MAVIC 3 MULTISPECTRAL INTRODUCTION SEE MORE, WORK SMARTER





TOPIC

Product Introduction

Solution Introduction
Mavic 3M Use Cases
DJI Care and Maintenance



MAVIC 3M INTRODUCTION

- Efficient Aerial Surveying and Multispectral Imaging
- One RGB Camera and four Multispectral Cameras
- Vegetation indices and RGB imaging can be obtained in real-time
- The images can be used to generate 2D, 3D models and multispectral indices maps through DJI Terra
- Provide customers with integrated solutions for digital farmland management, intelligent field scouting, and precision agriculture





MAVIC 3M HIGHLIGHTS

- Compact and Portable Design
- 42min maximum Flight Time (with RTK module)
- 20MP 4/3 inch CMOS RGB Camera
- 4 x 5 MP Multispectral Camera, G/R/RE/NIR
- Sunlight Sensor
- O3 Transmission
- RTK Module





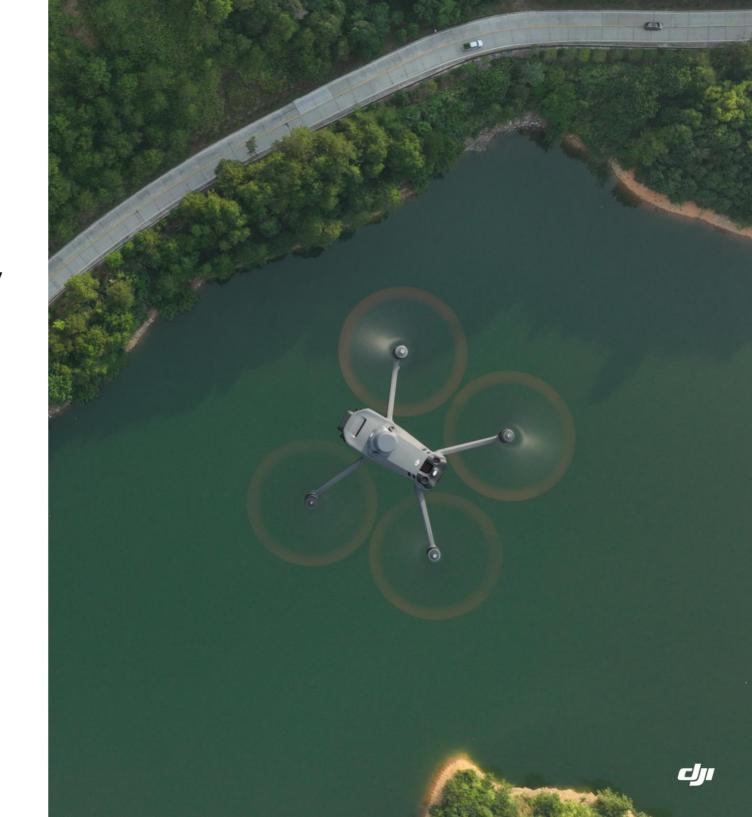
MAVIC 3M RGB CAMERA

- 4/3 inch CMOS, 20 MP
- Flight control, the camera, and the RTK module sync in microseconds
- Large pixel size: 3.3um, increasing daily operation time
- Mechanical shutter: avoid rolling shutter effect
- Minimum Photo Interval: 0.7s
- Utilize the RTK module to achieve centimeter-level GCPfree mapping accuracy



EFFICIENT AERIAL SURVEYING

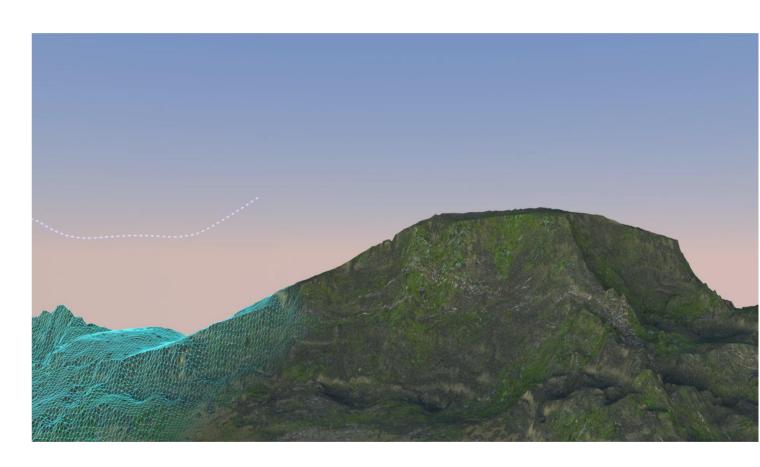
- Improved flight time of 42 minutes (with RTK module), ability to capture over *2 square kilometers in a single flight
- The RGB camera will be calibrated with intrinsic parameters when it's produced, and the intrinsic parameters will be written in the XMP information of each image.
- The mapping accuracy is relative to the GSD, and M3M GCP-free accuracy is about 2 times that of GSD. For example, when GSD=3cm, accuracy is within 6 cm



^{*} GSD 5cm, Altitude 185m, 80% frontal overlap, 60% side overlap, 15m/s flight speed, 2D mapping. 11% battery remaining.

REAL-TIME TERRAIN FOLLOW

- Through the forward and downward vision system and powerful CPU, the aircraft can reconstructs terrain model in real time.
- Automatically adjusts the flight altitude to maintain a relatively constant altitude with the terrain.
- Ensure the overlap and accuracy of surveying work
- The terrain follow altitude range is 80-200m





MAVIC 3M MULTISPECTRAL CAMERA

- M3M integrates 4 multispectral camera (G/R/RE/NIR), 1/2.8
 CMOS, 5 MP
- G: 560nm± 16nm;
- R: 650nm± 16nm;
- RE: 730nm± 16nm;
- NIR: 860nm±26nm;



SUNLIGHT SENSOR

- The built-in sunlight sensor captures solar irradiance and records it in an image file, allowing for light compensation of image data during 2D reconstruction.
- This results in more accurate NDVI results, as well as improved accuracy and consistency of data acquired over time.
- Supports calibration panel(need to be purchased separately),
 and utilize the calibration function in DJI Terra to obtain
 single-band reflectance value





RGB AND MULTISPECTRAL SIDE BY SIDE VIEW

 When enabled, RGB camera view and vegetation indices (NDVI/GNDVI/NDRE) can be displayed side by side





03 TRANSMISSION

- 4 Antenna Design, 2 Transmitters and 4 Receivers
- Range: 9-15 kilometers with low interference and 1.5 to 3 kilometer range when in a area with strong interference. (FCC)





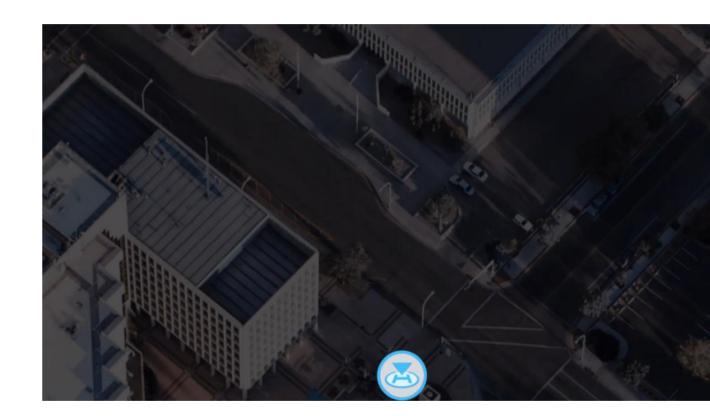
ENHANCED SAFETY

 Omnidirectional Obstacle Sensing: Multiple wide-angle vision sensors work seamlessly with a high-performance vision computing engine to sense obstacles in all directions precisely and plan a safe flight route that avoids them.



