

FLEXIROAM

Connecting the world to
infinite possibilities.

March 2021

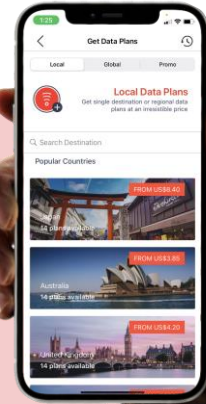


The Opportunity

83 billion* IoT connections by
2024 growing with a **CAGR of 130%**

FLEXIROAM

A super connector to anyone, any
device, anywhere, any business, any
network, anytime.



The IoT solutions market is expected to grow to
around **USD 1.6 trillion*** by 2025



*Sources:

<https://www.juniperresearch.com/press/press-releases/iot-connections-to-reach-83-billion-by-2024-driven>
<https://www.statista.com/statistics/976313/global-iot-market-size/>

Our Business Principles



Global network, partners and customers

Spanning 580 mobile network operators
and 500k subscribers worldwide



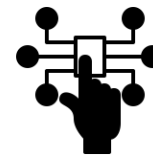
Asset-light

Owens no upstream mobile
network infrastructure



Recurring revenue

Provide services that will yield
recurring revenue streams

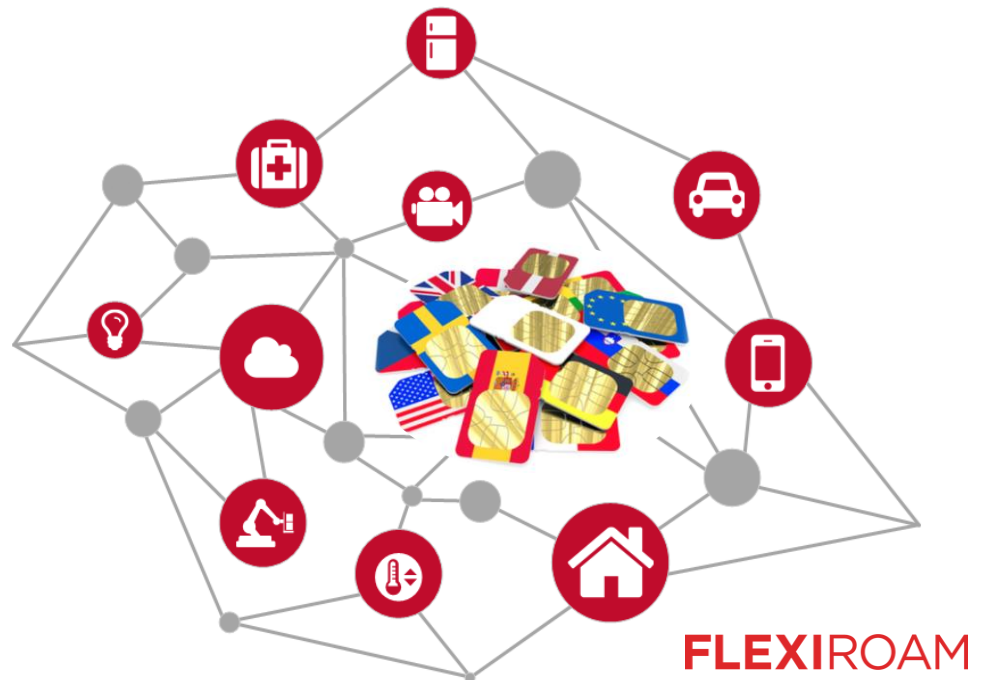


Digital value chain

Ability to scale fast with high
cost efficiencies

Every once in a while a new tech comes and changes **everything**.

All future smart devices in the world need a reliable mobile connectivity for its applications and it should not be coming from plastic sims but from a few lines of codes.



A world class tech engine

A centralised engine that aggregates all mobile network providers (MNOs) to provide seamless and telco-agnostic connectivity to any IoT verticals globally.



ROBUST INFRASTRUCTURE

Ability to scale up to billions of devices & high availability connection to mission critical applications.



