QUALCOMM®

The Internet of Things
Business opportunities

Francisco Giacomini Soares
Sr. Director, Government Affairs

Adjacent opportunities transformed by mobile

Auto

Mobile experiences
on car displays

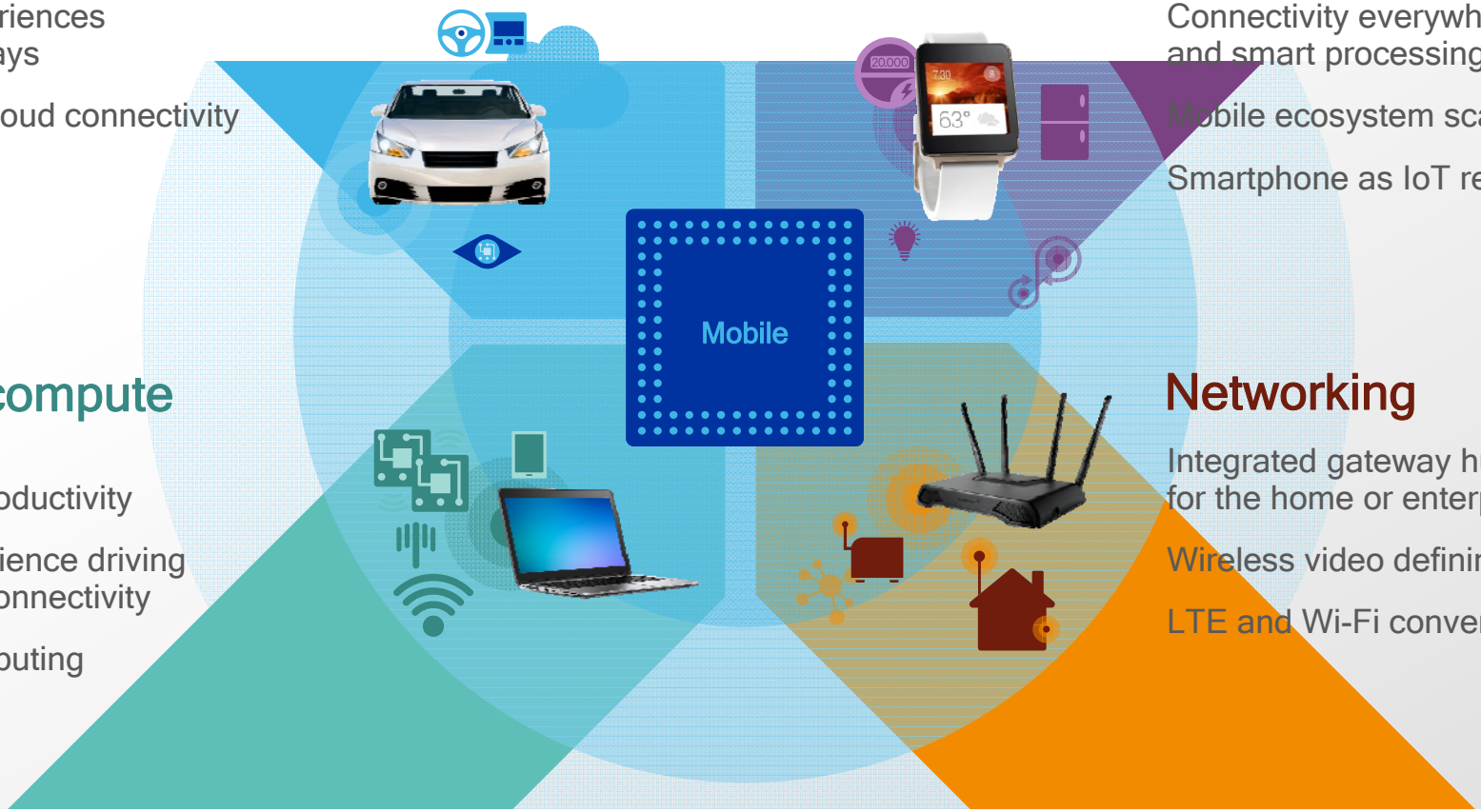
Vehicle-2-Cloud connectivity

IoT

Connectivity everywhere
and smart processing

Mobile ecosystem scale

Smartphone as IoT remote control



Mobile compute

Smartphone
changing productivity

Cloud experience driving
always on connectivity

All-day computing

Networking

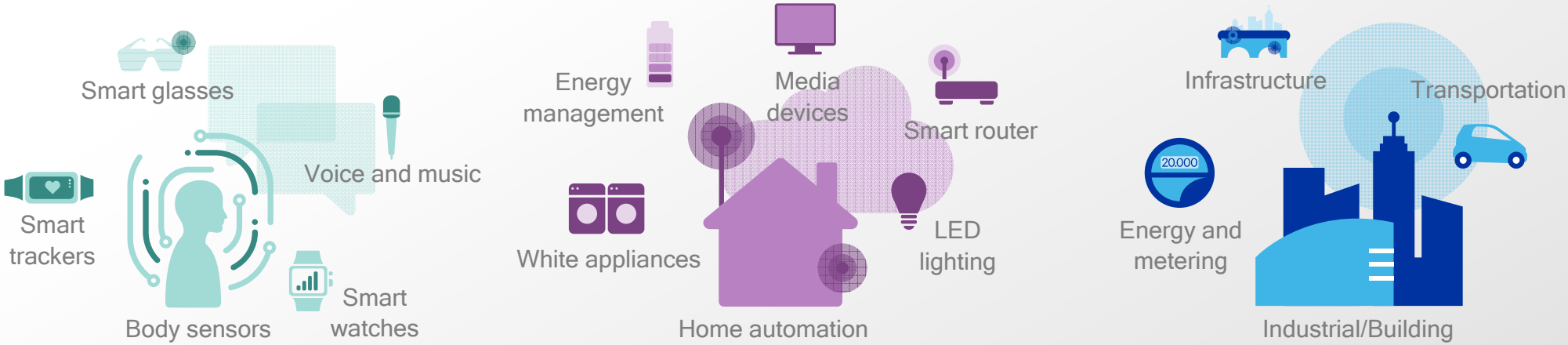
Integrated gateway hub
for the home or enterprise

Wireless video defining use cases

LTE and Wi-Fi convergence

The Internet of Things is here

25B permanently connected things by 2020*



Source: * Machina Research, Apr '13, IDC Mar '13, Gartner Sep '13

IoT is also creating smarter cities

Qualcomm® Snapdragon Flight™

Mobile platform approach driving innovation in drones

4K photography

Advanced software

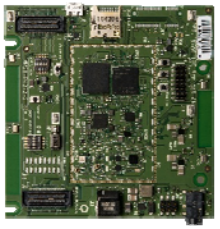
Simplified navigation

High-performance computing

High-performance Wi-Fi

Qualcomm Snapdragon Flight is a product of Qualcomm Technologies, Inc.

