

PTOLEMUS Consulting Group

The Autonomous Vehicle Global Study

*The most thorough analysis of
driverless vehicles ever published*



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The consulting & research firm for the connected world

Consulting services

Strategy
definition

Investment
assistance

Procurement
strategy

Innovation
management

Business
development

Deployment

Research services



Fields of expertise

**Mobility
services**

Car pooling
Car sharing
Smart parking

Multimodal
mobility
Ride hailing

Road side
assistance
Tax refund

**Vehicle
services &
telematics**

bCall
eCall
FMS
SVT / SVR

Tracking
VRM
In-car Wi-Fi
Fuel cards

Parking
Navigation
Speed cameras
Traffic information

**Usage-based
charging**

Car As A Service
Electronic Toll
Collection

Mobility-as-a-
Service
Road charging

UBI / PAYD
Vehicle rental
Vehicle leasing

**Vehicle data
& analytics**

AI
CAN-bus
Crowd-sourcing
Data protection

Driving behaviour
OBD
Predictive
analytics

Remote
diagnostics
xFCD

**Vehicle
automation**

ADAS

Autonomous
cars

Autonomous
trucks

**Enabling
technologies**

Positioning (GNSS
/ WiFi / cellular)

M2M /
connectivity
Smartphones

Telematic devices
V2X

Clients across the mobility ecosystem...

Analytics providers



Automotive manufacturers & suppliers



Mobile telecom operators



Applications providers



Telematics solution providers



ITS operators, regulators & fleets



Device / location suppliers



Insurers, aggregators & assistance providers



Banks & private equity investors





Automation will reshape the automotive industry...



Mary Barra
CEO



"I believe the auto industry will change more in the next 5 to 10 years than it has in the last 50."



Harald Krueger,
CEO



"We have a clear objective: to be the technology and innovation leader for individual mobility in the digital age."



John Krafcik
CEO



"We're thinking bigger than a particular vehicle, ... What we are bringing to market is a self-driving technology platform."



Elon Musk
CEO



"Non autonomous cars will be like owning a horse: for sentimental reasons"



... It will also completely transform the mobility ecosystem

- **Autonomy is a technology revolution...**

- More sensors, software code and processing power than ever
- Faster connectivity and more accurate positioning than ever
- More (artificial) intelligence than ever

In the long term, the generalisation of autonomous vehicle means that 80 to 90% of the motor insurance business could disappear, along with claims management.

- **... but it could also be a tornado wiping out the ecosystem:**

- **OEMs** being reduced to hardware providers for Silicon Valley?
- **Tier-1 suppliers** losing out to electronic players such as Samsung and Intel?
- **Dealers and workshops** losing much of the repair business?
- **Insurers, brokers and reinsurers** losing on claims and premiums?
- **Roadside assistance companies and auto clubs** made redundant?
- **Public transport operators and the taxi industry** becoming useless as a result of automated Mobility-as-a-Service (MaaS)?
- **Telematics Service Providers (TSPs)** becoming dis-intermediated?
- **Car rental and leasing operators** losing independence from OEMs?
- **Road operators and toll chargers** being forced to move to free flow tolling?



Pascal Demurger
General Director
MAIF Insurance





The AV Global Study responds to all major questions

When will L3, L4 AVs & Driverless emerge?

Which OEMs are the most advanced?

Who will bear the liability?

Are AVs going to become mass market?

What is the path between current ADAS and level 5 vehicles?

Will regulators delay the emergence of AVs?

Which technologies will enable L3, L4 & L5?

What will be the impact of autonomy & ADAS on claims cost?

Will aftermarket service providers access to AV data?

Which players will lose out?

Will accidents disappear?

Which countries / states will lead the revolution?

Why did Intel pay \$15 billion for Mobileye?

What external data will AVs require to operate?

Will OEMs skip L3?





No less than 10 experts conducted our research and analysis

Frederic Bruneteau, Managing Director, Brussels



Mr. Bruneteau has accumulated 20 years of experience including 17 years of experience of the mobility domain and 8 years of strategic and financial advisory for company such as **Arthur D. Little, BNP Paribas, SFR Vodafone** and **TomTom**.

He has become **one of the world's foremost experts in the field of telematics**, quoted by numerous publications such as *The Economist* and *the Financial Times*. He has spoken at more than 40 international conferences on the subject.

Within PTOLEMUS, he has **led 70 assignments related to connected & autonomous vehicles** for leaders such as Aioi Nissay Dowa, Allianz, AXA, Bridgestone, CNES, Generali, HERE, Kapsch, Liberty Mutual, Michelin, Octo Telematics, Pioneer, Qualcomm, Telit, Thales Alenia Space and Toyota.

Frederic performed a complete review of this report.

Thomas Hallauer, Research Director, London



Thomas Hallauer has gained 15 years of strategy, research and marketing experience in the domain of telematics and location-based services from companies such as **Admiral, DriveFactor, Liberty Mutual, Michelin, Mobile Devices, Octo Telematics** and **Wunelli**.

Thomas is the lead author of the ETC Global Study, the most thorough review of the Electronic Toll Collection and Road Charging market published in May 2015.

Thomas also published the UBI Global Study 2016 and reviewed the **Connected Insurance Analytics Report**, interviewing dozens of insurance companies.

Thomas led the research, writing and publishing of this report.

Matthieu Noël, Manager, Paris



An automotive engineer, Matthieu Noël has gained **6 years of consulting experience in the automotive sector** primarily helping car manufacturers such as **BMW, PSA Peugeot-Citroën, Renault-Nissan** and **Faurecia**.

Within PTOLEMUS, he has advised numerous clients such as **Admiral, Airbiquity, Allianz, Bridgestone, HERE, Kapsch, Michelin, Octo Telematics** or **Vodafone Automotive** in defining and implementing their strategy.

He holds expert knowledge of domains such as connected vehicle data & analytics, OBD dongles, vehicle repair and maintenance, fleet telematics, fuel card services, ETC, UBI, autonomous vehicles, etc.

Matthieu performed a complete review of this report.

Justin Hamilton, Senior Business Analyst, London



Justin has more than 4 years of experience within the transportation, mobility and road user charging market. He conducts quantitative and qualitative analysis of global trends and developments in mobility, electronic road pricing and intelligent transport solutions.

Before joining PTOLEMUS, Justin launched Road User Charging Magazine and is frequently published in journals such as *Thinking Highways*, *Tolling Review* and *Tolltrans*.

For this report, **Justin explored the relationship between autonomous cars and mobility and evaluated the factors driving the timeline of autonomy.**



No less than 10 experts conducted our research and analysis

Alberto Lodieu Senior Consultant, Paris



Alberto has gained 7 years of experience in strategic and operations consulting, helping organisations such as **CNES, Danlaw, Europ Assistance, the European Commission and Liberty Mutual**.

Alberto has participated in more than 20 projects to help organisations identify, define and implement the initiatives needed to achieve or preserve their leadership position.

Alberto recently helped a client understand the impact of AVs for the space industry.

For this report, Alberto analysed the **evolution of the relationship between drivers and cars and the acceptance of AVs by customers**.

Claire Elnécavé Senior Expert, Brussels



Claire has gained 12 years of experience for companies such as **Accor, Arthur Andersen, Baloise Insurance, Baupost Group, Carrefour, CIC Securities, Coyote System, Pioneer, Sara Lee and Solvay**.

She is expert at auditing and developing business models, financial statements, business plans, financial models and market models.

