KPMG

Mobility2030

Mukarram Bhaiji

Director,

Global Strategy Group

KPMG in the UK

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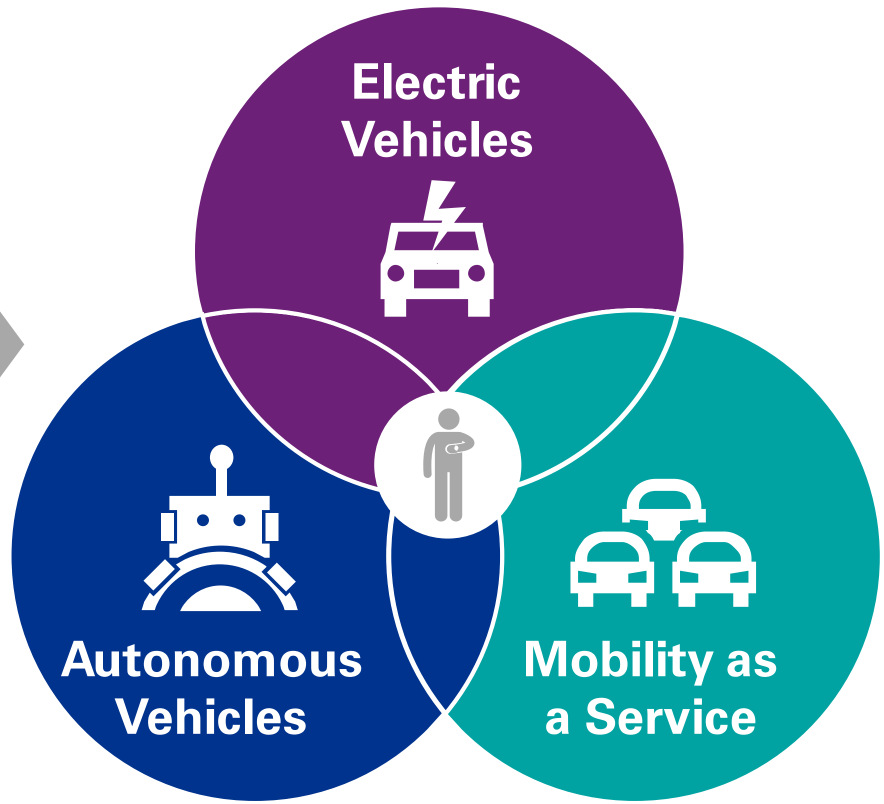
Three main disruptive forces will fundamentally transform how people and things move in the future

