



Exploration of photonics markets

LIDAR TECHNOLOGIES FOR THE AUTOMOTIVE INDUSTRY TECHNOLOGY BENCHMARK, CHALLENGES, MARKET FORECASTS



Which LIDAR technology(ies) will win the race towards autonomous driving?

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Authors:

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Supplier and OEMs will need to build new business models to comply with new mobility schemes and the increasing connectivity of vehicles

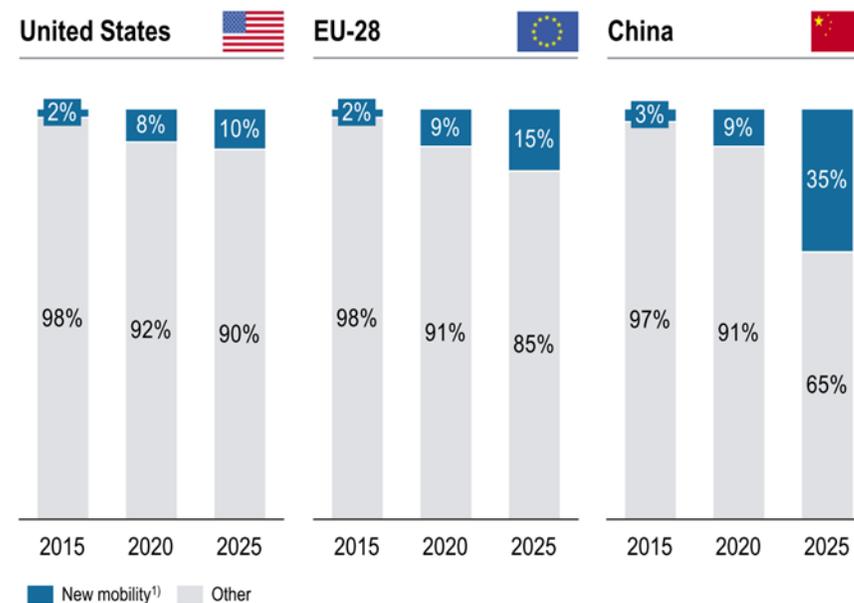
NEW MOBILITIES

- ➔ New mobility models emerge, especially pay-per-use models such as car/ride sharing, carpooling, “e-hailing” taxi alternatives, and peer-to-peer car rentals.
- ➔ Companies like Uber or Lyft are already developing these new transport models that meet the need for decongestion and environment protection, especially in urban areas.

DIGITIZATION / CONNECTIVITY

- ➔ Communication between vehicles, between driver / passengers and vehicles will be more and more implemented in cars.
- ➔ Customers expectations are evolving, the car is now seen as a service provider adapted to each one: information, entertainment, etc.
- ➔ In this context, software and artificial intelligence companies will have a crucial role to play in future car developments.

Share of vehicle sales for New Mobility¹⁾ [% passenger car sales]



1) Includes forecast for car sharing, ride hailing, ride sharing, and Robocabs. Does not include sales for conventional taxis or rental car fleets

Source: Global RB Mobility Revenue and Profit Pool Model, Lazard, Roland Berger



Regulations and technology readiness are pushing powertrain electrification and autonomous driving

MORE SAFETY

- More driving safety is a demand both from customers and public authorities.
- It has led to the development of numerous robust ADAS (Advanced Driver Assistance Systems) features that are now implemented in series in cars.
- The demand for higher safety will continue to attract new players from the technology side.

ELECTRIFICATION

- The growth of the electrical vehicles share will be driven by:
 - Developments of technologies for hybrid electrical vehicles and battery electrical vehicles are accelerating,
 - Increased regulations on CO₂ emissions, especially in Europe,
 - Potential oil prices rise,
 - Awareness of customers regarding ecological impact of cars.

AUTONOMOUS DRIVING

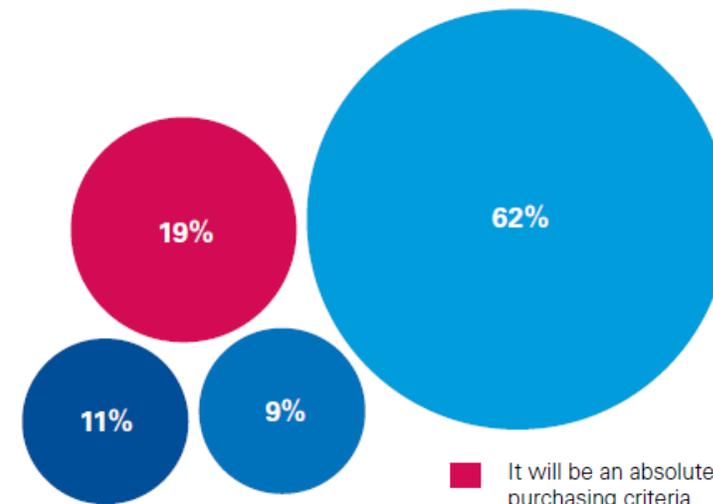
- One of the major trends of the industry for the next decade is the development of autonomous vehicles.
- Since 2007 and the first autonomous cars in DARPA challenges, the feasibility of automated driving has many time been demonstrated.
- The current challenge is to implement the production of such vehicles. The difficulty lies in the necessity to adapt technologies of the demonstration vehicles to automotive requirements: long-term operation, low maintenance, low cost, standardization, mass production, reliability, extreme temperature operation, etc.
- The development of autonomous vehicles will be highly related to the adoption of new mobilities. For example, autonomous "taxis"/shared vehicles are currently tested in cities around the world.

Autonomous vehicle became lately an issue for decision-maker

What are the key trends until 2025 ? (Question to Executive in OEM and Tier)



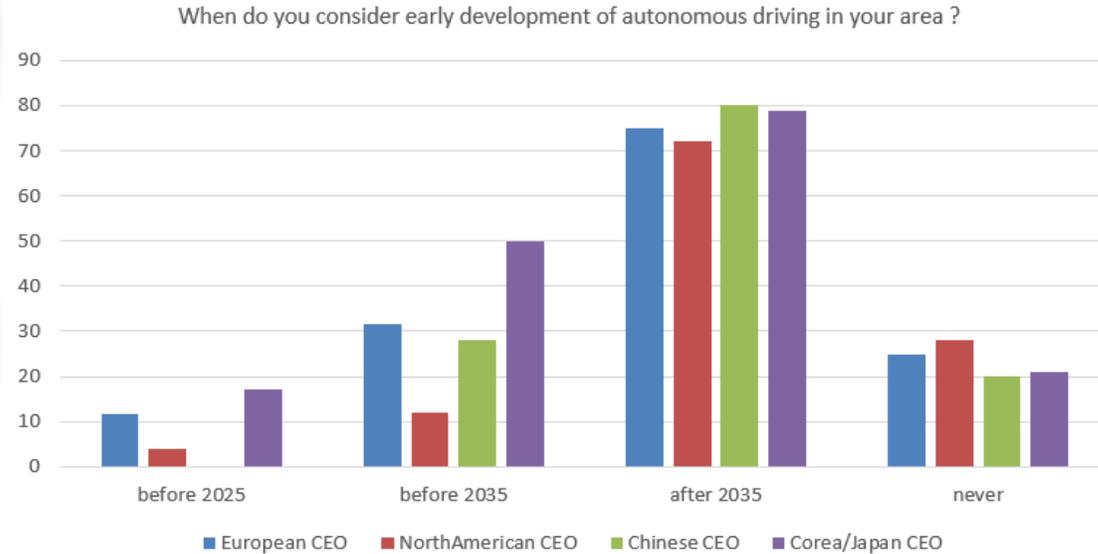
Executive opinion



Will customers prefer a self-driving vehicle and see it as an absolute purchasing criteria in the next 15 years ?

