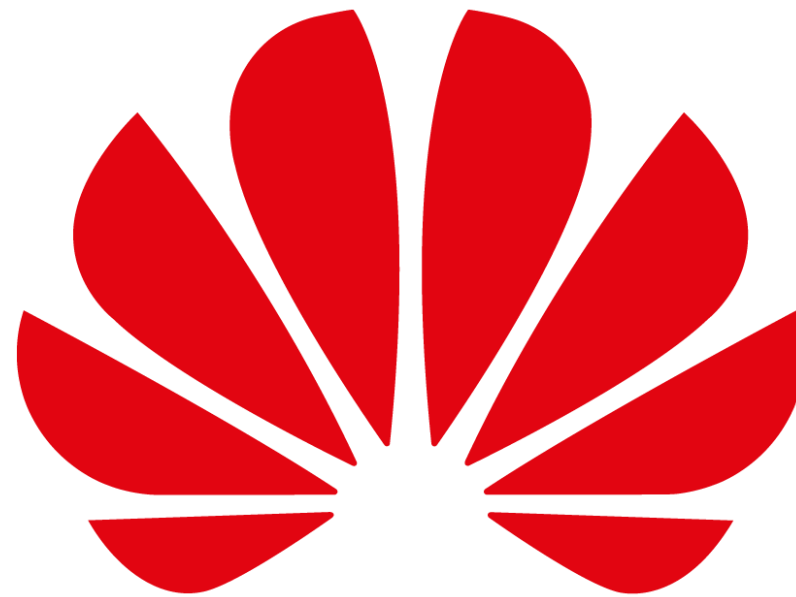


Better Connection, Wider life

Szanati László
Senior IT Product Manager



HUAWEI

Huawei Update

1

2013 Business Performance

MAKE it
POSSIBLE

Huawei Group



\$35.4B

REVENUE 2012



\$39.6B

REVENUE 2013, 11.3% YOY GROWTH

\$7.5B

REVENUE 2012



\$9.0B

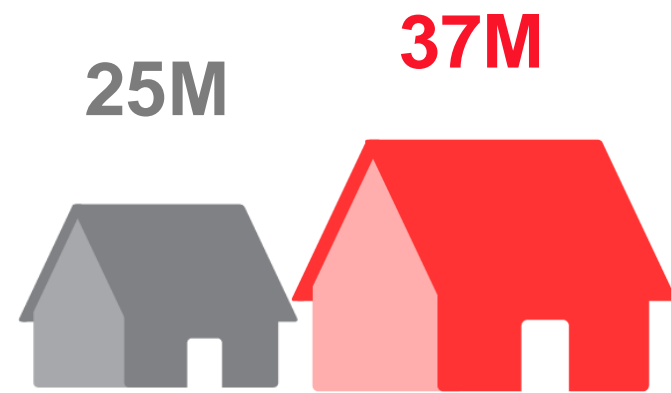
REVENUE 2013, 20% YOY GROWTH

Consumer Business



