

PARTNERS in transforming the FUTURE

Middle East and North Africa





ounded by Jamsetji Tata in 1868, today, the Tata group is a global enterprise headquartered in India, comprising 30 companies across ten verticals. The group operates in more than 100 countries across six continents, with a mission 'To improve the quality of life of the communities we serve globally, through long-term stakeholder value creation based on Leadership with Trust.'

Tata Sons is the principal investment

holding company and promoter of Tata companies. Sixty-six percent of the equity share capital of Tata Sons is held by philanthropic trusts, which support education, health, livelihood generation, and art & culture.

In 2019-20, the revenue of Tata companies, taken together, was \$106 billion (INR 7.5 trillion). These companies collectively employ over 750,000 people.

Each Tata company or enterprise operates independently under the guidance and supervision of its board of directors. There are 29 publicly-listed Tata enterprises with a combined market capitalisation of \$242 billion (INR 17.8 trillion) as of March 31, 2021. The Tata group is proud to cater to customers in 75 countries in the Middle East, Central Asia, and Africa and has been present in the region for 50+ years.

In MENA, it operates through 24 companies across eight sectors with 10,000+ employees and combined revenues in excess of \$3 billion.

Website https://www.tata.com/

Twitter http://twitter.com/tatacompanies

Email <u>tatamena@tata.com</u>



Technology and Communication

he Tata group's IT & Telecommunications companies operate globally, serving diverse customers in around 50 countries with an innovative suite of market-leading products. The Tata group serves a wide range of sectors from BFSI, insurance, oil & gas, manufacturing to life sciences, healthcare, government, retail, travel, transportation & hospitality. The group's telecom business caters to the communication requirements ranging from large business houses to SMEs and wholesale to home networks. Over 70% of the world's telecom companies use our networks to serve international and local businesses and billions of consumers worldwide.





TATA CONSULTANCY SERVICES www.tcs.com

It is an IT services, consulting, and business solutions organization that has been partnering with many of the world's largest businesses in their transformation journeys for the last fifty years. TCS offers a consulting-led, cognitive powered, integrated portfolio of IT, business & technology services, and engineering. This is delivered through its unique location-independent agile delivery model, recognized as a benchmark of excellence in software development. It is the world's second-largest IT services company by market capitalization.

It has been serving the MENA region since 1973 and is now present across 12 countries in the region. Over 7,000 consultants are actively engaged, serving over 150 clients to create value for their enterprises and their stakeholders. Such engagements are driven through headquarters located in Dubai to serve the MENA region, connected to the its capabilities around the world. It established the first all-women technology services centre in Riyadh, Saudi Arabia in 2013, to provide Business Process and IT services to global clients. Today it has scaled to around 900 professionals; 85% of these are Saudi women.

KEY FOCUS AREAS — INDUSTRY 4.0 MASS PERSONALIZATION, CREATE EXPONENTIAL VALUE, LEVERAGE ECOSYSTEMS, CLOUD, AGILE, AUTOMATED, & INTELLIGENT SYSTEMS

TATA TECHNOLOGIES www.tatatechnologies.com

It is a global leader in product engineering services catering to the worldwide manufacturing industry, especially automotive, aerospace and defense, and heavy machinery, enabling them to design and build better products. With a combined global workforce of more than 9,300 employees, it serves clients worldwide from 17 delivery centers in North America, Europe, and the Asia-Pacific region.

It is committed to increasing its presence in MENA with cutting-edge solutions encompassing the Internet of Things (IoT), physical and virtual system integration, connected vehicles, digitization, skill-building, and others.

KEY FOCUS AREAS – ERP IMPLEMENTATION, BODY ENGINEERING, CONNECTED PRODUCTS, SMART MANUFACTURING, SKILL BUILDING CENTERS







Technology and Communication



TATA ELXSI www.tataelxsi.com

It is amongst the world's leading providers of design and technology services in the Media and Entertainment, Healthcare, Telecom and Transportation industries. This is supported by a global talent pool of 7,000+ employees and a network of design studios, development centers, and nearshore innovation hubs worldwide.