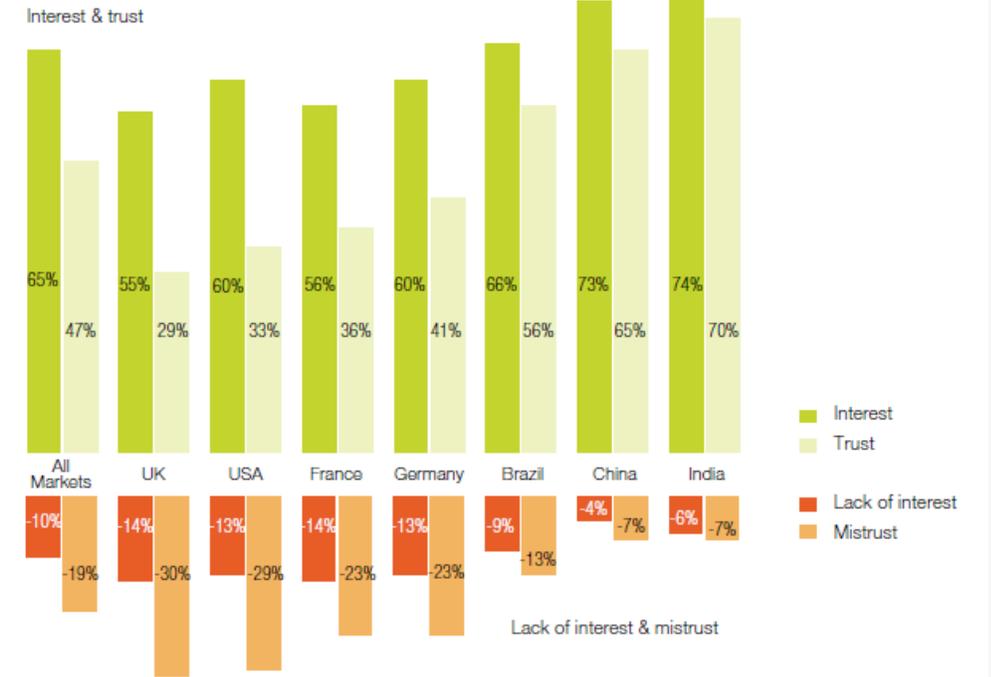
- It will be an absolute purchasing criteria
- Expect it to become more important
- With reluctance
- No importance

And in the meantime, consumers' reluctance still at high levels in triad countries

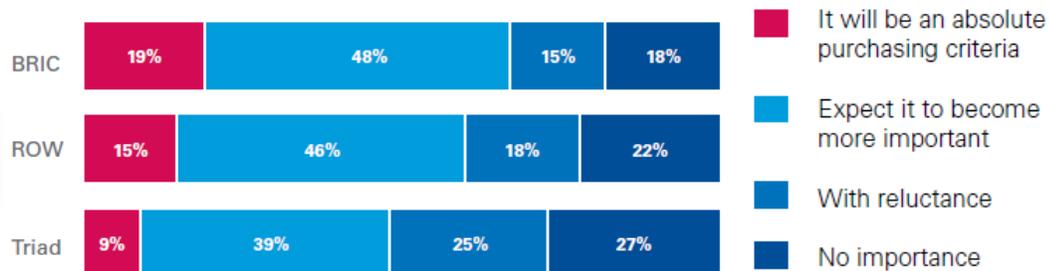


Levels of interest and trust in autonomous driving features
(Low/medium/high speed autonomous driving, well defined safety and comfort assistance systems)

FIGURE 28



Consumer opinion by region



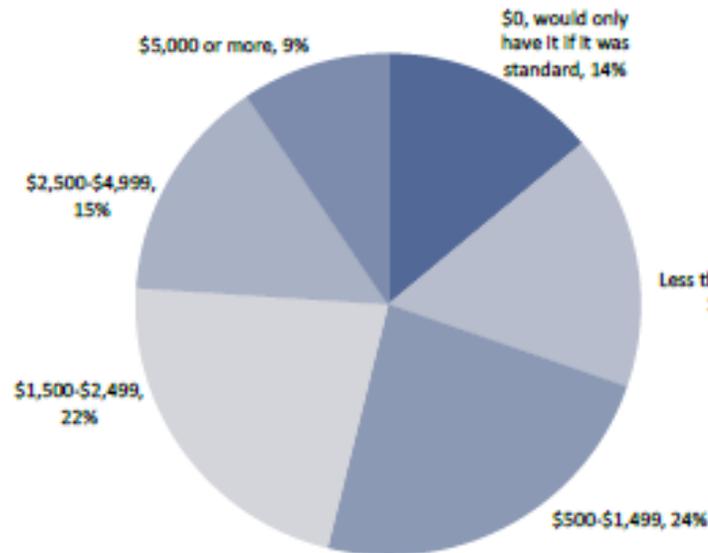
But market education started 4 years ago and is now increasing consumer's willingness to pay

When buying a car, how much extra would you be willing to pay for fully autonomous driving capabilities ?

Measure	US	UK	Australia	Total
25 th percentile	0\$	0\$	0\$	0\$
50 th percentile	0\$	0\$	0\$	0\$
75 th percentile	2000 \$	1710 \$	2350 \$	1880 \$
90 th percentile	5800 \$	5130 \$	9400 \$	8550 \$
Percent responding 0%	54.5%	59.8%	55.2%	56.6%

55 to 60% of consumers didn't want to pay extra for autonomous driving functions in the survey 2014

Source : Michigan University, 2014,



Results of Survey 2015 (Goldman Sachs Study, 2000 Consumers interviewed)

- ➔ 14% for free
- ➔ 16% for less than \$500
- ➔ 24% for less than \$1500



Almost all of major players in the automotive industry are investing in 2018 in the LIDAR technology as a key technology for automated driving

- ➔ The majority of Tier 1 suppliers and OEM manufacturers are investing in the development of LIDARs sensors for ADAS and autonomous vehicles.
- ➔ They all agree on the fact that LIDAR systems will be adopted among other sensors: RADAR, cameras, ultrasounds.
- ➔ Indeed, these sensors are complementary and multiple sensors will be necessary for redundancies and for back up in case one of them fails, especially in fully autonomous cars.
- ➔ Some OEM adopt a different strategy regarding LIDAR:
 - NO LIDAR
 - Tesla adopted a NO-LIDAR strategy for its autonomous car, stating that current LIDARs are too bulky and expensive with a low added-value compared to RADARs and cameras.
 - Mercedes-Benz is testing a sensor package with no LIDARs on its Mercedes-Benz F015.
 - Fully LIDAR: BMW is experimenting on the BMW i3 model integrating only LIDARs.
- ➔ Beside historic OEM targeting 8-10 years market deployment in a 100M units market, new operators (Waymo, Lyft, Baidu, Uber, Navya) develop robocars fleets to target 4-years market adoption with fleets growing from few hundreds vehicles (2018) to 100.000 vehicles (2022).

Main partnerships of car manufacturers with LIDAR developers

Continental (ASC inc.)
Valeo (Ibeo, LeddarTech, Trilumina)
Ford (Velodyne, Princeton Lightwave)
Volvo (Velodyne)
Pioneer (Home-made)
Delphi (Quanergy, Innoviz)
Daimler (Quanergy)
ZF Friedrichshafen (Ibeo)
Toyota (Home-made)
Robert Bosch (Home-made, Tetravue)
Koito Manufacturing (Quanergy)
Denso (Trilumina)
Autoliv (Velodyne)
Magna (Innoviz)
General Motors (Strobe)

TRENDS IN LIDAR : GLOBAL FUNDING RAISED BY LIDARs MANUFACTURERS



EXECUTIVE SUMMARY

Although adoption of LIDARs will remain low until 2020, the high funds raised by manufacturers suggest a high growth potential in the following years.



