



# N MVNO NATION

**LIVE 2022**

16 - 17 November, 2022 | Valencia, Spain

PANEL:  
WHY IS **IOT** BECOMING  
ATTRACTIVE AGAIN?

## THE **INCONVENIENT** TRUTH

Kim Juchem – Global Director Wholesale & Software





**CONNECTIVITY**

**ENABLEMENT**



# ESIM FIRST - CRITICAL SOLUTIONS ARE TRUPHONE TRUSTED AROUND THE WORLD



## BUSINESS

10 of the world's top 12 investment banks

WITH CUSTOMERS INCLUDING:



## SOFTWARE

Game-changing eSIM solutions

WITH CUSTOMERS INCLUDING:



## THINGS

Future – proof your IoT connectivity

WITH CUSTOMERS INCLUDING:



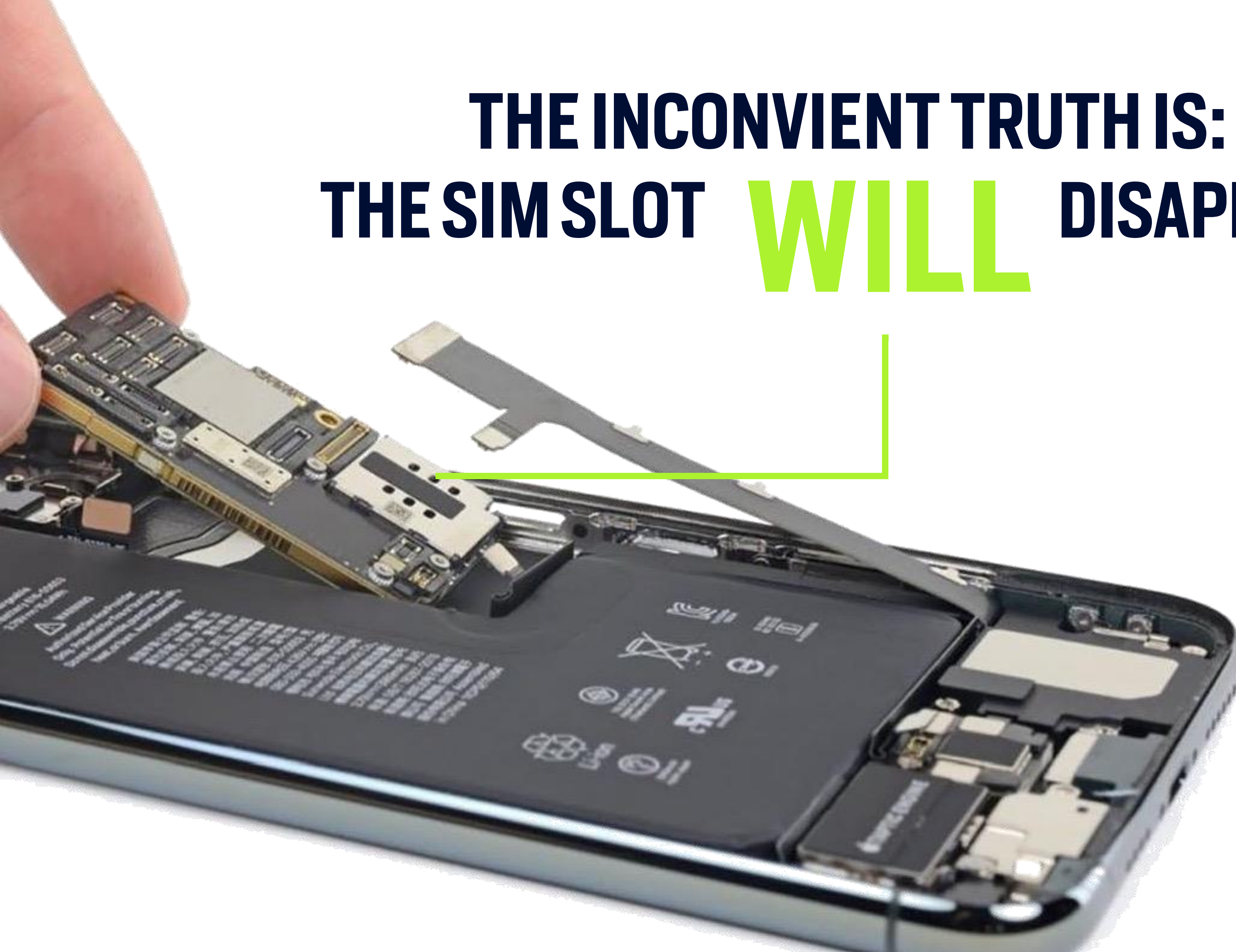
## CONSUMER

Your smart devices, now even smarter

WITH CUSTOMERS INCLUDING:



# THE INCONVENIENT TRUTH IS: THE SIM SLOT **WILL** DISAPPEAR











# CONSUMER ESIM





**M2M** ESIM





# IOT ESIM

AKA **SGP.31** OR CONSUMER IOT





# BOOTSTRAP



# CONCLUSION

We need to think **digitally**

eSIM is an enabler of **scale**

IoT is a problem of automation –  
needs tooling for **profile  
management, provisioning,  
distribution**

Let's enable the ecosystem!

**Digital  
Connectivity  
Distribution  
Workshop**  
Tomorrow  
12:10-1:30