GSMA

eSIM如何解决互操作性的挑战，提升设备在全球市场部署上的移动性

上海浦东 嘉里大酒店 - 3 号多功能厅

2023 年 6 月 30 日 星期五，10:00-11:00

Christian Fernández Carrillo，
产品营销经理，
VALID

邹重人
执行副总裁
紫光同芯微电子

MWC上海

MWC GSMA

黄金赞助商 RedteaMobile Valid

GSMA

How to solve the interoperability challenges to tackle mobility with eSIM for devices deployed on global markets

Kerry Hotel - Function Room 3, China, Shang Hai Shi, Pudong

Friday 30 June 2023, 10:00-11:00

Christian Fernández Carrillo

Product Marketing Manager

VALID

John Zou

Executive Vice President

TongxinMicro

MWC Shanghai

MWC GSMA

Gold Sponsors: RedteaMobile Valid

Valid

How to solve the interoperability challenges to tackle mobility with eSIM for devices deployed on global markets

Christian Fernández
Product Marketing Manager
June 30th 2023

Valid in numbers

USD 361 million net revenue in 2022
USD 93 million normalized EBITDA

3rd DL/ID manufacturer globally
5th SIMcard manufacturer globally

Revenue distribution
40% Brazil vs **60%** International

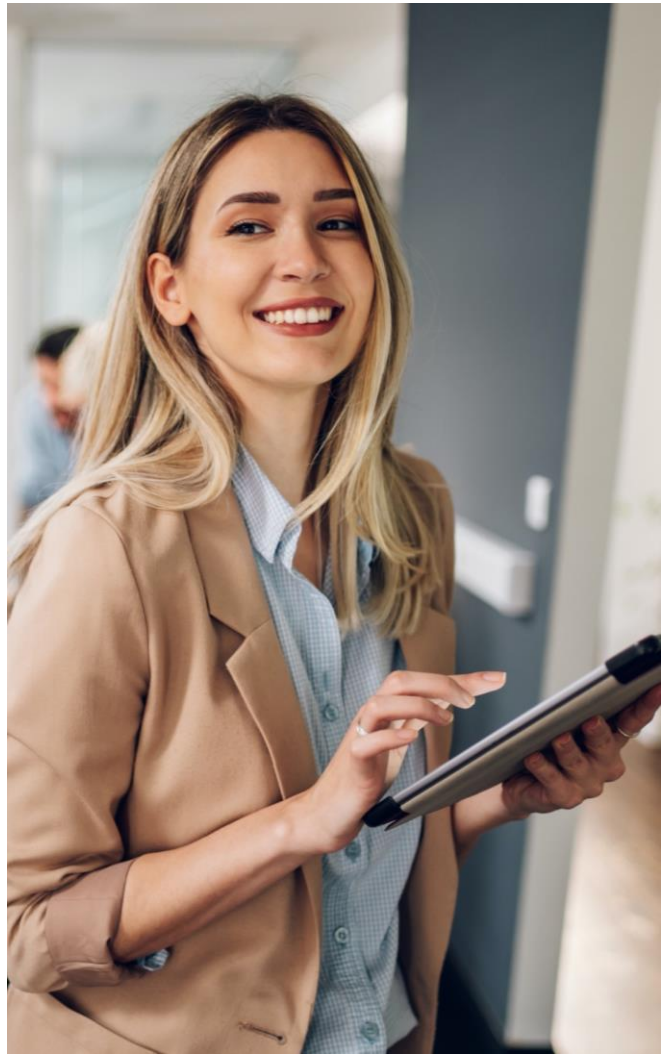
+ 900 million connected devices use Valid's technology

+65 years of history of the group
+25 years for Valid Mobile

+ 250 million national documents issued in a year

+ 4.000 Employees around the world
+15 offices of around the world

+ 700 million transactions made everyday using Valid's technology



Get to know Valid's Verticals

We are organized by business verticals, which helps us to better understand and display the world of solutions we develop.

Valid ID

Solutions for the **secure validation and identification** of people through physical or digital documents, objects, certificates and platforms, for identification and fraud prevention.

Valid Mobile

Solutions for the **Telecommunications market**, serving both connectivity providers and mobile device makers, such as SIM Cards, eSIMs, Subscription Management, iSE, to **secure connectivity and guarantee interoperability**, connecting people, companies and objects efficiently and with secure processes.

Valid Pay

Solutions for **means of payments**, from the manufacture of payment cards to the ecosystem of **digital payments.**

Where we are?

USA
MEXICO
PANAMA
COLOMBIA
BRAZIL
ARGENTINA
DENMARK
SPAIN
RUSSIA
NIGERIA
UNITED ARAB EMIRATES
INDIA
CHINA
SINGAPORE
INDONESIA
MAURITIUS
SOUTH AFRICA
Office
R&D
Manufacture

The natural evolution of our physical product offering

Traditional SIM Cards

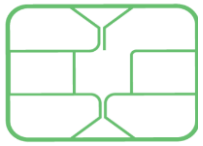
eSIM (embedded)

iSIM (integrated)

SIM Card 4FF

> 108 mm²

Micromodule (D18)

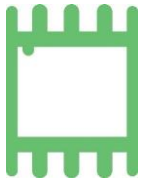


> 80 mm²

DFN 5x6 (MFF2)

