



OMRON



OMRON's Challenge for GBA



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OMRON Hong Kong Ltd.
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1. OMRON Overview:

Net Sales by Business Segment

**Business under Direct Control of HQ
(Other Businesses)**

PV inverters,
Power storage systems,
etc.



Healthcare Business (HCB)

Providing a comprehensive lineup
of healthcare products for home
and hospital use (electronic bpm,
thermometer, etc.)



**Social Systems, Solutions
and Service Business (SSB)**

Contributing to the comfortable and
safe life by diverse systems for social
infrastructure (automatic ticket gates,
ticket vending machine, etc.)



**Others
(incl. elimination
adjustments)**

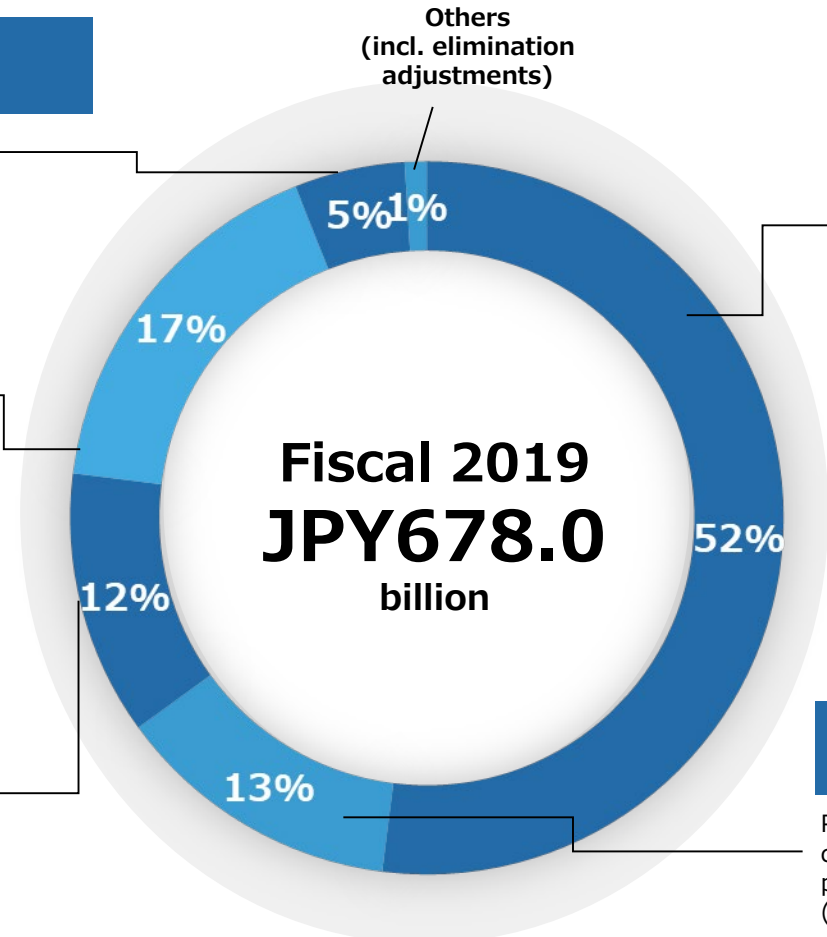
**Industrial Automation
Business (IAB)**

OMRON's mainstay business;
innovating global manufacturing
through factory automation
(sensors, controllers, robots, etc.)



**Electronic and Mechanical
Components Business (EMC)**

Providing wide range of sophisticated
components that seamlessly link
people and machines
(power relays, switches, etc.)



The Environmental Solutions Business under the direct control of HQ has been merged with the Social Systems, Solutions and Service Business(SSB) at the beginning of fiscal 2020.

