



# Ubigi

Ubigi for Travel Industry Operators  
eSIM connectivity for international travelers



## Ubigi For Travel Industry

Offer your customers instant  
and effortless internet  
connectivity across the globe  
with the Ubigi travel eSIM.







*Connectivity has become an integral aspect of the modern traveler's journey,  
much like booking a flight ticket, reserving a hotel or a holiday house,  
securing travel insurance, or renting a car.*

*Staying always connected with friends, colleagues, and family is a  
fundamental expectation for travelers, making it an essential part of the  
travel ecosystem and the overall journey.*

**“81% of travelers consider internet access essential when  
choosing their travel destinations.”**



# About Ubige

**MVNO** of the **Year**  
Awards **2023**

Confidential



■ Created in 2017, Ubige stands at the forefront of the travel tech industry, delivering top-tier eSIM global cellular connectivity services, spanning over 200 destinations worldwide. Ubige focus remains on providing a seamless experience, offering an extensive range of flexible and cost-effective prepaid data plans tailored for Smartphones, Tablets, Laptops, and Connected Cars.



[Revolutionizing Travel Experience with Ubige's Travel eSIM Connectivity](#)

acer

ASUS

Microsoft

VAIO

JAGUAR

LAND-ROVER



FIAT

Maserati

Jeep



JAPAN AIRLINES

# One NTT



# \$110B

JAPAN

WORLD

B2C telecommunications services

**NTT docomo**

**NTT DATA**

Digital transformation services, full stack IoT, private 5G, edge devices

B2B - mobile, cloud, Managed Services, and IoT Solutions

**d docomo business**

Collaboration



Cellular connectivity, beyond borders





## Cellular connectivity beyond borders.



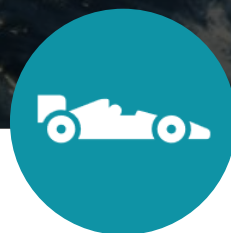
### Mobile Telephony

We are the leading  
MVNO Enabler in  
Europe



### Industrial IoT

Global solutions for  
telcos, OEM, industrial  
and consumer IoT



### Connected Cars

Global solutions for  
telematics and  
onboard infotainment



### Travel eSIM (Ubg)

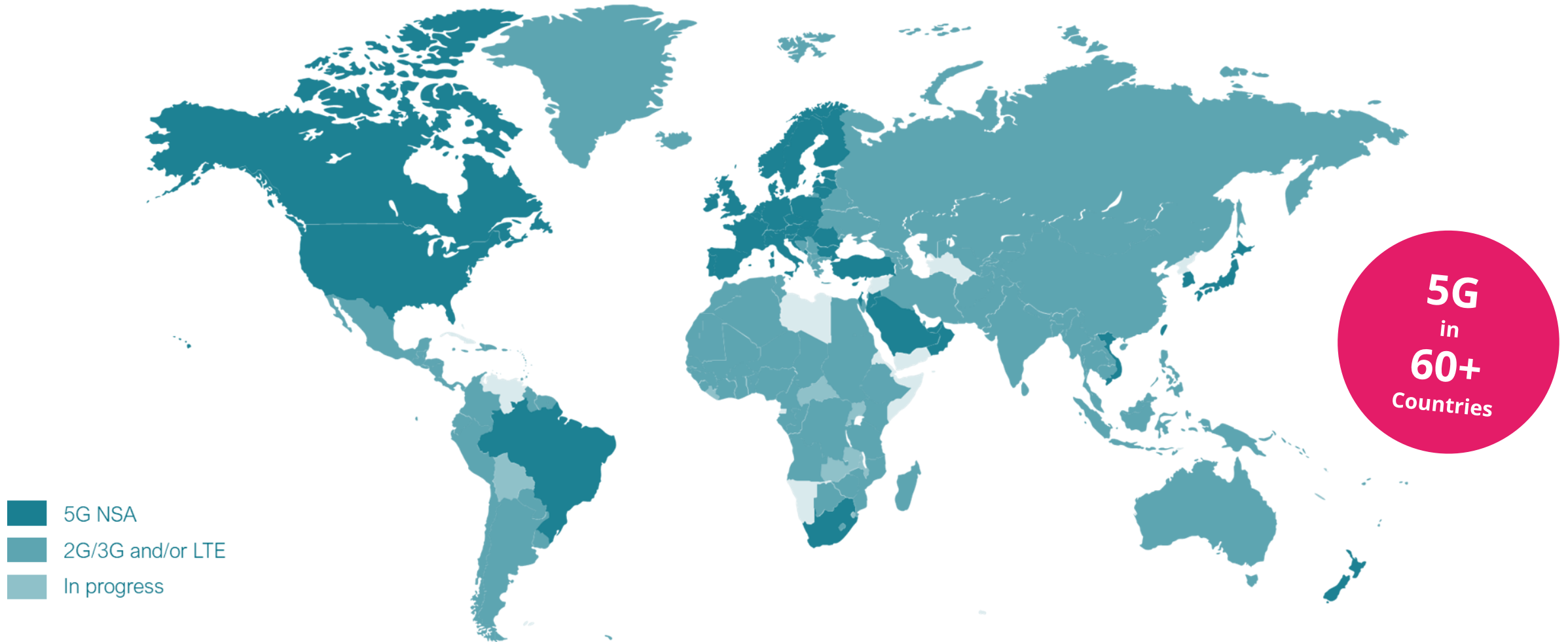
Global data solutions for  
international travelers  
and professionals