ENHANCED SAFETY

- Omnidirectional Obstacle Sensing: Multiple wide-angle vision sensors work seamlessly with a high-performance vision computing engine to sense obstacles in all directions precisely and plan a safe flight route that avoids them.
- Advanced RTH: When enabling the advanced RTH setting the optimal route back to the home point can be quickly executed without traditionally climbing to a pre-set altitude first.



ENHANCED SAFETY

- Omnidirectional Obstacle Sensing: Multiple wide-angle vision sensors work seamlessly with a high-performance vision computing engine to sense obstacles in all directions precisely and plan a safe flight route that avoids them.
- Advanced RTH: When enabling the advanced RTH setting the optimal route back to the home point can be quickly executed without traditionally climbing to a pre-set altitude first.
- APAS 5.0: With the advance pilot assistance system, the aircraft can continually sense objects in all directions and bypass them quickly and smoothly.



ACCESSORIES

DJI RC Pro Enterprise

- 5.5 inch, up to 1000 cd/m²
- 3 hour battery life (no external battery)
- Built-in microphone
- Supports DJI Cellular Module (not supported in US)
- 1.5 hours to fully charge, can charge while operating
- Supports mini-HDMI out and screen recording

Speaker

- Louder volume (100m@78dB)
- Supports recording and loop playback
- New UI interface, easy to use
- Play options: Record & broadcast, text to speech, or uploading a file.



RTK Module

- Detachable RTK module
- Weight 20g
- Supports network RTK, custom network RTK and D-RTK 2 mobile station
- Photo supports writing RTK provider's information



PROFESSIONAL SOFTWARE



- The RC has built-in DJI Pilot 2 APP
- Supports multiple mission planning options, including waypoint, mapping, oblique, linear.



- DJI Terra Support 2D, 3D and Multispectral reconstruction
- M3M includes a DJI Terra Full License for 3 months. The free Terra license will be automatically activated when the drone is activated.



- Provide customers with integrated solutions for digital farmland management, intelligent field scouting, and precision agriculture
- M3M includes one SmartFarm license for one year.

^{*} To be released in Q2 2023

EXTENSIBILITY

MSDK

Supports 3rd party APP

PSDK*

- Maximum payload weight: 130g
- Mavic 3 M is also the first smaller enterprise drone with PSDK support

Cloud API

 The Cloud API is supported for those who want to pull important information such as live video feed, photos, and telemetry from the drone without having to develop their own mobile application.





^{*} Not supported at the time of release, will be supported through firmware updates.

REGIONAL RESTRICTIONS AND IN THE BOX

Regional Version

- China: Can only fly in China (1*AC)
- NA: Can fly anywhere except China (1*AC)
- General: Can fly anywhere except China (6*AC)
- Demo Unit: No flying area restrictions (8*AC)

AC = Power Cord options

In The Box

- Standard Package: Aircraft*1 + RTK*1 + Controller*1 + battery*1 + SD card*1 + gimbal cover*1 + propeller*3 (pairs) + RC*1 + standard charger*1 (100W) + AC*1 + USB-C*1 + dual USB-C*1 + packaging (such as manual, certificate of conformity, etc.)
- Optional: Speaker, Charging Hub (100W), batteries

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In The Box



PRODUCT COMPARISON (M3M, P4M)

Multispectral Camera:

- M3M integrates 4 x 5 MP cameras, and P4M integrates 5 x 2 MP cameras. When setting the same GSD, M3M can fly higher and have better
 efficiency;
- The dynamic range of M3M is better than that of P4M
- P4M has one more multispectral band (Blue)

RGB Camera:

- M3M is 4/3-inch CMOS, 20 MP; P4M is 1/2.9-inch CMOS, 2.08 MP
- The resolution and CMOS size of M3M is greatly improved, which can meet the requirement of efficient and high-precision aerial surveying





PRODUCT COMPARISON (M3M, M3E)

Camera:

- Both M3M and M3E have a 4/3-inch CMOS RGB camera
- Except the wide RGB camera, M3M integrates four multispectral cameras; M3E integrates a tele camera

Feature:

- M3M integrates sunlight sensor on the top; M3E integrates beacon
- M3M is not compatible with FH2 yet





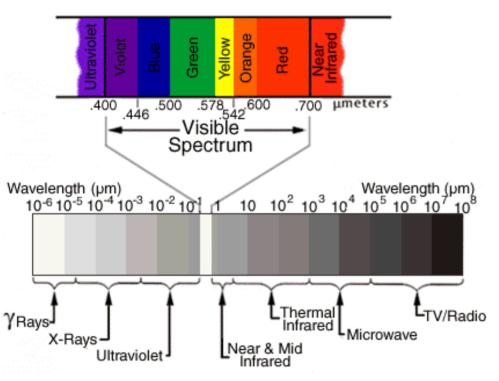
TOPIC

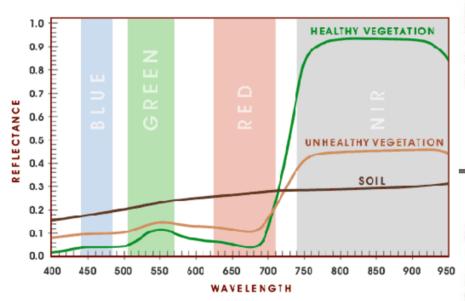
Product Introduction
Multispectral Introduction
Mavic 3M Use Cases
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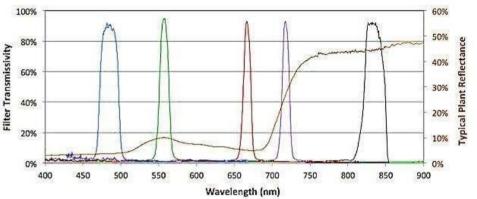


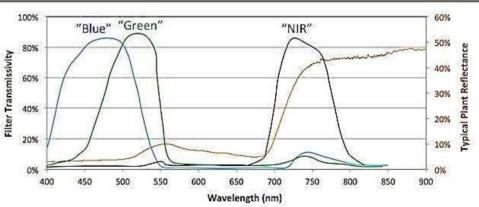


What is multispectral?











