

# Company Profile - Ubiquitous AI Corporation

Ubiquitous AI Corporation

June 2020

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# Company Overview

- **Company Name** Ubiquitous AI Corporation (UAC)
- **Location** <Headquarters> Meiho Bldg. 6F, 1-21-1, Nishi-shinjuku, Shinjuku-ku, Tokyo 160-0023, JAPAN  
<Branch Office> Gotanda <Business Office> Osaka, Nagoya
- **History**
  - May 2001 Ubiquitous Corporation was established by ex-Microsoft engineers and started the embedded software business.
  - 2005 A major game production company adopted its embedded network product
  - Nov. 2007 Listed in JASDAQ NEO Market (currently, listed in JASDAQ)
  - Mar. 2010 Started marketing “Ubiquitous QuickBoot”
  - Dec. 2012 Executed a capital and business collaboration agreement with Murata Manufacturing Co., Ltd..
  - Apr. 2016 Subsidized AIM Corporation
  - Apr. 2017 Subsidized A. I. Corporation
  - July 2018 Acquired and merged with A. I. Corporation  
Changed its commercial name to Ubiquitous AI Corporation
- **Capital** 1,483,482 thousand yen (as of March 31, 2020)
- **President** President: Satoshi Hasegawa, Deputy President: Koji Inoue
- **Business Profile** Development, import and sale of embedded device-related software
- **URL** <https://www.ubiquitous-ai.com/>
- **Group Company** AIM Corporation (<http://www.aim-inc.co.jp/>)

*Connecting the Future*

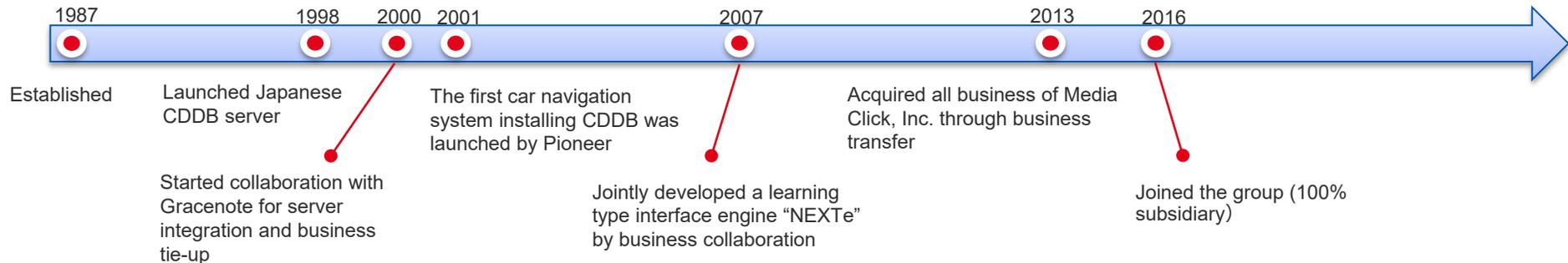
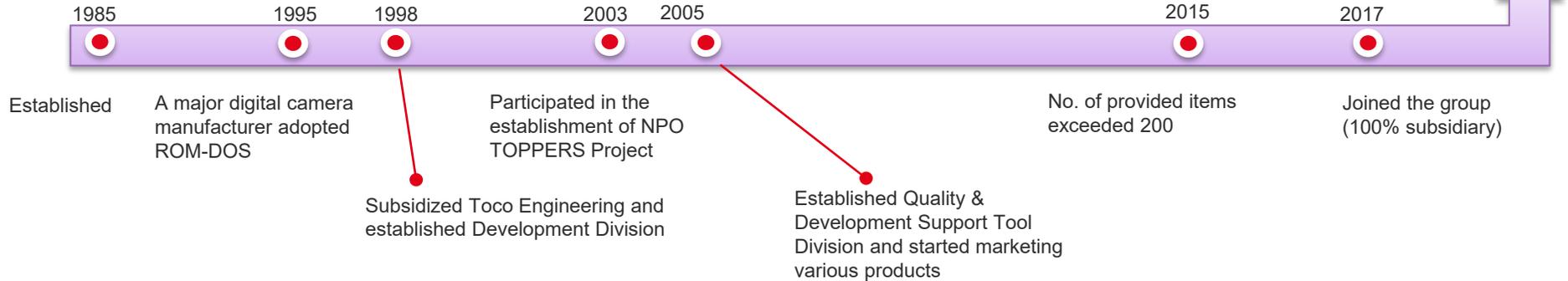
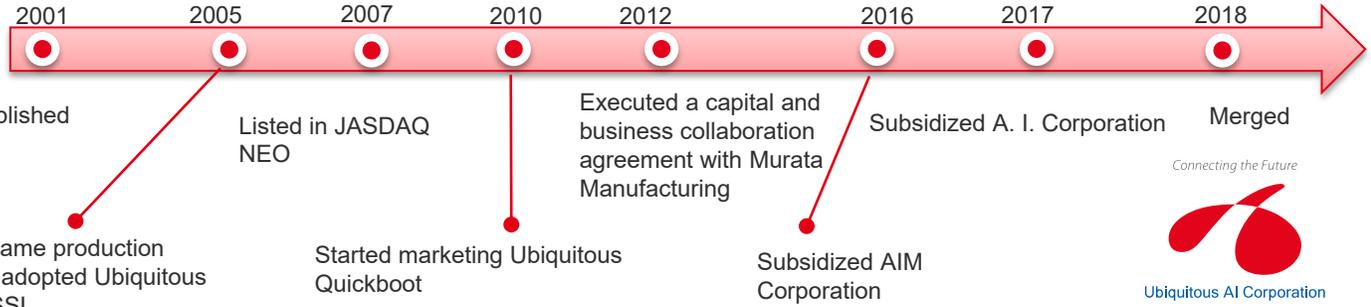


**Ubiquitous AI Corporation**

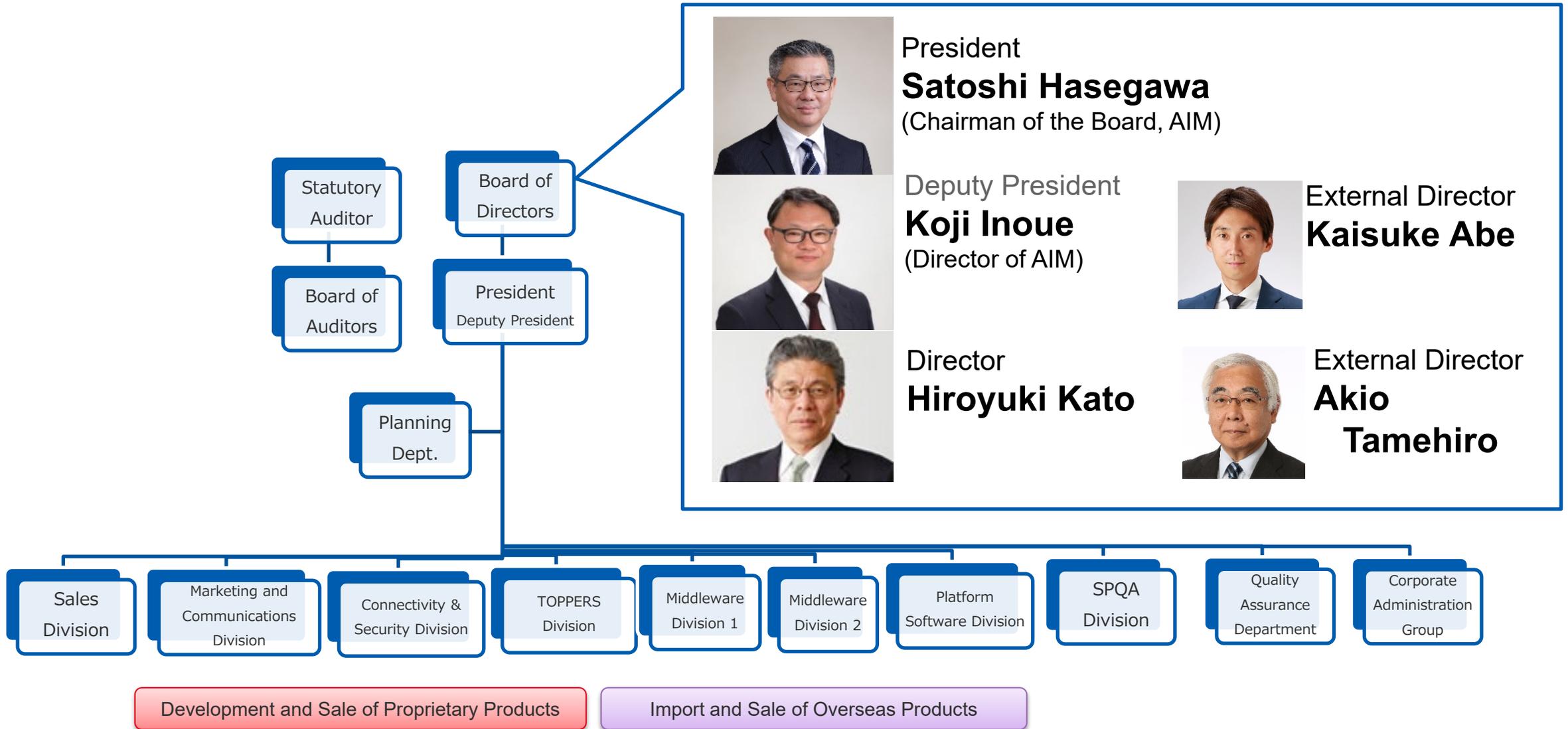
# Group History (until 2020)



