21.3	—
	Operating profit or loss (-)	488	-503	73	45	103
	Composition ratio (vs. FY)	—	—	—	—	—
	Operating profit margin	8.1	-13.8	2.1	1.3	0.6
FY2021	Sales	3,938				
	Composition ratio (vs. FY)	—				
	Operating profit	285				
	Composition ratio (vs. FY)	—				
	Operating profit margin	7.3				

# Forecast for the Full Year (FY2021)

**Revise the full-year financial forecast to undecided.**

**We will announce it as soon as rational calculation becomes possible after closely examining the impact on the business environment and the status of our various efforts, etc.**

## **Factors affecting FY2021 results**

### **COVID-19: Negative**

Spread of COVID-19 (including variants).

Vaccination status and its effects.

Impact on corporate activities (the state of emergency is newly declared or extended).

The feasibility of FY2021 Forecast Assumption (announced on February 15); After October 2021, number of travelers (inbound and outbound) is expected to recover by about 25% compared to that in 2019.

### **Efforts for sustainable growth: Negative (impact on FY2021 results)**

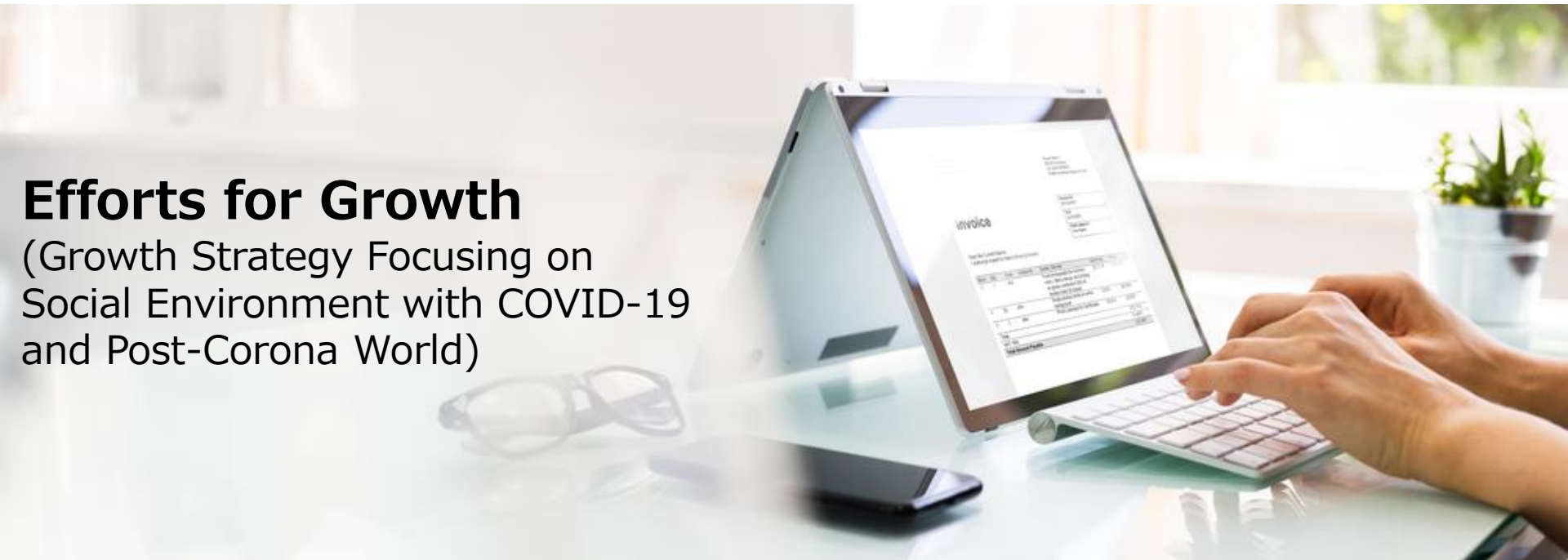
Efforts to change our revenue model to achieve sustainable growth.

Strengthen stock earnings and in-house services (monthly).

### **Current situation: Positive**

Revise 2Q FY2021 financial forecast (upward revision).

The business has been favorable by minimizing the impact of changes in external environment involving the newly declared state of emergency.

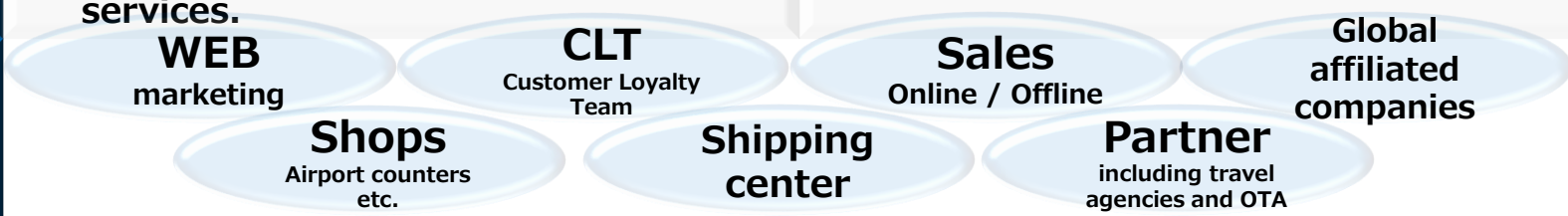


# Efforts for Growth

(Growth Strategy Focusing on  
Social Environment with COVID-19  
and Post-Corona World)



# Policy on Growth Strategy

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

# Active Sales Expansion of “GLOBAL WiFi for Biz”

- Competitive Advantage When Travel Market Recovered -



**Sales of standby type “GLOBAL WiFi for Biz” for corporate customers are favorable.**

**The number of contracts and communication usage increases.**

Demand for teleworking is on the increase because the state of emergency is newly declared.

Income from the basic monthly charge is on the increase (recurring revenue).

Domestic communication (for teleworking) increases, and overseas communication increases moderately (long-term use by local expatriates, etc.). ⇒ Communication charge (revenue) increases.



Connect Internet anywhere in the world with one digital device

**“Global WiFi for Biz”**

**No need to**



**apply**



**receive**



**return**

If you have one “GLOBAL WiFi for Biz” in your company, you can use it immediately for teleworking and sudden overseas business trips, and no application required. You will no longer use overseas roaming services because a rented Wi-Fi router is not delivered in time!

# Strengthening of Domestic Wi-Fi Sales

"GLOBAL WiFi" Business



**Capture usage needs by leveraging our marketing power, brand strength (GLOBAL WiFi), the pricing plans, various communication plans that meet customer needs, remote support in the event of disasters, and customer base.**

Usage needs for:

Business (teleworking, online training and meetings), online classes, hospitalization, moving, combined use with home internet, etc.

Convenience that you can rent it in various places for the required period (on a daily basis) not bound by your contract period is popular with the users in various scenes.