MAVIC 3M SAMPLE DATA



DJI_20221031174036_0001_DJPG



DJI_20221031174039_0002_D.JPG



DJI_20221031174036_0001_MS_G.TIF



DJI_20221031174039_0002_MS_G.TIF



DJI_20221031174036_0001_MS_NIR.TIF



DJI_20221031174039_0002_MS_NIR.TIF



DJI_20221031174036_0001_MS_R.TIF



DJI_20221031174039_0002_MS_R.TIF



DJI_20221031174036_0001_MS_RE.TIF

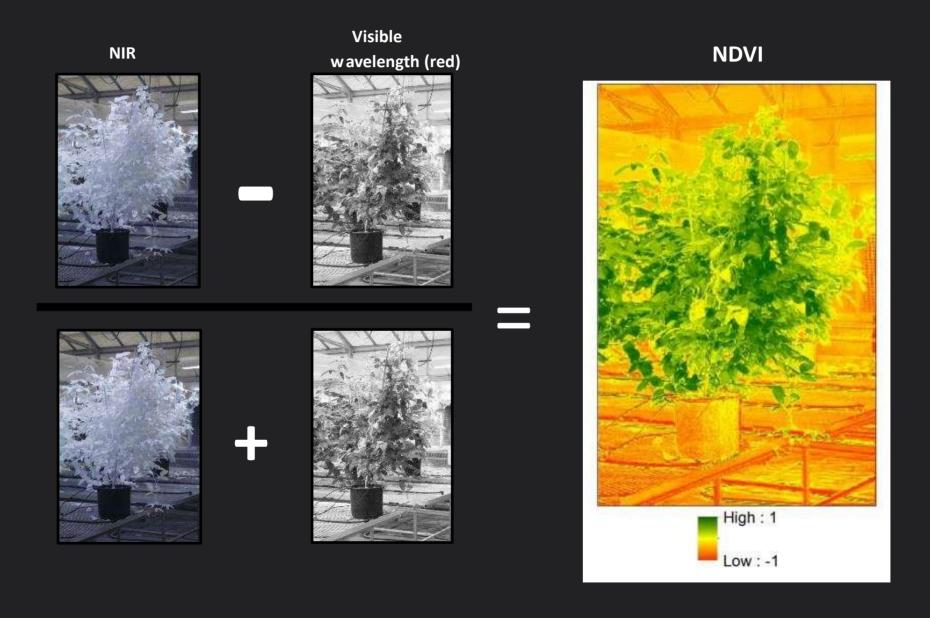


DJI_20221031174039_0002_MS_RE.TIF

RGB Green NIR Red RE

What is multispectral?

 $NDVI = \frac{(NIR - Red)}{(NIR + Red)}$





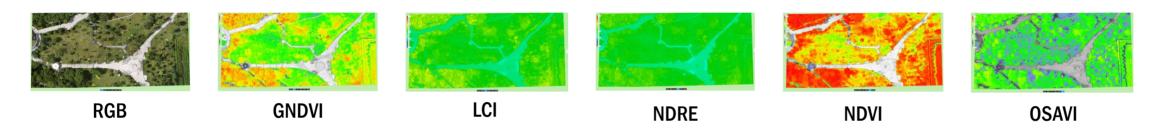
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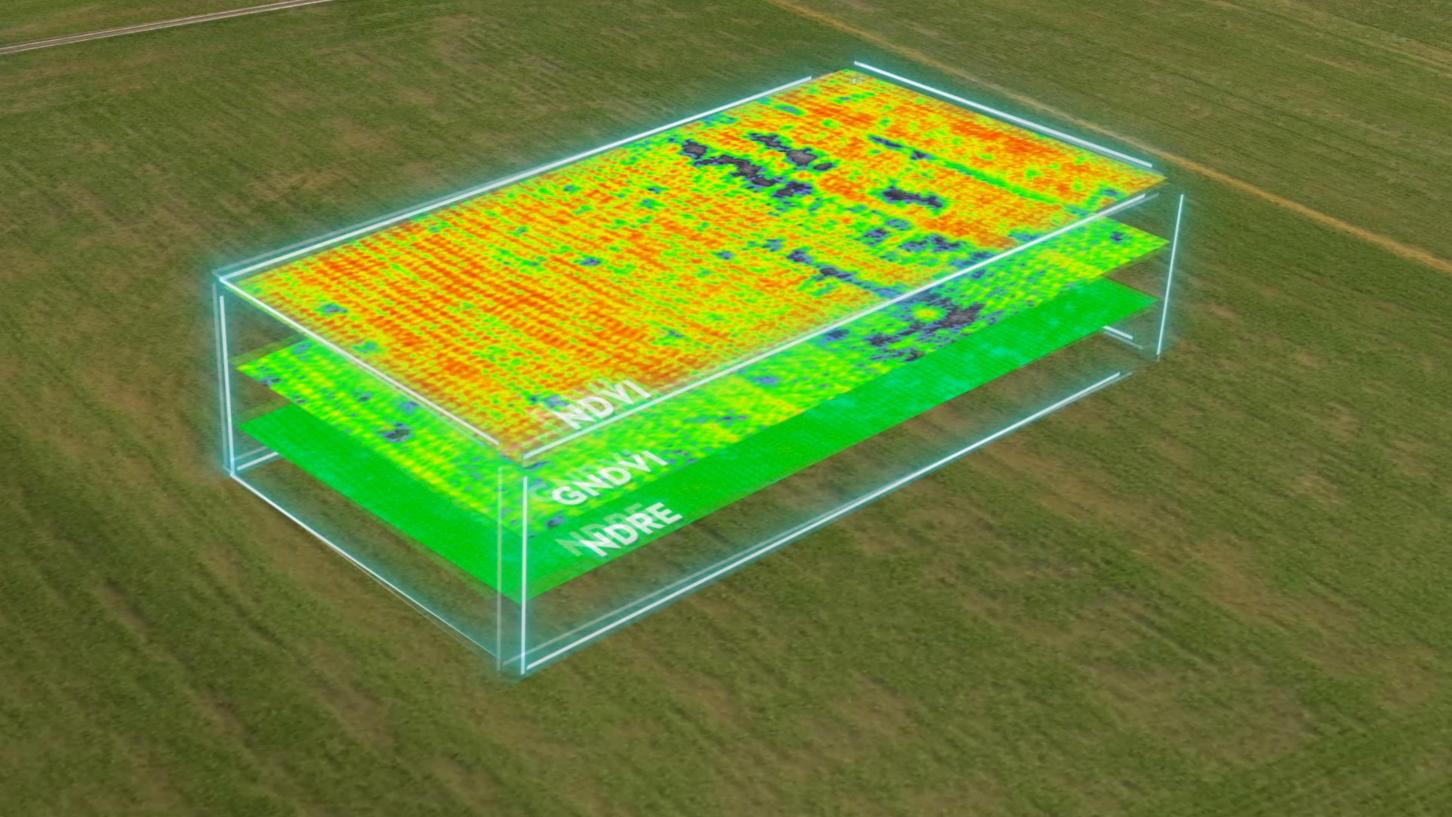