25+ QCT platforms to speed IoT development



Snapdragon Smart Home Assistant

Snapdragon Flight

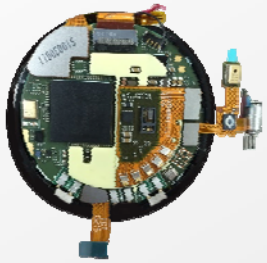
Snapdragon IP Camera Platform

Qualcomm Portable Audio Platform

Qualcomm Headset Platform

Qualcomm Lighting Platform

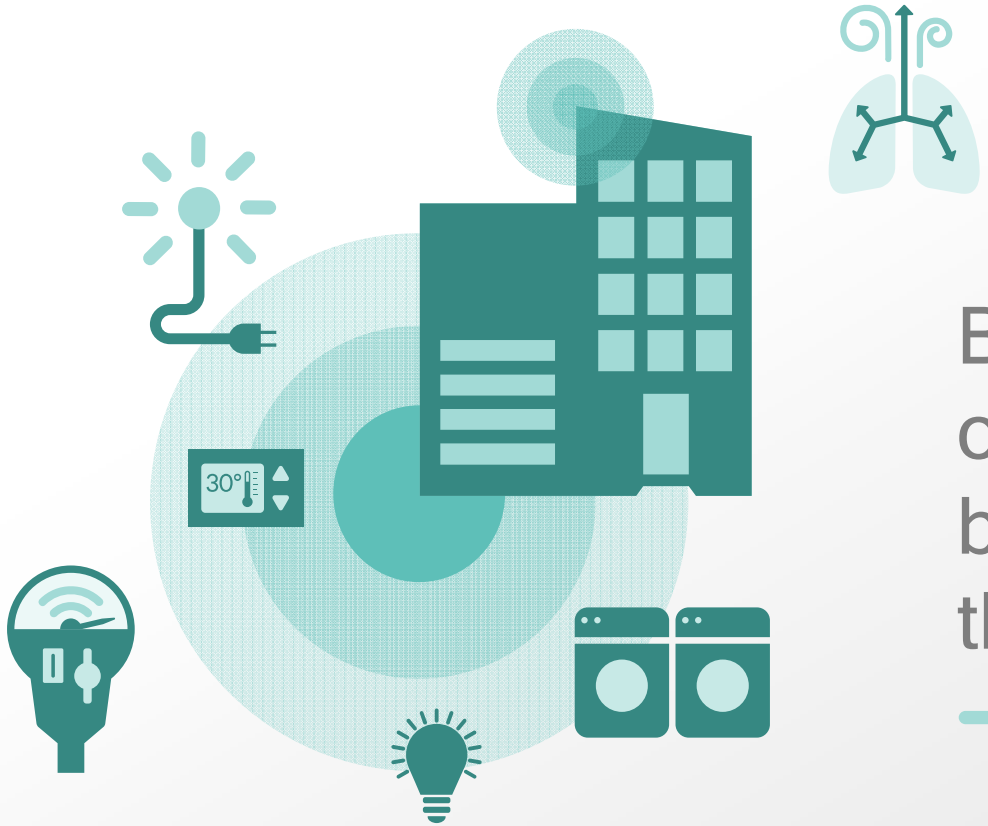
Smart Audio Module



Snapdragon Wear

Dragonboard 410c

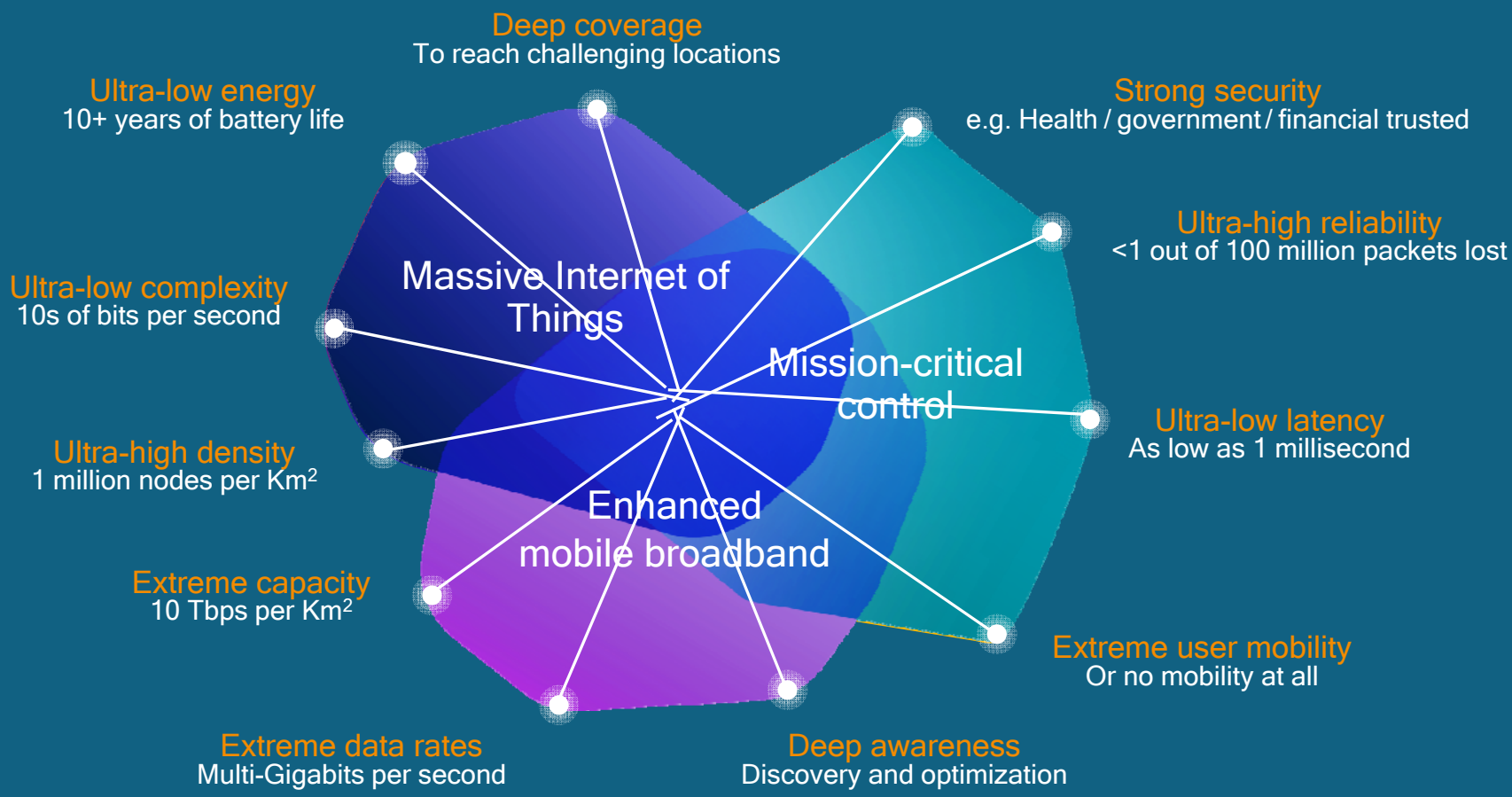
Growth coming from unexpected places



By 2018, 50% of Internet of Things solutions will be from start-ups less than 3 years old*

*Gartner

5G scalable across an extreme variation of requirements



Based on target requirements for the envisioned 5G use cases

Regional activities in CITEL

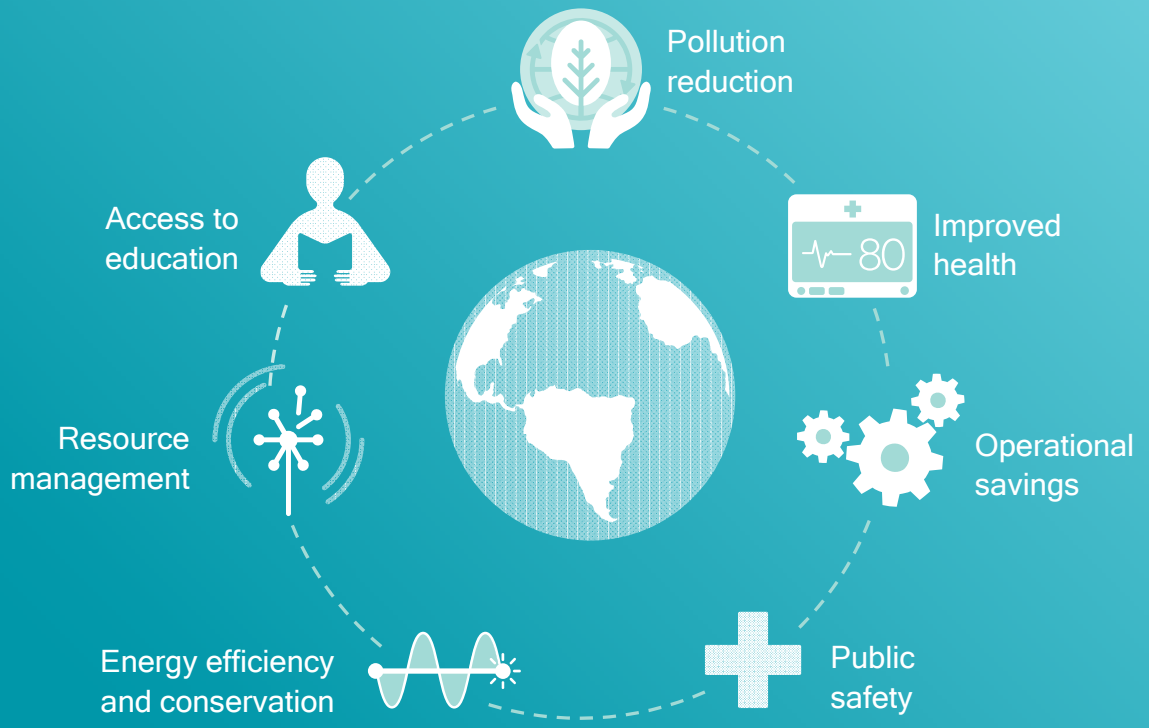
PCC.I – ICT policies

- Approval of a Regional Recommendation, including:
- Regulatory flexibility to encourage the development and adoption of IoT
- Need to review the security rules
- Promotion of technology neutrality
- Certification requirements should be reviewed with respect to M2M devices
- Exemptions/tax incentives could be implemented to promote investment in IoT
- Data protection rules, allowing data to flow across borders

PCC.II – Radiocommunications

- Assessment of regional priorities in preparation for WRC-19:
- AI 1.13: New spectrum for IMT (5G mobile broadband)
- AI 9.1.8: Reports and recommendations on MTC and IoT, it should be careful to not create fragmentation in the use of spectrum

