



Enabling Next-Generation Roaming & Interworking

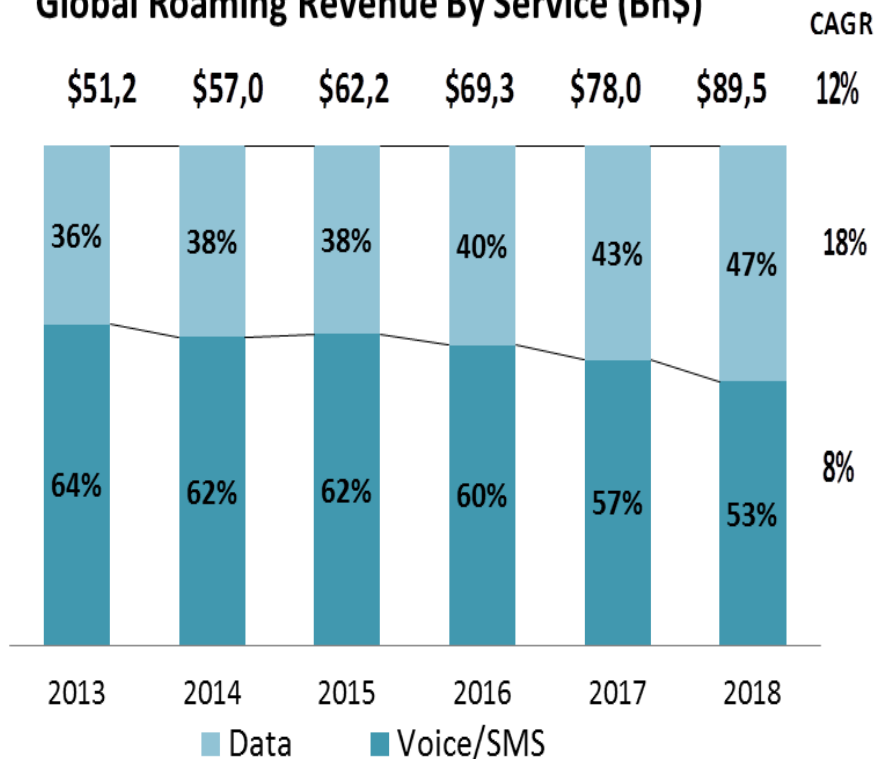
GSMLA
Quito

25th Nov 2014



Global Roaming Market to grow at 12% CAGR to reach \$89 Bn by 2018

Global Roaming Revenue By Service (Bn\$)

