



HQ/CS/CL.24B/16463
21 June 2018

Sir,

Sub: Press Release **MyRepublic joins forces with Tata Communications for new range of mobile services & disruptive plan offerings.**

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

Thanking you,

Yours faithfully,
For Tata Communications Limited

P.P.

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

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MyRepublic joins forces with Tata Communications for new range of mobile services & disruptive plan offerings

The ISP is Singapore's first cloud-based mobile network, using the Tata Communications MOVE™ platform to introduce mobile services first locally and followed by Australia, New Zealand and Indonesia

Singapore - June 21st 2018 - [Tata Communications](#), a leading global digital infrastructure provider, is working with the Singaporean TelcoTech platform company [MyRepublic](#) as it looks to expand its offering from home broadband to mobile services. The cloud-based [Tata Communications MOVE™](#) platform helps MyRepublic become a mobile virtual network operator (MVNO) without having to make any capital investments in its own mobile network infrastructure or service management.

The [global MVNO market](#) is expected to be worth US\$ 75.25 billion in the next five years, growing at CAGR of 7.4% between 2015 and 2023. MyRepublic looks to capitalise on this growth by becoming Singapore's first cloud-based MVNO supported by the Tata Communications MOVE™ platform. MyRepublic's new mobile services are now available locally in Singapore, with plans to launch this offering in Australia, New Zealand, Indonesia and other countries in the future.

“The MVNO market is consolidating and within the next five years, 80% of existing MVNOs using a traditional ‘thick model’ will struggle in a market that is transitioning to the cloud,” said **Dustin Kehoe, Head of Asia Pacific research, GlobalData**. “Having critical functions, such as OSS/BSS through to many customer-facing applications, or even IoT services, deployed from the cloud provides operators, like MyRepublic, the necessary speed and agility as a challenger. Tata Communications offers a strong carrier to carrier relationship and supports up to 70% of the world's network operators. This scale enables providers like MyRepublic to enter new markets quickly.”

Through its core network offering and end to end service management such as billing, Tata Communications MOVE™ also enables MyRepublic's dynamic mobile plan offerings, including Boundless Data. Boundless Data is a key feature which ensures data package continuity at no additional cost for customers even after their pack limit has been reached, addressing it through reduced speeds and provisions of optional full speed booster packs. This will empower customers with better user experience through service continuity, greater control on data usage, and billing transparency.

“People's insatiable appetite for mobile connectivity anywhere, anytime, means that there are huge opportunities for ISPs (Internet Service Providers) to generate additional revenues from mobile services both in their home market and in new geographies,” said **Anthony Bartolo, Chief Product Officer, Tata Communications**. “Yet the resources needed for building and managing your own mobile network, as well as the services on top, is preventing many from taking the plunge. Tata Communications MOVE™ eliminates the cost and complexity of becoming an MVNO, helping ambitious companies like MyRepublic deliver innovative mobile services, anywhere in the world.”



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PRESS RELEASE

The API-enabled, cloud-based and fully automated Tata Communications MOVE™ platform is integrated with MyRepublic's business processes, simplifying and accelerating the management of operations such as service activation, launching of new innovative services, new billing plans, special promotions and value-added services. Instead of making costly capital intensive investments in its own mobile network infrastructure, MyRepublic as a lean agile operator, obtains this through Tata Communications MOVE™ platform. MyRepublic can also expand to new geographies easily and rapidly with Tata Communications MOVE™ ecosystem of mobile network PoPs in Asia and globally.

"We have always envisioned bringing our brand of digital-first, worry-free mobile services to the market," said **Malcolm Rodrigues, Chief Executive Officer of MyRepublic**. "As a platform company ourselves, the software-defined capabilities of Tata Communications MOVE™ was not just aligned with our operational philosophy, but also enabled us to introduce our mobile services in an agile, cost-effective, and scalable manner."

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 over 25% of the world's Internet routes.

Tata Communications will be at [Mobile World Congress in Shanghai](#) on June 27th-29th 2018. Come see us in Hall N4, Stand N4.EMRF01.

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 MyRepublic

One of the fastest growing telecom operators in the Asia-Pacific, MyRepublic is redefining the economics of the telecommunications industry. As the leading player in the emerging TelcoTech space, MyRepublic is driving digital transformation through its proprietary cloud platform. With its uniquely scalable and centralised framework that enables the seamless delivery of layered services, MyRepublic is driving that digital transformation of telecommunications - in one of the most exciting regions of the world. MyRepublic currently has operations across Singapore, Indonesia, New Zealand and Australia and is set to expand further into the region.

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



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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.