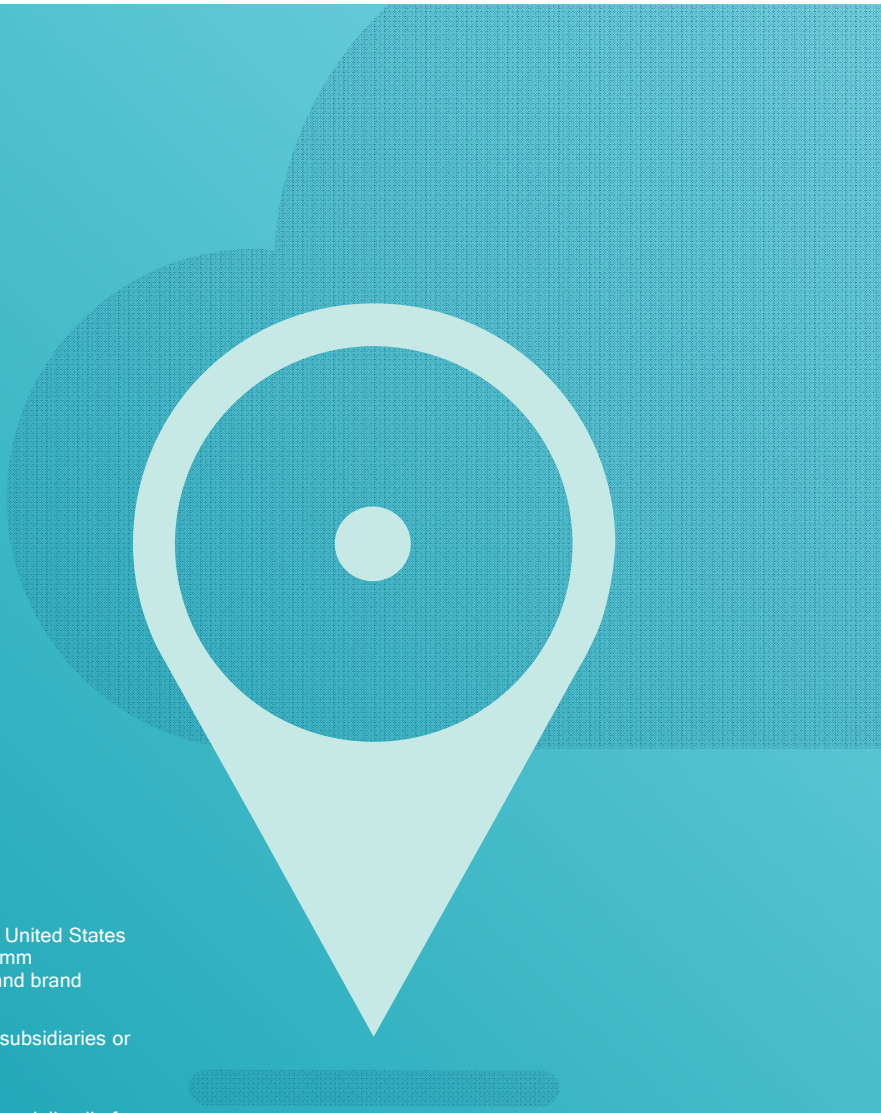
Addressing complex challenges of the day



Thank you

Follow us on:

For more information, visit us at:
www.qualcomm.com & www.qualcomm.com/blog



Nothing in these materials is an offer to sell any of the components or devices referenced herein.

©2016 Qualcomm Incorporated and/or its subsidiaries. All Rights Reserved.

Qualcomm, Snapdragon, Adreno, Hexagon, and Qualcomm RF360 are trademarks of Qualcomm Incorporated, registered in the United States and other countries. Kryo, Qualcomm Spectra, Qualcomm Halo, Quick Charge and Snapdragon Flight are trademarks of Qualcomm Incorporated. Qualcomm VIVE is a product of Qualcomm Atheros, Inc. 2net is a product of Qualcomm Life, Inc. Other products and brand names may be trademarks or registered trademarks of their respective owners.

References in this presentation to “Qualcomm” may mean Qualcomm Incorporated, Qualcomm Technologies, Inc., and/or other subsidiaries or business units within the Qualcomm corporate structure, as applicable.

Qualcomm Incorporated includes Qualcomm’s licensing business, QTL, and the vast majority of its patent portfolio.
Qualcomm Technologies, Inc., a wholly-owned subsidiary of Qualcomm Incorporated, operates, along with its subsidiaries, substantially all of Qualcomm’s engineering, research and development functions, and substantially all of its product and services businesses, including its semiconductor business, QCT.