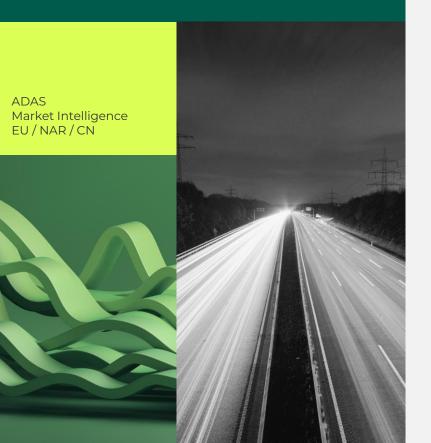
# WE DEFINE FUTURE IMPACT

TECHNOLOGY SOFTWARE CONSULTING





## **P3 ADAS Market Insights**

We analyze global OEMs regarding their ADAS capabilities across the NAR, EU, and Asian markets.

#### Created by:

Michael Herdrich

P3 automotive GmbH Wilhelm-Wagenfeld-Str. 22 80807 München Germany

#### **Alexander Boll**

P3 automotive GmbH Heilbronnerstr. 86 70191 Stuttgart Germany





Last update: 2025/02

Edition #1/2025

### Please feel free to reach out & connect!



**Michael Herdrich**Consultant Autonomous Mobility & ADAS

T: +49 152 046 353 90

@: michael.herdrich@p3-group.com



**Alexander Boll** 

Senior Consultant Autonomous Mobility & ADAS

T: +49 151 441 387 96

@: alexander.boll@p3-group.com

P3 Group website



HANDELSBLATT article



P3 autonomous mobility



#### **Address**

P3 group GmbH

Heilbronner Straße 86 70191 Stuttgart

Germany

#### **Get connected**

+49 711 252 749-0

mail@p3-group-com

www.p3-group.com

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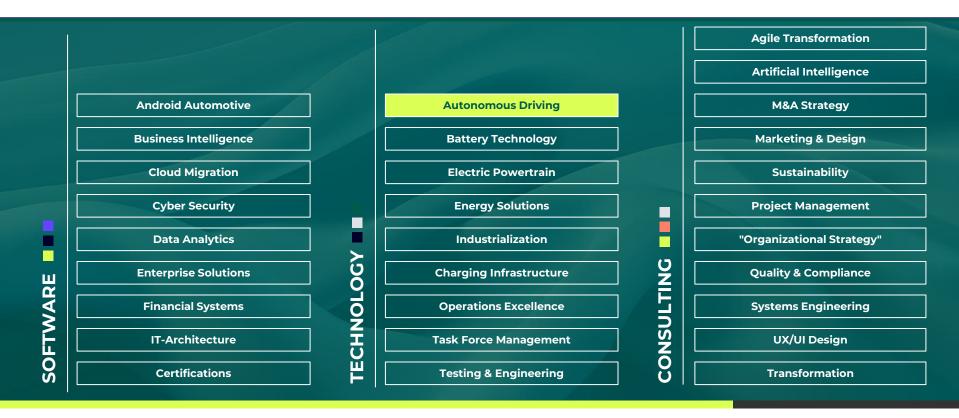


## At home in the outside world.

Europe				South An	nerica	North Am	erica
Germany	Stuttgart	Serbia	Belgrad	Mexico	Mexico City	USA	Charleston
	München		Subotica		Puebla		Detroit
	Wolfsburg	Romania	Cluj-Napoca		Querétaro		Greenville
	Düsseldorf	Greece	Athen		San Luis Potosi		Dallas
	Berlin	Czech Republic	Prag	Colombia	Cali		
	Hamburg	Bulgaria	Sofia				
	Osnabrück		Gabrovo				
France	Paris			To a second		The Carolina	
	Toulouse						
Denmark	Kopenhagen						
Polen	Breslau						Constitution of the second
Asia					The state of the s		
China	Peking	Korea	Seoul				
	Shanghai	Thailand	Bangok				
	Shenzhen				<b>%</b> -		



### Portfolio as unusual.





## P3 advises leading international OEMs, suppliers, technology and insurance companies in the field of autonomous driving and autonomous mobility.



years of international
experience in autonomous
driving consulting

>100 customers worldwide and more than 300 successful AD projects

>50 employees around the globe in the autonomous driving space

75% of the employees are engineers and software developers

We approach autonomous driving from many different perspectives. We understand the markets, know the players, but also have the technological know-how and the necessary software expertise.

#### **Market & Strategy**

- Go-to-market strategy
- Global market and competitive analysis for AD MaaS, TaaS & ownership
- MaaS & TaaS business model development incl. business case & TCO
- Competence analysis, assessment of "best-fit" partners
- (SDS) partnerships models and joint venture agreements
- AD shuttle / robotaxi and ADAS in-field testing & benchmarking

#### **Technology & Regulation**

- End-to-end architecture assessment and customization
- Cybersecurity, Functional Safety & SOTIF
- Regulation Implementation (AD SMS, SUMS & CSMS for SAE L3 & L4)
- Test Strategies & Management & Tool Confidence
- Sensor set evaluation and platform fortification strategies
- Support for Homologation (Type approval ODD and operation area)

#### **Operations & Scaling**

- AD Program Management incl. strategic setup, operations strategy, organizational build-up, project conduction & benchmarking
- Scaled Pilots: setup and management of runup schemes for AD pilot projects
- AD Product Lifecycle Management AD Logistics Concepts -Conceptualization of market-ready TaaS products





## E2E consulting: From a holistic demand analysis to your individual tailor-made strategy - we are the right partner for your challenges in the field of ADAS.



In a first step, we jointly analyze and define your status quo, pain points and needs and sketch your future positioning and target picture in the ADAS ecosystem or specific market.



You have the needs; we have the solutions. We draw on our unique ADAS Market, Competitor, Customer, and Tech Intelligence portfolio as well as innovative software-solutions.



We jointly conduct your tailor-made technology or strategy project based on your capabilities and competencies and our long-term ADAS expertise.



#### P3 ADAS PORTFOLIO







# We can help you with holistic AD(AS) market intelligence, tech scouting, strategic advice or operational support in technology, regulation and processes.

