



HQ/CS/CL.24B/16760
May 29, 2019

Sir,

Sub: Press Release - Tata Communications pioneers an IoT ecosystem with first-of-its-kind IoT Marketplace in India.

Please find attached herewith the press release on the captioned subject being issued today

Thanking you,

Yours faithfully,
For Tata Communications Limited


Manish Sansi
Company Secretary &
General Counsel (India)

To:

- 1) Security Code 500483, BSE Ltd, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001.
- 2) Security Code TATACOMM, National Stock Exchange of India Limited. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai, Maharashtra 400051

TATA COMMUNICATIONS

Tata Communications Limited

Plot C 21 & C 36 'G' Block Bandra Kurla Complex, Mumbai 400 098 India

Regd. Office : VSB Mahatma Gandhi Road Fort Mumbai – 400 001 India

Tel 91 22 6659 1966 Fax 91 22 6725 1962 website www.tatacommunications.com

CIN : L64200MH1986PLC039266

For immediate release

Press Release

Tata Communications pioneers an IoT ecosystem with first-of-its-kind IoT Marketplace in India

*Offers end-to-end, bundled IoT solutions on a marketplace platform;
Aims to link IoT practitioners with enterprise customers*

Mumbai, May 29, 2019 - [Tata Communications](#), a leading digital infrastructure provider announced today the launch of its [Internet of Things \(IoT\) Marketplace](#) - a first-of-its-kind initiative in India to strengthen and accelerate the country's growing IoT ecosystem. The IoT Marketplace will bring together IoT practitioners and enterprise customers on a single platform; setting the ground for customers to tailor their IoT solutions and drive innovation within their business, while enabling vendors and partners on the platform to discover new market opportunities.

Frost & Sullivan finds that the Enterprise IoT market in India will grow at a CAGR of 35% through 2023, quadrupling the market by then. Despite a large number of solution providers and system integrators, Indian enterprises have not been able to fully leverage the opportunities presented by IoT. There is lack of standardisation, interoperability and connectivity in the IoT market, with a plethora of players, technologies and platforms competing for market share and mindshare. There is a need to bridge this gap and offer a single solution, which can help scale IoT adoption in India.

Tata Communications' IoT Marketplace looks to address these needs by bringing together different partners from device manufacturers, software developers to start-ups and system integrators to deploy and manage IoT solutions, all under one single platform. The complete solution-set will be offered by Tata Communications and the partners in the ecosystem - underpinned by Tata Communications' pan-India infrastructure and platform.

The IoT Marketplace will enable diverse customers from government/public sectors to enterprises and start-ups to choose from a range of offerings and services on a plug and play model, enabling them to leverage IoT solutions to address their custom requirements.

"By bringing together best-of-breed IoT players on one online B2B marketplace, we are breaking new ground in the journey to unlock the power of IoT in India", says Alok Bardiya, Head - Internet of Things (Business Unit), Tata Communications. "We believe that this first-of-its kind initiative provides a missing link that will make a difference to how disparate IoT components are brought together to create a unified experience in designing a solution or ultimately purchasing one; thereby enabling customers to deploy these solutions with ease and achieve their strategic goals using IoT."

"We are excited to be a part of Tata Communications' IoT Marketplace initiative - a ready channel that will give us access to many untapped IoT opportunities in the Indian market and insights to future proof our product and sales strategies," said Jainam Mehta, Chief Marketing Officer, Oizom, a start-up offering IoT based environmental solutions. "This platform will enable us to increase our market awareness and enhance our visibility as well as penetration within the enterprise landscape. It will also connect us with other partners to provide to our customers a holistic and seamless experience, all under one roof."

"Tata Communications is setting up an efficient IoT platform that is set to bring order in the fragmented IoT landscape and evolve as the backbone of IoT ecosystem in India", said Chandrashekhar Limaye, Director, Supertech Instrumentation Services (I) Pvt. Ltd, India that specialises in providing advanced automation solutions in industry. "We are proud to collaborate

For immediate release

Press Release

with them as a Strategic Alliance Partner. Through this robust platform, we can focus on developing innovative and cost-effective IoT solutions that address efficiency challenges for the real-world enterprise.”

Tata Communications is building the foundation for IoT in India with its LPWAN network, spanning nearly 2,000 communities and touching over 400 million people in total. To-date, the company has rolled out its network in 45 cities, with more cities planned for implementation over the next two years.

Tata Communications’ IoT Marketplace can be accessed at <https://iot.tatacommunications.com>.

Ends...

About Tata Communications

Tata Communications is a leading global digital infrastructure provider that powers today’s fast- growing digital economy.

The company’s customers represent 300 of the Fortune 500 whose digital transformation journeys are enabled by its portfolio of integrated, globally managed services that deliver local customer experiences. Through its network, cloud, mobility, Internet of Things (IoT), collaboration and security services, Tata Communications carries around 30% of the world’s internet routes, and connects businesses to 60% of the world’s cloud giants and 4 out of 5 mobile subscribers.

The company’s capabilities are underpinned by its global network, which is the world’s largest wholly owned subsea fibre backbone and a Tier-1 IP network.

Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India, and it serves customers in more than 200 countries and territories worldwide through its technology capabilities and partnerships.

www.tatacommunications.com

Floyd Almeida Tata Communications +91 98924 76208 floyd.almeida@tatacommunications.com	Shweta Vitta Adfactors PR +91 99862 96283 shweta.vitta@adfactorspr.com
---	---

Forward-looking and cautionary statements

Certain words and statements in this release concerning Tata Communications and its prospects, and other statements, including those relating to Tata Communications’ expected financial position, business strategy, the future development of Tata Communications’ operations, and the general economy in India, are forward-looking statements. Such statements involve known and unknown risks, uncertainties and other factors, including financial, regulatory and environmental, as well as those relating to industry growth and trend projections, which may cause actual results, performance or achievements of Tata Communications, or industry results, to differ materially from those expressed or implied by such forward-looking statements. The important factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements include, among others, failure to increase the volume of traffic on Tata Communications’ network; failure to develop new products and services that meet customer demands and generate acceptable margins; failure to successfully complete commercial testing of new technology and information systems to support new products and services, including voice transmission services; failure to stabilize or reduce the rate of price compression on certain of the company’s communications services; failure to integrate strategic acquisitions and changes in government policies or regulations of India and, in particular, changes relating to the administration of Tata Communications’ industry; and, in general, the economic, business and credit conditions in India. Additional factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements, many of which are not in Tata Communications’ control, include, but are not limited to, those risk factors discussed in. Tata Communications’ various filings with the United States Securities and Exchange Commission. These filings are available at www.sec.gov. Tata Communications is under no obligation to, and expressly disclaims any obligation to, update or alter its forward-looking statements.
