



Autonomous Mobility

Bank of America - Future Car Series, September 12th 2023

Trends within “Autonomous Mobility”

Market Development Offers Great Business Opportunities

Trends of Autonomous Mobility market



**Increased Content
per vehicle**



**Market potential will
increase multi-fold**



**Architecture
centralization**



**Accelerated Industry
and technology changes**



**Holistic Systems
for Autonomous Driving**



**Shifted value
chain for Tier1**



**Emerging new business
areas and models**
(e.g. MaaS, SaaS)



**Changed
Product set-up**
(HW only with separate SW)



**Changed OEM
procurement and
(co-)development process**

Changes of Autonomous Mobility market



**Adjustment of
product portfolio
and business
model**
to new market needs



**Strategic
cooperation's**
between all kind
of market players



**Increased
Competition**
Reallocation of
market shares
between established
and new players

LEAD TO

Strongly Positioned for Creating Value in Growth Markets

Market Segmentation by Our Strategic Pillars

VOLUME



PREMIUM

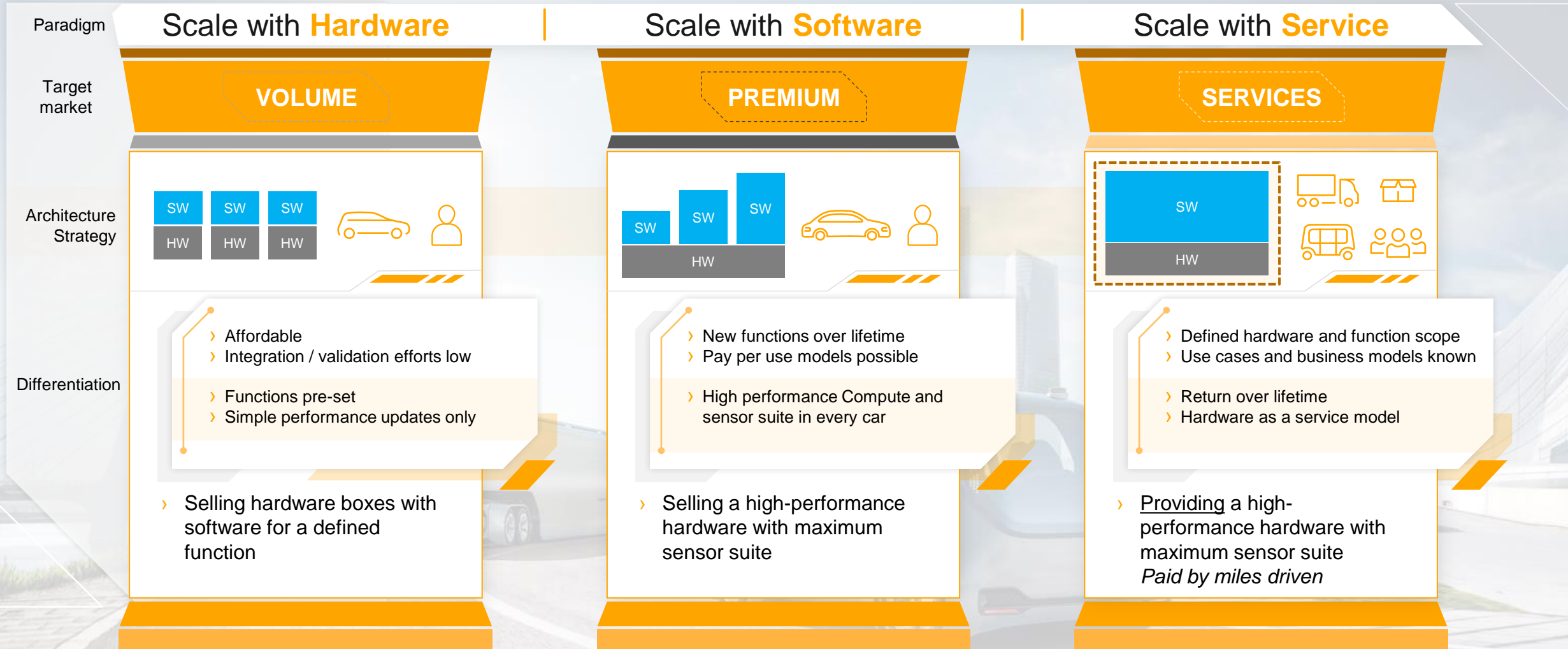


SERVICES



Strongly Positioned for Creating Value in Growth Markets

Market Segmentation by Our Deliveries



Portfolio Overview

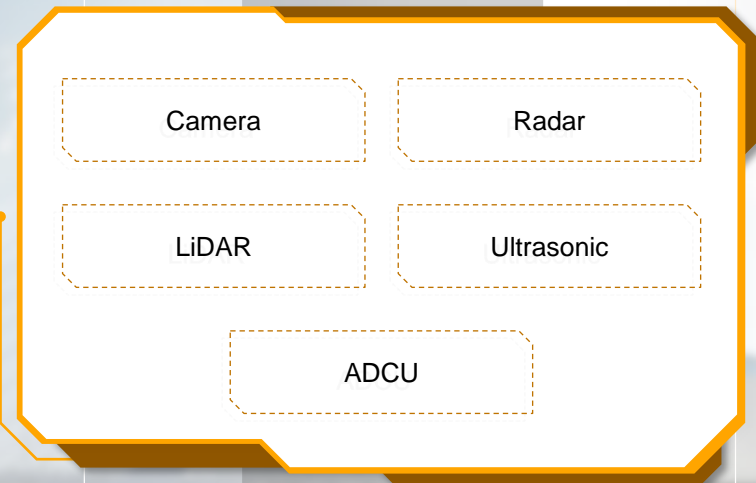
System Configurations



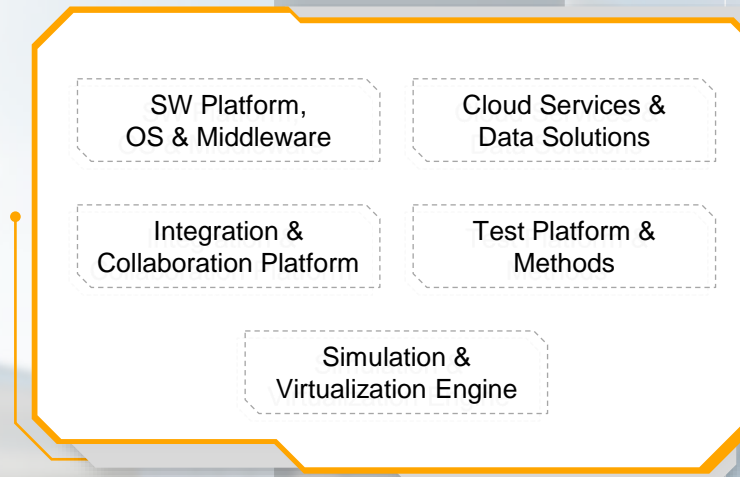
Core Products of Autonomous Mobility

Provider of Full-Stack Solutions

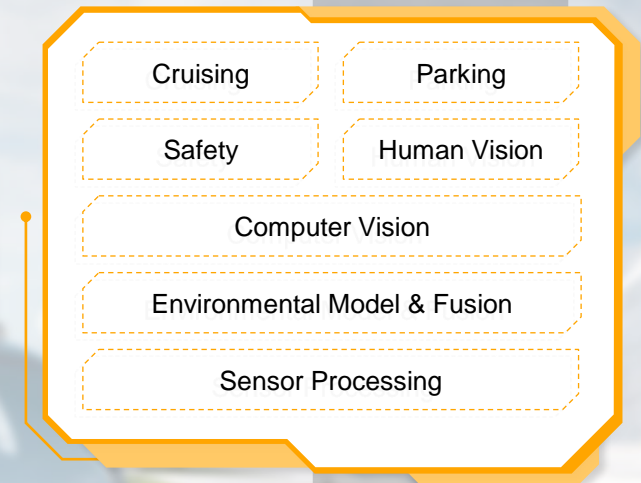
Components



Engineering Ecosystem



Systems & Software



Partners

Powerful SoC



Strategic Partnership to...

...jointly deliver scalable, **System on Chip (SoC)-optimized Automotive Software** and Functions