Ubiquitous

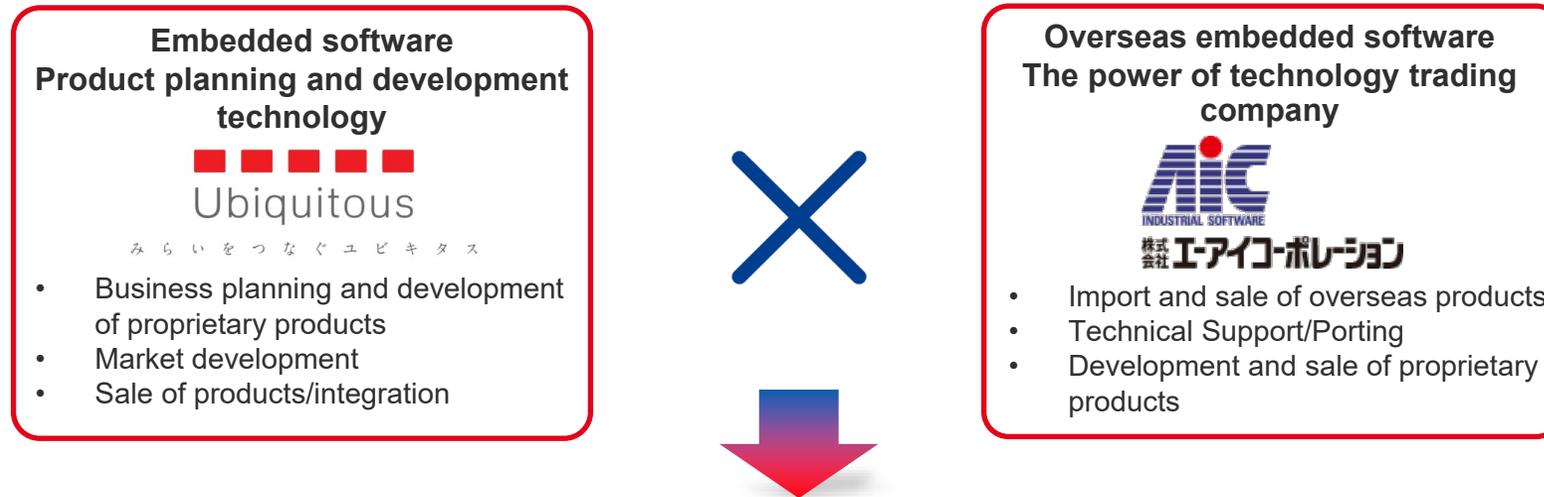


# New Organization Chart and Management Executives



# Company Overview

In July 2018, merger was completed between Ubiquitous that has developed proprietary products, and A. I. Corporation that was established in 1985 (more than 30 years ago) and have imported/sold sophisticated overseas product.



## No.1 Embedded Software Vendor

As a professional group that creates and provides innovative embedded software for edge devices, we accelerate the fourth industrial revolution by IoT, and contribute to the future success of customers and the sustainable development of the society

# Our Products/Technologies

Supporting development activities by our customers through various software products and technical development capabilities

*Connecting the Future*



Ubiquitous AI Corporation

Connecting the future of “Customers”, “Society”, and “Employees” through technology



Security



Quality Improvement Support Tool



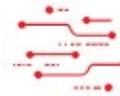
Development/Test Tools for In-Vehicle Device



Vulnerability and Security Verification



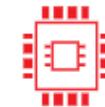
Network



Connectivity



Wireless



OS/BIOS



Storage/Data Management



Carrier Grade



Sound/Movie/UI Solutions

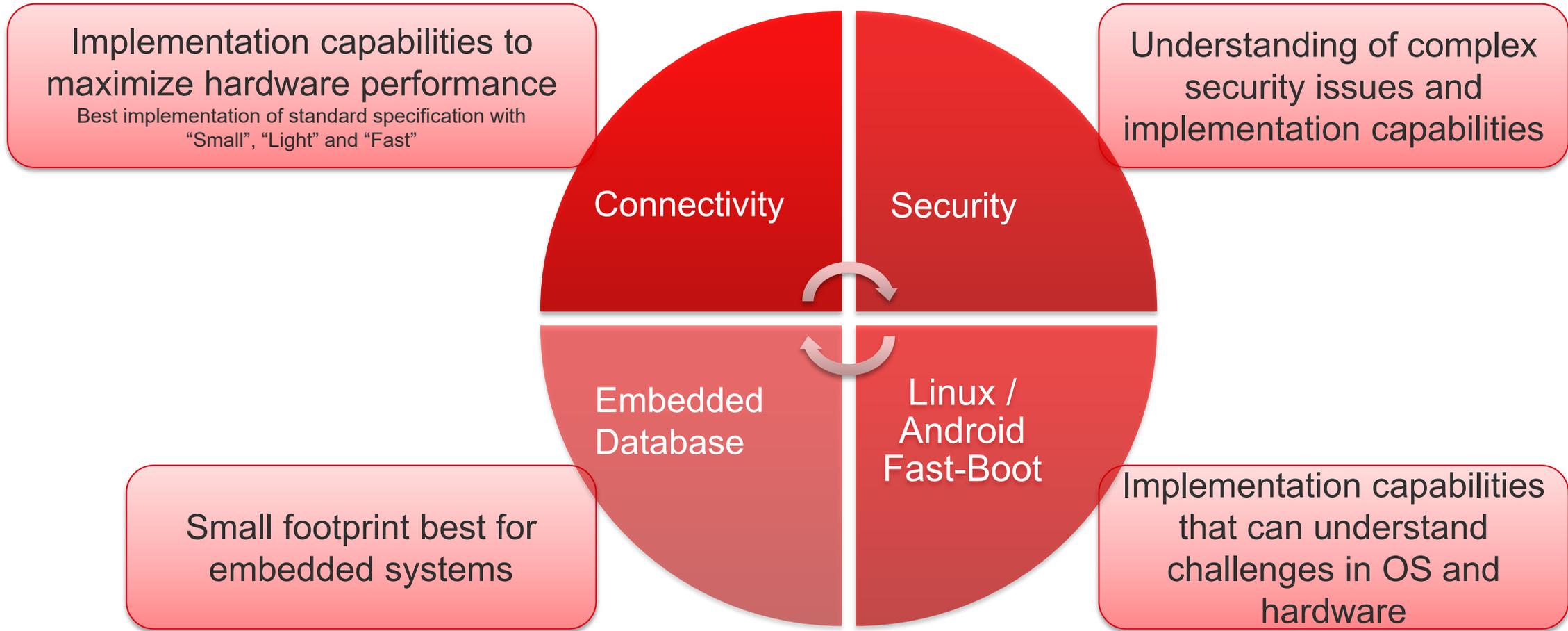


Development Tool/Utility

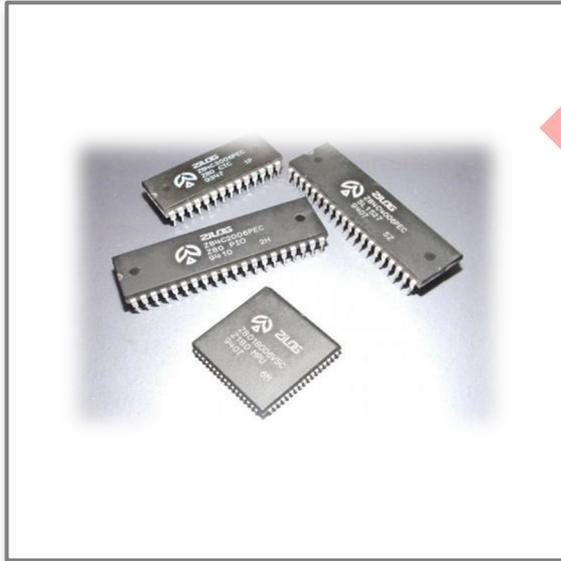


AI Solution

# Technical Development Capabilities: Technology Inventor

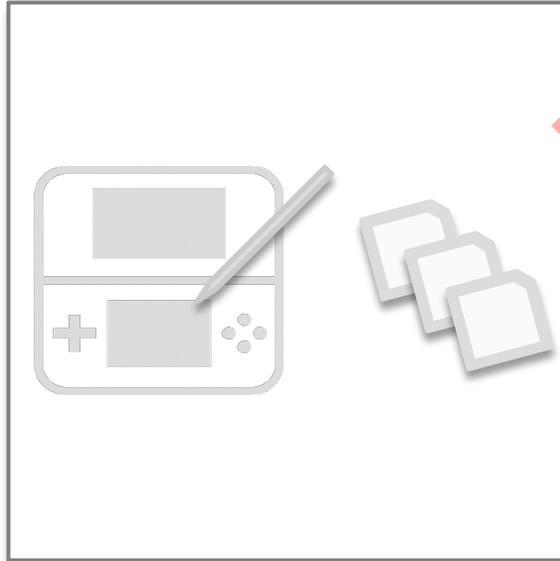


# Technical Development Capabilities: Technology Inventor



## Our Origin of Technology

Web Server Working on 8bit MCU  
Origin of Ubiquitous Network  
15 years ago



## Internet of Things in 2005

Porting TCP/IP and SSL on Game Cartridge and Working with ARM9 Game Device  
Just 50KB Code Size of TCP/IP and SSL

## Ubiquitous TCP/IP Network OS

Our TCP/IP Protocol Stack and SSL are Shipped Over 250 Million Unit in Worldwide



Ubiquitous  
Network Framework

## What is IoT Devices

Reference IoT Development Board is Monster Machine for our Network Platform

Raspberry Pi Model A  
ARM11 700MHz  
256MB ROM



Wi-Fi Network Module  
ARM7 50MHz  
256KB ROM



# Ubiquitous Network Framework

"Small", "Light", "Fast" network platform that realizes IoT on devices

## Compact, lightweight and high speed

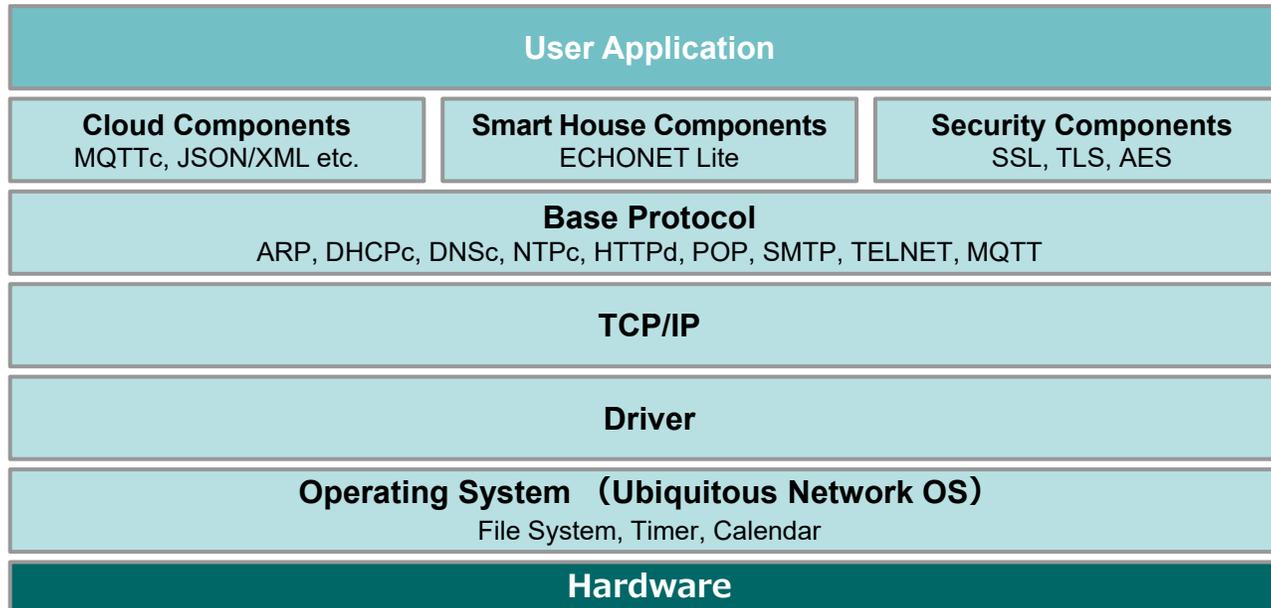
- Small program size, and operated with small capacity of ROM/RAM
- Network functions can be added at a low cost