Changing consumer and societal demands

- Moving people
- Moving goods



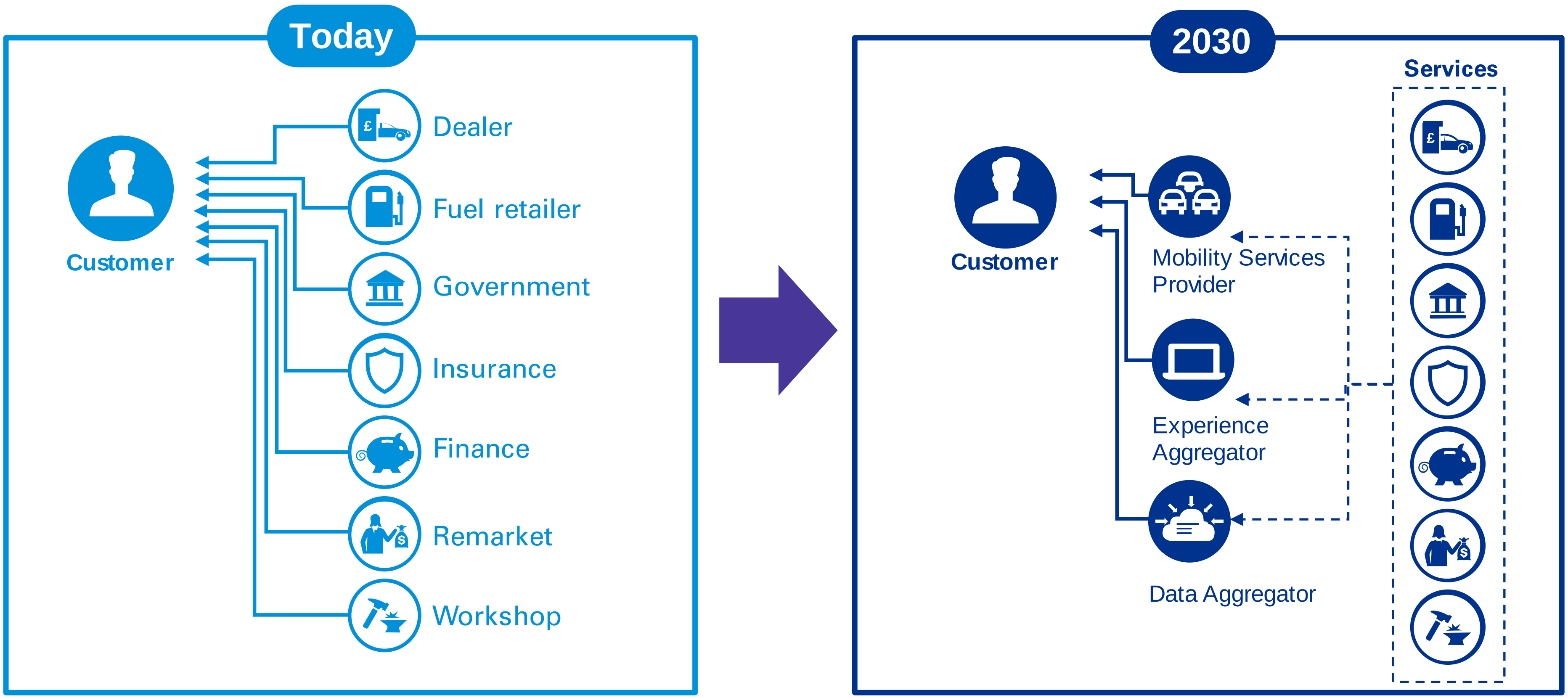
Mobility Value Chain

Collaboration in the future Mobility Ecosystem

'A day in the life of' video

New service aggregators will replace the customer's self-aggregation activity

Fewer customer touch points as service aggregators replace customer self-aggregation