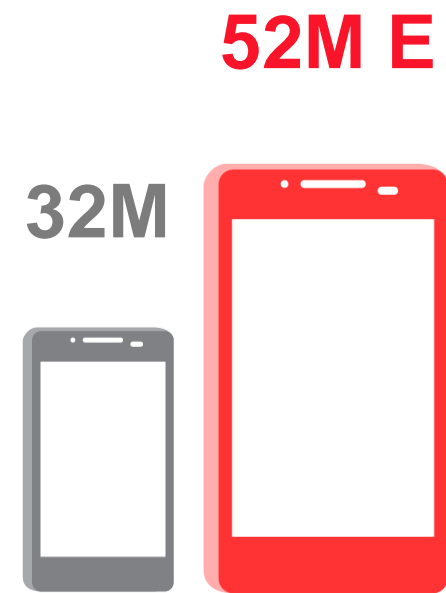
Full Range of Products

MAKE it
POSSIBLE



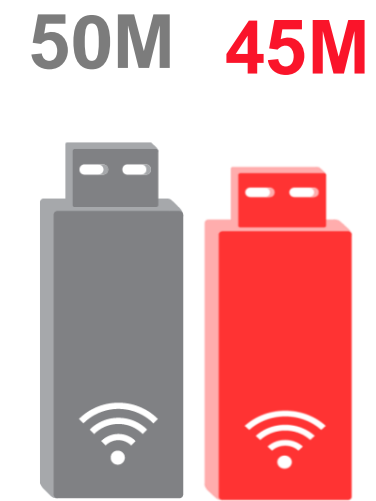
Home device

No.1
in access device



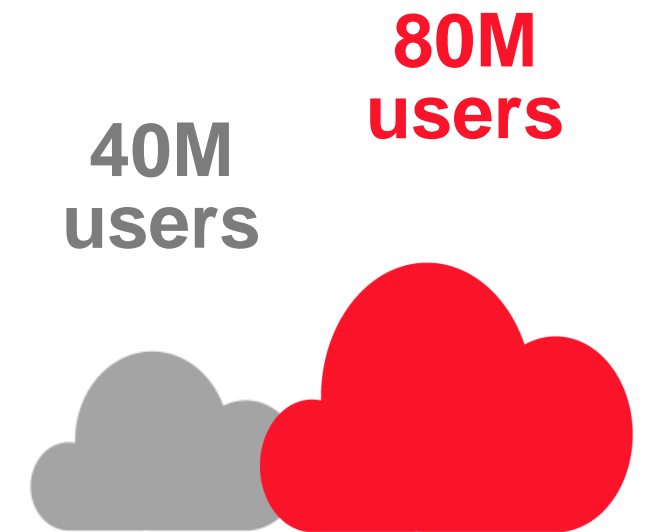
Smartphone

No.3
in 2013 Q3



MBB

No.1



Cloud service

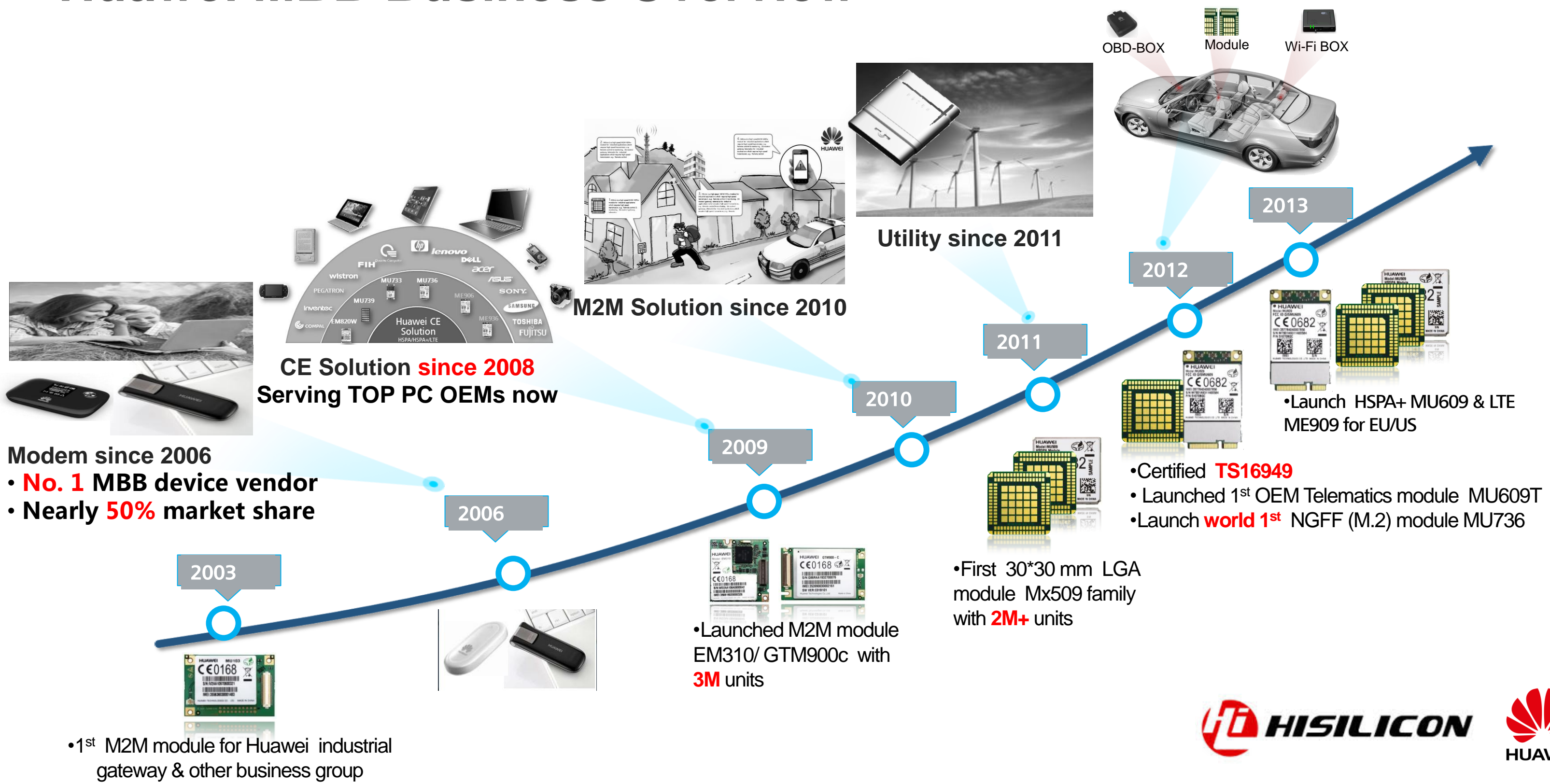
1M app

■ 2012 Shipment
■ 2013 Shipment



Huawei MBB Business Overview