Total: \$150M
(2016, equity)
Ford, Baidu



Total: \$134M
2016: \$90M (series B)
2015: \$10M (equity)
2014: \$31M (series A; equity)
2013: \$3.5M (equity)



Total: \$67M
2017: \$50M (series B)
2016: \$17M (series A)



Total: \$72M
2017 : \$36M
2016 : \$36M



Total: \$110M
2017: \$101M(equity)
2014: \$7M (equity)
2013: \$2.5M (unattributed)
2010: \$6.5M (unattributed)



Total: \$16M
(2017, series A)



Total: \$10M
(2017, series A)
Bosch

TETRAVUE
SOLID STATE HD LIDAR



Total: \$83M
2017 : \$73,9M
2016: \$9M



Total: \$21.5M
2018 : \$18M (series B)
2016: \$3.5M (series A)



Total: \$27M
(2017, series A)

OUSTER

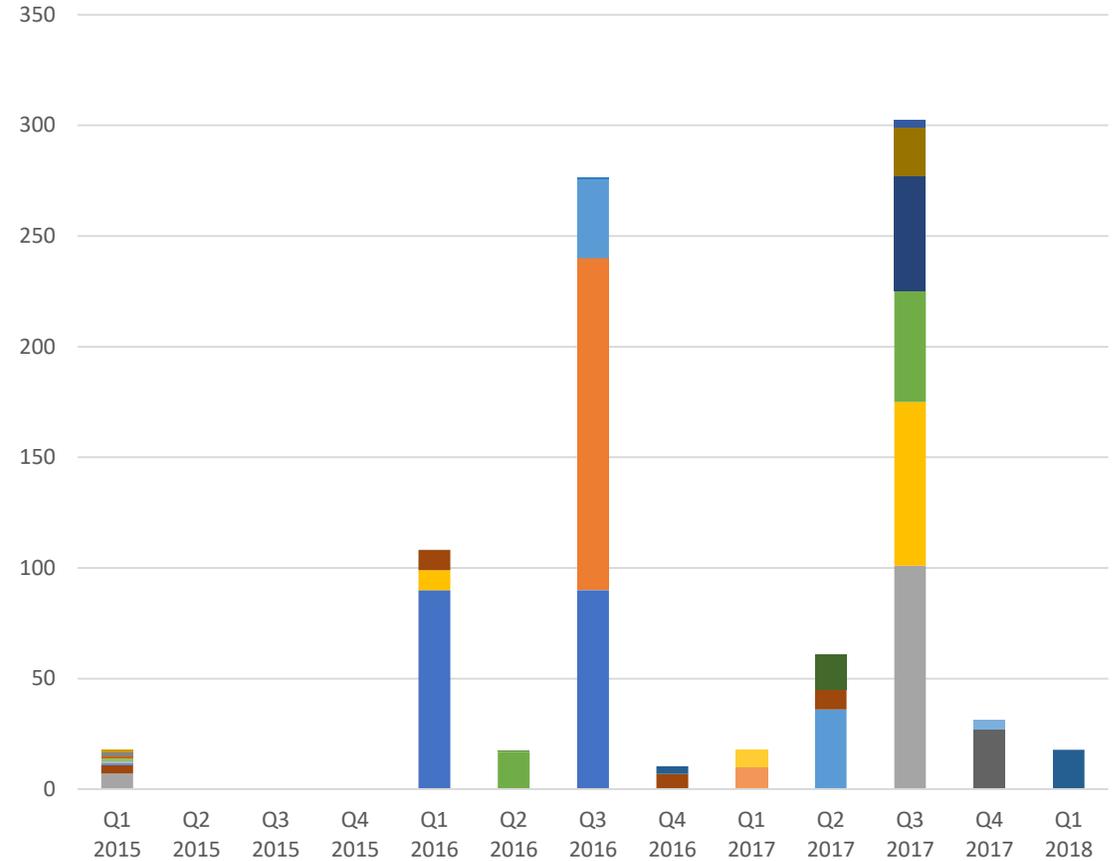
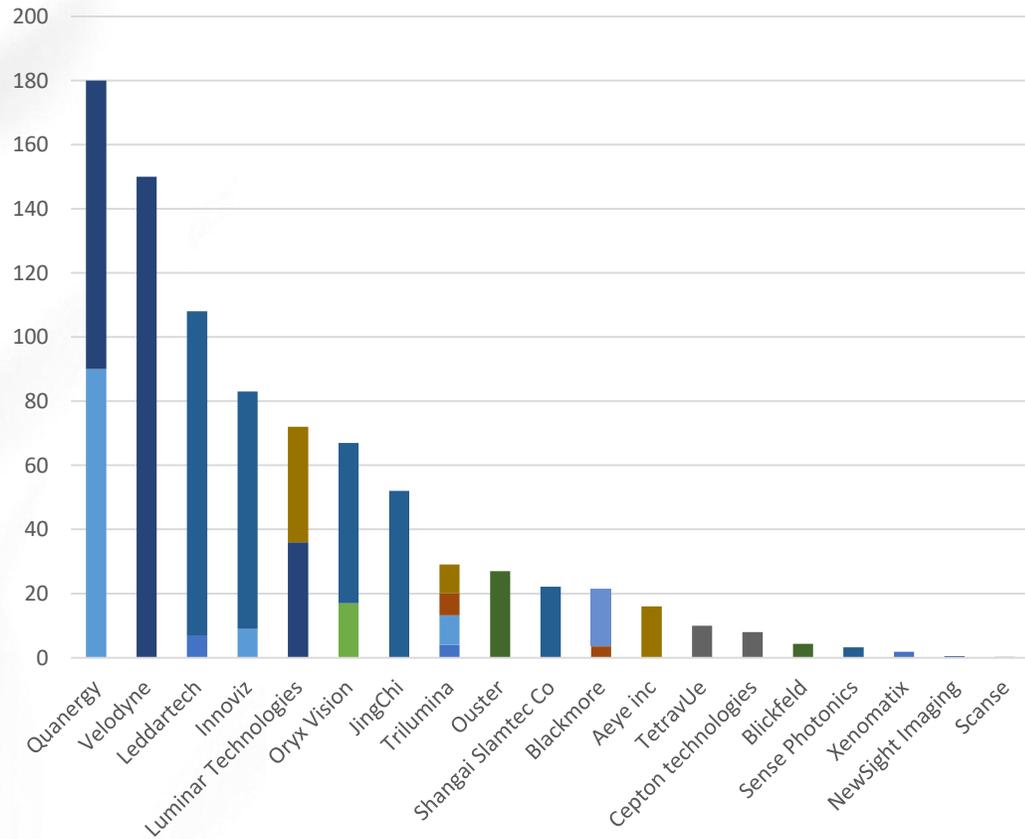


Total: \$1.8M
(2015, series A)

TRENDS IN LIDAR TECHNOLOGIES : NEAR 1B\$ INVESTMENT IN VENTURES IN 3 YEARS

Key VC-investments are made in most mature manufacturer (Velodyne), in Phase-based design (Quanergy, Oryx, Blackmore), in Shortwave-infrared wavelength (Luminar, Quanergy, Oryx) and in MEMS-based design (LeddarTech, Innoviz)

877 M\$ Fundraised in LIDAR in last 13 quarters



Strong investment still required in test with operating 24/7 robocars to validate the safety aspects of autonomous driving



