Presentation

Connected Cars: Perspectives to 2025

IHS Automotive Technology

April 27, 2016

ihs.com

Egil Juliussen, Ph.D.

Director Research & Principal Analyst

Egil.Juliussen@IHS.com

IHS AUTOMOTIVE driven by POLK





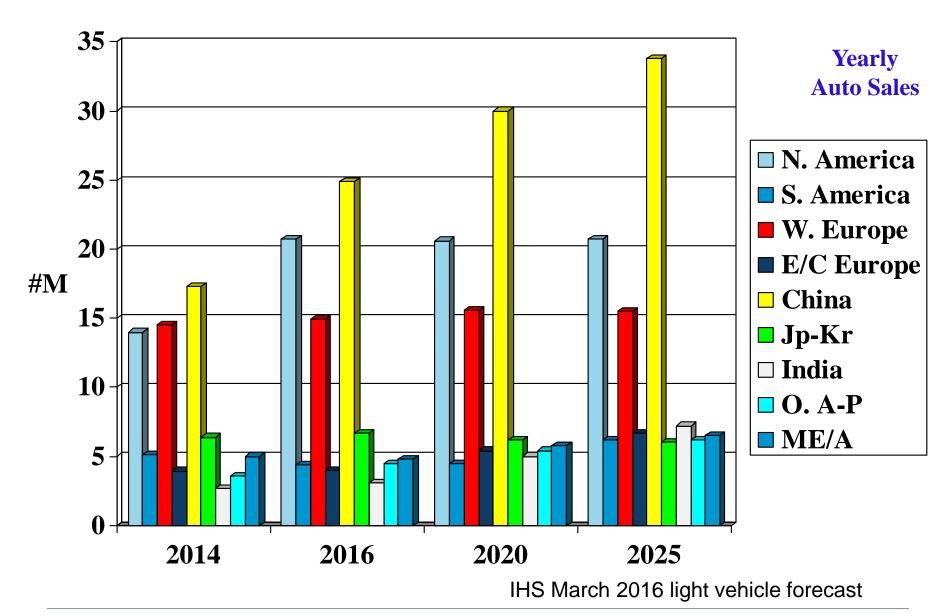
Connected Cars: Perspectives to 2025

- Auto Sales and Motorization
- Infotainment: Growing Platform Importance
- Connected Cars: Opportunities & Threats
- Self-driving Cars vs. Driverless Cars: Revolution
- Summary Perspectives

Egil Juliussen, Ph.D. Director Research & Principal Analyst

Auto Sales by Region

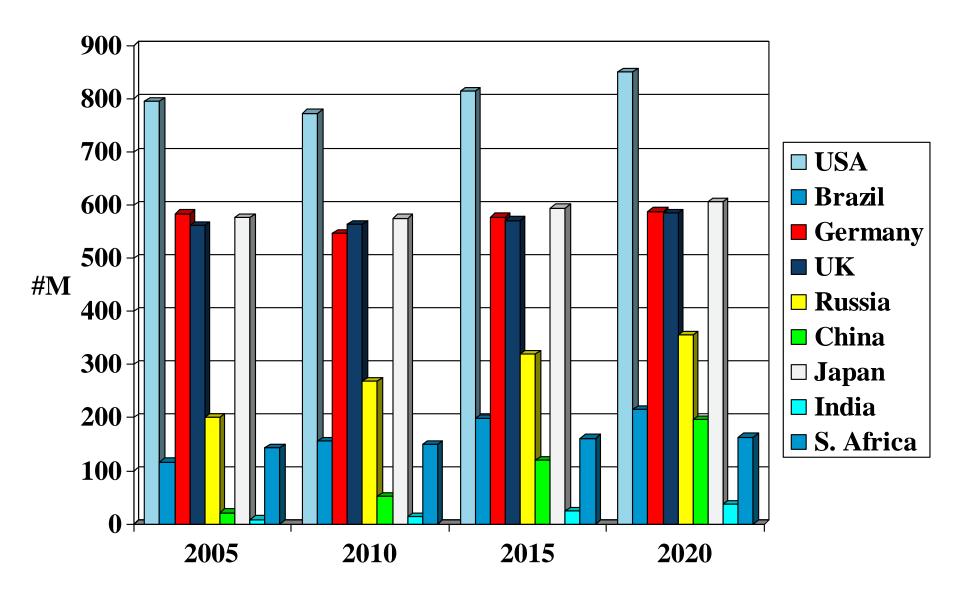




SOURCE: IHS Automotive

Motorization: Autos In-Use per 1,000 People







Connected Cars: Perspectives to 2025

- Auto Sales and Motorization
- ► Infotainment: Growing Platform Importance
- Connected Cars: Opportunities & Threats
- Self-driving Cars vs. Driverless Cars: Revolution
- Summary Perspectives

Egil Juliussen, Ph.D. Director Research & Principal Analyst

Semiconductor Chip Advances: Auto Impact



Capabilities

Chip advances will have tremendous auto impact even if annual chip improvements slow down!

2030 Auto Impact

- Moore's Law: 1024X
- DRAM: 256 Gbit
- NAND: 16 Tbit
- MCU Speed: 36X

2035 Auto Impact

- Moore's Law: 81924X
- DRAM: 2 Tbit
- NAND: 256 Tbit
- MCU Speed: 108X

2025 Auto Impact

- Moore's Law: 128X
- DRAM: 64 Gbit
- NAND: 2 Tbit
- MCU Speed: 12X

2020 Auto Impact

- Moore's Law: 16X
- DRAM: 8 Gbit
- NAND: 256 Gbit
- MCU Speed: 3.5X

2015 Auto Impact

- Moore's Law: 1X
- DRAM: 512 Mbit
- NAND: 16 Gbit
- MCU Speed: 1X

Take-away:

Automotive System on Chips (SoC) will have amazing capabilities in a decade or two. Future software will take full advantage of such capabilities!

SOURCE: IHS Automotive

Auto Industry and Software Impact



Every company has a structure similar to phases shown below:

Create

- Product idea
- Technology R&D
- Product design
- Product testing

Make

- Factory control
- Parts management
- Supplier mgmt.
- Inventory mgmt.

