



HQ/CS/CL.24B/16646
December 13, 2018

Sir,

Sub: Press Release - VivoHub teams with Tata Communications to launch a one-stop suite of mobile services tailored for Singapore's migrant workers.

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

Thanking you,

Yours faithfully,
For Tata Communications Limited

for L. D. D. S.
Manish Sansi
Company Secretary &
General Counsel (India)

To:

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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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VivoHub teams with Tata Communications to launch a one-stop suite of mobile services tailored for Singapore's migrant workers

Tata Communications MOVE™ platform will help VivoHub to offer data, calling and messaging services to its users at an economical rate

Singapore - December 13th 2018 - VivoHub, the Singapore-based mobile services provider, has selected [Tata Communications](#), a leading global digital infrastructure provider, to turn its VivoBee mobile app into a one-stop suite of mobile services designed to meet the needs of Singapore's one million migrant workers. With the help of the cloud-based [Tata Communications MOVE™](#) platform, VivoHub has now become a mobile virtual network operator (MVNO) without having to make capital investments in its own mobile network infrastructure or service management. The company operates as an MVNO of StarHub, a leading mobile network operator in Singapore, and leases its network capacity to offer mobile services in the country.

VivoBee seeks to address the issue of accessibility to data, calling and messaging services for migrant workers, which is a comparatively neglected market in Singapore. Since the initial launch of its IDD calling cards in 2011 followed by the mobile app in 2016, VivoBee has aggregated more than 100,000 users who make an average of 20 million IDD call minutes per month to friends and family back home. Through this collaboration with Tata Communications, VivoHub aims to capture 150,000 VivoBee MVNO subscribers within the first year.

By subscribing to VivoBee MVNO's mobile membership plan, users will not just be able to make local and overseas calls, access data services and gift data to their family and friends back home - they will also enjoy a monthly bundle of free local data, overseas and local calls, SMS and other social media add-ons together with VivoBee reward vouchers. They're able to access these services via the VivoBee mobile app, which act as a one-stop-shop for the management of their mobile plan.

"We're launching this offering because the variety of mobile services and competitive pricing enjoyed by mass market users are often not made available to blue-collar migrant workers, and we saw an opportunity to change the landscape to better cater to their needs," said **Alvin Tan, Chief Executive Officer, VivoHub**. "The software-defined capabilities of Tata Communications MOVE™ allow us to bring this innovative offering to market while keeping infrastructure costs down. We're able to introduce this new suite of mobile services in an agile, cost-effective, and scalable manner - passing the savings on to our users in the form of cheaper alternatives and unlimited rewarding options."

The Tata Communications MOVE™ platform, the company's global network and relationships with more than 600 mobile network operators globally, will help VivoHub to offer mobile services to its users at an economical rate.

"Mobile start-ups that are looking to disrupt the market and accelerate their growth need a flexible, scalable and reliable platform to underpin their innovative new services," said **Anthony Bartolo, Chief Product Officer, Tata Communications**. "They need to manage the pressure of keeping CAPEX costs low while offering users brilliant services. The ubiquitous nature of Tata Communications MOVE™ eliminates the cost and complexity of building



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and managing a mobile network, while helping innovative companies like VivoHub deliver customised mobile services with seamless, reliable connectivity.”

Tata Communications MOVE™ offers flexible APIs, which enables VivoHub to manage its operations such as service activation, billing, promotions and value-added services such as entertainment and gifting for family members overseas, at the software layer. The software defined, cloud-based architecture makes it easy for VivoHub to adapt its tariffs, introduce new services and expand its offering to new market segments beyond the migrant community soon.

Tata Communications MOVE™ is part of the company’s aim of creating truly borderless mobile experiences for people and things. It is underpinned by Tata Communications’ relationships 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.

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.

www.tatacommunications.com

About VivoHub Mobile

Vivohub Mobile Pte Ltd (BRN no: 201720482G), a subsidiary of Green Packet Group, a mainboard public listed company in KLSE, is a licensed Singapore-based Mobile Virtual Network Operator (MVNO) aiming to address the issue of accessibility to data, calling and messaging services for migrant workers, which is a comparatively neglected market in Singapore.

The offer current mass market users are getting in terms of the variety of services & competitive pricing offer, are often not brought to the migrant workers segment. Vivohub Mobile aims to change this landscape by introducing an innovative one-stop tailored migrant membership e-services where migrant workers can enjoy inexpensive alternatives and unlimited rewarding options through our mobile app - VivoBee.

Forward-looking and cautionary statements



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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.