Tata Elxsi has been serving the MENA region since 2008 and is helping customers reimagine their products and services through design thinking and the application of digital technologies.

KEY FOCUS AREAS — USER EXPERIENCE DESIGN, CONNECTED PLATFORMS—DIGITAL & LINEAR, NETWORK TRANSFORMATION, VIRTUAL REALITY, AND ARTIFICIAL INTELLIGENCE



TATA COMMUNICATIONS www.tatacommunications.com

It is a digital ecosystem enabler that powers today's fast-growing digital economy. It enables the digital transformation of enterprises globally, including 300 of the Fortune 500. With its solutions-oriented approach, proven managed service capabilities, and cutting-edge infrastructure, TCL drives the next level of intelligence powered by the cloud, mobility, Internet of Things (IoT), collaboration, security, and network services. It carries around 30% of the world's internet routes. It also has the world's largest wholly-owned subsea fiber backbone and a Tier-1 IP network with connectivity to more than 200 countries and territories.

Tata Communications has been serving the MENA region since 1996. It has a full suite of managed services, including Hosting and Security, Collaboration, Mobility, IoT Solutions, and Advanced network monitoring and optimization solutions, which help our enterprise and service provider customers successfully embark upon the journey of digital transformation.

KEY FOCUS AREAS – IOT CONNECTIVITY, NEXT-GEN NETWORKING, NETWORK SECURITY, AND CLOUD COMPUTING.



mjunction www.mjunction

It provides e-commerce based solutions to organisations, both both buying and selling. On the sell-side, their e-platforms help in monetizing recyclables, natural resources, and high-value assets. On the buy-side, their sourcing support team helps in reducing cycle time while boosting savings and transparency. Selling more than 2.5 million tons of steel & scrap annually, it runs the world's largest B2B e-marketplace for steel & recyclables. It has a presence in UAE, through which it serves customers in the GCC region.