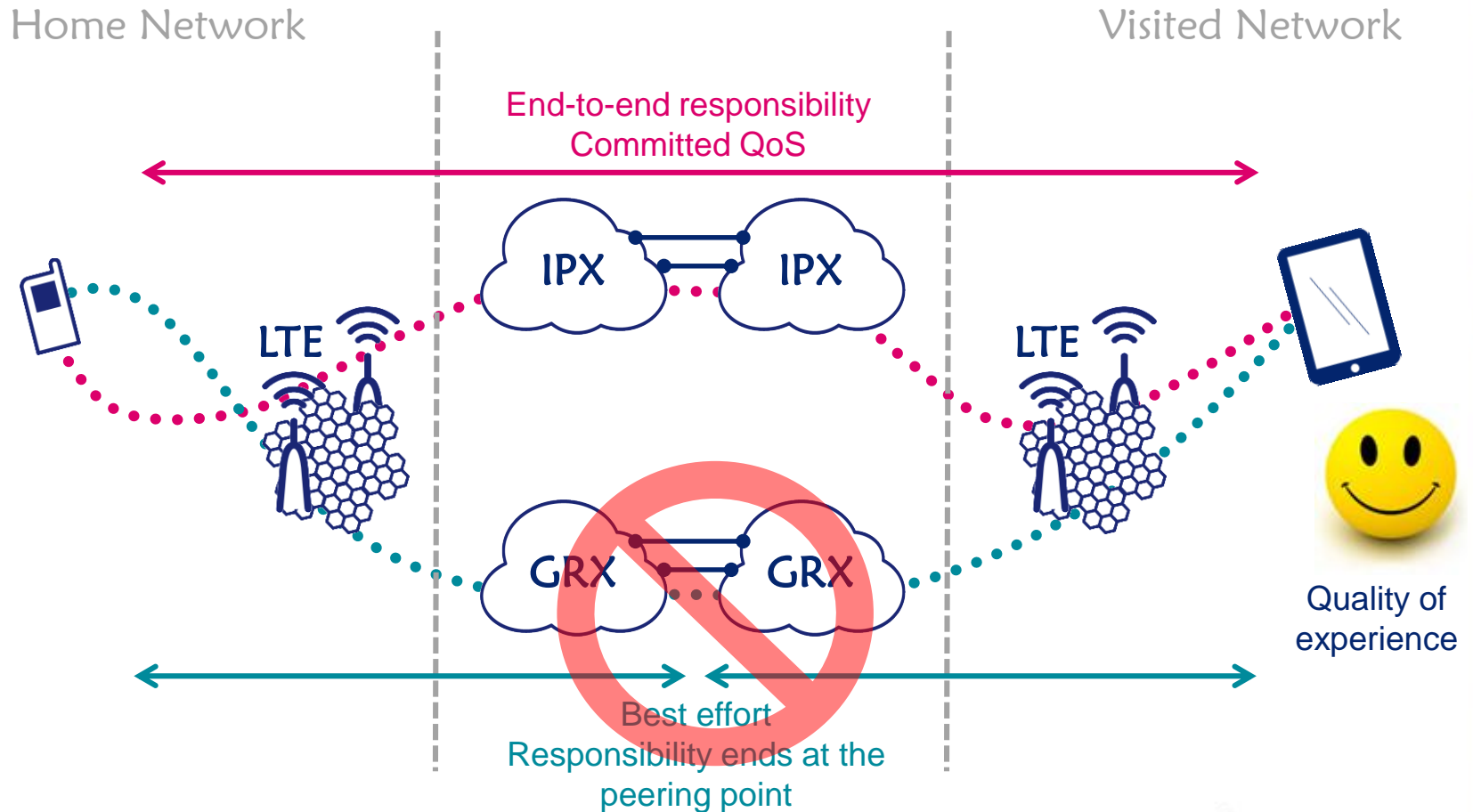


Source: Juniper Research Dec 13

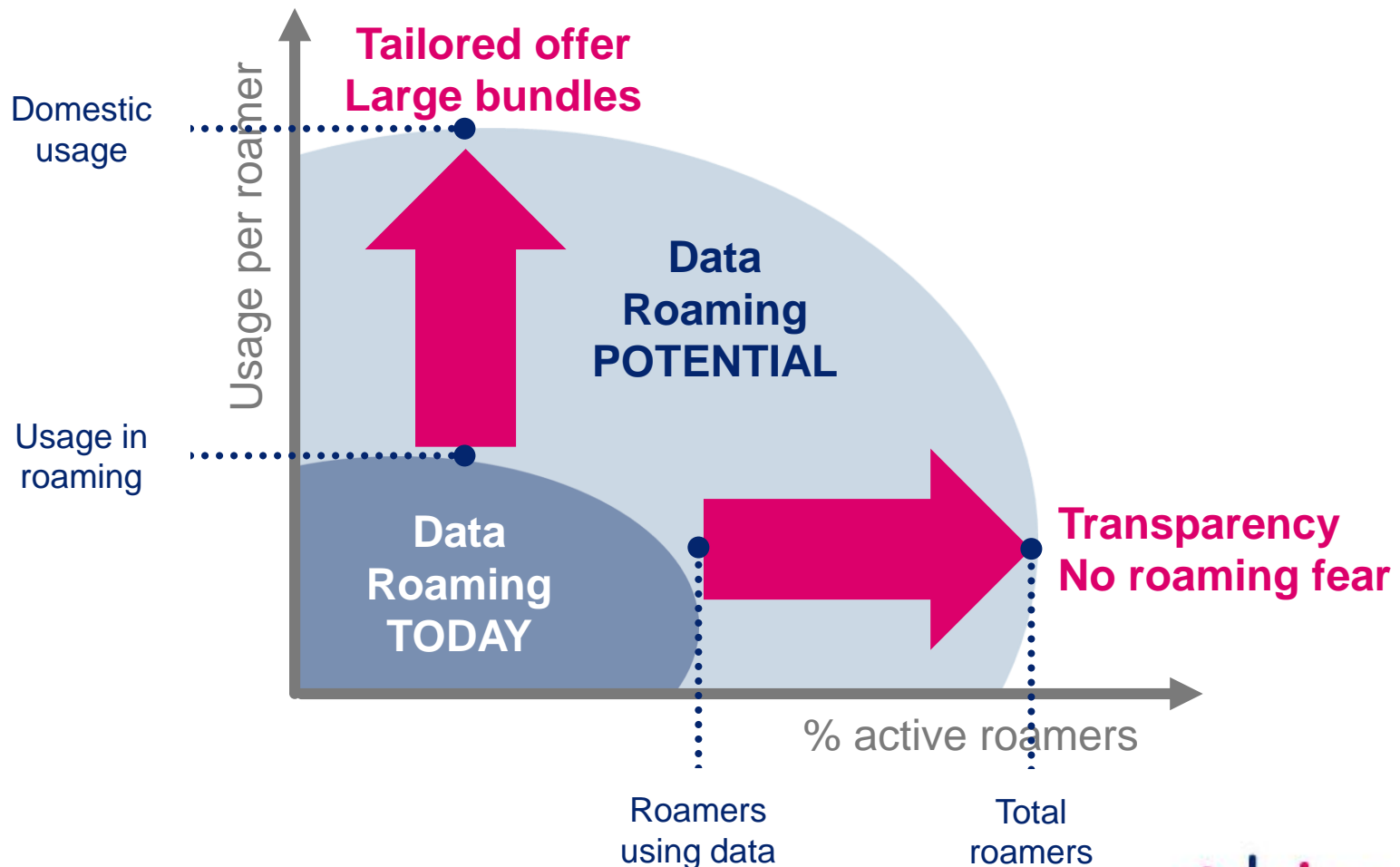
- **Mobile Data Roaming** to drive **65%** of the Roaming revenue growth
- It is **more resilient to price increases** than Mobile Voice due to Enterprise demand e.g. data consumption in North America has not abated despite the all-you-can-eat bucket plans being phased out
- Operators are seeing **substantial increases in use** e.g. Vodafone witnessed a 79% increase in the average data roaming usage
- **150+ Full MVNOs** including large players ready to join the global roaming community e.g. Liberty Media Group, Virgin, Lycamobile, Tracfone

*Mobile Operators should immediately tap into those new roaming market demand by **seeking quick expansion of their both inter-region and intra-region for 3G/LTE reach** and capture **inbound roaming traffic generated by new roaming players i.e. MVNOs***

2G/3G data roaming infrastructure will be insufficient for LTE roaming



Addressing Data Roaming Challenges



About BICS



**world leader
mobile data
services**

- ✓ Innovative market leader in 3GRX services with 220+ customers connected
- ✓ N°1 in Signalling services with access to more than 850 mobile networks
- ✓ Over 2 bio international SMS transported (2013)
- ✓ **150+ Operators directly connected on BICS IPX**

Roaming

 **Instant** Roaming  **OC** Roaming
 **Signalling VAS**

Connectivity

 **3GRX**  **Signalling**

Messaging

 **SMS** Transit  **MMS** Transit



*“BICS’ unrivalled portfolio of international wholesale solutions
for communication service providers worldwide.
Offering you a comprehensive, flexible & innovative suite of solutions
tailored to your needs now and in the future ”*