She is also **leading the creation of the Autonomous Club**, a think tank focused on industry and regulatory evolutions driven by the emergence of autonomous vehicles.

For this report, Claire contributed to our analysis of major AV technology suppliers.

Sahand Malek Consultant, Brussels



A PhD in Automotive Engineering, Sahand has gained almost 5 years of experience in automotive research and development projects on vehicle On-Board Diagnostics (OBD), data management and analytics and **Advanced Driving Assistance Systems (ADAS)**.

He has in-depth knowledge about many aspects of traffic and transportation science, as well as automotive engineering.

Sahand led the writing of our recently published Connected Insurance Analytics Report.

For this report, Sahand **built our bottom-up market forecasts and scenarios of the ADAS and AV markets globally**.

Philippe Brousse Senior Business Analyst, Brussels



Philippe has gained 3 years of experience in strategy and market research for companies such as **Danlaw, Europ Assistance, the European Commission, Kapsch, Liberty Mutual, Octo Telematics and Safran Morpho**.

For our Connected Mobility Forecast, he conducted the analysis and 5-year forecasts of the markets for bCall, UBI, fleet management, and in-vehicle WiFi hotspots worldwide.

Philippe recently helped a client detect possible satellite communications technologies for AVs.

For this report, **Philippe contributed to the building of our bottom-up market forecasts of the ADAS and AV markets globally**.

Yaron Steinfeld Business Analyst, Paris



Yaron has gained experience in strategy and market research for organisations such as **Cleia, CNES, HERE, LafargeHolcim and Octo Telematics**.

Yaron has worked on several connected mobility projects related to vehicle data, UBI, roadside assistance, car pooling.

For one of our clients, Yaron recently analysed possible positioning technologies to locate AVs.

For this report, **Yaron led our analysis of the impact of ADAS and AV technologies on the number of accidents and their severity**.

Matthew Cobbold Business Analyst, London



Matthew has gained 2 years of strategy and research experience for companies such as Strategy& (PWC group), Ernst & Young and WS Atkins.

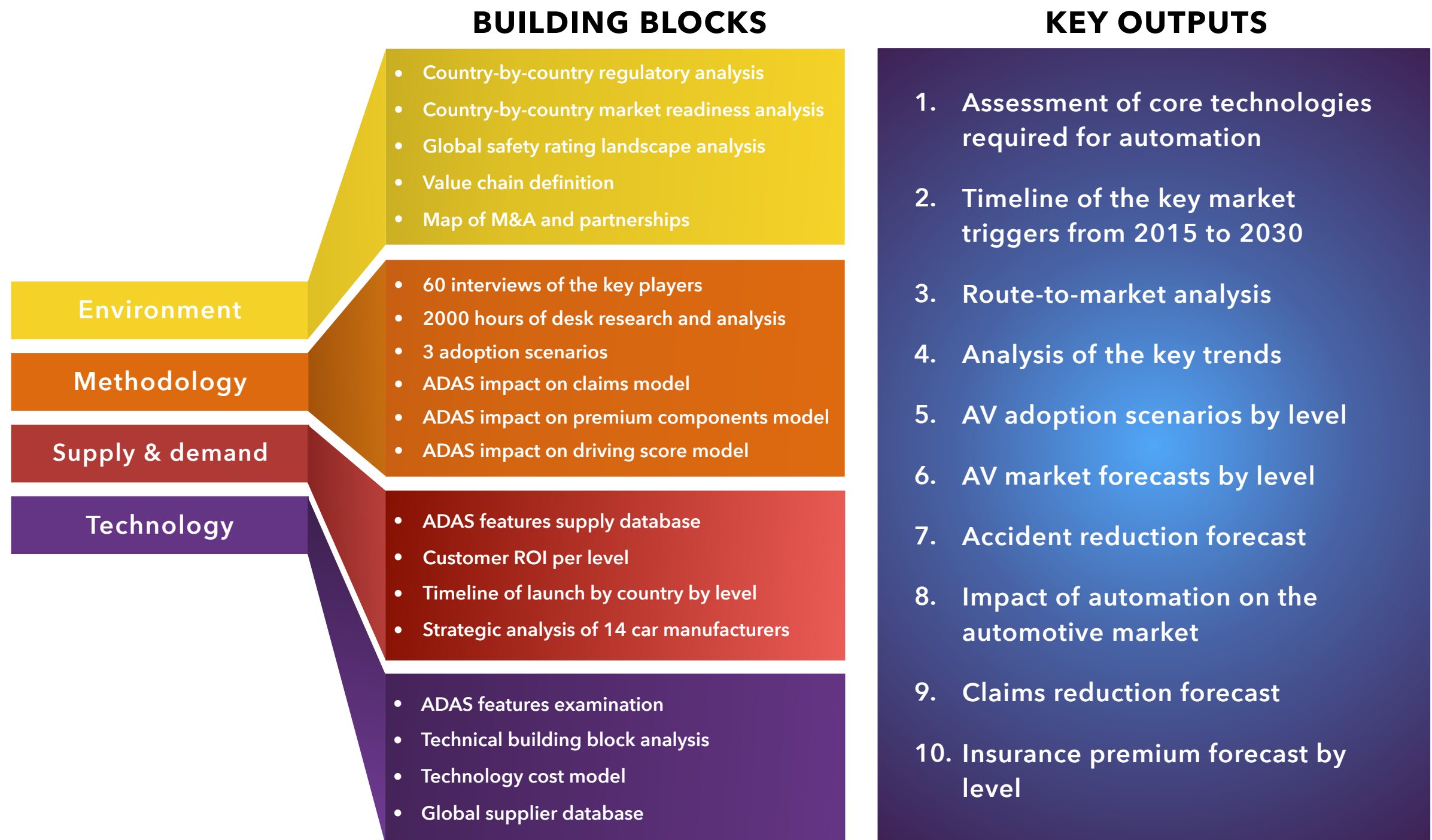
Matthew has **performed several research and market modelling projects** for construction, pharmaceutical and telecommunication industries.

He recently participated to the commercial due diligence of a cyber security solution provider. Matthew led researches and interviewed experts to size the hardware security modules market.

For this report, Matthew contributed to **modelling the impact of AVs on insurance claims and premiums and analysing the technology suppliers**.