# Multi-operator data coverage in over 200+ destinations

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**Global coverage, local performance:** With our 901 IMSI, you'll experience maximum bandwidth and low latency thanks to our globally distributed PoP constellation.



# Ubige's USPs

- Ubige, a brand under Transatel/NTT Data, benefits from the extensive infrastructure and expertise of a global telecommunications company, **operating as a Full MVNO for over 20 years.**
- With absolute control over its network and services, **Ubige masters the entire value chain** that ensures **a more reliable and consistent connectivity across the globe.**
- As a Full MVNO, Ubige/Transatel can **craft personalized offers** for its diverse customer base (BtoB, BtoC, BtoBtoC), distinguishing itself from eSIM "brokers" dependent on agreements with multiple suppliers/wholesalers.
- Ubige is the only provider empowering travelers to top up or purchase new data plans on the go, **without the need for Wi-Fi or data credits**, thanks to its comprehensive control of the process.
- Once equipped with a Ubige eSIM, **there's no necessity to reinstall it for every new plan purchase.** Simply purchase or recharge via the Ubige app.







# Ubigi eSIM Key features



Stay connected in over 200 destinations worldwide.



Enjoy global connectivity at local costs! Save up to 90% on roaming charges.



Say goodbye to physical SIM cards. Instantly activate your 100% digital eSIM.



Keep your primary provider for phone calls and SMS.



Enhanced security ensuring protection against public Wi-Fi risks.



User-friendly Ubigi App for account management and top-up on the go (no need for data credits or Wi-Fi access).



Single Ubigi eSIM, no need for constant reinstallation when switching plans or destinations.



Global customer support via online channels and resources for self-assistance 7/24/365.



# The Ubige BtoC e-commerce Website

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Ubige

BUY AN eSIM DATA PLAN

GET STARTED

TOP UP

HELP CENTER

BUSINESS

PARTNERS

あ

Best eSIM data plans to stay connected worldwide

Award winner

MOBILE EUROPE

CONSUMER CHAMPION

2023

Get instant travel and local data plans with eSIM.

With Ubige, you no longer need to swap physical SIM cards, pay your operator's roaming charges, or search for public Wi-Fi to connect to the Internet abroad. Simply get your Ubige eSIM plan for mobile data and save money.

eSIM

Digital SIM card

Instant setup

Prepaid

200+ destinations

Easy top-up

Where do you need connectivity?

Select a destination

\$ USD

GO!

☒ One-Off

☐ Monthly

☒ Annual

Great

Trustpilot

[www.ubige.com/esim](https://www.ubige.com/esim)