VEGETATION INDICES FOR GROWTH MONITORING

Processing results – vegetation indices



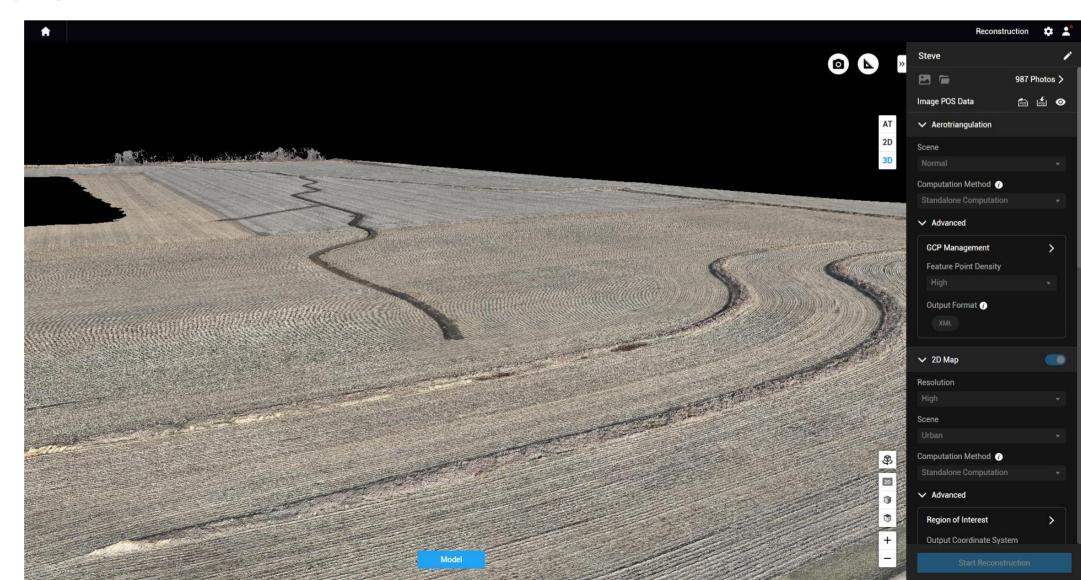
Index	What it tells you	Formula
NDVI	The most commonly-used vegetation index that gives insight into chlorophyll content	(Nir-Red)/(Nir+Red)
	chlorophyll content of plants.	
NDRE	Research has shown that this index gives insight into chlorophyll content of crops	(Nir-RedEdge)/(Nir+ RedEdge)
	content of crops later into the growing season.	
OSAVI	This index takes soil condition into consideration, and is a good indicator of	(Nir-Red)/(Nir+Red+0.16)
	indicator of chlorophyll content of crops in their early growth stages.	



MAVIC 3M RGB CAMERA RECONSTRUCTION

- Orthomosaic, digital surface model (DSM)

- 3D model



ADVANTAGES OF AERIAL SURVEY + MULTISPECTRAL SENSING SOLUTIONS

- All-In-One Platform: For the first time, the aircraft, high-resolution RGB camera, multispectral camera and RTK module are highly integrated on a small multi-rotor drone
- No Calibration Panel is required: Built-in sunlight sensor collects intensity of sunlight in real time, without the need for calibration panel, which greatly expands the working time and simplifies the work flow
- High-Resolution: 20 MP RGB camera and 4 x 5 MP multispectral camera (For Multispectral Camera, GSD=H/21.7 cm/pixel)
- Several Deliverables: Support RGB camera view and vegetation indices
 (NDVI/GNDVI/NDRE) can be displayed side by side; DJI Terra supports 2D,3D and multispectral mapping; integrated solutions for digital farmland management, intelligent field scouting, and precision agriculture







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RESEARCH PLOT MEASUREMENT

Issue

On research trials for seeds, herbicides, and others, germination rate, weed density, leaf area, and other measurements are normally done by field technicians.

Solution

- 1. M3M mapping
- 2. Image stitching with DJI Terra
- 3. Extracting seedling, weed, and other objects with 3rd-party software such as Agremo, AgroScout, Pix4DFields, etc.

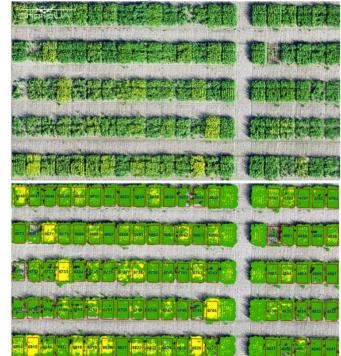
Value

Higher accuracy, faster process

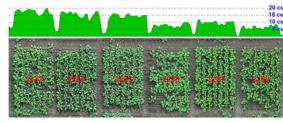
Geostatistics for 7500 plots 2x3 m



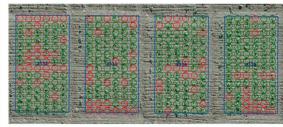
Classification of vegetation and flowers



Estimation of plants' height and volume



Plant count

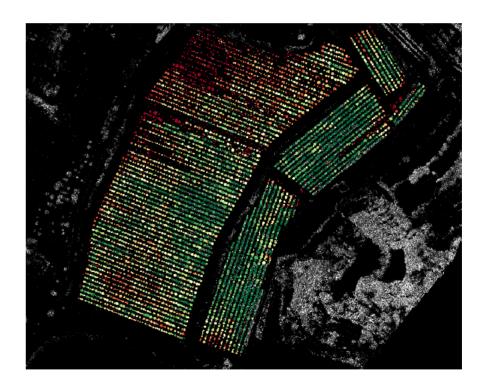


ORCHARD MANAGEMENT

By mapping orchards with multispectral imageries, orchard managers can monitor growth variations, weed density and distribution, and elevation drop. Further, tree counts can be generated automatically in Terra.



Tree count and canopy size recognition



Tree growth monitoring

COTTON EMERGENCE COUNT

Issue

Germination rate investigation is important in cotton planting, which can guide decisions of re-planting, irrigation, fertilization and so on. **Solution**

- 1. M3M imaging
- 2. Cotton Emergence Count on DJI SmartFarm platform*

Value

Emergence count using high-resolution image from M3M and AI detection accelerates the process and improve counting accuracy.



PRECISION HERBICIDE APPLICATION

Issue

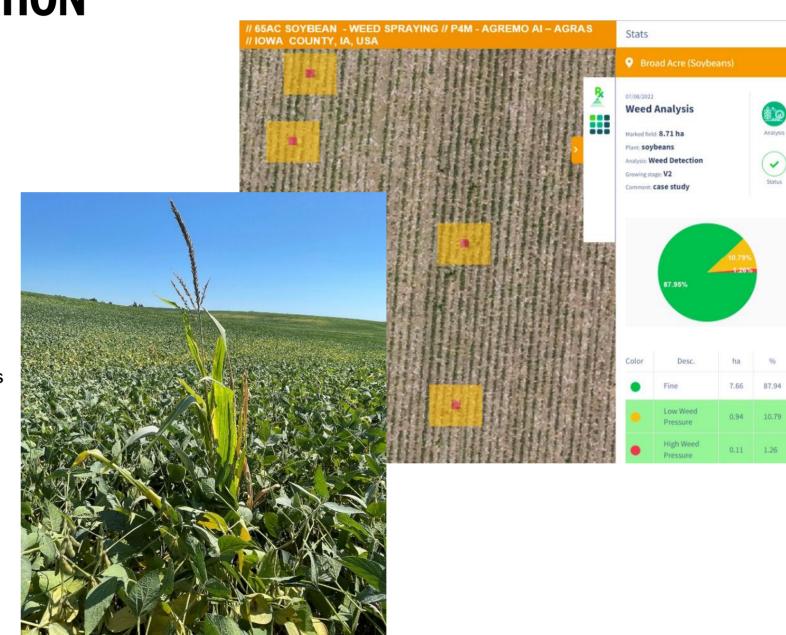
Volunteer corn plants from rotational crop stressing soybeans

Solution

- 1. M3M imaging
- 2. Agremo analysis
- 3. Rx exported to Agras T30

Value

. Spot spraying reduces chemical costs while saving yield potential in weedy areas



PRECISION HERBICIDE APPLICATION RESULTS

Weed	Weed area (acre)	*Yield reduction %	Yield (bushels per acre)	Soybean prices (per bushel)	Yield losses (\$)
Individual volunteer corn	3.75	15%	50	\$15	\$422
Clumps of volunteer corn	6	60%	50	\$15	\$2,700
Total yield losses					\$3,122
Avg yield losses per acre					\$48