### **Customer & Market Intelligence**

- Customer & market insights
- Revenue pool analysis and forecast
- Business model analysis & evaluation
- Global, scenario-based AD(AS) market models with distinction of SAE levels incl. global market ramp-up curves
- Analysis of supply chains, value chains and ecosystems
- Business case modelling

## Technical Project Management & Regulation

- Ensuring product and technology readiness by installing task force leads and strengthen the organization in meeting milestones by an agile/hybrid task force approach
- Analysis of the relevant ADAS regulations in the lead markets US, Europe and CN
- Set-up of an overall regulation framework for product and process compliance

### **Go-to-Market Strategy**

- Potential analysis for market entry & development of market entry strategies for ADAS
- Strategic target picture, business model & use case development (e.g., new services, products) for OEMs, Tech players, Tier 1/2s
- Elaboration of partnering / in-house strategies along the AD(AS) value chain

### **Commercial / Tech Due Diligence**

- Tech-driven analysis of market- & value-pool size (TAM, SAM, SOM) and market positioning
- Competitive landscape & customer analysis
- Review of the company's products / services, structure, staff and business plan
- Analysis of sales and marketing structures

### **AD & ADAS Benchmarking**

- ADAS testing, roadshows, workshops and customer clinics
- Quality of service benchmark for AD robotaxi services (EU, USA, CN)
- AD Readiness Index (MaaS and TaaS)

#### **Technology Roadmaps**

- Hardware & sensor roadmaps for L2-L5 ADAS vehicle databases
- Sensor technology analysis & V2X consulting
- Design and enablement for systems engineering in AD organizations
- Process implementation from need analysis, ConOps via requirements engineering & architecture to verification and validation





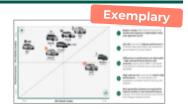
### We are continuously conducting ADAS benchmarks worldwide.







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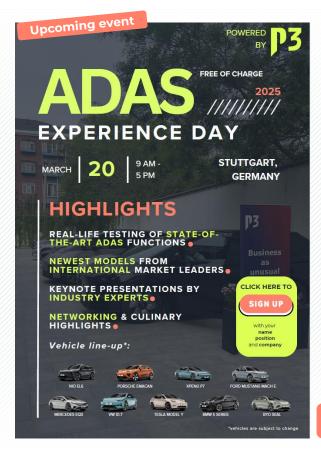


#### **P3 ADAS Benchmark Events**

We test OEMs' ADAS capabilities using a **standardized methodology** combining **on- road testing** and **in-depth tech evaluations**. We engage with customers through **events and roadshows** featuring live demos, allowing us to efficiently analyze performance, UX, and the tech stack.



### **ADAS Benchmark Europe 2025 & ADAS Experience Day**



We are excited to invite you to a unique experience: the P3 ADAS Experience Day on March 20<sup>th</sup> in Stuttgart.

This exclusive event offers you the opportunity to personally **test drive the latest vehicles** equipped with cutting-edge ADAS technologies. Experience innovation firsthand with cars from leading manufacturers.

In addition to test drives, the day will feature **inspiring keynote presentations** from industry experts, **delicious food**, and **excellent networking opportunities** with fellow professionals in the autonomous mobility sector.

Beyond personal experience, the **quality of service** of the different ADAS systems for the end-user **under real-life road conditions** will be **objectively rated by independent experts**, based on the unique **P3 framework with 100+ test cases.** 

Even if you cannot participate, we offer the **results in a comprehensive report**, including highlights, lowlights and additional information around the tested systems and background information regarding their performance.

Please inquire with us for more information regarding our ADAS benchmark report!

Click here to register for the FREE event



### **PAVE Europe: White Paper Publication**



#### **Building Trust: the Road to Public Acceptance of Autonomous Vehicles**











# NEW WHITEPAPER

As autonomous vehicle technology advances, critical factors influence public trust and acceptance of AVs.

Being a proud PAVE Europe member and leader or Working Group 1 (Understanding, Trust and Acceptance), we had the pleasure to be part of this webinar.

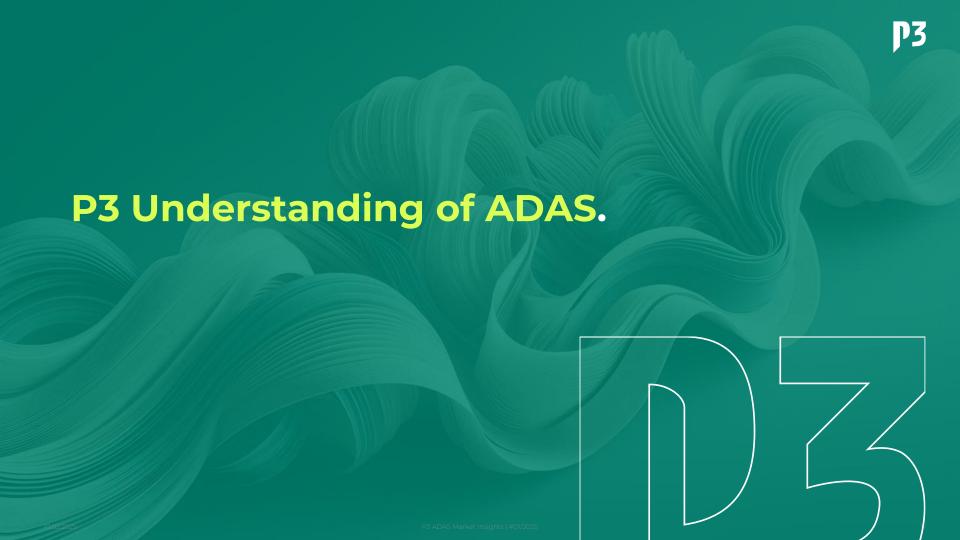
The discussion aimed to demystify AV technologies, confront public concerns, and highlight the challenges and opportunities on the road to widespread adoption.

The webinar considered real-world case studies, regulatory frameworks, public perceptions, and the social implications of AVs. ultimately providing an understanding of the journey toward building trust in autonomous mobility.

Additionally, this webinar offers an outlook on the first whitepaper created by the working group, aimed at the general public, which will be published soon.

Click here to watch the webinar

Click here to learn more about PAVE **Europe** 





# While the AD revolution is still waiting for major breakthroughs, short term focus shifts to ADAS & supporting technologies.

Proof of Competence achieved for Robotaxi (Level 4) but not yet profitable

New ADAS functions (Level 2+ handsfree) will deliver real customer value AD / ADAS function will power development of new technologies (Steer by wire, new HMIs etc.)