KEY FOCUS AREAS — E-PROCUREMENT PLATFORM, SOURCING SERVICES, SELLING SERVICES, E-MARKETPLACE

Automotive

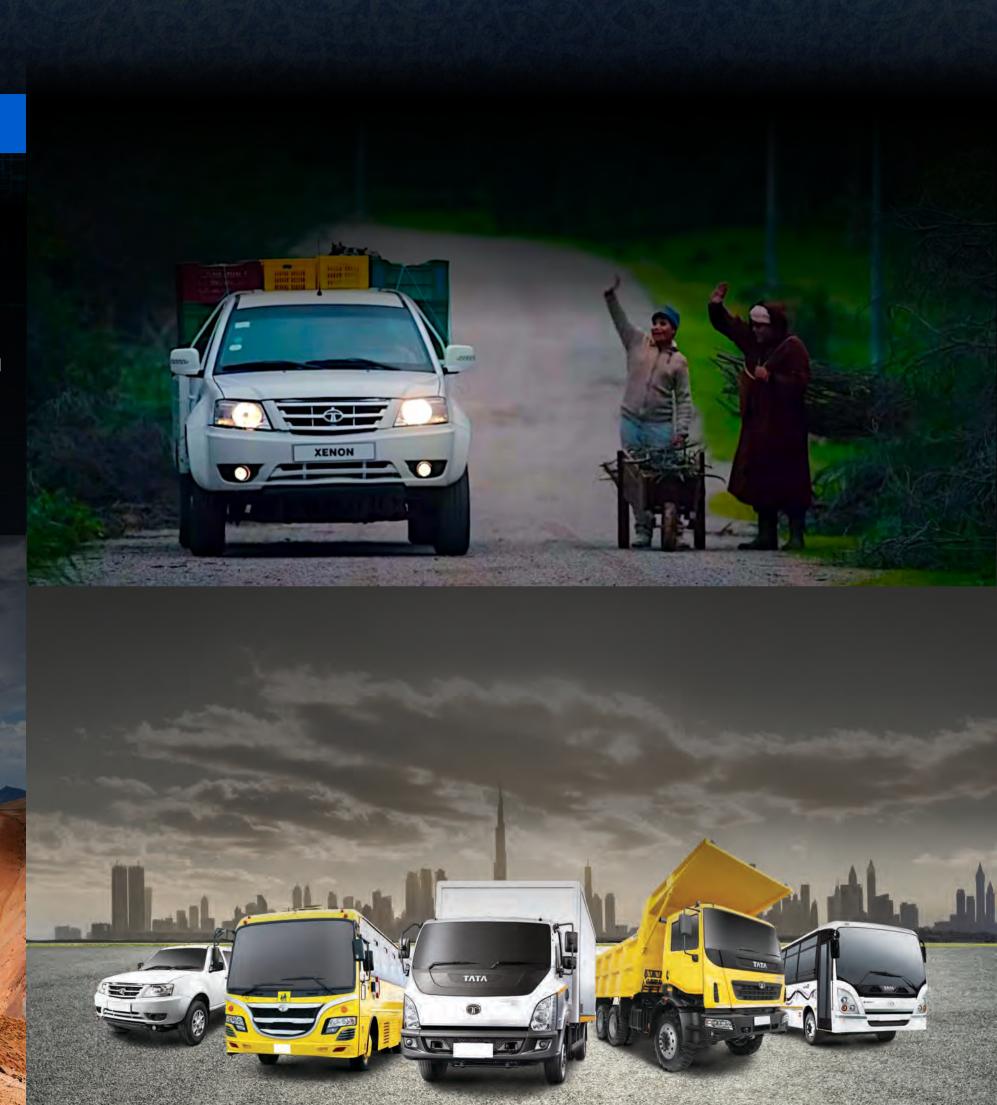
ata group automotive companies have operations in over 125 countries with over 8,400 customer touchpoints and total revenues above \$35 billion. They offer a vast and diverse portfolio of cars, sports utility vehicles, trucks, buses, and defence vehicles. We have manufacturing operations in India, the UK, South Korea, South Africa, China, Brazil, Austria, and Slovakia through a strong global network of subsidiaries, associate companies, and Joint Ventures (JVs), including Jaguar Land Rover in the UK and Tata Daewoo in South Korea. We are ranked 5th among global automobile manufacturers in Forbes World's Best Regarded Companies 2019.

TATA MOTORS www.tatamotors.com

It is one of India's largest Original Equipment Manufacturers (OEMs), offering an extensive range of integrated, smart, and e-mobility solutions. It is among the Top 10 Global commercial vehicle manufacturers, and its offerings include sub-1 tonne to 55-tonne Gross Vehicle Weight trucks and small, medium, and large buses and coaches. TML's passenger cars and utility vehicles are developed using sustainable and pioneering designs and technologies.

Present in MENA since 1971, its vehicles are sold across GCC and North Africa. It offers products with the reliability and ruggedness necessary for operating in local weather conditions and terrains. It is a leader in the medium bus segment, and it is now expanding its new Ultra and Prima modular platforms in the market.

KEY FOCUS AREAS — CONNECTED AND AUTONOMOUS VEHICLES,
MODULAR ARCHITECTURE, AND LOW TOTAL COST OF OWNERSHIP



Automotive

JAGUAR LAND ROVER www.jaguarlandrover.com

It is a global automotive manufacturer and leading technology company, proudly built around two iconic British car brands: Land Rover, the world's leading manufacturer of premium all-wheel-drive vehicles, and Jaguar, the world's premier luxury sports car brand. It is driven by a desire to deliver class-leading vehicles, providing experiences people love for life. It has a manufacturing presence in the UK, India, China, Austria, Brazil, and Slovakia.

After entering the MENA region in 1949, it is now present across 18 countries in the region, through 44 dealerships. Land Rover has been engraved into the region's history, and the current Range Rover family portfolio is one of the most awarded SUV line up of vehicles in the MENA region.