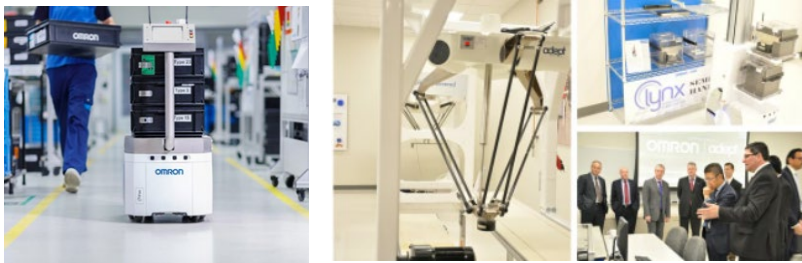
2. About OMRON Hong Kong

As a leading company in the field of automation, OMRON HK's business fields cover a broad spectrum, ranging from industrial automation to electronic components business. At present, OMRON HK provides products and services in approximately 10 countries and regions.

- ◆ Omron Hong Kong Limited 歐姆龍香港有限公司
- ◆ Start business in HK : 6 Nov. 1981
- ◆ Location : 15F, Tower 3, China Hong Kong City, Tsimshatsui, Kowloon, Hong Kong



Factory Automation Business



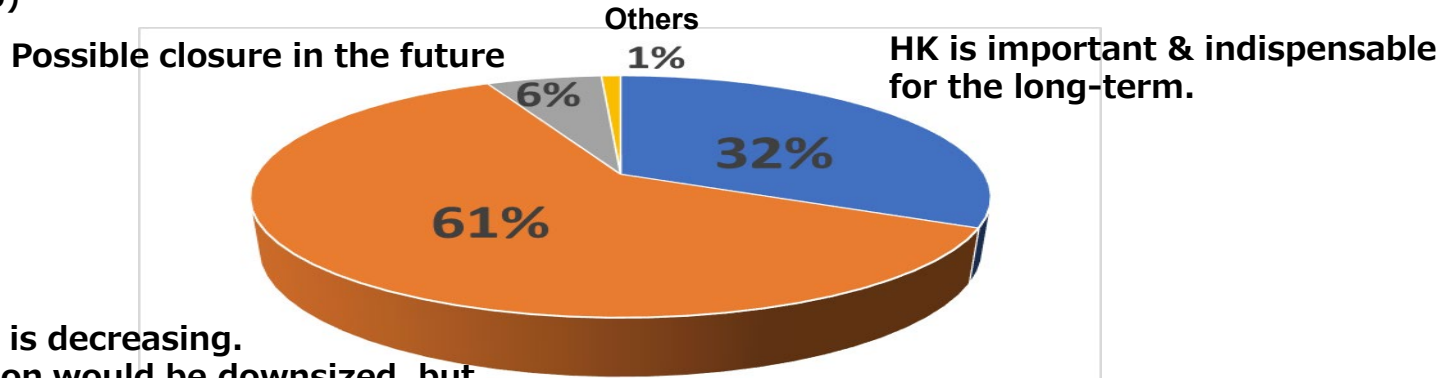
Components Business



3. HK Situation and Our Action Plan

Revision of Hong Kong location strategy is necessary.

Responses of Japanese Companies in HK to the questionnaire by Japanese Chamber of Commerce (Sep. 2020)