## Provide various components

- Provides various components such as WPS, WPA, Wi-Fi Direct, MQTT, ECHONET Lite
- Can be combined as appropriate according to the application

## Excellent portability

- Operation is confirmed on various CPUs such as ARM architectures, Renesas RX series, MIPS, PowerPC, H8S, SH, M16C, V850, and ColdFire, etc.

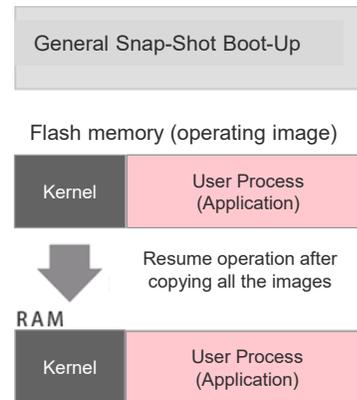
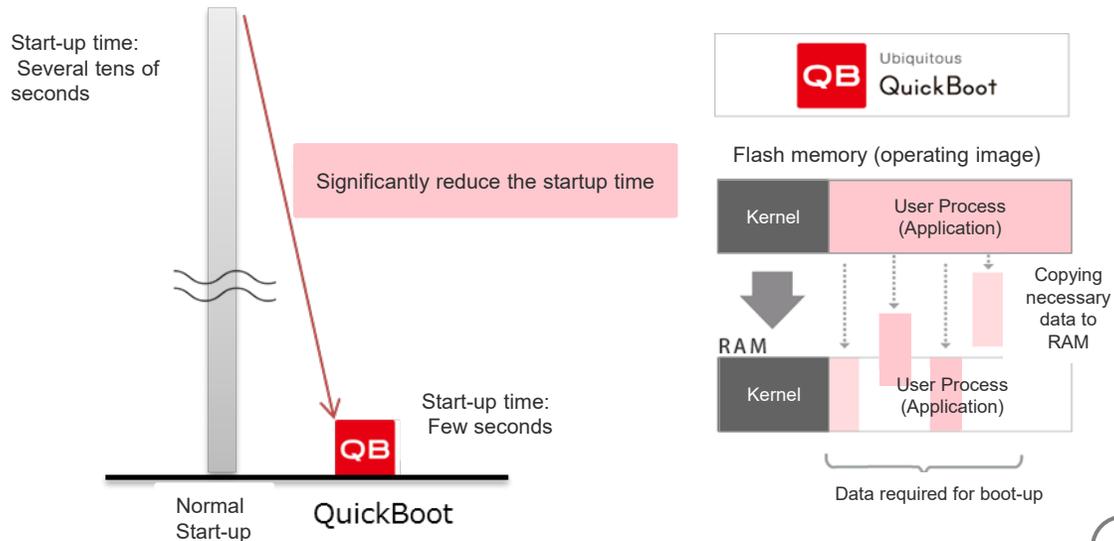


- Providing the full service from OS, TCP/IP stack to MQTT, ECHONET Lite and cloud services
- Can be mounted and operated only with MCU internal ROM / RAM
- Over 250 million shipments worldwide

Component	Thumb instruction set	ARM instruction set
Kernel core	2.0K bytes	3.0K bytes
TCP/IP (v4)	11.2K bytes	18.0K bytes
TCP / IP stack + kernel core (Minimum configuration, excluding apps)	38.0K bytes	47.5K bytes

# Ubiquitous QuickBoot

Our original advanced technology that significantly shortens the startup time of embedded systems



May 2015  
Basic patent  
acquired

Supporting  
ARM series  
Intel/Atom series

- Overwhelming high speed
- Even if the application uses more memory space, the startup time is not affected
- Android compatible
- Provided as SDK (Software Development Kit)
- Mass production exceeding 30 million units

## Commercial Cases

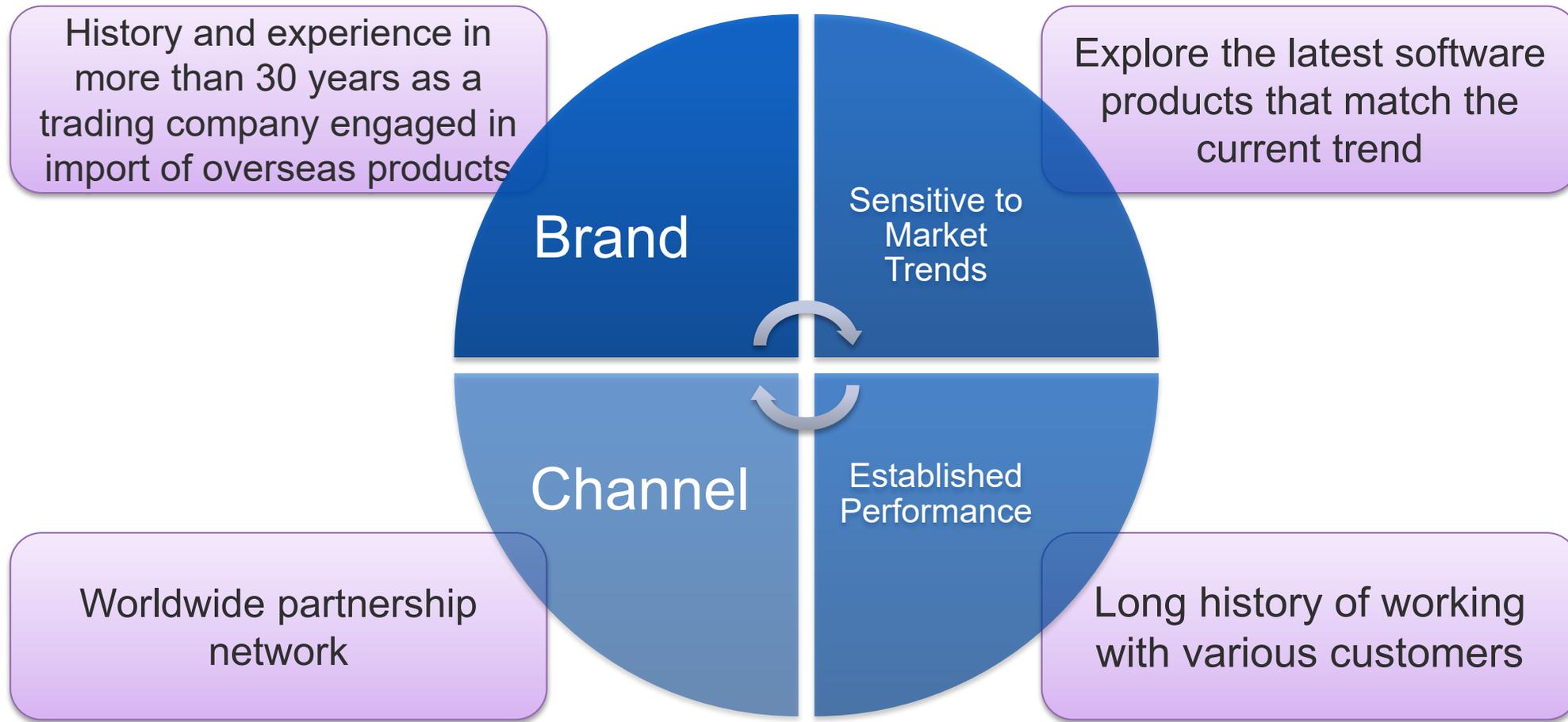


**JVC KENWOOD Corporation**  
AV Navigation 2013/2014 MDV-Z700, MDV-X500, MDV-R700, MDV-L401, MDV-L301, etc.



**DENSO TEN Limited.**  
ECLIPSE AVN Z Series 2013 Fall Model, AVN SZ Series, Z Series 2014 Fall Model

# Technology/Product Exploring Capabilities: Technology Bridge



# Diversified Overseas Software Partners

- More than 35 major partners with over 100 products



# Group Company: AIM Corporation



- **Company Name** AIM Corporation
- **Location** <Headquarters>3-8-7, Mizonokuchi, Takatsu-ku, Kawasaki-shi, Kanagawa 213-0001, JAPAN
- **History**
  - Oct. 1987 The Company was established
  - Sept. 1997 Released the first CDDB-compatible software (“Shitteru CD Player”) in Japan
  - Apr. 1998 Independently started operation of Japanese CDDB server
  - Nov. 1999 Agreed with Pioneer for the use of its CDDB for Pioneer’s car navigation systems
  - Mar. 2000 Started collaboration with Gracenote for server integration and business tie-up, and cooperated mainly for embedded products
  - May 2001 The first car navigation system with the CDDB function was launched by Pioneer
  - Nov. 2003 Obtained a basic technology related to mobile players from Dynamic Naked Audio
  - Jul. 2007 Jointly develop “NEXTe”, a learning-type inference engine, with C4 Technologies
  - Mar. 2013 Acquired all businesses of Media Click, Inc. through business transfer
  - Apr. 2016 Became a group company of Ubiquitous Corporation (100% subsidiary)
- **Capital** 42 million yen (as of end of March 2020)
- **Chairman of the Board** Satoshi Hasegawa
- **Business Profile** Development and licensing of software products, incorporation of Gracenote products into embedded device, commissioned design and development of software products (for embedded device, PCs, smart phones, web systems, server application products, etc.)
- **URL** <http://www.aim-inc.co.jp/>



## Strong Partnership with Gracenote

- After independently launching a Japanese CDDB server in April 1998, collaborated with Gracenote that has operated the CDDB server business.
- In March 2000, started collaboration with Gracenote for server integration and business tie-up. Since then, AIM has been an official development partner of products embedding Gracenote technologies in more than fifteen years, providing engineering services mainly for Japanese domestic IVI (In-Vehicle-Infotainment) device.
- Has provided “YOMI” that provides “Furigana” of “Album names”, “Music names”, and “Artist names” in collaboration with Gracenote’s music recognition technology, as well as “Alias (Betsumei)” that is a database of artist information consisting of nicknames, contracted names, incorrect but widely used names and related names of artists for its proprietary products and as a content service.