Ubige

あ

France

10GB

VALIDITY: 30 days

TYPE: ONE-OFF

€9

UK

10GB

VALIDITY: 30 days

TYPE: ONE-OFF

€10

Poland

10GB

VALIDITY: 30 days

TYPE: ONE-OFF

€12

Iceland

10GB

VALIDITY: 30 days

TYPE: ONE-OFF

€12

Malaysia

10GB

VALIDITY: 30 days

TYPE: ONE-OFF

€12

USA

10GB

VALIDITY: 7 days

TYPE: ONE-OFF

€12

Switzerland

10GB

VALIDITY: 30 days

TYPE: ONE-OFF

€12

Spain

10GB

VALIDITY: 30 days

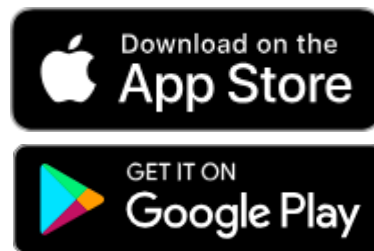
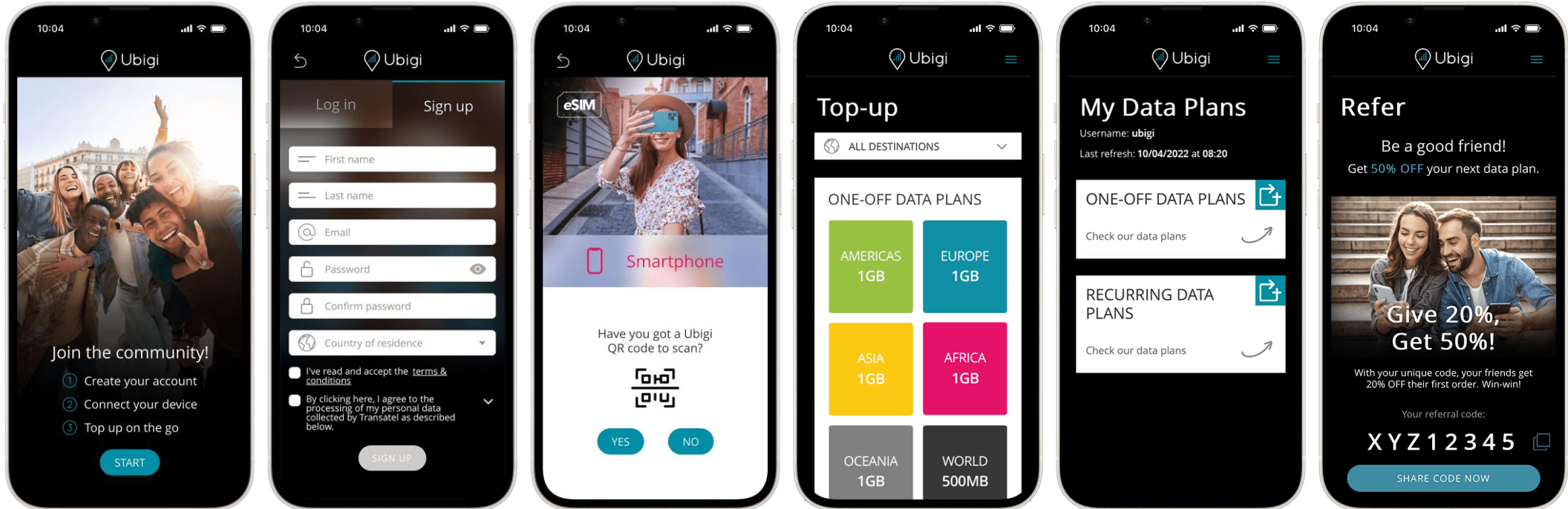
TYPE: ONE-OFF

€13



# The Ubige user app

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# Examples of data plans for some popular destinations



①



5G

London

3 GB

valid 30 days

\$7



①



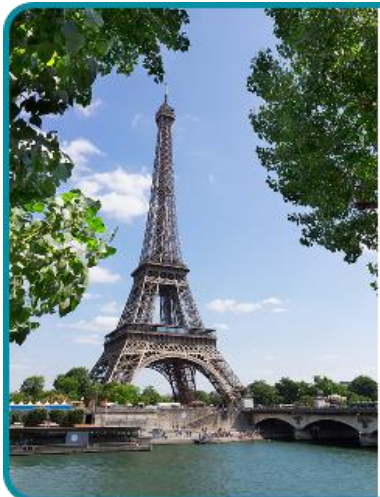
5G

Japan


3 GB

valid 30 days

\$8



①




5G

Paris


3 GB

valid 30 days

\$6



①



5G

New York

3 GB

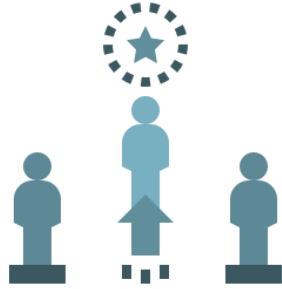
valid 30 days

\$8



# Commitment to our partners

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## COMPETITIVE ADVANTAGE

- Improving the customer experience
- Building passenger loyalty



## NEW BUSINESS OPPORTUNITY

- Potential income from the sale of data plans
- Recurring income from top-ups



## SERVICE EXCELLENCE

- Partnership with the world's best operator networks
- 1st Prize "Consumer Champion" at the MVNO Awards 2023



# Partnership Key Benefits

**MVNO** of the **Year**  
Awards **2023**

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## Global Connectivity Excellence

Partnering with Ubigi grants you access to a seamless network that spans across 200+ destinations, ensuring your customers and passengers stay connected globally.



## Enhanced User Experience

Elevate your customers' experience with uninterrupted and safer connectivity, offering them the freedom to stay connected anywhere, anytime.



## Effortless Global Roaming

Enable your customers to roam seamlessly at competitive local rates in multiple countries, eliminating the hassle of switching SIM cards or looking for unsafe public Wi-Fi.



## Streamlined Integration

Ubigi's user-friendly solutions streamline the integration process, ensuring a swift setup. Benefit from our turnkey « Ubigi Associate Program », API portfolio, and centralized eSIM management platform.

“Very good service – Great prices and very good connection. Highly recommend when traveling, you will always have good signal. And for sure, much more simpler and cheaper than buying a SIM card in every country you visit. You’ll be connected right after landing.”



par Mequezada

Noté 4,4 / 5 | 5 302 avis

★ Trustpilot





# An ideal match for all the travel industry stakeholders

- Whether a travel industry player, an international event organizer or an eSIM reseller, Ubiquitous provides solutions and business models to meet your specific needs.