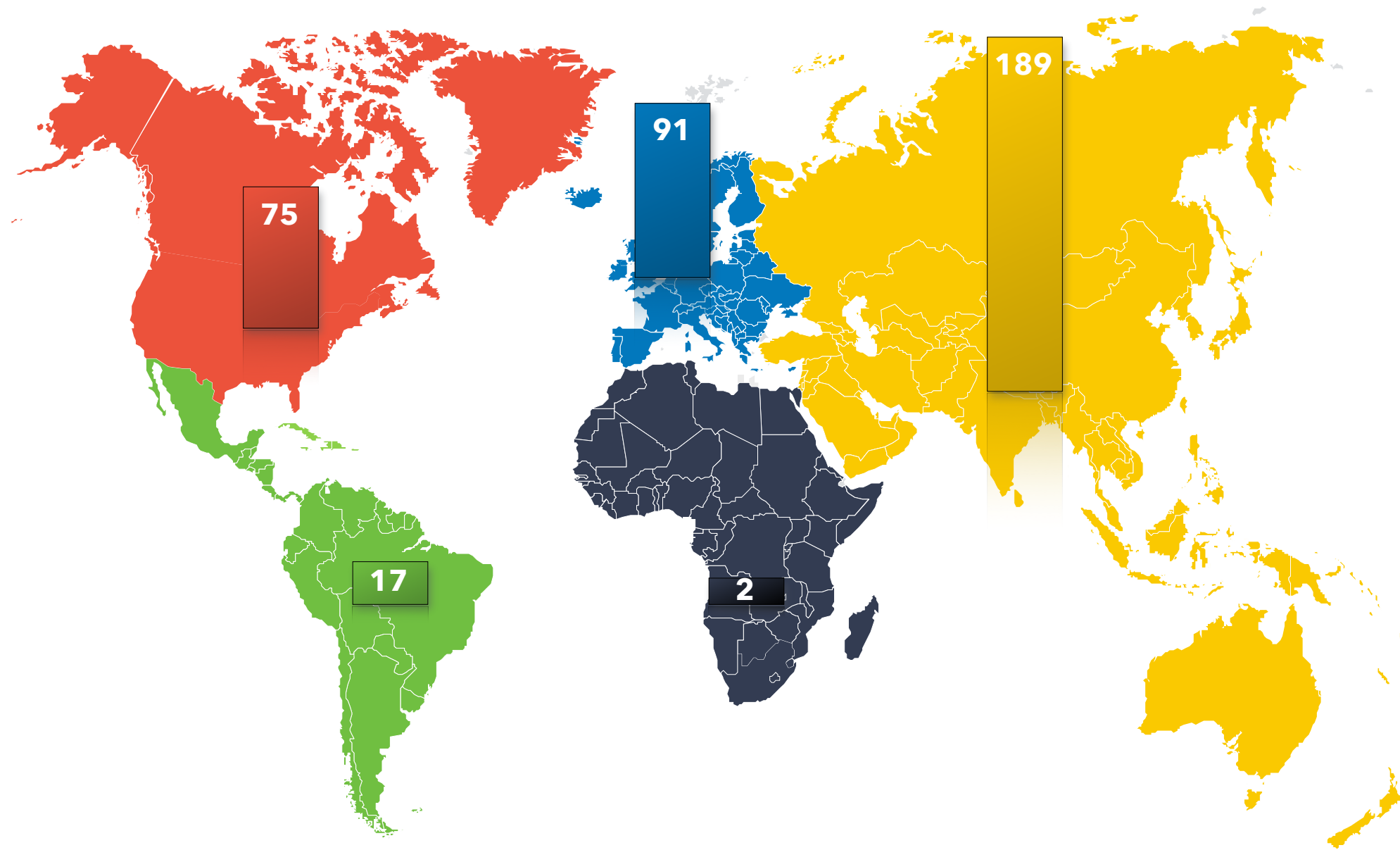
This report builds on 18 months of analysis of technology, supply & demand and the regulatory environment





370 million cars will have some form of assistance by 2030

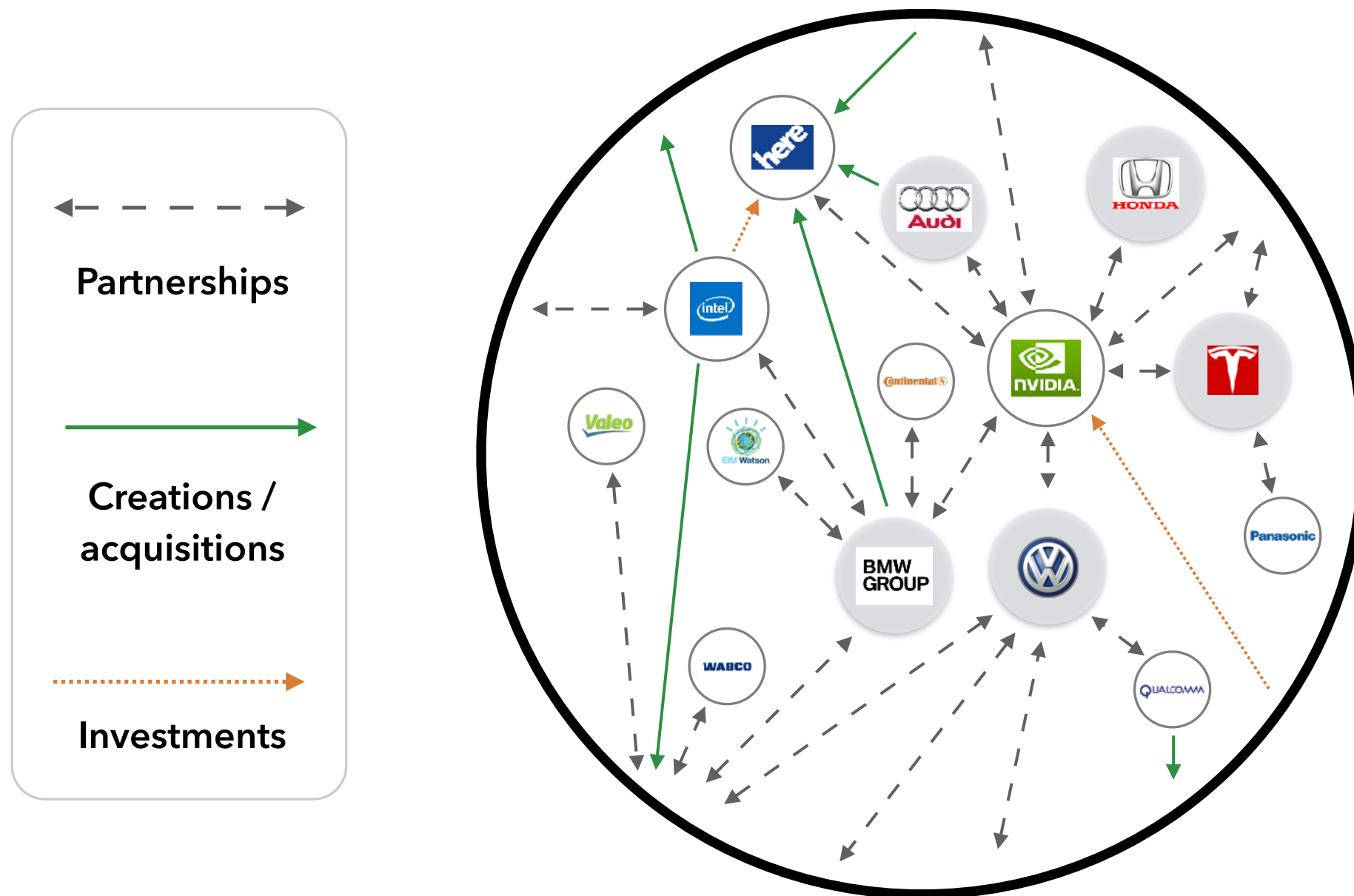
Level 2-5 passenger cars on the road in 2030 (million)