## Teleworking



## New employee training



## Online meeting



## For school and educators Wi-Fi rental for online classes

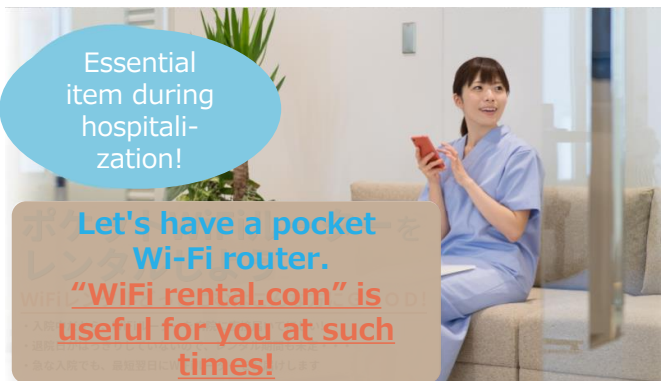


- Provides quotes the same day, and delivers the next day at the earliest
- Laptops and tablet devices available
- Easy to set up

Essential item during hospitalization!

Let's have a pocket Wi-Fi router.

**"WiFi rental.com" is useful for you at such times!**



Wi-Fi rental is recommended when moving!  
You can use the internet immediately and comfortably.

**"WiFi rental.com" is useful for you at such times!**



# Efforts to Generalize Online Learning “GIGA School Concept”

## GIGA School Concept

To realize an educational ICT environment, **that fairly and individually optimized, you can cultivate qualities and abilities of children with different backgrounds more reliably, ensuring that no one is left behind**, including those who need special support, by preparing integrally one terminal for each child and putting high-speed and large-capacity communication network in place.

**Maximize the ability of teachers and students** by trying to make the best mix of Japanese educational practices and the most advanced ICT.

Contributes to promote online learning in the “GIGA School Concept” by increasing options of rented Wi-Fi routers, a set of router sale and data communication contract. There is also a way in which local governments purchase Wi-Fi routers and distribute them to homes that require a communication environment.



## GIGA School Concept



Dedicated-line  
telephone service  
is available for  
local governments  
and educational  
organizations

## Our 4 strengths utilizing unique cloud technology

1



Low  
installation  
cost

2



Low cost  
during non-  
use period

3



Remotely  
resolve  
communication  
problems

4



No need to  
replace SIM



# Vision WiMAX

- New Service Making the Most of Our Customer Base -



## New service that responds to customer feedback.

In our survey, many customers use the Wi-Fi router for “trial before purchasing”.

Wi-Fi router sales service for customers who are considering purchasing.

Customers can use it as a trial for rent (special limited discount provided).

After checking the communication environment, customers can purchase it that meets customers needs.

Customer will take it as a trade-in when terminating the contract (Vision WiMAX original service).

Vision WiMAX is a service that meets all of customers needs.

## Reasons to choose Vision WiMAX



No initial cost



Arrive quickly.



365 days available



Rent for trial



Trade-in when terminating



15mn rental records

**Vision WiMAX**  
powered by **UQ WiMAX**



Vision Inc.  
TSE 1st  
Section:9416

For corporate  
customers

Apply

Price Device How to use Campaign Areas Usage example Q & A



Speed Wi-Fi NEXT **WX06**



WiMAX **HOME 02**



- New Service Making the Most of Our Customer Base -

**The service for online/offline business negotiations and conference interpretation, video translation/dubbing.**

Simultaneous/consecutive interpretation at business negotiations, conferences, and IR meetings with overseas companies and investors at web meetings and conference calls (Japanese ⇄ foreign language).

Simultaneous/consecutive interpretation at online classes and seminars (Japanese  $\rightleftharpoons$  foreign language).

Create a dubbed video for overseas investors (Japanese  $\rightleftharpoons$  foreign language).

Create dubbed videos in foreign languages such as English and Chinese (foreign language  $\rightleftharpoons$  Japanese).

Create a Japanese dubbed version of videos in any foreign language on AI, 5G, autonomous driving, IoT, and finance, etc. (for in-house training videos, etc.).

Translate the text of proposal materials, contracts, manuals, WEB pages, IR materials, etc. (Japanese  $\rightleftharpoons$  foreign language).

**"Overcoming the language barrier, make your business more global."**

Provide interpretation, translation, and dubbing services that can be available in various business situations at reasonable prices.

[illegible]



# Changes in Monthly Cost and Segment Profit

## "GLOBAL WiFi" Business

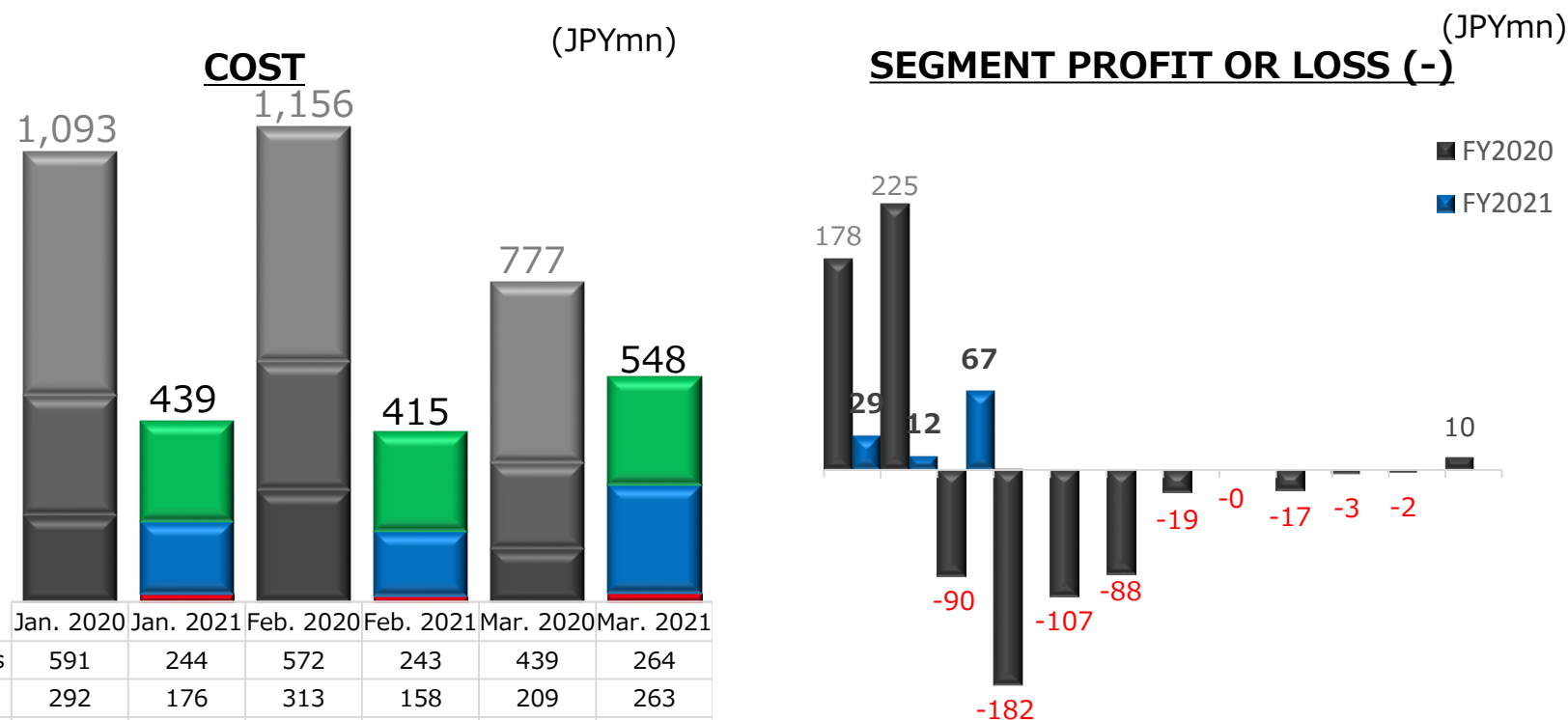


**Profits are gradually recovered by continuing low-cost operation and capturing various usage needs.**

Acquires actively various needs for using mobile Wi-Fi router ("GLOBAL WiFi for Biz", etc.).

