



2022 Annual Meeting
of Members

welcome

We will begin in a few minutes

30 June 2022

Antitrust Reminder:

Attendees are respectfully reminded of applicable Antitrust laws and the TM Forum Antitrust policy, which prohibits the discussion or exchange of information on pricing, business plans, or any other confidential or commercially sensitive data.

tmforum

2022 Annual Meeting
of Members

welcome

30 June 2022

Antitrust Reminder:

Attendees are respectfully reminded of applicable Antitrust laws and the TM Forum Antitrust policy, which prohibits the discussion or exchange of information on pricing, business plans, or any other confidential or commercially sensitive data.

Agenda

WELCOME & CHAIR'S INTRODUCTION

Motion #1:
To approve minutes
of last Annual
Meeting of Members
(AMOM) meeting

INTRODUCTION OF DIRECTORS

Overview of the role of
the Board and
proposed composition

Motion #2:
To appoint Directors



Steffen Roehn
Chair of the Board

MEMBERSHIP & FINANCIAL REPORT

Report for the
financial year April
2021 – March 2022

Motion #3:
To appoint Auditors



Michael Lawrey
*Independent SME Member
Constituency Rep.*



Olga Martynov
*CFO, Treasurer and
Secretary*
TM Forum



Tim Banham
CCO & EVP, Membership
TM Forum

ANNUAL REPORT

Forum strategy,
progress of key
strategic programs
and outlook for the
next 12 months



Nik Willetts
CEO
TM Forum

ANY OTHER BUSINESS AND Q&A

Please ask
questions using the
Q&A window

introduction from **the chair**

Steffen Roehn

Chair of the Board, TM Forum

tmforum

motion #1

minutes of the previous meeting

NOTE: Only Principal Contacts may vote.
Please do not vote again if you have already placed your vote in advance.

RESOLUTION

Propose that the available minutes shall be taken as a true and fair record of the Annual Meeting of Members held on 1 July 2021.

Proposed: Steffen Roehn, Chair

Seconded: Nik Willetts, President & CEO

Role of the TM Forum Board of Directors

**PROVIDE
LEADERSHIP**

**SET STRATEGY &
VISION AND DRIVE
EXECUTION**

**BALANCED TO
REPRESENT
FORUM
MEMBERSHIP**

**PROVIDERS AND
ENTERPRISES HOLD A
MAJORITY SEAT**

**ACT AS TRUSTEES OF
THE CORPORATION**

**DIRECTORS
HOLD
A SEAT ON THE
TM FORUM
BOARD FOR A
TWO-YEAR TERM**

Directors due for election in 2022

The Board members listed below are standing for election by the Membership at this Annual Meeting of Members

STANDING FOR RE-ELECTION



Ruza Sabanovic
*EVP & Chief
Technology Officer*



Jan Karlsson
*SVP & Head of
Business Area
Digital Services*



Jason Rutherford
*SVP & General
Manager*



NEW APPOINTMENTS



Scott Petty
*Chief Digital &
Information Officer*



Kiran Thomas
President



Sarit Assaf
*General Manager
Amdocs Technology*



Board of Trustees slate for 2022-23

BOARD MEMBERS FOR ELECTION 2022



Jan Karlsson
SVP & Head of Business Area Digital Services



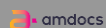
Jason Rutherford
SVP & General Manager



Scott Petty
Chief Digital & Information Officer



Sarit Assaf
General Manager NewTech BU



Ruza Sabanovic
EVP & Chief Technology Officer



Kiran Thomas
President



Steffen Roehn
Expert VP



Anthony Rodrigo
GCIO



Harmeem Mehta
Chief Digital & Innovation Officer



Li Huidi
Vice President



Peter Leukert
GCIO



Haiping Che
CDTO



Michael Lawrey
Independent SME Member
Constituency Rep.



Koen Vermeulen
GCIO



Shankar Arumugavelu
GCIO



BOARD MEMBERS ON A 2-YEAR TERM FROM 1 JULY 2021

EX-OFFICIO DIRECTORS & CORPORATE OFFICERS



Nik Willetts
CEO
TM Forum



Olga Martynov
Treasurer and Secretary
TM Forum

A large red circle is positioned on the left side of the slide, partially overlapping the white background and the dark blue background.

motion #2
appointment of directors

NOTE: Only Principal Contacts may vote.
Please do not vote again if you have already placed your vote in advance.

RESOLUTION

Propose that the eligible Members present hereby ratify the appointment of the persons shown on the Board Slate and on the TM Forum website to serve on the Board of Trustees. New appointments shall be for a period of two years and those appointed shall be Trustees under the laws of New Jersey.