Market

- Product marketing
- Product sales
- Distribution channels
- Delivery logistics

Product Use

- Payment systems
- Customer support
- Warranty & repair
- Repeat customers

Software and apps impact all phases of most product

Create

- Very expensive
- Long development
- Difficult testing
- Never bug-free

Make

- No SW BoM cost
- Some royalty costs
- Mfg.=SW loading
- Loading flexibility

Market

- SW=features
- Features sell cars
- SW is upgradable
- Upgradable features

Car Use

- Bug-fixing needed
- SW maintenance
- Connected car growth
- OTA SW updates

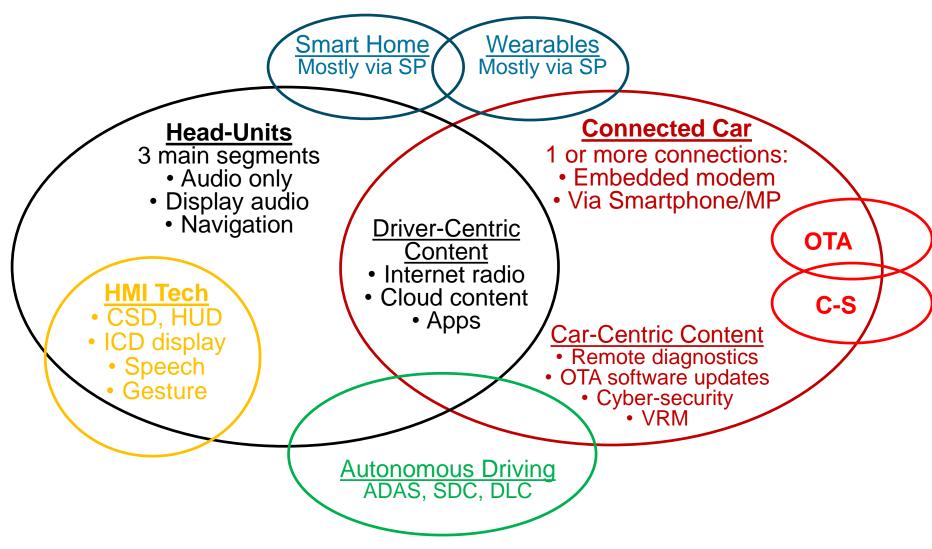
Take-away: Lower software development cost is key:

- Re-usable software platforms are needed to lower development costs
- Over-the-air software updates needed for bug fixes & cyber-security

BoM=Bill of Material; SW=Software; OTA=Over-the-Air

Infotainment: Connected Car vs. Head-Unit





MP=Mobile Phone; SP=Smartphone; VRM=Vehicle Relationship Management; SDC=Self-Driving Car; DLC=Driverless Car; OTA=Over-the-Air; C-S=Cyber-Security

Infotainment Apps: Big Picture



IVI Apps Integrated SP Apps Smartphone IVI Apps Downloaded apps • Built-in apps Apps integration Apps & • Driver chosen OEM chosen • OEM chosen Content Travel & LBS Music apps Current Standards **Platforms** Apple CarPlay • Navi-LBS apps • Eco apps Android Android Auto Telematics apps • iPhone Social network apps • Entertainment apps Search apps Baidu CarLife • Win Phone 10 Ford AppLink-SDL • CRM apps Car-centric apps • Remote diagnostics MirrorLink OBDII-based apps OBDII-based apps SofTec • UBI apps • SP remote control Others IVI HMI Software Platform Auto OEM specific IVI Software Platform • OS Kernel & Middleware Other Linux Microsoft Hardware Abstraction Layer? • Equivalent to BIOS in PCs IVI Hardware Platform

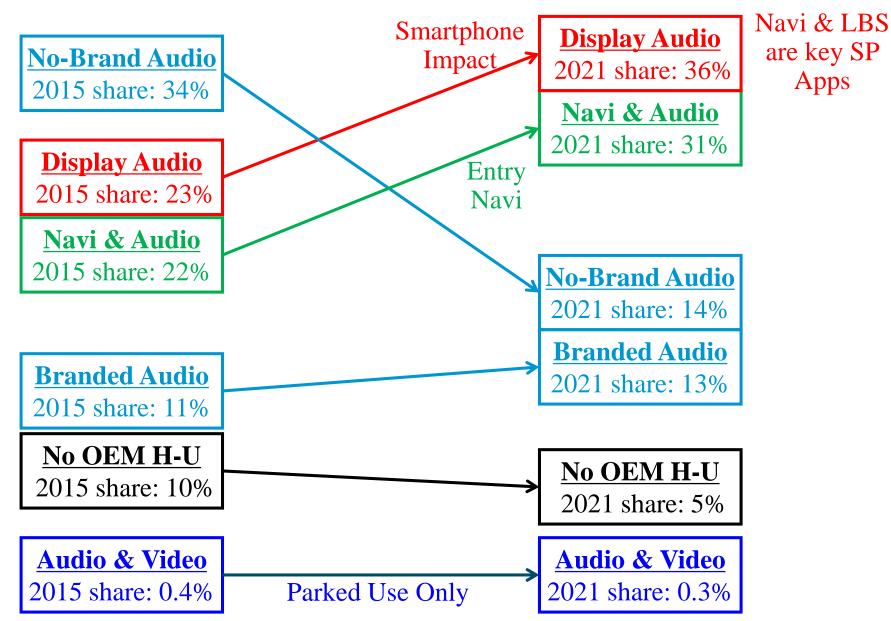
• Atom, ARM, MIPS, others?