Overseas communication costs are significantly reduced by introducing a pay-as-you-go communication purchase contract (a contract without a monthly basic charge) that charges based on the use of communication.

While securing our system that can respond immediately when overseas travel recovers, build a business structure that will generate higher profits and profit margins after overseas travel recovery than those before the spread of COVID-19 (FY2019) by reviewing various costs and expenses, and improving operational efficiency.



Jan. Feb. Mar. Apr. May Jun. Jul. Aug. Sep. Oct. Nov. Dec.

(Note) The figures are different from those of the segment results because they are monthly changes in profit and loss which do not include closing.

# Pick up at Convenience Store

- Gaining Competitive Advantage When Travel Recovers -



**Based on your convenience, another option is added: you can pick-up a Wi-Fi router at Seven-Eleven throughout Japan (excluding Okinawa) near your workplace or home.**

Provide an option to avoid crowded places such as airport counters.

You can pick it up even at midnight if the store is open.



You can pick up  
at **Seven-Eleven** near  
you.



**At Seven-Eleven  
near you**



You can pick it up at  
Seven-Eleven near you.

**At anytime**



You can pick it up even at  
midnight if the store is open.

**Ready-to-go  
in advance**



You don't need to wait at the  
airport counter.

# Expand Unmanned Stores

- Gaining Competitive Advantage When Travel Recovers -

## Increase unmanned stores with vending machines.

Where are they set up? (As of end of Mar. 2021)

At Kita-kyushu airport, Miyako Shimojishima Airport

\* Plan to add more in the future.

What type of machines are set up?

Smart Pickup + Return BOX

(Available for pick-up and return)

### Features

Non-face-to-face receipt without waiting at the airport counter even during busy seasons (for repeaters who do not need explanation, and effective against COVID-19).

Available 24 hours a day including early in the morning and late at night, when there are needs, but it is difficult to secure personnel.

Also set up vending machines for pre-paid SIM for domestic use mainly for foreign travelers visiting Japan and those who are temporarily back to Japan. Possible to add touch points in a small space and at low cost (convenience improved and profits increased).



# Gross Profit Composition

## Information and Communications Service Business

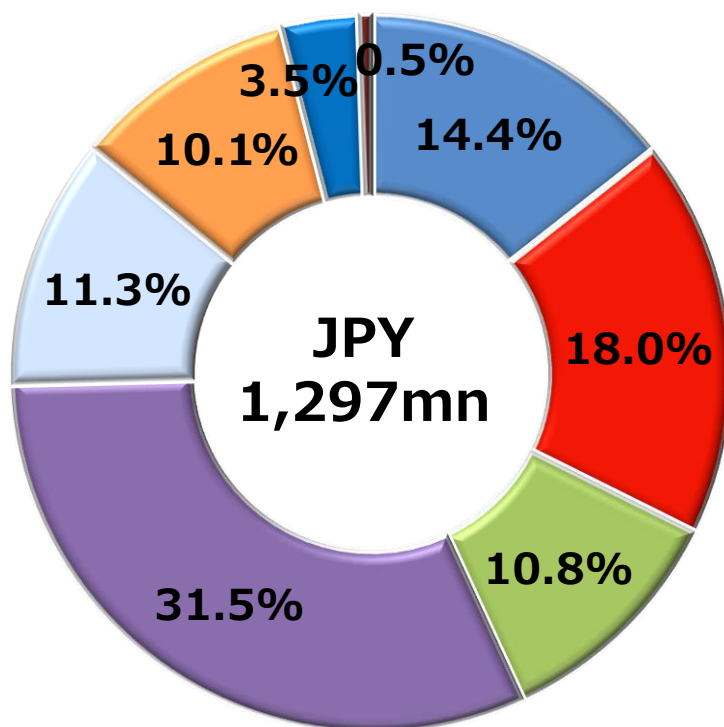


**Gross profit remains firm by flexibly changing the business structure according to customers needs and the external environment.**

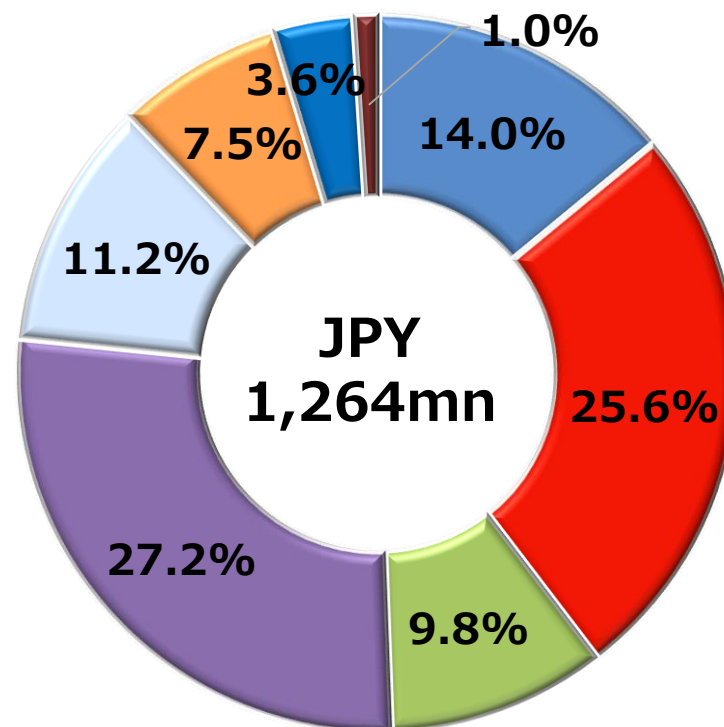
In the Eco solution business, recovers by shifting personnel to the Mobile communication business, etc. due to a decrease in the unit price of business consignment fee (agency fee) because of the temporary rise in electricity retail prices.

In the Internet media business, orders received for "Vision Crafts!", a website production service (monthly fee), are steadily growing.

**1Q FY2020 Cumulative**



**1Q 2021 Cumulative**



(Note) The figures are different from those of the segment results because they are monthly changes in profit and loss which do not include closing.