Source: KPMG UK Mobility 2030 analysis

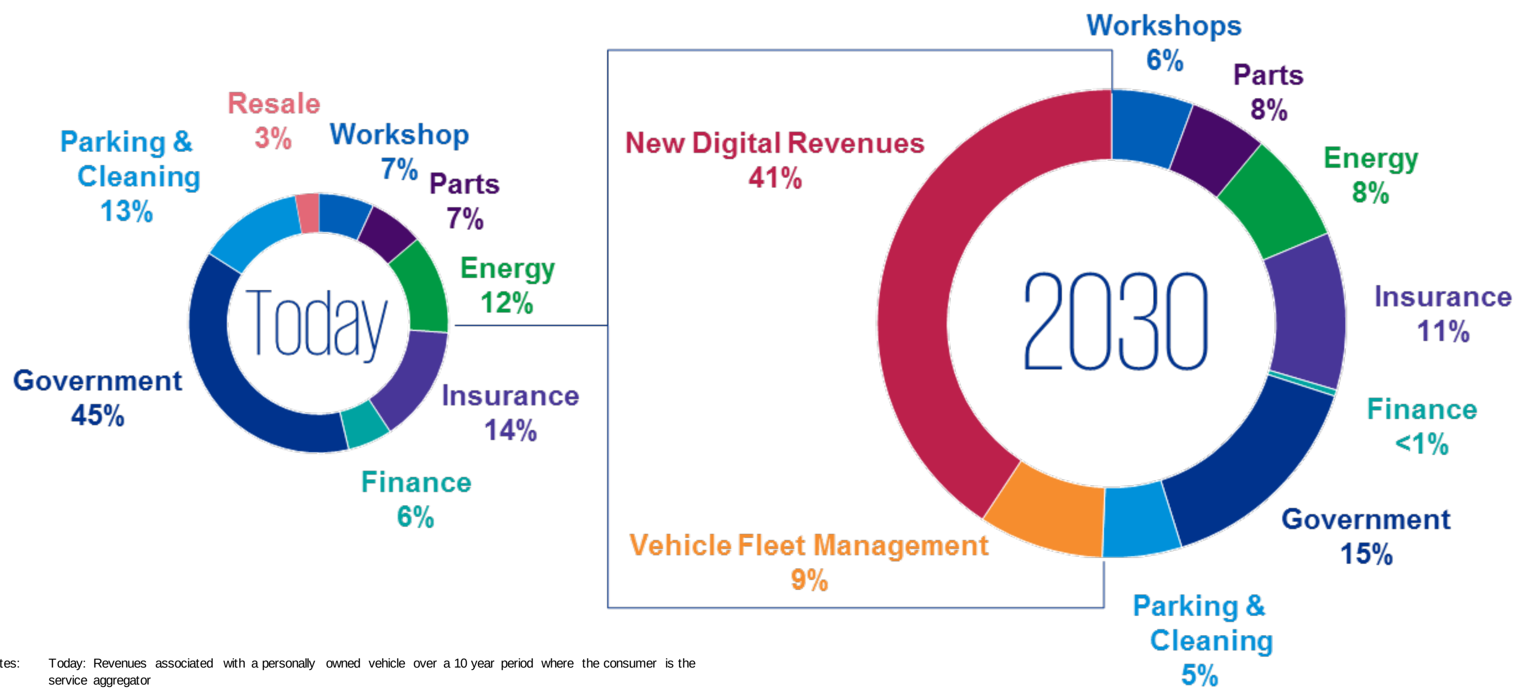
The downstream value derived from an EV/AV MaaS car could be ten times that of a personal car today by 2030