KEY FOCUS AREAS — SUSTAINABLE, SMART MOBILITY ELECTRIFIED PRODUCTS, CONNECTED AND DRIVERLESS VEHICLES, INNOVATIVE FUTURE GENERATION PRODUCTS





Infrastructure

he Tata Group has been in the Infrastructure vertical since the early 1900s. Today, the group is a multi-faceted player in energy, Infrastructure, and realty, offering unmatched capabilities throughout the value chain. Tata companies offer consultancy, feasibility, design, EPC, civil, MEP, commissioning, and project management support for large projects.

TATA PROJECTS www.tataprojects.com

It is one of India's fastest growing and most admired Engineering, Procurement and Construction (EPC) companies. It executes lump-sum turnkey projects on EPC basis for Onshore Oil & Gas processing, Petroleum Refining, Chemical Process plants and Storage Terminal projects. It also executes projects on License plus EPCC package through alliances with leading process licensors. It is ISO 45001, ISO 14001, and ISO 9001 certified and ensures compliance to the highest QHSE standards.

Through its Branches, JV and Subsidiaries in UAE, Oman, Kuwait and KSA, it has executed several Oil & Gas EPC projects for clients such as ADNOC, ENOC, Emarat, RAK Gas, Saudi Aramco, etc. It also provides wide array of Second & Third Party Services (Quality, Reliability, Sustainability & Tech Solutions & Services) across the life cycle of Pre-construction – Construction – Post-construction projects to its clientele. Clients includes Asset Owner, Contractors, Equipment manufacturers, and Lenders operating in the Industrial, Infrastructure & Construction sector.

KEY FOCUS AREAS — EPC OF OIL & GAS PROJECTS,
THIRD PARTY INSPECTION AND QUALITY ASSURAN





TATA POWER www.tatapower.com

It is India's Largest Integrated Power Company. It has a generation capacity in excess of 12,700 MW, of which 30% come from clean energy sources. It also serves over 5 million distribution consumers. It distinguishes being among the top private players in each sector of the value chain, including solar rooftop and value-added services. Powering emerging technologies for the 'smart' customer, Tata Power's latest business integrated solutions, focusing on mobility and lifestyle, is poised for multi-fold growth.

KEY FOCUS AREAS – RENEWABLE POWER GENERATION, POWER DISTRIBUTION, AND 0&M SERVICES

1000001





Infrastructure



VOLTAS www.voltas.com

It has unparalleled expertise across technology, engineering, construction, cooling, ventilation, and infrastructure projects, making them one of the most trusted and reliable engineering solution providers. It specializes in mechanical, electrical, and plumbing (MEP), providing bespoke electro-mechanical services for district cooling plants, built industrial and infrastructure environments.

Voltas has over 40+ years of rich experience in the MENA region and is behind some of the most iconic projects in the Middle East landscape, including Burj Khalifa, Ferrari World, Doha Festival City, Kempinski Hotel, Mall of the Emirates, Bahrain City Centre, and Vendome Mall Doha. It also entered into a joint venture with Turkey-based Archelik, which sells consumer durables under the Voltas Beko brand.

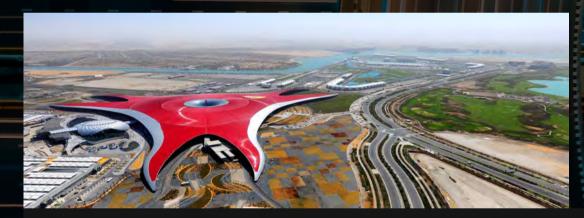
KEY FOCUS AREAS – BESPOKE ELECTRO-MECHANICAL SERVICES, FACILITIES MANAGEMENT & RETRO-FITS, WATER TREATMENT, ENERGY MANAGEMENT, PRE-FAB MODULES, AND ROOF-TOP SOLAR SOLUTIONS

TATA CONSULTING ENGINEERS www.tce.co.in

Established in 1962, it is a Leading Integrated Engineering Consultant providing Concept to Commissioning services. With 10,000+ projects delivered in more than 55 countries, it is among the top consultants in its core sectors - Power, Infrastructure, Hydrocarbons & Chemicals, and Mining & Metallurgy.