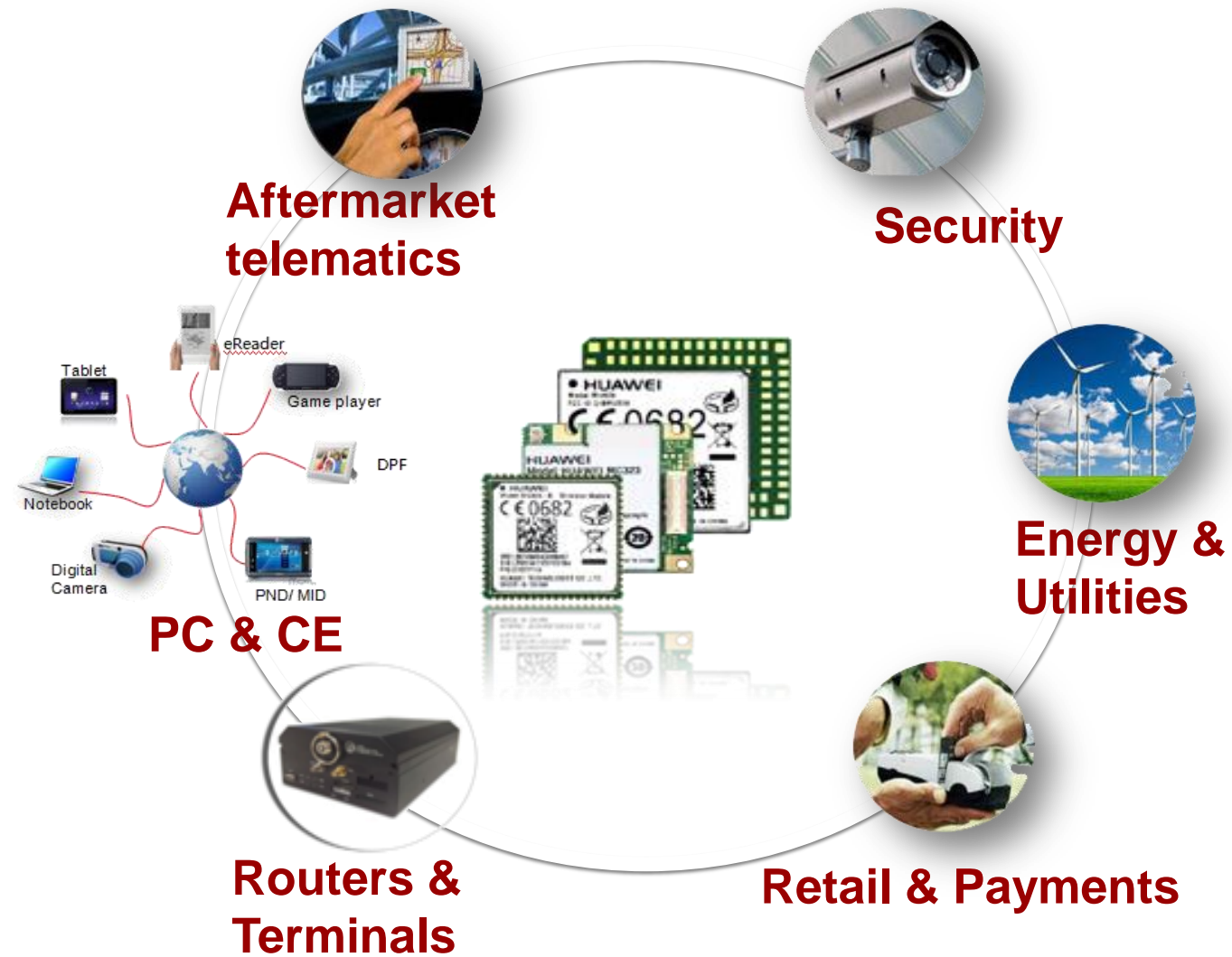
MAKE it
POSSIBLE



Huawei M2M Strategy

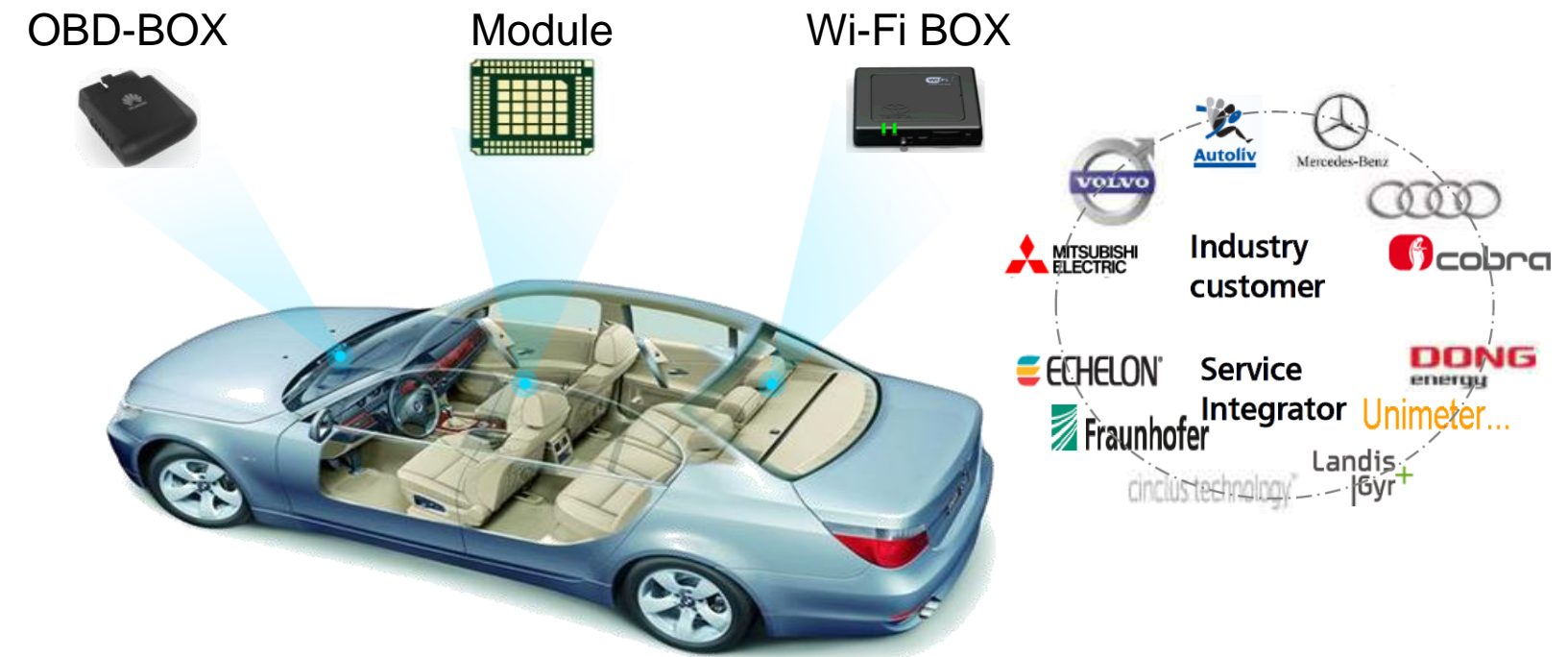
MAKE it
POSSIBLE

M2M Solutions



We focus on selected key M2M markets

OEM Telematics



A tough market, we cooperate with leading auto manufacturer/ integrators



Usage Based Insurance

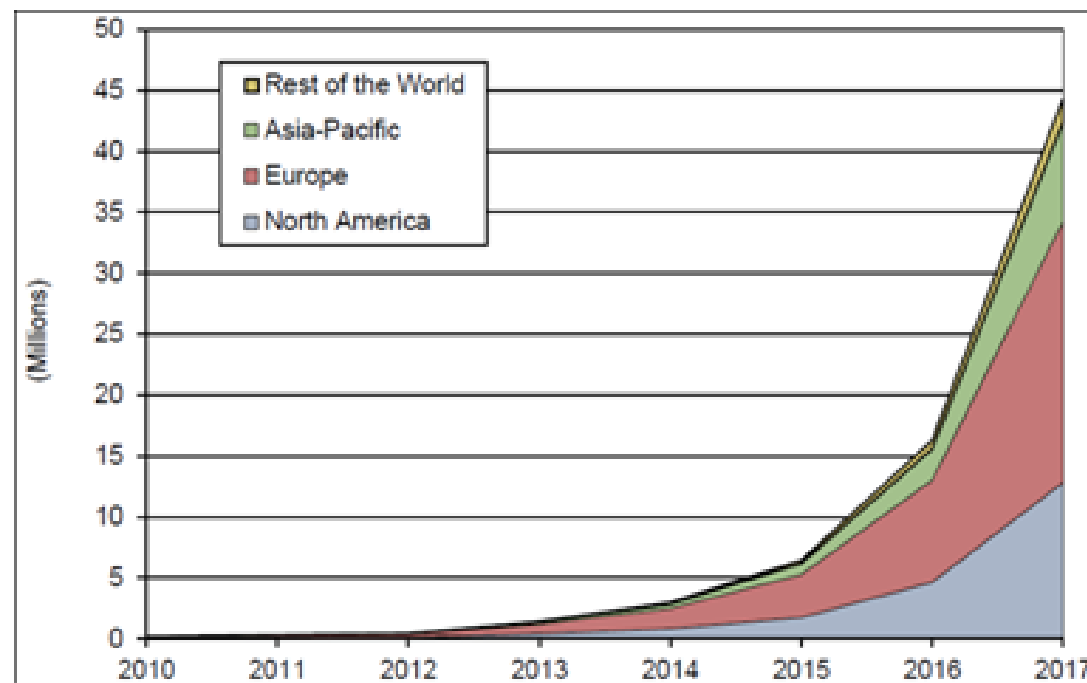
2

What is UBI (Usage Based Insurance)?