✓ Competitive advantage through **Purpose Design SoC**



✓ Full **system capability** down to SoC



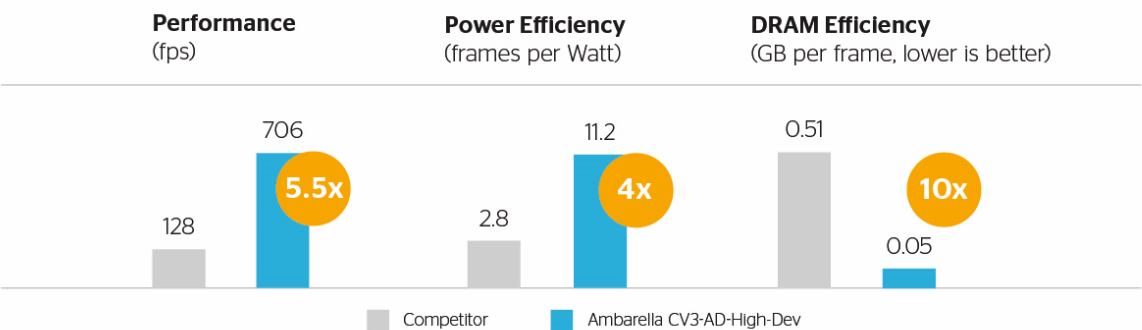
✓ **Flexibility** towards customer SW



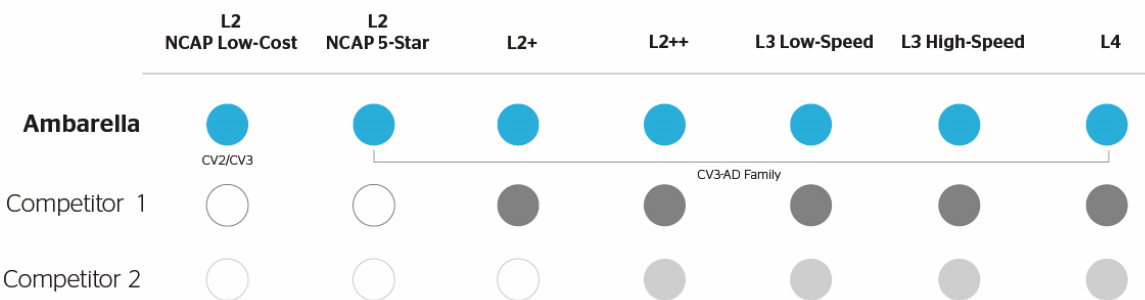
✓ **Market-proven** product and process know-how

More Power. Less Energy. Always Cool.

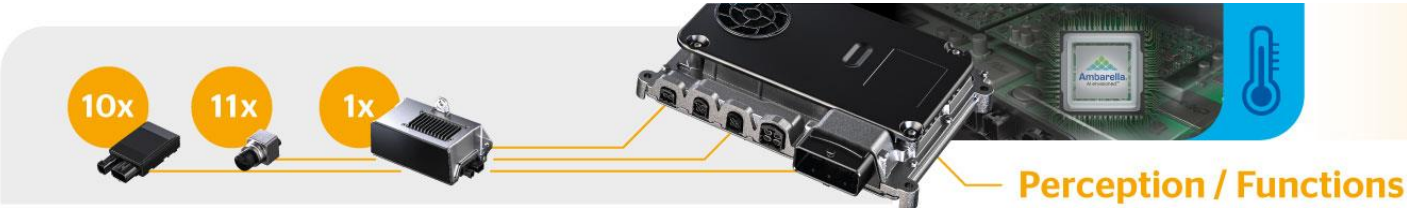
High Performance and Power Efficiency Compared to Competitor on Standard Benchmark



Scalability Ambarella with Most Scalable SoC Platform



Your full stack partner ...



Open Ecosystem
towards Customer



Continental and Ambarella cooperation

Scalable and Reusable System Architecture



System Setup

1x Top Sensor Module

With the unique **Aurora lidar** industrialized by Continental, and a combination of long-range **imaging radars** and **cameras** from Continental's portfolio

2x Side Sensor Module

Combination of long-range **imaging radars**, far looking **cameras** and mid-range **lidar sensors**

Automated Driving Control Units

4 Layers of **Automated Driving Control Units** ranging from main compute (high performance) to basic vehicle controls

3x Sensor module low range

Combination of surround range **radars**, narrow and wide view **cameras** from the Continental portfolio and near-range **lidar**

