

HyperSpectral Technology For Autonomous Vehicles

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Executive Summary

- HyperSpectral (HS) imaging technology crucial for 'better than human' safety in Autonomous Vehicles (AV)
- HS imaging technology allows players to catch-up with AV industry leaders (Tesla/Waymo)
- Investment opportunities exist in hardware & software enabling HyperSpectral technology
- Cost, privacy concerns & government regulations inhibitors to fast adoption
- 5 Key Takeaways and Predictions





Safety Of Autonomous Vehicles

Autonomous vehicle accidents in the news...











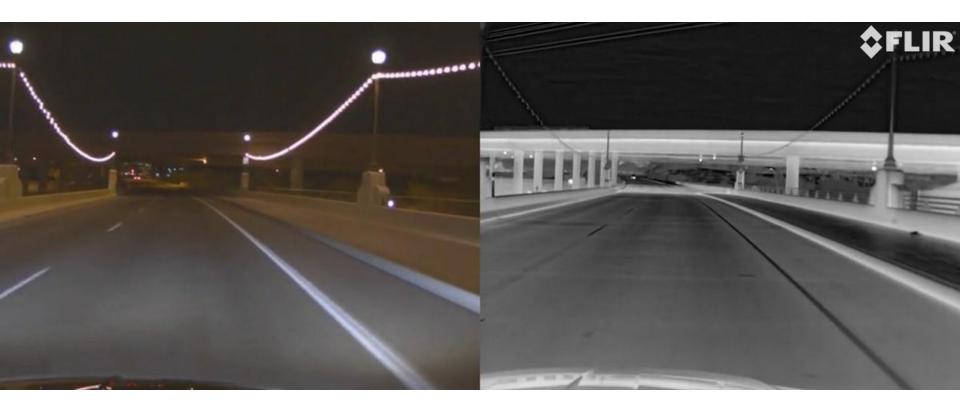


Current camera technology is a limiter for fully autonomous driving





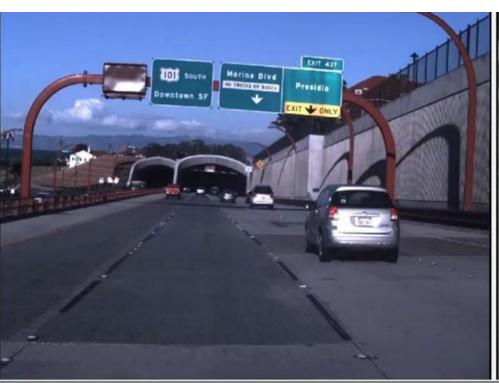
See in the Dark







Ignore Shadows









See Through Fog







Avoid Sun and Headlight Glare

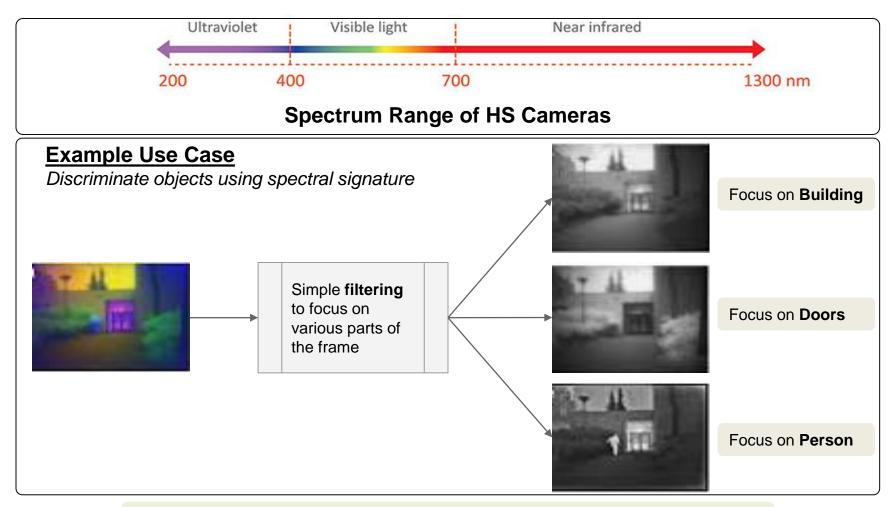








How HyperSpectral Technology Works?