\*Music recognition technology provided by Gracenote is widely adopted by various music application services and music online services globally such as Apple iTunes, Amazon Music, and Microsoft Groove Music.



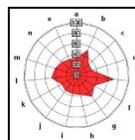
## Development partner of Nordic Semiconductor

- AIM has jointly developed BLE Complete Module nRF52 series with Nordic.



### YOMI/ Alias

It is a database of “furigana” of titles of albums, music, and artist names, and alias information of artist names, which can be used for sorting/searching music and sound recognition.



### NEXTe - Feature Value Data

Feature value data generation service by analyzing and digitizing music and texts, and trend analytic service using a learning-type inference engine “NEXTe”. These services enable to analyze preference and trend as well as create recommendations.

# Business Collaboration with Murata Manufacturing

- Murata Manufacturing and Ubiquitous Corporation (then) executed a capital and business collaboration agreement in December 2012 for expanding the wireless telecommunication business.
  - Wireless module hardware, driver software, and reliable authentication provided by Murata Manufacturing
  - “Small, light, and fast” wireless-related software technology provided by Ubiquitous Corporation
- Made a joint proposal and established a development framework for Wi-Fi for the in-vehicle market, Wi-Fi Direct, and Miracast solutions
- Collaborated in the wireless area for smart home
- Provided a Wi-Fi middleware solution that best matches the Wi-Fi module produced by Murata Manufacturing
- Additionally, enhanced collaboration and business framework mainly in the Bluetooth-related business following a merger with A.I. Corporation that has a long history of working with Murata Manufacturing