Spraying	Area (ac)	Herbicide cost per acre		Yield loss if not sprayed	Weed management cost	Profits	Profit per acre
FLAT	65	\$7.00	\$15.00	\$3,122	\$1,430.00	\$1,692	\$26
AGREMO & DJI AGRAS	65	\$4.20	\$0.00	\$3,122	\$273.00	\$2,849	\$44



DECEASE DETECTION – A DEVELOPER CASE

Issue

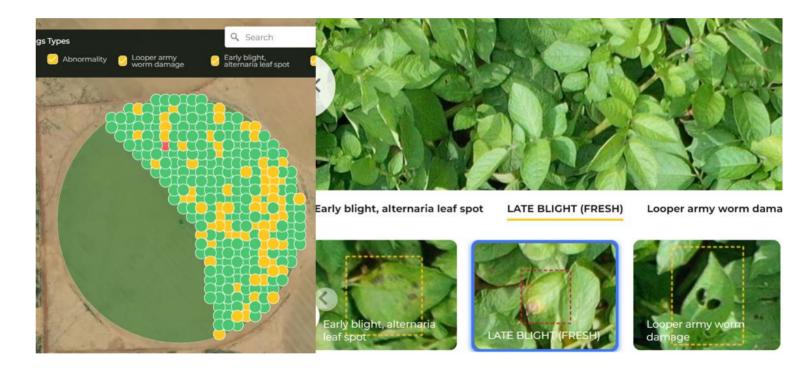
Manual scouting can only cover limited area of the field. Decease that is not detected in the early stage can cause yield damage.

Solution

- 1. M3M scouting with high resolution images
- 2. Uploading to AgroScout for decease Al detection

Value

Auto scouting with drone, improving scouting efficiency and coverage, so that decease can be detected in time.



VARIABLE RATE FERTILIZATION

Issue

Flat rate fertilization can cause over use of fertilizer, wasting fertilizer and may also causing heading delay and crop lodging in the later stage.

Solution

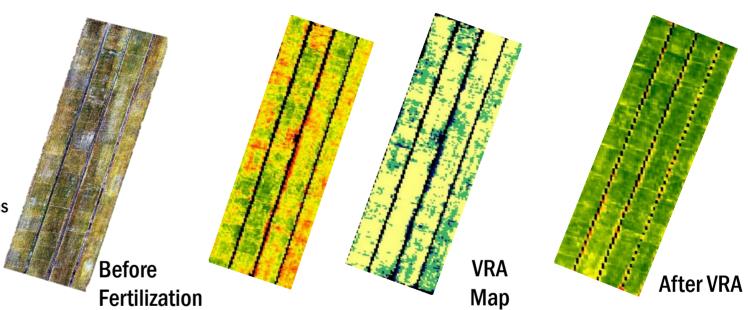
- 1. M3M mapping
- 2. Image stitching on Terra or DJI SmartFarm to generate vegetation indices such as

NDVI

- 3. Prescription generation on Terra or SmartFarm
- 4. VRA fertilization using AGRAS drone or tractor

Value

In 2022, rice farmer in Japan utilized drone-based VRA solution, and achieved yield increase of 9% (=\$287/ha) while reduced fertilizer use of 11% (=\$18/ha)



VRA OF GROWTH REGULATOR ON COTTON

Issue

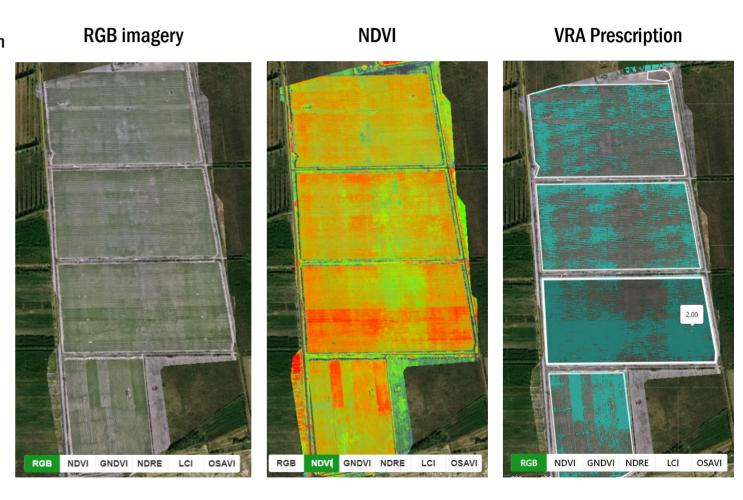
Flat rate application of growth regulation ignores growth variation in cotton field, which may decrease yield potential

Solution

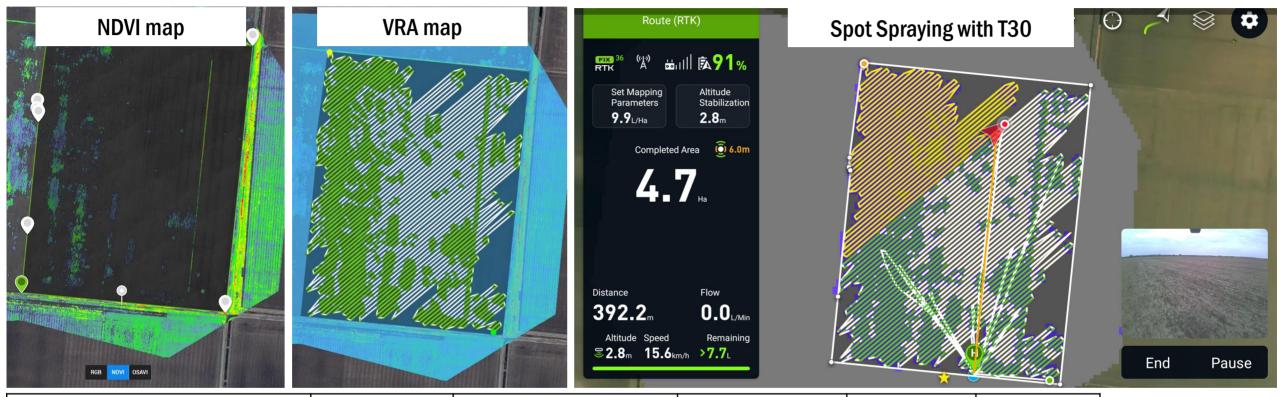
- 1. M3M mapping
- 2. Image stitching on Terra or DJI SmartFarm to generate vegetation indices such as NDVI
- 3. Prescription generation on Terra or SmartFarm
- 4. Variable Rate Application of Growth Regulation using AGRAS drone or tractor

Value

In 2022, cotton farmer in Xinjiang achieved 300-450kg/ha yield increase by growth regulator VRA



SPOT SPRAYING OF WEED IN COTTON FIELD



14.6 EUR/ha

Application Method	Application rate	Total application area	Total chemical usage	Total cost	Total saving
Traditional tractor	5 L/ha	18 ha	90 L	387 EUR	0
Blanket application with drone	3.5 L/ha	18 ha	63 L	270.9 EUR	116.1 EUR
Spot spraying with drone	3.5 L/ha	18 ha*46% = 8.28 ha	29 L	124.7 EUR	262.3 EUR