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# Sales of In-house Services (Monthly Fee) are Strong



- Provide Products/Services Meeting the Customers Needs and the Times -

## Sales of in-house services (monthly fee) “VWS series” are strong.

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

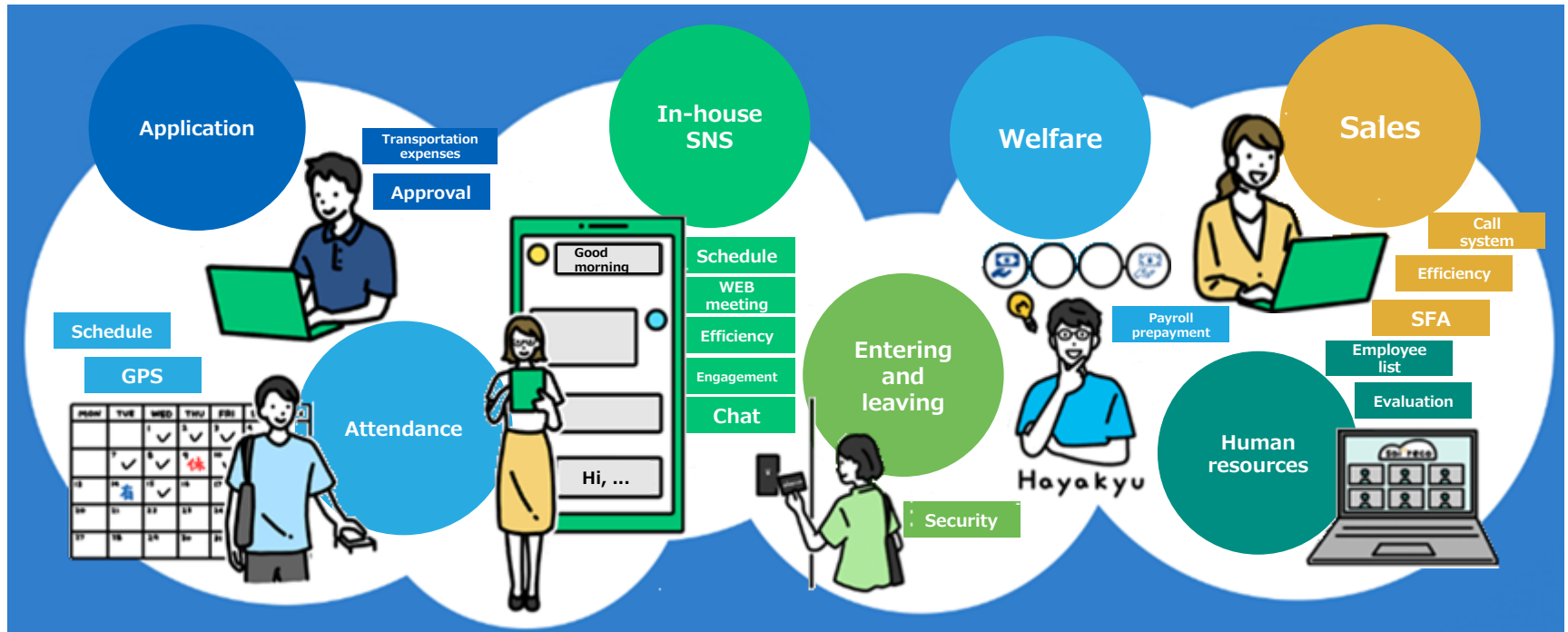
Provide users who need our services with required features of our service in a cloud environment on a monthly payment basis.

### CONCEPT

**Providing a more comfortable working environment for all companies**

#### For a successful “Cloud migration” with “VWS”

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



# Sales of In-house Services (Monthly Fee) are Strong

- Provide Products/Services Meeting the Customers Needs and the Times -



## **Sales of website production service (monthly fee) “Vision Crafts!” are strong.**

Website production service provided at a low price (from JPY4,048/month).

Respond to the growing appeal needs for online products and services (websites, etc.), looking at the social environment with COVID-19 as well as a post-COVID-19.

Popular with customers in various industries, including restaurants and retail shops, thanks to the low initial cost.

\* Also popular with customers who have difficulty passing credit screening, because they have just established and opened.



## **CONCEPT**

**“Strong in visual appeal!”**

**We support website production.**

Customers are confident in their products and services, but they don't know how to communicate the appeal of these products and services ...

They want to convey their thoughts more on their website!

Making use of our experience of producing more than 100 websites a month, we have developed a website production service that “communicate visually!” with simple operations.

This is “Vision Crafts!”



# Stock Earnings and In-house Services (Monthly Fee) Gross Profit Change

Information and Communications Service Business

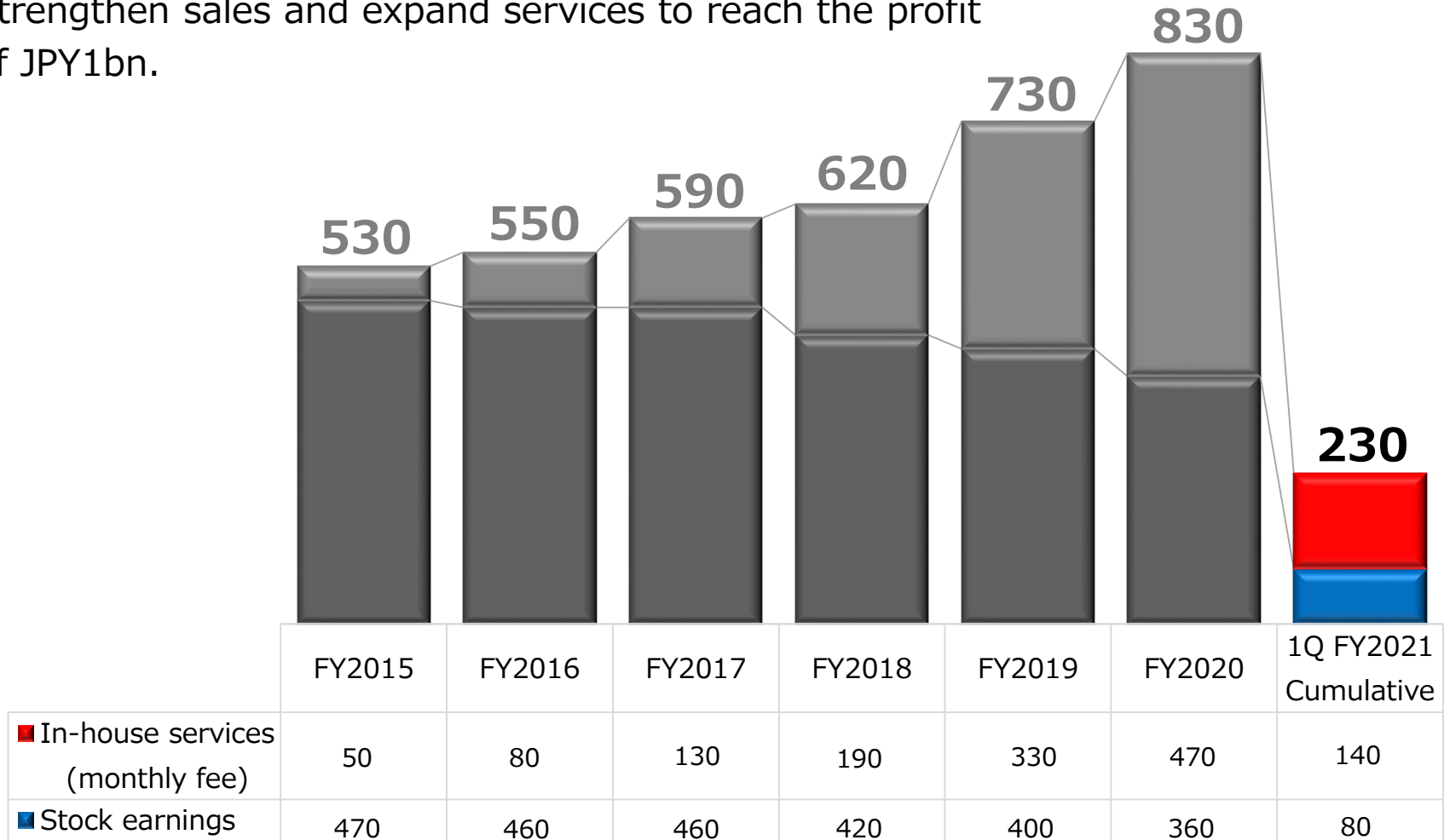


**Strengthen stock earnings and in-house services (monthly fee), which will become a stable earnings base in the long run.**

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

(JPYmn)

Strengthen sales and expand services to reach the profit of JPY1bn.