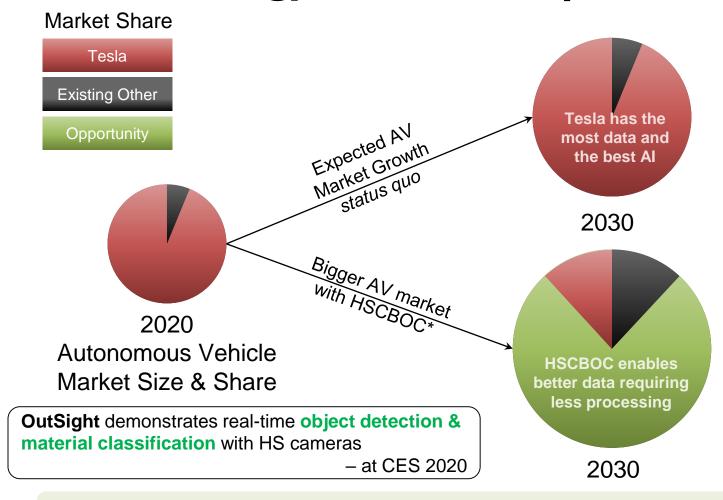


More data & better data needing less processing





HS Technology Could Disrupt AV Market

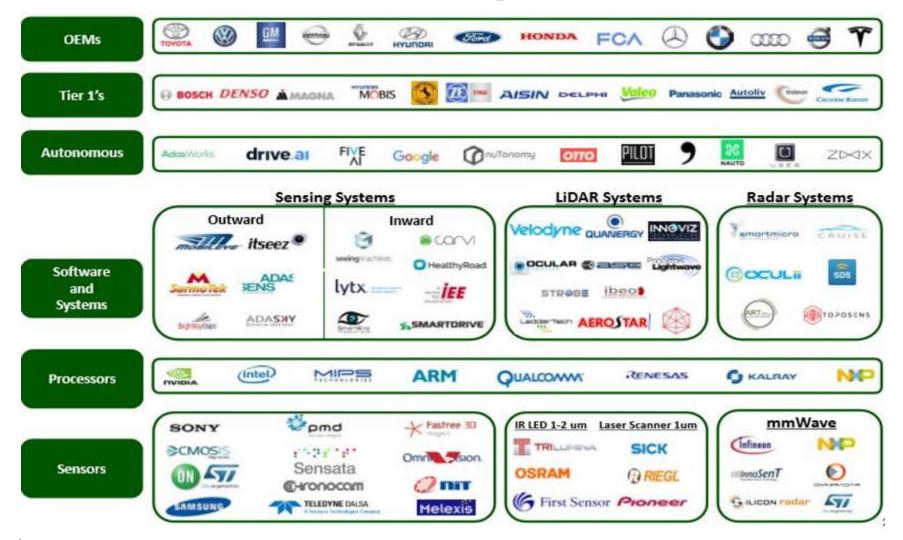


Opportunity for new players to capture the AV market





Automotive Market: Ecosystem...







Automotive Market: Ecosystem... is Expanding



1

Robust ecosystem with multiple players throughout the value chain

2

~75M cars sold in 2019 (Globally)

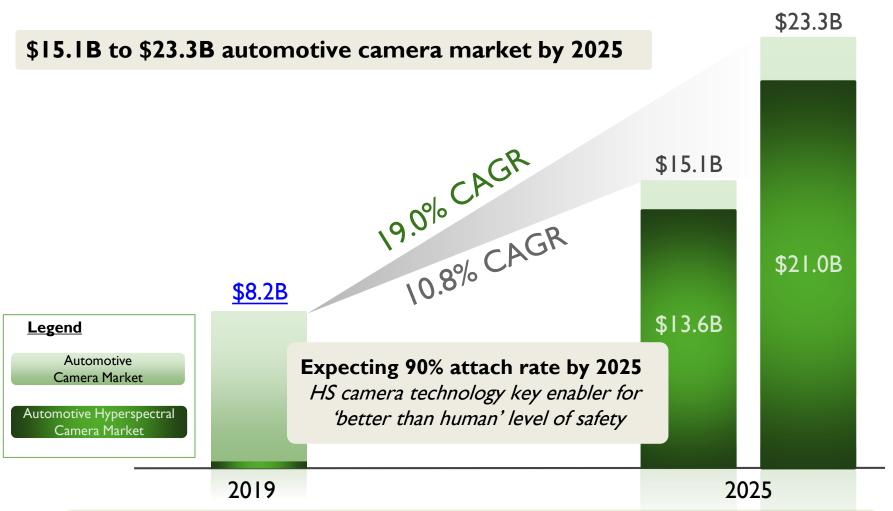
3

~\$4T in sales in 2019 (Globally)





What About Automotive Camera Market?