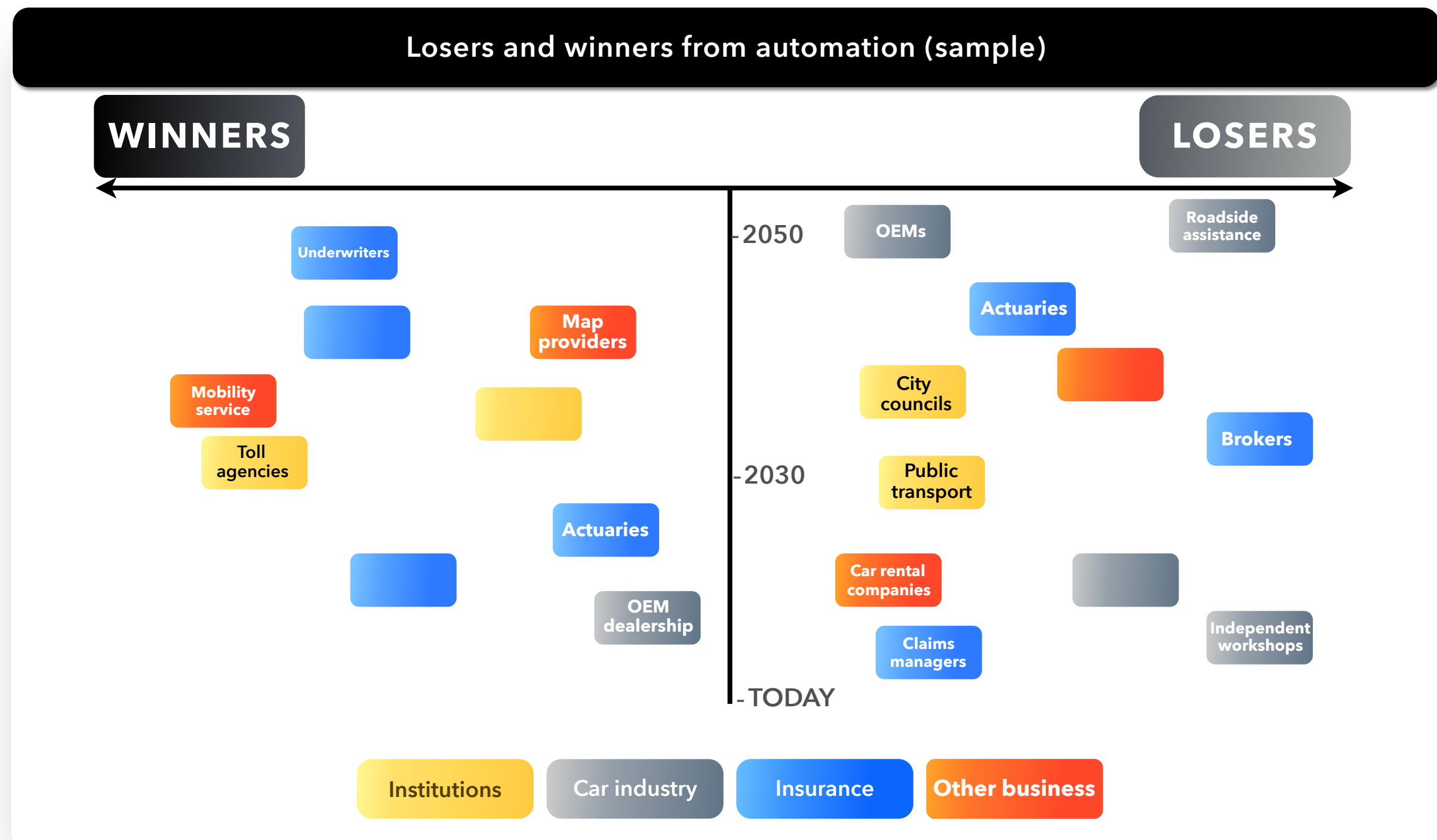
The automotive industry is reshaping as we speak

Key strategic moves across the autonomous car value chain (sample)





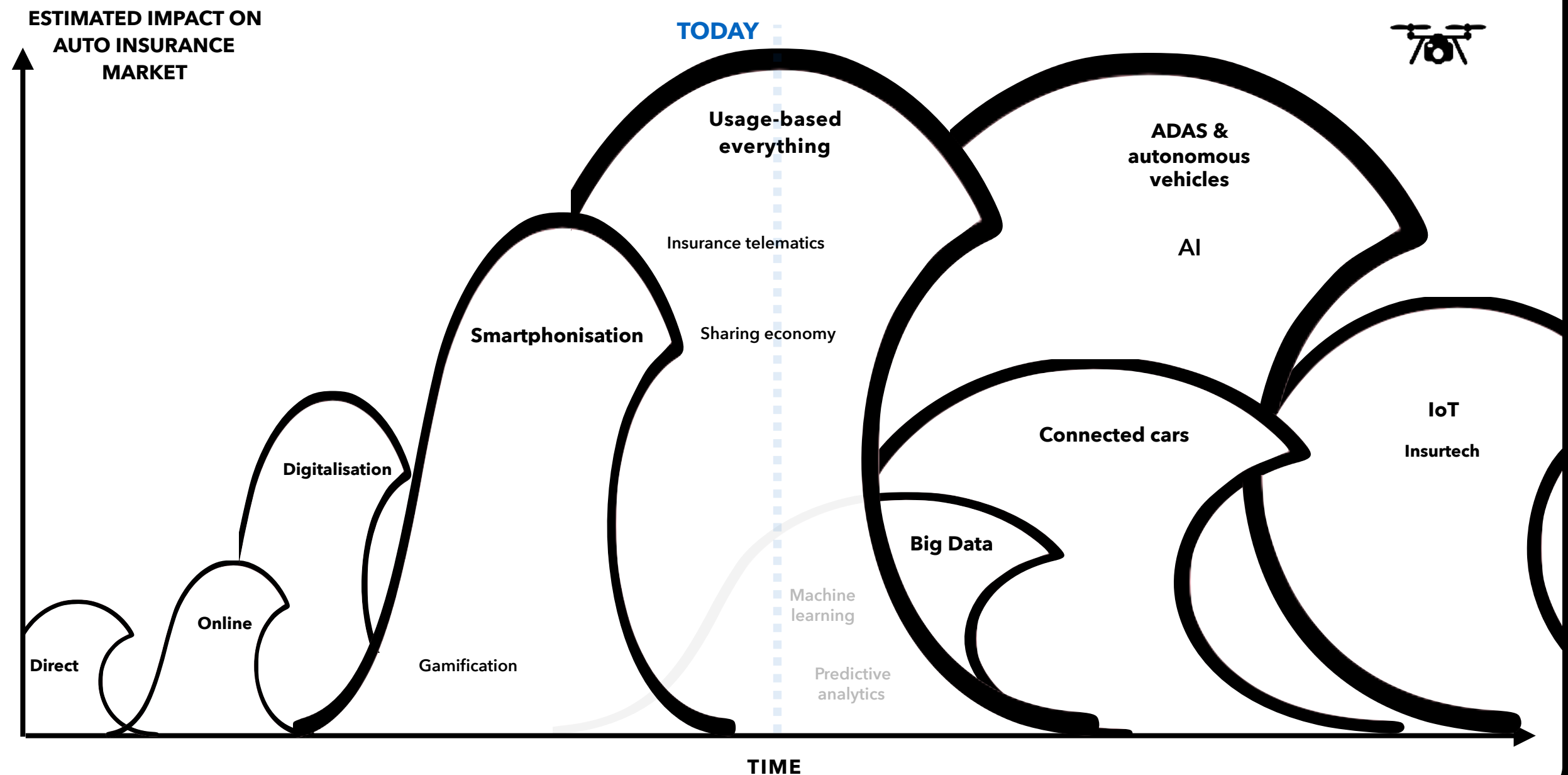
Nobody will be left untouched





And for insurers, the sea is not getting any quieter...

