

**For immediate release****PRESS RELEASE**

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## **Indosat and Tata Communications partner to connect Indonesian enterprises for the future**

*Partnership opens up opportunities for local and global enterprises in this vibrant, fast-growing emerging market*

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**Mumbai – March 26th 2015 – [Tata Communications](#)**, a leading provider of A New World of Communications™ and Indosat, one of Indonesia's largest telecommunication networks and services providers, come together to provide a wide range of technology and communication solutions for Indonesian enterprises' growing ICT requirements, while enhancing capabilities for global businesses looking to make inroads into the region.

This partnership combines Indosat's extensive regional coverage and expertise with Tata Communications' global connectivity and managed service capabilities to design a comprehensive portfolio of services for the Indonesian market. Indosat and Tata Communications are coming together to offer enterprises with Indonesia presence, a wide-ranging set of services including Global Network, Value Added Services, Unified Communications and Security services, as well as several industry-specific solutions. This collaboration with Tata Communications is set to create additional choices for enterprises in the region while affording Indosat the convenience of working with a single global entity that provides end-to-end solutions across segments, thereby reducing cost and complexity when building its enterprise portfolio in this region.

Alexander Rusli, President Director and CEO, Indosat, says, "We're excited about the possibilities of this partnership and what it means for our customers across Asia. Tata Communications was the partner of choice for us: the company is already known for its expertise in emerging markets and the geographical and sector breadth of its network and portfolio means we can offer our customers exactly what they need in today's competitive climate. The development means enterprises will have access to tried and tested solutions that can be tailored to create local variations that ensure high performance, quick delivery and the highest level of customer support."

According to reports, by 2018, the total Enterprise IT spending in the Indonesian market is expected to reach 14.09 billion USD, out of which telecom services will account for 4.96 billion USD and data centre services will account for 750 million USD<sup>1</sup>. Tata Communications' customers, globally, will benefit from access to Indosat's local data centres and services, enabling these companies to seize new opportunities in the fast-growing Indonesian economy where the technology sector is rapidly flourishing.

Rangu Salgame, CEO, Growth Ventures and Service Provider Business, Tata Communications, says, "This partnership marks an important milestone for enterprises in Indonesia and also to our global MNC customers looking to expand into this market. Indonesia's digital economy is thriving with a strong start-up culture producing innovation in ecommerce, mobile, social media and digital content. The link up with Indosat means that enterprises in the local

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<sup>1</sup> Gartner: Forecast: Enterprise IT Spending by Vertical Industry Market, Worldwide, 2012-2018, 4Q14 Update  
<http://www.gartner.com/document/2969119?ref=QuickSearch&stkw=verticals%20forecast&refval=148011191&qid=5848dfab900b29e553f148ce100b604a>

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market can tap into our existing global network – the only wholly owned cable network ring around the world, our emerging market expertise and portfolio of solutions while our enterprise customers, globally, now have the opportunity to leverage this exciting partnership for their growing regional requirements.”

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#### About Indosat

Indosat is the leading telecommunication and information operator in Indonesia that provides cellular services, fixed line, data communications and internet (MIDI). In the third quarter of 2014, the company has 54.2 million mobile subscribers through a variety of brands, among others; IM3, Mentari and Matrix. Indosat operates international direct dialing (IDD) through the access codes 001, 008 and Flatcall 01016. The company also offers corporate and SME solutions namely Indosat Business that is supported by integrated telecommunications network throughout Indonesia as well as satellite services via satellite Palapa-D. Indosat also has a very broad digital services program including a dedicated digital services unit ([www.indosat.com/digital](http://www.indosat.com/digital)), Indonesia's first innovation competition IWIC (Indosat Wireless Innovation Contest) and Indonesia's leading startup incubator Ideabox ([www.ideabox.co.id](http://www.ideabox.co.id)). Indosat is a subsidiary of the Ooredoo Group. Indosat's shares are listed on the Indonesia Stock Exchange (IDX: ISAT).

#### About Ooredoo

Ooredoo is a leading international communications company delivering mobile, fixed, broadband internet and corporate managed services tailored to the needs of consumers and businesses across markets in the Middle East, North Africa and Southeast Asia. As a community-focused company, Ooredoo is guided by its vision of enriching people's lives and its belief that it can stimulate human growth by leveraging communications to help people achieve their full potential. Ooredoo has a presence in markets such as Qatar, Kuwait, Oman, Algeria, Tunisia, Iraq, Palestine, the Maldives, Myanmar and Indonesia. The company was named "Best Mobile Operator of the Year" at the World Communication Awards 2013.

The company reported revenues of US\$9.1 billion in 2014 and had a consolidated global customer base of more than 107 million people as of 31 December 2014. Ooredoo's shares are listed on the Qatar Exchange and the Abu Dhabi Securities Exchange.

Twitter: @Ooredoo

Facebook: [facebook.com/ooredoo](https://www.facebook.com/ooredoo)

LinkedIn: <http://www.linkedin.com/company/ooredoo>

YouTube: [www.youtube.com/ooredoo](http://www.youtube.com/ooredoo)

#### About Tata Communications

Tata Communications Limited (CIN no: L64200MH1986PLC039266) along with its subsidiaries (Tata Communications) is a leading global provider of A New World of Communications™. With a leadership position in emerging markets, Tata Communications leverages its advanced solutions capabilities and domain expertise across its global and pan-India network to deliver managed solutions to multi-national enterprises, service providers and Indian consumers.

The Tata Communications global network includes one of the most advanced and largest submarine cable networks and a Tier-1 IP network with connectivity to over 240 countries and territories across 400 PoPs, as well as nearly 1 million square feet of data centre and collocation space worldwide.

Tata Communications' depth and breadth of reach in emerging markets includes leadership in Indian enterprise data services and leadership in global international voice.

Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India.

<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.