

SKY Perfect JSAT Corporation

News Release



April 20, 2017

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Notice from the enRoute Co., Ltd. (Group Company)

enRoute Co., Ltd. (Head Office: Fujimino City, Saitama Prefecture; President, CEO and Representative Director: Masayasu Takigawa), a Group company of SKY Perfect JSAT Corporation (Head Office: Minato-ku, Tokyo; Representative Director, President & Chief Executive Officer: Shinji Takada) has issued the attached press release.

* enRoute Co., Ltd. is Japan's largest developer and manufacturer of industrial drones. On July 1, 2016, it became a member of the SKY Perfect JSAT Group.



April 20, 2017
Yamaha Motor Co., Ltd.
enRoute Co., Ltd.

Yamaha Motor and enRoute Discussing Industrial Drone Alliance

Aiming to Expand Global Business and Develop New Market Sectors

Yamaha Motor Co., Ltd. (hereinafter, Yamaha Motor) and enRoute Co., Ltd. (hereinafter enRoute) have recently started discussions for a business alliance in the industrial drone business.

Both companies aim to conclude a business agreement in August, and utilize each of their products and business know-how for 1) Global expansion of the industrial drone business including spraying pesticides etc. 2) A collaboration for the development of new markets using drones in areas such as precision agriculture *, various infrastructure inspection applications, surveillance work, environmental measures, disaster response operations, transportation, and fishing industry work.

* Precision agriculture is a farming method that carefully observes and controls the condition of agricultural crops and land, as well as assisting in improving the yield and quality of crops.

Yamaha Motor released an unmanned helicopter for spraying agricultural chemicals in 1989. Currently, Japan domestic share of spraying areas cover 42.5% of staple food rice paddy rice fields (2016 Results, Yamaha Motor data). The Company is actively expanding use in agricultural applications globally, including Korea, the United States, Australia, New Zealand, and Thailand. Outside of agricultural applications, there are also industrial unmanned helicopters for multi-solutions capable of long-range automatic navigation providing advanced services to government agencies and general enterprises, etc. in a wide range of industrial fields such as vegetation surveillance and measurement work, disaster prevention, and disaster support. In 2018, Yamaha Motor plans to launch a multi-rotor spraying drone that makes full use of the aerodynamics, control technology, and safety know-how it has cultivated to date.

enRoute has been developing and selling industrial multi-rotor drones ahead of other companies. In multi-rotor type drones used for agricultural field work, the Company has received compliance with performance confirmation standards by Agriculture, Forestry and Fisheries Aeronautic Association for the first time in Japan, and has sold a total of 500 units (as of the end of March 2017). The Company has also developed and delivered a professional drone product for public agencies and private companies in a wide range of industrial fields such as investigating the initial situation of disaster sites, labor saving, and high efficiency of infrastructure inspections and surveying, and for work in distribution experiments.



Yamaha Motor industrial unmanned helicopter - the *FAZER R*



enRoute Multi-Copter for agriculture, the *AC 940-D*.

Company Overviews

Yamaha Motor Co., Ltd.

Headquarters: 2500 Shingai, Iwata, Shizuoka, Japan
Founded: July 1, 1955
Representative: Hiroyuki Yanagi, President, CEO, and Representative Director
Capital: 85,797 million yen
Staff: 53,150 (as at end December 2016, Present day/Consolidated)

Business activities include: Manufacturing and sale of motorcycles, scooters, electrically power assisted bicycles, boats, water vehicles, pools, Japanese-style boats, fishing boats, outboard motors, all-terrain vehicles, recreational off-highway vehicles (ROVs), engines for racing carts, golf cars, general-purpose engines, generators, water pumps, snowmobiles, compact snow blowers, automobile engines, surface mounters, industrial robots, industrial-use unmanned helicopters, electrical power units for wheelchairs, passenger helmets etc.

Net sales: 1,502.8 billion yen (consolidated basis, for fiscal year 2016 ending December 31)

enRoute Co., Ltd.

Location: Ureshino 1-3-29, Fujimi, Saitama, Japan
Established: October 4, 2006
Representative: Masayasu Takigawa, President, CEO and Representative Director
Capital: 46 million yen
Employees: 27 (as of April 1, 2016)

Business activities include: Design/manufacture/sale of industrial unmanned aircraft, import/export/manufacture/sale of electronic control related parts, remote control filming using drone/service robot, development/manufacture/support of filming equipment, development/manufacture of robot platform for autonomous control, deep learning, image processing, remote control, communication software/hardware development, drone operation, training

Net sales: 650 million yen (for fiscal year 2016 ending September 30)