No scalability and profitability of AD L4 MaaS soon



ADAS L2+ / L3 will grow strong and gain higher penetration



Technology Ecosystem is emerging along the ADAS value chain



**FOCUS** 

10.02.2025

### Technical differentiation for different automation levels

Driver

Partial Automation

Hands temp. off

Eyes on

Full responsibility at

LKA and ACC

Longitudinal and lateral

quidance

driver

Overview of automation levels

Responsibility

Driver

**Automation** Level

> Longitudinal or lateral quidance

**Driver Assistance** 

Hands on

Eyes on

- One-dimensional assistance
- · Full responsibility at driver

Based on SAF & adapted by P3

Definition of

assistance level

**Exemplary functions** 



ACC

Focus

Main responsibility switches to system

Driver

Not an official SAF Level



Partial Automation Hands temp. off Eyes on

Longitudinal and lateral quidance

suitable conditions

- · Hands free driving in Discontinuous twodimensional assistance
  - · Driver must always monitor surroundings and be ready to intervene

**Tesla Autopilot** 

**OEM** 

3

Cond. Automation Hands off Eves off

Longitudinal and Lateral control by function

- System handle driving tasks under specific conditions
- Driver must be ready to take control when needed
- Driver allowed to focus on side activities

**Highway Pilot/Traffic** Jam Pilot

**CHALLENGES** 

- Homologation & certification
- **Quality of service** 
  - Safety & reliability issues

**OEM** 



**High Automation** 

Hands off

Mind off

**OEM** 





**Full Automation** Driver off

#### Full control by system in Full control by system limited ODD evervwhere

- System performing all driving tasks in specific ODD
- Passenger aren't required to monitor the vehicle and don't need to take control

- System performing all driving tasks under all roadway and environmental conditions
- No Driver needed



City Pilot L4, Parking Pilot L4



Self-driving Mobility Services

ACC = Automated cruise control, LKA = Lane keeping assist, ODD = Operational Design Domain

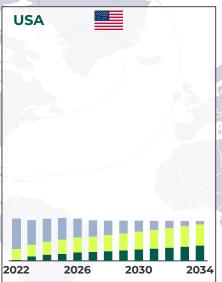


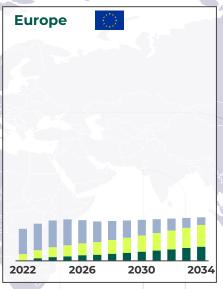
# ADAS becomes standard, while large-scale L3 is not yet in sight. Yet, the fast-growing ADAS market provides opportunities to be taken.

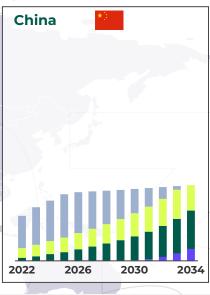
TOTAL SOLD PASSENGER VEHICLE NUMBERS PER SAE LEVEL\* [units per annum, without considering SAE-Level 0, Level 4/5 share]\*\*













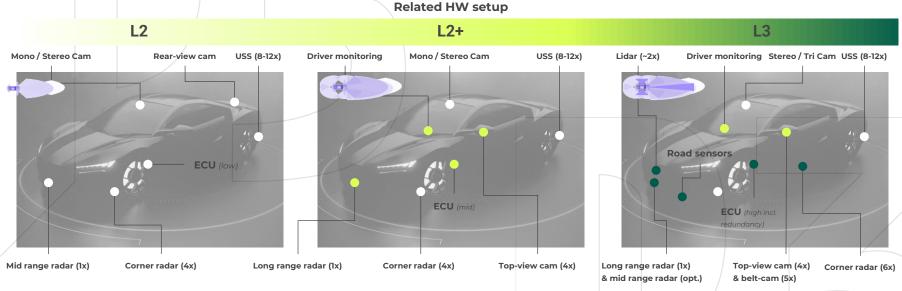
- Scenario-based modelling with the P3 market model allows to explore different diffusion patterns based on chosen assumption set.
- Virtually every vehicle will be automized by 2030 higher automation levels are on the rise, but L3+ yet lacks attractive price-performance ratio.
- Chinese market expected to have faster diffusion of higher SAE levels. ADAS functionalities as differentiating factor in vehicle purchase.

<sup>\*</sup> Number of sold passenger vehicles on request

<sup>\*\*</sup> Unit sales based on statista data. Diffusion patterns of SAE level based on P3 market model



# Increasing automation levels and new functions require a multitude of new hardware components and software.





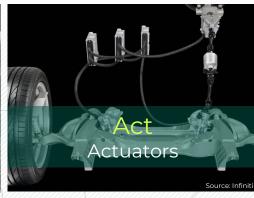
The challenge for OEMs lies in **balancing the increased costs** associated with the advanced hardware required for higher autonomy while ensuring **pricing stays attractive to end-users** and justifies the **added customer value.** 



## Developments and technology trends happen across whole sense-plan-act framework which P3 monitors closely







Radars

Lidars

Cameras

ECU

SoC

Steer by wire

Brake by wire

**P3** 

Market development hypothesis

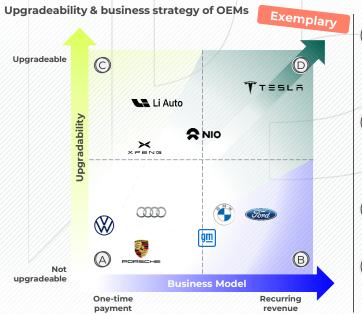
- Camera: Strong growth expected due to automation. Product will be highly commoditized
- Radar: 4D radars, combined with cameras, will be the leading sensor modality for all <SAE L3 applications.</li>
- LiDAR: The advancements in imaging radar performance, need for LiDAR being reassessed by industry players.

- Intelligence moves from sensor towards centralized high-performance **ECUs**.
- Reliable functions required for higher automation levels that is mostly achieved through redundancy.
- Al-driven development and training methods for SDS SW require high performance **SoC and ECU**.

- European OEMs will **not implement Brake-by-Wire/ (front-axle) Steer-by- Wire within the next 5 years.**
- Brake-by-Wire technology is **not pushed** by European TIER-1 nor OEMs.
- Steer-by-wire technology reduces the mechanical complexity in back wheel steering leading to more widespread adoption.



## ADAS is increasingly seen as a differentiating factor that is gaining in importance and, depending on the approach, will also enable new business models.