Stock earnings: Revenue from continuation fee associated with subscription agency contract in Information and Communications Service Business and manufacturer maintenance fee in OA equipment sales business

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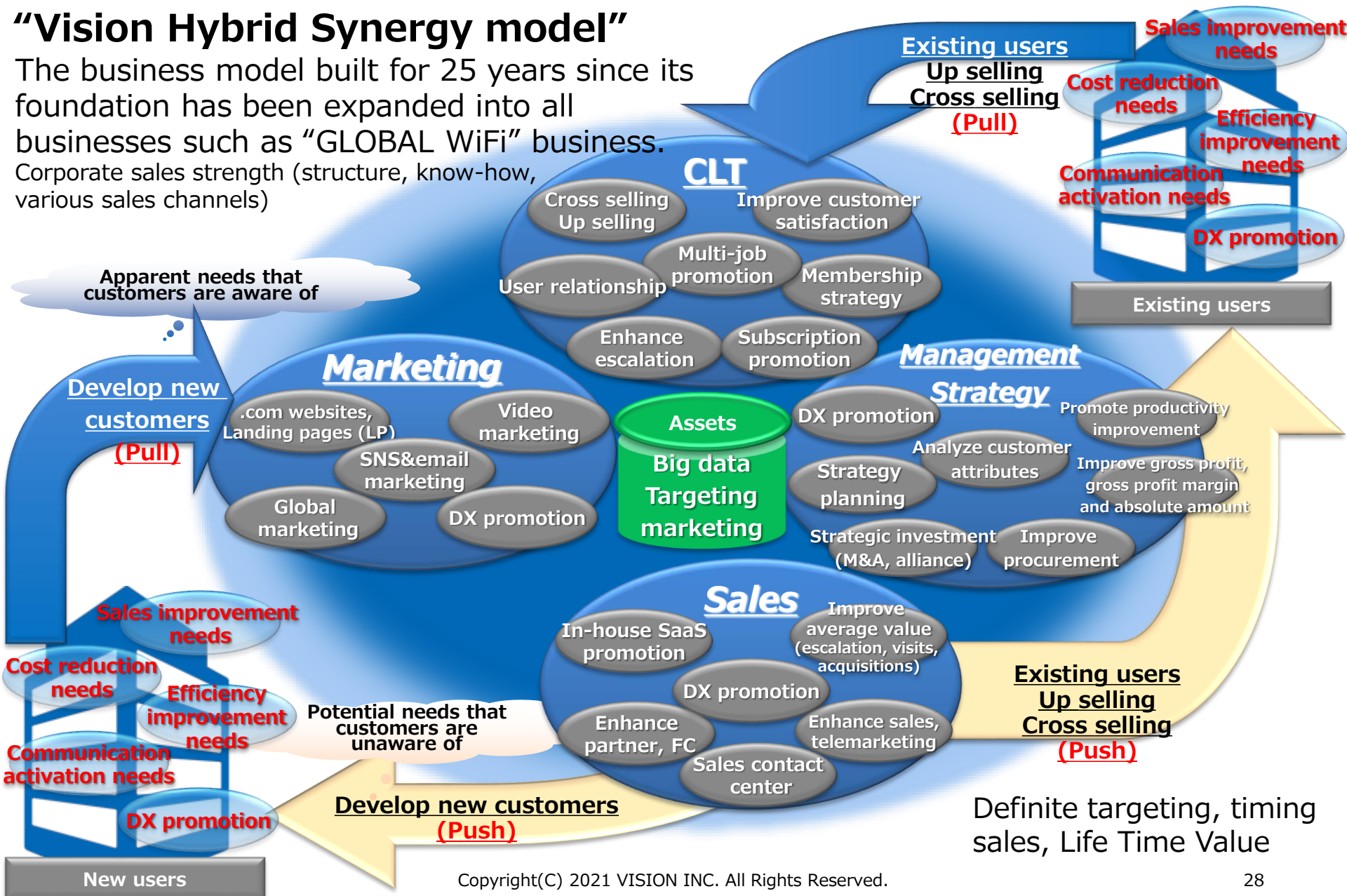
# Information and Communications Service Business Business Model



## “Vision Hybrid Synergy model”

The business model built for 25 years since its foundation has been expanded into all businesses such as “GLOBAL WiFi” business.

Corporate sales strength (structure, know-how, various sales channels)

