

**Held an event OPTiM Smart Agriculture Service 2025**  
**Provided drone spraying service over approximately 26,000 hectares nationwide in FY2024, the largest in Japan<sup>\*1</sup>.**  
**Announced our drone spraying DX-related services and technologies, which have the largest domestic market share<sup>\*1</sup>.**

TOKYO, Japan (January 24, 2025) - OPTiM Corporation (TSE: 3694)

OPTiM Corporation (hereinafter referred to as OPTiM), the market leader in AI, IoT, and Big Data platforms, held an event OPTiM Smart Agriculture Service 2025 on January 23, 2025.

At this event, OPTiM presented the results of Pinpoint Time Spraying (PTS), the largest drone spraying DX service in Japan, as well as drone spraying DX related services and technologies for FY2024.

**■About OPTiM Smart Agriculture Service 2025**

OPTiM Smart Agriculture Service 2025 was held at OPTiM SAGA Office on January 23, 2025. The presentation focused on the results and success stories of the drone cooperative pest control service that we have been working on with producers, local governments, and JA (Japan Agricultural Cooperatives), and the effectiveness of the Pinpoint Time Spraying.

The event was held on the same day as the 26th National Agricultural Successor Summit in Saga.

**■What is the Pinpoint Time Spraying?**

It is Japan's first<sup>\*2</sup> drone spraying DX service for a wide range of crops. Unlike conventional spraying services which use unmanned helicopters and provide only spraying, this service digitalizes the entire spraying process. With this service, it enables producers to achieve higher pest control effectiveness through high-quality pesticide spraying application, leading to increase of yields and sales. Moreover, in case of cooperative pest control, the service significantly reduces workload for pest control associations and JA (Japan Agricultural Cooperatives) through digitalization, by eliminating duties such as on-site presence during spraying operations on the day.



For more information, please visit the following website  
 Pinpoint Time Spraying: <https://www.optim.co.jp/agriculture/services/pts>

## ■Details of OPTiM Smart Agriculture Service 2025

### 1. FY2024 Achievements of the Pinpoint Time Spraying in Numbers

In fiscal 2024, rice pest control efforts, the service was introduced in 133 municipalities across 26 prefectures, to approximately 100 pest control associations, JA (Japan Agricultural Cooperatives), and other clients, covering approximately 26,000 hectares and about 110,000 fields, making it the largest scale in domestic drone spraying services in Japan. Furthermore, as a result of evaluations from customers who utilized the Pinpoint Time Spraying this fiscal year, over 94% of customers have expressed their intention to continue using the service in fiscal 2025, and over 92% of customers have shown an interest in expanding their use of the service.



**国内シェアNo.1** ※1  
数多くの防除組合様・JA様で  
ご活用いただけるサービスに



※1 2025年1月22日時点、オプティム調べ。

## 2. Effectiveness of AI Timely Pest Control (Comparison with Traditional Unmanned Helicopter Pest Control)

The Pinpoint Time Spraying achieves timely spraying through AI. As a result of comparison between the general data of traditional unmanned helicopter spraying on a fixed schedule and the AI-driven drone timely spraying conducted and verified by OPTiM, it was found that downgrades due to discolored grains<sup>\*3</sup> were significantly reduced, contributing to quality improvement by approximately 60%<sup>\*4</sup>. With improved quality, an increase in yield and sales can be expected.

### 従来の一般的なヘリ散布とPTSの比較



※散布作業のみの比較 ※デジタル地図作成、注文書取りまとめなどは別途要費用

## 3. Outline of Pinpoint Time Spraying System

### ◆Main functions

- **Creation of Digital Spraying Map (Patent Pending)**

We create a digital map of the farmland. Utilizing our proprietary AI, we accurately pinpoint the precise locations of the designated areas for spraying, enabling the creation of a highly efficient spraying map.

- **Pilot Routing (Patent Pending)**

Our proprietary AI performs calculations on over 180,000 patterns to create the optimal spraying route for efficient pilot shift management and same-day spraying.

- **Visualization of Pesticide Spraying Status**

It is possible to remotely check the progress of the day's spraying in real-time.

◆Screen image



■Future Development

Based on the experience and know-how gained from the Pinpoint Time Spraying for rice, which OPTiM has been implementing since 2022, we will offer the Pinpoint Time Spraying for a variety of crops including citrus fruits, soybeans, edamame, wheat, leeks, pumpkins, sweet potatoes, and more, thereby achieving overall spraying digitalization (DX).

PTS対応可能な作物

- ・大豆・枝豆（害虫防除）
  - ・麦
  - ・ネギ
  - ・カボチャ
  - ・サツマイモ（一般病害虫、基腐れ病）
  - ・柑橘類（みかん、はっさく、不知火等）
- 提供を開始いたしました



- ※1 As of January 22, 2025, according to OPTiM's survey.
- ※2 As of January 22, 2025, according to OPTiM's survey. As a service that achieves DX (digital transformation) of the entire pest control process (from order creation to digital map creation, unmanned spraying assisted by digital management, and scientific timely feedback through image diagnosis, etc.).
- ※3 Rice grains that show black or brown spots or other discolorations on their surface, primarily due to sap-sucking by stink bugs.
- ※4 As of January 22, 2025, from a survey conducted in the areas where OPTiM provides the Pinpoint Time Spraying.

## Press Release



### ■ About OPTiM Corporation <https://www.optim.com>

OPTiM is a leader in internet-based services that improve its clients' interactions with technology in all aspects of everyday life. Its solutions provide comprehensive IoT management and multifunctional remote communication. Its business partners include NTT East, NTT West, NTT DOCOMO, OTSUKA, SoftBank, Canon Marketing Japan, Panasonic Solution Technology, Ricoh Japan, KDDI and Fujifilm Business Innovation Japan. Based in Tokyo, Japan, its corporate motto is, "We make the net as simple as breathing."

#### 【Copyright / Trademark】

- ※ The company names and product names mentioned are registered trademarks and trademarks of their respective companies.
- ※ The information presented in this press release is subject to change without notice.

### ■ Media Contacts

Public Relations  
press@optim.co.jp