The waves - Major trends affecting the auto insurance business





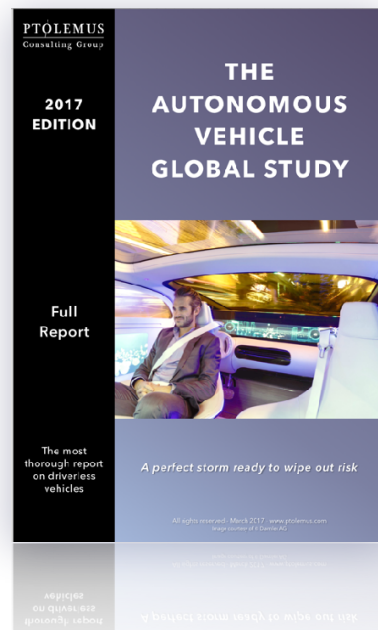
The study quantifies the true impacts of ADAS and AVs on safety, risks and the complete ecosystem



- **600+ pages of research using:**
 - 60 interviews in 8 countries
 - 12 months of research performed by 10 consultants
 - A uniquely precise and complete methodology
 - over 200 figures (charts, tables, etc.)
- Assessment of the **key factors affecting the start, the acceleration speed and the penetration** of the different level of automation from today to 2030
 - Overview of the regulatory background, applicable regulation, evolution and trends globally
 - Complete analysis of the technology building blocks including suppliers and cost analysis
 - A global quantitative analysis of the mobility market and its role in delivering driverless cars
- **27 ADAS explained** and their impact on claims analysed
- **21 OEMs and technology providers** analysed and their AV strategy compared
- **A qualitative & quantitative evaluation of the impacts of automation on**
 - Safety
 - Personal data protection
 - Connected services
 - The automotive industry
 - The risk sector
- **2015-2030 bottom-up ADAS & AV market forecasts**
 - Global forecast over 18 markets
 - ADAS and AV **penetration forecast by level and car segment**
 - Forecast on crash volumes and severity, claims costs and insurance premiums



Over 600 pages: simply the deepest report on the subject



REPORT STRUCTURE

SECTION I: THE KEY BENEFITS AND CHALLENGES OF ADVANCED DRIVING ASSISTANCE SYSTEMS (ADAS)

- 1. What are ADAS and autonomous functions**
 - A. The 4 human cognitive processes
 - B. The 4 steps of ADAS evolution
 - C. The 6 major systems group
 - D. The 5 levels of automation (... or is it 4?)
 - E. Today's OEM involvement
- 2. What is at stake here?**
 - A. Analysis of the impacts of automation
 - B. 10 other markets that will be affected by ADAS
 - C. Alongside the evolution of ADAS, EV will emerge
- 3. The key technologies involved and their evolution**
 - A. Passive to active to ADAS safety systems
 - B. Upfitted and embedded safety systems
 - C. The building blocs of ADAS
 - D. The 12 gates left to cross before cars are automated

SECTION II: LEARNINGS FROM THE RESEARCH AND TRIALS

- 1. The public-funded European projects**
- 2. The biggest spenders in R&D budgets**
- 3. The first steps in commercial vehicle automation**

SECTION III: HOW AUTONOMY IS CHANGING THE CAR INDUSTRY

- 1. The evolution of the car-driver relationship**
 - A. Measuring and anticipating customer resistance/ acceptance
 - B. How autonomous vehicle will manage re-engagement in the future
 - C. Analysis of the emerging challenges in re-engagement process
 - D. Assessment of the OEM-Driver communication and the required changes
 - E. ADAS data management strategy
- 2. The transition to autonomous driving from the customer perspective**
 - A. The new challenges of buying, selling, and using ADAS
 - B. Segmenting the ADAS technologies
 - C. The business case for the customer
 - D. The business case for the level 4 driverless scenario
- 3. What can we learn from the Tesla crashes**
 - A. Analysis of the 4 cases
 - B. Tesla's response
 - C. Tesla's liability
- 4. Assessment of the core manufacturers' and suppliers' strategies and the evolving landscape**
 - A. OEM profiles
 - B. The imminent future for OEMs
 - C. How the OEMs compare
 - D. Supplier Profiles
 - E. The role of technology suppliers in automation
 - F. Comparing the core suppliers

SECTION IV: CALCULATING THE IMPACT OF ADAS ON INSURANCE COSTS/ REVENUES

- 1. ADAS testing and market penetration evolution**
 - A. Safety testing stakeholder landscape
 - B. The role of NCAPs in the deployment of ADAS safety technologies
 - C. Quantifying the adoption of ADAS in 3 mature, developed markets
- 2. How to calculate the impact on claim and premium reduction**
 - A. The challenge behind calculating the impact of ADAS
 - B. Modelling the impact of ADAS and autonomy on claims reduction
 - C. ADAS impact on claims reduction
 - D. Calculating the impact of ADAS on accident reduction
 - E. Next steps to better calculate claims and premium reduction
 - F. How to calculate the impact of ADAS on Premium Expenditure
- 3. Impact of autonomous functions on the UBI proposition**
 - A. Calculating the impact of ADAS features on driver behaviour and UBI scores
 - B. Will autonomy signal the end of UBI?

SECTION V: THE ENVIRONMENTAL FACTORS INFLUENCING THE TIMELINE

- 1. The current regulations and how they impact the evolution of ADAS and automation**
 - A. the Vienna Convention
 - B. Regulations for experimenting on autonomous functions
 - C. Traffic Rules (national and international conventions)
 - D. Technical Vehicle Regulations
 - E. Civil and criminal law - do they apply as is or are changes needed?
 - F. How to insure automated vehicles: Insurance code changes required
 - G. Data privacy issues
- 2. Country by country assessment**
- 3. 5 questions to solve the liability issue**
 - A. Is there such thing as an ethical dilemma?
 - B. Risks and responsibilities for the OEMs
 - C. What are the risks for other stakeholders?
 - D. How to demonstrate liability?
 - E. What are the liability rules today?
 - F. Recommendations on how to limit liability today with the deployment of ADAS functions
- 4. Technical factors affecting the timeline**
 - A. Understanding the autonomous vehicle architecture
 - B. The 5 necessary technological components of ADAS systems
 - C. Safety technologies on the market
 - D. Data management
 - E. Cost evolution and effect on ADAS adoption

SECTION VI: THE AUTONOMOUS VEHICLE VALUE CHAIN AND CHANNELS TO MARKET

- 1. The battle for control of the autonomous vehicle value chain**
 - A. Partnerships and acquisitions
 - B. The competition for control
- 2. Mobility as a service: The route to market for driverless cars**
 - A. Car sharing
 - B. Ride hailing
 - C. OEMs are taking control of mobility services

SECTION VII: ADAS AND AV GLOBAL MARKET FORECASTS

- 1. Introduction and methodology**
- 2. ADAS and AV global forecast main outputs**
 - A. Automotive market forecast
 - B. How automation will affect the insurance market

