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## **MALAYSIA'S AERODYNE ANNOUNCES MILESTONE DRONETECH DEAL WITH JAPAN INFRASTRUCTURE WAYMARK**

- *Malaysia-Japan ties hit new milestone as Aerodyne announces ground breaking collaboration with NTT subsidiary JIW*
- *Aerodyne is a member of the MDEC GAIN programme, which provides a fast track to Malaysian tech companies to scale up to global markets*
- *Aerodyne is a leading UAV services provider to provide inspections, data processing services and a comprehensive reporting platform for infrastructure assets in the Oil & Gas, Power, Telecoms, Renewables, Construction, Agriculture and Infrastructure industries.*
- *MDEC envisions massive potential in dronetech 4IR applications across multiple industry sectors*

**TOKYO, 8 JULY 2019 – Aerodyne Group (Aerodyne)**, one of Malaysia's leading Unmanned Aerial System (UAS) service provider announced today a milestone collaboration with **Japan Infrastructure Waymark (JIW)** on drone-based services for infrastructure management, both within Japan and on behalf of overseas-based Japanese companies.

Aerodyne is a member of Malaysia Digital Economy Corporation (MDEC) Global Acceleration and Innovation Network (GAIN) programme which helps high-potential Malaysian tech companies to scale up regionally and globally via four strategic pillars – market access, access to scaleup capital, mentor and visibility.

Japan Infrastructure Waymark (JIW) is a wholly owned subsidiary of NTT West.

Aerodyne will provide inspection, data processing services as well as a comprehensive reporting platform for infrastructure assets in sectors which include the power and construction.

As a world-leading drone-based solution provider, Aerodyne combines Drone-as-a-Service (DaaS) and Software-as-a-Service (SaaS) to deliver enterprise-integrated managed solutions to the Oil & Gas, Power, Telecoms, Renewables, Construction, Agriculture and Infrastructure industries.



"The Government of Malaysia is very pleased that Japanese corporations are collaborating with Malaysian tech companies that are fast scaling globally," said Malaysia's **Communications & Multimedia Minister Gobind Singh Deo**. "Business ties between Malaysia and Japan are trending positively, moving up to a new level that will clearly benefit the people and economies of both nations. Malaysia looks forward to continuing our close partnership with Japan to chart a course that will generate sustainable and inclusive growth by transforming both our nations to fully tap the potential of Industry 4.0."

"Aerodyne is honoured and excited to enter into this collaboration with JIW. Our aim is not just to help develop and deliver drone-based enterprise solutions in Japan but also for the global market - especially for Japanese companies operating outside Japan - working closely with JIW," said **Aerodyne CEO Kamarul A Muhamad**.

Today, Aerodyne is one of the global leading AI-driven drone solutions provider with presence in 25 countries around the world and growing. Kamarul added, "Our technology is being used globally to help drive digital transformation for Management and inspections of key infrastructure Assets ranging from national grid to solar, wind and more. We offer solutions that provide a clear business value, which translates to faster, better, cheaper and safer than the one that we will replace.

"Our strategy is to build upon this success and develop effective turnkey solutions for the Japanese market."

"This signing today is just the beginning of what we hope to be a long term and mutually beneficial relationship between us, which started in 2017 when we first met members from the NTT Group in London. Our Japan CEO, Itoh-san has been working hand-in-glove with Shibata-san from JIW since November 2018, to evangelize the benefits of Drone technology here in Japan."

Welcoming the move, **MDEC CEO Surina Shukri** said, "The collaboration between Aerodyne and JIW will seek to tap significant dronetech related opportunities in Japan. MDEC sees a huge potential of local companies leading in various global markets such as the UAS sector and the application of drone technologies to impact various industries globally. "

"GAIN's objectives supports MDEC's key mission to nurture global tech champions," she added. "We are on track to help many more home-grown companies scale up and commercialise to become global icons. MDEC will continue our role to connect and facilitate the matching and introduction of local and international companies."

**MDEC Vice President Gopi Ganesalingam**, who was present at the announcement ceremony in Japan added, “MDEC is proud that our support of Aerodyne has culminated in this ground breaking collaboration between two innovative companies and countries. We will continue to work hard to achieve more of such outcomes that will benefit all parties greatly.”

Recent Malaysia-Japan collaborations include Softspace and SMCC, N2N and SBI Japannext, ipay88 and NTT Data, Macroiosk and GMO-Payment Gateway Inc and now, Aerodyne and JIW.



**From left to right:** Satoshi Yumita (Executive Assistant, Aerodyne Japan), Akira Itoh (CEO, Aerodyne Japan), Shibata Takumi (CEO, Japan Infra Waymark Corp), Gopi Ganesalingam (Vice President, MDEC), Kamarulazman Muhamed - (Group CEO, Aerodyne), Zulhusni Mokhti (Senior Director Strategic Solutions Development, Aerodyne), Azita Azizan (Group ED, Aerodyne) and Thaqif Kamarulazman (Project Delivery Manager, Aerodyne).

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## ABOUT MALAYSIA DIGITAL ECONOMY CORPORATION (MDEC)

Malaysia Digital Economy Corporation (MDEC) is the government agency under the Ministry of Communications and Multimedia Malaysia entrusted to lead the nation's digital economy forward.

MDEC's mandate includes driving digital adoption, development of industry ready tech talents, digital economy policies and global champions.

To future proof Malaysia for the digital age, MDEC will leverage its proven track record, industry credibility and experienced leadership to connect, catalyse and commercialise digital initiatives to advance a thriving and sustainable digital economy placing diversity and inclusivity at its core.

#LetsBuildTogether #DigitalMalaysiaForward

To find out more about MDEC's Digital Economy initiatives, please visit [www.mdec.my](http://www.mdec.my) or follow us on:

Facebook: <https://www.facebook.com/MyMDEC/>

Twitter: @mymdec

## About Aerodyne



Aerodyne Group ([www.aerodyne.co](http://www.aerodyne.co)) is a world-leading provider of drone-based enterprise solutions, and a pioneer in the use of AI as an enabling technology for large-scale data capture and analytics.

Aerodyne operate on an unprecedented level in the UAV services sector. In the last eighteen months they have completed over 60,000 flight operations, inspected more than 250,000 assets and surveyed in excess of 55,000km of power infrastructure.

Aerodyne have a full-time staff of over 270 including pilots, engineers, software developers and industry experts. They have a presence in 25 countries around the



world, with plans to continue their expansion into a variety of territories and verticals during 2019 and beyond.

Aerodyne's AI-Driven Enterprise Solutions, myPRISM and Vertikaliti are already deployed on major projects within Oil & Gas, Power, Telecoms, Renewables, Construction, Agriculture, Infrastructure and beyond. Large enterprises around the world are benefitting from optimised management of critical assets and infrastructure, improved project situational awareness and sophisticated geospatial intelligence, enabling them to fully embrace digital transformation.

Aerodyne, ranked as the fifth drone service provider in the world by Drone Industry Insights (DII) and number one in Asia, was recently named Frost & Sullivan's 'Asia Pacific UAV Services Company of 2019'.

Aerodyne Video Teaser:

<https://video.aerodyne.co/video/aerodyne-1min-trailer>

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