Roaming Solutions

Rapid change in market trends-A shift to a consumer first approach





Changing customer preferences

- Demand excellent experience, privacy
- and speed
- Reduced movement Mobile broadband driven in the digital













- complexity Pace of transformation
- Multiple standards
- boundaries





New technologies

and capex

- New partner connections Security and fraud
- Al and analytics
- · Disappearing industry

environment

Regulations clamping down on rates

- Market forces
- Increasing competition
- Fragmentation of supply



and revenue streams

New business models

and diversifying revenue generating opportunities by focusing on adjacent industries, in turn maximizing revenue monetisation from existing assets

Seek and partner with disruptors that are pioneering new business models

Giving You Reasons

To Explore Partnership With Us

With technology advancements, changing customer behaviour and shrinking traditional business, there arises a need for agility and growth opportunities



channels and extended reach

Rationalization and

control over your

customers' usage

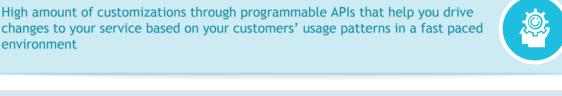
New distribution

Expand coverage and increase redundancy while incrementally reducing marginal costs, thereby, improving margins



Increase your marginal benefits from partners Instead of a service based partnership, focus on a portfolio based partnership (revenue/cost) across the communications services, viz. signalling, voice, messaging, et al. Thereby, increasing your marginal benefits from every partnership and driving down potential opportunity cost

High amount of customizations through programmable APIs that help you drive



Organization flexibility

data based insights for further driving up your margins

Speeding up processes and resolutions that provide flexibility, scalability and







Frankfurt C

London

Multi - STP Configuration *40# =

Toronto 🥽

Signalling Network Capabilities

Network Overview



APAC Europe 17 Tata managed PoPs Our own managed PoPs in 18 · Our own managed PoPs countries across USA and Canada in 15 countries

Tata Communications' Global Network

Points Of Presence

Countries with

direct connectivity

24 PoP's in China through partners

Dual/more PoP's in Tokyo, HK, KL,

BKK, Singapore, Melbourne,

Sydney and more key cities



237

Americas

Total

POPs

60

- India and SAARC 124 on-net PoPs in India

140





Countries with

partner connectivity

 Dual/more MPLS PoPs in key cities (London, Paris,

Frankfurt, Helsinki and

Istanbul)

Tier Based

model

Fixed unit rate

 Volume or destinations can be billed on basis of tiers

Min commitment with a fixed/variable volume or destinations

Categories of Engagement Models

Bundled model Bundling other roaming services like SCCP, DSX,

- Upsell VAS

countries through our partners

Coverage in 33 additional

Our own managed PoPs in 21

MEA

countries

Unlimited traffic model Fixed billing for unlimited traffic

Threshold based

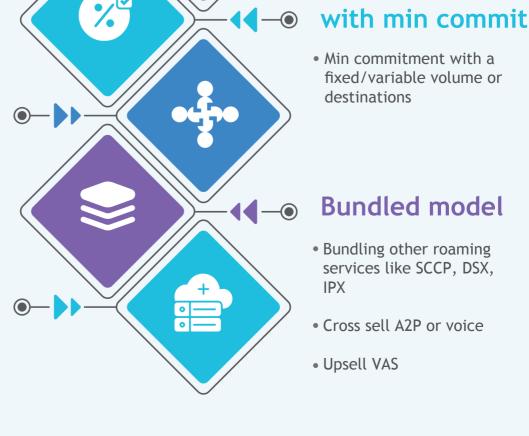
 Volumed or destinations can be billed on threshold

model

basis

• Mixing transactions & bundled model

- Unlimited model with BW capping
- We have made commercial arrangements and other thresholds, across our engagement models,



Hybrid model Cross sell A2P or voice

modular in nature by breaking down various variables of Mobile core

VAS

Flexibility to Volume choose various thresholds and blends across these variables **Destinations**

Service bundling ANSI SCCP

Bandwidth

Registration

attempts

Cross Sell Voice GT

Connectivity

type

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