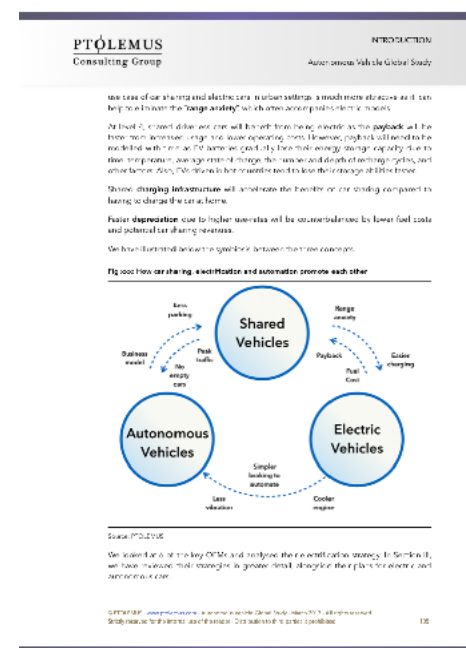
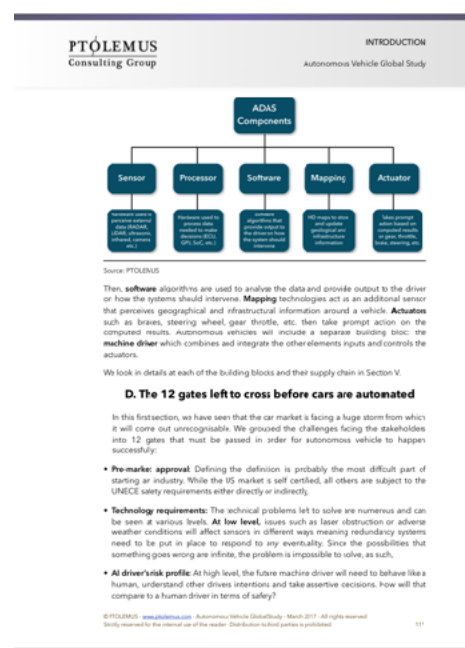
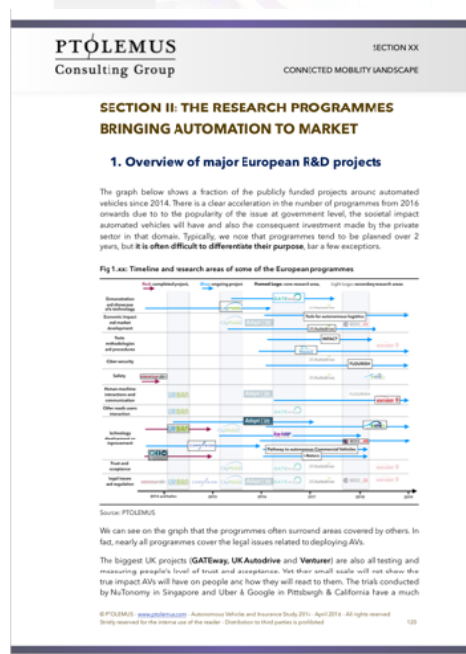
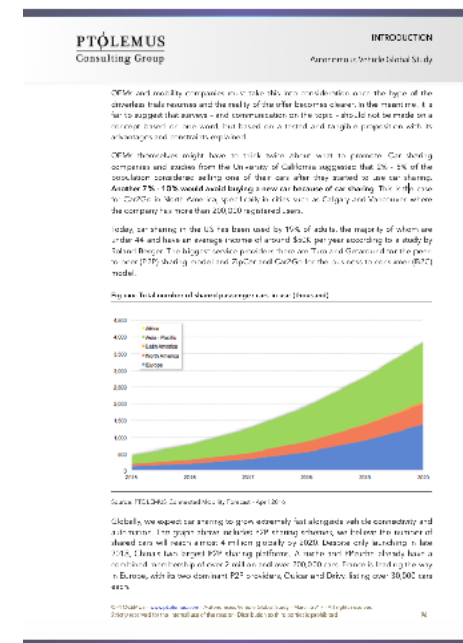
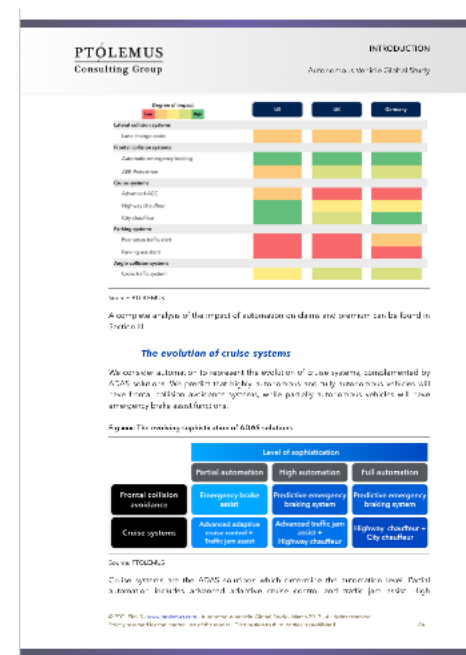
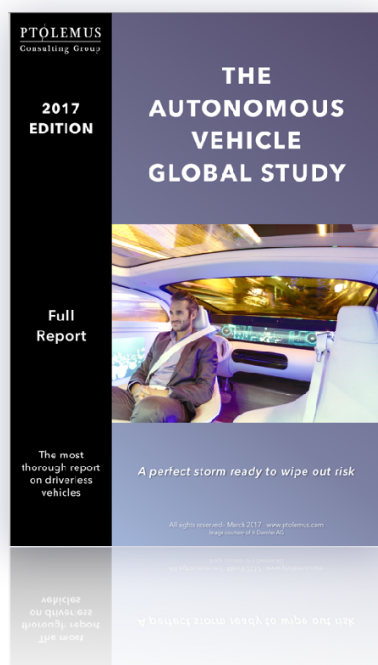
SECTION VIII: CONCLUSIONS

- 1. Timeline for the evolution of assistance and automation**
 - A. Expectations vary between stakeholders
 - B. The evolution of the function stack
 - C. Do we believe HAVs will arrive earlier than expected?
 - D. The path to growth of the driverless car
- 2. The main benefits of ADAS systems quantified**
 - A. Impact on claims
 - B. Impact on premiums
 - C. Return on investment for the driver
 - D. Impact on the UBI market
- 3. The key factors influencing ADAS/autonomy adoption**
 - A. Technology evolution
 - B. Autonomous vehicles delivery strategy: key takeaways
 - C. Machine driver delivery strategy: key takeaways
 - D. Will automation increase vehicle prices?
- 4. Liability and insurance takeaways**
 - A. How will HAVs be insured?
 - B. Who is liable if a automated vehicles crashes?
 - C. What will the OEMs do?
- 5. Modelling the driverless vehicle introduction**
 - A. Market entry strategies for the driverless car



Over 600 pages of peer-reviewed analysis

TYPICAL PAGES





The first global 2015-2030 AV bottom up forecast by level and vehicle segment in 18 regions

Vehicle segments

Small	Mini, Fiat500
Lower medium	Ford Fiesta, Opel Corsa
Upper medium	Opel Astra, BMW 3
Executive	BMW 5 and 7 series, Audi Q5

ADAS levels

Level 1	Driver assistance
Level 2	Partial automation
Level 3	Conditional automation
Level 4 - driven	High automation
Level 4 - driverless	High automation



Model scope & granularity

Private passenger & fleet / company cars

Level 1	Africa
Level 2	Asia - Pacific
Level 3	Latin America
Level 4 - Driven	North America
	Europe

