Welcome to Internet of Things & Connected Vehicles

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Internet of Things … is changing and transforming everything from business to life

Internet of Things … represents a massive wave of technical innovation

India … has a big role to play in this, and we will enable India to become a leader
USE CASES

- CONNECTED VEHICLES
- INDUSTRY 4.0
- ENERGY
- HEALTHCARE
- "FIN"-TERNET OF THINGS
- CONNECTED COW
Everything will be connected.

2017

unlimit

No limits for applications
Who we are?
unlimit

means

no limit
That we should know about India's vehicle market
Growth India 2015-2025

35% CARG

market share 2025

8.4%
“Cars have become the ‘ultimate mobile device’ and we, the people, are becoming ‘connected drivers’”
Thilo Koslowski at Wired.
## Connected Services Adoption Levels

<table>
<thead>
<tr>
<th>Interaction</th>
<th>50% Nearing Car</th>
</tr>
</thead>
<tbody>
<tr>
<td>Driving Preparation</td>
<td>50%</td>
</tr>
<tr>
<td>Lock &amp; Unlock</td>
<td>50%</td>
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<table>
<thead>
<tr>
<th>Driving Management</th>
<th>100% Setting destination</th>
</tr>
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<tbody>
<tr>
<td>Fuelling</td>
<td>50%</td>
</tr>
<tr>
<td>Parking</td>
<td>25%</td>
</tr>
<tr>
<td>Insurance</td>
<td>0%</td>
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<table>
<thead>
<tr>
<th>Infotainment</th>
<th>100% Entertainment</th>
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<tbody>
<tr>
<td>Mobile Device Utility</td>
<td>75%</td>
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<table>
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<tr>
<th>Convenience</th>
<th>100% Shopping</th>
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<tbody>
<tr>
<td>Payment</td>
<td>25%</td>
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<table>
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<tr>
<th>Service &amp; Security</th>
<th>75% Emergency</th>
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<tr>
<td>Theft Protection</td>
<td>50%</td>
</tr>
<tr>
<td>Maintenance &amp; Diagnostic</td>
<td>75%</td>
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</table>
Execution challenges for a market like India
India has a different strategy.

Dubai Autonomous Transportation Strategy, by 2030, 25% of all trips in Dubai will be driverless.
16 deaths every hour on the road

1% of the Total World Vehicle population produced 10% of world accidents

Financial losses of 3% of GDP due to road traffic injuries

Journey speeds will slow down by more than 50% by 2040.
That’s not realistic for the next years in India
To be successful you need:

- **IoT experts** with long experience
- A dedicated full **IoT focused team**
- **Best coverage** for vehicle services
- An **open architecture** to be flexible
- **Automotive grade** technology
- Automotive ready **business models**
- **SPOC for India** relevant requirements
- To be **OEM ready**!
Coverage

Coverage

Coverage

Coverage

Coverage

Coverage
RCOM and RJIO are the only operators who are launching Pan-India 4G-LTE services with seamless fall back on 2G and 3G.

Best coverage for Connected Vehicles
Open Architecture Serves All!
Automotive grade Technology
How we start!

1. WE ARE CREATING AN ECOSYSTEM FOR IoT IN INDIA
2. unlimit STARTER
   We introduce you to the world of IoT with our Starter Kits
   We will support you to be a part of a digital success story
3. unlimit TRACKING
   Asset Tracking
   Vehicle Tracking
   Business-Specific Portals Drive
   • Insights
   • Asset utilization
   • Profitability
## Features of unlimit CONTROL

<table>
<thead>
<tr>
<th>Go to Market Fast</th>
<th>Real-time Visibility</th>
<th>Service Reliability</th>
<th>Set &amp; Forget Automation</th>
<th>API Driven</th>
<th>Control Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manage device lifecycle</td>
<td>Gauge the status of your devices and monitor usage</td>
<td>Identify issues quickly</td>
<td>Diagnose connectivity issues on your own</td>
<td>Take automation to the next level</td>
<td>Real-time visibility of your costs</td>
</tr>
<tr>
<td>Avoid high cost of DOA</td>
<td>Make changes as needed</td>
<td>Diagnose connectivity issues on your own</td>
<td>Resolve 80% of issues yourself</td>
<td>Integrate with your IT systems</td>
<td>Instance access to your invoices</td>
</tr>
<tr>
<td>Automate provisioning</td>
<td></td>
<td>Resolve 80% of issues yourself</td>
<td></td>
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Get to market faster by scaling your deployments
Grow up your business and scale up
Increase customer satisfaction
Zero-touch management with business rules driven automation
Streamline your business processes
Stay on track for accurate budgeting

*Features of unlimit CONTROL*
Connected Vehicle ready

SIM & Module portfolio
Automotive ready Business Models
The AUTOmobile becomes the autoMOBILE

Mobility revolution impact automotive business models

The Opportunity
1. Digital technologies will enable OEMs to establish a much closer customer relationship.
2. In addition, the "Connected Car" opens up new "Vehicle to Consumer" (V2C) and "Vehicle to Business" (B2V) relationships.

The History
Historically, the Dealer-to-Consumer relationship, supported by the Business-to-Dealer relationship, has been the key relationships in the automotive industry.
The Gateway of India for IoT

Direct Sales

Enterprise Channels

Partner Channels

Reliance Group

Digital Marketplace

Partner

OEM

Partner
That could be interesting for OEMs and partner

1.293 Bn GDP growth > 7% p.a. + 1.381 Bn GDP growth > 6% p.a. = 36% of world population
How can IoT better serve OEM customers?
Meet the OEMs
Summary

IoT experts with long experience

A dedicated full IoT focused team

Best coverage for vehicle services

An open architecture to be flexible

Automotive grade technology

Automotive ready business models

SPOC for India relevant requirements

To be OEM ready!
and this is just the beginning ...

Follow us: #UnlimitByReliance
THANK YOU
FOR YOUR ATTENTION

unlimit
POWERED BY RELIANCE