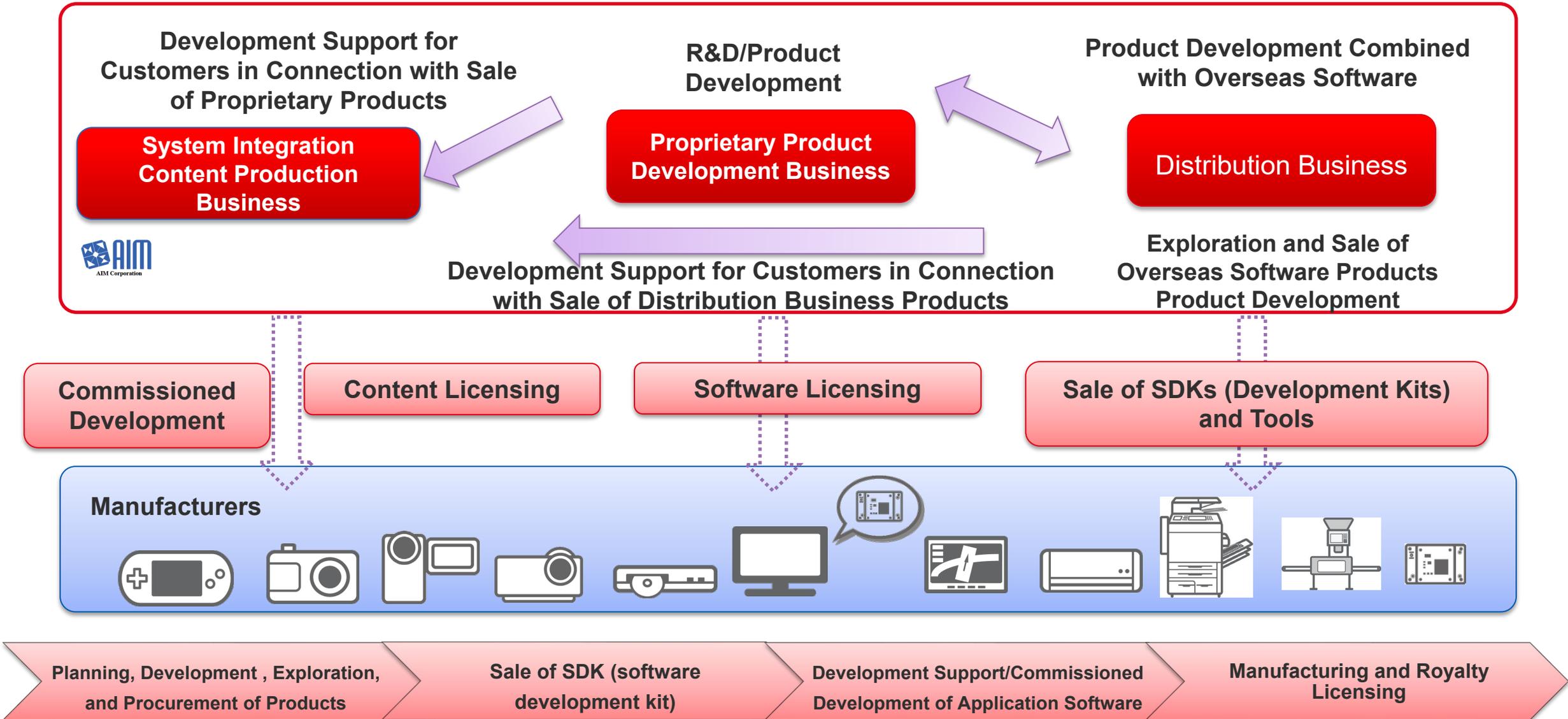


*Connecting the Future*



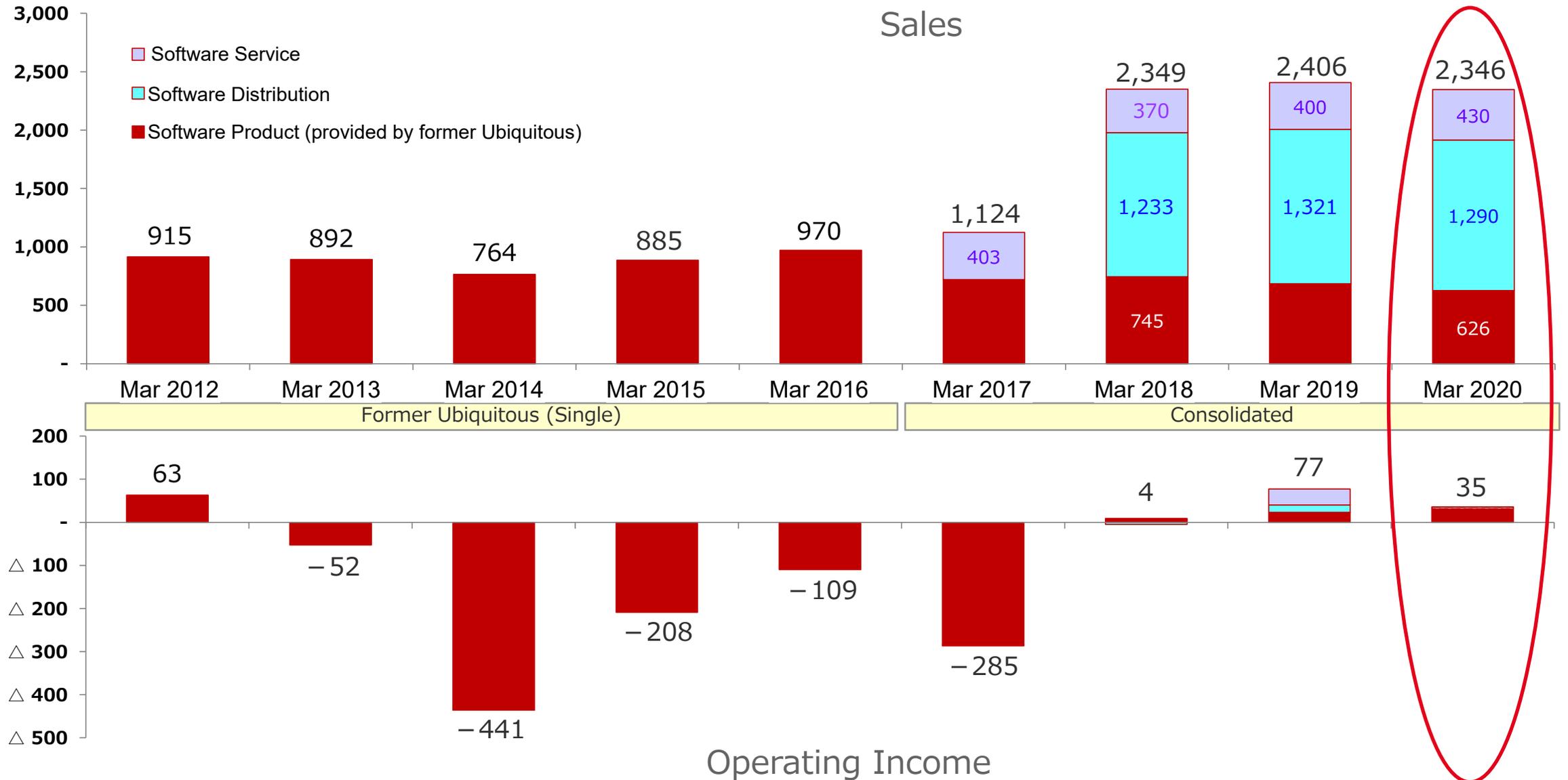
Ubiquitous AI Corporation

# Business Structure/Business Model of the Group



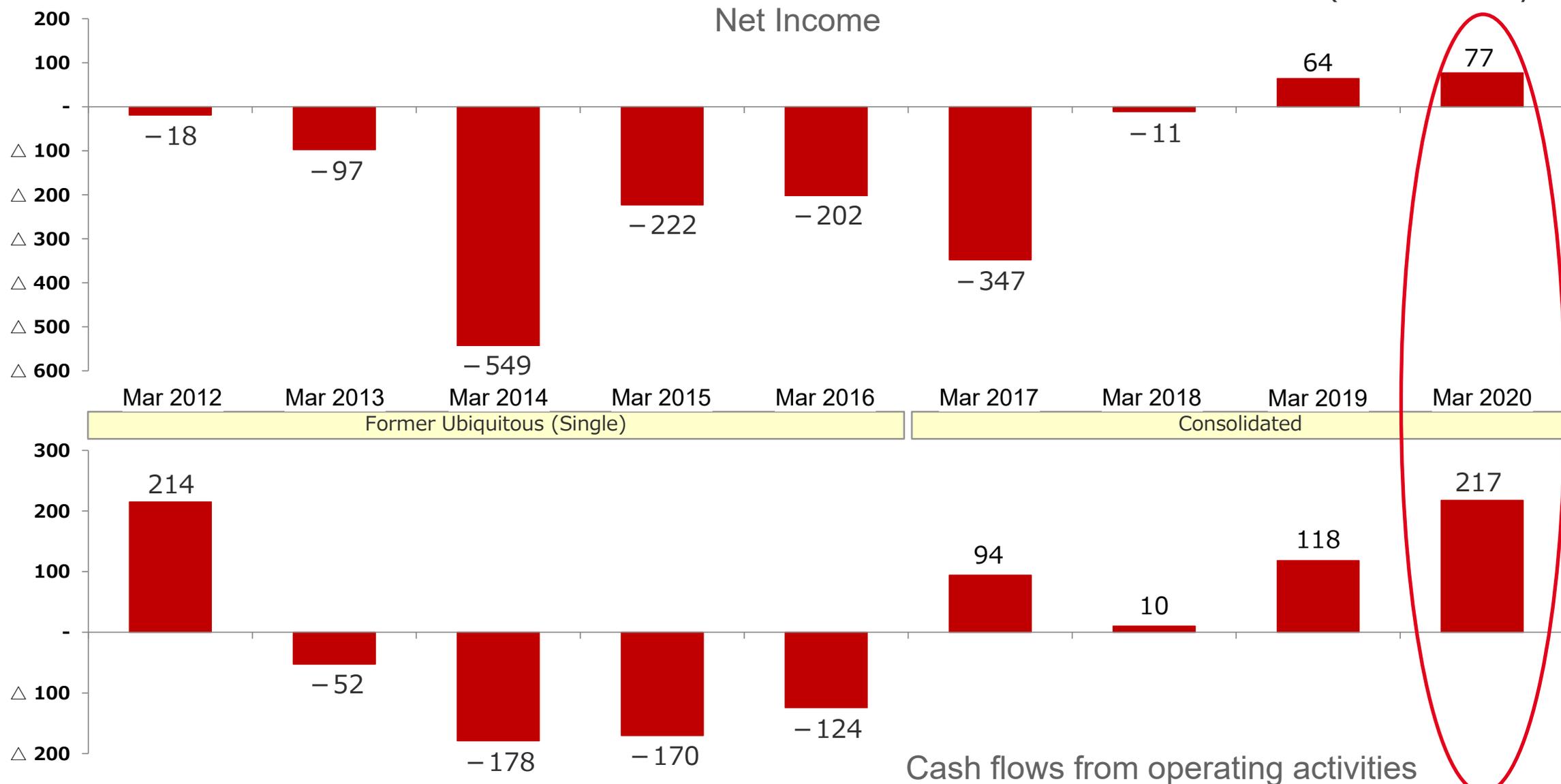
# Sales and Operating Income

(Unit: Million yen)



# Net Income and Cash Flows from Operating Activities

(Unit: Million yen)



# Winning of Technology Fast Award in 2019

- In Deloitte “Tohmatu Group’s 2019 Technology Fast” that is Deloitte Touche Tohmatsu Limited’s (DTTL) annual publication ranking technology companies by growth rate, we were ranked the 36th among in “Japan Technology Fast 50” and the 456th in “Asia Pacific Technology Fast 500” (growth rate of 114.10%).
- Our business expansion in 2016 and 2017 supported by M&A was highly valued.
- It is the third award winning following 2007 and 2011 (Company name then was Ubiquitous Corporation in 2007 and 2011).

Technology Fast: Based on the average sales growth rate in last three accounting periods.

**50**

**Technology Fast 50**  
**2019 Japan WINNER**  
**Deloitte.**

**500**

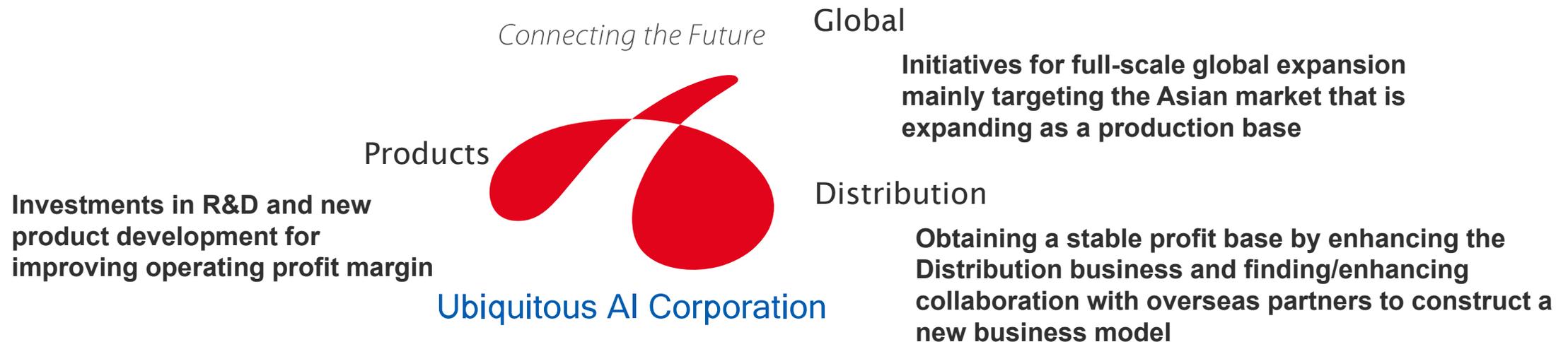
**Technology Fast 500**  
**2019 APAC WINNER**

# Business Direction of the Group

To become “Global Embedded Company”

Expanding business opportunities based on a superior embedded software technology and by sharing products, resources (engineering) and sales channels with global partners

**Targets for the FY ending March 2025,  
Sales: Three billion yen / Operating profit margin:10% level**



# Business Direction of Our Group

## Main Product Categories/Technologies

### Connectivity & Security

- Network wireless technology that enables IoT
- Security technology that provides end-point security

### Software Quality Improvement Support Tool

- Expanding development scale mainly in the automobile industry
- Dissemination of IoT and functions for networking that improve development efficiency and quality of software
- Enhancing product line-up and providing solutions that support verification of vulnerability for further security enhancement

### Fast-Boot/Hybrid

- Increasing demand for faster boot-up of systems in line with dissemination of Linux/Android, and system collaboration with RTOS
- Expansion of applicable markets and solution enhancement through compatibility with Arm and x86

### AI-Cloud Connection

- Technical R&D and product offering that are necessary for collaboration between AI & cloud services and embedded system, and for implementation of embedded systems
- Product planning in collaboration with cloud service providers

# Business Environment and Challenges Surrounding the Group

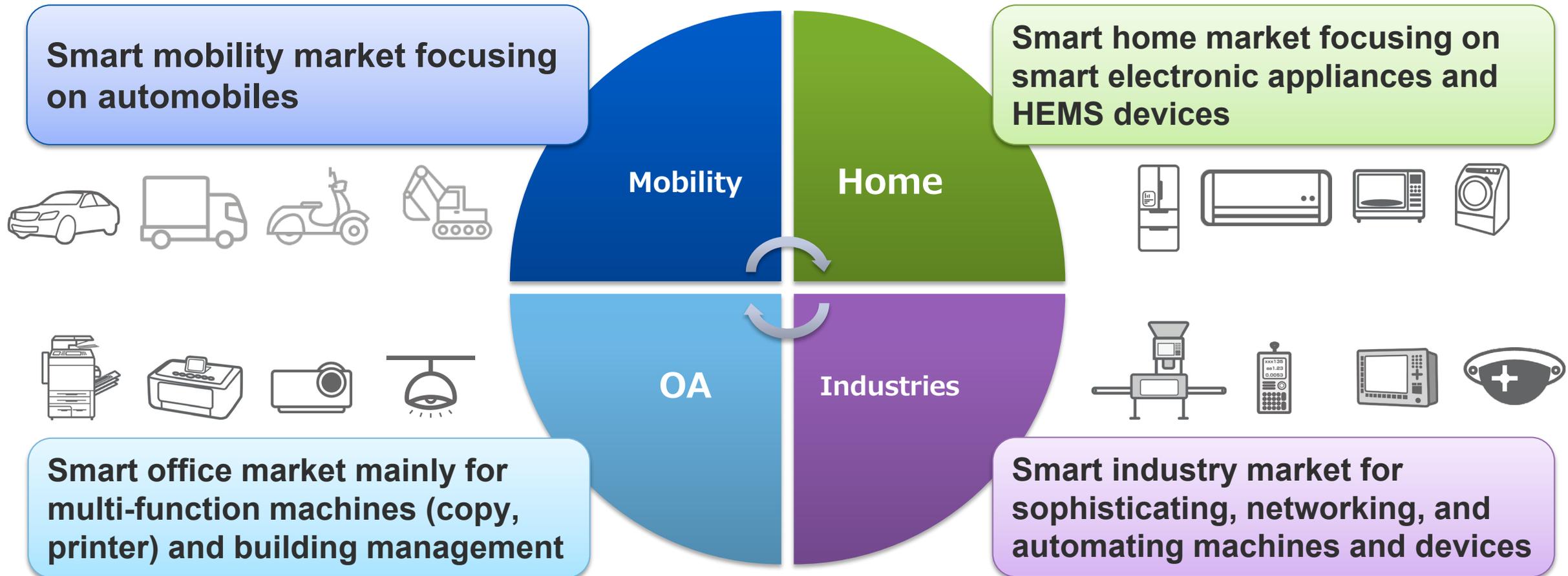
Internal	Strength	Weakness
	<ul style="list-style-type: none"><li>• <b>Business portfolio</b></li><li>• <b>Technical capabilities, number of products and variations</b></li><li>• <b>Partner channel, number of business partners, business history (totally over 30 years in all the business segments)</b></li><li>• <b>Technical knowledge and skills in specialized fields (standards and semiconductors)</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Cloud/AI technology</b></li><li>• <b>Application/Service development</b></li><li>• <b>Cost and time required for proprietary product development</b></li><li>• <b>Sales force (outbound sales)</b></li></ul>
External	Opportunities	Threats
	<ul style="list-style-type: none"><li>• <b>Shortage of engineers</b></li><li>• <b>Knowledge in expertise</b></li><li>• <b>Different knowledge on cloud and embedding triggered by expanding IoT</b></li><li>• <b>Shorter time required for product development</b></li><li>• <b>Expansion of development scale</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Expansion of OSS</b></li><li>• <b>Platform solutions by semiconductor manufacturers</b></li><li>• <b>Solution packaging by (cloud) platformer</b></li></ul>