#### Classic package approach

- · Currently still predominant strategy for ADAS functions
- One-time purchase of ADAS functions with unlimited access for customer leads to direct onetime revenue
- · Generally higher portfolio variation & complexity due to specific HW/SW sets for cost optimization



#### **Function subscriptions approach**

- Initial purchase in combination with subscription based-model after defined use time or subscription only model leads to recurring revenue for OEMs
- Potential increased initial cost for OEMs to equip vehicles with necessary hardware for later function activation, but reduced portfolio complexity



#### Upgradeable package approach

Extensive hardware setup, enabling future upgrades in functionalities and automation levels
 Potential for future revenue by already sold vehicle by software w/o further hardware investment



#### SW-driven upgrade & subscriptions approach

 Future-proof hardware setup enabling future upgrades through software in combination with on-demand subscription model enables recurring revenue and future one-time purchases with already sold vehicles without hardware adaption



The first players are already working on providing lasting **customer value and brand differentiation through ADAS**. This is both a challenge and an opportunity that requires a considered approach on the **business model and technology side** (upgradeability).



### P3 Approach & Methodology

### **Steps of P3 Approach**

- Analysis and benchmark of the ADAS function portfolio from different OEM
- 2 Baselining ADAS function portfolios of OEM in the main markets EU, China and USA
- **3** Clustering of the baselined ADAS functions
- Allocation of the functions into the ODD/operational area for each player and market

### **Guiding Questions**

Which ADAS function packages does the OEM offer? What ADAS functions do the function packages include?

Which of the ADAS functions are similarly offered by several OEM?

In which categories should the ADAS functions be clustered?

Which ADAS functions does P3 consider to be offered and ready to use in which ODD (urban, highway) in main markets?

Outcome: Generic ADAS function list applicable for every OEM adapted to the function portfolio and availability in the main global markets.





## P3 Definition of ADAS SAE-Level 2/2+ Function Packages (I/II)



## Adaptive Cruise Control (ACC)



## Lane Keeping Assist (LKA)



## Lane Change Assist (LCA)

## Highway

Area

ACC maintains a constant speed and safe following distance.

LKA provides additional safety by keeping the vehicle centered in its lane, especially at higher speeds.

LCA ensures safe lane changes at high speeds by monitoring fast-approaching vehicles, warning the driver, and potentially intervening to prevent collisions.

## Urban/ Rural

ACC handles frequent stopand-go traffic by automatically braking and accelerating. LKA is used for navigating tight, congested streets by preventing unintentional lane departure.

LCA helps drivers safely change lanes by monitoring blind spots and traffic, especially in heavy traffic.



## P3 Definition of ADAS SAE-Level 2/2+ Function Packages (II/II)







Area

**Traffic Sign Assist (TSA)** 

**Traffic Light Assist (TLA)** 

Navigation on Pilot (NoP)

Highway

Recognizes and displays traffic signs, such as speed limits and regulatory signs, to improve safety and ensure compliance with traffic rules.

Traffic lights are less common on highways. However, in some countries, there are highway interchanges where traffic lights are installed.

Handles highway entry and exit ramps autonomously, ensuring smooth transition. Executes safe lane changes by monitoring traffic.

Urban/ Rural Informs the driver about current speed limits, entry restrictions, and other regulatory signs. Informs the driver about the status of traffic lights to help navigate busy intersections safely and efficiently. Navigates complex intersections, identifies pedestrians and cyclists, manages tight spaces and heavy traffic.



## P3 Definition of ADAS SAE-Level 3 Function Packages









#### **Traffic Jam Pilot**

### **Highway Pilot**

#### **Urban Pilot**

## Definition

Autonomous driving system for congested traffic conditions at lower speeds, only on highway. It manages acceleration, braking, and steering without driver intervention.

Enables autonomous driving on highways at higher speeds, operating under certain conditions (e.g. clear road markings or moderate traffic).

- Lane Change Assist Lane Keeping Assist
  - Adaptive Cruise Control
  - Traffic Sign Assist

Controls the vehicle in city environments, handling tasks like navigating intersections. detecting pedestrians, and obeying traffic signals.

- Lane Change Assist
- Lane Keeping Assist
- Adaptive Cruise Control
- Traffic Sign Assist
- Traffic Light Assist

Level 2 **Functions** included

- Lane Keeping Assist
- Adaptive Cruise Control

### **ADAS One Pager Structure**

Overview of the availability of L2/L2+ and L3 ADAS function packages in different ODD



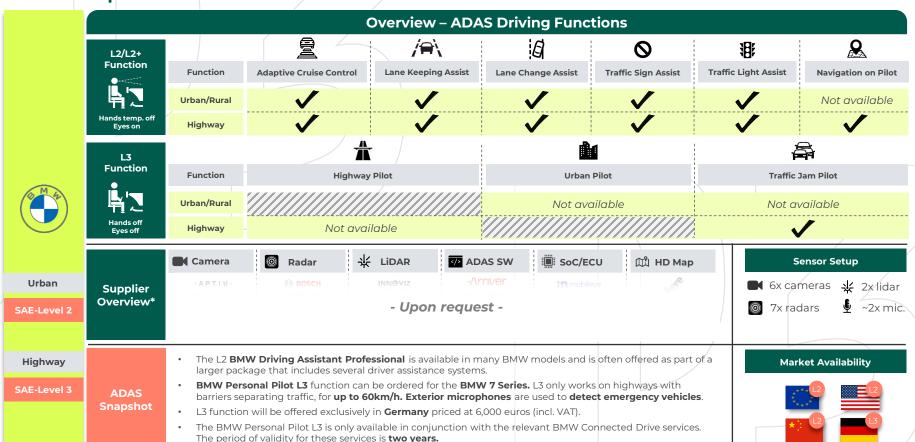
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Highway