• Input, Output & Control

SOURCE: IHS Automotive

Head-Unit System Trends





SOURCE: IHS Automotive Infotainment Portal

Smartphone Apps Integration: Status

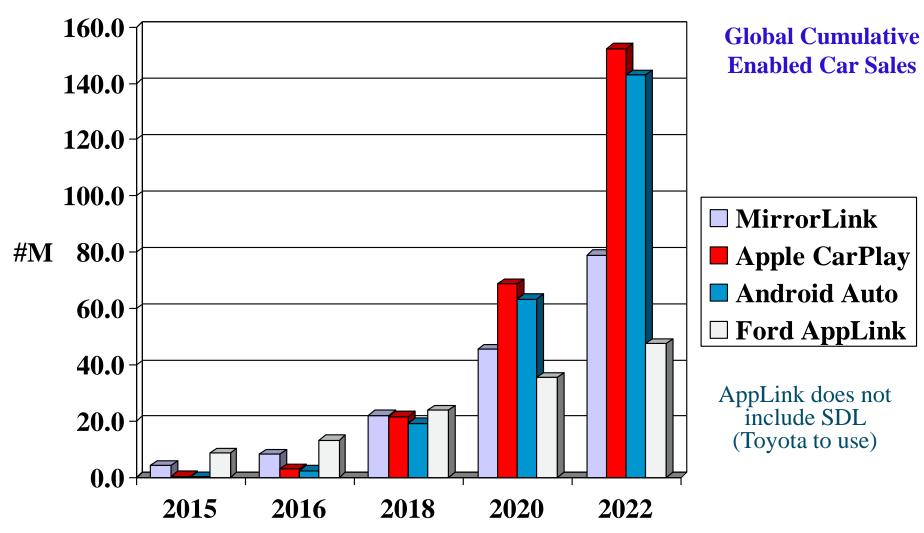


	CarPlay	Android Auto	MirrorLink	AppLink-SDL
OEMs Brands	16 OEMs 24 Brands	16 OEMs 42 Brands	6 OEMs 12 Brands	2 OEMs 3 Brands
Key OEMs with Availability	BMW, Daimler, FCA, GM, Honda, Hyundai, Mazda, Mitsubishi, Nissan, PSA, Renault, Subaru, Suzuki, Volkswagen, Volvo	BMW, Daimler, FCA, GM, Honda, Hyundai, Mazda, Mitsubishi, Nissan, PSA, Renault, Subaru, Suzuki, Volkswagen, Volvo	Daimler GM Honda PSA Toyota Volkswagen	Ford Toyota
Car Models	116	122	66	28
SP OS	iOS	Android	Android, Symbian	iOS, Android
Apps	30	55	12	12+

SDL=Smart Device Link; SP=Smartphone; OS=Operating System

Smartphone Apps Integration: Enabled Autos





Others not included: Baidu CarLife; Abalta Weblink, Airbiquity Choreo, Nuance Dragon Drive Link, SofTec, UIEvolution Cloud Connect, VNC



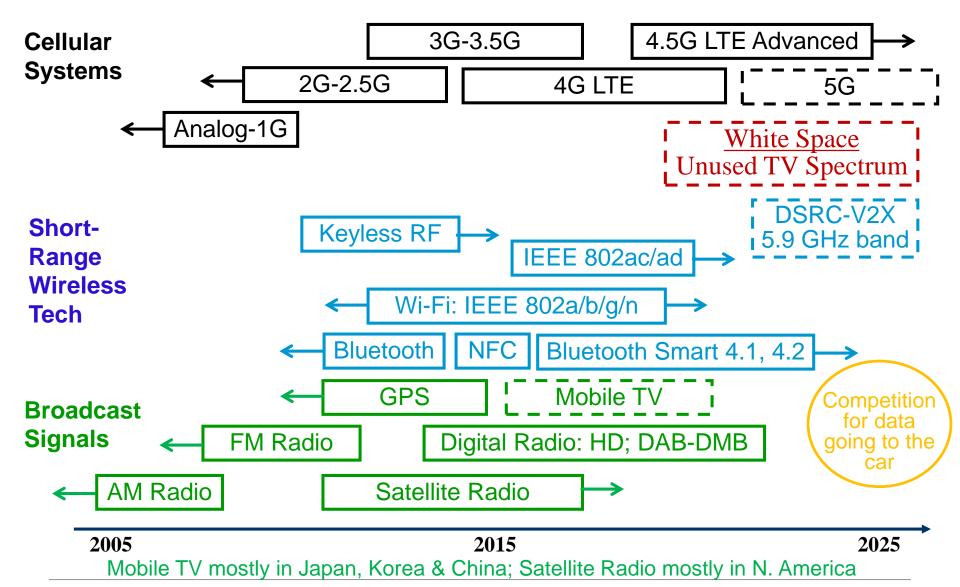
Connected Cars: Perspectives to 2025

- Auto Sales and Motorization
- Infotainment: Growing Platform Importance
- Connected Cars: Opportunities & Threats
- Self-driving Cars vs. Driverless Cars: Revolution
- Summary Perspectives

Egil Juliussen, Ph.D. Director Research & Principal Analyst

Connected Car Technologies Overview





SOURCE: IHS Automotive

Connected Car Trends: U.S. & EU



	U.S. Trends	EU Trends
Embedded Telematics	Leading technologyRemote diagnostic most valuableLTE deployment going fast	Waiting for eCall to fire upMostly for high-end autoseCall main app initially
Smartphone Telematics	Ford success, followed by othersWill leverage phone projection	Limited success so farSuccess via phone projection
Embedded & Smartphone	Growing rapidlyLong-term winner	Emerging in most countriesLong-term winner
Phone Projection	Very important in next 5 yearsCarPlay & Android Auto to leadQs: MirrorLink? AppLink-SDL?	Very important in next 5 yearsCarPlay & AA to leadQs: MirroLink? SofTec?
OTA SW Update	Emerging for telematicsInfotainment OTA is nextCore ECU OTA emerging	Emerging for telematicsMostly luxury brandsMay lag U.S. by 2-4 years
Cyber Security	Finally getting attentionOEMs scrambling to catch upLaws & regulation on the way	Strong R&D, little deploymentOrderly deployment comingLaws & regulation expected