# Changes in Business Environment Surrounding the Group

Business Field		Pros	Cons
Software product business	Quick Boot	<ul style="list-style-type: none"> <li>Expanding use of Linux and Android in the embedded field</li> </ul>	<ul style="list-style-type: none"> <li>Platforming by platformers and semiconductor vendors</li> </ul>
	Connectivity	<ul style="list-style-type: none"> <li>Market expansion by IoT dissemination</li> <li>More needs for embedded security</li> </ul>	<ul style="list-style-type: none"> <li>Expansion of OSS</li> <li>Platforming by platformers and semiconductor vendors</li> </ul>
Software distribution business		<ul style="list-style-type: none"> <li>Number of products, variations</li> <li>Partner channel, number of customers, performance</li> </ul>	<ul style="list-style-type: none"> <li>Responding to product life cycle</li> <li>Responding to business model changes</li> <li>Loss of sales rights</li> </ul>
Software service business		<ul style="list-style-type: none"> <li>Differentiated metadata assets</li> <li>Strong partner collaboration</li> </ul>	<ul style="list-style-type: none"> <li>Changes in the music content business model</li> <li>Changes in the partner business model</li> </ul>

# Business Direction of the Group

## Approaching a wider range of markets as IoT is disseminated

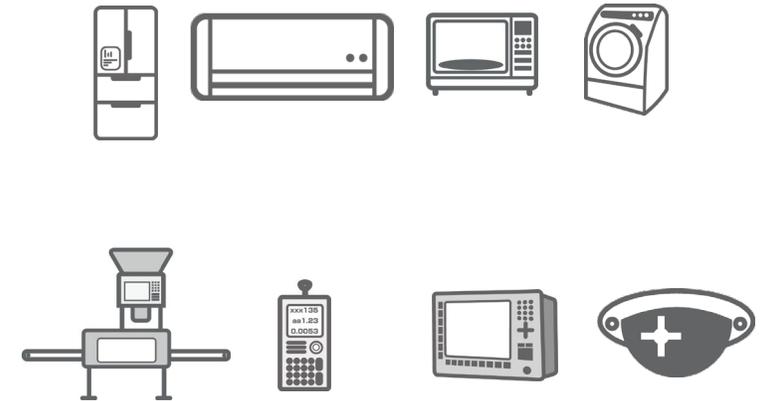
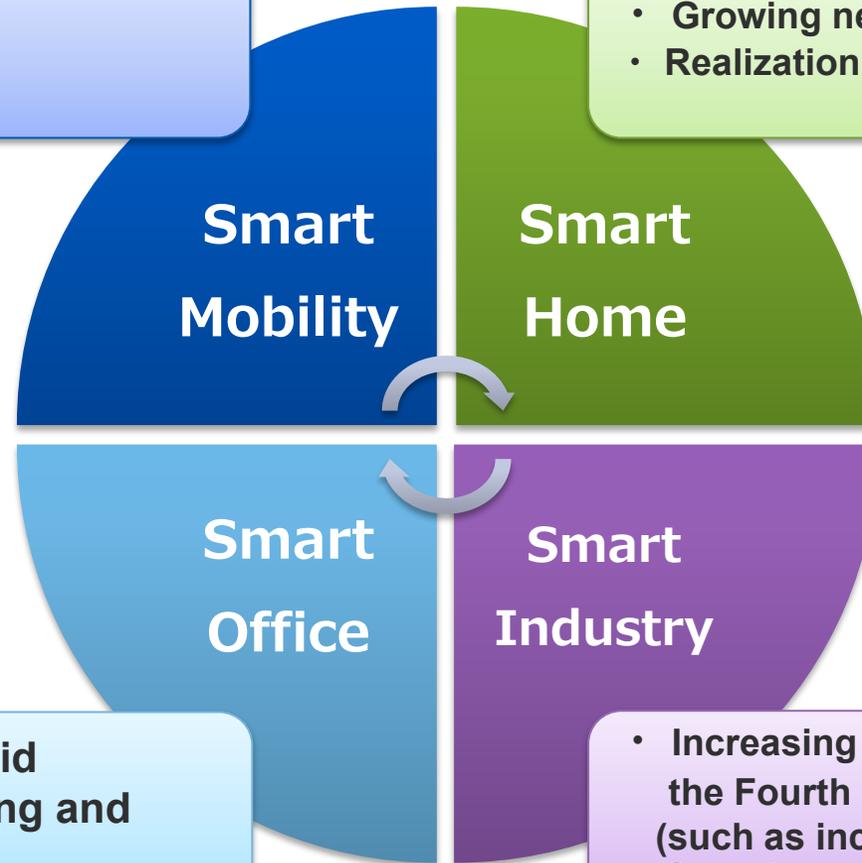


# Business Direction of the Group

## Potential Business Opportunities in Each Market

- Various software needs associated with CASE
- Expanding use of Linux/Android including drive recorders
- Security needs supported by connectivity

- Growing needs following the spread of smart speakers
- Realization of smart home by linking to cloud service



- Device compatible with Linux / Android
- Remote monitoring through networking and increase of efficiency

- Increasing trend of networking through efforts toward the Fourth Industrial Revolution in various countries (such as increasing efficiency through AI)
- Security measures following networking

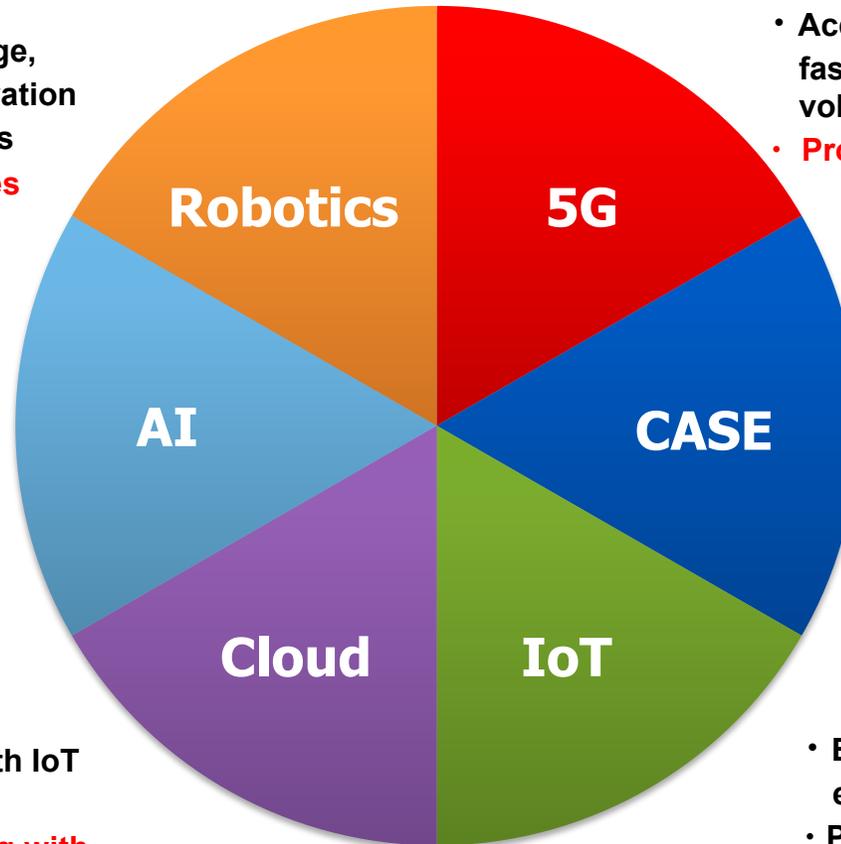
# Business Direction of Our Group

## Technology Trend and Our Business Direction

- Evolving and disseminating due to labor shortage, efficiency improvement and technological innovation
- Using all necessary technologies for other trends
- **Applying development power and products; sales increase by customer proposal**

- Expanding Edge AI supported by expansion of network bandwidth and evolution of semiconductors; Enabling larger data processing due to the introduction of 5G
- **Obtaining Edge AI products and developing software for IoT device that connects with AI**

- Expanding services through collaboration with IoT device
- **Providing software for IoT devices connecting with platformers' service technologies**



- Accelerating the dissemination of IoT device supported by faster mobile network, making it easier to handle large volume content
- **Products for connectivity, security, multimedia, and AI**

- Further enhancement of electronic use and networking in cars, in parallel with the progress in the infrastructure side; more focus on software
- **Aiming at further strengthening in-vehicle products; proposing product mixes, creating customized solutions, and expanding sales supported by a strong customer base**

- Expanding in various areas; more standardization in each area
- Putting more importance on security of IoT devices
- **Exploring telecommunication and security products that are standardized for each industry**
- **Providing solutions that include services**

