



हिंदी केवल एक भाषा नहीं बल्कि हमारी राष्ट्रीय पहचान है।

आर. एम. अग्रवाल
अध्यक्ष एवं प्रबंध निदेशक
R.M. AGARWAL
Chairman & Managing Director



आईटीआई लिमिटेड
(भारत सरकार का उपक्रम)
ITI LIMITED
(A Govt. of India Undertaking)

Date: 15th August, 2020

CMD's Message on 74th Independence Day

My Dear Colleagues,

On the occasion of 74th Independence Day of our beloved country, I extend my warm greetings to you all. I bow down and salute all the great freedom fighters who martyred to give us an Independent India. I pay my respectful homage to all our national leaders who have built this country from strength to strength over the last 73 years. Every year, we celebrate this day with great fervour and joy across the country. In the annals of Indian Independence struggle, this day goes down to be remembered as a day of significant accomplishment.

As all of us know that the COVID-19 pandemic has brought in many uncertainties and is a big challenge for everyone at every level and has enormously affected human life, economy, trade, commerce, education across the globe. Despite the adverse scenario, it is important to celebrate this historic day to realize how our firm resolute to fight enemy in the past has given us independence, to realize how our strength to build on from rubbles has given this beautiful country. We need to resolve to fight this COVID situation so that we don't lose whatever gain we have achieved in the past 3 years. We have to rediscover ourselves, stand up again and move forward with positivity and commitment.

It is very important for a country to stand on its own strengths. Similarly, it is very important for a company to also stand on its financial performance. I am very happy to announce that this year we have achieved a historic mile stone in the company's financial performance. This Financial Year 2019-20 we have registered 150 Cr.



Profit After Tax which is a growth of 63.02% compared to the previous year and gross turnover rose to ₹2403.45 Cr. which is 27% higher compared to the previous period ended March 31st, 2019. Most important achievement of this year is the Net worth of the company has become positive first time after 2003. As on date our order book including POs, APOs and orders in pipeline is around Rs.19,540 Cr. and our MoU target for the year 2020 – 21 is Rs.3000 Cr. These facts and figures indicate the excellent performance of the company and the bright future ahead.

The excellence in financial performance is achieved by our changed strategy of manufacturing, marketing & management of projects. We have redefined our project management styles and this has reflected in the performance of the turnkey projects we have been executing under BharatNet in the states of Gujarat & Maharashtra and NFS project for the Defense. The GujaratNet project is expected to be completed by October this year despite the challenges brought in by the COVID situation. We have received an appreciation certificate from the Government of Gujarat for the exemplary work carried out by ITI. NFS project will be completed by end of this year and MahaNet project is also likely to be accomplished as per the revised project schedule. These mega turnkey projects have contributed to nearly 80% of the revenues this year. In addition, we have been able to supply HDPE, OFC to these projects which has made our infrastructure set up for these products to be utilised for the first time after being established. Most importantly, the most awaited order for ASCON Phase IV project is expected shortly and we need to execute this project with great commitment, as it would strengthen the defense communications system as well as ITI's financial position. I am also very proud to mention that, for the first time we have been able get order from private operator, namely Airtel for laying of OFC and also order from NMDC, a PSU for setting up IT infrastructure for Data Centre.

Continuing further to contribute for self-reliance in the area of Telecommunication, ITI has signed a Memorandum of Understanding (MoU) with Tech Mahindra, a leading provider of digital transformation, consulting, business reengineering services & solutions, to work together in the areas of 4G & 5G Wireless Technology, Equipment Manufacturing, Smart Cities, Health Care services. The initiative is to build a next generation wireless network that will help India to become self-sufficient in the area of Telecommunications.



ITI with state of the art facilities and capabilities for manufacturing Telecom equipment plans to manufacture the eNodeB and 5G NR products in the different plants. Similarly, ITI has also signed MoU with M/s. TCS, a leading IT and ITeS services organization to work in different IT projects and solutions. Partnerships for manufacture of secure IP/MPLS routers has been finalized and tie up E & V band Radios is also being explored. As a PSU, we are joining hands with Indian Private companies to augment the Aatma Nirbhar Bharat initiative of the Government of India.