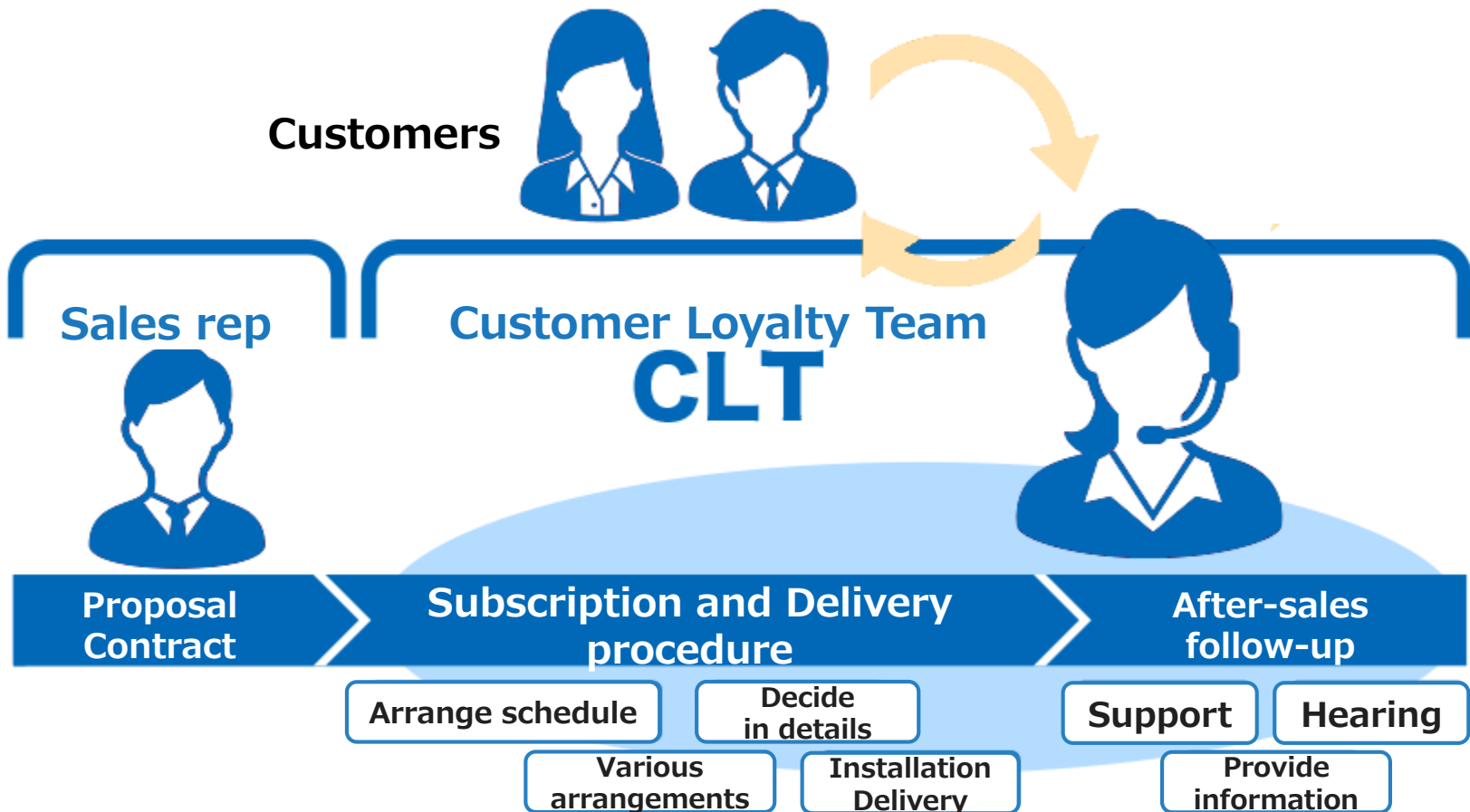


Create values with advanced operations

Customer Loyalty Team (CLT)

From delivery procedure to after-sales follow-up

Covers a wide range of operations



# “High Efficiency” Marketing

“High efficiency” marketing with combined three factors:  
web marketing × sales rep × CLT



# Escalation

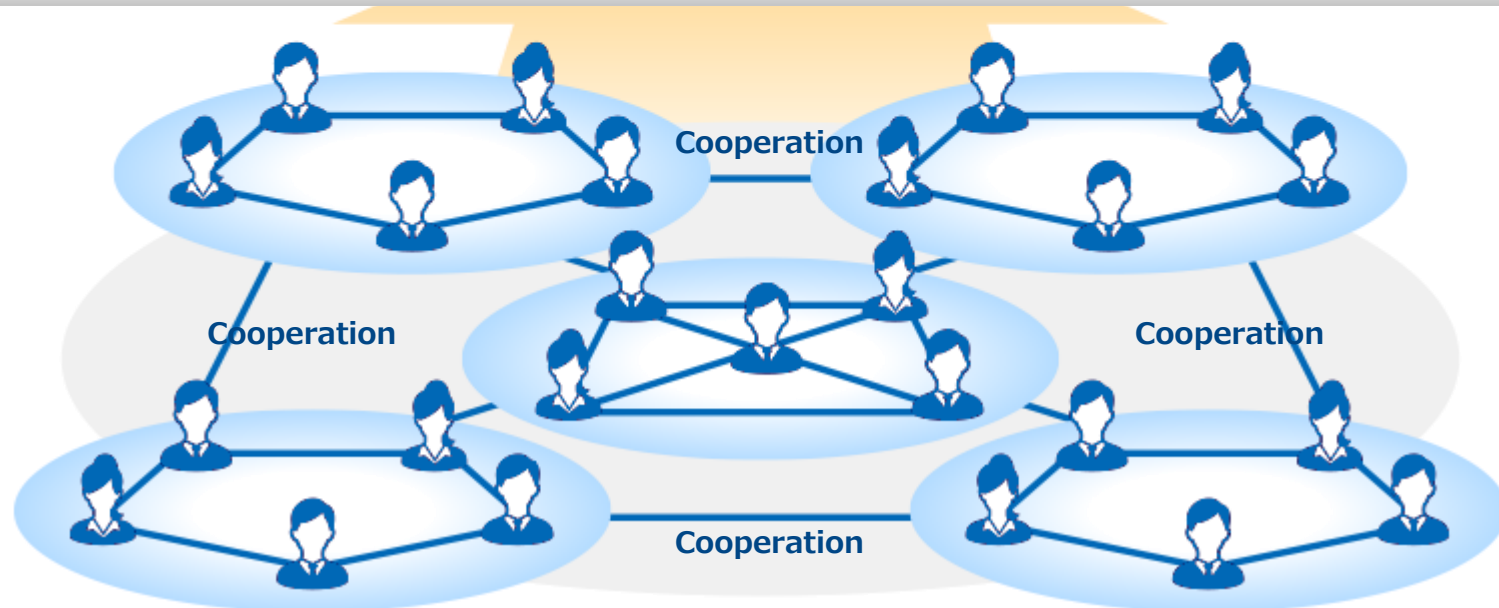
(Cooperation among Divisions, Customer Referral)

**Organization culture that creates continuous evolution**

**High productivity generated by escalation system (cooperation among divisions and customer referral)**



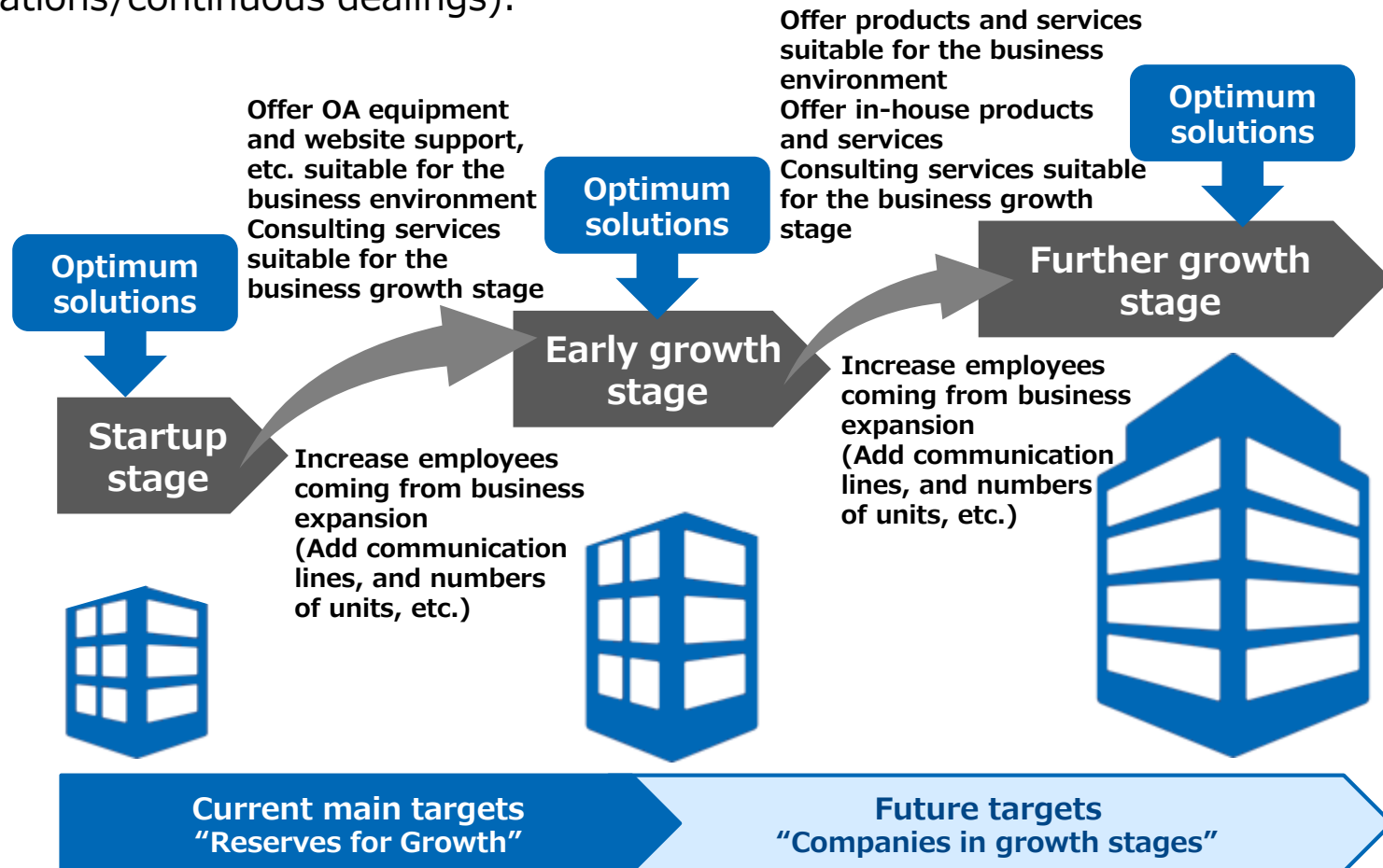
**Improve productivity through flat and open culture,  
and the “escalation system” promoting cooperation among divisions**