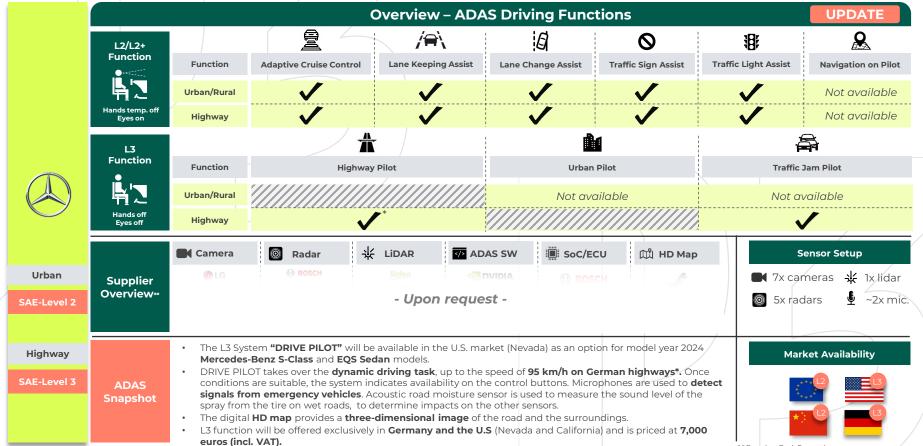
P3 ADAS Market Insights | #01/2025



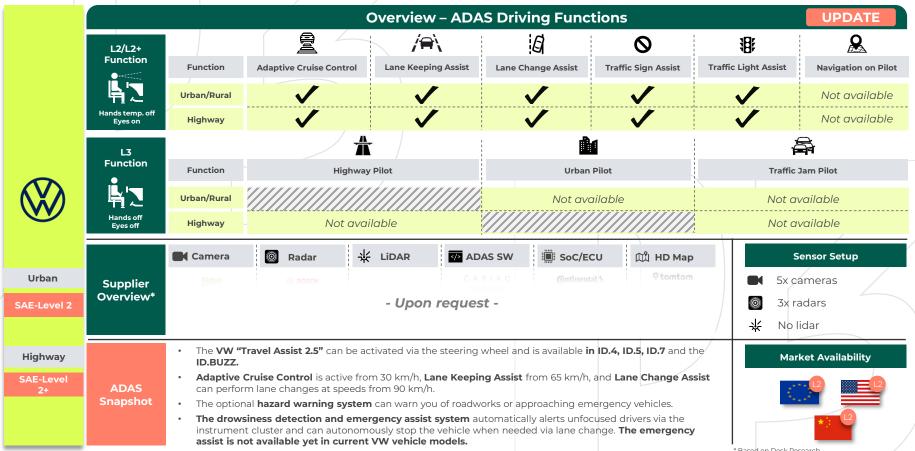




### **ADAS EU | Mercedes Benz**



## ADAS **EU** | Volkswagen





#### P3 Evaluation



In June 2024, BMW was the first car manufacturer to receive **approval** for the **combination of SAE Level 2 and Level 3** (usage of BMW Highway Assistant (L2) and Personal Pilot (L3) at the same time). In our regular ADAS benchmark drives in 2024, BMW's driver assistance systems show the strongest performance among all European OEMs. In our **upcoming benchmark event**, we will **reassess the BMW ADAS system** in the P3 ADAS Benchmark Europe in March 2025.



**Drive Pilot is the world's first** ADAS system to gain **type approval for a L3 system** and available in Europe and the US. However, as the system's ODD is quite limited, there is currently only small added value for customers. For early 2025 Mercedes plans **L3 Highway Pilot** up to 95 km/h after final permission in December 2024.

Update



Volkswagen's ADAS strategy is built on a combination of **internal development through Cariad** and **strategic partnerships with industry leaders** like Bosch, Horizon Robotics, Qualcomm, and Mobileye, while also **focusing on localization** for specific regions like China.

#### Latest news

Here and BMW extend partnership on Al-powered mapping system.

(08.01.2025)

BMW implements vehicles leaving the factory autonomously via infrastructure-based sensors placed outside the vehicle.

(24.11.2024)

Update

Mercedes announced Momenta as ADAS supplier for four vehicle models to be launched in 2025 and 2027 in China.

(02.12.2024)

Mercedes-Benz updates automated parking assist with Parktronic to enable parking twice as fast at speeds of up to 4 km/h.

(02.12.2024)

Update

Volkswagen announced the Joint Venture with US OEM Rivian to develop electric architecture and software for next generation of Software Defined Vehicles (SDV) with impacts on ADAS development.

(12.11.2024)