Vehicle downstream value today

£30,000

Vehicle downstream value 2030

£275,000 to £475,000



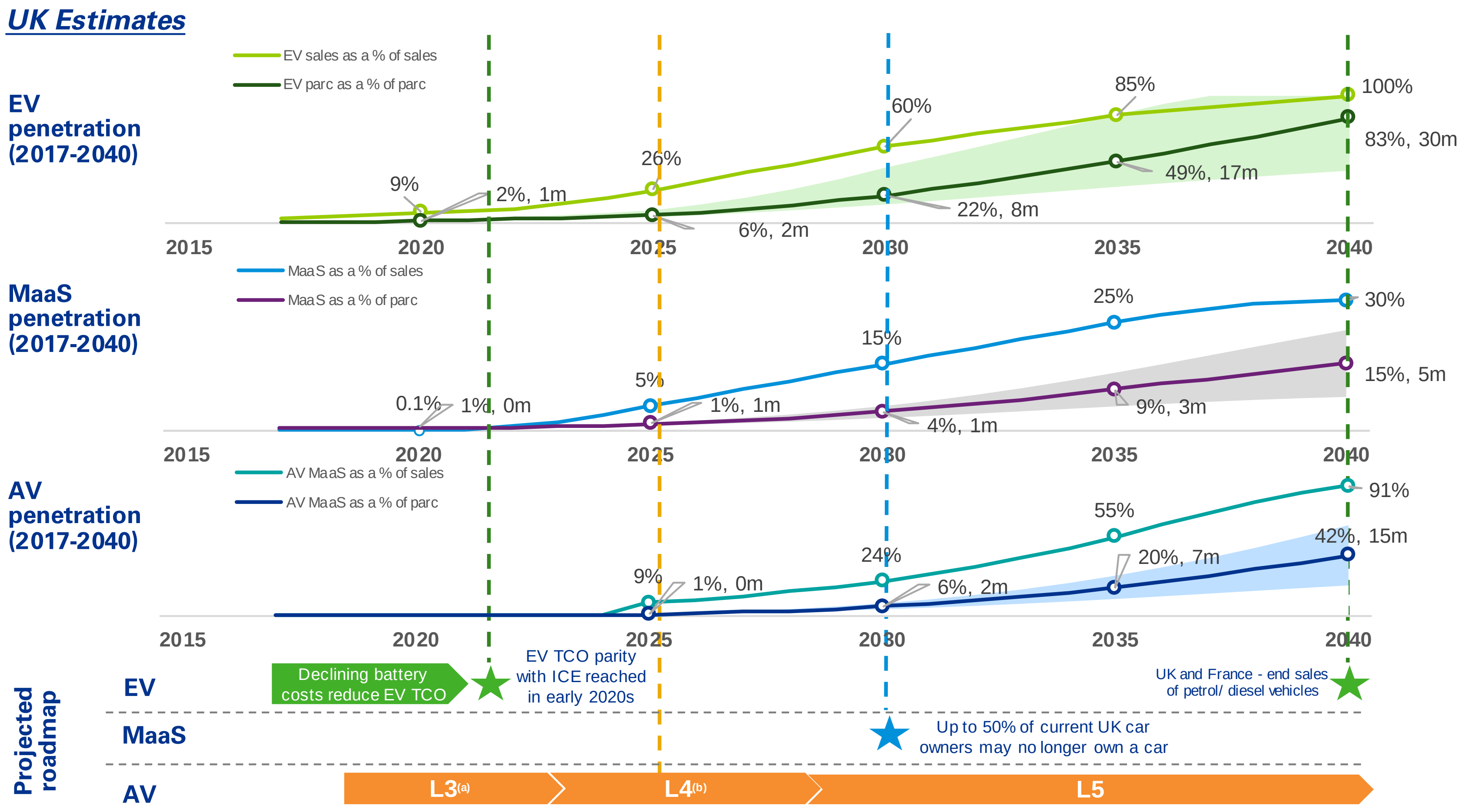
Companies that are able to either create or utilise platforms to provide aggregated services in the future vehicle downstream value chain are likely to maximise their share of the value capture

Notes: Today: Revenues associated with a personally owned vehicle over a 10 year period where the consumer is the service aggregator

2030: Revenues associated with a EV, AV, MaaS vehicle over a 10 year period, where mobility service providers and integrators aggregate services for consumers

Source: KPMG UK Mobility 2030 analysis

EV, MaaS and AV are interrelated trends that are expected to see strong growth through to 2040



Source: KPMG analysis of publically available information and SME local market insight

Uptake of AV

Note: (a) AV returns to human control if the system cannot function correctly; (b) No driver interaction needed and the car will stop itself if the system fails

Consumers are changing their view of mobility

The one user – one car model is inefficient for mobility…

75%
UK households that own a car

95%
Time that most cars sit idle each day

101hrs
Time spent by Londoners in traffic, per year

£31bn
Cost of traffic delays to UK motorists in 2016

… and ownership costs impact daily lives

10%-20%
Car ownership cost as % household costs

c.60%
Nearly 60% of 18-24 consumers in the UK believe that car owners today will not want to own a car in 2025

33%
The likelihood that a 17-20 year old will have a drivers licence in 2015

Success of new mobility services are demonstrating consumers' willingness to adopt