MAKE it
POSSIBLE

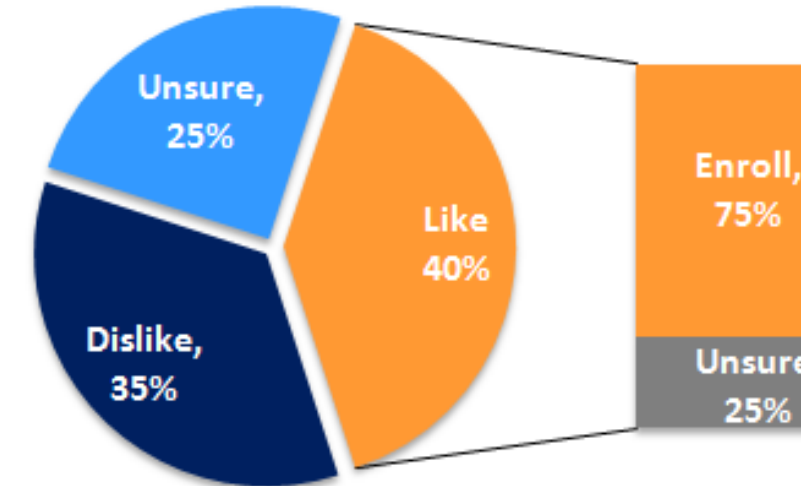
Usage based insurance is a type of automobile insurance, the costs of motor insurance are dependent upon type of vehicle used, measured against time, distance, behavior and place.

The rapid growth of UBI terminal.



Source:ABI

More than 30% of the customers will become UBI users.



Source:Progressive

UBI Service include:

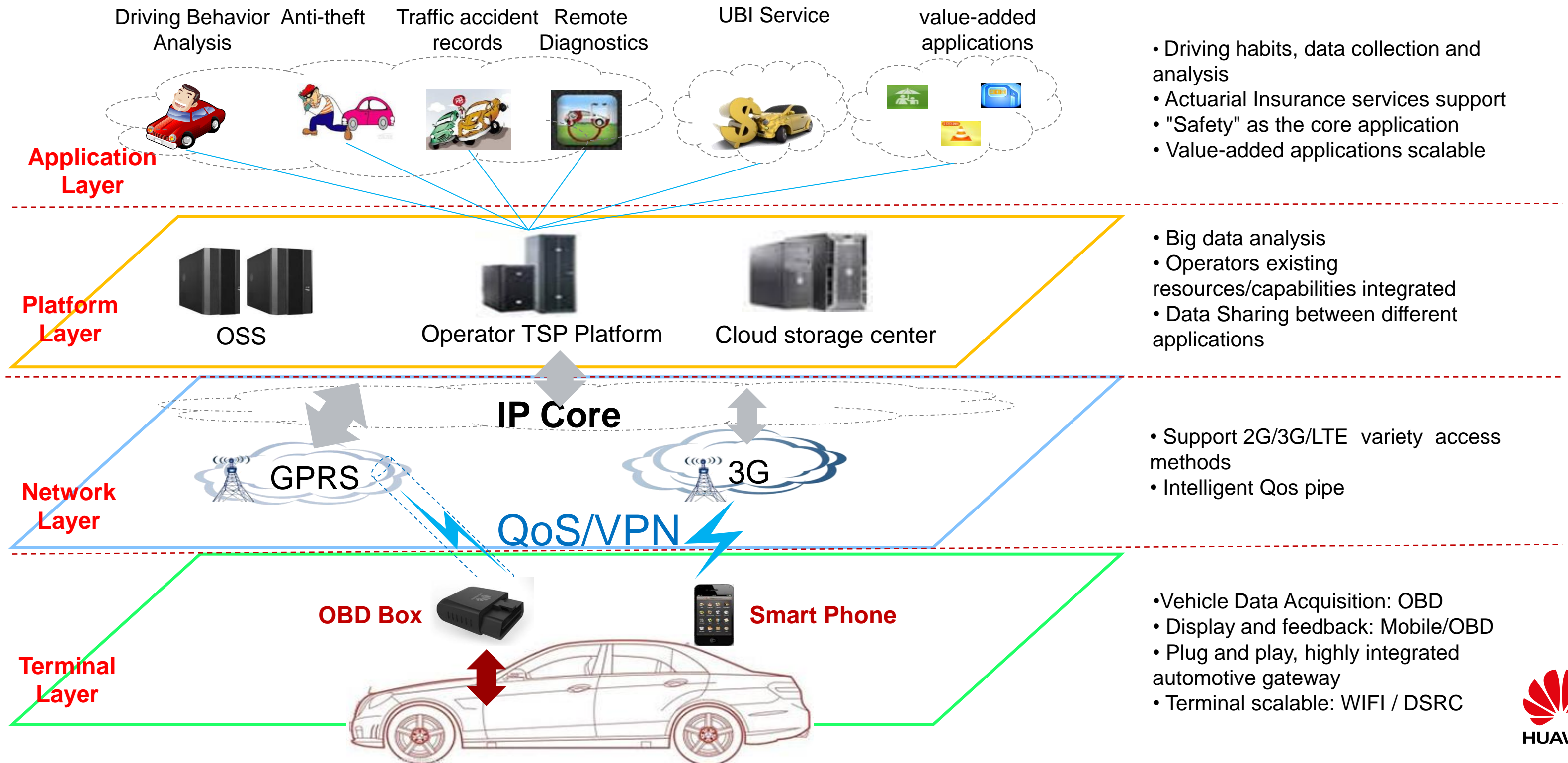
PAYD=Pay As Your Drive

PHYD=Pay How Your Drive

PWYD=Pay Where & When Your Drive

Huawei UBI Telematics Solution

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POSSIBLE



DA3100 Spec and Highlights



High lights

- Plug & Play
- Easy to install
- Smart size
- Match 99% of cars built since 1996

Features



| | |
|---------------|--|
| RF module | UMTS 850 /900/1900/2100 |
| | GSM/GPRS/EDGE 850/900/1800/1900 MHz |
| Memory | 1MB FLASH |
| Power Input | Vehicle battery(DC 12 V) |
| GPS | GNSS : GPS |
| Interfaces | OBDII (J1962) /EOBD |
| | Bluetooth 4.0 Optional |
| | LED*3 |
| Antenna | Internal (UMTS & GPS, BT Optional) |
| Size | 65×44×24mm |
| Temperature | -20 °C to +70 °C (Operating) |
| | -40 °C to +85 °C (Storage) |
| OBD Protocols | ISO 15765-4 (CAN), ISO 14230-4, ISO 9141-2, SAE J1850 VPW, SAE J1850 PWM |

Huawei UBI Platform — Driving Information Overview

MAKE it
POSSIBLE

Evaluation driver's driving behavior and Calculating premium discount

| Premium Discount |
|--|
| Compare basic insurance premiums and discounts information between the current insurance period and the previous insurance period. |
| Driving Overview |
| The overview information of the drivers, include Composite score, ranking, driving mileage and average speed |
| Driving Score |
| Composite score / ranking, mileage / road / time / brake / acceleration / cornering / speed score |
| Driving Advice |
| Current period problems and suggestions for improvement. |

| Summary | Location | Trace | Report | Dashboard | Calculator |
|---|----------|----------------------|--------|-----------------------|------------|
| Current Discount | | Next Discount | | Drive Status | |
| Base Premium | | Next Premium | | Evaluation Period | |
| ¥ 4522 | | ¥ 4457 | | 2012/01/10~2013/09/06 | |
| Current Discount | | Next Discount | | Overall Score | |
| ¥ 170 | | ¥ 65 | | ★★★★☆ | |
| | | | | Overall Ranking | |
| | | | | Exceeds 44% users | |
| | | | | Mileage | |
| | | | | 0 0 0 1 5 . 5 km | |
| | | | | Average Speed | |
| | | | | 0 2 3 . 1 km/h | |
| Current Usage | | | | | |
| Mileage | | Road | | Speeding | |
| Score | | Score | | Score | |
| ★★★★☆ | | ★★★★☆ | | ★★★★☆ | |
| 81 | | 85 | | 82 | |
| Speed | | Time | | Braking | |
| Score | | Score | | Score | |
| ★★★★☆ | | ★★★★☆ | | ★★★★☆ | |
| 82 | | 75 | | 81 | |
| | | | | Turning | |
| | | | | Score | |
| | | | | ★★★★☆ | |
| | | | | 82 | |
|   Your current overall score is 4 stars. ,Compared to last period, you have made improvements on Speed,Turning,Braking, with margin in Speeding though. More improvements, more score! | | | | | |
| TIPS | | | | | |
| Concern the live traffic, and avoid driving at peak time. Do not drive with fatigue. | | | | | |