Update

10.022025 P3.ADAS Ma

## **ADAS.**Asia Players

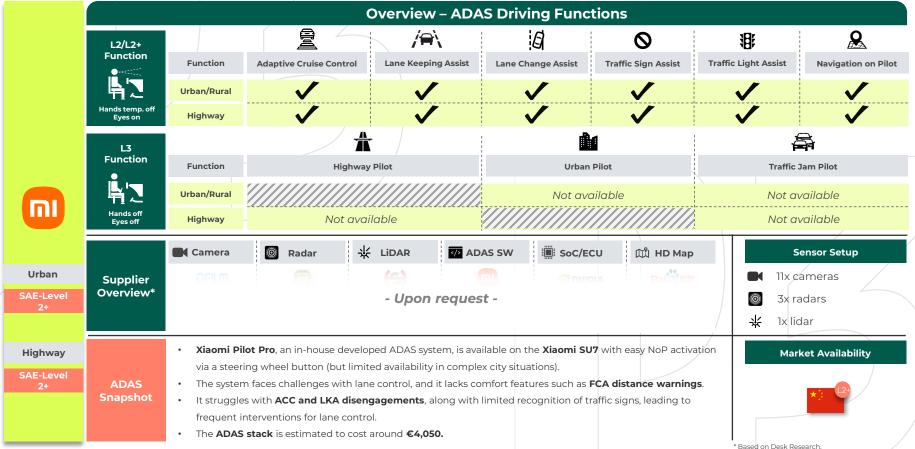
ADAS Status, Evaluation & Latest News



P3 ADAS Market Insights | #01/2025



## ADAS Asia | Xiaomi

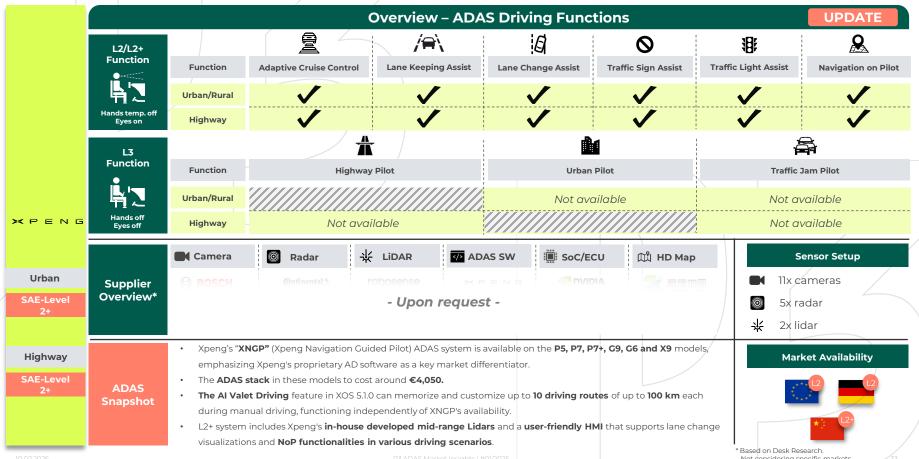


Based on Desk Research. Not considering specific markets Non exhaustive

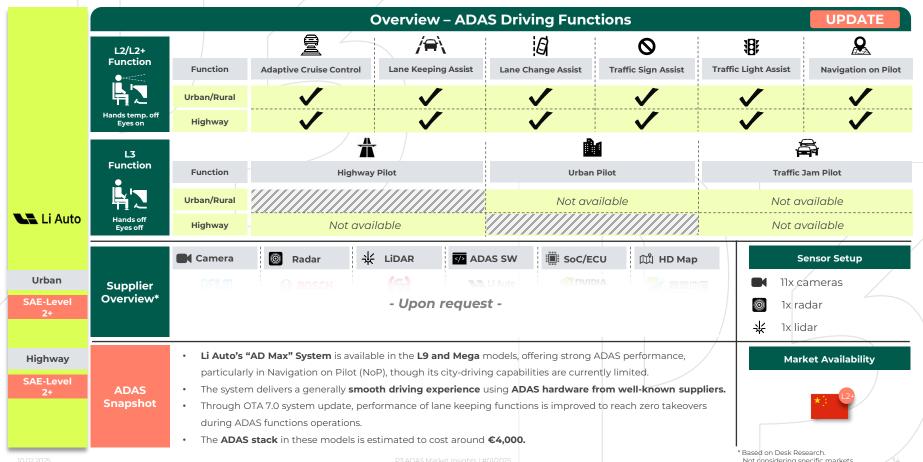
#### **Consideration of most** advanced ADAS vehicle



## **ADAS Asia | XPENG**

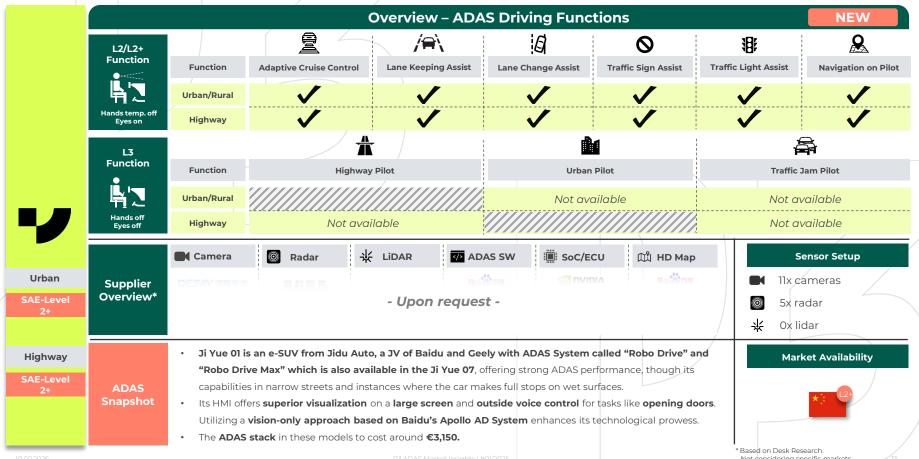


## **ADAS Asia | Li Auto**

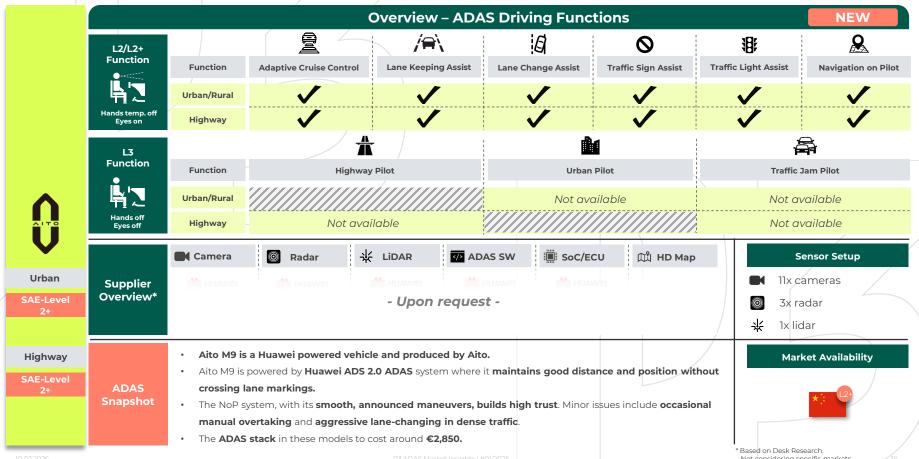


Not considering specific markets Non exhaustive

## **ADAS Asia | Jidu Auto (Ji Yue 01)**



## ADAS Asia | Seres (Aito M9)



Not considering specific markets Non exhaustive





#### P3 Evaluation



Xiaomi sets sight on several autonomous electric vehicle brands by **substantially investing in smart car technology**. The unveiled **Xiaomi SU7 offers great user experience at lower cost** than Western OEMs – the ADAS has still some weaknesses but is about to catch up with competition. Xiaomi successively releases **OTA updates** to increase performance



XNGP excels with a **robust ADAS and user-friendly HMI**, with drawbacks like harsh acceleration and low refresh rate for the digital rearview mirror. In 2024, new P7+ was announced equipped with **cameras and radar sensors presumably comparable to LiDAR performance** where it seems like XPENG **removes costly LiDAR** from the ADAS sensor set.



Strong performance of ADAS NOP with **high availability** (but city cases limited). The AD Max System offers a **smooth driving experience** and **utilizes ADAS hardware components from well known suppliers**. However, drawbacks include a low refresh rate for the digital rear mirror, doors unlocking on the highway, a HUD projection appearing too distant.



Ji Yue 01 excels in **NoP performance on main roads**, boasting **best availability in its class**. Vision-only approach based on Baidu's Apollo AD System and HMI with advanced visualization of system on a big screen proves the system performance.