Proposed: Nik Willetts, President & CEO

Seconded: Harmeen Mehta, Chair Appointments & Governance Committee

membership & financial report

Michael Lawrey

Chair, Board Finance & Commerce Committee

Tim Banham

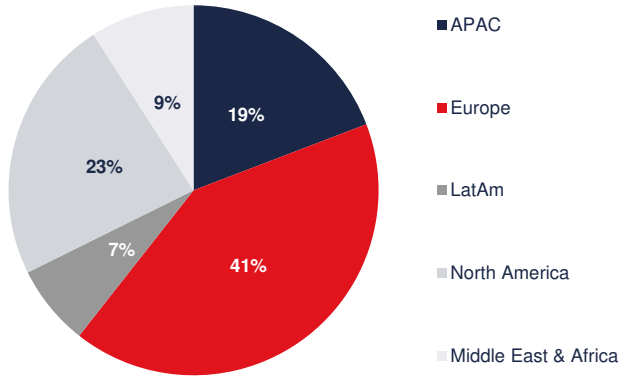
Chief Commercial Officer & EVP, Membership

Olga Martynov

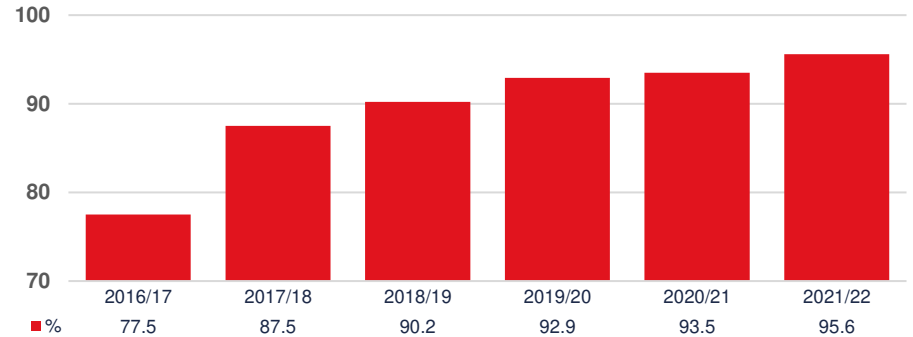
*Chief Financial Officer, Treasurer & Secretary
to the Board*

Membership growth FY21-22

114 new members joined and we're seeing increased diversity of the membership in terms of geographical spread and expertise



MEMBER RETENTION CONTINUES UPWARD TREND AS VALUE IS DELIVERED



MEMBERS REPRESENT A VAST DIVERSITY WITHIN THE ECOSYSTEM INCLUDING:

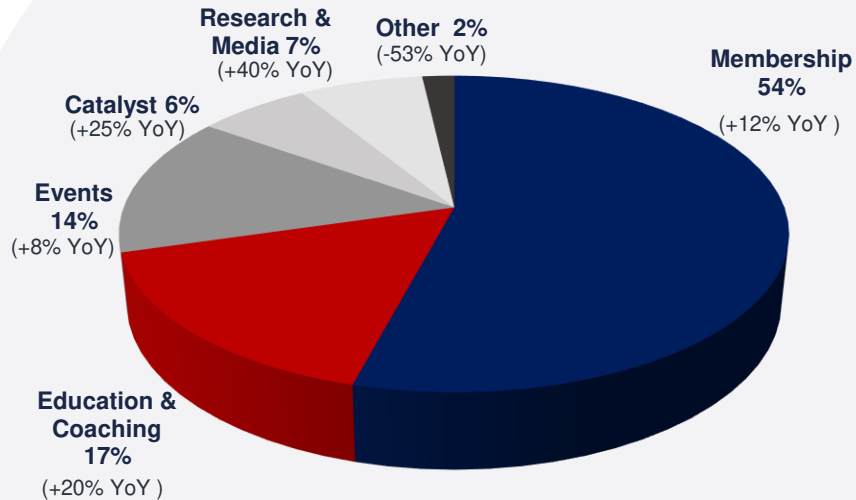


10/10 OF THE WORLD'S LARGEST CSPs ARE ACTIVE TM FORUM MEMBERS

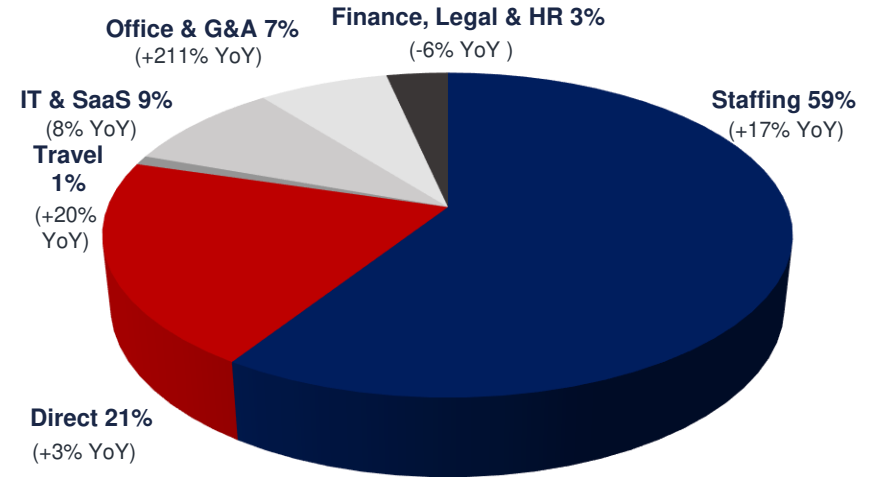


FY21-22 sources and uses of funds (unaudited)

FY 21-22 Revenue of \$22.7M



FY 21-22 Expense of \$21.4M



FY21-22 Results: Balance sheet position strong as of 31 March 2022

	March 31, 2022	March 31, 2021
Cash and Investments	11,645,559	8,709,845
Net Accounts Receivable	3,952,752	3,349,269
Net Fixed Assets	345,933	406,744
Event Prepaid	1,126,448	838,334
Deposits & Prepaid	468,995	400,729
Total Assets	17,539,687	13,704,922
Accounts & Taxes Payable	1,036,837	612,761
Deferred Revenue	8,822,333	7,996,946
Future Expense Accruals	2,951,923	1,732,611
Total Liabilities	12,811,093	10,342,318
Total Equity	4,728,594	3,362,604
Total Liabilities & Equity	17,539,687	13,704,922

Strong cash generation

Overall A/R increased by 18% and DSO at 66 in proportion to 12% YoY Sales increase

Fixed assets down by 15% as reduced Capex build up

Deferred revenue increase driven by Deferred Membership continued positive trend and E&C growth momentum

Accruals increase driven by healthy reserves and future event obligations

Equity increased by \$1.4m thanks to excellent commercial performance in FY21-22 and strong cost controls

FY21-22 Revenue and Member Equity (unaudited) in '(000) USD

For the financial year ending 31 March 2022



FY21-22 delivered healthy financial results underpinned by a strong core business and operational efficiencies.

We have been able to restore equity reserves to pre-pandemic levels.

Healthy equity reserve puts us in a good, resilient position to manage unseen challenges moving forward.

Equity reserves increased by \$1.4m. As membership grows, the reserves required to provide continued service to a larger number of members increases.

A large red circle is positioned on the left side of the slide, partially overlapping the white background and the dark blue background.

motion #3
appointment of auditors

RESOLUTION

Propose that Smolin, Lupin, & Co., PA shall be appointed as auditors for the corporation for the financial year FY22-23.

Proposed: Michael Lawrey, Chair, Finance & Commerce Committee

Seconded: Olga Martynov, CFO, Treasurer & Secretary to the Board

NOTE: Only Principal Contacts may vote.
Please do not vote again if you have already placed your vote in advance.

annual report

FY21 - 22

NIK WILLETTS
President & CEO

This is your Forum! A place to learn, innovate and co-create for real change

Member professionals around the world are working together to overcome key challenges to industry growth, at the intersection of tech, data and people

TECH

Tech stack fit for a TechCo

- *Open APIs*
- *Open Digital Architecture*
- *Autonomous Networks*

DATA & AIOPS

Zero-touch operations and full data value

- *AI @ scale*
- *Closed-loop automation*
- *EBIT-impacting data analytics & monetization*

PEOPLE

Talent, culture, & ways of working

- *Diversity, Equality & Inclusion*
- *Org design & cultural maturity*
- *Sustainability*

GROWTH

Unlock the platform opportunity

- *Zero-touch partnering*
- *Connectivity-as-a-Service*
- *E2E platform & ecosystem management*

Open Digital Architecture (ODA)

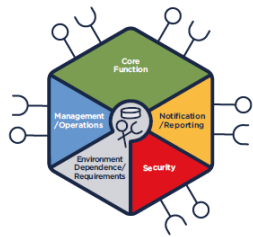
Join the movement and transform business agility, customer experience and operational efficiency

