

# Split billing and charging

## Why it is important for car makers

# RENAULT GROUP OVERVIEW

## 1 Alliance



## 3 Brands



## Strategic cooperation and partners

DAIMLER



## Key Figures

Renault is now present in **118 countries**

Group sales worldwide: **2,6M vehicles (+3.1% vs 2012)**

**25.4%** market share in **France**

**9.5%** market share in **Europe**

**3.3%** market share in the **World**

*Résultats commerciaux 2012*

# 2011–2013 : 3 YEARS OF IMPORTANT TRANSFORMATION

## A successful range renewal



### CLIO IV

- #1 in France
- #3 in Europe



### CAPTUR

- #1 of crossovers in France
- #1 of its category in Europe (from July 2013)



### DUSTER

- 377 Ku in 2013
- 1<sup>st</sup> vehicle of the Group
- #1 of SUV in Russia
- #2 of SUV in Brazil and Argentina



### ZOE

- #1 EV in Europe
- 98% fully satisfied customers



### LCV

- Renault : #1 of LCV in Europe
- Kangoo EV : 1<sup>st</sup> EV LCV

# INNOVATION FOR ALL

INGENIOUS INNOVATIONS THAT ARE ACCESSIBLE TO ALL

## TomTom and R-LINK

More than one million **Carminat TomTom** in-dash navigation systems.



## R-LINK

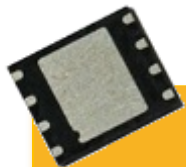


A multimedia tablet connected to the car and the web

Launched early 2013  
Available on most models of the range



# Managing connectivity on behalf of the customer: Embedded SIM is a long term strategy for Renault



## Quality

- Renault selects the best connectivity solution
- Connectivity is integrated and thoroughly validated as any part of the vehicle.

## Simplicity

- Practical innovations accessible to all
- Innovative and ingenious concepts

## Efficiency

- Connectivity already available when the customer turns the key for the first time
- For low bandwidth models. (typical M2M use case)

# Split billing. A simple and clean solution - Context

SIM inside vehicle is a MNO X SIM card



MNO X



Car manufacturer



Driver



Car manufacturer is customer of MNO X for connectivity

Driver downloads a pack of services from the car manufacturer's app store.