## Subscription-based Business Model

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

Structure that accumulates profits by our original know-how CRM (customer relations/continuous dealings).

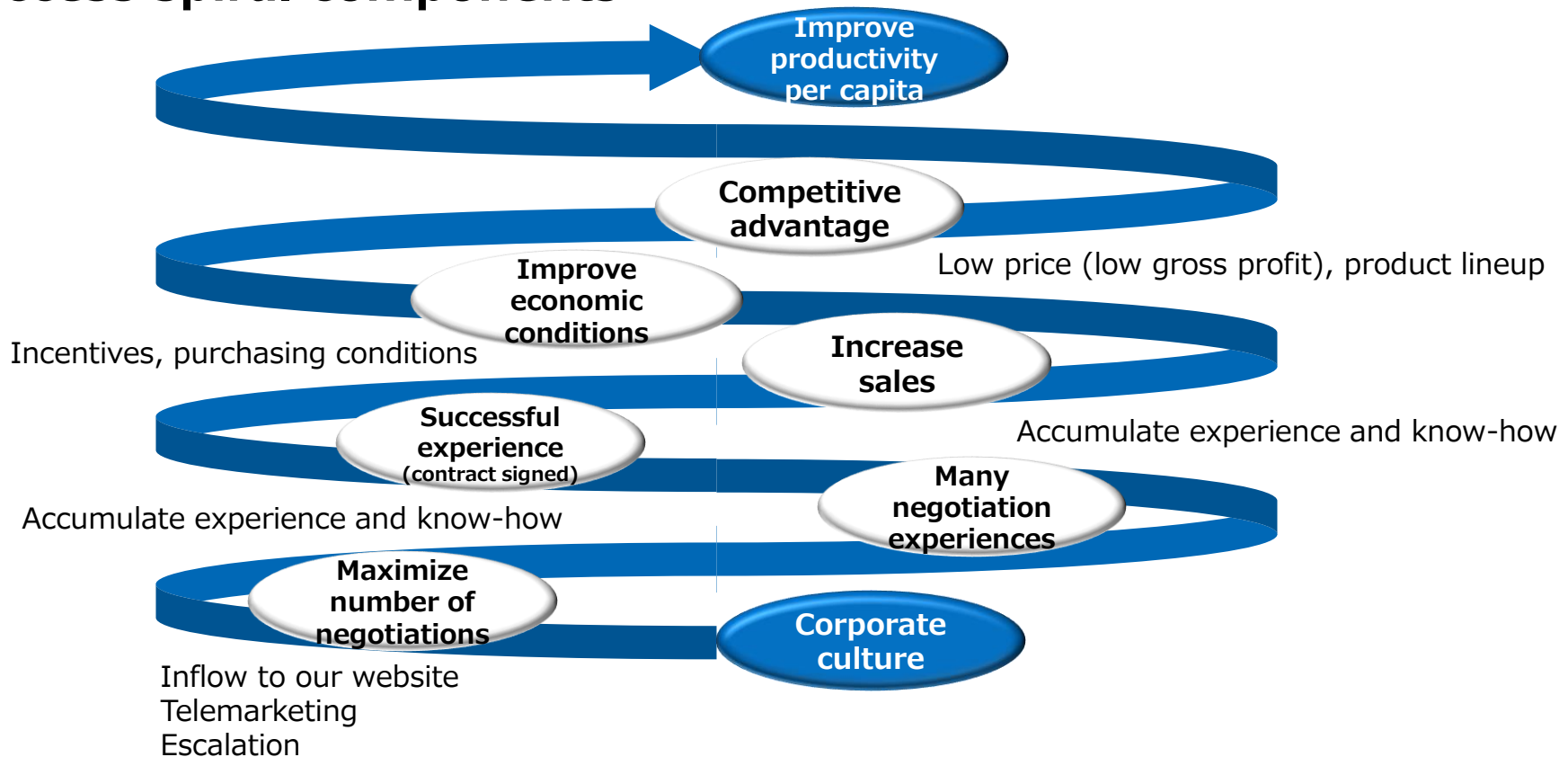




# Maximize Productivity per Capita

Maximize productivity per capita by creating a success spiral of corporate culture (escalation culture, cross-function organizational structure), business model, and sales structure.

## Success spiral components





## **Sustainable Growth and Corporate Value Improvement - ESG Activities -**

# Sustainable Growth and Corporate Value Improvement - ESG Activities

## Environment

Measures against global warming  
Promote ECO and recycling  
Activities to support disaster areas

## Corporate Governance

Strengthen corporate governance  
Promote risk management  
Strengthen compliance

## Related main SDG items

**E**

**Environment**

**G**

**Governance**

**S**

**Social**

## Recruitment/Employment

Various recruitment channels  
Recruitment advantages

## Work-style Reform

Personnel system suitable for the times  
Unique benefits

**1** NO POVERTY



**8** DECENT WORK AND ECONOMIC GROWTH



**12** RESPONSIBLE CONSUMPTION AND PRODUCTION



**3** GOOD HEALTH AND WELL-BEING



**9** INDUSTRY, INNOVATION AND INFRASTRUCTURE



**13** CLIMATE ACTION



**5** GENDER EQUALITY



**10** REDUCED INEQUALITIES



**15** LIFE ON LAND



**7** AFFORDABLE AND CLEAN ENERGY



**11** SUSTAINABLE CITIES AND COMMUNITIES



**16** PEACE, JUSTICE AND STRONG INSTITUTIONS



# Activities for Environment

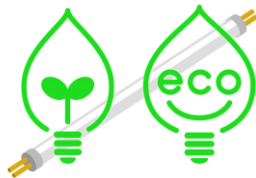


Environment

環境



GSLを通じて環境貢献に取り組んでいます。



Provision of laptop, iPad, etc.

Video (web) conference

Acquire a "Green Site License" to offset the carbon footprint of our website.