A COMPREHENSIVE FRAMEWORK

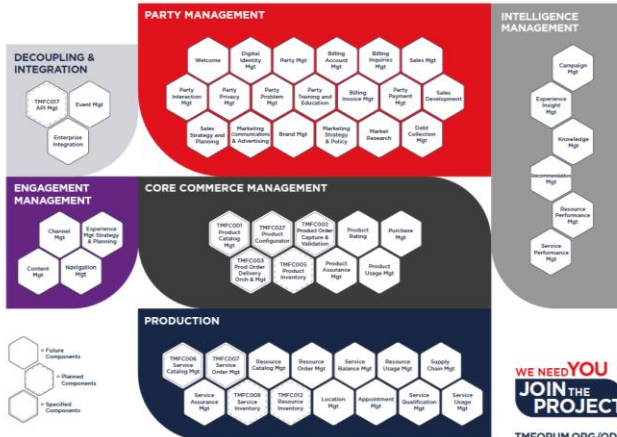
ODA comprises an architecture framework, common language, design principles, and specifications for standardized, interoperable software components and Open APIs



NEW COMPONENT MAP AND PATTERNS



EXPOSED OPEN APIs ← → DEPENDENT OPEN APIs



WE NEED YOU
JOIN THE PROJECT

TMFORUM.ORG/ODA

RAPID GROWTH IN ODA ADOPTION

Open APIs downloaded
500,000
times

72 Open API Specs Agreed
(incl. CTks etc.)

Downloaded by
32,000+
developers from
2,330+
companies

53,075+
total training
courses completed
since Jan 2020
By **15,500+**
individuals

350+
Open APIs certified
By
39
companies

6,300+
training courses on APIs and
ODA* completed since Jan 2020
By
4,794
individuals

1,600+
professionals from
363
companies
contributing
to ODF development
since
Jan 2020

Tech: Building a tech stack fit for a TechCo

From architecture to code, together we're building the blueprint for cloud-native software that can deliver the agility, experience and cost-base required to compete in the platform economy

MEMBER COMMITMENT - BY THE NUMBERS

196

companies
co-creating
together

3,300+

individuals
completed training
courses

100

companies
signed the ODA
Manifesto

39

companies
completed

350

Open API
certifications

DELIVERING VALUE TO MEMBERS RIGHT NOW

CODE + FRAMEWORKS

- 60+ extensible Open API specs
- Growing partnerships for Open API payload specs
- **10 ODA Component patterns** to improve scalability and DevOps velocity
- Guides, playbooks, toolkits and support for the application of ODA and more

KNOWLEDGE

- New research reports exploring the future of networks, intent, and cloud-native migration
- Member case studies, such as how Jio has achieved a 90% saving in maintenance costs

TRAINING + ACCREDITATION

- New training curriculum covering essential skills in the Open Digital Framework
- Conformance certification for Open APIs, Business Process Framework (eTOM) and Information Framework (SID)



Tech: How you can get involved

Join the community building the blueprint for cloud-native software that can deliver the agility, experience and cost-base required to compete in the platform economy

LEADING MEMBERS



JOIN CO-CREATION TEAMS TO BUILD...

Next-generation Open APIs (v5) – latest API technology and granular functionality to support new services

ODA Component Patterns – reusable, scalable cloud-native components that bring composable architecture to life and maximize DevOps velocity

Autonomous Networks to deliver Network-as-a-Service and Connectivity-as-a-Service

JOIN THE TECH SUMMIT AT DTW 2022 TO HELP ANSWER...

How to build a cloud native network fit to underpin growth?

How to leverage NaaS to simplify operations and streamline new service adoption?

How to scale a multi-cloud, microservices architecture?

How to rationalize IT operations for a zero-touch approach?

How to implement AI-enabled service assurance?

Data & AIOps: Unlocking zero-touch operations and full data value

Together, we're working to unlock the true value of data, analytics, machine learning and artificial intelligence – at scale

MEMBER COMMITMENT - BY THE NUMBERS

141

companies
co-creating
together

1,900+

individuals
completed training

10

new members
case studies

DELIVERING VALUE TO MEMBERS RIGHT NOW

CODE + FRAMEWORKS

- **How to run AI at scale** with the AIOps framework canvas, model cards, and more
- **Closed-loop Anomaly Detection & Resolution Automation (CLADRA)** – real-world use cases for application of AI (starting in networks, expanding to E2E)
- **AI & Data governance**, with a focus on transparency and readiness for regulation

KNOWLEDGE

- New research reports on intent, data governance and process automation
- Member case studies, such as how Verizon optimizes supply chain inventory



TRAINING + ACCREDITATION

- AI in Telecoms overview course
- AI Fundamentals expert-led training

Data & AIOps: How you can get involved

Join the community to help unlock the value of data, analytics, machine learning and artificial intelligence – at scale

LEADING MEMBERS



JOIN CO-CREATION TEAMS TO...