It offers design engineering, procurement assistance, digital & advanced technologies, and project & construction management services. A strong knowledge base and technical expertise have helped them in delivering several complex projects worldwide. The company is engaged in the MENA region for more than two decades with significant clients including Sabic, Emirates Steel, EGA, Senaat, Acwa, Indorama, Brass and Dangote Fertilizer, etc. It has expanded its GCC footprint by setting up an office in KSA.

KEY FOCUS AREAS — ENGINEERING CONSULTING, PMC SERVICES AND SOLUTIONS, DIGITAL AND ADVANCED TECHNOLOGIES







INTERNATIONAL SHIPPING & LOGISTICS www.tmilltd.com/about-us/isl.aspx

It is a dry bulk shipping company that operates out of Dubai and India. It charters vessels of 10k-120k DWT, provides customized solutions to carry over 20 different commodities for various customers, and transports about 7 million MT of dry cargo per annum. It also owns a Panamax vessel of 74,000 DWT. Its port calls range from the Baltic and the Black Sea ports in Europe to Indian, South-east Asian, and Far-east Asia ports. It has emerged as a major Indian coastal shipping player with a 20% market share.

KEY FOCUS AREAS – DRY BULK AND BREAKBULK CARGO



Materials

ata group is among the world's most geographically diversified steel producers with a presence in five continents with its commercial presence in over 50 countries. We are also focused on making products in basic chemistry, specialty products, nutritional sciences, energy sciences, material sciences, and crop protection.

TATA STEEL www.tatasteel.com

India's largest steel producer and Asia's first integrated private steel company – from mining to the manufacturing and marketing of finished products. Their comprehensive portfolio of products and brands caters to multiple industries and segments. It is leveraging its innovation capabilities, technology leadership, and sustainability focus to create long-term value for its stakeholders.

Tata Steel Middle East functions as a single window for Tata Steel group products in the region. It provides differentiated steel products and service solutions as per the MENA region's requirements. It operates a Jebel Ali Free Zone facility for making steel floor and roof decking (Comflor) with accessories and offers a complete building envelope solution to the MENA market. Tata Steel has a global network, marketing all TATA Steel products, supported with local knowledge and technical expertise.

KEY FOCUS AREAS — DIVERSE PRODUCTS, SERVICES, AND SOLUTIONS IN CONSTRUCTION, OIL & GAS, POWER, PACKAGING, INDUSTRIAL AND ENGINEERING SEGMENTS

TATA CHEMICALS www.tatachemicals.com

It is a leading sustainable science led company, offering innovative differentiated products and solutions with a global footprint in over 40+ countries. It has a range of products across Material Sciences, Agri-Sciences, Nutritional-Sciences and Energy-Sciences and was among the top 25 of India's most innovative companies in 2019.

A pioneer in inorganic material science, it has the largest salt works in Asia. It is the 3rd largest Soda Ash and 6th largest Sodium Bicarbonate manufacturer globally. The company services more than 13 million farmers in India with an innovative portfolio of agrochemicals through its subsidiary Rallis India Ltd. The Nutritional Science vertical offers a range of prebiotics, sugar alternatives and nutritional solutions.

In the Middle East and Africa region, Tata Chemicals has a Soda Ash mining facility in Kenya and operates a distribution company in South Africa. It has distributors in several countries in Middle East and East Africa. It also has a Joint Venture in Morocco with IMACID, a Phosphoric Acid Manufacturer.

KEY FOCUS AREAS – PERFORMANCE MATERIALS, AGROCHEMICALS, NUTRACEUTICAL INGREDIENTS, ENERGY SCIENCE

TATA INTERNATIONAL www.tatainternational.com

A global trading and distribution company with offices and subsidiaries spanning more than 39 countries in Africa, Asia, Europe, and the Americas. It is present in the steel trading industry in the MENA region since 1993, as one of the largest suppliers of Hot Rolled Products, Structurals, Deformed Bars, Wire Rods and Steel Raw materials like pig iron, DRI, HBI, scrap, etc. This office also caters to Eastern and Southern Africa markets for these products. It has also grown to become one of the largest suppliers of aluminum industry products, including cathode collector bars, anode Bars, and aluminum fluoride. It is also one of the leading automobile and construction equipment distributors in Africa.