ALL SENSOR MODULES FEATURE

Cleaning

Sensor heating

Wire harness with central connector

Easy to maintain and replace



Fallback Path

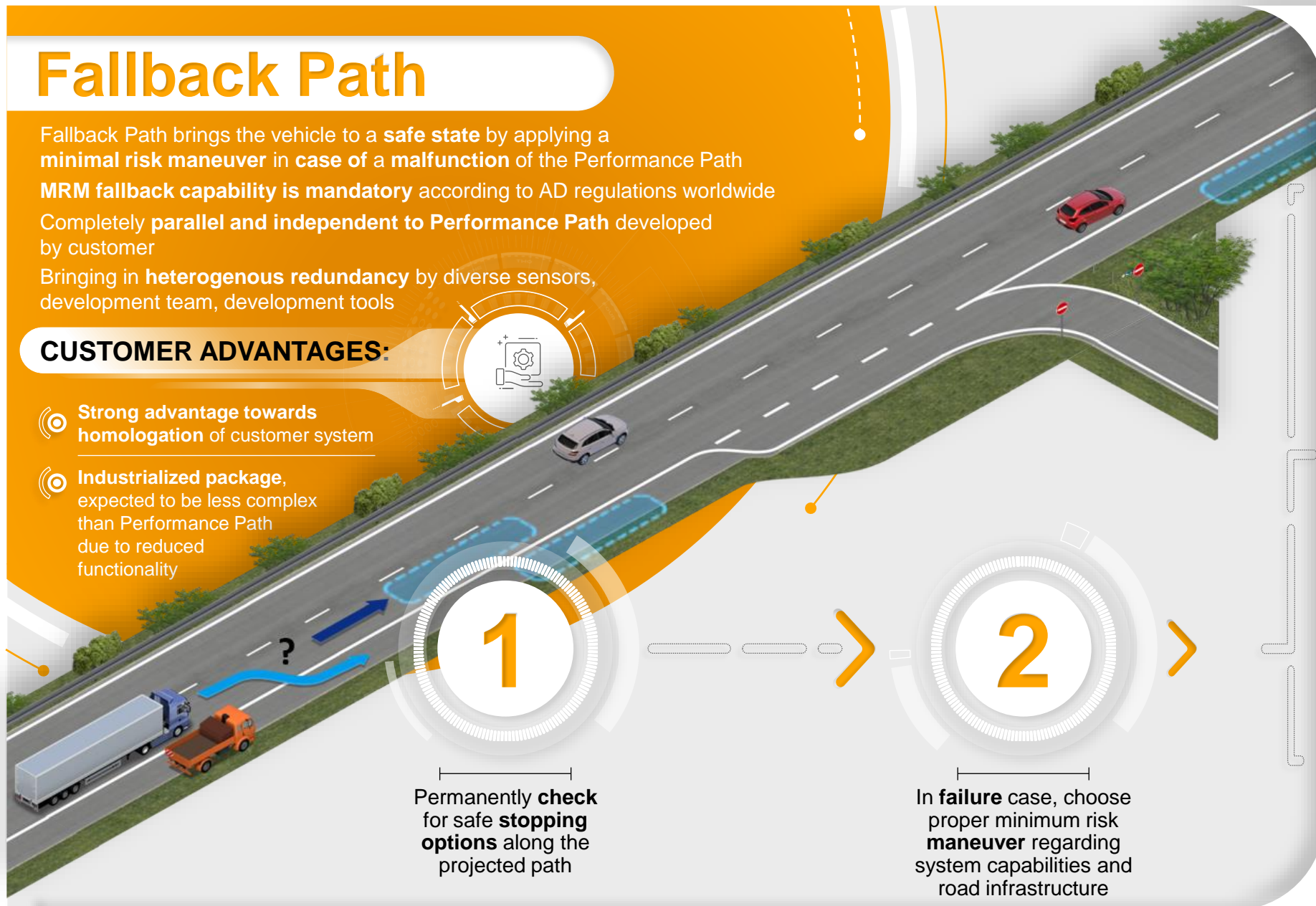
Fallback Path brings the vehicle to a **safe state** by applying a **minimal risk maneuver** in **case of a malfunction** of the Performance Path
MRM fallback capability is mandatory according to AD regulations worldwide

Completely **parallel and independent** to **Performance Path** developed by customer

Bringing in **heterogenous redundancy** by diverse sensors, development team, development tools

CUSTOMER ADVANTAGES:

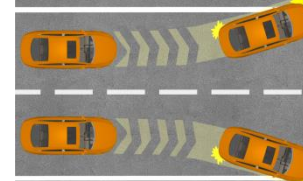
- Strong advantage towards **homologation** of customer system
- Industrialized package**, expected to be less complex than Performance Path due to reduced functionality



MRM*) Stopping Lane



MRM Stopping Lane



MRM Stopping Lane



*) MRM = Minimum Risk Maneuver

Strategic Vision Combined With Strong Execution

Earnings per Mile Offer Recurring Revenues



Our Key Takeaways for Today

Ambarella strategic **partnership** as entry point for **SoC based** scalable system solutions and **joint SW Stack** development

Focus on **one** chip family (Ambarella CV3) to leverage opportunities from **premium** systems (L4) to **volume** systems (L2/L2+)

Leapfrog to **power efficient** and performant L4 solution using latest AI technologies and **maximize re-use** for L3/L2+/L2 by **scaling down** with one SW main track

Truck L4 fallback-Path will be **reused for** the main-path of **passenger-car** L3/L2+/L2

Significant order intake with **new** Hardware as a **Service Business Model** and **recurring** revenues from per mile payments

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Continental



The Future in Motion