Driver is also a customer of MNO Y

MNO Y

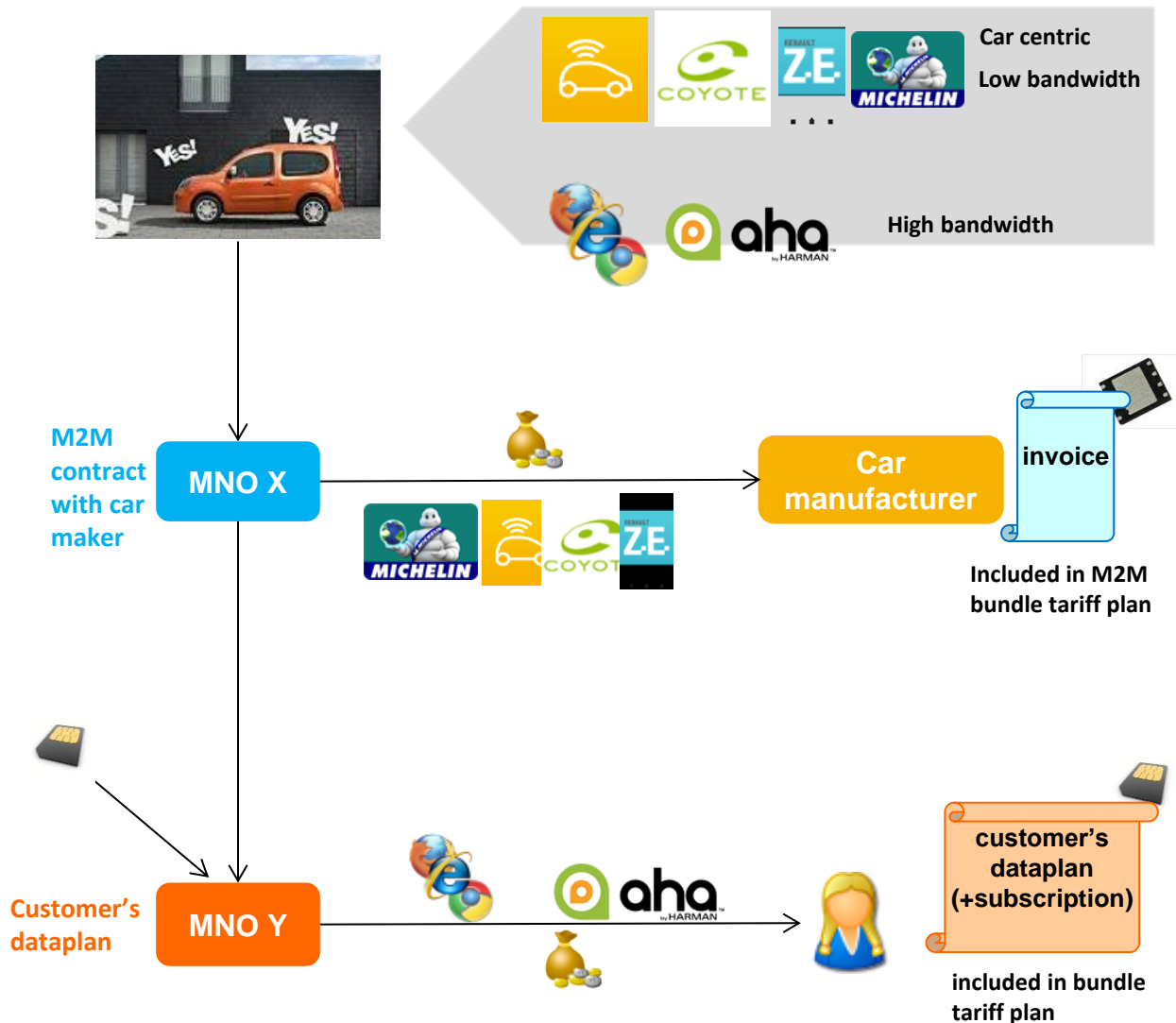


Driver

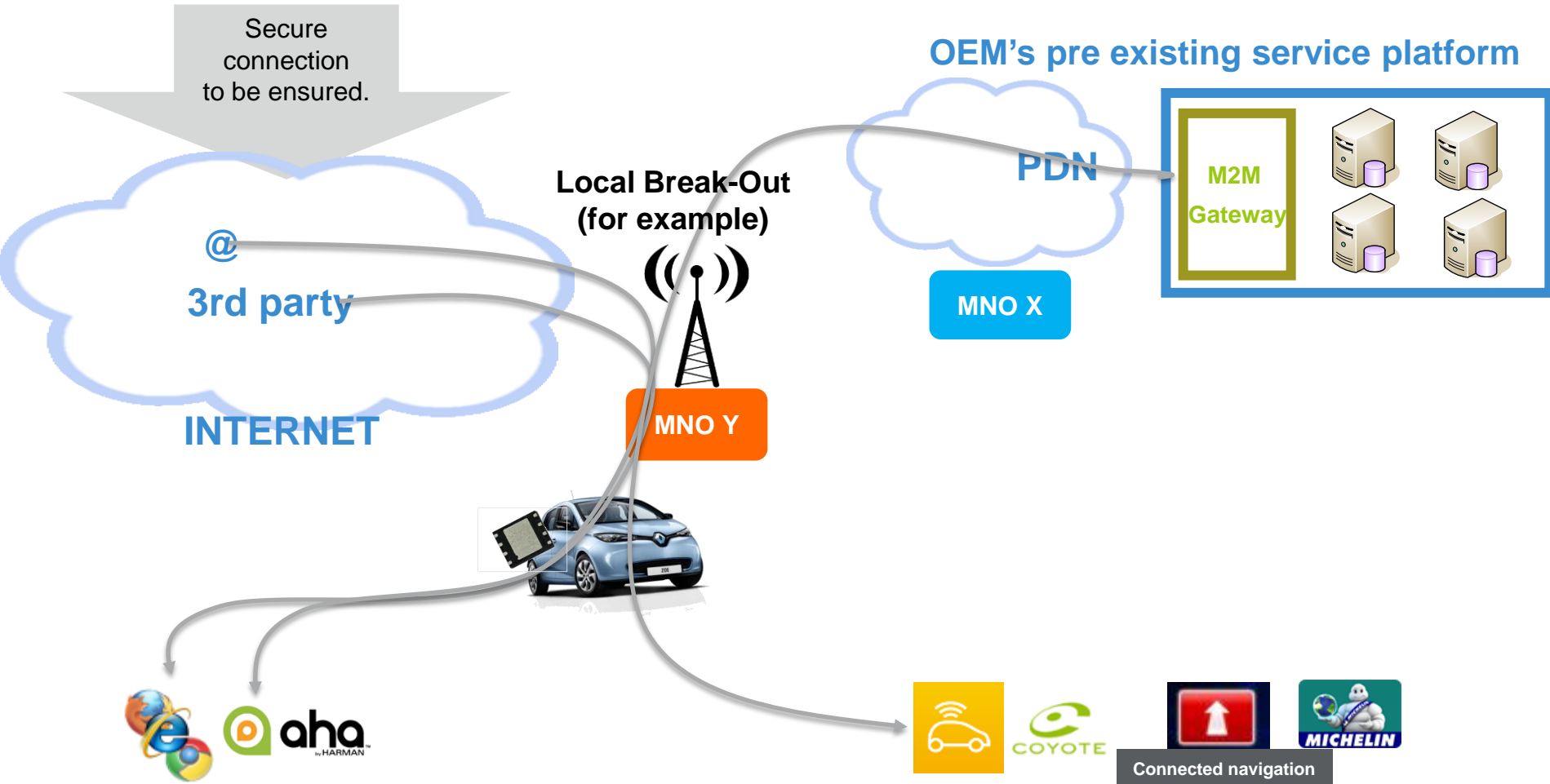


Driver is customer of MNO Y for mobile connectivity

# Split billing. A simple and clean solution - Objective



# Routing dataflows : The machinery behind this





# How to deliver. The simpler, the better.



## Simplify customer's life

- One only needs what is already there : a car + a phone
- No complicated steps to get the feature on

## Simple technical solution

- Avoid heavy manual process (less than 10% of customers keep their software up to date)
- Simple and automatic pairing.

## Simplified process

- Customer's agreement is obtained in the same time
- Everything is registered automatically