Drive EBIT impact from AI at scale with the AI Factory Blueprint

Combine knowledge, sharing use cases, business results and lessons learned

Tackle key challenges as Pioneer Projects in:

- Monetization
- Agility & efficiency
- E2E Automation

JOIN THE DATA & AI OPS SUMMIT AT DTW 2022 TO HELP ANSWER...

How to evolve into a truly data-driven organization?

How to extract the full value and maximum business impact from my data?

How to build a common data model fit for the digital age?

How to apply AI, advanced analytics and machine learning in the real world?

How to leverage data, AI and ML to drive top-line and bottom-line impact?

People: Addressing the complexities of talent, culture & ways of working

We're working together to transform mindsets, culture and ways of working to unlock the potential of our industry

MEMBER COMMITMENT - BY THE NUMBERS

15

companies participating in Inclusion & Diversity Score Beta trial

14

Founding member companies for the D&I Council

76

companies co-creating together

DELIVERING VALUE TO MEMBERS RIGHT NOW

CODE + FRAMEWORKS

- **Inclusion and Diversity Score (IDS) Beta** – creating benchmark data on inclusion and diversity
- **Culture and Skills Guidebook** – combining expertise in driving cultural change and reskilling
- **Culture Maturity Model** (1st dimension – Culture Management) now available

KNOWLEDGE

- New partnerships with the **Tech Talent Charter** and **Global Leadership Forum**
- Interviews celebrating industry diversity and multiple career opportunities
- **Member case studies**, such as LITC build a platform for growth through cultural transformation

People: How you can get involved

Join the community transforming mindsets, culture and ways of working to unlock the potential of our industry

LEADING MEMBERS



JOIN CO-CREATION TEAMS TO...

Finalize and launch the Inclusion and Diversity Score (IDS)

Combine expertise with an industry-agreed cultural maturity model

Work together to address industry-wide challenges with recruitment, retention and reskilling through a new Talent Consortia

JOIN US AT DTW TO ANSWER...

How CSPs can leverage their existing assets, platforms and customer relationships to turn enterprises' ESG reporting challenges into an opportunity?

How can senior leadership drive purpose across the organization and encourage employees to contribute towards achieving the purpose?

How to make purpose transparent to all stakeholders and respond to real societal needs?

How to use ESG reporting to demonstrate the impact and success of putting purpose into practice?

Growth: Unlocking the platform opportunity

Together, our work in next-generation connectivity, and services beyond connectivity, are simplifying the path to sustainable growth in the era of the platform economy

MEMBER COMMITMENT - BY THE NUMBERS

116

companies
co-creating
together

680+

individuals
completed training

New research
featuring 5G
use cases

DELIVERING VALUE TO MEMBERS RIGHT NOW

CODE + FRAMEWORKS

- **Zero-Touch Partnering (ZTP)** – how to drive value from partnerships with a playbook and APIs
- **Software marketplace playbook** – Learn how to leverage software marketplaces
- **Connectivity-as-a-service playbook** – Simplify the consumption of connectivity for enterprise

KNOWLEDGE

- Forward looking industry reports exploring emerging topics and 5G use cases
- Plus member case studies, such as how Telia's Division X accelerated IoT growth

TRAINING + ACCREDITATION

- Open Digital Framework Overview expert-led training
- Digital Business Ecosystems Fundamentals expert-led training



Growth: How you can get involved

Join the community working together on next-generation connectivity and services beyond connectivity, to simplify the path to sustainable growth in the era of the platform economy

LEADING MEMBERS



JOIN CO-CREATION TEAMS TO BUILD...

Zero-Touch Partnering APIs spanning onboarding, contact management, revenue sharing, and more

Connectivity-as-a-Service – defining and building simplified connectivity on-demand (“as easy as Amazon”)

Marketplace & ecosystem management frameworks – how to sell to, through and with platforms in the API economy

JOIN THE GROWTH SUMMIT AT DTW TO ANSWER...

How to drive value from new services at the edge and monetize enterprise 5G?