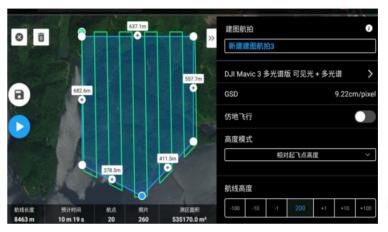
FOREST GROWTH MONITORING

Issue

Traditional forestry survey is difficult, inefficient and costly

M3M Solution

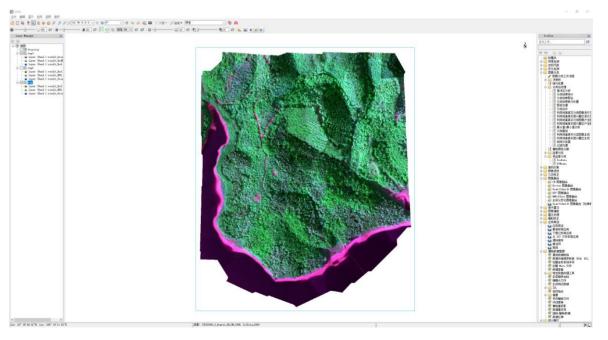
- 1. **Mission Planning:** Plan the operation area and set route parameters through Pilot 2
- 2. Data Collection: Calibration with reflectance panel; the drone automatically collects data according to the mission set
- 3. Data Processing: Import photos and the reflectance value corresponding to each band into DJI Terra. After reconstruction, the data of RGB, NDVI, GNDVI, LCI, NDRE, and OSAVI can be obtained.
- **4. Data analysis:** Area calculation via DJI Terra, and use 3rd party software such as ENVI and ARCGIS for vegetation coverage and forest gap analysis, etc.





Mission Planning

Calibration Panel

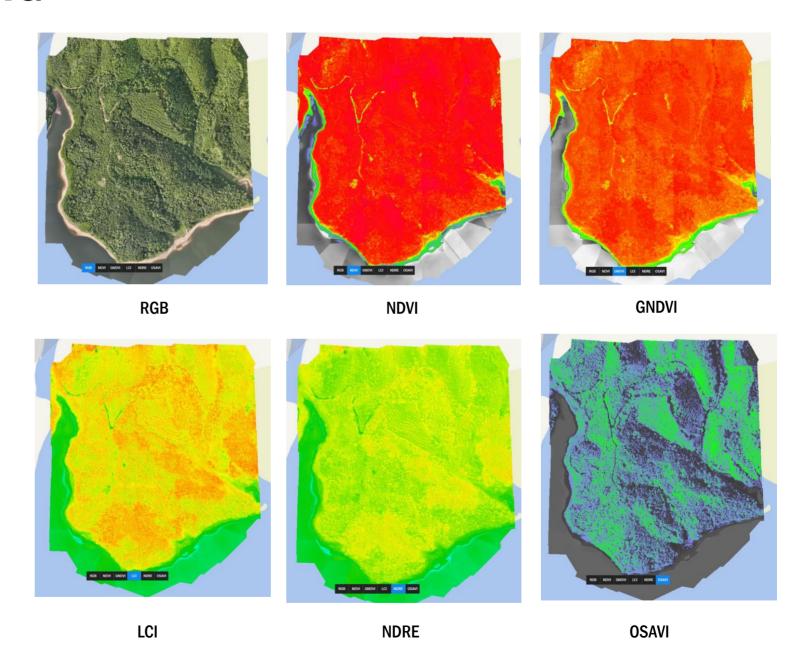


3rd Analysis tool

FOREST GROWTH MONITORING

Value

- 1. Compact and Portable: M3M weights about 900g, 36% lighter than P4M, which is more convenient to carry;
- 2. Safer and More Reliable: M3M uses 03 transmission protocol, and omnidirectional obstacle avoidance sensors, enhance the safety and reliability in the forest area.
- 3. **High Efficiency:** The effective operation time of M3M is 61% higher than that of P4M;V
- 4. **Higher definition:** The resolution of RGB camera is 20MP, and the resolution of multispectral camera is 5MP, significant improvement compared with P4M
- **5. Data Analysis:** Support the use of third-party software for analysis



WATER QUALITY MONITORING

Issue:

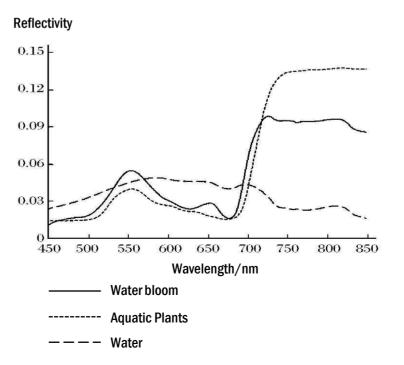
 Traditional 2D model or orthophoto cannot quantify and judge the pollution of the river.

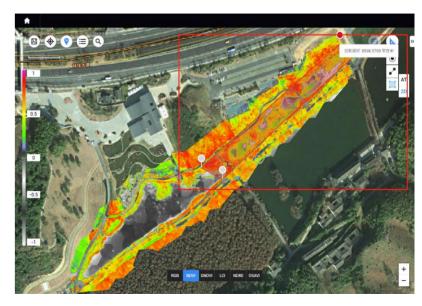
Solution:

- The multispectral imaging of different water bodies is different, and can be used for analysis.
- Use M3M to collect data and use DJI Terra for modeling. The model shows high chlorophyll content (greater than 0.5), which represents a high degree of eutrophication in this water area.









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DJI CARE ENTERPRISE INTRODUCTION

	DJI Care Enterprise for DJI Mavic 3M							
Service Type		DJI Care Enterprise Basic	DJI Care Enterprise Basic Renew	DJI Care Enterprise Basic (2-Year Plan)	DJI Care Enterprise Plus	DJI Care Enterprise Plus Renew		
Service Period		The 1 st year	The 2 nd year	2 years	The 1 st year	The 2 nd year		
Ap	plicable Scenarios	Crash & Collision Damage, Signal Interference, water damaged and other accidents caused by User Error.						
	Covered Areas	the U.S., Canada, the UK, EU countries, Switzerland, Norway, Liechtenstein, Iceland, Serbia, Monaco, Australia, Japan, South Korea, Hong Kong, and Mainland China. **The supported services types may vary in different regions, please refer to the PRM system.						
	Covered Parts	Aircraft body, camera and gimbal bound with the current aircraft, propellers, battery, DJI RC Pro Enterprise, RTK Module.						
	Highlight	Two low-price replacements for one year one year	One low-price replacement for one for one year	Three low-price replacements for two two year	Unlimited free repair and replacement replacement services within the coverage amount for one year	Unlimited free repair and replacement replacement services within the coverage amount for one year		
Service Content	DJI Care Express	Supported	Supported	Supported	/	/		
	Free Maintenance[1]	Supported	/	Supported	Supported	/		
	Extended Warranty Period[2]	/	Supported	Supported	/	/		

[1] Free Maintenance

JP: one free basic maintenance service; Other Regions: one free standard service; KR, HK: not provided with free maintenance service

[2] Extended Warranty Period

Within the service period of DJI Care Enterprise Basic Renew or DJI Care Enterprise Basic (2-Year Plan), the official warranty period for your product will be extended by at least 12 months.