EMBEDDED CONNECTIVITY

Allowing various IoT verticals to embed connectivity into their applications with a few lines of code

CoRE

Connectivity Revolution Engine



MULTI NETWORK CAPABILITY

Agnostic to different types of IoT connectivity - 3G/4G/5G to provide global coverage.



INDUSTRY AGNOSTIC BILLING

Highly customisable subscription plans catered towards various IoT business model need.

CoRE powers Flexiroam and more

FLEXIROAM TRAVEL

Instant activation and purchases for 6 billion consumer eSIM devices without the need of a physical SIM card.

The global roaming tariff market is expected to grow at a compound annual growth rate of 4.5% from 2020 to 2027 to reach **USD 88.9 billion*** by 2027.

FLEXIROAM SOLUTIONS

Allow businesses to embrace the freedom of network agnostic connectivity. Easily scale up globally in a cost efficient manner.

The global market for Internet of things (IoT) end-user solutions is expected to grow to **USD 1.6 trillion*** by 2025.



M2M

350 mil devices



CONNECTED CARS

166 mil devices



SMART HOMES

1.2 bil devices



WEARABLES

1.1 bil devices

Already into Consumer and IoT devices

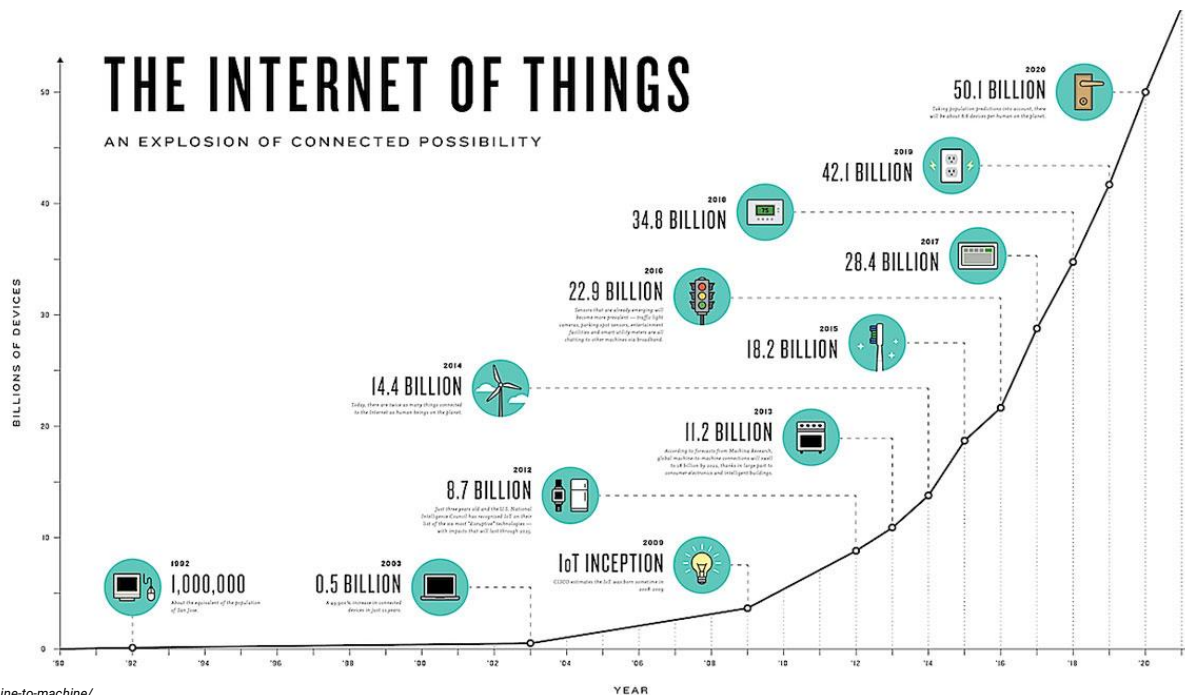
Signed agreement with payment service providers that covers **60% of the market share** in Malaysia.

M2M devices
350 million*

Signed Apple agreement, access to **500 million Apple eSIM devices** worldwide up to 2025.