Regions

European Union

France
Germany
Italy
Spain
UK
Rest of EU

Russia

Rest of Europe

North America

USA
Canada

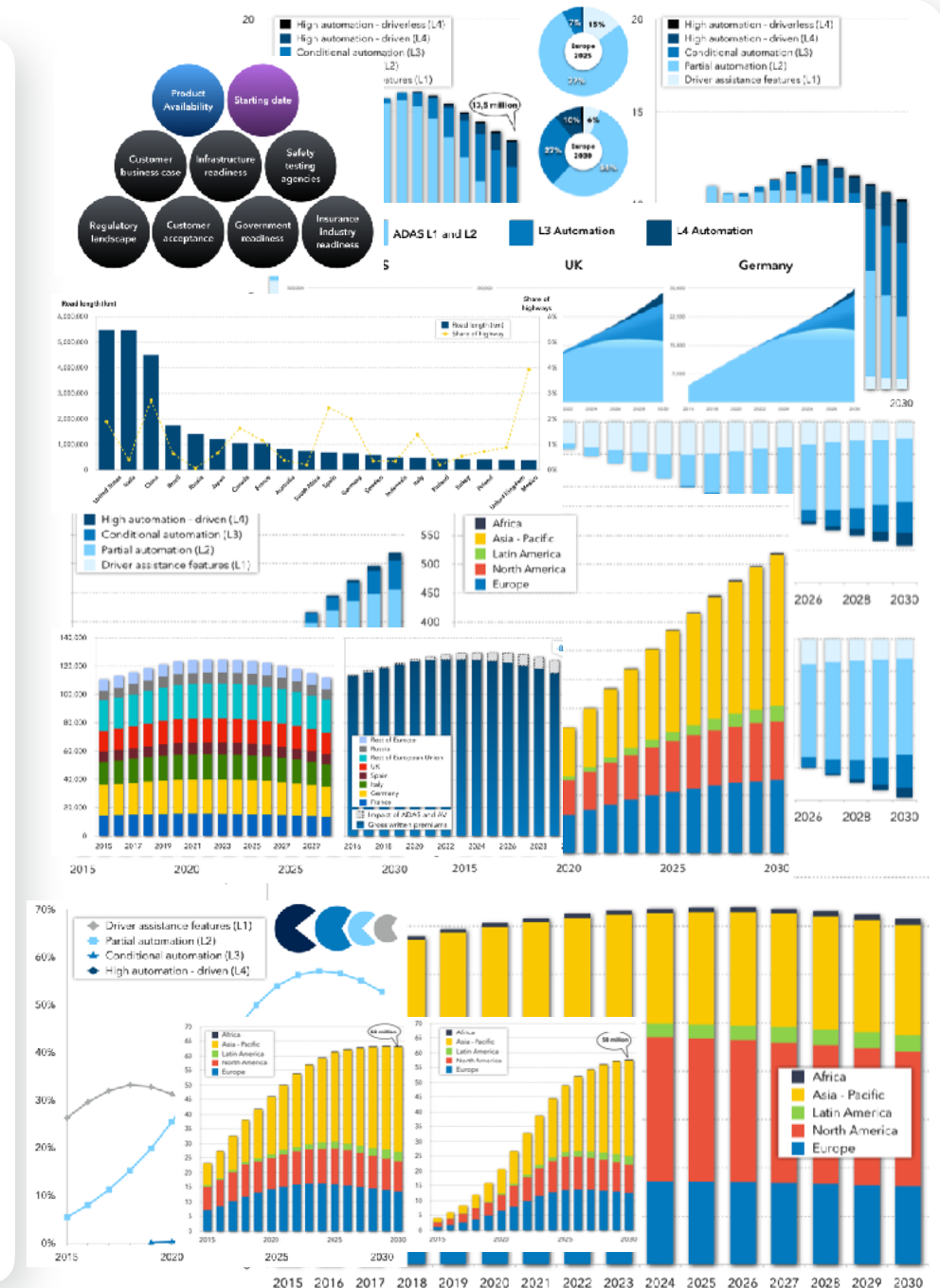
Latin America

Asia - Pacific

China
India
Japan
Australia
Rest of APAC

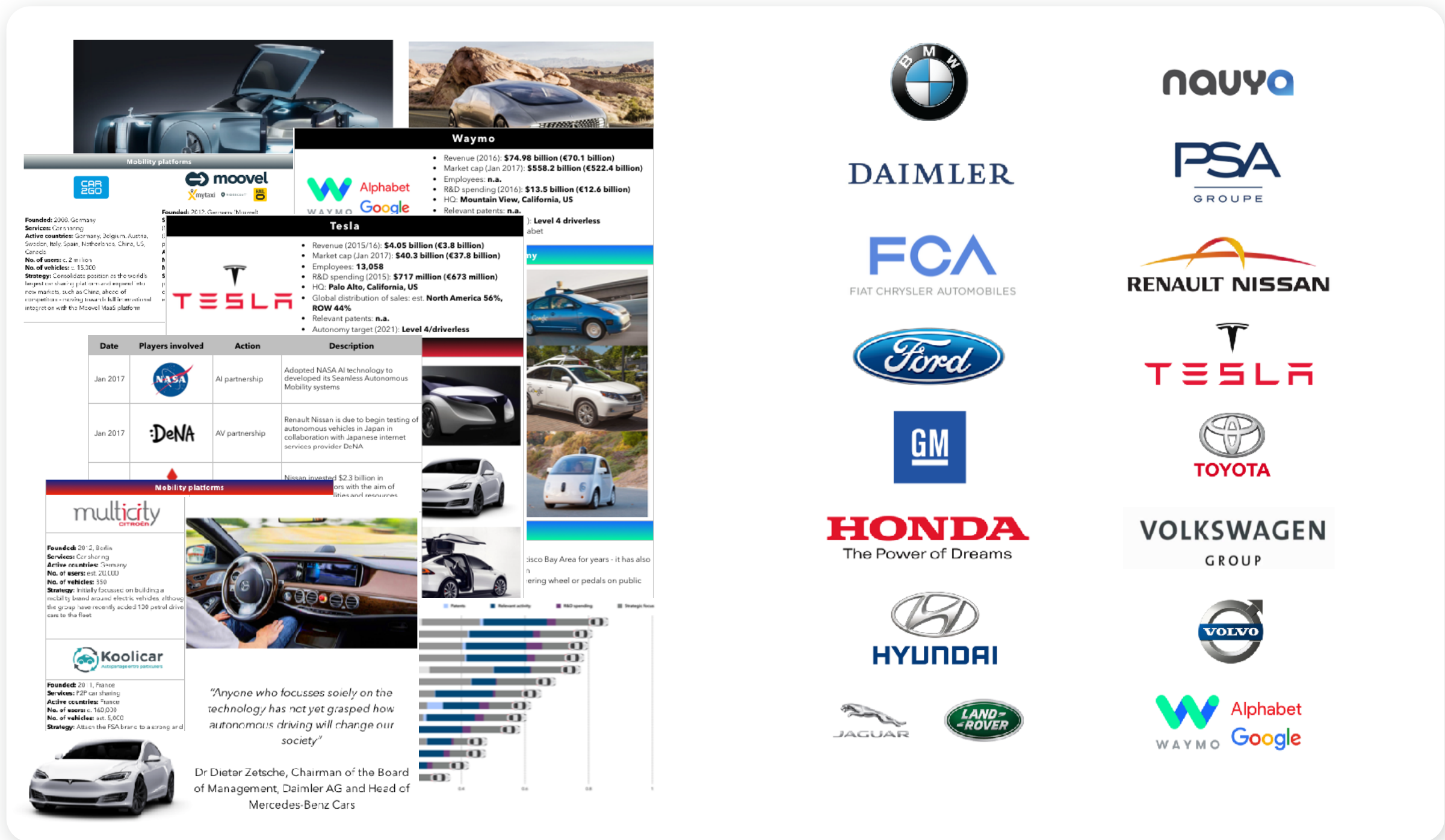
South Africa

Rest of Africa





23 automotive OEMs and suppliers profiled and analysed





23 automotive OEMs and suppliers profiled and analysed



NVIDIA

Continental

- Revenue (2015): €39.2 billion
- Market capitalisation (March 21): €39.2 billion
- Employees: 207,899
- R&D spending (2015): €2.4 billion
- HQ: Stuttgart, Germany
- Relevant business unit: Continental Transportation Systems

"We have been able to teach a car how to drive. Driving is a skill. It's not mathematics. Kids can learn how to drive, adults drive, and yet we do no computation whatsoever, we do no Newtonian physics whatsoever in our head, we just drive. We have been able to teach a car how to drive."