Figure 1. Failure-Free Miles Needed to Demonstrate Maximum Failure Rates

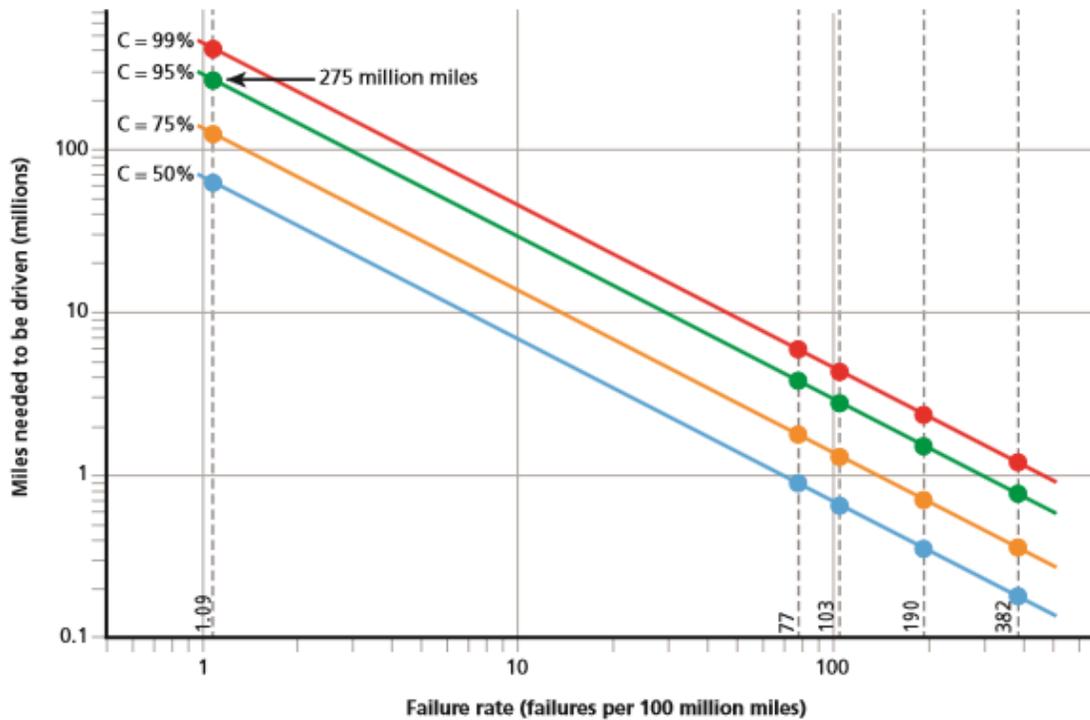
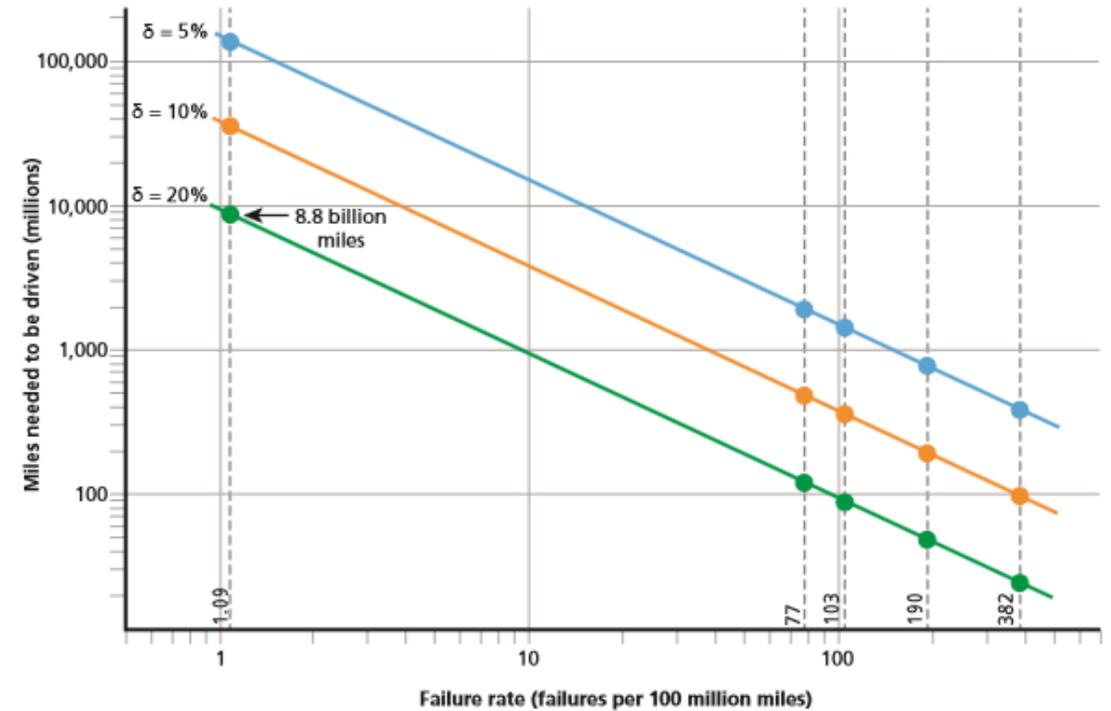


Figure 2. Miles Needed to Demonstrate Failure Rates to a Particular Degree of Precision



Strong investment in test with operating 24/7 robocars to validate the safety aspects of autonomous driving

Figure 4. Miles Needed to Demonstrate with 95% Confidence and 80% Power that the Autonomous Vehicle Failure Rate Is Lower than the Human Driver Failure Rate

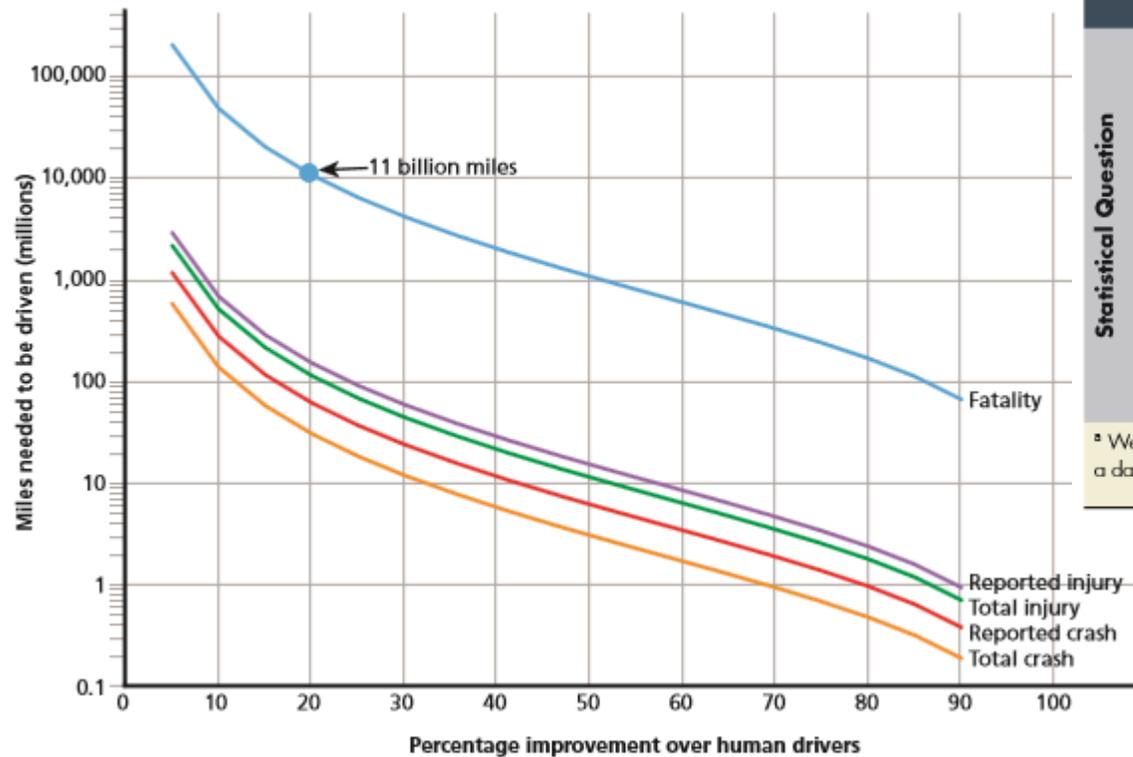


Table 1. Examples of Miles and Years Needed to Demonstrate Autonomous Vehicle Reliability

Statistical Question	Benchmark Failure Rate		
	(A) 1.09 fatalities per 100 million miles?	(B) 77 reported injuries per 100 million miles?	(C) 190 reported crashes per 100 million miles?
(1) without failure to demonstrate with 95% confidence that their failure rate is at most...	275 million miles (12.5 years)	3.9 million miles (2 months)	1.6 million miles (1 month)
(2) to demonstrate with 95% confidence their failure rate to within 20% of the true rate of...	8.8 billion miles (400 years)	125 million miles (5.7 years)	51 million miles (2.3 years)
(3) to demonstrate with 95% confidence and 80% power that their failure rate is 20% better than the human driver failure rate of...	11 billion miles (500 years)	161 million miles (7.3 years)	65 million miles (3 years)

* We assess the time it would take to complete the requisite miles with a fleet of 100 autonomous vehicles (larger than any known existing fleet) driving 24 hours a day, 365 days a year, at an average speed of 25 miles per hour.