AA=Android Auto; OTA=Over-the-Air

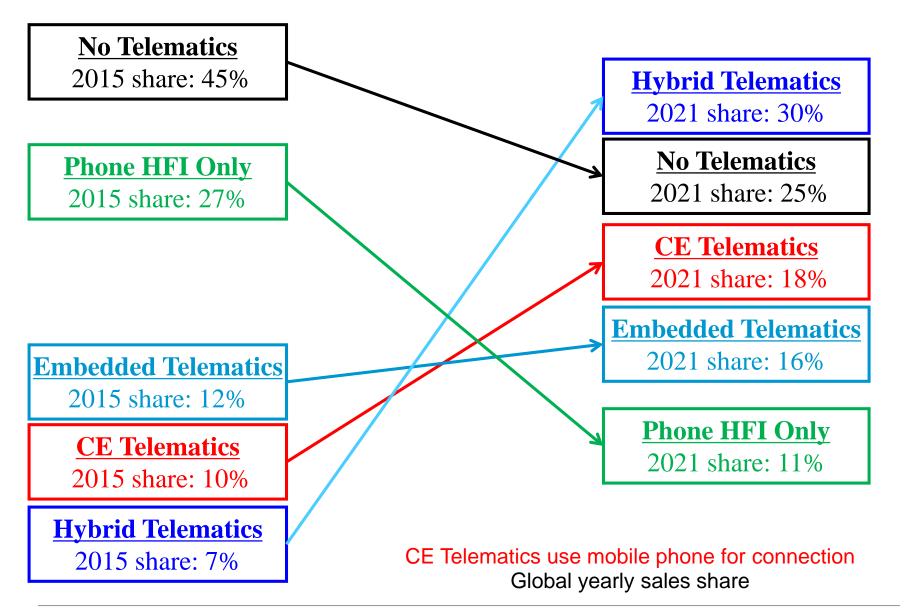
Connected Car Trends: U.S. & A-P



	U.S. Trends	AP Trends
Embedded Telematics	Leading tech approachRemote diagnostic most valuableLTE deployment coming fast	Leading approach in ChinaWeak in most other regionsLTE emerging first in China
Smartphone Telematics	Ford success, followed by othersWill leverage phone projection	Leading approach in JapanFuture growth in China
Embedded & SP	▶ Growing rapidly▶ Long-term winner	► Grows with Smartphone Long-term winner in most areas
Phone Projection	Very important in next 5 yearsCarPlay & Android Auto to leadQs: MirrorLink? AppLink-SDL?	CP & AA important in Jp & KrCarLife important in ChinaChina Qs: Local AA? ML? SDL?
OTA SW Update	Emerging for telematicsInfotainment OTA is nextCore ECU OTA emerging	OTA to be important in Jp & KrCn: GM, BMW etc. to leadAP may lag U.S. by 3-5 years
Cyber Security	Finally getting attentionOEMs scrambling to catch upLaws & regulation on the way	Getting attention in Jp & KrNeed attention in Cn & InLaws & regulation expected

Connected Car Trends

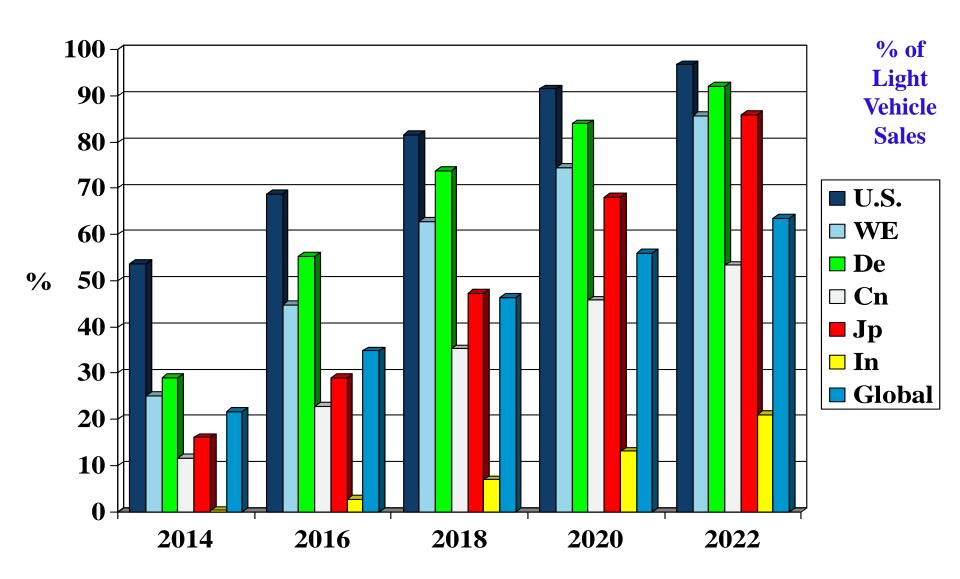




SOURCE: IHS Automotive Infotainment Portal

Connected Car Attach Rate

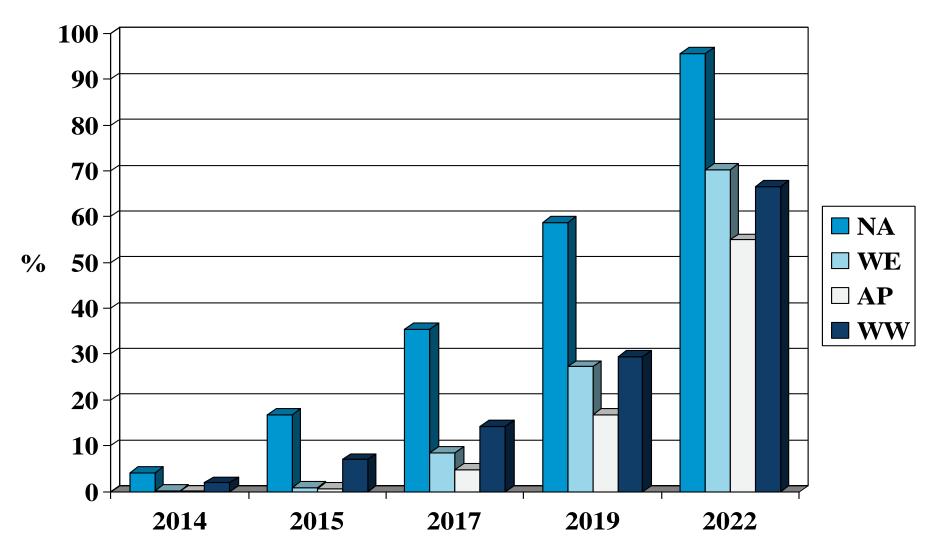




Includes connected car services via embedded modem, Smartphone & both

LTE Share: Embedded Telematics Sales





GM's USA deployment of LTE will kick-start market: GM volume will lower auto-grade LTE chip price

Who Benefits from Connected Cars?