Aito M9 is the **highest-rated vehicle in its peer group**. It excels in setting the **correct speed 90% of the time and parking quickly in tight spaces**. Explainable AI through announcement of every automatically performed maneuver e.g. lane changes.

Latest news

Xiaomi SU7 to roll out urban NOA feature in ten cities.

(31.05.2024)

XPENG announces P7+ equipped with radar and camera technology, allegedly comparable to LiDAR performance.

(18.10.2024)

Update

Li Auto rolls out OTA 7.0 system update to improve performance of parking & lane keeping functions. With this update, Li Auto aims for zero takeovers during operation of ADAS functions.

(17.01.2025)

Update

Geely & Baidu JV Jiyue cuts projects due to financial troubles but denies bankruptcy.

(12.12.2024)

Update

Update from Huawei to ADS 3.0 provides significant advancements for ADAS functions.

(24.09.2024)

Update



## **ADAS.NAR Players**

ADAS Status, Evaluation & Latest News

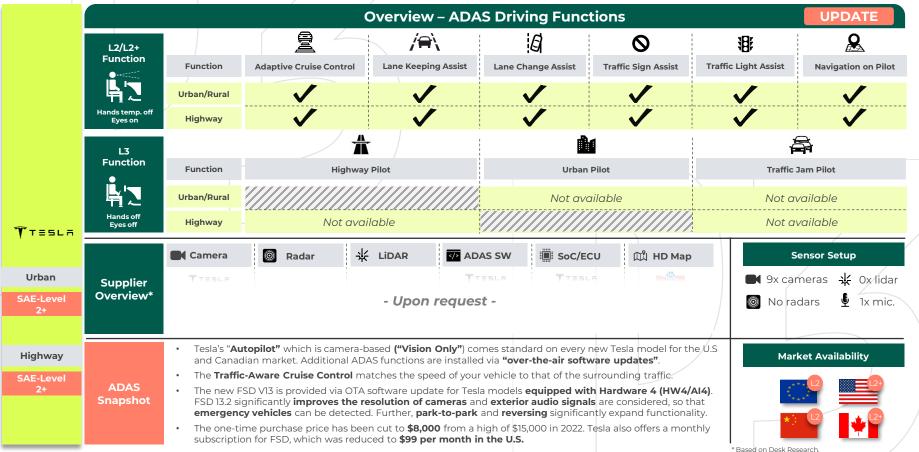
Source: Tesla

P3 ADAS Market Insights | #01/202



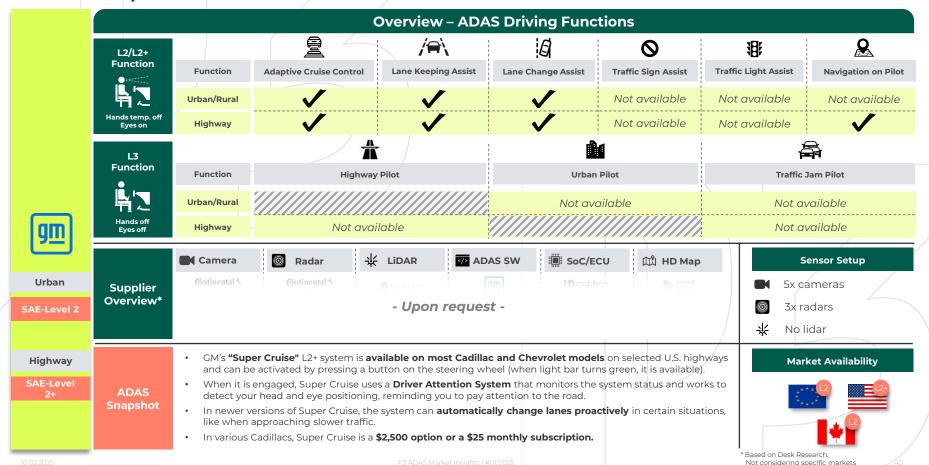
### **P3**

### ADAS NAR | Tesla



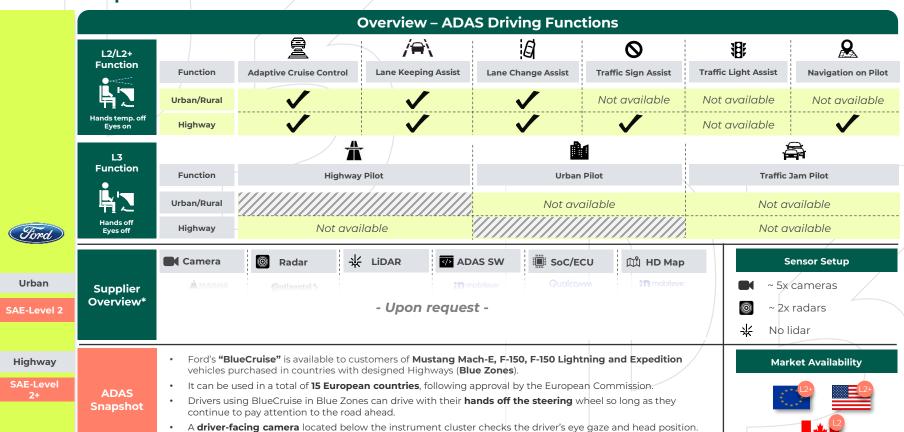
Non exhaustive

#### **ADAS NAR | General Motors**



## **P3**

### **ADAS NAR | Ford**



Ford's BlueCruise costs \$2,100 for 3 years upfront, or \$800/year or \$75/month after a trial.



#### P3 Evaluation



Tesla **collects a huge amount of data** and build a unique ecosystem around the fleet. While there are still legitimate discussions about the robustness of vision-only approaches, the **performance of FSD in the US is already impressive**. Nevertheless, it is still an L2+ system. New parking functions serves to **improve the overall user experience** and **functionality** of Tesla's autonomous driving technology. It seems that it will only be available in the U.S.

With the announcement of required update of Hardware 3 vehicles sold between 2019 and 2023 with Full-Self-Driving (FSD) represents a cost-intensive measure which confirms that Elon Musk overpromised regarding its driver assistance system.

Update



GM is continuously developing its ADAS functionalities under the name "Super Cruise". Employees from its former & stopped AD L4 subsidiary Cruise are integrated into their parent development organization to further push ADAS development. Also, in China, GM has invested in Momenta.