Consumer devices
10 billion*



*Sources:

<https://www.statista.com/topics/1843/m2m-machine-to-machine/>
<https://www.statista.com/statistics/1101442/iot-number-of-connected-devices-worldwide>
<https://www.ncta.com/whats-new/infographic-the-growth-of-the-internet-of-things>



■ The need to be
always connected.

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TRAVEL

DATA



One user account.
One Flexiroam X App.
Contactless activation via eSIM.



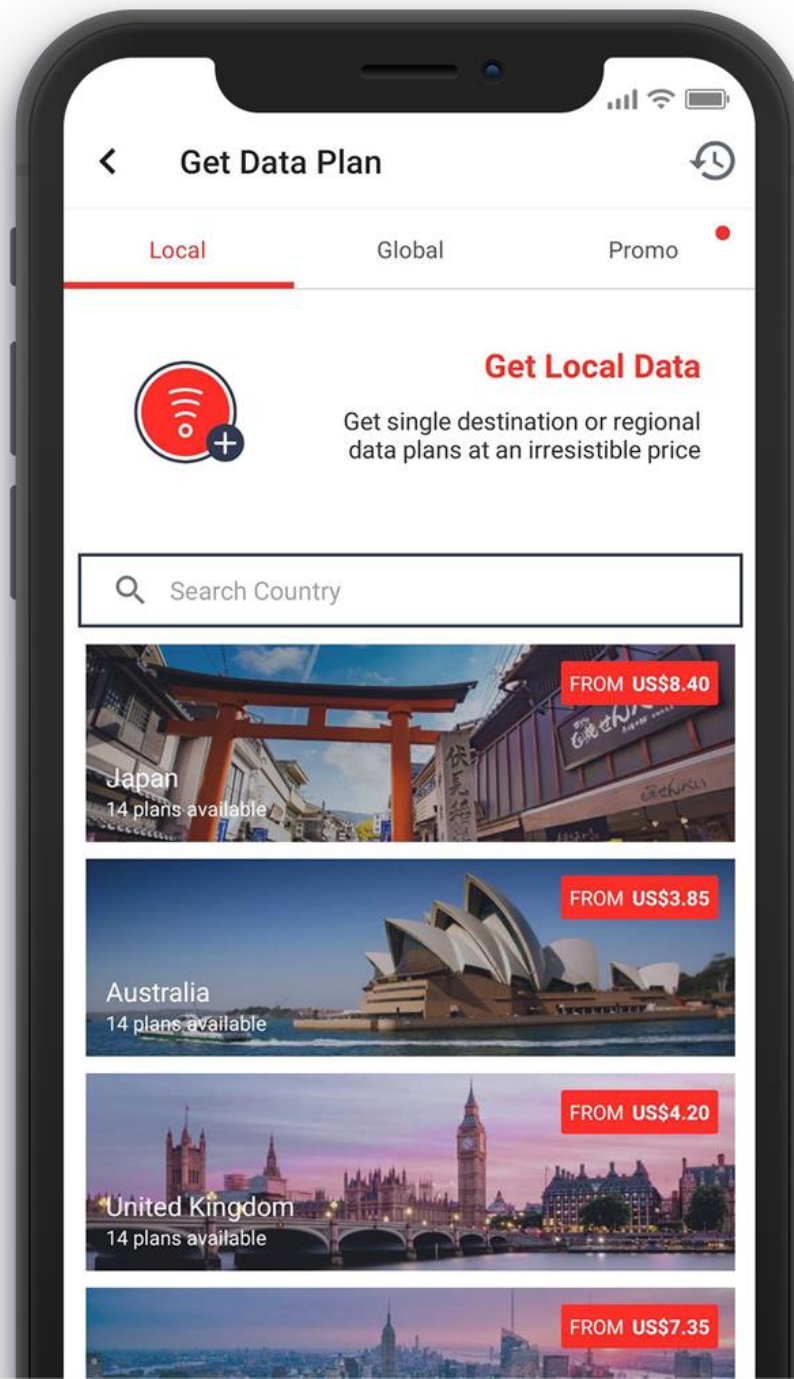
Global coverage access.
In-flight data available.



