MWC GSMA | **BARCELONA** 26 – 29 FEBRUARY 2024

Efficient connectivity and security management for Massive IoT

Wednesday 28 February, 2024 9.00 - 11.30
Gran Fira, Barcelona Hall 8, Theatre 4

Jean-Francois GROS

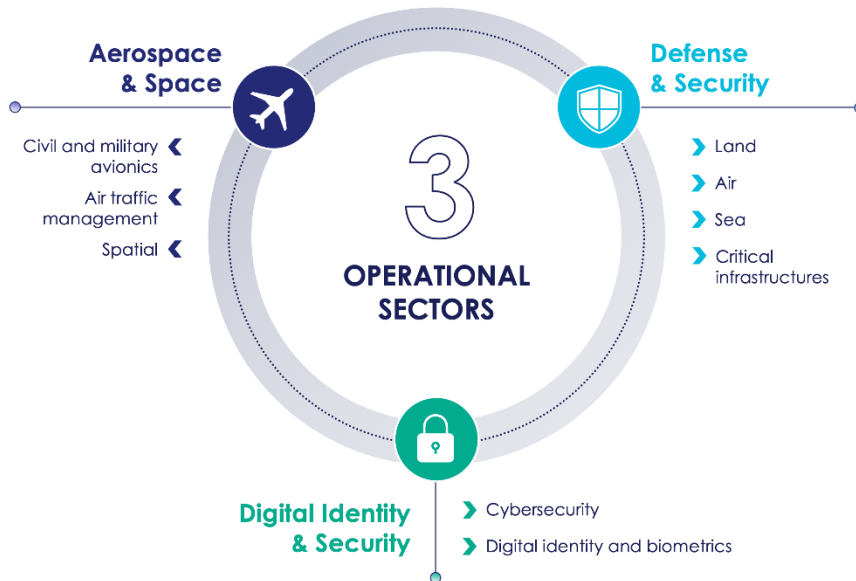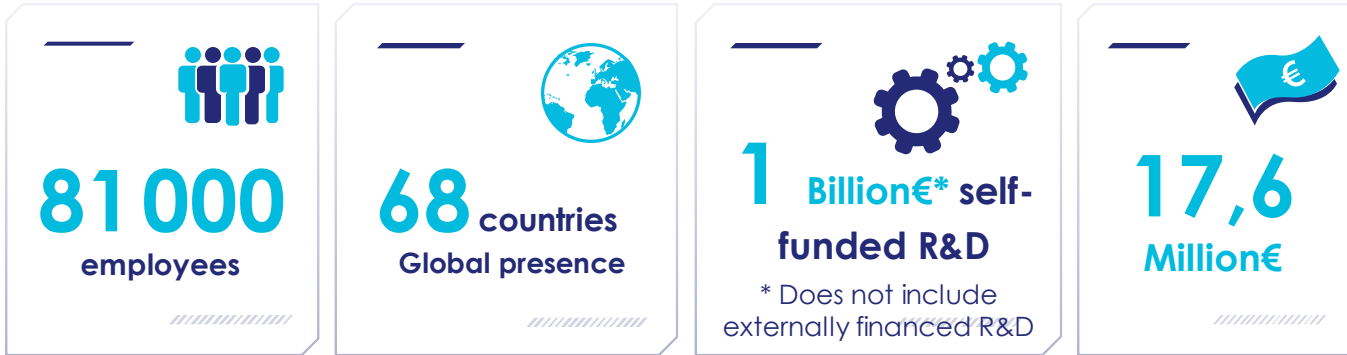**Head of IoT Services Product Line Thales**

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Thales at a glance

81 000 employees

68 countries
Global presence

1 Billion€* self-funded R&D
* Does not include externally financed R&D

17,6 Million€

3 OPERATIONAL SECTORS

Aerospace & Space
- Civil and military avionics
- Air traffic management
- Spatial

Defense & Security
- Land
- Air
- Sea
- Critical infrastructures

Digital Identity & Security
- Cybersecurity
- Digital identity and biometrics

- **State and cities protection**
- **Science and space exploration**
- **Critical information systems Digital Identity and security**
- **Cloud security and data encryption**

#1 eSIM IoT provider
Thales is the market leader on industrial and automotive sectors

Protection of **400** critical sites all over the world.

2 out of **3** aircrafts in the world **take off** and **land** using Thales equipment

Cybersecurity solutions for **9 of the top10** internet giants.