Update



Ford said **to focus on developing differentiated L2+ and L3 applications** for privately used cars. By 2023, Ford established Latitude to develop future automated driving technology.

#### Latest news

Elon Musk announced that Tesla's equipped with Hardware 3 (older version of computer) will need an update to support unsupervised self-driving software.

(30.01.2025)

Tesla shows self-driving capability from the factory to the designated loading dock lanes at the Fremont Factory, CA.

(30.01.2025)

Update

New Tesla Model Y Juniper has a front bumper camera to improve the field of view.

(24.01.2025)

Tesla released the new parking function "Actually Smart Summon" (ASS) where the driver calls the vehicle to them in a parking lot or driveway using the Tesla app.

(03.09.2024)

Update

Cruise's robotaxi service will shut down and cuts 1,000 jobs as GM pulls its funding and integrates AD/ADAS development inhouse.

(10.12.2024/04.02.2025)

Update

Ford BlueCruise hands-free driving technology approved for customers to use across the highways of Europe.

(31.07.2024)

10.022025 P3 AI



#### **Further ADAS-related news**





Toyota, Aurora and Continental to use Nvidia's platform for AV development. The companies will use NVIDIA's best performance Drive AGX Orin platform for their ADAS and AD systems.

#Partnership

(08.01.2025)



Qualcomm and Hyundai Mobis collaborate on HPC platform to power next-gen ADAS and digital cockpit systems. The companies will combine Qualcomm's Snapdragon Ride Flex System-on-Chip (SoC) and Ride Automated Driving Stack with Hyundai Mobis' software and sensor for an ADAS solution.

#Partnership

(07.01.2025)



DeepRoute.ai partners with Smart to enhance intelligent driving functions. The partnership is planned to result in vehicles which are capable of handling complex scenarios, including parking, traffic circles and missing lane markings.

#Partnership

(24.01.2025)



Wayve expands to USA with testing program for ADAS and opened a new office in Sunnyvale (Silicon Valley). To support the testing, activities in the USA, Wayve will focus on software development, hardware integration and deployment operations to improve safety and convenience of ADAS functions.

#Safety

(24.10.2024)



US bans AVs from China and Russia: Department of Commerce issued a finalized rule on Tuesday, 14<sup>th</sup> January banning the sale or import of connected vehicle hardware for vehicle models from 2030 onwards and software for vehicle models from 2027 onwards originating from China or Russia.

#Policy

(15.01.2025)

#### **Further ADAS-related news**





Dongfeng Nissan announced a strategic partnership with autonomous driving solution provider Momenta, aiming to jointly develop advanced intelligent driving solutions based on an intelligent end-to-end model. Features like navigation on autopilot (NOA) shall debut in the N7.

#Partnership (18.11.2024)



Rivian announced to plans to launch its advanced hands-free driver assistance systems in 2025 and its "eyes-off" systems in 2026. Current Rivian Gen2 vehicle with the "Rivian Autonomy Platform" feature L2+ functions, which as per definition require continuous driver attention and control of the vehicle.

#Announcement (24.01.2025)



Embotech, Outsight and Hesai, who jointly power technology for Automated Vehicle Marshalling (AVM) in BMW plants, announced further strategic cooperation, where Embotech acts as system supplier, Hesai delivers Lidar sensors and Outsight software solutions.

#Partnership (28.01.2025)



VW and Rivian contemplate a potential expansion their JV to further modules or bundling of procurement volumes. Moreover, there is alleged interest in the developed solutions from other, unnamed OEMs. However, short-term focus is on successful market launch of Rivian models and integration of the new technology into VW vehicles.

#Partnership (03.02.2025)

D2.2025 P3 ADAS Market Insi



### UPDATE 13

# Performance and functionality of Chinese systems is ahead of competition, especially for Level 2+ systems which have highest market shares in the next years

		USA OEMs	European OEMs	China OEMs
				*3
Level 2	Lane keeping & Active Cruise Control			
		Industry standard	Industry standard	Industry standard
Level 2+	Navigation on Pilot on Highway			
		Available by Tesla FSD Beta and GM, Ford	Available by BMW but limited in performance / ODD	Available for most CN highways
	Navigation on Pilot in City Routes			
		Available by Tesla FSD Beta 12.5.	N/A	Available even in most dense traffic situation in major cities
Level 3	<b>Traffic Jam Pilot</b> (max 60 km/h) (no driver supervision)	•	•	
		Limited availability by MB	Limited availability by BMW / MB (extended to 95 km/h)	Legislation pending- planned for 2025
	<b>Highway Pilot</b> (max 130 km/h) (no driver supervision)	0	$\bigcirc$	$\bigcirc$
		Not available yet	Not available yet – planned for 2025	Legislation pending – planned for 2025



As major tipping points have been reached and **wide-spread adoption** is expected, the fierce competition in the ADAS market is intensified by **fast-learning Chinese players**. OEMs and suppliers need to set a **clear strategic path** to prevail in the market.



## We can help international ADAS players to draw strategic implications and critical actions for to succeed in the fast-growing ADAS Market.

### **Exemplary implications and actions to be taken**











# Architectural sovereignty + strong partnership

Full ownership for product (SW) stack required but max. leverage of partners and market existing assets

# Software Defined Vehicle Approach for ADAS

Drive abstraction not only for HW but also between operating system and application layers for parallelization

#### "Tier 0.5"-model vs "Tier 1"

Integrate Tier's (e. g. Huawei's) system architecture incl. major components, leveraging existing building blocks, avoid custom builds (at least as parallel option)

# Implementation of geo-resilient ADAS stack

Geo-political developments as challenge for market entry of AD/ADAS system providers. How to ensure a geo-resilient ADAS stack?

## Future-proof ADAS sensor stack

Sensor setups as significant cost driver of the ADAS/AD stack. Suitable sensor selection and current trends as decision criteria to be future-proof.

#### **P3 Services**

- # Partner Screenings
- # Cooperation Management
- # Integration Support

- # Architecture Reviews
- # SDV Readiness Benchmarks
- # SDV Best Practice Transfer

- # Core / Non-Core Assessments
- # Supplier Reviews and Strategy
- # Supplier Management
- # Product & Go-2-Market Strategies
- # Region-specific Homologation strategy & Roadmap
- # Supplier selection processes
- # Product strategies
- # Technology assessments & Roadmaps

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