(1) Parts with extended warranty period covered by DJI Care Enterprise Basic (2-Year Plan) and DJI Care Enterprise Basic Renew: main controller, vision system (excluding the propellers), DJI RC Pro Enterprise and RTK Module. (the original warranty period for DJI Mavic 3M lens shall be extended

for 12 months, with no extended coverage for lens shutter count)

(2) For EU and UK versions, the warranty period of your product will not be extended.



DJI CARE ENTERPRISE SERVICE ACTIVATION

1. How to activate DJI Care Enterprise:

Please enter the DJI Care activation code on Service Activation page to bind it to a product serial number.

Activate Your DJI Care Enterprise Series The DJI Care Enterprise series was specially created to provide comprehensive protection for your DJI Enterprise products, offering coverage options with replacements or repair services for accidental damage such as crashing, water damage, or signal interference. Basic Plus Check Requirements ① Check Requirements ① Activate DJI Care Enterprise Basic Activate DJI Care Enterprise Plus DJI Care Enterprise Basic provides two low-price DII Care Enterprise Plus provides unlimited replacements or free repair services and also replacement services for one year, providing you Activate DJI Care Enterprise Basic Renew Activate DJI Care Enterprise Plus Renew DJI Care Enterprise Basic Renew provides one DJI Care Enterprise Plus Renew provides unlimited eplacement in one year, and the warranty period eplacements or free repair services and also extends one year in some areas. supports shared coverage.

https://service.dji.com/care/active

2. Purchasing and binding conditions:

Basic/Basic(2 Year plan)/Plus	Basic Renew	Plus Renew
One of the following conditions must be met (1) The DJI Enterprise device is brand-new and unactivated; (2) The DJI Enterprise device has been activated for less than 72 hours; (3) Less than 72 hours have passed after the DJI Enterprise device was repaired by an official DJI Service Center.	All of the following conditions must be met (1) You have bound your product to DJI Care Enterprise Basic; (2) Your DJI Care Enterprise package has not expired; (3) Your DJI Care Enterprise plan has at least one product replacement left.	All of the following conditions must be met (1) You have bound your product to DJI Care Enterprise Plus; (2) Your DJI Care Enterprise package has not expired; (3) At least 30% of the coverage amount is left (excluding shared coverage).

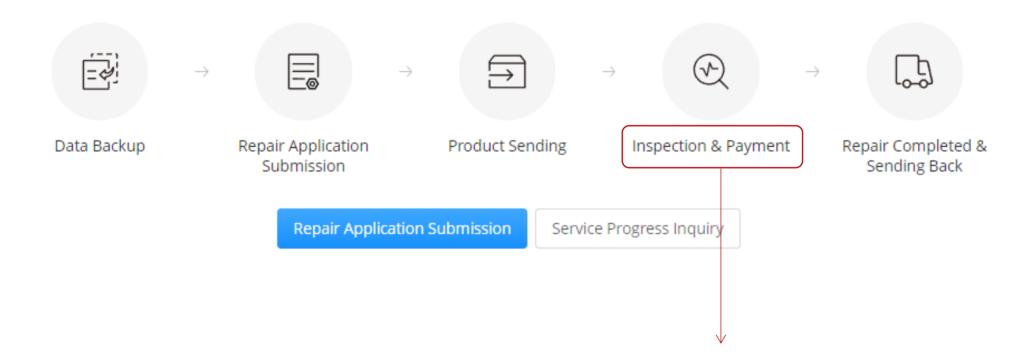


^{*}For DJI Care Enterprise Basic EU and UK versions, it is unnecessary to bind it on this page, as it has been bound to the product automatically (except for special cases such as demo units).

DJI CARE ENTERPRISE SERVICE PROCESS

Online Repair Request

Online Repair Request: https://repair.dji.com/repair/index



Once the service center confirms the conditions of your product, you could choose to use DJI Care Enterprise.

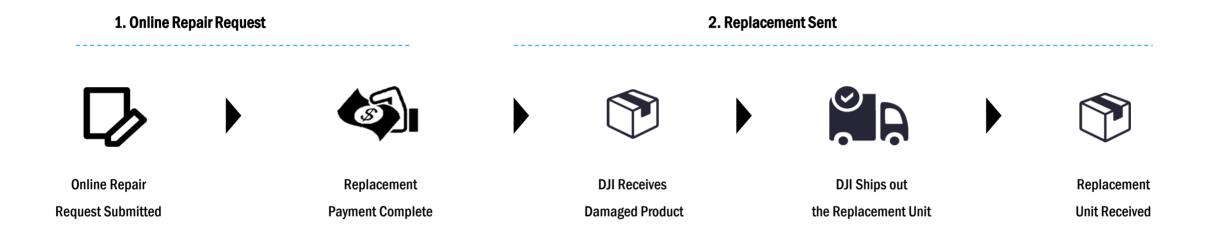


DJI CARE ENTERPRISE SERVICE PROCESS

DJI Care Express Request

DJI Care Express: https://repair.dji.com/express/refresh-express

DJI Care Express is available for DJI Care Enterprise Basic/Basic (2-Year Plan)/Basic Renew only.



Compared with normal replacement service, the Express option allows users to skip the damage assessment, quotation, and payment confirmation process.



MAINTENANCE PROGRAM INTRODUCTION

DJI Enterprise Maintenance Program for DJI Mavic 3M					
Region	Maintenance Type	Maintenance Type Service Items			
USA, Canada, Australia, EU countries, the UK, Switzerland, Norway, Liechtenstein, Iceland, Serbia and Mainland China	Basic Plan	Deep clean, parts inspection, and update & calibration	The actual device condition shall prevail when determining the maintenance period.		
	Standard Plan	Deep clean, parts inspection, update & calibration, and easily worn parts replacement	Flight time 300 H / year		
	Premium Plan	Deep clean, parts inspection, update & calibration, easily worn parts replacement, and propulsion system replacement	Flight time 600 H/ three years		
Japan	Basic Plan	Deep clean, parts inspection, and update & calibration	Flight time 50 H / 6 months		
	Premium Plan	Deep clean, parts inspection, update & calibration, easily worn parts replacement, and propulsion system replacement	Flight time 100 H/ year		

^{*}The recommend maintenance cycle and maintenance type may vary for different regions. Please refer to the local standard as the official recommendation.

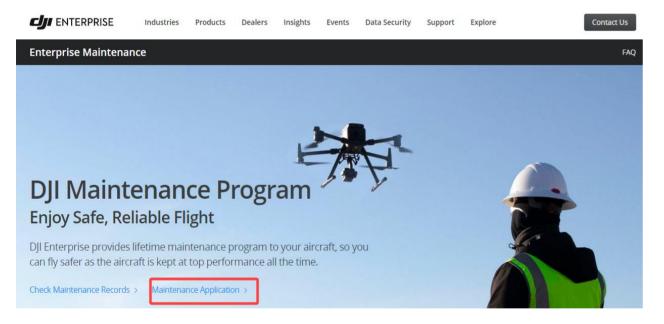


^{*}The need for a maintenance check may be triggered by either the total usage time or the total flight time, whichever comes first.