## Travel Industry Operators

Dive into Ubiquitous's tailor-made programs designed for airlines, tour operators, travel agencies, hotel groups, car rental companies, travel insurance companies, cruise lines, GDS (Global Distribution Systems)...



## International Events Organizers

Hosting international events comes with a unique set of connectivity challenges. Keep attendees connected ensuring your event leaves a lasting impression.



## Travel eSIM Marketplaces

Maximize your offerings, enhance user experiences, and tap into a catalog of 200+ destinations and flexible data plan options, at the best rates.



# Our business models



## Ubige for Travel Industry Partners

With APIs

### Ubige Wholesale Program

Partner Own brand

White-label  
model

Ubige brand  
(incl. App + Customer Support)

Reseller  
model



« Buy & Sell » / stock management  
business model

Without APIs

### Ubige Associate Program

< 200 U.V / month

White label  
model

Co-branded  
model

Affiliation  
model



Revenue share / commission-based  
business model

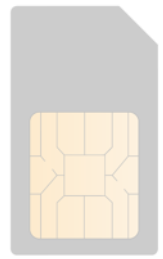
# What is eSIM



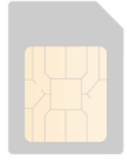


# Fundamental principles of **eSIM** miniaturization & digitalization

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Mini SIM  
1996



Micro SIM  
2003



Nano SIM  
2012



eSIM  
2016

- eSIM stands for embedded **SIM**
- A component soldered on the electronic card of the device
- Remote and instant setting
- Multiple operator profiles (*wallet*)

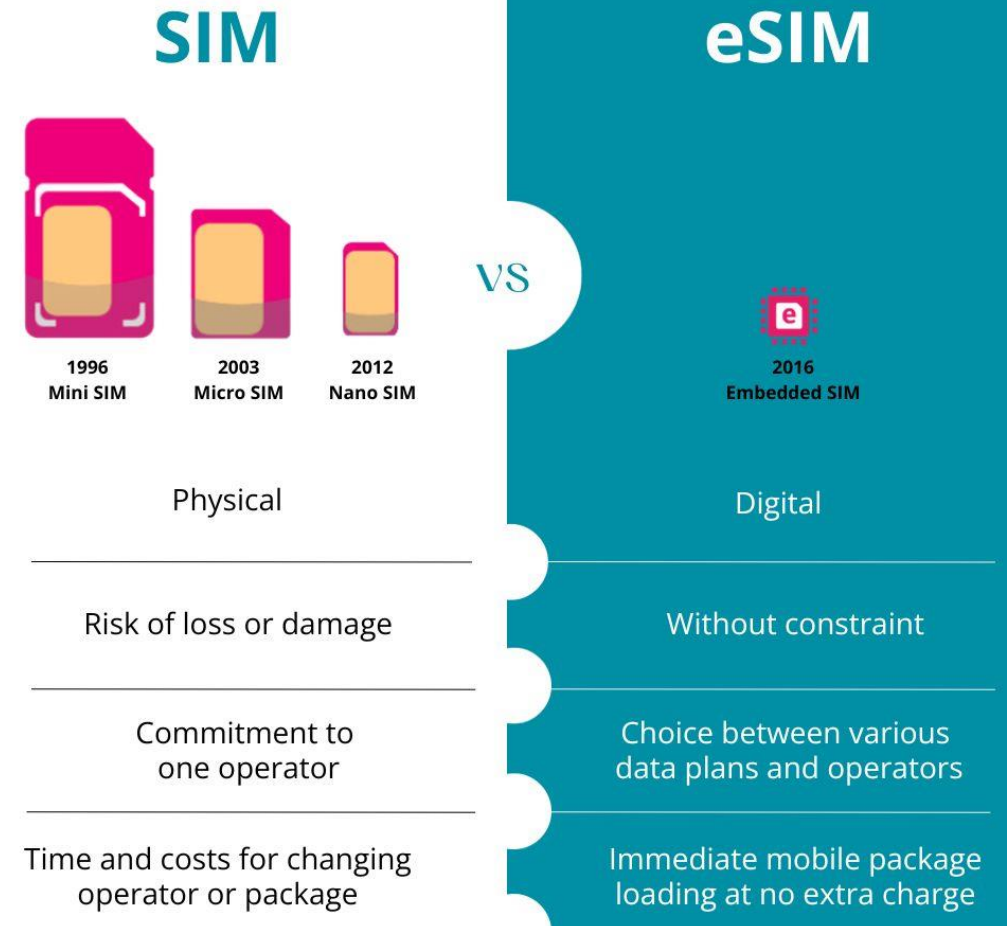




# Benefits of eSIM technology

## eSIM technology offers various advantages, including:

- **Convenience:** eSIMs eliminate the need for physical SIM cards or physical hotspots. Travelers can easily download and activate their eSIM profile, and top-up on the go through apps and websites, simplifying the process of connecting to mobile networks abroad.
- **Global Connectivity:** eSIMs can provide global connectivity, allowing travelers to access data services in multiple countries without the need to switch SIM cards or purchase local SIM cards.
- **Cost Savings:** eSIM data plans can potentially reduce roaming charges for travelers by up to 90%, making international travel more cost-effective, and without any commitment, or entree fees.
- **Environmental Benefits:** eSIMs contribute to reducing the use of physical SIM cards, which are more environmentally friendly.