12.000 hours lifetime for a laser ⇔ 500 days in 24/7 operation (1,25 years)
 100 vehicles during 12,5 years or 1000 vehicles during 1,25 years to drive the miles ?

At 200 to 300k€ / vehicle, technology test will need 200 to 300M€ investment for low-level validation

Not speaking about security concern (jamming, hacking)

Contents

1. Introduction
2. Automotive, an innovative industry
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4. Which LIDAR technology(ies) for autonomous driving?
5. LIDARs adoption: target costs and market forecast
6. Appendices

3

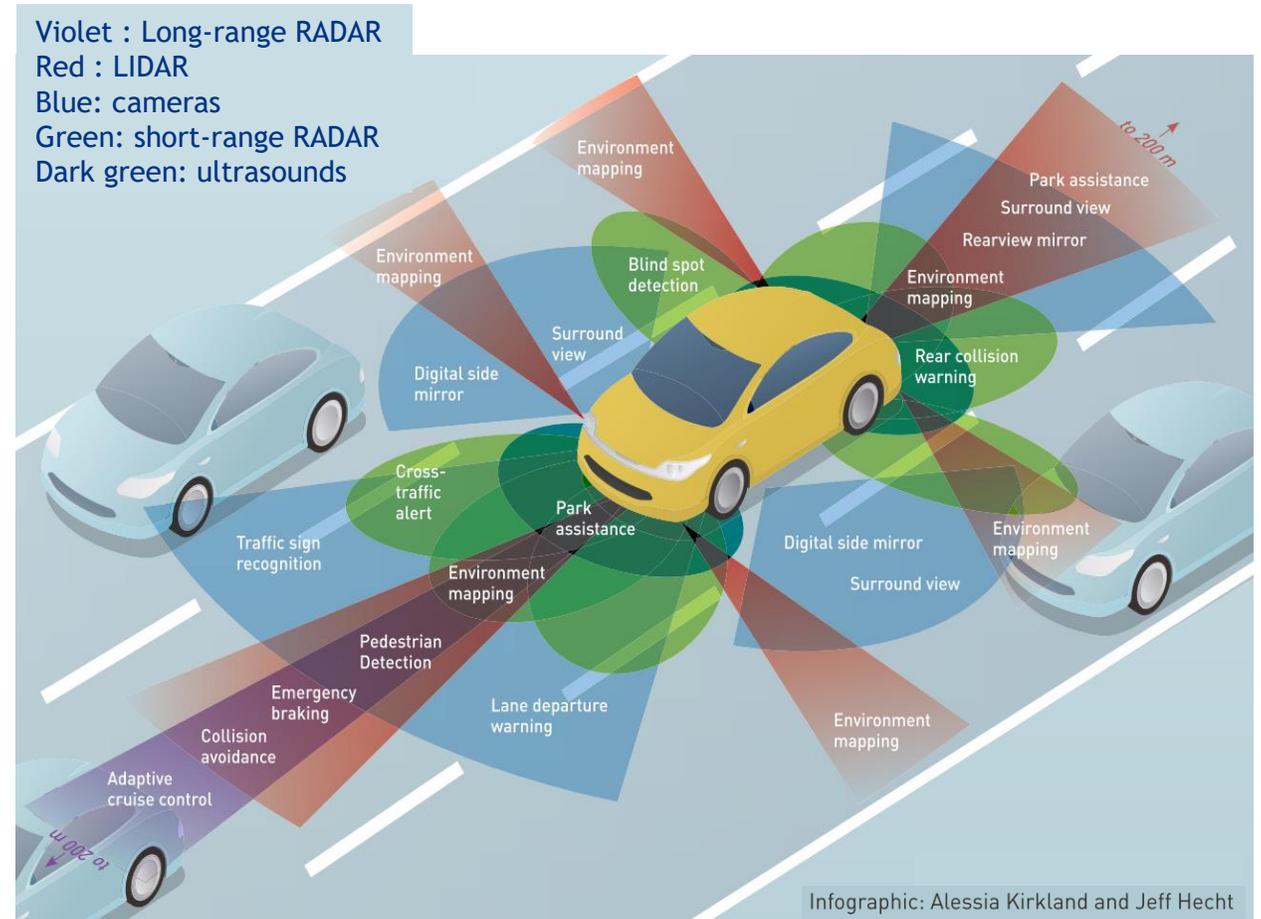
FROM ADAS TO AUTONOMOUS DRIVING: THE ROLE OF LIDARS

- ⇒ Which technologies for which functions
- ⇒ LIDAR, an enabler of autonomous driving

The combination of several sensing technologies seems necessary despite the resulting increase of the "sensing" budget ;
Artificial Intelligence could be a solution to reduce the number of sensors



- The figure on the right highlights the complementarity of sensing technologies for ADAS and, in particular, autonomous cars.
- Sensor fusion is used to combine and analyze data from all sensors to make decisions and communicate them to the actuators (steering, brake, etc.).
- Sensor fusion requires complex data processing. Moreover, increasing the number of sensors, increases the total "cost of sensing" of the vehicle, which induces a high constraint on the individual sensor cost, and therefore a decrease of each sensor quality.
- One can wonder if one or two higher quality sensors could do the same (or a better) job than a set of 4 to 5 lower cost (i.e. lower quality) sensing systems.
- The introduction of artificial intelligence (that would be able to reconstruct the environment / the relevant information from less data points) is investigated to reduce the number of sensors and increase the robustness of automated tasks.



Source of the infographic: Jeff Hecht, "LIDAR for self-driving cars", Optics & Photonics News, January 2018, p 30

COMPARISON OF SENSING TECHNOLOGIES ABILITIES IN ADAS AND AUTOMATED DRIVING SITUATIONS



Sensing technologies are complementary for ADAS tasks: sensor fusion is investigated, especially for autonomous driving

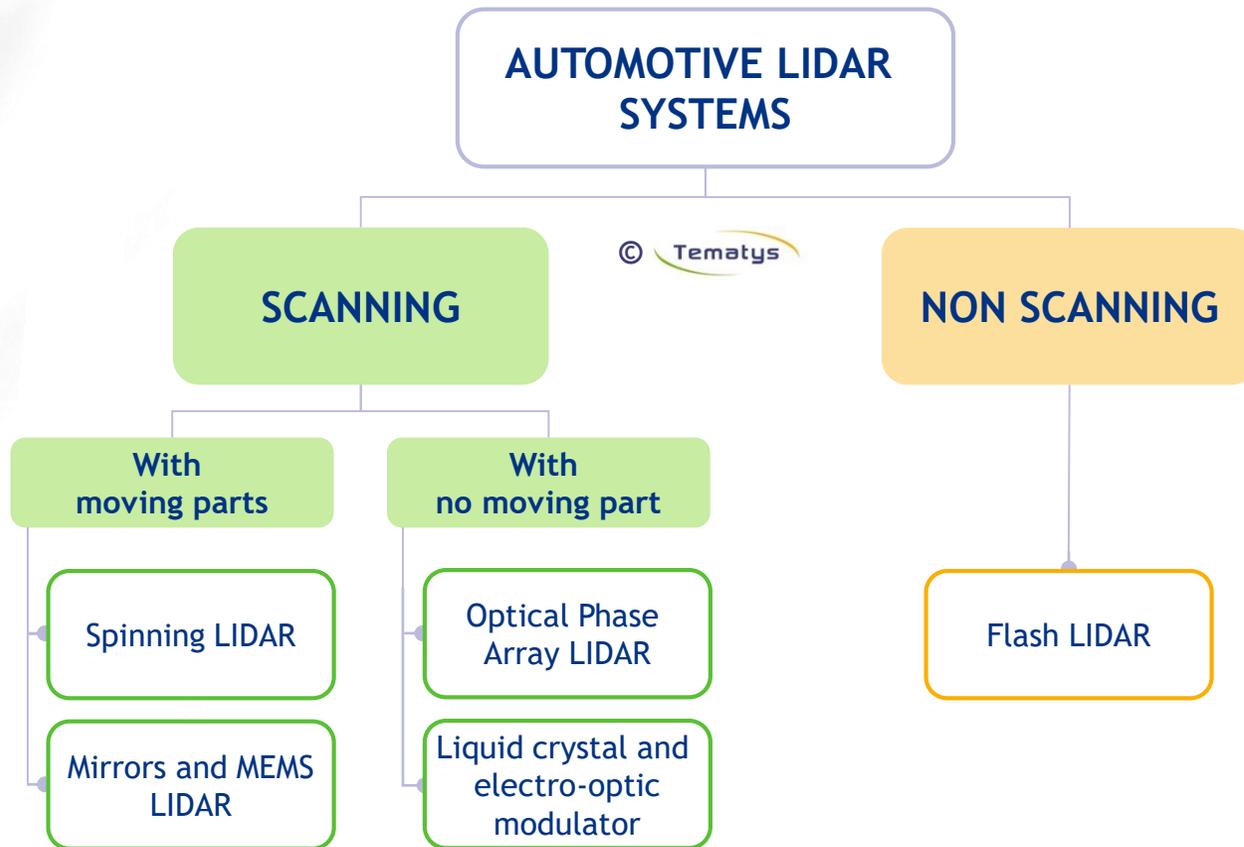
- High ability
- Ability with poor performance
- Inability