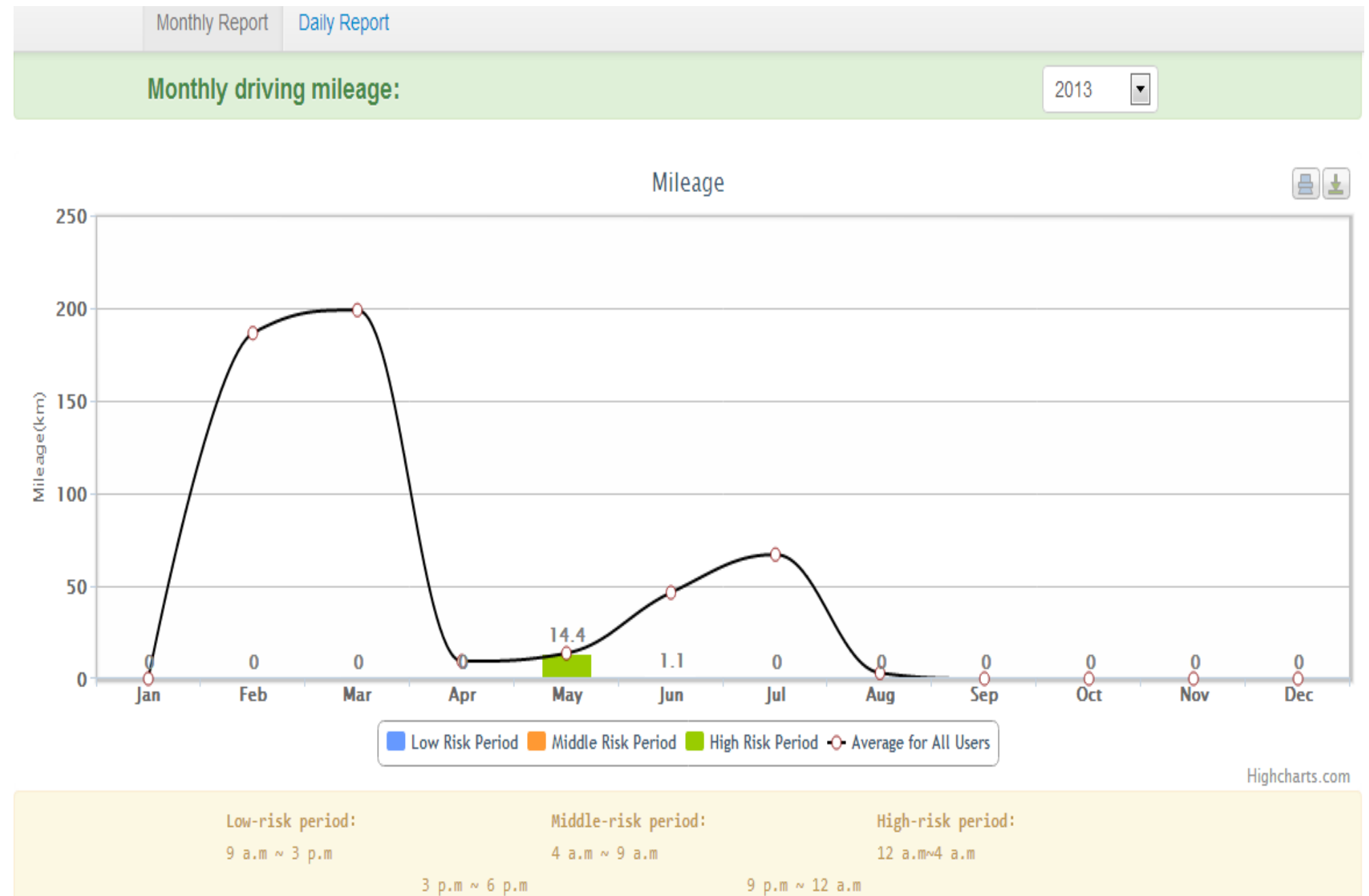
Huawei UBI Platform — Dangerous Behavior Report

MAKE it
POSSIBLE

Automatically identify drivers dangerous behavior and formulate site report

Main functions

- Determine the risk of driving behavior occurred during driving.
- Formed a detailed report for each dangerous driving behavior.
- Statistics the dangerous driving behavior in some period .
- Improve drivers safe driving habits.