How to leverage open ecosystems to drive innovation and growth?

How to embrace “telco as a platform” to grow opportunities presented by softwarization?

How to find partners that can bridge capability gaps?

How to create value with the right operating models?

Thanks to our member's commitment, it's been quite a year!

IDS piloted
by **15**
members

100
ODA signatories
on the manifesto

WELCOME
to **114**
new members

7000+
knowledge
certifications
New courses launched

AWARDS

Best Webinar
Series Awards

CIO 100 Award:
IT Innovation:
Open Digital
Architecture

10 Most Impactful
Women in Tech 2022

Channel Futures:
DE&I 101



152
companies
collaborated
in **41** catalyst
projects

member
contributions
showcased to

390k
people



First CSP Open API
certifications with over
500,000
downloads achieved

Member project
assets downloaded
228,433
times

Digital Transformation World Series 2021

Unique digital event series, streamed live from our studio across 4 weeks

tmforum
digital
transformation
WORLD SERIES | 2021



13,060
registered
13,596 last year



8,000+
attendees
7,985 last year



1,535
CSPs VP & above
1,293 last year

41
Catalysts
projects



750+
companies
709 last year



175
countries
157 last year



140
media coverage
113 last year

4,800+
Catalyst followers



11 service provider partners



DIAMOND SPONSORS



GOLD SPONSORS



Watch videos and read articles about DTWS 2021 at inform.tmforum.org

DTW 2022 20-22 SEPTEMBER | COPENHAGEN, DENMARK

The place the industry meets to drive real change!

EXPERIENCE

32+
catalysts
showing proof of
concept solutions

Next20
the next generation
startups showcasing
innovation and ideas

Open
**innovation
stages**

Nearly sold-out
expo showcasing
**latest innovative
technology solutions**

PLUS
live music,
running / walking
tours and more...

INSPIRE

3 summits under
one event roof

**TECH
SUMMIT**

**GROWTH
SUMMIT**

**DATA &
AI OPS
SUMMIT**

200+
trailblazing speakers
will take the stage

CONNECT

The best partnerships are made
when we're in the same room

**3,000
people from
600+
companies**

Trailblazers, game
changing leaders,
architects, and
innovators

Executive connect –
offering one-to-one
meeting mapping

Enjoy the park area
to relax and make
new connections



WITH THANKS TO OUR SPONSORS MAKING DTW 2022 POSSIBLE



Beyond Now



Microsoft

ORACLE

comviva

CSG

ETIYA

Infosys
Next gen. We're First.

Netcracker

NOKIA

Prodapt

Red Hat

Tecnotree

Whale Cloud

*subject to contract

tmforum

Our most diverse speaker line-up yet...

From the C-suite to DevOps team, DTW is where the industry meets to drive real change

DATA



Shailesh Kumar
Chief Data
Scientist,
CoE AI/ML



Alexey Sutyagin
Head of Analytics
& Insights



Alexis Koalla
Head Up Operations
Transformation
Towards Agile &
DevSecOps



Adolfo Hernandez
Vice President,
Global Telco
Business Unit



GROWTH



Elsa Chen
Chief Customer
Officer



Angela Jenner
Transformation
Director, Service
Platforms



Dr Christian Kloch
5G Innovation
Architect



Tareq Amin
CEO



Jon James
CEO



Cindy Parsons
Executive Director,
Social Impact &
ESG



Terje Jensen
SVP



Andreas Pfister
CEO &
President



TECH



Monika Gullin
CTO, EVP



Guy Tennant
CTO



Josie Smith
Chief Architect



Mark Sanders
Chief
Architect



**Rainer
Deutschmann**
SVP & Group
COO



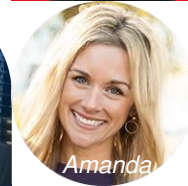
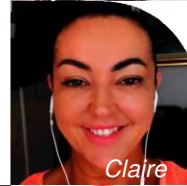
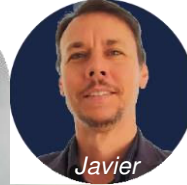
**Antonietta
Mastroianni**
Chief Digital & IT
Officer



This is *your* Forum!

Our dedicated engagement team
are here to help you maximize
the value of membership

Your engagement manager will be in touch
directly after today's meeting



tmforum

**thank
you**

**any
questions?**

Please post your questions in the Q&A chat

tmforum

results of motions

tmforum



Q&A

**DON'T FORGET: Save the date – DTW 2022
is 20-22 September in Copenhagen**