# Results for FY 2020 and Interim Challenges/Actions

Business Area		Results	Challenges/Actions
Software Product Business	Quick Boot	<ul style="list-style-type: none"> <li>• Growing to be a main product supported by a loyalty income; Vehicle-related business is in a profit-collection stage; Overseas sales are stable</li> </ul>	<ul style="list-style-type: none"> <li>• Need to respond to the next-generation platform, obtain new customers, and actively develop overseas markets, for the purpose of increasing sales</li> </ul>
	Connectivity	<ul style="list-style-type: none"> <li>• Decreasing commissioned development and loyalty income from existing projects</li> <li>• Delay in generating profits from new initiatives</li> </ul>	<ul style="list-style-type: none"> <li>• Will focus on generating profits from new initiatives in the IoT security-related area</li> </ul>
Software Distribution Business		<ul style="list-style-type: none"> <li>• While main products contributed to profits, promising new products showed sluggish sales</li> <li>• Some products were not available anymore due to M&amp;A (expected to affect in the next FY)</li> </ul>	<ul style="list-style-type: none"> <li>• Problems are slower growth of promising new products in response to declining sales of the main products; no alternative to products that were not available anymore due to M&amp;A</li> <li>• Need to actively acquire new promising products and enhance sales, for increasing sales</li> </ul>
Software Service Business		<ul style="list-style-type: none"> <li>• Recorded as expected in the initial plan prepared at the beginning of the FY</li> </ul>	<ul style="list-style-type: none"> <li>• Need to obtain development staff members to expand a scale, and consider to conduct various measures including M&amp;A</li> </ul>

# Revised Mid-Term Management Plan for FY 2020 to FY 2022

Aiming at achieving sales of 2,500 million yen and operating income of 12 million yen in FY ending 2022

- Actively taking actions for expanding profits from Quick Boot products
- Responding to the product lifecycle to make positive contribution to sales in and after FY 2023
- Taking the initiative to achieve 120 million yen of operating profit in FY 2022

Establishing a new business for mid- and long-term growth

- Utilizing our strength in the IoT security area and commercializing our service business in collaboration with partners
- Introducing new products within a shorter period and at a lower cost through joint product development with overseas partners

Increasing profit by introducing new products that match the technology trend

- Aiming at increasing profit opportunities by developing and finding new products that match the technology trend such as 5G, CASE, IoT, cloud services, AI, and robotics

# Revised Mid-Term Management Plan for FY 2020 to FY 2022

## Ubiquitous AI Corporation Group To be the No. 1 Vendor of Embedded Solutions



\*Sales (Operating Income)  
Unit: Million yen

**FY ended March 2020**  
**Actual: 2,346 (35)**

- Implementing measures for increasing profitability in and after FY 2021 (recruitment, new products, R&D)
- Creating new business opportunities for new initiatives such as Edge Trust
- Synergy created by inter-business actions (proposal of product combination, engineering collaboration, joint development project with overseas partners)

**FY ending March 2021**  
**Projection: 2,362 (12)**

- Achieving favorable sales of Quick Boot products in and after FY 2022 by full-fledged development of overseas markets
- Enhancing the business base to respond to changes in a product lifecycle and cover non-available products

**FY ending March 2022**  
**Target: 2,500 (120)**

- Achieving contribution to profit by expansion of overseas sales of Quick Boot products in and after FY 2023
- Expecting contribution to and increasing operating income following the completion of goodwill amortization of AIM
- Targeting to achieve positive contribution to profits as a result of responding to changes in a product lifecycle toward FY 2023

Aiming at achieving 3 billion yen in sales and >10% of operating profit margin in FY ending March 2025

Developing and exploring new products based on the technology trend

5G	CASE	IoT	Cloud	AI	Robotics
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FY 2020 & FY 2021: Measures for stabilizing profits and next steps for growth  
FY 2022: Profit contribution from new initiatives

Introducing new products within a shorter period through joint development with overseas partners

Expanding services supported by IoT security verification service and collaboration with partners such as "Edge Trust"

# Revised Mid-Term Management Plan: Target of Each Business Division

## Software Product Business (Connectivity & Security; Embedded Software Products)

FY 2022 **Sales: ¥650 mn.**

- Expanding the business focusing on Quick Boot products as a profit base; increasing sales for a variety of Linux/Android products mainly in the in-vehicle area; pursuing faster equipment
- Promoting sales of network security-related products for embedded equipment such as those for automobiles and IoT, including services provided by business collaboration

## Software Distribution Business

FY 2022 **Sales: ¥1,400 mn.**

- Putting energy into recruitment for handling more overseas embedded software products, and increasing staff members for expanding sales
- Actively acquiring new products to respond to the product lifecycle
- Enhancing development quality improvement tools, and ensuring stable sales by the subscription model including services
- Based on a stable relationship, obtaining sales right through joint development with overseas partners, and accelerating commercialization to meet the needs in Japan

## Software Service Business (Group Company: AIM)

FY 2022 **Sales: ¥450 mn.**

- Continuing commissioned development mainly for in-vehicle device makers and licensing business for music-related content
- Stabilizing transaction with clients by responding to a wide range of products from Web/smart device products to embedded systems, and obtaining more commission orders supported by the group collaboration

**Strongly promoting sales throughout the group supported by high technical capabilities in embedded software products, various product line-up, and a power to find promising products based on the technology trend**

**Targeting to achieve consolidated sales of ¥2,500 mn. and operating income of ¥120 mn. for FY 2022; and consolidated sales of ¥3,000 mn. and operating profit margin of <10% for FY 2025**

# Forecast of Consolidated Performance for FY 2021

\*Target based on the Mid-Term Management Plan, excluding the effect of COVID-19.

(Unit: Million Yen)

	FY2020 (Actual)	FY2021 (Forecast)	Change
Sales	2,346	2,362	15
Operating Income	35	12	-23
Ordinary Income	38	12	-26
Net Income	77	-46	-123

- Aiming at achieving a profit-making nature while making an investment for next growth steps
  - Targeting to maintain a positive operating income in consecutive four years despite of almost flat sales
  - Ensuring profits supported by more profitable Quick Boot products and stable profits from Software Distribution/Software Service businesses, and taking actions for enhancing profitability of new products/services in Connectivity & Security business
  - Putting more energy on a recruitment activity; expecting a lower profit scale due to rising HR costs and advertisement expenses
  - Expecting to record a net loss for the current FY due to an increase of corporate income tax as a result of decreasing tax adjustments to corporate profits in the previous FY

# Business Target for FY 2021

## Software Product Business (Connectivity & Security; Embedded Software Products)

FY 2022 **Sales: ¥600 mn.**

- Promoting network for embedded products mainly in the automobile and IoT fields and security-related software products
- Acquiring verification project orders of “Edge Trust” a solution for secure IoT services
- Obtaining continuous royalty sales from existing customers in Quick Boot area; achieving more adoption of next generation products by existing customers; pursuing project orders for products other than in-vehicle equipment; expecting increase of sales in products for overseas customers in collaboration with overseas partners
- Enhancing R&D activities to develop faster products and hiring more staff members for receiving more project orders

## Software Distribution Business

FY 2022 **Sales: ¥1,325 mn.**

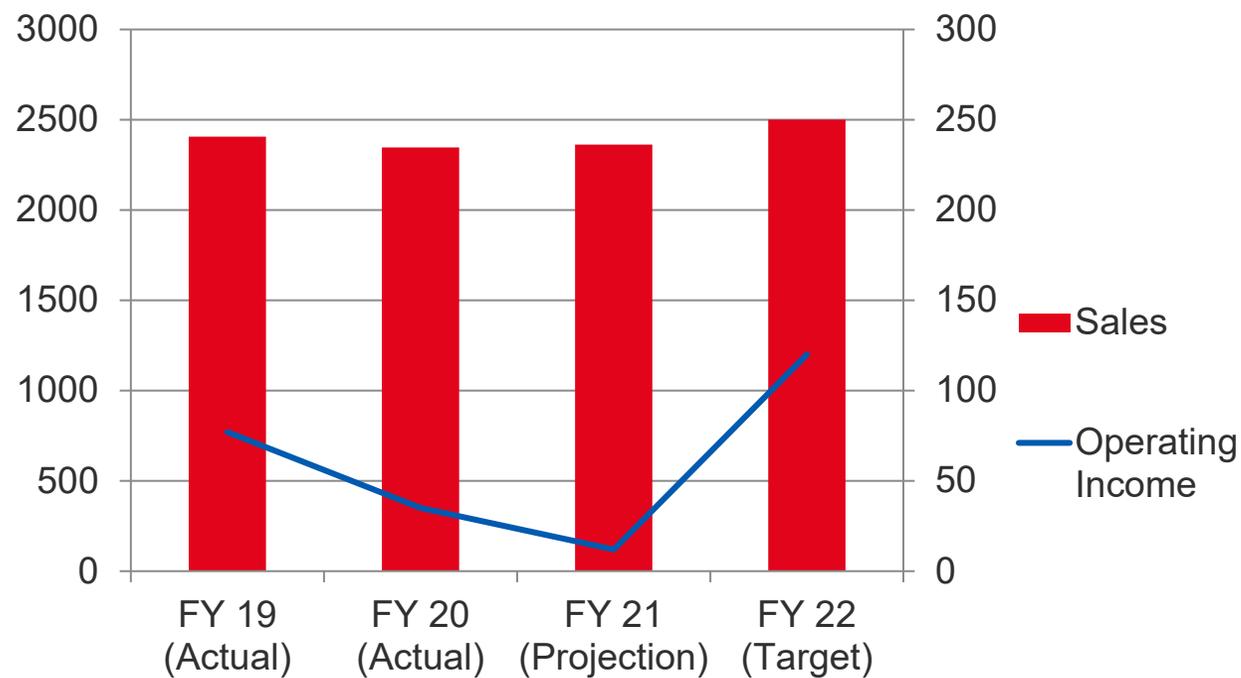
- Enhancing sale of software quality improvement support tools
- Putting emphasis on “Security verification service for IoT devices” using a new verification tool “beSTORM X” that was jointly developed with Beyond Security, based on our development experience and knowledge on various protocols
- Enhancing a power to obtain new products supported by human resources and extending the profit base by continuous exploration of new products

## Software Service Business (Group Company: AIM)

FY 2022 **Sales: ¥436 mn.**

- Continuing a business collaborative relationship with Gracenote and considering to make a new business plan
- Ensuring commissioned development sales by gaining new stable customers in addition to continuing transactions with existing customers
- Enhancing the development scheme for more commissioned development sales