Data sharing among users.

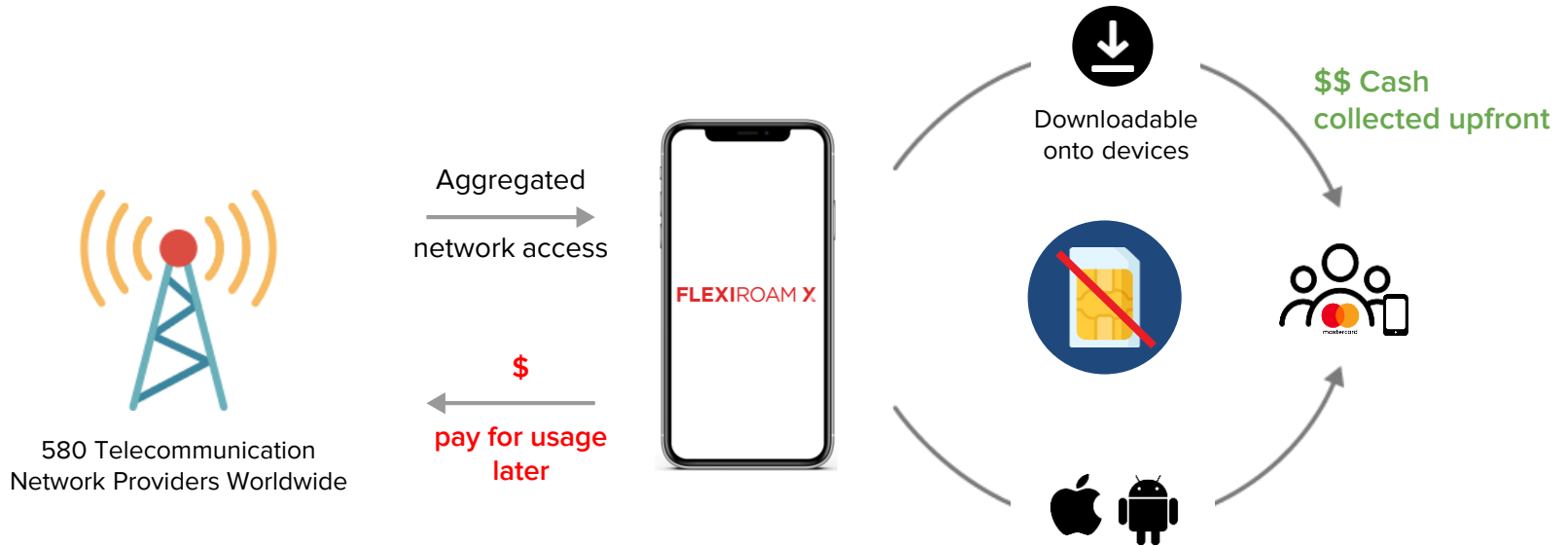


BNPL powered ewallet –
secured payment.
Faster transaction.



TRAVEL: Consumer eSIM

Instant activation. Upfront cash. Fully digital.



REVENUE MODEL

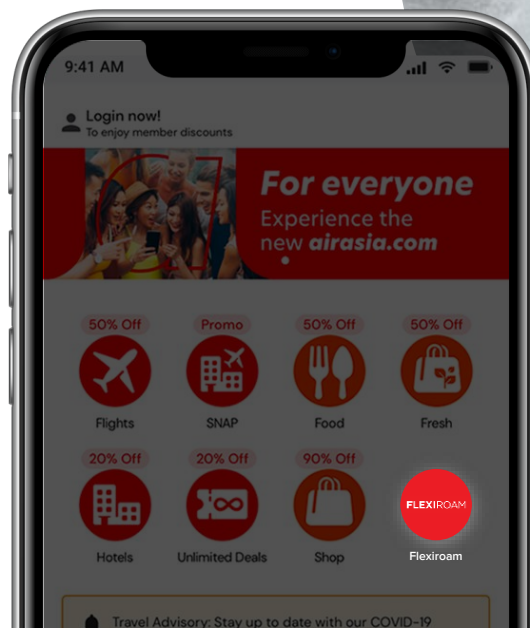
- Fully digital supply chain. Reduced inventory and distribution cost
- Receive cash upfront, pay for usage only when customers utilise data
- Achieve low customer acquisition cost (CAC) and economies of scale over time