Moving me

Hop Skip & Jump, UBER, Getaround, whim, zipcar, moovel, SKURT, chariot

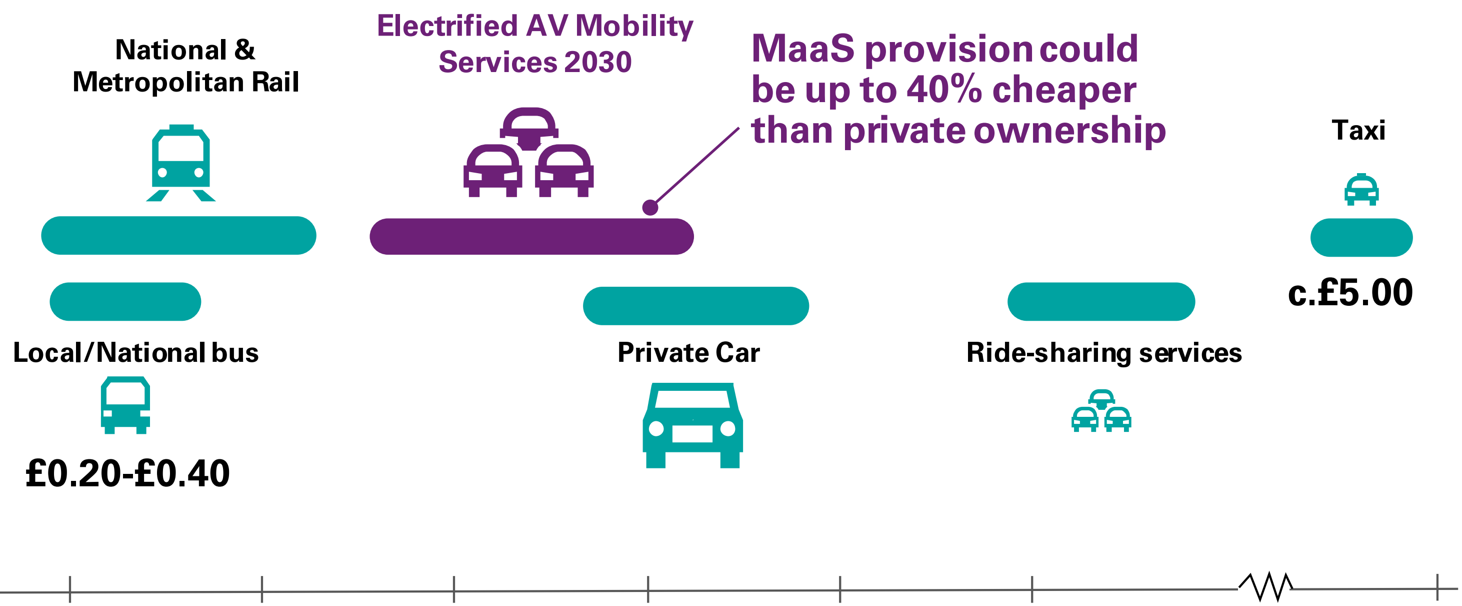
Moving my stuff

a, Instacart, Jinn, DHL, Google Express, CrowdToGo, deliveroo, Quiqup

Sources: Department for Transport, ONS, Forbes, Fleet News, Fortune, KPMG UK Mobility 2030 Analysis, Sky News, KPMG Global Automotive Executive Survey 2017

The cost of MaaS provision will be lower than private ownership (on a cost per mile basis), encouraging take-up