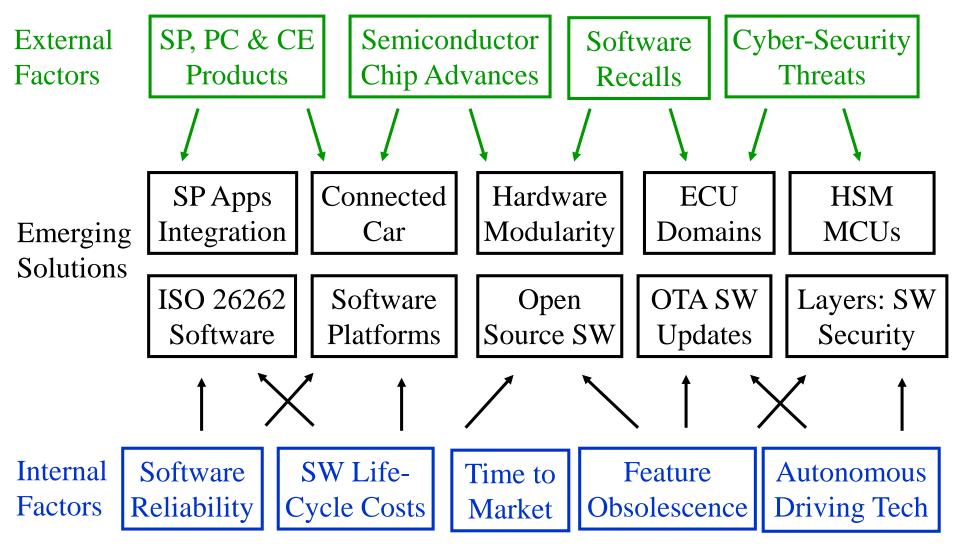


Segment	Benefit Areas
OEMs	Cost savings: Remote diagnostics & Remote software upgradesNew revenue from future functional software upgrades
Suppliers	Revenue from communication & HMI hardwareRevenue from connected car software: middleware & apps
TSPs	Revenue from safety & car-centric services: Base serviceRevenue from infotainment-centric services: New opportunities
MNOs	Revenue from growing amount of data to and from the carRevenue from being a TSP and/or content provider
Content Providers	 Many entertainment categories: music & audio as leaders Many information categories: LBS-relates as leader Many new categories emerging
Car Data Consumption	► Mostly TSP-centric data, traffic info & insurance-centric data ► Many new categories emerging: OBDII data, V2X & others
Driver & Passengers	 Cost savings similar to OEMs, higher resale value w/RD history Connected car apps value: cost savings, safety & convenience Access to vast infotainment content portfolios

HMI=Human Machine Interface; TSP=Telematics Service Provider; MNO=Mobile Network Operator

Automotive Software Mega-Trends





SP=Smartphone; CE=Consumer Electronics; HSM=Hardware Security Module; SW=Software; OTA=Over The Air

Auto Software Complexity Path



"Embedded Controllers"

- Simple SW control program
- Fixed middleware
- Fixed function app or apps
- BoM cost minimization
- LoC* counted in thousands

10X-100X Complexity

"Apps Computers"

- Complex operating system
- Computer middleware
- Industry-specific middleware
- Multiple changeable apps
- LoC* counted in millions