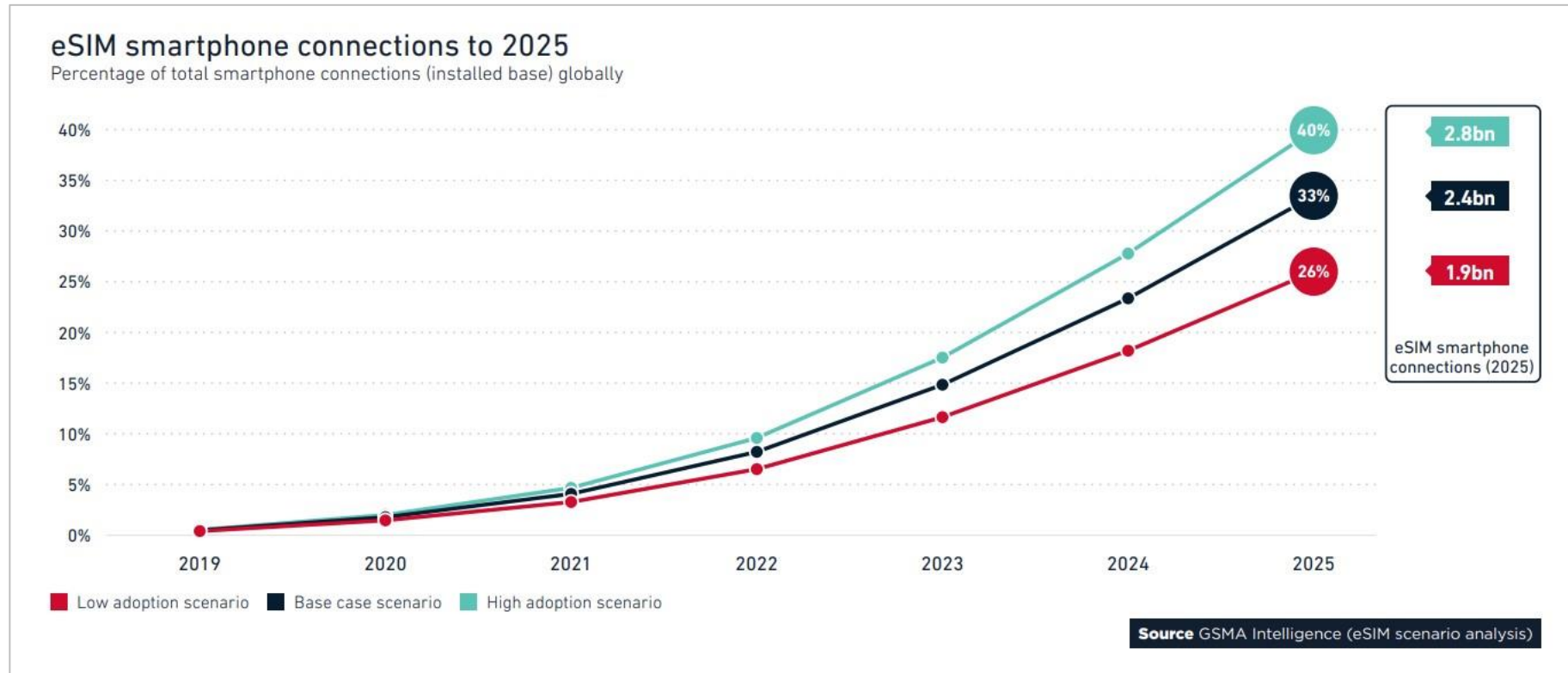




# eSIM market adoption trend

- 2.4 billion eSIM smartphone connections forecasted globally by 2025 (33% of total smartphone connections).