**Provide an environmental support with "Green Electricity"** for our activity on the website for CO2 reduction.

**Support and cooperate with the organizations which** provide information, **support activities in disaster areas, and provide assistance to various activities** to "realize a society where people can support each other at the times of earthquake."

**Activities to protect the natural environment** through the Ecology Cafe.

Operate the business **with our minimum required tangible fixed assets. Tangible fixed assets account for 3% of total assets**, at the end of FY2020.

Adapt to various environmental changes.

**Provide rental service of the LED lighting** that generates less heat and do not contain harmful substances **at a low initial cost**. Reduce carbon dioxide emissions by saving power and reduce environmental burden.

**Paperless efforts**

Provide laptop, iPad, etc. to employees.

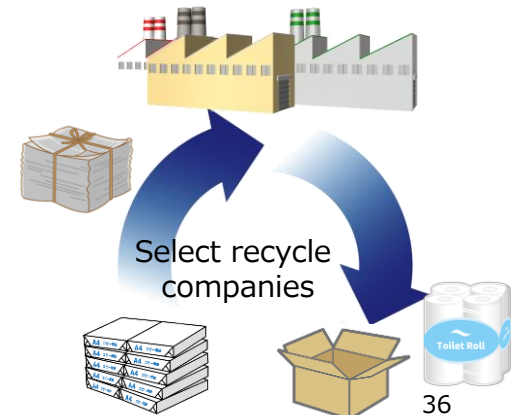
Utilize video (web) conference (to eliminate unnecessary traveling).

Utilize electronic forms and an enterprise SNS actively.

Select recyclers.

Electronic forms (workflow)

Utilizing of an enterprise SNS





Social  
社会

## Various recruitment channels

Fair recruiting, referral recruiting, and active recruiting of women (Female employee ratio: 33%).

Hire multinational people (Foreign nationals: 16.5% (permanent employees)).

Hire disabled people ("Meiro-juku," local group to support disabled people; continuously awarded since 2015).

## How to develop human resources (training system/evaluation system)

Training for new graduates

Business etiquette, PC, knowledge, external, sales, follow-up, etc.

OJT after assignment

Product knowledge training, sales appointment calls, business accompaniment, role-playing.

Sales experience

WEB marketing, telemarketing, escalation.

A lot of business deals generated from sales appointment calls (Experience ⇒ Growth).

Four opportunities a year for salary increase and promotion based on performance appraisal every three months.

33% of the annual salary is variable salary (incentives such as commission, achievement, and profit dividend).

\* Average of all sales reps in 2019



## Introduced personnel system suitable to the times and unique benefit plan

Shorter working hours, shift and flextime systems.

Half-day leave/hour leave (paid leave) applied, spouse birthday leave (special leave).

Drink allowance (for summer season), influenza vaccination subsidy, teleworking allowance.

Occupational accident insurance (compensation for the excess of workers' accident insurance), insurance to cover the cost of illness/injury other than working hours (taking out a corresponding insurance is required).



## Real-time internal communication

Share information and communicate each other in real time, using the social media (JANDI).

Realize quick communication and decision-making by utilizing online communities with limited participants (communities for holding board meetings, and for reaching a decision by using a circular letter, etc.).

\* JANDI are utilized internally at first and the revised version will then be provided to our customers.



## Share management and business policies, using videos, etc.

Create videos on business policies and post on the intranet. Communicate throughout the group.

\* Create dubbed version of these videos for employees of overseas subsidiaries.



## Publish in-house booklet "Vision Tsushin"

Publish the in-house booklet "Vision Tsushin" quarterly (booklet, posted on the intranet).

The booklet contains:

Messages from executives;

Our new efforts;

Comments from the top sales representative;

Introduction of our Divisions; and

Various information on labor, and compliance, etc.

It has been published since 2012.







## “Vision Kids Nursery” as a company-led nursery school

Childbirth and childcare are both big events for employees' lives. Therefore, we implement the more flexible working rules, expand the vacation system, and encourage employees to take a leave, etc.

⇒ Provide more comfortable work environment (a sense of security that their children are nearby) than ever before.

\* Establish a childcare facility within a site of CLT, where female employees account for more than 90%.

Create an environment where it is easy for employees to return to work, and hire employees who are motivated to work in a parenting generation.

⇒ **One of sources of sustainable growth**



## **Support Japan Heart's activities -“to deliver healthcare to medically-isolated areas.”**

Japan Heart is an International medical NGO originated in Japan, which was established by the founder Hideto Yoshioka (pediatrician) in order to improve the quality of medical support activities, based on his many years of medical experience in foreign countries.

The organization has been supported by many medical workers and volunteers. More than 4,500 volunteers have participated in the activities and conducted more than 200,000 treatments in developing countries.

### **Japan Heart's activities**

There are four areas where medical care is difficult to deliver.

One is developing countries suffering from poverty and shortage of doctors.

One is remote areas and isolated islands in Japan.

One is inside children's heart who fight diseases.

One is the large-scale disaster-stricken areas.

Japan Heart is working to deliver medical care to these four areas.

### Our support for Japan Heart

Provide free rental GLOBAL WiFi routers to Japan Heart

volunteers who are active around the world and the secretariat.

Donate a portion of company sales to the secretariat.

Through this support, we hope to be able to support in delivering medical care to as many children as possible.







Social  
社会

## Prevention of the spread of COVID-19 (quarantine measures)/ Ministry of Health, Labour and Welfare

“New measures related to quarantine”

The following applies to all persons entering Japan from overseas (regardless of nationality):

All persons must present a negative COVID-19 PCR test certificate, submit a Written Pledge, carry a smartphone, register and use necessary apps, and submit a questionnaire.

### Our activities

Entrusted with app confirmation work, which is part of the above-mentioned quarantine measures work carried out by the airport quarantine station.

In addition to the above contract work, provide a smartphone rental service for those who do not have a smartphone or who have a smartphone that cannot install the specified app (implement based on the contract between each airport terminal building company and our company).

### Required apps (as of April 12, 2021)

OEL (Overseas Entrants Locator)

Skype (Video call app)

Location information storage settings (Set such as Google Maps)

COCOA (COVID-19 Contact-Confirming App)





## Governance

コーポレート・ガバナンス

### Independent officer system

Total number of Directors: 6

(including independent outside directors: 3 / Male: 5, Female: 1)

⇒ They have rich experience in business management including web marketing, business for foreign visitors in Japan, financial industry and other global businesses, and business owners.

Total number of Audit & Supervisory Board Members: 4

(Independent outside auditors: 4)

⇒ CPAs, prosecutors/lawyers, and business owners.



### Strengthen information security

Acquired ISMS (Information Security Management System) certification

Acquired the certification for "ISO/IES 27001."

Established and has run the Information Security Committee.



### Compliance, risk management, and internal control activities

Conduct education and training sessions regularly.

**25** years    **400,000** companies\*1    **15**mn individual customers \*2

\*1 Number of corporate customers since 2004 (as of May 31, 2020)

\*2 Number of individual customers who make use of Wi-Fi router rental service (as of August 2020)

Toward the problem solving for customers who are  
challenging the issue of “Now” with all our gratitude so far



To Contribute to the Global 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 shall not be obligated to update and revise the “forward-looking statements” included in this announcement.

Vision Inc.

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