

TravelSIM Australia
to
Portaone

TravelSIM Australia?



Started in 2006 – 13 years old



CEO & Founder – Jamien Zimmermann



Core business – MVNO - Australians travelling abroad – outbound travel



Business Model - B2B2C

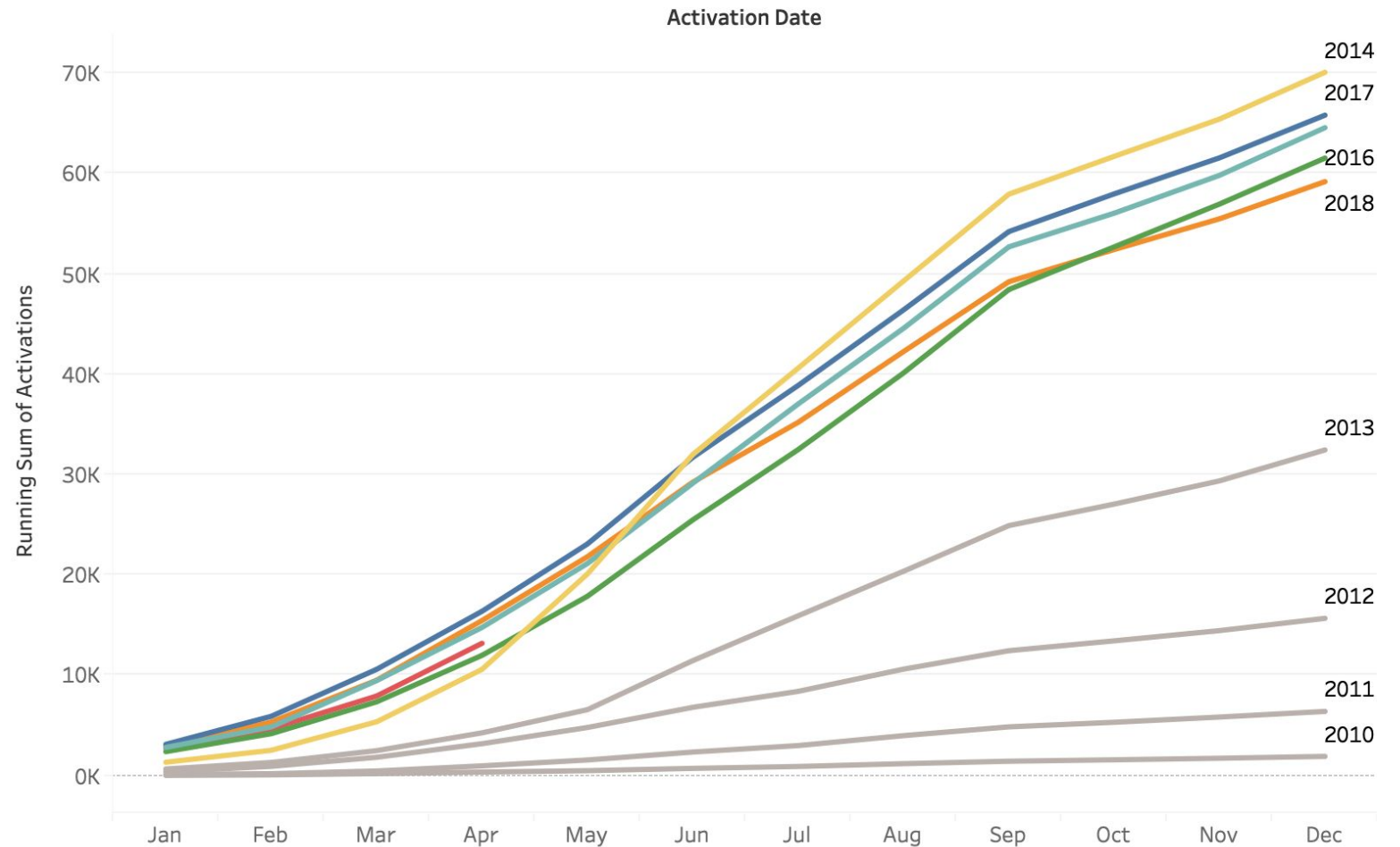