	Camera	Long Range RADAR (typically 77GHz)	Short & Mid Range RADAR (typically 24GHz)	Ultrasounds (48 kHz)	LIDAR CMOS < 1µm	LIDAR SWIR > 1µm
Object detection	●	●	●	●	●	●
Object classification	●	●	●	●	●	●
Environment analysis	●	●	●	● (near)	●	●
Distance estimation	●	●	●	● (near)	●	●
Speed measurement	●	●	●	●	●	●
Object edge precision	●	●	●	●	●	●
Lane tracking	●	●	●	●	●	●
Range of visibility	●	●	●	●	●	●
Operation in bad weather	●	●	●	●	●	●
Operation in poor light conditions	●	●	●	●	●	●
Operation in dark	●	●	●	●	●	●



Main LIDAR technologies



⇒ Although it is established among OEMs and suppliers that autonomous vehicles will integrate LIDAR systems, there are several available technologies of LIDARs.

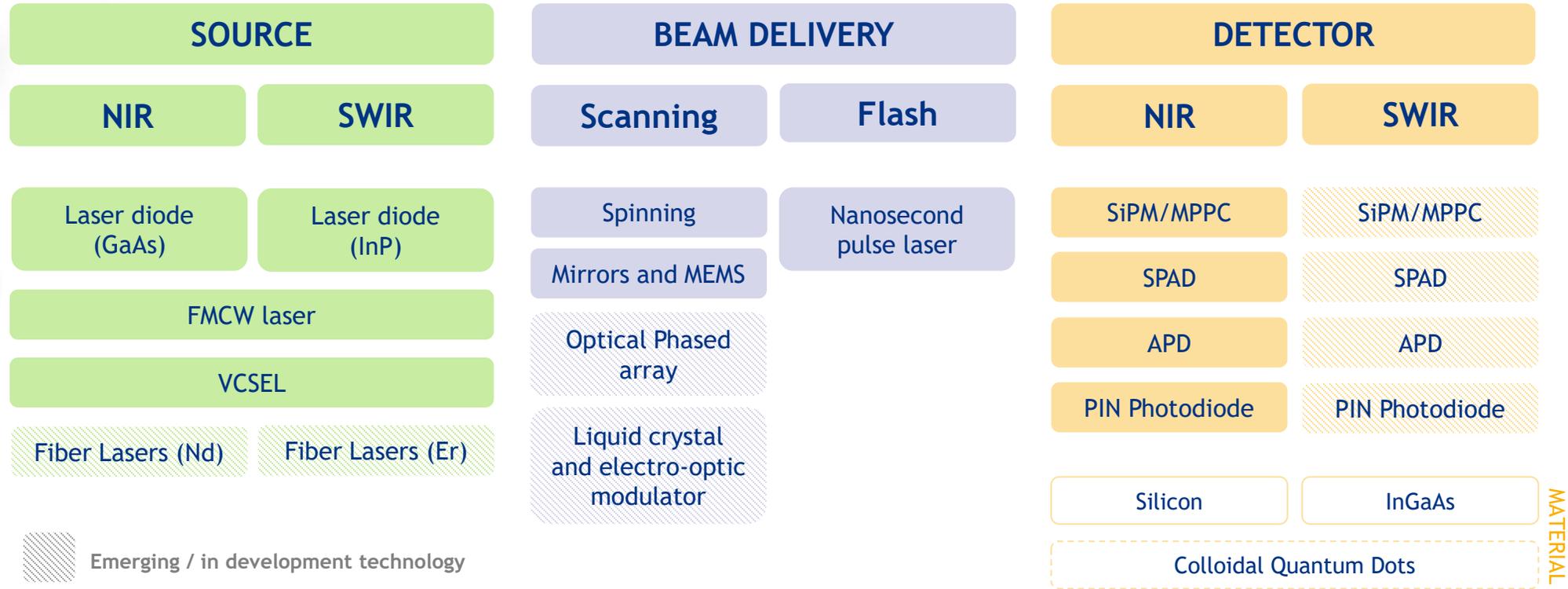
⇒ It is not clear yet which technology (or technologies) will meet automotive requirements in terms of :

- performance (range, resolution, ...),
- operability (support temperatures from -40°C to 125°C, work under bad weather conditions, ...),
- reliability,
- robustness,
- cost,
- manufacturing abilities (mass volume)
- etc.

PORTFOLIO OF AVAILABLE COMPONENTS FOR LIDAR SYSTEMS IN AUTOMOTIVE



Efforts are being made by components manufacturers to find the right compromise between cost and performance



Emerging / in development technology

FMCW: Frequency Modulated Continuous Wave

VCSEL: (Vertical-cavity surface-emitting laser)

MEMS: MicroElectro-Mechanical Mirrors

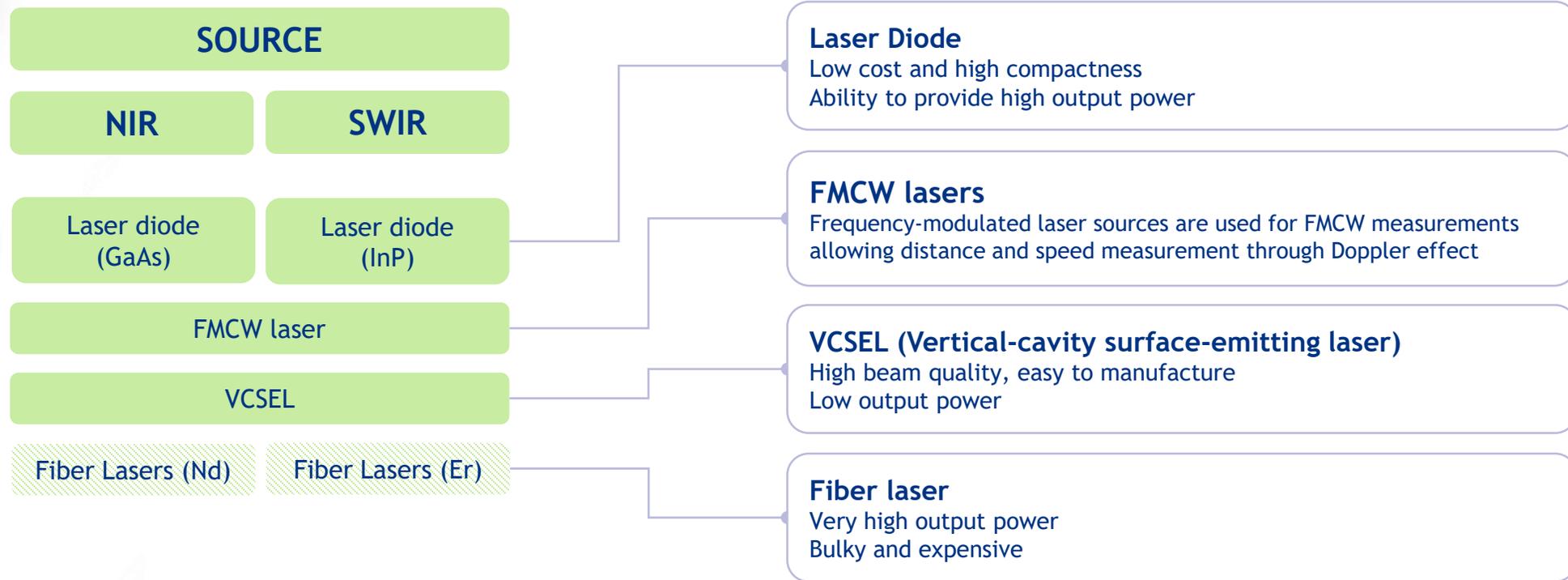
SiPM/MPPC: Silicon Photomultipliers/MultiPixel Photon Counters