## eSIM TO CONNECT 2.4 BILLION DEVICES IN 2025, RISING FROM 36 MILLION IN 2019







# How it works



# eSIM setting is « Over the air »

By scanning a unique QR code



OR

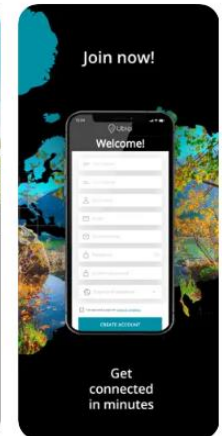
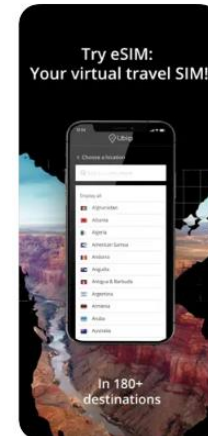
Or downloading an app



**Ubiquitous: eSIM & Mobile Internet** 4+  
Virtual SIM card & data plans  
[Transatel](#)  
★★★★★ 4.5 • 387 Ratings  
Free

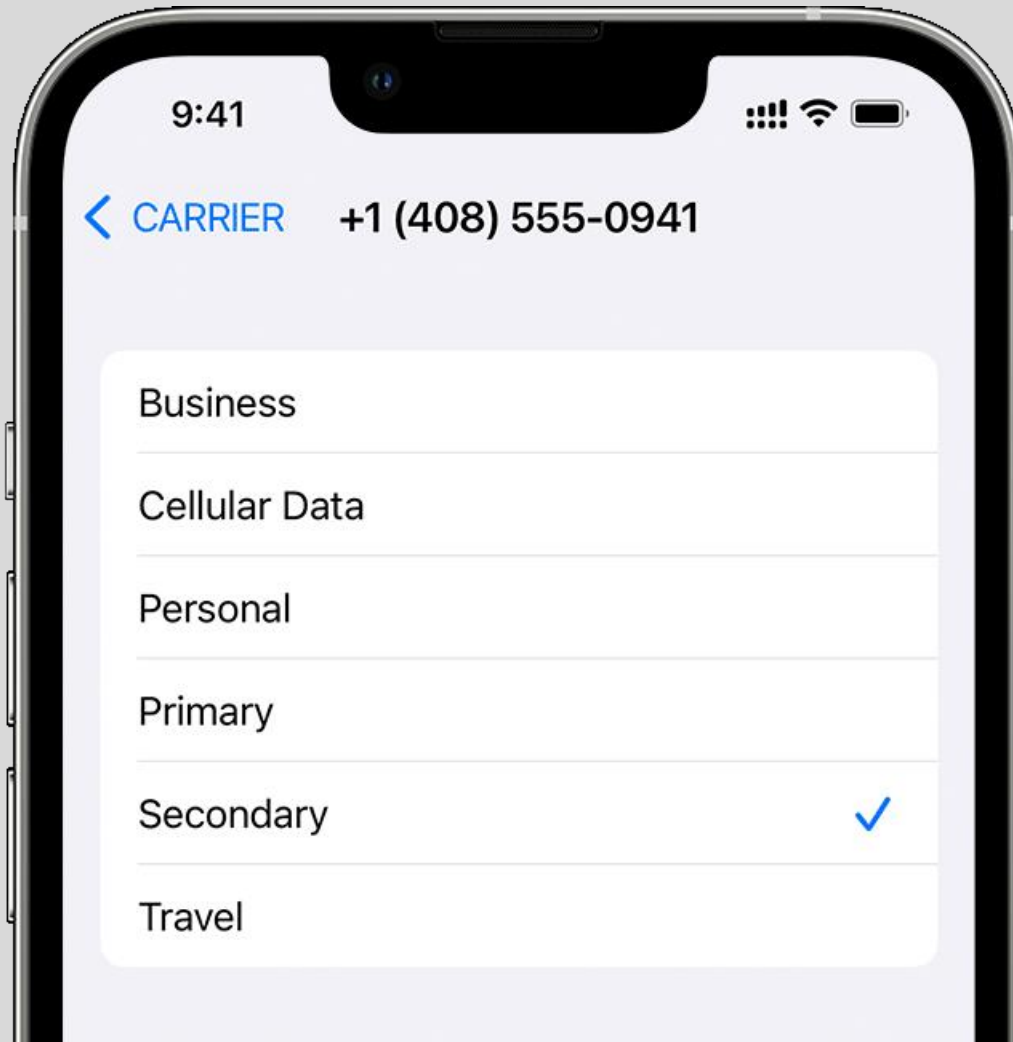


Screenshots [iPhone](#) [iPad](#)





# User can download multiple eSIM profiles



And name them according to the use





# User can activate two operators simultaneously: Dual SIM Stand-by (DSS)

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Default operator for  
mobile data

*Ability to accept automatic failover in  
case of lack of network coverage  
(optional, risk in case of use abroad)*



Default operator for  
calls & SMS

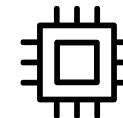
*Ability to manually switch before  
calls or SMS are made*

- Both operators are active in parallel for reception
- After iPhone 13, the two operators can be:



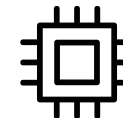
SIM

&



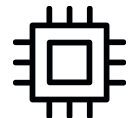
eSIM

OR



eSIM

&



eSIM

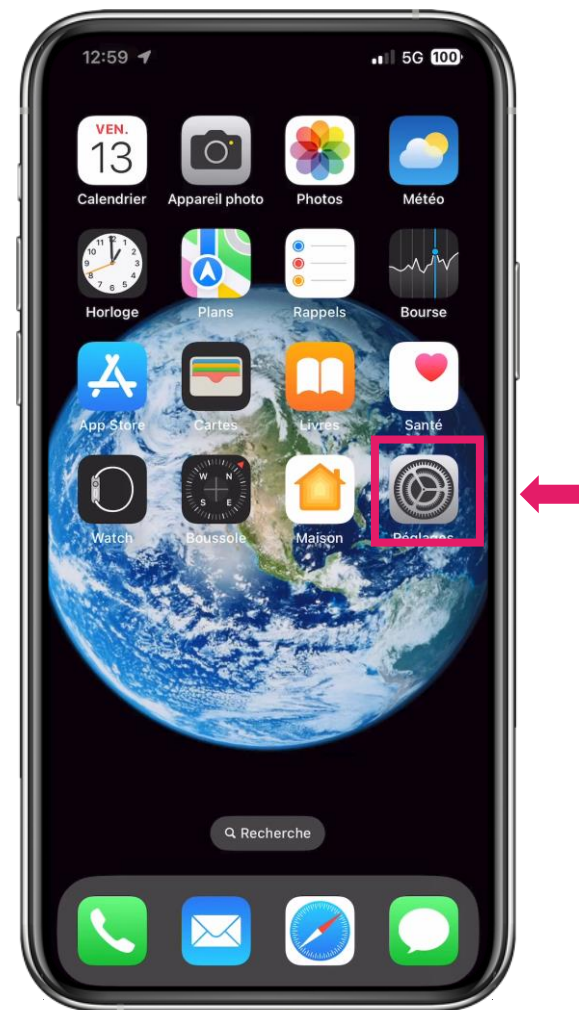


# The update is easily done from the native settings of the smartphone

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Example of iOS





# How to start with Ubige?

1

**Check the compatibility of your mobile device with eSIM**

2

**Choose the package best suited to your stay**

Visit our website [www.ubige.com](http://www.ubige.com) or download the Ubige application from the app stores and, choose from our data packages for national or international coverage.

3

**Install your free Ubige eSIM**

Activate your Ubige eSIM in just a few clicks. Your Ubige eSIM is free, unique and permanent! No need to download your eSIM profile several times!

4

**Create your Ubige account**

It's quick and easy and gives you instant access to all the benefits of Ubige eSIM to manage your data credits and top-up on the go.

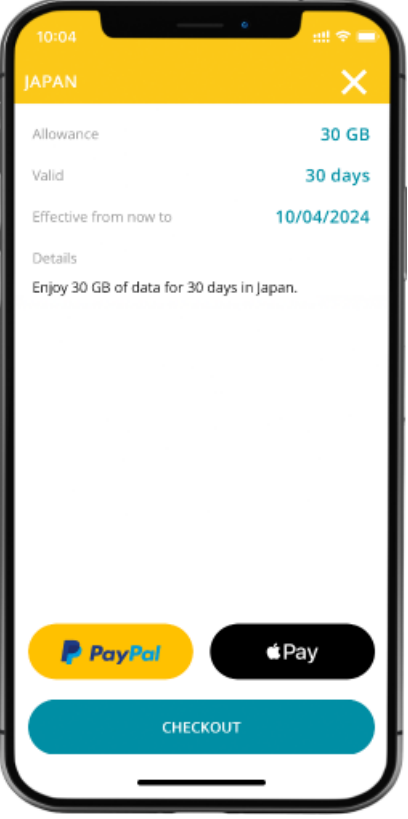
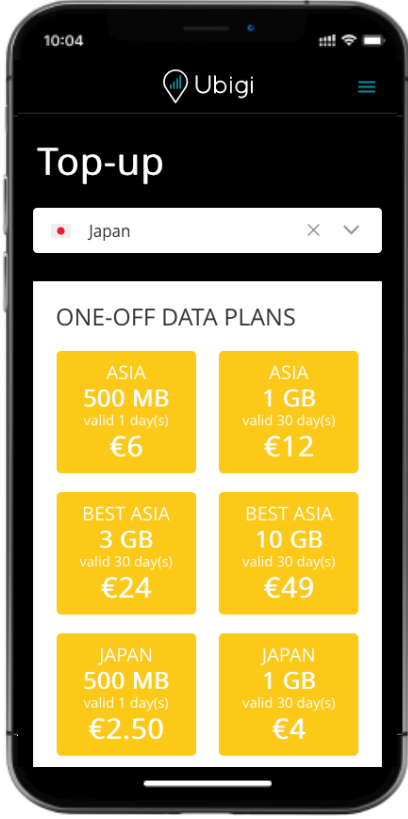
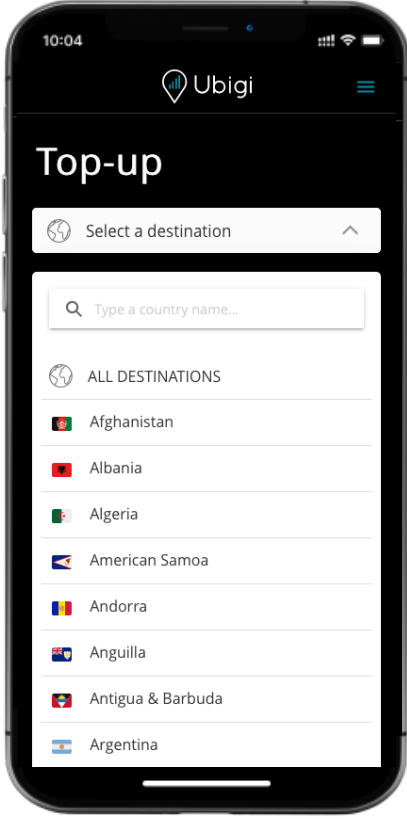
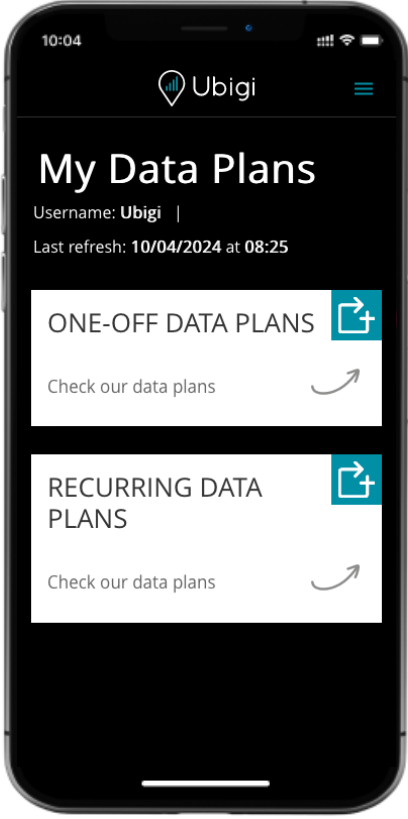






