



HQ/CS/CL.24B/16689

February 25, 2019

Sir,

**Sub: Press Release Antel and Tata Communications build new cloud-based network for mobile and IoT providers.**

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

Thanking you,

Yours faithfully,  
For Tata Communications Limited

A handwritten signature in blue ink, appearing to read 'P.P. Dhillon' with a flourish.

Manish Sansi  
Company Secretary &  
General Counsel (India)

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- 2) Security Code TATACOMM, National Stock Exchange of India Limited. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai, Maharashtra 400051

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## PRESS RELEASE

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### Antel and Tata Communications build new cloud-based network for mobile and IoT providers

*Partnership paves the way for borderless mobile and IoT experiences, enabling MVNOs across South America, Central America and the Caribbean to introduce new digital services quickly to enterprises and consumers without large upfront investments*

Barcelona, Spain - February 25, 2019 - [Antel](#), a state-owned company and telecommunications market leader in Uruguay, and [Tata Communications](#), a leading global digital infrastructure provider, have joined forces to serve mobile and IoT providers in South America, Central America and the Caribbean. It will act as the foundation for next-generation mobile and Internet of Things (IoT) services in sectors such as retail, utilities, construction, IT and banking.

Antel and Tata Communications will offer cloud-based mobile and IoT services using a business model that minimises total cost of ownership and time-to-market through a unique commercial risk sharing approach. The new mobility partnership combines Antel's world-class data centre and Latin American market knowledge with the [Tata Communications MOVE™](#) platform global network reach to enable businesses to quickly deploy new mobile and IoT services across the region.

Through the use of the Tata Communications MOVE™ platform, Antel's MVNO partners can bring their own mobile network access agreements across Central and South America as well as the Caribbean, or work with Antel as the enabler for mobile wholesale access. As a result, mobile virtual network operator (MVNO) of all sizes and market segmentations are able to launch new mobile and IoT services without making large up-front investments in their own mobile infrastructure, network service management or go-to-market operations.

The South American IoT market is projected to reach USD 19.4 billion by 2023.<sup>1</sup> This growth is fuelled by increasingly pervasive Internet connectivity in the region, which is accelerating the use of triple-play services and smartphones amongst people and businesses. Furthermore, in some countries, there are government efforts to make it easier and more cost-effective for MVNO start-ups to get off the ground, to expedite IoT deployments, and to developing digital networks and smart cities.

"As the fastest-growing smartphone market in the world, Latin America is seeing great impulse for Internet and smartphones," said Eng. Jorge Suarez, Deputy CEO, Antel. "With our brand new multi awarded Tier III data centre, boosted with the complement of the Monet/Tannat submarine fibre optic cable system, Antel has built the perfect environment to offer carrier cloud services to become the best partner in the region of choice for businesses and local tech providers that want to introduce new solutions, engage with their customers in new ways, or boost operational efficiencies through next-generation digital applications to improve their competitiveness. Working with Tata Communications enables us to address new local partners for mobile and IoT services, while generating new revenue streams, as mobile growth in this region gains momentum."

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<sup>1</sup> According to market research report published by [P&S Intelligence](#).

## PRESS RELEASE

The cloud-based, fully automated and API-enabled Tata Communications MOVE™ platform simplifies and accelerates the roll-out of new mobile and IoT services for Antel's partners. This is because it is tightly integrated with their business processes, eliminating the complexity associated with the management of operations, including service activation, billing, promotions and value-added services.

“From banking to consumer triple-play and connected car services, mobility and IoT are breaking down barriers to business growth on a regional and global scale,” said Anthony Bartolo, Chief Product Officer, Tata Communications. “Yet, all too often businesses’ digital transformation ambitions are being constrained by the inherently local nature of mobile networking, marred by complex roaming agreements and patchy, unreliable connectivity in different countries. With our Tata Communications MOVE™ platform and our partnership with Antel, we look forward to unlocking mobility and IoT innovation in South America, Central America and the Caribbean and enabling the region’s businesses to open up new revenue streams as MVNOs.

Tata Communications MOVE™ is part of the company’s aim of creating global, borderless mobile experiences for people and things. It is underpinned by Tata Communications’ partnerships in the world’s mobile ecosystem and its global network, which today connects 4 out of 5 mobile subscribers and carries around 30% of the world’s Internet routes.

***Tata Communications will be at [Mobile World Congress in Barcelona](#) on February 25th -28th 2019. Come see us in our hospitality suite (Hall 2, Stand H30).***

**Ends...**

### **About Antel**

Antel is the Uruguayan state owned Telecommunications Company, which has a strong commitment to universalize broadband access and has taken firm steps to eliminate the digital gap, one of which is the current deployment of a nationwide fiber optic network.

Antel currently provides Internet connectivity to a total of 78% of households across the country with more than 68% of those having fiber optic access. Antel was the first company in Latin America to provide customers with LTE technology and holds the third place in terms of mobile broadband speed in the Americas.

The brand new Tier III Datacenter, strategically located between Argentina and Brazil, will complement Monet System and position Antel as a regional connectivity and cloud services provider. The submarine fiber optic cable system connects the country directly with the United States.

Through its consultancy ITC SA Antel has participated in many projects in different countries such as Colombia, Bolivia, Costa Rica, Ecuador and Paraguay, what has enriched the experience in the region.

### **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. It is the world’s largest wholly owned subsea fibre backbone and a Tier-1 IP network with connectivity to more than 240 countries and territories.

Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India and is present in over 200 countries and territories around the world.



## **PRESS RELEASE**

[www.tatacommunications.com](http://www.tatacommunications.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 Limited's Annual Reports. The Annual Reports of Tata Communications Limited are available at [www.tatacommunications.com](http://www.tatacommunications.com). Tata Communications is under no obligation to, and expressly disclaims any obligation to, update or alter its forward-looking statements.

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