Huawei UBI Platform — Statistical Reports

MAKE it
POSSIBLE

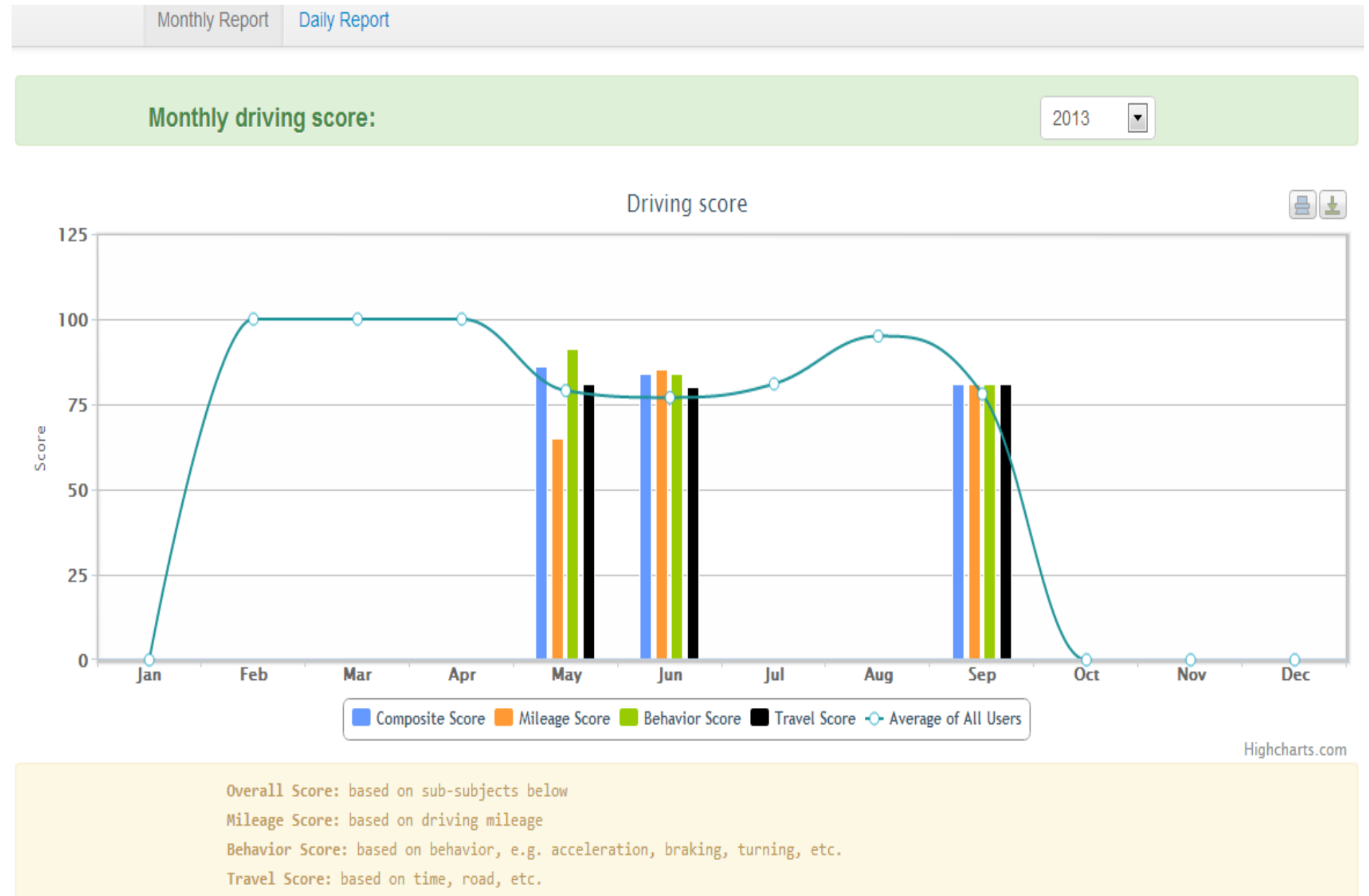
Monthly/daily driving data statistics and driving behavioral evaluation

Monthly Statistical Report

- Monthly composite score
- Monthly statistics driving behavior
- Monthly mileage statistics
- Monthly traffic analysis: different risk sections of mileage
- Monthly driving time analysis: travel time for different time periods
- Monthly speed analysis: faster than 120km / h with mileage

Daily Statistics Report

- Daily mileage Analysis
- Daily driving time analysis
- Daily driving traffic analysis



Huawei UBI Platform — Self Premium Calculation

MAKE it
POSSIBLE

Pulling drivers consciously, targeted to improve driving behavior

Main functions

- Show the insurance premiums of the previous period.
- Estimate the insurance premiums of the next period.
- Meet the requirements of the corresponding driving class.

Summary

Location

Trace

Report

Dashboard

Calculator

Current Saving

¥170

+
-
×
=

Estimated Saving

¥70

| Score for Last Period | Saved | | Score for next Period | Will Save |
|-----------------------|-------|----------|-----------------------|-----------|
| 85000km | ¥ 20 | Mileage | 20000km | ¥ 10 |
| ★☆☆☆☆ | ¥ 10 | Braking | ★★★★★ | ¥ 10 |
| ★★★★★ | ¥ 50 | Speeding | ★★★★★ | ¥ 10 |
| ★★☆☆☆ | ¥ -20 | Turning | ★★★★★ | ¥ 10 |
| ★★★★★ | ¥ 30 | Speed | ★★★★★ | ¥ 10 |
| ★★★★★ | ¥ 40 | Road | ★★★★★ | ¥ 5 |
| ★★★★★ | ¥ 40 | Period | ★★★★★ | ¥ 15 |



