



HQ/CS/CL.24B/16309
6 December 2017

Sir,

**Sub: Thai start-up 'DRVR' partners with Tata Communications
to revolutionise Asia's first smart fleet network.**

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)

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For immediate release**PRESS RELEASE**

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Thai start-up 'DRVR' partners with Tata Communications to revolutionise Asia's first smart fleet network

Smarter fleet management application allows companies to achieve up to 10% cost saving benefits with a focus on fuel reduction, route management and driver behavior leading to more efficient and eco-friendly commercial fleet control

Mumbai, India - December 6th 2017 - International fleet management application provider, [DRVR](#) has selected [Tata Communications](#) as its global IoT connectivity partner to help achieve its objective of making Asia's vehicle fleets the smartest and most cost-efficient in the world. Leveraging Tata Communications' mobility solution-[MOVE™](#), DRVR can convert information collected from vehicles across Thailand, Myanmar, Philippines and Indonesia into actionable insights to help drive efficiencies and improve cost savings through smarter fleet management.

The advent of connected vehicles has led to an exponential increase in consumption and creation of human to machine interface applications and solutions. A Forrester report on the Internet of Things states that fleet management and its applications in transportation and logistics across retail and wholesale will be the hottest areas for IoT growth.¹ The Asia Pacific automotive telematics market is expected to reach a value of US\$ 15,248 Million by 2020 at an estimated CAGR of 11.6% during the forecast period².

Vehicles in fleets using DRVR technology have been fitted with Tata Communications' MOVE-IOT Connect™ SIM technology. The sensors transmit data collected in real-time using Tata Communications' MOVE, which seamlessly connects services using the best available local cellular network. The DRVR application then processes and analyses this data, turning it into actionable intelligence further illustrating fleet performance metrics on any device, mobile or laptop. This means that faster and better informed decisions can be made as fleet managers have a more holistic view of everything that is happening across the fleet, communicating updates in real time; on a highly secure infrastructure ultimately leading to more effective and robust operations on the ground.

David Henderson, Co-founder and CEO, DRVR said: *"Our partnership with Tata Communications enables us to overcome two major challenges in our quest to create smarter fleets across our entire geographical footprint. First, rather than negotiate multiple contracts with individual service providers, our entire international IoT network is managed through Tata Communications. As a result, we get valuable visibility of data collected across borders so that we can realise the benefits of smarter fleet management. Second, it allows us a holistic view on a singular dashboard allowing us to respond with improved accuracy and eliminating downtime almost entirely."*

Anthony Bartolo, Chief Product Officer, Collaboration, Mobility and IoT, Tata Communications added: *"DRVR's ambition is to revolutionise international fleet management by making it smarter, borderless and seamless. With Tata Communications MOVE, DRVR only needs to deal with one service provider that takes care of multiple deployments across international borders. Our product portfolio gives any business with a network of assets better control over their costs, reduces time spent on supplier management and enables actionable data to be derived from operational IoT data. All in all, it is an intuitive solution for improving fleet management operations thereby enhancing business performance and success."*

¹ [Forrester report](#)

² <https://www.futuremarketinsights.com/reports/asia-pacific-automotive-telematics-market>

For immediate release**PRESS RELEASE**

Tata Communications' MOVE service will be rolled out to DRVR customers through its smart fleet management applications. Tata Communications MOVE is part of the company's long-term strategy for its mobility services portfolio and its vision of creating an access and usage agnostic, cross-border mobile experience for people and things. The platform is underpinned by Tata Communications' [global network](#) and [partnerships](#) with several hundred mobile communications service providers globally. The service enables DRVR to roam across different service providers in any of its covered regions without having to negotiate agreements with multiple providers or pay extra fees.

Ends...

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 network to deliver managed solutions to multi-national enterprises and communications service providers.

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 more than 240 countries and territories across 400 PoPs, as well as nearly 1 million square feet of data centre and colocation 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 communications. Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India.

<http://www.tatacommunications.com>

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About DRVR

DRVR is a leading IoT startup based in Bangkok, Thailand. Bringing the Internet of Things to fleet management, DRVR uses Big Data analysis to optimize business operations for your needs. DRVR's focus is on transforming data in actionable knowledge.

DRVR combines a Gamified UI with smart algorithms to help businesses save money on vehicle fleet operations. DRVR has developed technology which can remotely monitor driver behaviour and calculate a scorecard based on behaviour to support usage based insurance (UBI). DRVR is also developing Blockchain solutions for the commercial fleets of the 21st century.

<http://www.drvr.co/>

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. Tata Communications is under no obligation to, and expressly disclaims any obligation to, update or alter its forward-looking statements.