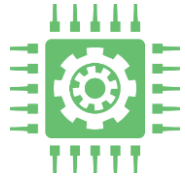
30 mm²

WLCSP



< 7 mm²

iSIM



0 mm²

Valid's eSIM offering

eSIM

mioSIM M2M

- SGP.02 v3.2
- GSMA compliant
- 5G support
- Low power

mioSIM Consumer

- SGP.22 v3.0
- GSMA compliant
- 5G support

mioSIM IoT

- SGP.32 v1.0
- GSMA compliant
- 5G support
- Low power
- IPAe as optional

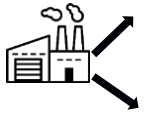
Device Middleware

- LPA/IPA Agent
- LPA/IPA Extension
- eSIM/iSIM OS update agent

Remote Management

- OTA (Over The Air) updates
- SM-DP+
- OS Update: OEM TSM integration

RSP (eIM): remote SIM provisioning



In factory deployment

(on premise)

eSIM/iSIM integration tools: HSM, SFTP, Tool Chain, API and so on

eSIM main benefits for OEMs

BOM reduction

Less components needed

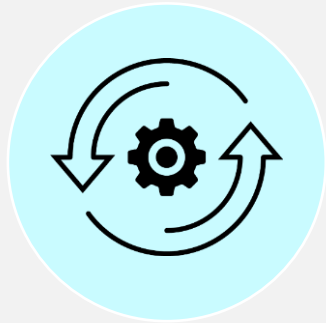
Less manufacturing processes

Size reduction

MFF2 and specially WLCSP or even integrated SIM are key for miniaturizing devices

Reliability improvement

Removing the physical SIM trays makes the cuts in the middle frame unnecessary and reduces bending RMA and risks



Cutting Edge technology

Improves end-customer satisfaction and makes MNO changes easier and faster

Valid

The POS project

An overview of the POS market in 2023

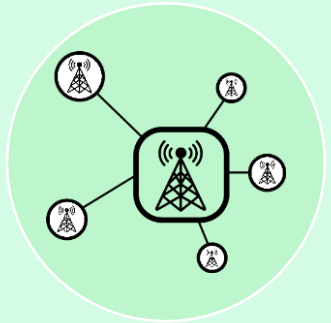
POS solution provides convenient means for customer to make payments

Rapidly evolving to incorporate technologies such as eSIM, 5G, AI, criptocurrency and cloud

SoftPOS as a game changer
NFC-enabled smartphone emulating a payment terminal

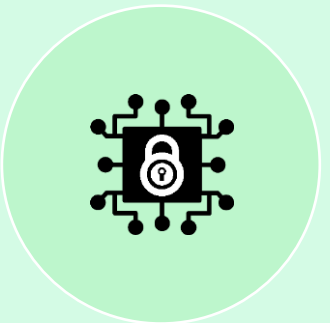
The number of merchants deploying softPOS solutions is expected to rise from the current 6 million to 34.5 million globally in 2027.

The challenges for eSIM-enabled devices deployed globally



Connectivity

Data security



Cibersecurity

Transaction fees and speed

The inconveniences solved by eSIM providers

Inconvenient transactions

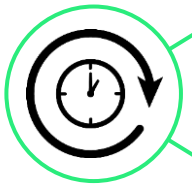
Low business eficiency

Unhappy customers

Security vulnerabilities

Key advantages of cellular connectivity vs WiFi

Enhanced speed, reliability and capability of advanced mobile networks



Initial onboarding efforts are reduced for end customers and for IT departments when massively deploying

Carrier change is much easier and faster for device owners

Our HW partners for eSIM

紫光同芯 TONGXIN MICRO TMC

THD89 eSIM consumer

Secure and certifiend solution EAL5

Small WLCSP package (5mm2)

GSMA SAS-UP accredited production sites

Valid

Integrated eSIM Operating System on top of our partners HW

- OS GSMA compliant with Remote SIM provisioning
- SGP22 v3
- GSMA-certified
- Proven interoperability (GSMA LITE and internally validated)
- 5G connectivity compliant solutions

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Valid

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TONGXIN MICRO

1st Chinese eSIM Total Solution

一 芯 通 全 球

John Zou
Executive Vice President
TongxinMicro

全球领先的安全芯片供应商
Leading-edge Security Chip Provider

TONGXIN MICRO

We are TongxinMicro from China.

源于清华大学
From Tsinghua University

一芯通全球
eSIM

芯有所私
Mob SE

触达芯生活
NFC

随芯所驭
Auto SE

SIM芯片覆盖全球150+亿人次
Benefits 15B people with SIM Chip

TMC与Valid合作
Cooperation With Valid

TONGXIN MICRO

eSIM total solution

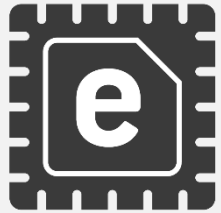
+ THD89, Best-in-class HW solution

- Secure and certified solution (CC EAL5+)
- Small package with WLCSP (5 mm²)
- Accredited production sites : GSMA SAS-UP certified

+ Integrate eSIM Operating System from our Partner Valid

V/ eSIM GSMA

- OS compliant with Remote SIM Provisioning (SGP.22)
- GSMA-certified
- Proven interoperability (GSMA LITE)
- 5G connectivity compliant solution



eSIM

更加开放
Global Service

TONGXIN MICRO

1st Chinese eSIM total solution provider

中国第一个eSIM一站式解决方案供应商

GSMA Security Accreditation Scheme — Accredited Supplier

更多可能
More than eSIM

TONGXIN MICRO

Identity

Payment

Authentication

更佳体验
Seamless Experience

TONGXIN MICRO

User

3x

faster download a profile with TMC solution

更快的下载速度

*基于第三方实验室测试结果

MNO

95%

Activation without customer service

自助激活

*基于visible research

OEM

96%

Capacity saved

节约空间

*基于第三方数据统计

更多美好
Eco-Friendly

2022 Shipments of Plug-in SIM

4.33 Billion

Compare eSIM with Plug-in SIM

0 Plastic

46% Less CO_2

Source: Fraunhofer IZM

TONGXIN MICRO
更加开放，更多可能，更佳体验，更多美好
MEET US AT
HALL N1 STAND E94