Success Case Sharing

3

Audiovox OBD Box: A “Do It Yourself” Solution

MAKE it
POSSIBLE



Device Provider



Solution Provider



Telecom Operator



Consumer

Provide with

- DA3100
- Technical support

Provide with

- Data transmission protocol
- TSP server
- After-sale service

Provide with

- 2G/3G network
- Sales channels
- Charges management

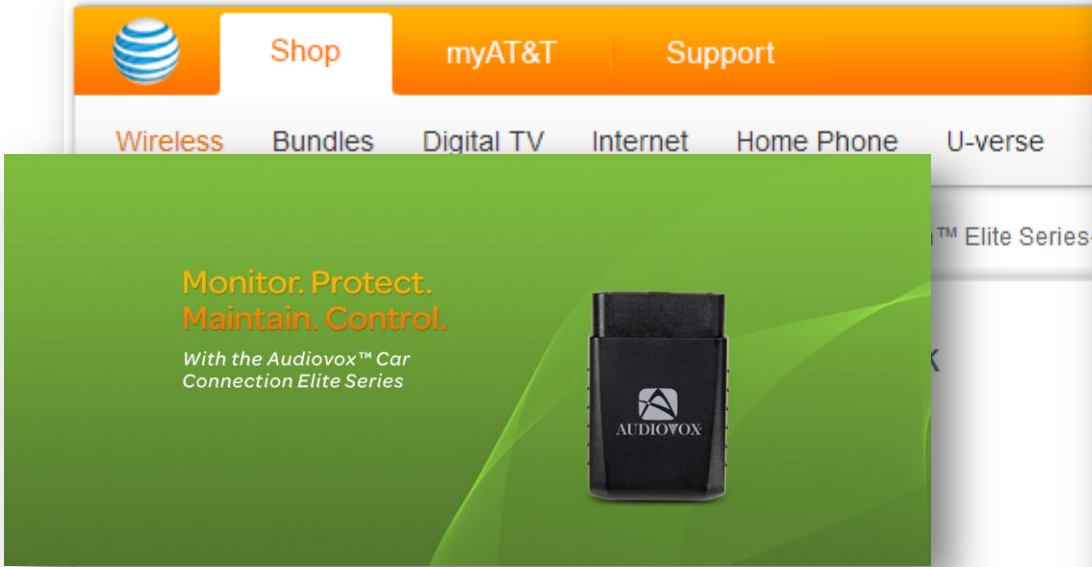
Provide with

- Final Profit





Audiovox OBD Box: A “Do It Yourself” Solution

MAKE it
POSSIBLE



Monitor. Protect. Maintain. Control.
With the Audiovox™ Car Connection Elite Series





audiovox car connection
ELITE SERIES

Username
Password

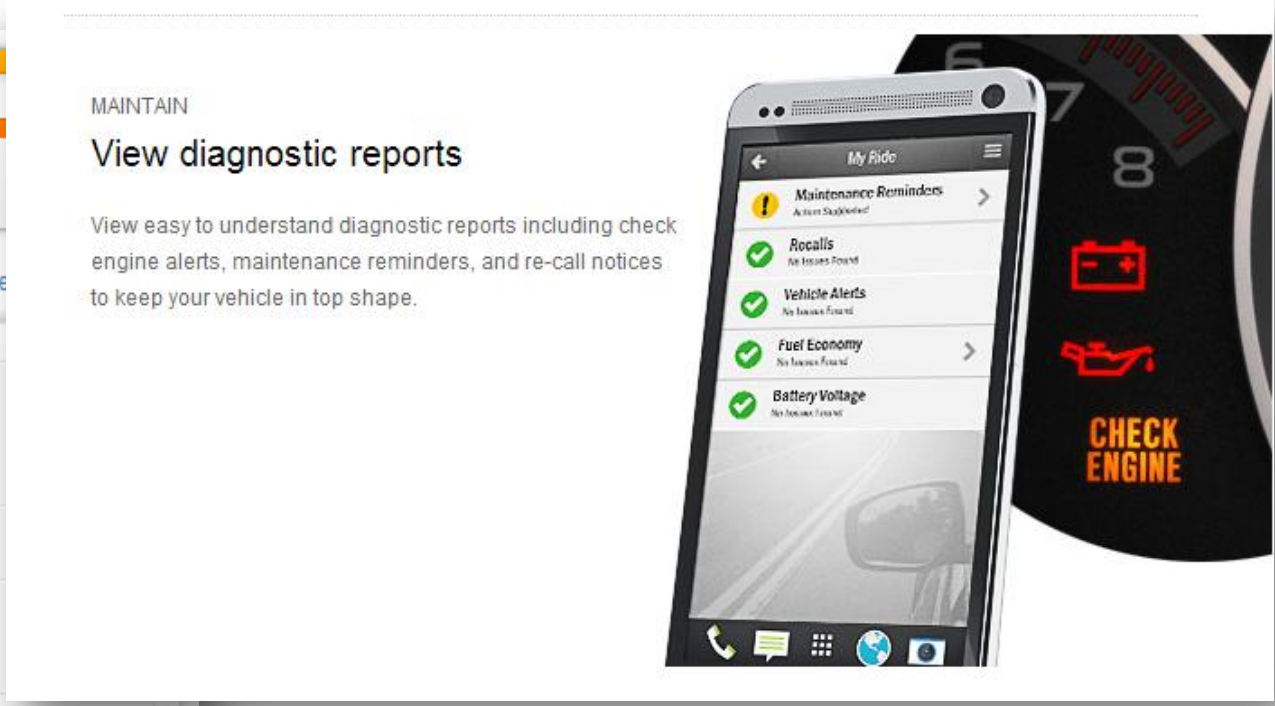
☐ Keep Me Signed In

Sign In

Don't have an account yet?
Register

[Forgot Password?](#)

\$179.99



MAINTAIN

View diagnostic reports


View easy to understand diagnostic reports including check engine alerts, maintenance reminders, and re-call notices to keep your vehicle in top shape.

My Ride


- Maintenance Reminders
- Recalls
- Vehicle Alerts
- Fuel Economy
- Battery Voltage

CHECK ENGINE


Key Features




MONITOR
Keep tabs on your vehicle online or from any smartphone or tablet




PROTECT
Reduce driver distraction* and provide feedback on driving habits. *Requires additional app available for Android™ and BlackBerry® smartphones.



MAINTAIN
Check engine alerts, maintenance reminders, and recall notices.



CONTROL
Use summaries of recent trips including destinations, miles traveled, trip time, and fuel consumption to control your costs.



PROTECT

Get notices, safety alerts, and driver feedback

Get automatic notices and safety alerts for excessive speeding, maintenance issues, and towed or stolen vehicles. Receive Driver Scores to provide feedback on driving habits that can be improved. Use an additional smartphone app† to limit use of a phone while the vehicle is being driven.

†Available for Android™ and BlackBerry® Smartphones.



Building better connected world!

MAKE it
POSSIBLE