# Example of the customer journey when buying a data plan for Japan with Ubigo

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# eSIM compatible devices

- Most of the recent smartphones, cellular tablets, and cellular laptops now support eSIM and it is becoming **the new norm**.



Compatible with all  
mobile devices  
equipped with an eSIM



> List of compatible devices : [Ubigi.com/devices](https://ubigi.com/devices)



# *Use Cases (examples)*





# Use case : Enhancing the Booking Experience



Imagine Americans booking a holiday accommodation in Barcelona, the booking platform could offer an enhanced booking experience. When travelers confirm their reservation, they could be presented with the option to add a Ubigi France 10GB data plan for €12.

This seamless integration allows travelers to secure reliable connectivity for their trip, making it easy to stay connected and navigate their new surroundings.



# Use case : Global Connectivity with Travel Insurance

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As an international Travel Insurance company, you can provide an added value proposition to travelers purchasing travel insurance for destinations across the globe, spanning over 200 countries. When customers opt for travel insurance, you can offer them the option to include Ubigi's seamless connectivity solutions as part of their travel package.

This integration ensures that travelers not only have financial protection through insurance but also enjoy continuous, cost-effective and secure connectivity throughout their journey, regardless of the destination. It enhances their overall travel experience and peace of mind, knowing they can stay in touch with loved ones, access vital information, and manage their travel plans effortlessly.





# Use case : Special Offer for Attendees to an international gaming show

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**Get 20% OFF  
data plans**

As the organizer of an international video games show, you can enhance the event experience by offering attendees coming from abroad a special discount on data plans. Upon registering for the event, all visitors could receive a 20% discount coupon for Ubigi's data plan purchase.

This exclusive offer ensures that attendees have access to reliable connectivity while attending the show at a reduced cost, improving their overall event experience.





# Use case : Ridesharing company in-app integration

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Imagine travelers arriving at New York City's airport and planning to use a ridesharing company app like Uber throughout their stay. This transportation app could seamlessly integrate Ubigi's eSIM services into their app.

Upon arrival at the airport, travelers would be prompted to download an eSIM with a Ubigi USA 3GB data plan for just €8. This convenient option ensures travelers have instant, cost-effective connectivity for their transportation app rides and their entire stay in New York.







# Partnership Proposal Summary



- Extensive selection of eSIM LTE/5G data plans worldwide, covering 200+ destinations with competitive rates.
- New avenues of business growth through the sale of eSIM Internet data plans.
- Effortless integration into your systems and customer journey via our diverse business models.



# Ubigi

[www.ubigi.com](http://www.ubigi.com)

Connect **Everywhere**