MAINTENANCE APPLICATION

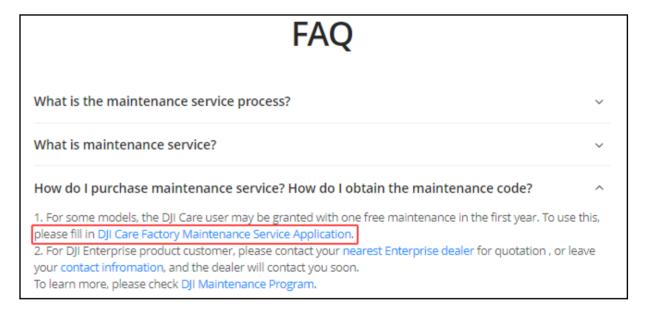
Maintenance Application: Go to DJI Maintenance Program official webpage to apply, enter the maintenance code and send the product back.

https://enterprise.dji.com/cn/enterprise-maintenance

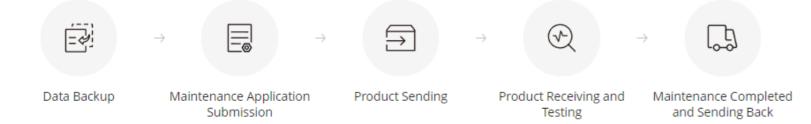


Obtain the maintenance code for free maintenance service provided by DJI Care Enterprise:

Please fill in the questionnaire "DJI Care Factory Maintenance Service Application" in the FAQ on maintenance application page.

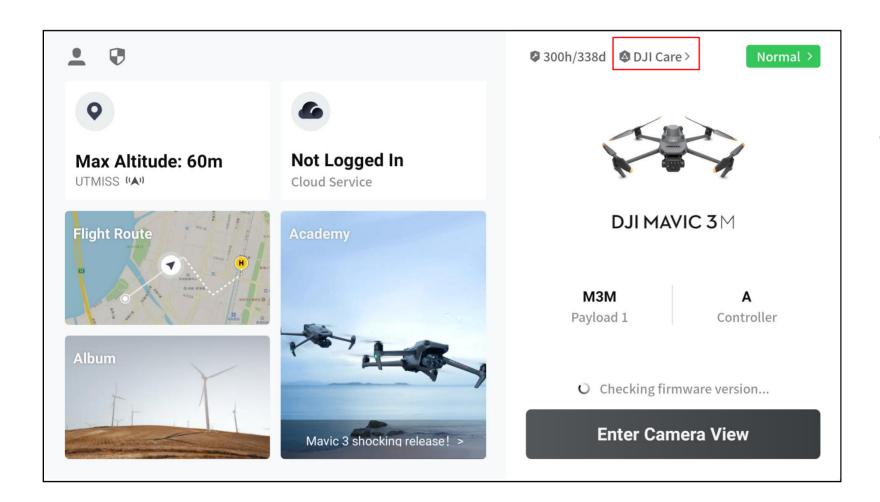


*The free maintenance service should be used within the service period of DJI Care Enterprise.





DJI CARE ENTERPRISE IN DJI PILOT

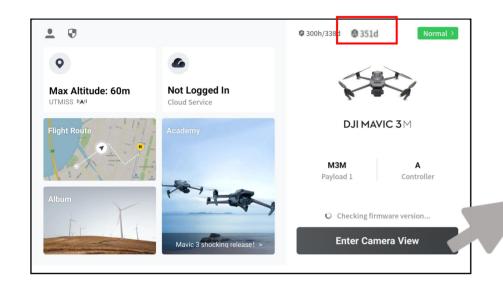


The service content of DJI Care Enterprise will be displayed in Pilot HMS

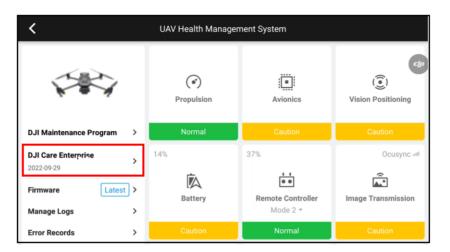
- Update DJI Pilot to the latest version before getting started.
- Enables users to purchase, bind, and use a DJI Care Enterprise series service plan, and to get reminded of the expiry date of the current service plan.



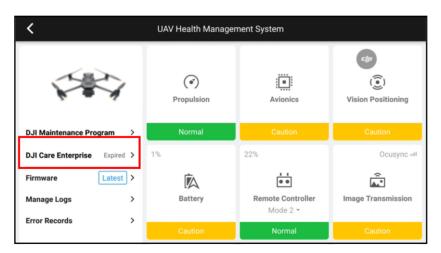
DJI CARE ENTERPRISE IN DJI PILOT



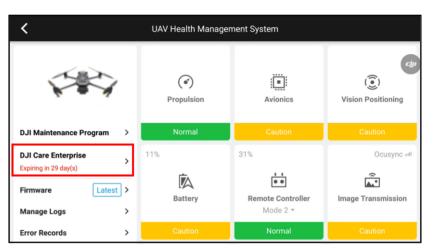
Tap "HMS" on the home page. If the device has been bound with a DJI Enterprise service plan, the coverage status will be displayed in the "DJI Care Enterprise" module.



① If the device has been bound with a DJI Enterprise service plan, the expiration date will be displayed as shown in the picture above.



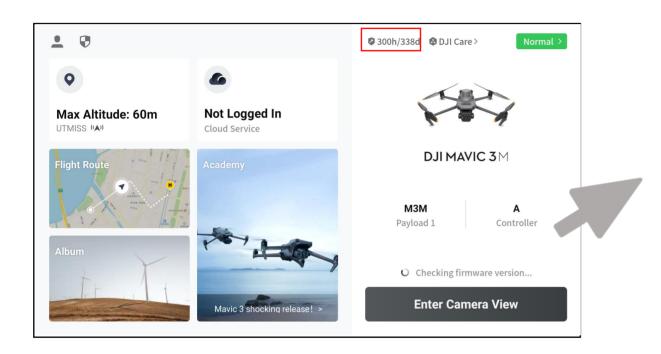
③ For devices that have been bound with a DJI Enterprise service plan, if the service plan has expired, it prompts "Expired" at the "DJI Care Enterprise" module.



② For devices that have been bound with a DJI Enterprise service plan, the expiration time displayed in the app turns red with a month of coverage remaining.



MAINTENANCE PROGRAM IN DJI PILOT

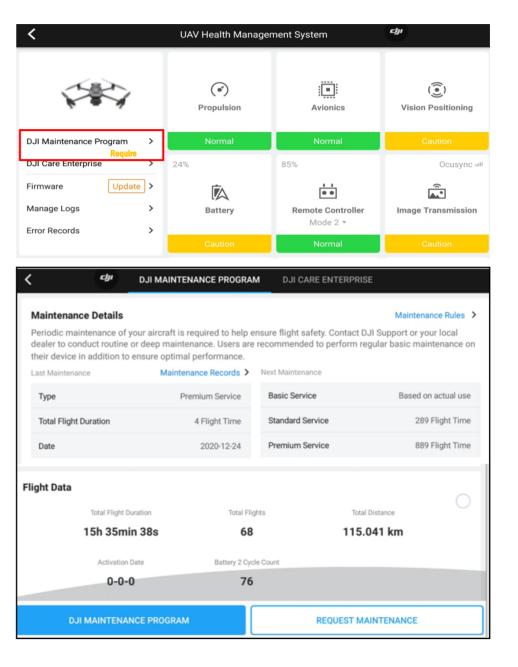


Standard Service: Yellow reminder 7 days/50 Flight Time in advance

Premium Service: Yellow reminder 30 days/100 Flight Time in advance

Standard Service and Premium: If a device is not inspected on time, the app will prompt "XX

h Exceeded" in red at the related maintenance service.





Thank you!