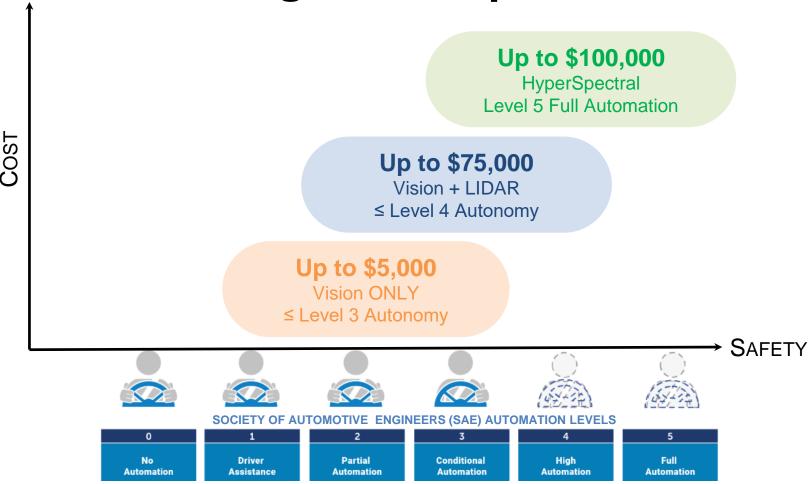


HyperSpectral Market poised to explode in the next 5 Years





Challenge To Adoption: Cost



Perception is better technology cost more....





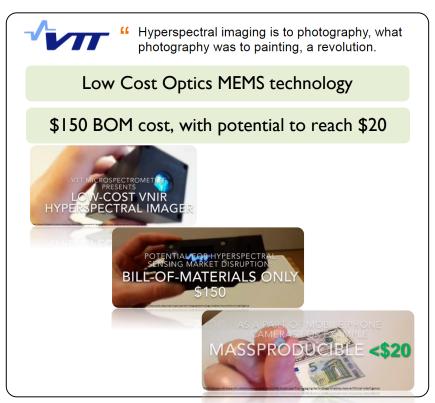
Low Cost HyperSpectral Cameras

HS Camera System Cost: \$20K - \$100K Per Unit, but...

On-going research

University Of Washington OF COMPUTER SCIENCE & ENGINEERING Microsoft Research Goal: Develop smaller & cheaper HS cameras for Mobile devices \$800 HS camera **HyperCam**

In the news



Low Cost HS Cameras starting to hit the market



Hyperspectral Cameras Disruptions By 2025

Disruption

Likelihood

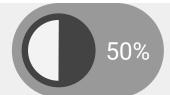
Enablers & Inhibitors

Replace Visible Cameras



- 1. Improved safety
- 2. Higher cost

Replace LIDAR systems



- 1. LIDAR systems are currently expensive
- 2. Could be replaced by multiple HyperSpectral cameras
- 3. LIDAR system costs are trending down

Level Playing Field



- 1. Reduce need for processing
- 2. Limit need for complex algorithms
- 3. Initial high costs could be a barrier to entry

Adoption in infrastructure



- 1. Increased safety with connected vehicles
- 2. Help with surveillance & insurance claim resolutions
- 3. Government regulations & privacy concerns

Inhibitors exist, but none appear to be show-stoppers





Key Takeaways

- HyperSpectral imaging technology delivers the safety consumers demand for autonomous vehicles
- The technology is ready... and the price is dropping!
- Provides business and investment opportunities for new players in the autonomous vehicle market











Estimating the Auto Camera TAM for 2019

Auto Camera Market Size for 2019:

75M Cars X 5% Leve2+ Cars X 7 Cameras X \$300 Cost Per Camera = \$7.9B

References:

- 1. (Statista) # of cars sold worldwide between 2010 and 2020 75M cars sold globally in 2019
- 2. Level2 + Car Sales = 5% of 75M cars

 3.75M Level2+ cars (conservative estimate)

Canalys Newsroom - 10% of all cares sold in US in Q2'19 at least at Level 2

3. Camera Cost Per Car = 7 Cameras X \$300 Cost Per Camera **\$2,100** Camera Cost Per Car (conservative assumption)

Cost to turn a car into a self-driving vehicle $-\frac{$6,000 \text{ for cameras in a car}}{6-8 \text{ cameras per Level 2/3 car}}$ Adding a backup camera to your vehicle $-\frac{$150 - $400 \text{ per camera}}{8 \text{ cameras per Level 2/3 car}}$





Matrix of Sensors Capabilities

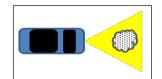
	Hyperspectral Camera	Standard Camera	RADAR	LiDAR	Ultrasonic
Object Detection					
Object Classification					
Distance Estimation					
Object Edge Detection					
Lane Tracking					
Range					
Bad Weather					
Low Light					
Current Cost					



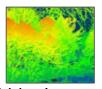
Reference: Hyperspectral camera adapted in part to http://umich.edu/~umtriswt/PDF/SWT-2017-12.pdf



Camera Image (Road in Fog)



Radar Data (Unknown Object)



Lidar Image (Trees)



Ultrasonic Data (Unknown object)

HS Cameras can solve current AV sensor deficiencies