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Vision for IoT

Remi
DE FOUCHIER
SVP Strategy, Mobile Connectivity Solutions at Thales Digital Identity and Security said:
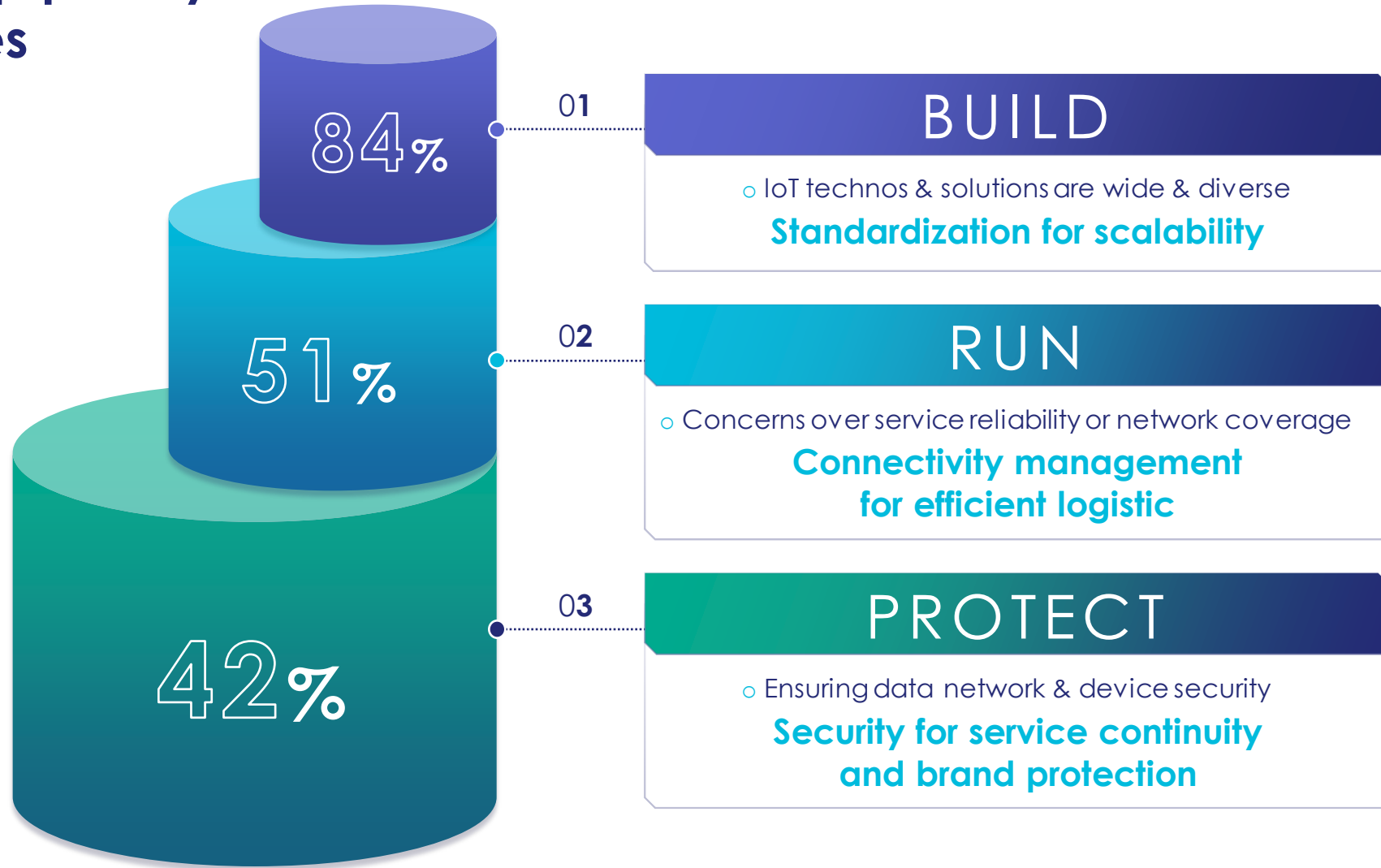
IoT demands greater simplification, more orchestration and right level of security for each use case.

We already collaborate with hundreds of OEMs and IoT service providers and we can address their challenges, based on 3 pillars:

BUILD, RUN, PROTECT

○ Build covers design
○ Run means production, deployment and maintenance
○ Protect encompasses the continuous virtuous cybersecurity

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Enterprises top priority IoT challenges

84%

51%

42%

01 — **BUILD**
- o IoT technos & solutions are wide & diverse

Standardization for scalability

02 — **RUN**
- o Concerns over service reliability or network coverage

Connectivity management for efficient logistic

03 — **PROTECT**
- o Ensuring data network & device security

Security for service continuity and brand protection

Source: Kaleido Intelligence

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Cellular is moving to eSIM

CELLULAR IOT IS GROWING

2027 Annual Shipments Incl. Auto, excl. China

2.5 Bu

5% CAGR
All connectivity technologies

0.5 Bu Cellular

11% CAGR
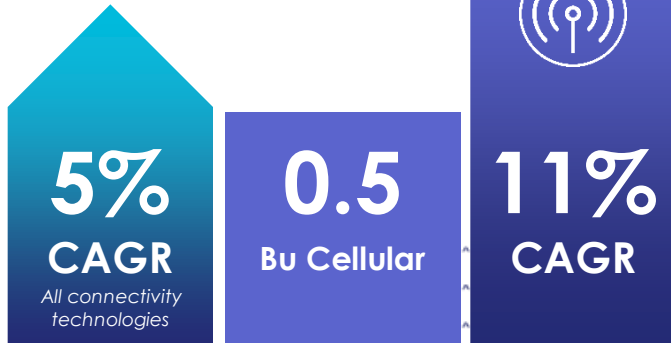
IOT IS MOVING TO ESIM

eSIM/iSIM adoption is being embraced

75%

Enterprises are or plan to adopt eSIM for greater flexibility

eSIM

- o **Standardized & certified common criteria EAL4+ hardware Root of Trust**
- o **Efficient connectivity management**
- o **Scalable security**