KEY FOCUS AREAS — HOT-ROLLED PRODUCTS, STRUCTURAL, DEFORMED BARS, WIRE RODS, STEEL RAW MATERIALS, CATHODE COLLECTOR BARS, AUTOMOBILE DISTRIBUTION

Consumer and Retail

ata group has created prominent lifestyle brands and captured consumers' hearts both in India and around the world. The group has established leading brands in sectors ranging from jewelry to tea. The group's retail footprint has grown multi-fold since its inception, and today, it excels in providing superior customer service on the retail front.



TITAN COMPANY www.titan.co.in

Widely known for transforming India's watch and jewelry industry and shaping India's retail market by redefining the retail experience. It is currently the fifth-largest integrated watchmaker in the world and the market leader in both watches and jewelry in India. It has a significant presence in eyewear and perfumes and has also recently ventured into sarees. Tanishq houses the largest integrated jewelry manufacturing unit in India.

Titan sells all its major watch brands in the Middle East and has launched its first international jewelry store in UAE. It is present across 1,000+ points of sales in the region and is the leading brand in Oman & Bahrain.

KEY FOCUS AREAS — EXPAND RETAIL FOOTPRINT FOR JEWELRY, WATCHES, EYEWEAR AND FRAGRANCES







TATA CONSUMER PRODUCTS www.tataconsumer.com

Tata group's food and beverage interests are under one umbrella. It reaches over 200 million households. Its strengths lie in a deep understanding of its consumers in India and international markets, iconic market-leading brands, and wide consumer reach. It is committed to delivering high-quality, innovative, tasty, and convenient products with goodness at its core. Its portfolio of products ranges from tea, coffee, water, and ready-to-drink to salt, pulses, spices, ready-to-eat, and more. It is the 2nd largest branded tea company globally, features among the top 10 B2B coffee manufacturers globally, and is the market leader in India's edible salt.

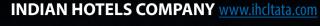
It is present in all the GCC countries, and its flagship brands include TATA Tea, Tetley, Tata Salt, Kanan Devan, and Tata Sampann.

KEY FOCUS AREAS – TATA TEA AND TATA SAMPANN PORTFOLIO



Travel and Hospitality

ata group has shaped the travel, tourism, and hospitality industry for over a century. It has catered to both individual and business customers across a wide range of all segments. The group has set a benchmark offering exclusive refinement, imagination, and warmth to its customers and guests.



South Asia's largest hospitality company offering a fusion of warm Indian hospitality and world-class service – having a portfolio of over 200 hotels in 100 locations in 12 countries spread across four continents.

It owns multiple brands across the entire spectrum of the hospitality value chain: Taj – the hallmark of iconic hospitality, Vivanta with its collection of sophisticated, upscale hotels, and Ginger, which is revolutionizing the lean luxury segment.

Indian Hotels has its presence in the Middle East for over four decades. Its recent foray with an award-winning Taj Dubai in 2015 continues its strides with the recently launched Taj Jumeirah Lakes Towers, Dubai, in December 2019. The company is expanding its footprint in the Middle East under the Taj brand with significant projects in Dubai and Makkah.

KEY FOCUS AREAS — SCALING UP INVENTORY BY OPENING NEW HOTELS AND DESTINATIONS



VISTARA www.airvistara.com

It brings together Tata's and Singapore Airlines' legendary hospitality and renowned service excellence to offer the finest full-service flying experience in India. The airline now connects 34 destinations, operates nearly 200 flights a day, served by a fleet of 35 aircraft. The airline has launched services to Dubai and plans to expand to other international locations aggressively.