IVI H-U 2005

IVI H-U 2015 IVI H-U 2020

ADAS ECUs 2015

Complex ECUs 2015 ADAS L2 & L3 2020

SDC L4 & L5 2025

Domain ECUs 2020

Complex ECUs 2000
Simple Simple

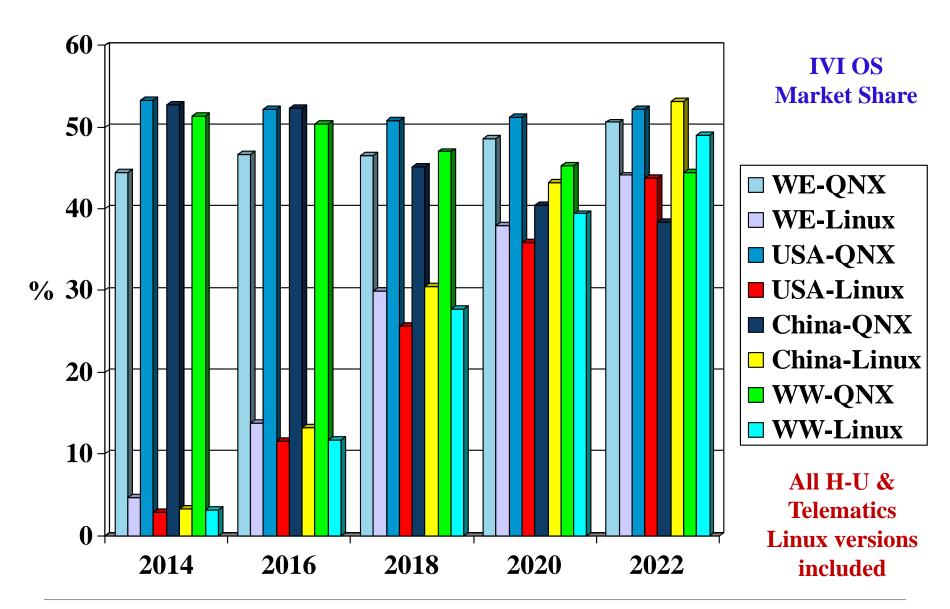
Simple ECUs 2015

Software Complexity

ECUs

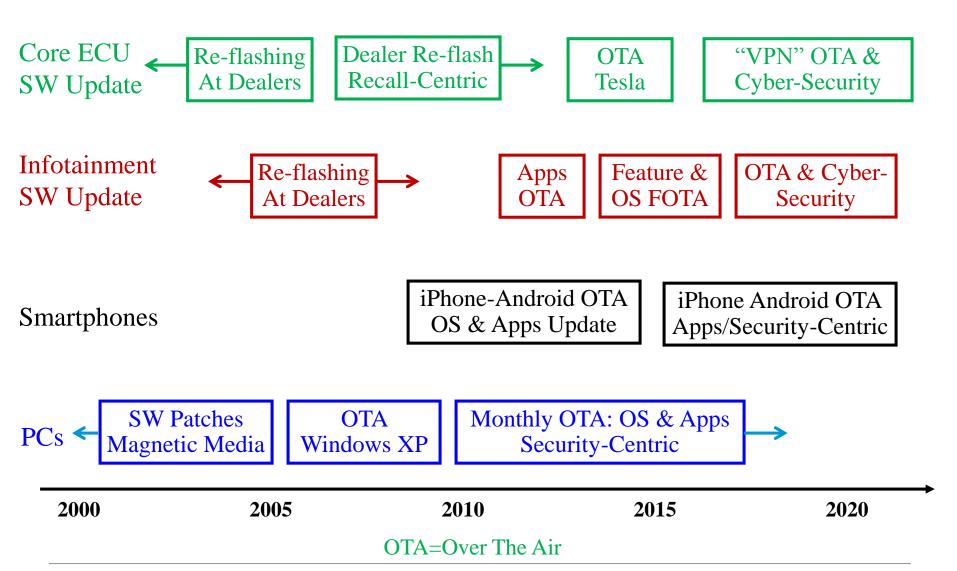
Infotainment OS Trends





OTA Software Update Evolution







OTA Software Update Advantages

	Key Information	Other Information
Cost Savings	Dealer cost is \$70-100 per software update eventLower notification costs	►OTA could save 50% ►IT investment delays ROI ►Electronic notification
Time Savings	Quicker preparation timeLess notification time	No dealer appointmentNo mailing expected
Recall Completion	►70% dealer recall completion ►OTA should do much better	► Many unsafe cars on road ► OTA completion? 90%+
Future Business	► Value of functional updates► A portion will pay for this	Mostly aftermarket nowFuture OEM revenue stream

İHS

OTA Software Update Segments

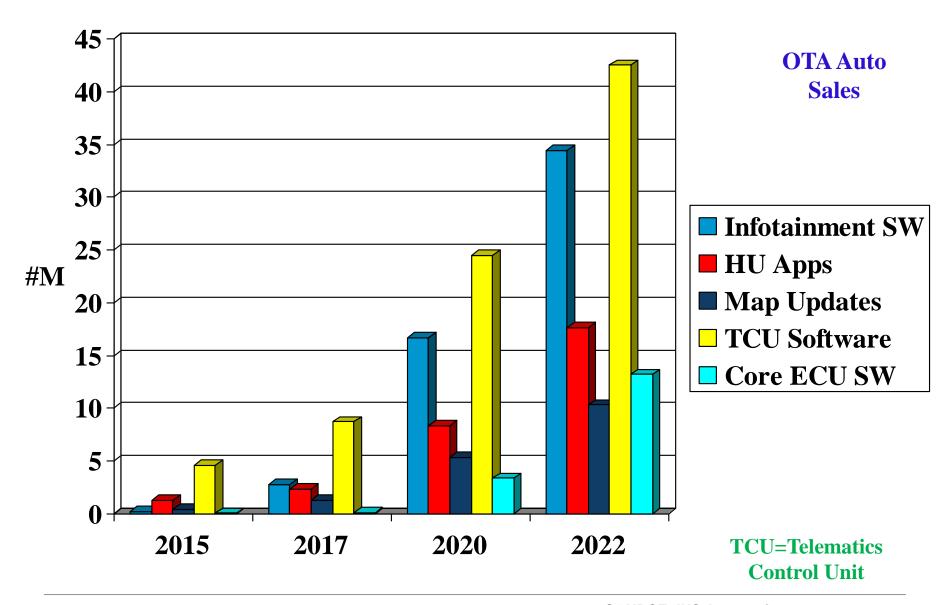
	What Is Updated	OEM Deployment
Infotainment Apps	Head-unit appsTelematics apps	Toyota, ChryslerChrysler brands, Infiniti
Infotainment Software	Telematics softwareHead-unit softwareIncluding operating system	BMW, GM, M-B, FordMercedes-BenzEmerging now
Core Auto ECUs	Powertrain ECU softwareChassis ECU softwareConvenience ECU software	▶ Public: Tesla* since 2012▶ Emerging: 2017+▶ Required: 2020+
Navigation Map	Map softwarePOI databaseAutonomous Driving Map	► Japan OEMs in Japan; BMW, Audi, Tesla & others ► Future AD Map required

*Tesla added hardware for L2-L3 autonomy in model D in November 2014, but software & apps where downloaded in October 2015

Adds new level of future proofing!

Over-the-Air Software Update Forecast





SOURCE: IHS Automotive

Auto Cyber-Security: Complacency → Action



Age of Cyber-Security

- Check current systems
- Weakness identification
- Any apps & content
- Best practice → standards
- Every RFQ with cyber-security
- Product portfolio growth
- OEM-T1 expertise acquisition

Proof of Concept Stage

- White-hat hackers
- Skills & expertise needed
- Wired connection hacking
- Wireless hacking events

Complacency Stage

- No need for security
- No actual breaches
- Too expensive
- Will not happen to us

Mass Deployment

- First for connected cars
- New system architecture
- Next for control ECUs
- New innovative products
- Combined with OTA

2010 2015 2020 2025



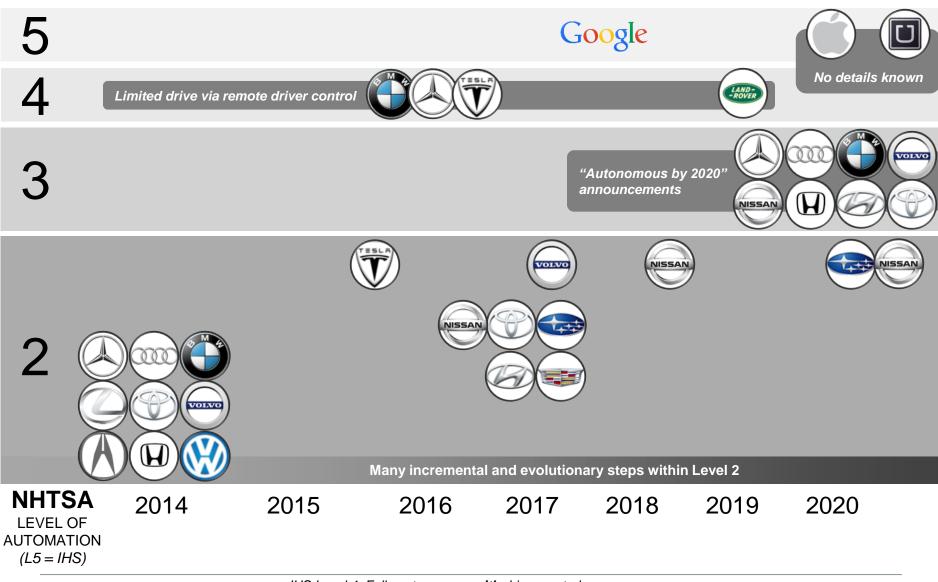
Connected Cars: Perspectives to 2025

- Auto Sales and Motorization
- Infotainment: Growing Platform Importance
- Connected Cars: Opportunities & Threats
- Self-driving Cars vs. Driverless Cars: Revolution
- Summary Perspectives