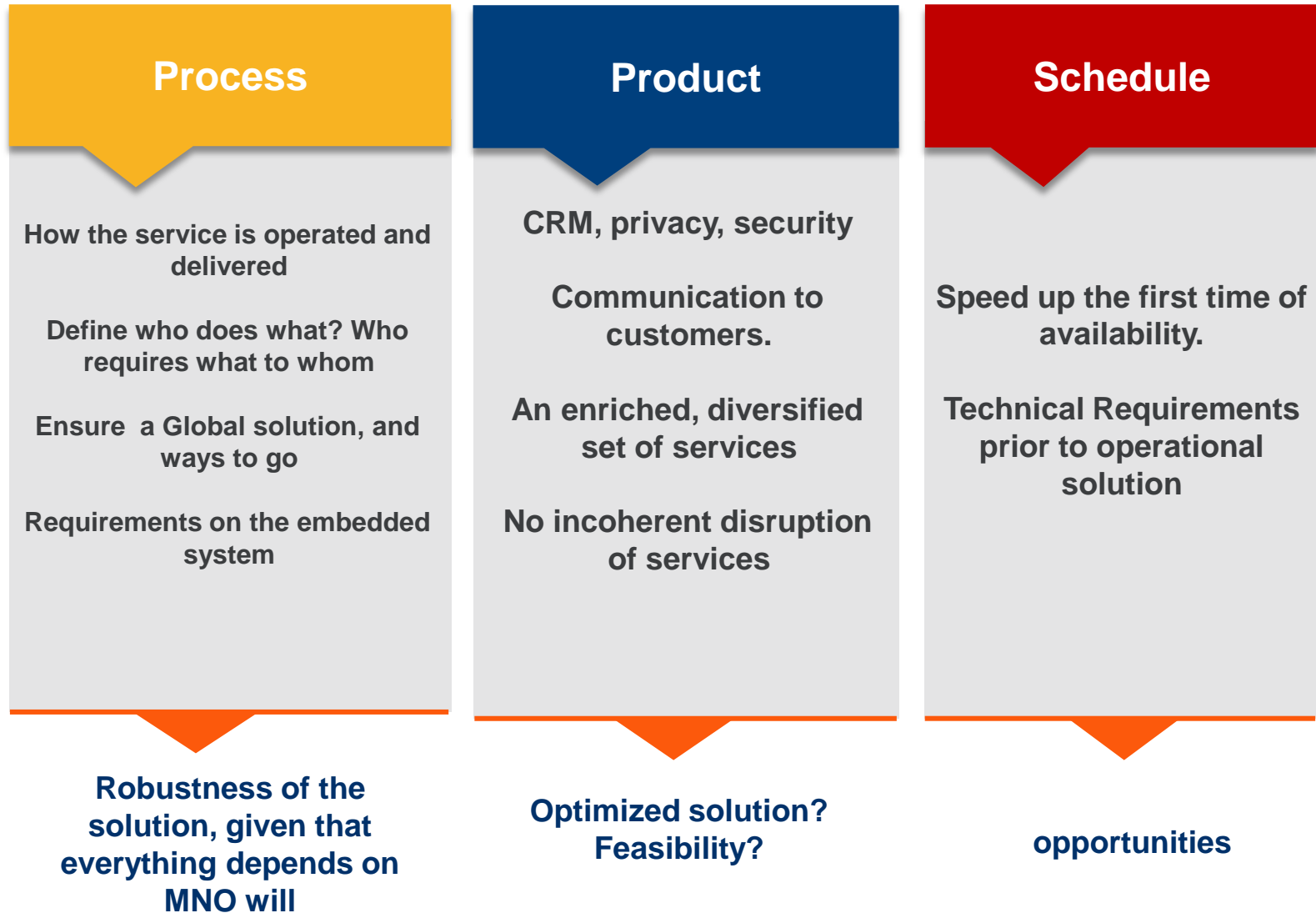
## Fostering Split billing

# Context is favorable for evolution

CAUSE	ACTIONS	EXPECTED RESULTS
European regulation	<ul style="list-style-type: none"><li>Roaming cost to be drastically reduced</li><li>Regulatory eCall</li></ul>	Technical opportunity (Local Break Out)
Rising of LTE. Growing number of 3G/4G vehicles.	<ul style="list-style-type: none"><li>Roaming infrastructures are specific</li><li>New service opportunities for our customers</li></ul>	Additional costs in common factor. New sources of revenue
automotive specifics well understood by the eco-system	<ul style="list-style-type: none"><li>Renault participation to mAutomotive initiatives</li><li>Working together on a simple and global solution</li></ul>	Global, concerted, and standardized solution

**Next steps: Highly standardized and global solution**

# Split billing – Technical stakes for an OEM



# Conclusion

Let us work together to achieve a better connectivity for all





THE END