KEY FOCUS AREAS — GLOBAL EXPANSION, STRATEGIC PARTNERSHIPS WITH MAJOR INTERNATIONAL AIRLINES



Expanding Frontiers in MENA

TATA ASSET MANAGEMENT www.tatamutualfund.com

It has a track record of 26 years in investment management.

Tata Asset Management is in Mutual Funds, Portfolio Management
Services, Alternate Investment Funds and Offshore Funds.

The company manages funds across the entire risk-return continuum, including equity funds, hybrid funds and fixed income funds.

It also offers portfolio management services to high net worth individuals and advisory services to offshore investors and funds investing into India. It has recently opened an office at DIFC, UAE.

KEY FOCUS AREAS – INVESTMENTS INTO INDIA

36,618.74

TATA MEDICAL AND DIAGNOSTICS www.tatamd.com

It is a new healthcare venture from the Tata group. It aims to provide leading-edge, patient-centric solutions, with a clear vision to make healthcare accessible and reliable. It will help drive the use of digital technologies to ensure "connected care" for patients.

TataMD CHECK is the world's first commercially available CRISPR Cas-9 based COVID 19 testing solution with end-to-end automation.

TataMD SECURE is an end-to-end COVID 19 risk management programs aiming at bringing the workforce back to workplaces for business continuity





Tata Sons in MENA

he Middle East and North Africa, especially the Gulf Cooperation
Council countries, represent a vast and expanding market for the
Tata group. Tata Sons have a representative office in Dubai, UAE. It
acts as an enabler for market entry and growth for Tata group companies in
the MENA region, which includes developing and nurturing relationships
with key stakeholders, incubation support, partner selection, market-entry,
business development, and communication support.

COMPANY	WEBSITE	E-MAIL
Tata Consultancy Services	www.tcs.com	s.hasneen@tcs.com
Tata Technologies	<u>www.tatatechnologies.com</u>	parag.karkhanis@tatatechnologies.com
Tata Communications	www.tatacommunications.com	vaneet.mehta@tatacommunications.com
Tata Elxsi	<u>www.tataelxsi.com</u>	nikhilsn@tataelxsi.com
mjunction	www.mjunction.in	abhijit.b@mjunction.in
Tata Motors	<u>www.tatamotors.com</u>	srinivas.jagathkar@tatamotors.com
Jaguar Landrover	www.jaguarlandrover.com	ssultan1@jaguarlandrover.com
Tata Steel	www.tatasteel.com	enquiry.tsme@tatasteeleurope.com
Tata International	www.tatainternational.com	tilmeesa@tatainternational.com
Tata Chemicals	www.tatachemicals.com	smahadevia@tatachemicals.com
Tata Projects	www.tataprojects.com	swapneelp@tataprojects.com
Tata Power	www.tatapower.com	tarun.katiyar@tatapower.com
Voltas	<u>www.voltas.com</u>	saluvarghese@voltas.com
Tata Consulting Engineers	www.tce.co.in	tceconnect@tce.co.in
International Shipping & Logistics	www.tmilltd.com/about-us/isl.aspx	ceooffice@islworld.net
Titan Company	www.titan.co.in	nareshgn@titan.co.in
Tata Consumer Products	<u>www.tataconsumer.com</u>	help@tetleyarabia.com
Indian Hotels Company	www.ihcltata.com	rais.ahamed@tajhotels.com
Vistara	www.airvistara.com	pooja.shetty@airvistara.com
Tata Aerospace & Defence	www.tataadvancedsystems.com	akamat@tataadvancedsystems.com
Tata Asset Management	www.tatamutualfund.com	rjoshi@tataamc.com
Tata Medical & Diagnostics	www.tatamd.com	enquiry@tatamd.com
Tata Sons	www.tata.com	tatamena@tata.com

TATA SONS PRIVATE LIMITED | www.tata.com | TEL +971 4 562 3900 | 2001 TO 2005, 20TH FLOOR, JUMEIRAH BAY X-3 TOWER, CLUSTER X, JLT, P.O BOX 120933, DUBAI, UNITED ARAB EMIRATES