SPAD: Single-Photon Avalanche Diode

APD: Avalanche PhotoDiode



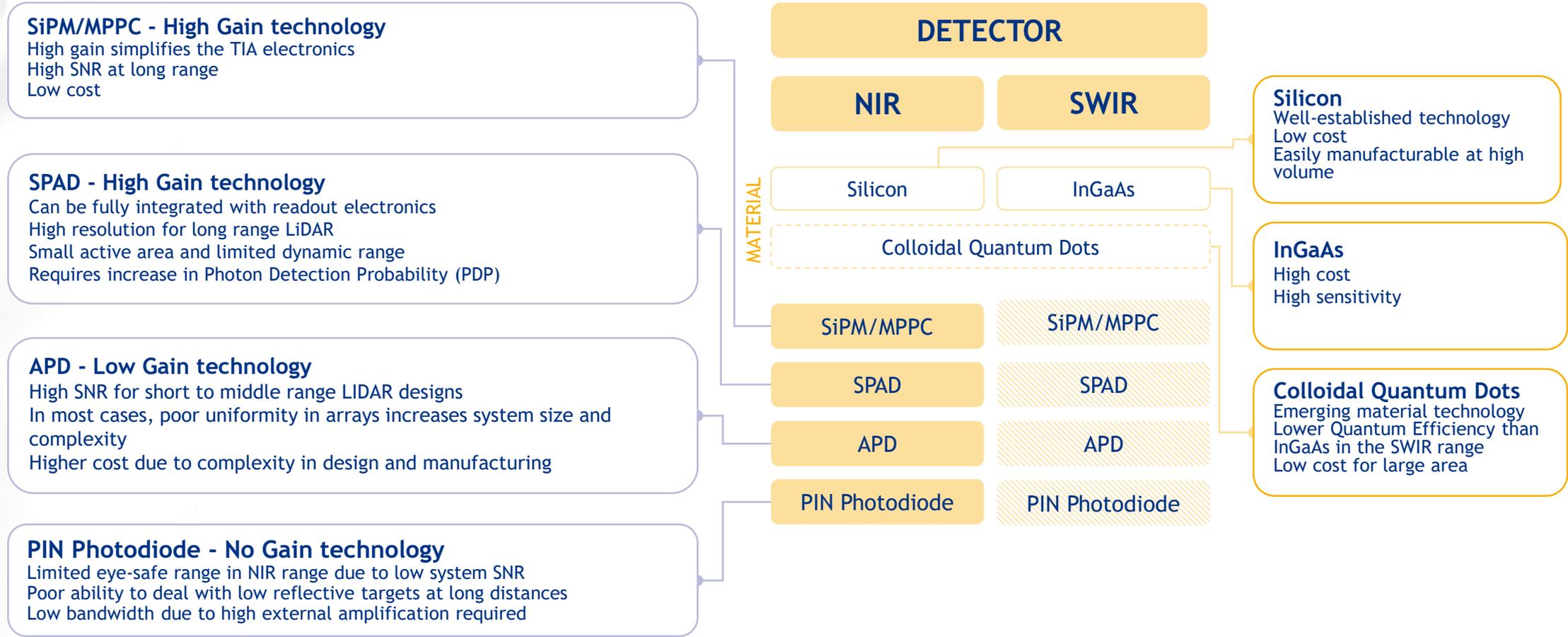
Laser diodes are the preferred choice for automotive LIDAR because of their low-cost, high compactness and high output power



GENERAL CONSIDERATIONS ON DETECTORS FOR LIDARS IN AUTOMOTIVE



High gain technology (SPAD, SiPM) are the most suitable to improve LIDAR performance at lower cost



Source: Melexis presentation, Autotronics conference 2017 ; Jake Li, Sławomir Piatek, "Photonic Technologies for LiDAR in Autonomous/ADAS", Feb 2018

COMPARISON OF LIDAR TECHNOLOGIES REGARDING AUTOMOTIVE REQUIREMENTS



Currently, there is no "perfect" LIDAR technology, developments must be undertaken ; a solution could be to combine technologies

© Tematys	Spinning LIDAR		Flash LIDAR		MEMS LIDAR		OPA
	NIR	SWIR	NIR	SWIR	NIR	SWIR	
Measurement speed	Medium		Fast		Medium to fast		Fast
Measurement range	High	Very high	Low to medium	Very high	High	Very high	High to very high (expected)
Spatial resolution	High		Low		High		Medium
Performance on low reflectivity target	Good		Low		Good		Good
Performance in high ambient light level	Medium	Good	Medium	Good	Medium	Good	Good (in the SWIR range)
Compactness	Bulky		Compact	Medium	Compact		Very compact
Software complexity	Medium		Low		Medium		Medium to high
Eye safety	Good (at low power)	Very good (at high power)	Good (at low power)	Very good (at high power)	Good (at low power)	Very good (at high power)	Very good (in the SWIR range)
Bad weather conditions performance (fog, rain, ...)	Poor	Medium	Poor	Medium	Poor	Medium	Medium (in the SWIR range)
Maintenance	High		Low		Low		Low to medium (calibration)
System cost	High	Very high	Low	Medium to high	Low (for high volume)		Low (for high volume)

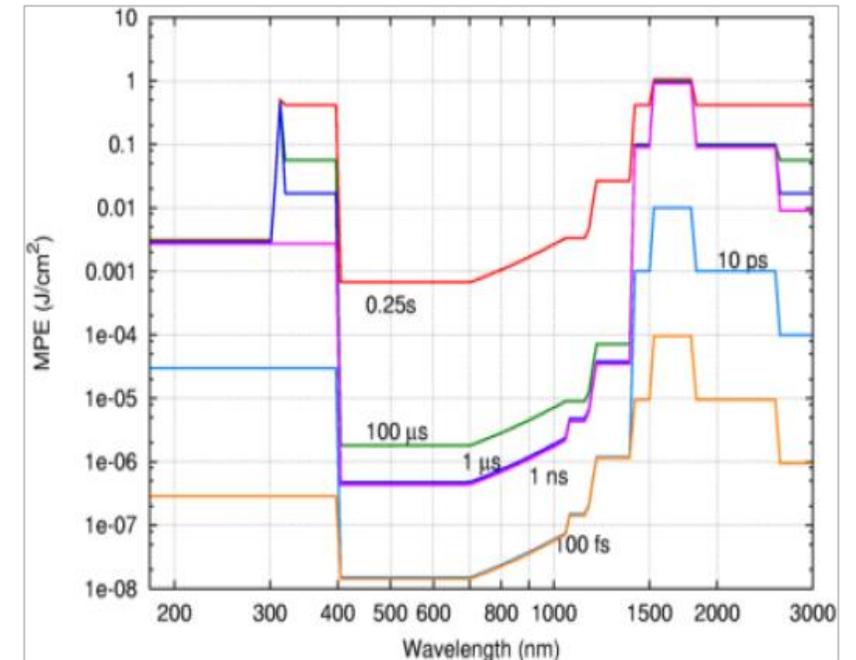


Opportunities for SWIR-based design in the long term

- Current status: the NIR range (typically 905 nm) is widely adopted
 - Main advantage of NIR: compatible with Si technologies → low cost and ability of high volume manufacturing
 - Limitations of NIR: sources are limited to relatively low power to obey eye-safety regulations which limits range
 - Current issues with SWIR :
 - InGaAs detectors are expensive
 - InP sources (laser diodes or VCSEL): issues at the material processing level for industrialization meeting automotive constraints: high volume, low cost
- In the future: the SWIR range (typically 1550 nm) is expected to replace NIR LIDAR, especially in Level 4 and 5 vehicles
 - Longer range: possibility to reach higher power than NIR while meeting eye-safety requirements
 - Maximum Permissible Exposure* (MPE) is gaining almost 6 orders of magnitude for a 1ns pulse when moving the wavelength from 900nm to 1550nm (see graph).
 - Better performance in adverse weather conditions
 - Less ambient noise at 1550 nm: less need of costly ambient light cut filters