Now have two brands in market – TravelSIM & Australia Post TravelSIM

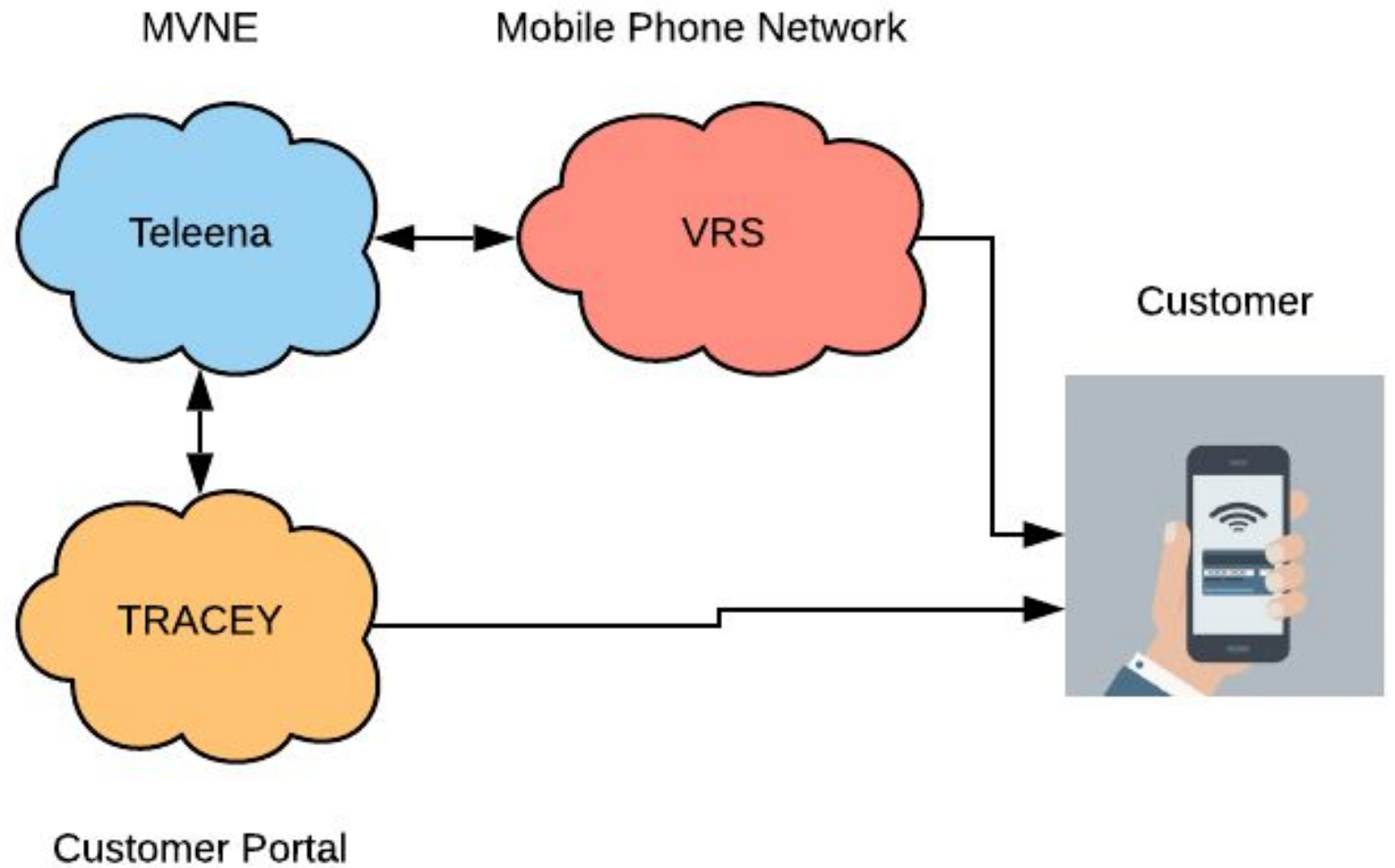
Performance

- Grew fast > 2010
- Peaked in 2014 – TV
- Dropped then rallied with new rates 2016
- Decline trend recently
- Over 400k customers