Egil Juliussen, Ph.D. Director Research & Principal Analyst



Current State of the Art & Announced Plans



IHS Level 4: Fully autonomous with driver controls IHS Level 5: Fully autonomous without driver controls

© 2016 IHS

SOURCE: IHS Automotive

2 Autonomous Driving Strategies



Focus:	Level 4 Vehicles	Level 5 Vehicles
Autonomy Levels	Self-driving car mode► Human driving mode	Driverless car mode onlyNo driving controls
Business Models	► Traditional car ownership ► Car-as-a-Product (CaaP)	Car-as-a-Service (CaaS)Some car ownership
Proponents	Mercedes-BenzOther luxury brandsVolume OEMs	▶ Google, Uber, Lyft, Didi, Ola▶ Fleet operators (taxi etc.)▶ Some OEMs (Ford, GM)
Advantages	▶ Fewer accidents▶ Time, space & privacy*▶ Evolution from ADAS	Fewer accidentsMobility to anyoneMobility to anything
Implications	▶ Driver license for HDC▶ Some degree of CaaS?	No driver license neededCaaS for nearly all people
Summary	► Cars to make drivers better	► Cars are better than drivers

^{*} Mercedes-Benz SDC positioning

Google SDC & DLC Success



	Key Information	Comments
Highway Testing-L4	► L4 Cars since 2009 ► L4: Now driving assertively	► Driven 880K+ miles ► Inch forward at 4-way stops
L4 City Testing	► L4: Mostly in Mt. View, CA ► L4: Started in Austin, TX	► Driven 620K+ miles ► July 2015 (12 cars in Dec)
L5 Pod Testing	Initially restricted area testsJune start in Mt. View (L4 mode)	►In Google's restricted areas ►Sep 2015 start in Austin, TX
Restricted Testing	► NASA Moffett Field (1,000 acres) ► Castle AF Base, Merced, CA	►60 year lease: Google projects ►L4 & L5 tests on 100 acres
Vehicles (Mar 31, 2016)	 23 Lexus RX450h SUVs 33 Pod cars (L5 or L4 mode) Total self-driving miles: 1.5M SDC simulation & modeling 	 Mt. View-15; Austin-7; Kirkland-1 Mt. View-24; Austin-7; Kirkland-2 Self-driving miles/week: 12-15K 3M miles/day; test new SW
Next Steps	Seattle-area & Detroit-area testsCooperative driving situationsLower crashes by other drivers	Rain, snow & bad weather4-way stops is first stepSDC external info? What else?

Google SDC-DLC Software



	Key Information	Comments
Estimated Status	 Better than nearly all drivers—at least in fair weather driving Fewer emergencies Know common driver weaknesses 	 Faster reaction time, never tired, never distracted, superior object tracking capabilities From 1.5M miles in SDC mode
Next Focus	Finding and learning the once in a million events	Google has active projects to identify such events
Key Problems	Other drivers' negative reactionOther cars run into SDC-DLCsComputer ethics?	SDC-DLC follow all laws!SDC driving style too differentDifferent views on its impact
Next Steps	Cooperative driving situationsLower crashes by other driversBad weather testing & learning	4-way stops is first stepSDC external info? What else?Solutions in due time

Key Question:

How much better than the best drivers will DLC software need to be for deployment?

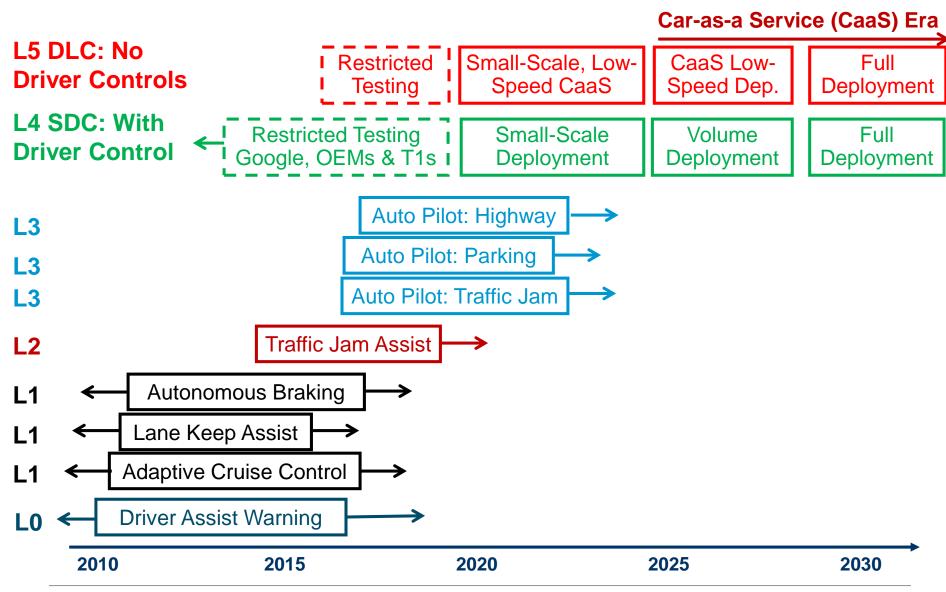
Mobility Implications



	Key Information	Other Information
Car Sharing	Smartphone apps centricDLC lowers operating costDLC fleets for car-sharing	Convenience & availabilityNo driver costsLikely first SDC deployment
Car Ownership	Fewer cars/household when SDCs are fully availableHigher miles per car year	► USA currently: 2.1 cars/HH► USA projected: 1.2 w/SDCs*► Quicker replacement rate
Car-as-a- Service Potential	 Worldwide population People with driver license People w/o driver license Urban population Seniors (65+ years old) Youth (Under 18 years old) 	 2015: 7.32B → 2035: 8.74B 2015: 1.13B → 2035: 1.9B 2015: 6.2B → 2035: 6.8B 2015: 4.1B → 2035: 5.7B 2015: 604M → 2035: 1.12B 2015: 2.26B → 2035: 2.36B
Mass Transit	►SDC for last mile service►SDV for new mass transit►SDV as mass transit	To fill mass transit gapsLess cost than mass transitCurrent system competition