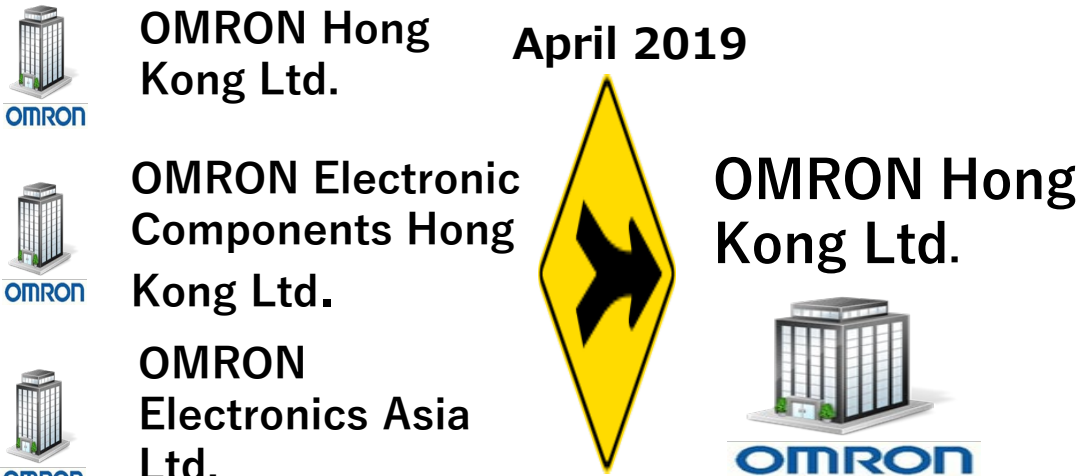


HK's importance is decreasing. Business operation would be downsized, but HK will still be indispensable for the long term.

Entity Integration to streamline & strengthen operation

① Integrated 3 entities

② Accelerate DX & Automation



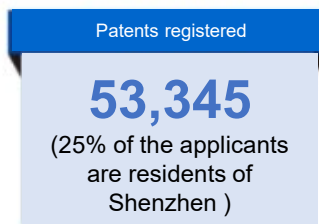
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4. New Business Opportunities in GBA

Search for Startup Companies in “China Silicon Valley”

With the cooperation of the organizations like JETRO Guangzhou and consulting companies, we explore and invest in startup companies in Shenzhen.

- Shenzhen has a vibrant startup ecosystem with many startup companies
- Tax benefits between Mainland China and Hong Kong and free flow of capital in Hong Kong
- Global Standard, fair and robust intellectual property rights protection in Hong Kong



Features of Shenzhen's Ecosystem

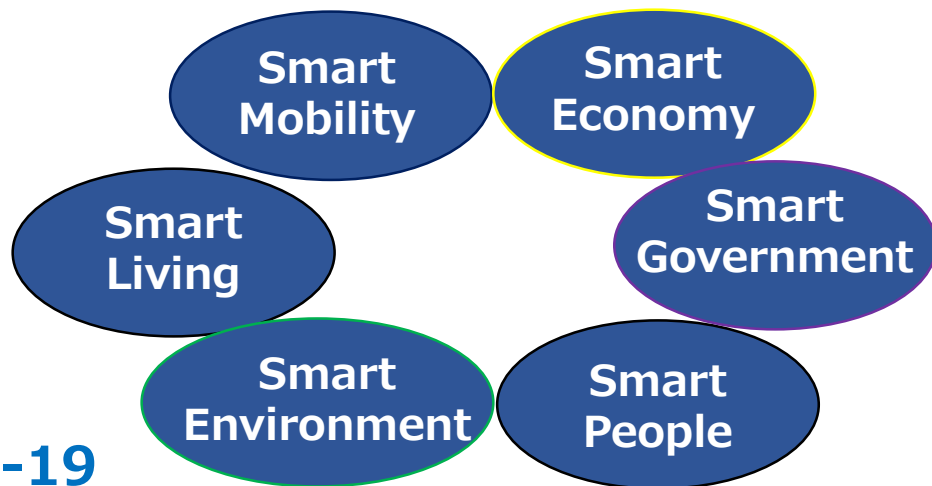
- 1) Well-established supply chain such as Huaqiangbei
- 2) Comprehensive support by the government
- 3) A cluster of large companies as Tencent and accelerators as HAX

Source: ABeam Consulting “Startup Report – Shenzhen”

Due to COVID-19, we can't go to Shenzhen!

5. Contribute to HK Smart City Blueprint

By supporting the six target areas of the Smart City Blueprint in HK, we aim to realize HK smart city.



Use of IT to combat COVID-19



We aim to contribute to Hong Kong's development into smart city as a committee member of Smart City Consortium and through collaboration with HKSTP.