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What enterprises say

Large global smart metering company

o I provide a **global connectivity** but some customers want to use their own **local** one

o I want to use **NB-IoT for battery powered** devices but **GSMA M2M cannot be used**

o **Security is a subject,** use cases, ownership, provisioning, trust in production

Aircraft manufacturer

o I need to use **local connectivity** when the aircraft lands in a any country

o I need **reversibility** and cannot depend on a single connectivity provider

Track & trace company

o **Permanent roaming** is **forbidden** in some countries

o Secured **device to cloud** is a must

Leading IoT connectivity provider in Europe

o I want to **optimize connectivity costs** by using **local partners** but with eSIM M2M, this is too **costly and slow**

o **Roaming agreements can change** anytime

Enabling a dynamic circle of trust all along device life cycle:
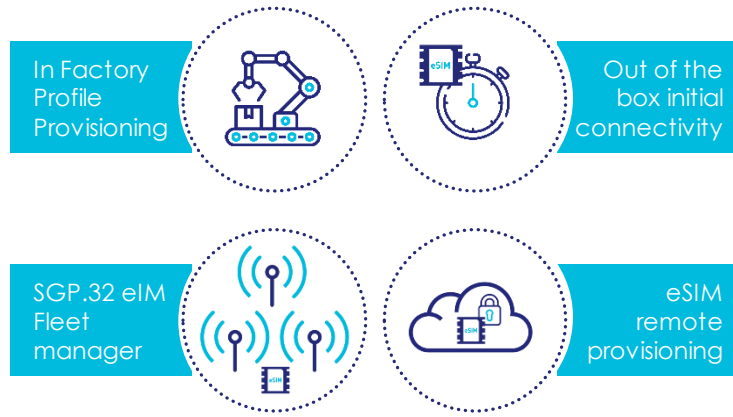connecting and protecting assets and data from cyber threats.

BUILD

- Range of industry grade, standardized, futureproof hardware to securely connect devices.

Ruggedized SIM Mono & Multi Profile

SGP.32 xSIM eSE
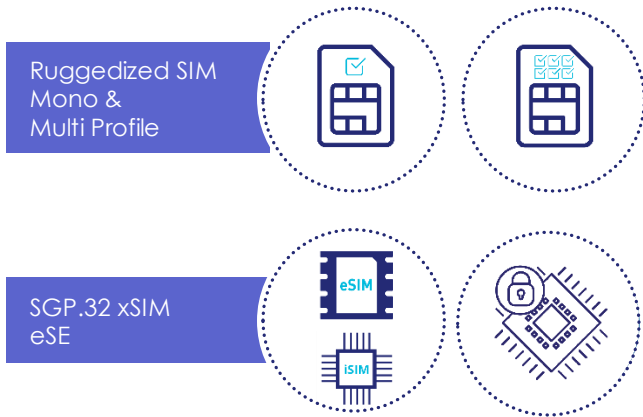
RUN

- Connectivity Suite enabling a secure, global, resilient, cost-effective connectivity from production to operation.

In Factory Profile Provisioning

Out of the box initial connectivity

SGP.32 eIM Fleet manager

eSIM remote provisioning

PROTECT

- Cyber Protection Suite to protect IoT **devices and data** from factory to the field, from edge to cloud.

PQC

HSM

IoT SAFE

KMS & PKI

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Thales goes beyond the standards to address massive IoT
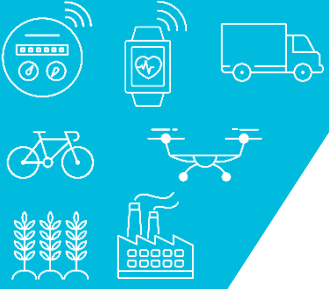
GO BEYOND CONNECTIVITY management standards

- **No impact on device design and manufacturing**
  self contained solution

- **Resilient connectivity**
  fallback, rollback, remote configuration

- **Local rules & smart monitoring of device context**
  location, network quality, change of connectivity

- **Bring ultimate flexibility and simplicity**
  Fleet management and business rules

SECURITY management to address massive IoT DIVERSITY

- **Security by design for IoT use cases**
  Data to cloud, firmware update, secure boot, secure storage, consulting services

- **Supports in-factory and touchless provisioning**

- **Manage security over the whole device lifecycle**
  Advanced key management and PKI

- **360° security assessment**
  Audit, pen test,…

Take away

The eSIM IoT standard SGP.32 enables massive IoT

Security requirements and use cases are very diverse in massive IoT

Thales delivers true value add turning new standards into practical services

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Thank YOU !

Thales for IoT

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