NVIDIA CEO Jen-Hsun Huang

Mobileye
PTOLEMUS analysis

Mobileye has established itself as a key player in the Autonomy ecosystem, but is threatened by the rivals in the AI space such as NVIDIA.

Mobileye's platform reduces the need for lidar within the localisation process and the cost

Valeo
PTOLEMUS analysis

Valeo is targeting the autonomous market with a focus on sensors and electronic control components. To compete with the biggest players in autonomy, it will have to become more of an integrator and increase pace.

Valeo's wide portfolio of innovative products place it as a leader in sensors, with offerings in laser scanners, solid state lidar, surround view cameras, radar, cocoons and ultrasonic systems.

Valeo's autonomous Cruise4U system is only at level 3 automation at this stage and despite the expertise in sensor technology it will likely be some time before we see fully autonomous Valeo technology on the road. The partnership with Mobileye shows potential and adds validation to its claims to be at the forefront of autonomous driving. At this stage though, no OEMs have committed to a production date with Valeo's Cruise4U technology. In Valeo's marketing

Delphi
ADAS development

Key competencies within ADAS

Hardware development, Software Development, Driving Assistance

Technical solutions developed in house

Provider	Lateral collision avoidance	Frontal collision avoidance	Cruise systems	Parking systems	Vision systems	Vital signs monitoring
Bosch	✓	✓	✓	✓	✓	✓
Continental	✓	✓	✓	✓	✓	✓



The AV Global Study: a single, worldwide company licence

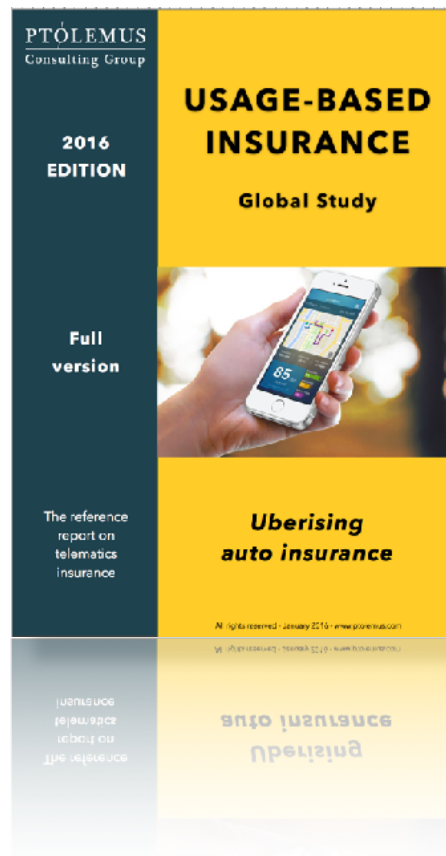


More than a report, a real strategic market analysis

Reports	Full Study with market forecasts	Full Study with slides & market forecasts*
Contents	<ul style="list-style-type: none"> • 600+-page study (PDF format, password-protected) • 23 OEM and tier-1 company profiles • 2015-30 market forecast outputs with graphs (Excel format, password-protected) 	<ul style="list-style-type: none"> • 600+-page study (PDF format, password-protected) • 23 OEM and tier-1 company profiles • 2015-30 market forecast outputs with graphs (Excel format, password-protected) • Complete study in abridged slide format (PDF)
Company-wide licence	<p>€ 5,995</p> <p>Approx. \$6,445</p>	<p>€ 7,995</p> <p>Approx. \$8,595</p>

For more information and to order the study, contact thomas@ptolemus.com

PTOLEMUS brings unparalleled depth of knowledge in connected and autonomous vehicle services



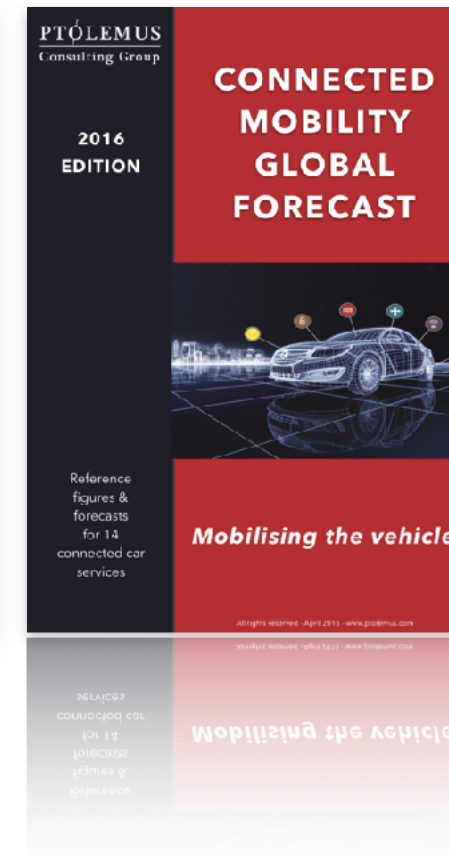
The reference report on UBI, quoted by The Economist, the Financial Times and the Wall Street Journal



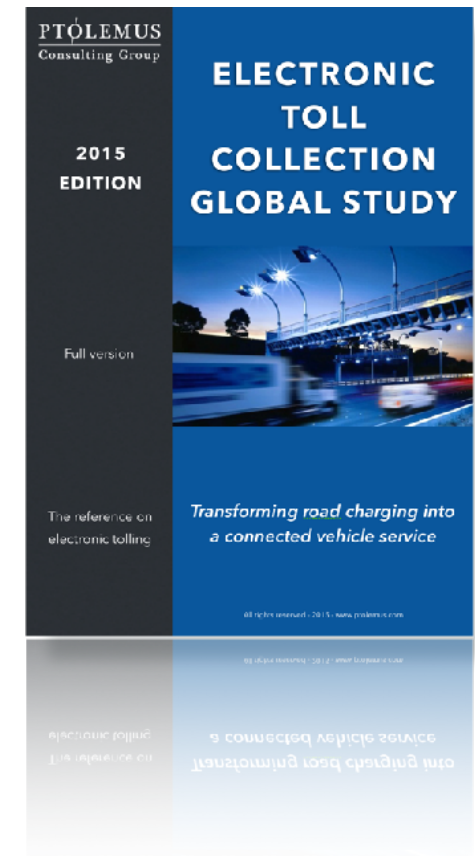
The most comprehensive research on insurance analytics



The most thorough analysis of ADAS and AVs



Referenced figures and forecasts for 14 connected car services



The reference on vehicle payment services

Recognised research globally

They mentioned PTOLEMUS research



Shape the revolution with the AV Global Study



... Applying real intelligence to AI ...

- Automation will radically change the automotive industry...
- ... and the complete mobility ecosystem
- **Shape your company's strategy** to be part of the survivors... and winners
- **Make decisions based on the most complete intelligence on ADAS and automation**
 - Verified facts & figures
 - Robust technology & regulatory assessments
 - Competitive benchmarks
 - Global market forecasts to 2030
 - Strategic analysis of the value chain evolution

PTOLEMUS Consulting Group

Strategies for Mobile Companies

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