GSMA™

eSIM Summit
MWC23

eSIM: Helping Scale IoT to Reach its Full Potential

MWC Barcelona Hall 7 | Wednesday 1st March 2023
09.30 - 11.30

Romil Bahl
President and CEO
KORE

MWC
GSMA

Platinum: ⟨⟨|⟩⟩ IDEMIA **KORE.**   **Gold:** THALES   TRUPHONE

KEYNOTE

ROMIL BAHL

CEO

KORE

AGENDA

1 An introduction to KORE and eSIM

2 eSIM: the Crucial Capability in the Changing Cellular Connectivity Landscape

3 Scaling eSIM With Chip-to-Cloud Security & Zero-Touch Provisioning

KORE

KORE: a Pure-Play IoT Provider

▶ **Enable Customer Driven Approach**

KORE is the leading pure-play provider of industry solutions. Our capabilities allow our partners to focus on driving rapid value to the end customer.

▶ **Partner to Reduce Barriers to Adoption**

IoT adoption is held back by evolving technologies and standards, expensive devices and modules, and a lack of solution aggregation.

▶ KORE removes friction to IoT adoption by providing *solution enablement services* that allow companies to **deploy** with precision, **manage** with efficiency, and **scale** with confidence.

Deploy	Manage	Scale

Making IoT work through **Connectivity**, **Solutions**, and **Analytics**

eSIM 101

> **85%** of cellular IoT adopters have decided to choose eSIM as part of their deployment.

Major Challenges in IoT

Single SKU
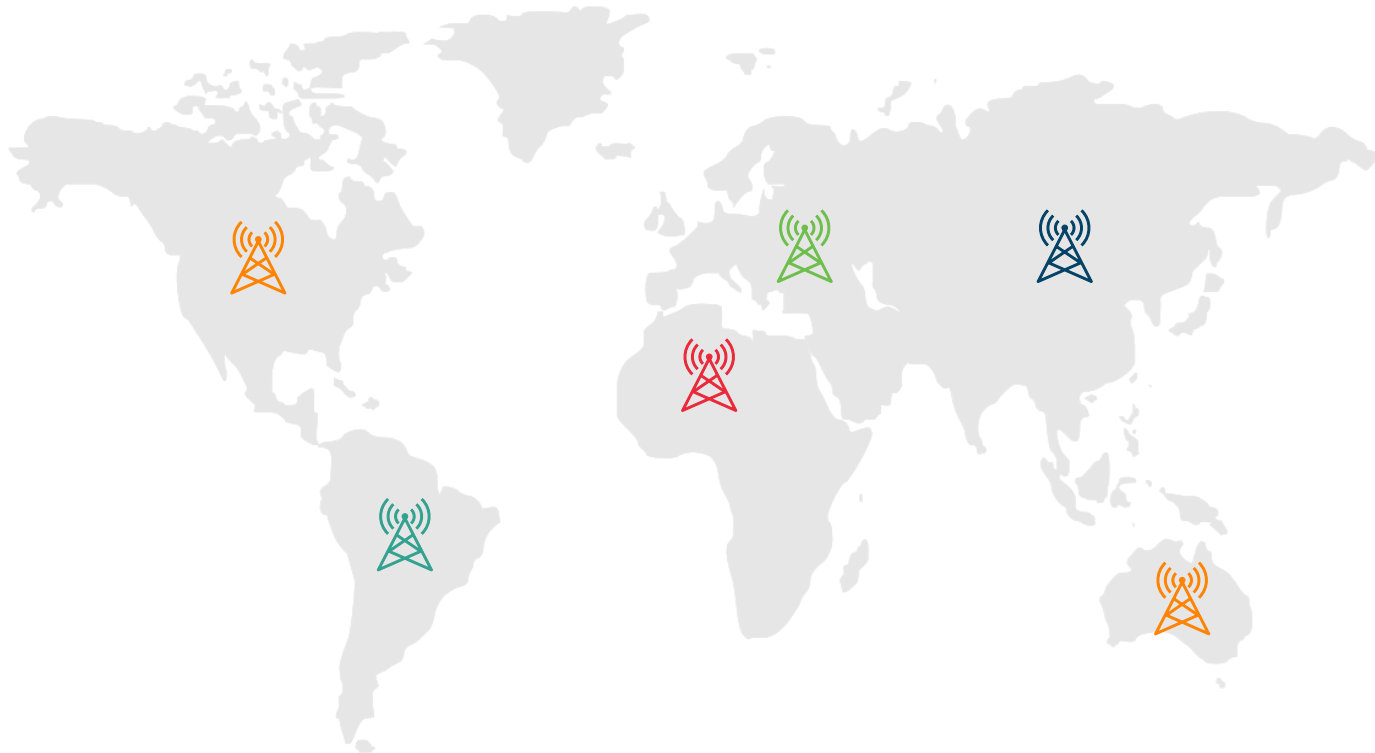
Future Proofing

Connectivity Resiliency

Permanent Roaming

Security and Provisioning

Not a Roaming SIM

> In the most extreme cases
>
> # 50%
>
> of cellular IoT connections in a country might be connected using 'roaming' (even though they mostly never move).

KORE.

Scaling eSIM With Chip-to-Cloud Security & Zero-Touch Provisioning

Security

Common & standard interoperable mechanism to secure IoT data

Scalability

APIs are standardised to provide robust, effective and scalable IoT security with Cloud services

Cost

Using the SIM as the secure element which is already used and present in the IoT device

Simple

Simplify deployments through automatic device to cloud on-boarding using IoT SAFE

KORE