# Numerical Targets – Profit Plan (Consolidated)

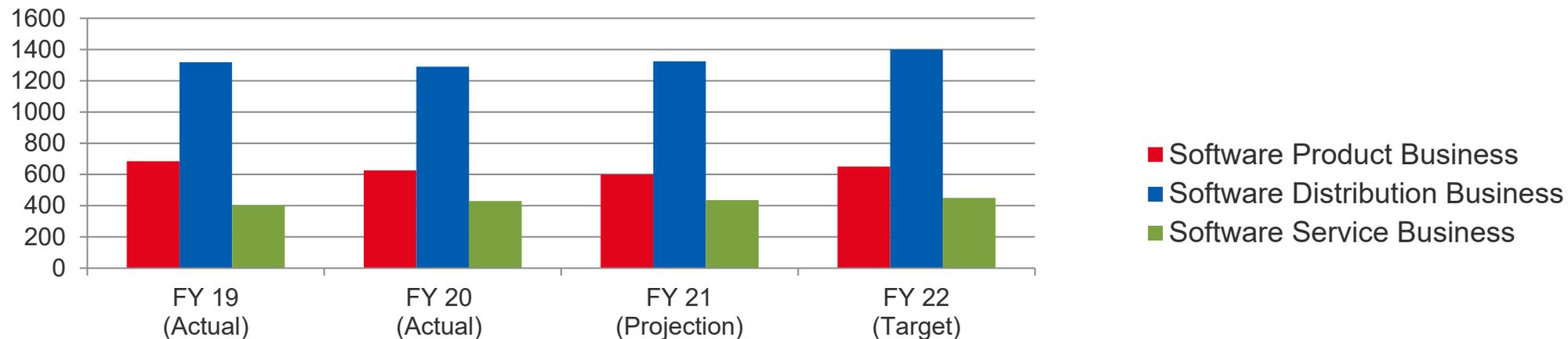


- Upward sales trend in and after FY 2021
- FY 2021: Completion of goodwill amortization of AIM
- FY 2022: Completion of goodwill amortization of former AI Corporation

(Unit: Million yen)

	FY 2019 (Actual)	FY 2020 (Actual)	FY 2021 (Projection)	FY 2022 (Target)
Sales	2,406	2,346	2,362	2,500
Operating Income	77	35	12	120

# Numerical Targets – Sales Breakdown by Segment



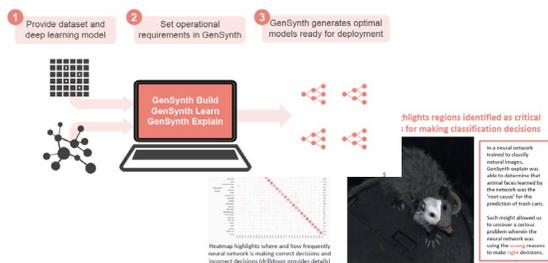
(Unit: Million yen)

Segment	Division	FY 2019 (Actual)	FY 2020 (Actual)	FY 2021 (Projection)	FY 2022 (Target)
Software Product Business		684	626	600	650
Software Distribution Business		1,319	1,290	1,325	1,400
Software Service Business		403	430	436	450
Total		2,406	2,346	2,362	2,500

# New Initiatives: AI-Related Products

## Enhancing New AI-Related Products

<New AI-Related Products (April 2019 - June 2020)>



Automatic optimization of DNN model and de-blackboxing

エッジで自己学習するスマートデバイスを構築

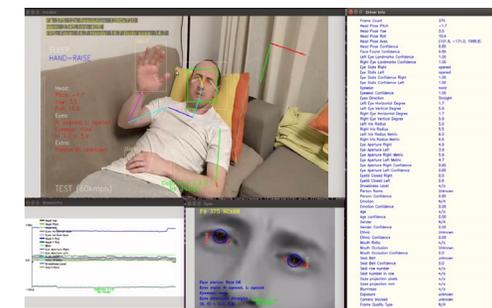
EKIXONO AI

- 汎用マイコン上で学習・推論**
  - CPU、OS非依存（GPUやFPGAも不要）
  - ARM Cortex-Mクラスで動作
- エッジで自己学習**
  - 事前に作成されたモデルの実行だけでなく、設置/稼働環境に合わせたエッジ側での自己学習機能を搭載
- データサイエンティスト不要**
  - 多様な機械学習アルゴリズムに対応
  - アルゴリズム選定サポート機能あり
  - 豊富なサンプルで開発をサポート

Edge AI that enables self-learning



Touchless HMI using AI technology

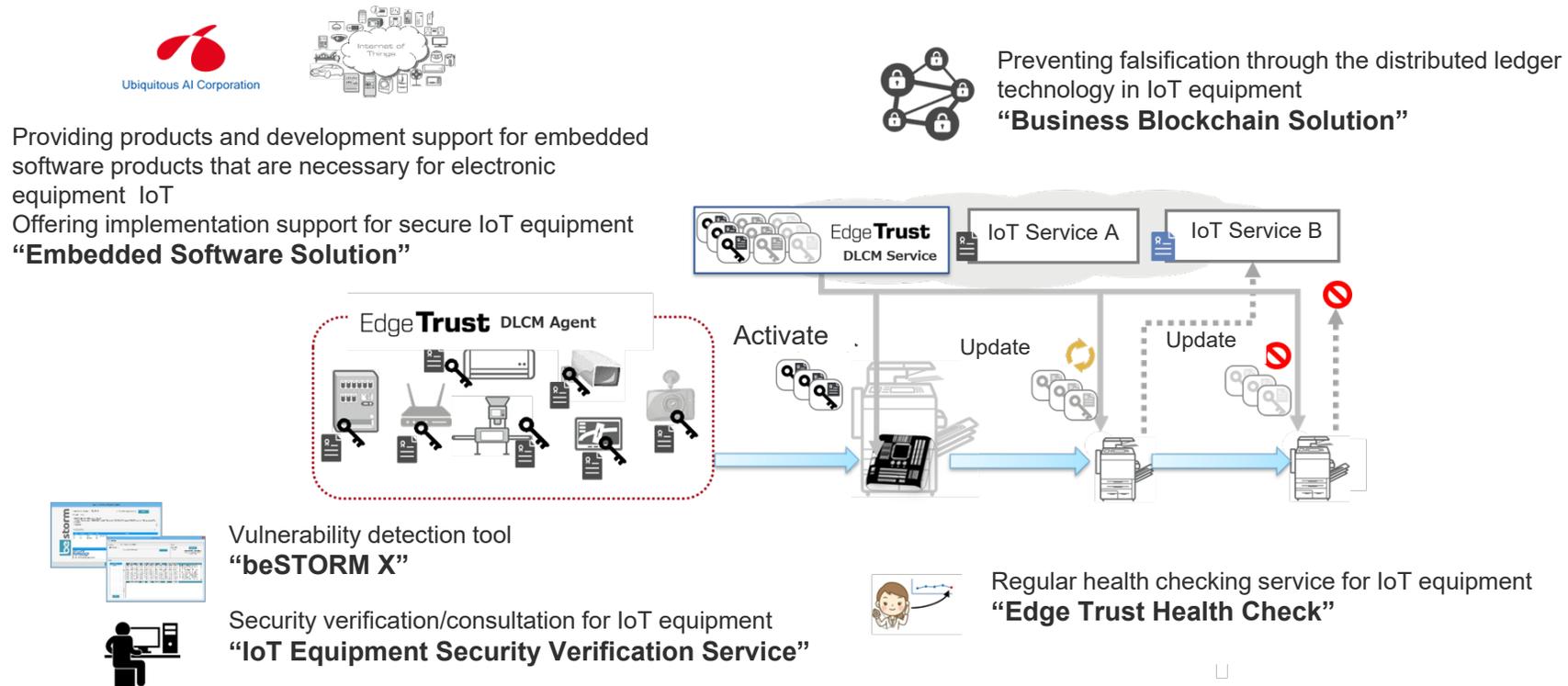


Patient monitoring using AI technology

Adding the AI-related product line-up and enhancing an introduction support service for customers

# New Initiatives: IoT + Security

## Enhancing the product line-up for providing secure IoT service



## Enhancing services and solutions for IoT security

# New Initiatives: IoT + Security

## Realizing Solutions Supported by a Wide Range of Collaboration

### Life Cycle of IoT Equipment



- Embedded solution for IoT equipment
  - Development support for IoT equipment
  - IoT verification service
- Firmware writing service
- AWS Integration
- Industrial IoT Platform
- Trusted Secure IP installed "RX65N"
- Regular health checking of IoT equipment
- "Edge Trust Health Check"
- TrustZone® compatible
  - Arm® Cortex® -M33 installed "STM32L5 Series"
- Business blockchain solution (under development)
- Integrated development environment "IAR Embedded Workbench®"
- 

Providing One-Stop Solution from Embedding to Cloud Service

# Post COVID-19 Environment

## Economic Impact

- Short-term: Impact from infection preventive measures
- Long-term: Impact from changing business environment

## Paradigm Shift

- Changes in the business mode
- Changes in value and a view of life

## Lifestyle/ Workstyle

- “Gathering” to “Connecting”
- “Real” to “Virtual”
- “Time Spent” to “Achievement”

# How to Respond to the “Once-in-a-Century Crisis” and “Changes”

# Mid-Term Management Challenges: Business - Post COVID-19

## Software Product Business

- Enhancing sale of high boot-up products to overseas markets
- Moving from “Component” to “Solution”
- Realizing solutions in the IoT security area in partnership with collaborative partners

## Software Distribution Business

- Actively finding and cooperating with venture companies and new products that are emerging from the paradigm shift and changes in workstyle/lifestyle
- Ensuring good products under the long-term capital tie-up and joint development
- Enhancing the AI-related business

## Software Service Business

- Strengthening the development power in the areas of smart device and web/cloud products/services
- Obtaining excellent human resources for expanding the business

## New Initiatives

- Seeking new business opportunities to respond to changes after COVID-19
- **Enhancing services that are supported by our accumulated know-how in the embedded products area** such as a tool to support development quality improvement

# Changes in Post-COVID-19 Era and Toward the Next Mid-Term Plan



Evolution in the  
Internet and Cloud  
Service



Changes in Workstyle  
and Lifestyle



Exploring New  
Business  
Opportunities  
based on the  
embedded software  
technology



Acceleration of IT  
Utilization



Changes in the  
Concept of  
Transportation



Acceleration of  
AI/Robotics  
Utilization



Changes in  
Communications

*Connecting the Future*



Ubiquitous AI Corporation

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