*MPE is the highest power or energy density (in W/cm² or J/cm²) of a light source that is considered safe.

Maximum Permissible Exposure (MPE)



MPE as energy density versus wavelength for various exposure times (pulse durations)

Contents

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5

LIDARs ADOPTION: TARGET COSTS AND MARKET FORECAST

- ➔ Market Definition
- ➔ Target Cost
- ➔ Market forecast
 - ❑ Figures and projection about technology maturity are available on demand.
 - ❑ jcochard@tematys.com

Contents

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5. LIDARs adoption: target costs and market forecast
6. Appendices

6 APPENDICES

- ➔ Methodology
- ➔ About Tematys



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Economic databases: Kompass, Dun & Bradstreet ...

Collaborative projects databases: CORDIS, EUREKA, ANR ...

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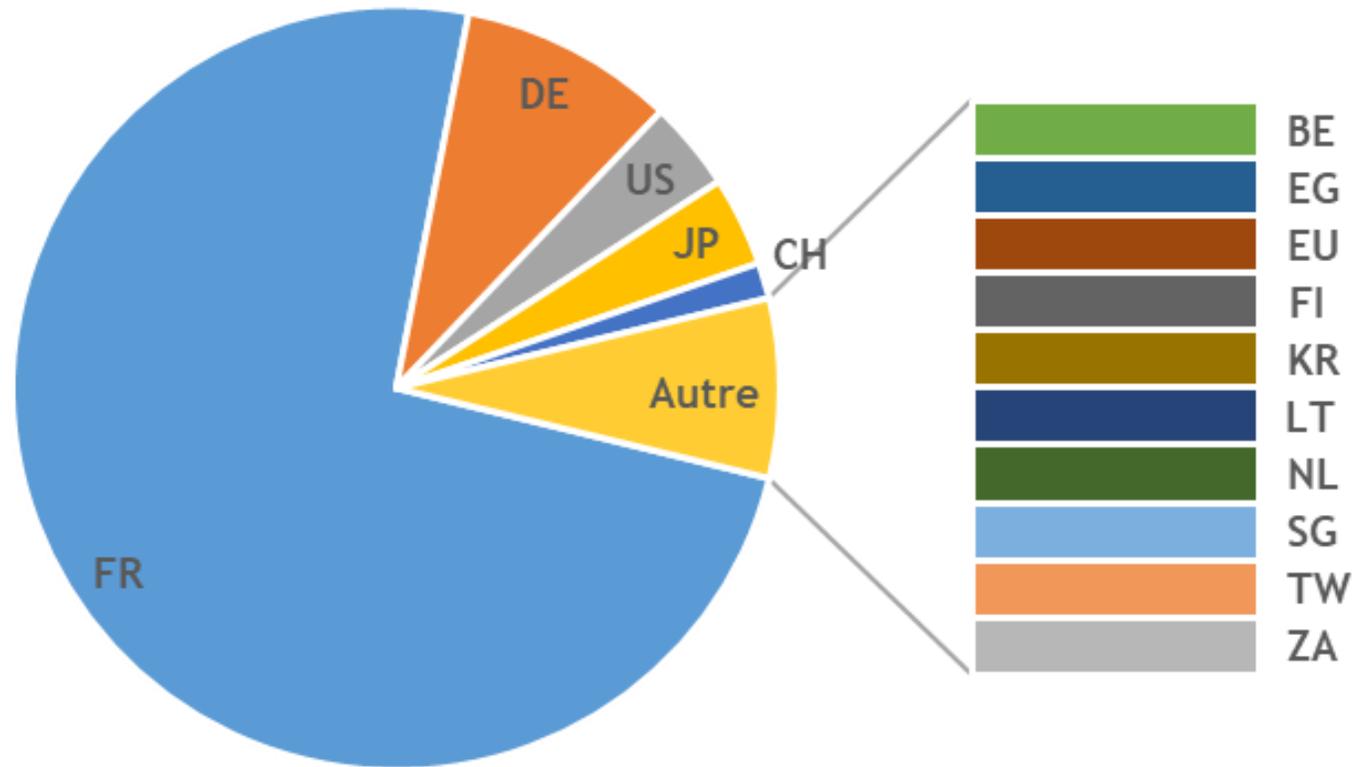


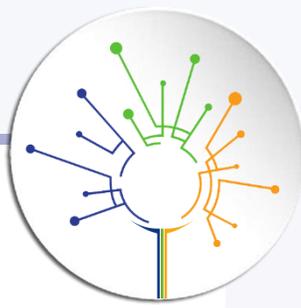
CARTOGRAPHY

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Research Organizations

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International Groups

AIR LIQUIDE - Amplitude systèmes - AZBIL Corp. (JP) - BERTIN Technologies - CANON (JP) - CASINO - COHERENT, Inc. (US) - DIEHL Group (DE) - Doro - ESSILOR - Groupe MAQUET - HORIBA Jobin Yvon - HUTCHINSON - INFINEON Technologies (DE) - LEICA Microsystems (DE) - NIKON Corp. (JP) - Ocktal-SE - ORANGE - OSRAM (DE) - Paramount Technologies (ZA) - PSA - QUANTEL - RÉSEAU FERRÉ DE FRANCE - REUNICA - Robert BOSCH (DE) - SAFRAN/Sagem - Sainte-Lizaigne/Groupe Claire - SCHOTT (DE) - SCREEN Holging (JP) - SIEMENS (DE) - Sofradir - SORIN Group - Sumitomo Electric Industries, Ltd. (JP) - TOPPAN Photomasks Inc. - THALES - Ymk Photonics (SK)



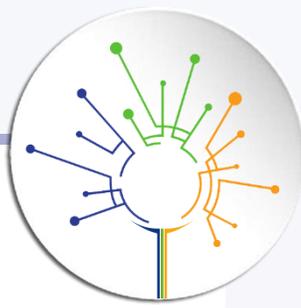
SMEs and Start-ups

Act-Light (CH) - Advotec - AIM Infrarot Module GmbH (DE) - AKA Optics - Altechna R&D (LT) - Apollo Medical Optics, Ltd. (TW) - Archimej - Armelio - Aurea - Bioaxial - BLOCK Engineering (US) - CAMBRIDGE Technologies (US) - Dreem - Elcarim Science (SG) - Eureva - GLOphotonics - Hublex - I2S - Imasonic - Indatech - Innoeco - Innov+ - ISP System - Ivea - Lake Shore Cryotronics (US) - Le Verre Fluoré - LightFab (DE) - LMDC - Lytid - Novoptim - Optopartner - Phasics - Phonoptics - Prestodiag - Probayes - Pyxalis - Seno Medical (US) - Sensup - Silltec - Si-Ware (EG) - SourceLab - Spectral Engine (FI) - Surfactis - Think & Go - T-Waves - Vactec - Lyonix Intl (NL) - Yole Développement



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