TRAVEL

App Connectivity through consumer superbrands

Embedded connectivity for Travel superbrands, Airlines, Fintech players

- Allowing global brands to embed Flexiroam connectivity into their app, access to a global network as they travel
- Instantly activate connectivity for eSIM customers
- Partnerships give us access to 30m travelers

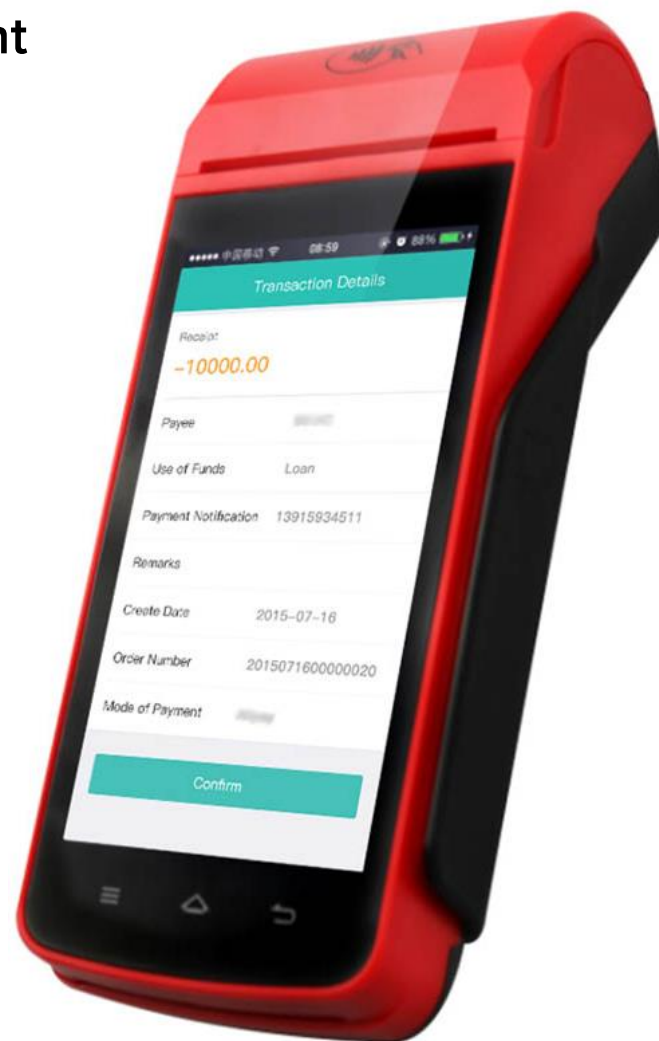


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SOLUTIONS: Powering Contactless Payment and more

- Increase adoption of contactless payments via Digital wallet drive growing demand for mobile payments.
- The mPoS terminal market is poised to grow by **USD 6.0bn** during 2021-2025 at a CAGR of 20% during the forecast period.
- Strong long-term growth opportunities, with Southeast Asia POS terminal market forecast to grow at a **CAGR of 32.4%** over 2020-2025.

Compatible to various brands:



FLEXIROAM

SOLUTIONS: penetrating mPOS vertical



Global coverage



Device
management platform



Cost efficient



Secured

Connectivity
by
FLEXIROAM

- Working with mPOS manufacturers with eSIM capability on Android
- Getting merchant to incorporate CORE API in their app to activate various eSIM profiles
- Easier onboarding process, no sim inventory, global deployment



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IoT embedded Devices



REVENUE MODEL

- Fully digital supply chain. Reduced inventory and distribution cost
- Certified and provision into devices via manufacturers
- Recurring revenue from enterprise customers with low churn rate (machine lifetime > 10 years)

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SOLUTIONS: Capturing the IoT explosion with eSIM ready verticals



SMART HOMES



CONNECTED CARS



WEARABLES

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