Cost per mile – UK modes

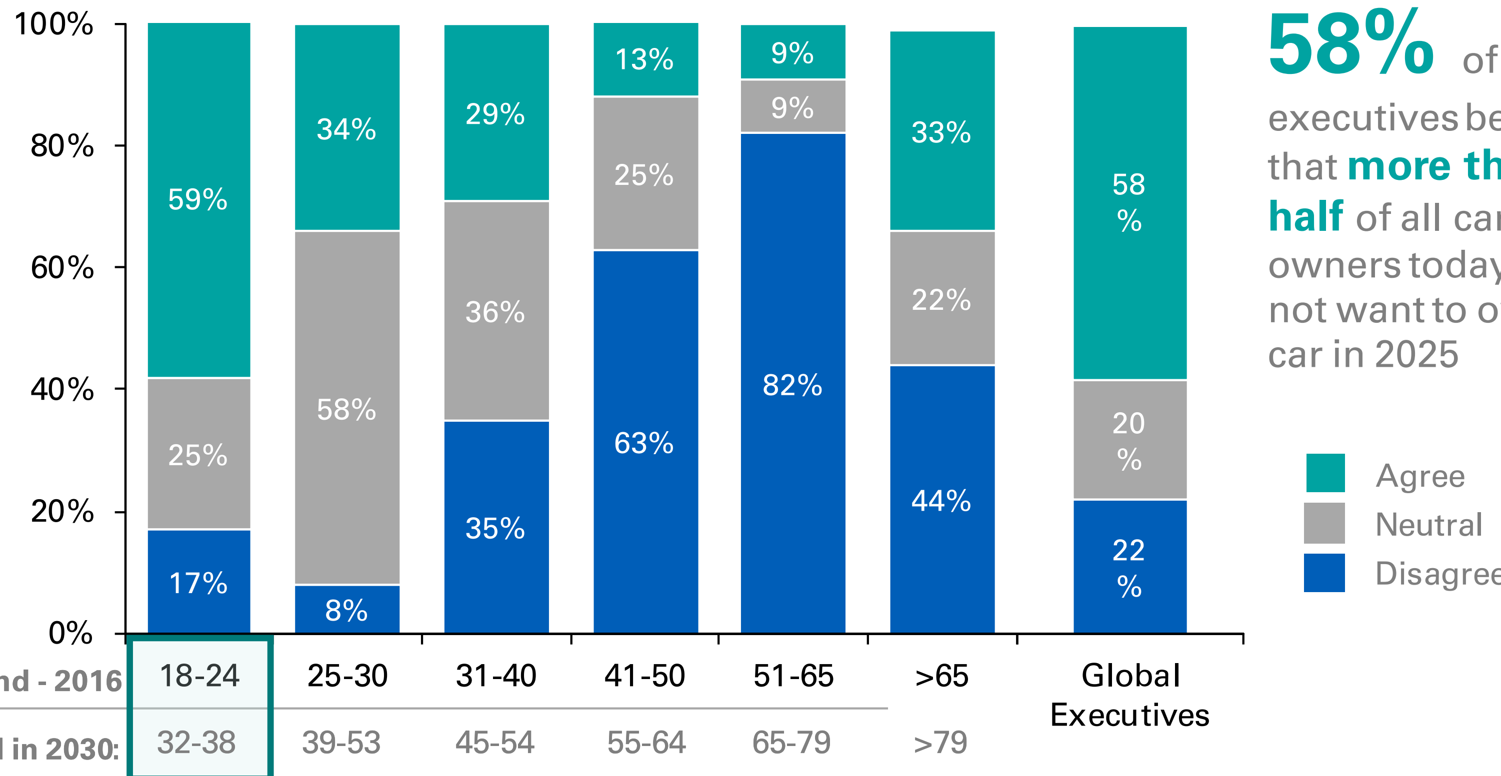


Size indicates relative number of miles travelled per capita per year

Sources: Department for Transport, Transport for London, KPMG UK Mobility 2030 Scenario Analysis – Stretch case

The sharing economy will have penetrated the mobility sector, will 50% of current UK car owners not owning a vehicle by 2030

59% of **18-24** consumers believe that **more than half** of all car owners today will not want to own a car in 2025



58% of executives believe that **more than half** of all car owners today will not want to own a car in 2025

Younger consumers are much more likely to agree that personal vehicle ownership will decline

Source: KPMG Global Automotive Executive Survey 20_.

Critical success factors that are necessary to make the most of the opportunity

1. Understanding what customers (B2B & B2C) really value
2. Skill at integrating / aggregating other ecosystem elements
3. Understanding of all three elements of the ecosystem: physical, data and finance
4. Advanced data analytics capabilities
5. Secure network and data infrastructure

Source: KPMG UK Mobility 2030 analysis

Thank you

Key contact in relation to this document

Mukarram Bhaiji
Director, Mobility2030,
KPMG Global Strategy Group,
+447880055102
mukarram.bhaiji@kpmg.co.uk