Autonomous Driving Evolution





SOURCE: IHS Automotive Autonomous Driving Portal



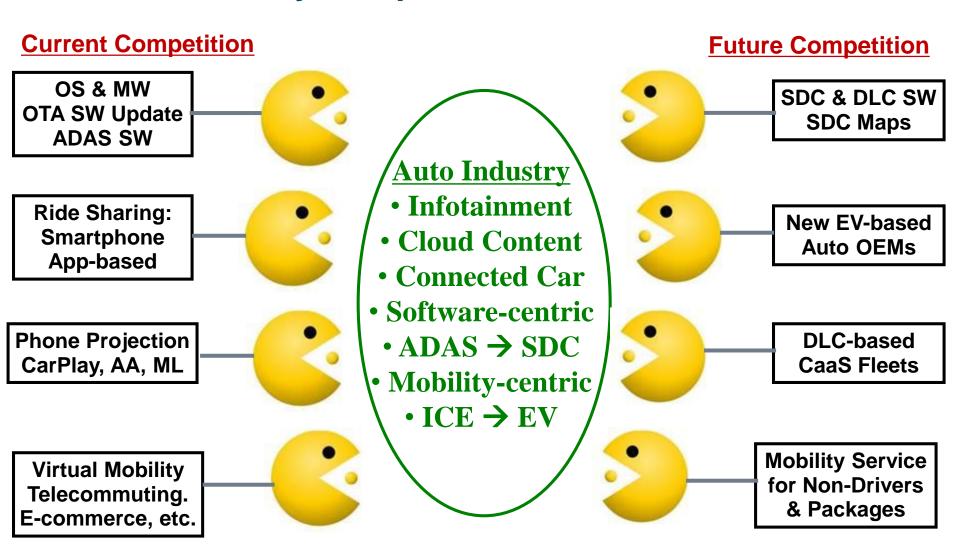
Connected Cars: Perspectives to 2025

- Auto Sales and Motorization
- Infotainment: Growing Platform Importance
- Connected Cars: Opportunities & Threats
- Self-driving Cars vs. Driverless Cars: Revolution
- Summary Perspectives

Egil Juliussen, Ph.D. Director Research & Principal Analyst

New Auto Industry Competition

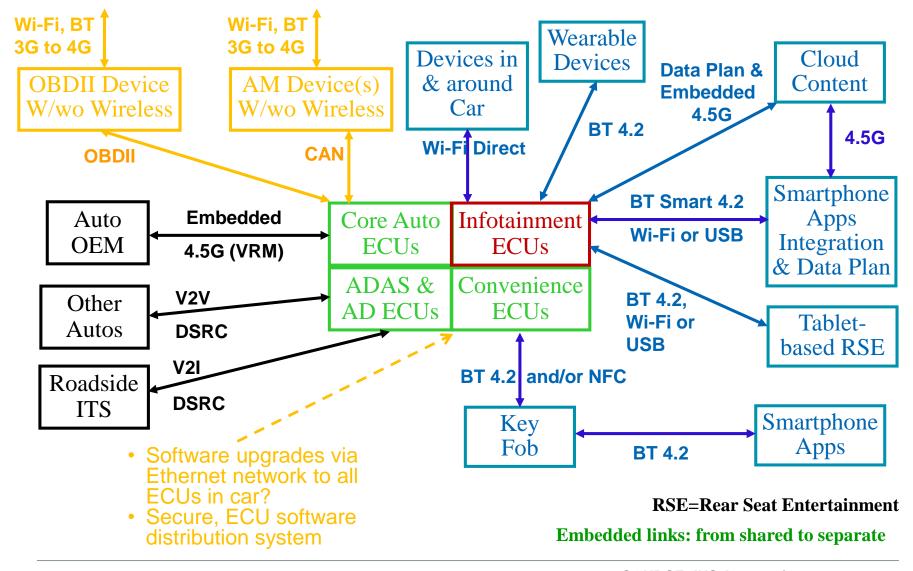




OS=Operating System; MW=Middleware; OTA=Over-the-Air; ICE=Internal Combustion Engine; SW=Software; SDC=Self-Driving Car; DLC=Driverless Car; CaaS=Car-as-a-Service; AA=Android Auto; ML=MirrorLink

İHS

Connected Car by 2020+



Connected Car Revolution



Capabilities

Connected cars are the halfway point on a journey from simple and rare telematics use, to self-driving cars with required, multiple and constant connections over secure wireless links

LTE Connected

- 4G LTE: Mbps
- Multiple connections
- Apps & cloud content
- Connections: Common

Connected SDC-DLC

- 5G: Gbps
- Secure connections
- Any apps & content
- Connections: Required
- Car-as-a-Service

Telematics

- 1G Analog
- Speed: Kbps
- Safety-Security
- Available: Rare

Connected cars create new challenges: cyber-security

2000 2015 2030

Kbps-Mbps-Gbps=Kilo-Mega-Giga bits per second; SDC=Self-Driving Car; DLC=Driverless Car

Software-Defined Car Evolution



The car is the most complex product in volume production!

Connected Car Remote SW Upgrades Software security Self-Driving Car
Software-defined car
Car-as-a-Service

AUTOSAR Remote Diagnostics Software APIs Digital Car Era
Platform architecture
Re-usable software

Tesla is first SW-defined car

ECUs

Analog-Digital Car Era
Digital control system growth

Analog Car Era
Analog control systems

Next 20 Year HW Improvements

MCU performance: 400 times

Memory chip: 32,000 times

1995

2005

2015

2025

2035

SOURCE: IHS Automotive



Questions?

Egil Juliussen, Ph.D. Research Director, Principal Analyst, IHS Automotive Technology April 27, 2016 egil.juliussen@ihs.com