Activations



Set-Up - Previous



Problems with Previous Set-Up

Slow to market

Expensive development costs

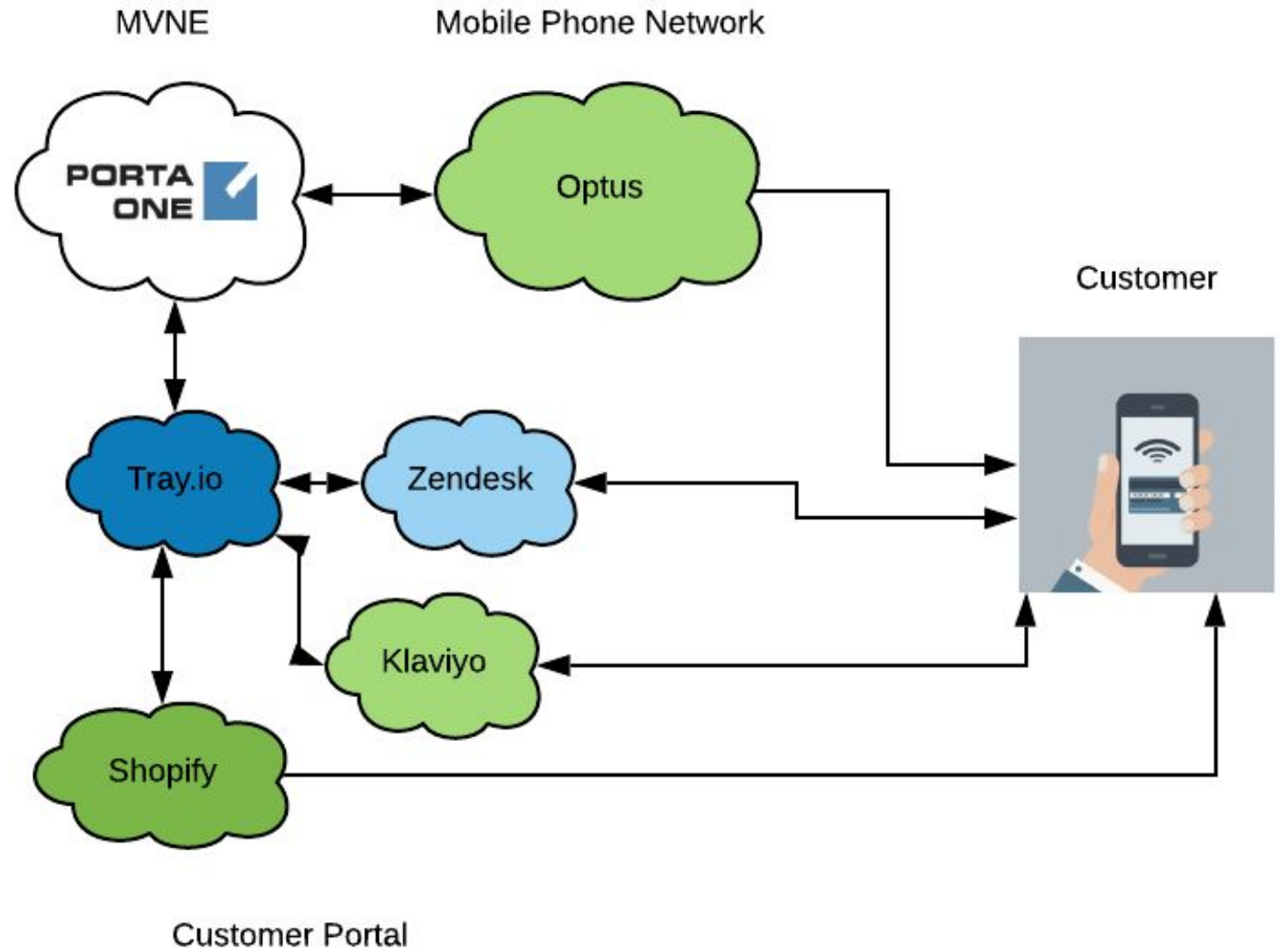
Behind in technology

NOT AGILE!

Very high fixed costs

Set-Up - Now

- Nearly finished!



Why we chose Portaone

Engaged sales team – Michael Chackal!

Flexible from the start – e.g. understood our immense cashflow issue with running two systems

The best business model

Gave us back control

Speed to market

The Future

Expand niche to Small Business

MVNE opportunities

Expand product mix – OTT Voice, MBB

Back to growth!