6. Contribute in HK Smart City Blueprint OMRON

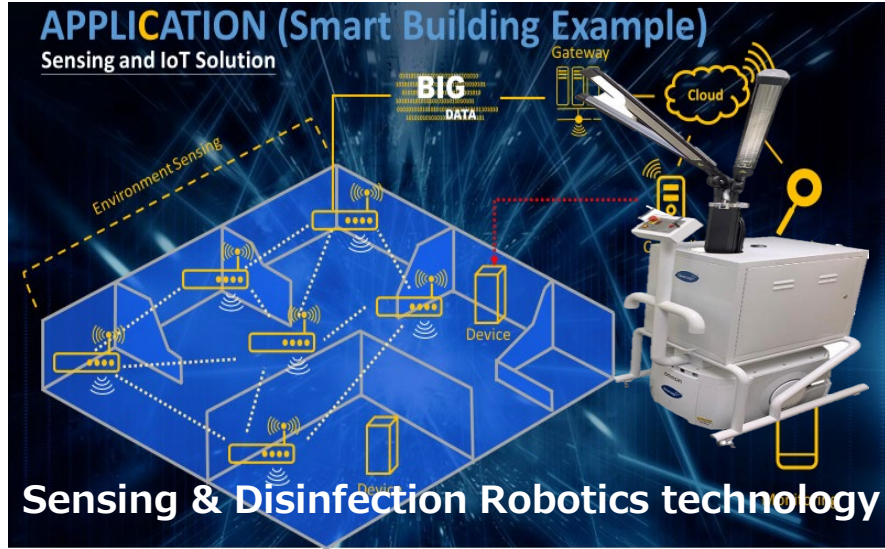
Smart Living



Propose to collaborate with Hospital Authority and supply online healthcare service

Smart Building

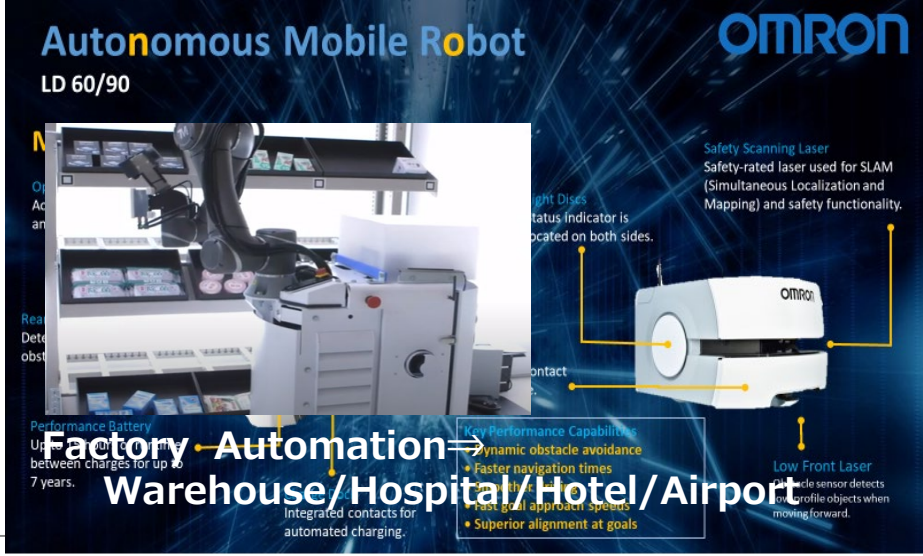
APPLICATION (Smart Building Example)
Sensing and IoT Solution



Environment Sensing, Gateway, Cloud, Device, Sensing & Disinfection Robotics technology

Smart Warehouse

Autonomous Mobile Robot
LD 60/90



Factory Automation → Warehouse/Hospital/Hotel/Airport

Key Performance Capabilities:

- Dynamic obstacle avoidance
- Faster navigation times
- Fast goal approach speeds
- Superior alignment at goals

Performance Battery: Up to 7 years between charges for up to 7 years.

Integrated contacts for automated charging.

Safety Scanning Laser: Safety-rated laser used for SLAM (Simultaneous Localization and Mapping) and safety functionality.

Light Disks: Status indicator is located on both sides.

Low Front Laser: Laser sensor detects low profile objects when moving forward.

Smart Mobility & Energy



OMRON SOCIAL SOLUTIONS in Japan

Finally,

In the Post COVID-19 era, we will introduce our success cases of HK Smart City into GBA cities.



We would be most grateful to have your cooperation to realize the HK Smart City Blueprint.

Thank you!