Friends, even during the lockdown period, the business continuity of the company kept going and to strengthen the objective of Government of India's Aatma Nirbhar Bharat Abhiyan, company has recently signed a Transfer Of Technology (ToT) agreement with Defence Research & Development Organization (DRDO) to manufacture portable ventilators at its manufacturing plants. The prototypes are ready for testing and once these are cleared by DEBEL, we intend to mass manufacture ventilators to be supplied to Defense forces and other agencies in the country. As you all are aware, the company has already started manufacturing of Face Shields and we have supplied around one million face shields. During the month of April & May, 2020, we have distributed grocery kits to around 2500 needy families as a social responsibility measure.

We have always been looking for different revenue streams that will help ITI sustain in the coming days. In this direction, we have initiated to bring up a Global Electronics Manufacturing Hub in the silicon city of Bengaluru and for this purpose ITI has ear marked 200 acres of land in the first phase. With this venture ITI plans for creation of world class infrastructure for manufacturing, including common facilities, for attracting major global electronics manufacturers along with their supply chain to set up units in the country. This is in line with the Electronics Manufacturing Cluster (EMC) 2.0 scheme of MeitY released during May this year. The startup hub which was operational last year is also being expanded.

ITI Tier 3 compliant Data Center is now expanded by additional 1000 racks capacity. More so now it is going to be cloud enabled Data Centre and has would launch cloud services that include Infrastructure as a Service (IaaS), Platform as a Service (PaaS), Software as a Service (SaaS) and Storage as a Service (STaaS). It would also help government and non-government enterprises to procure ICT services on demand. This will greatly help the Digital India initiative of Government.



With a shift in our strategy of partnering, we are incorporating transfer of technology in all the agreements being concluded, in order to increase value addition through manufacturing. This will not only engage the infrastructure we have set up, but would also augment the Make In India initiative of Government. We plan to utilize the facilities set up for manufacturing of HDPE, OFC, Solar Panels, Smart Cards, Smart Energy Meter, WiFi Access Points, Micro PCs in different plants.

We have been bidding aggressively in tenders in order to build our order book. ITI has bid for Tamilnadu Fiber Network Rs.2000 Cr, CCTV surveillance tender of Railtel, Rs. 2000 Cr, GPON tender of BSNL, Rs.100 Cr, MPLS Network supply for RajNet, Rs.100 Cr, OFC tender of BBNL, Rs.160 Cr, High Capacity Radio Relay, Rs. 800 Cr. We are also planning to address the smart city projects of Moradabad, Guwahati, Port Blair, Kolkata, Ahmedabad & Chennai Police tenders, BSNL 4G tender, PDS tender of Chhattisgarh, tender of Gujarat Informatics limited amounting to around Rs.3050 Cr.

We are entering into fresh tie ups to address various business opportunities like Identity & Access management system, fleet management, skill development, digital asset management solution, lap top manufacturing with Intel, solution for virtual smart class, Automatic Metering Infrastructure, Solution for COVID tests. In order to take forward the latest technology projects, we need to have manpower resources with appropriate skills & talents. With superannuation becoming regular, we would be losing 80 employees on an average every month. In this direction we have initiated for recruitment at different levels and also engaging experts to strengthen the existing teams.

Dear friends, in the last 3 years ITI has improved its performance and has built up sizeable order book also. With renewed strategies with radical approach towards business, we are aiming to be one of the best PSUs of the country in the coming years. With our sheer pursuance and hard work, we have made ourselves eligible for MiniRatna PSU status for which requisite application has already been submitted. But friends this is the beginning and our goal is to attain the Navaratna status in next 2 years. As committed, we have made significant strides towards achieving the old glory of the yesteryears.



Shedding our losses, we have transitioned into a profit making company. To achieve Miniratna status and to move towards Navaratna, we need to wipe out the debt burden. We have to channelize all our talents & ingenuity towards accomplishment of larger goal. Our commitment is unshakable. Our drive to excel is resolute. With the support of DoT and Government of India, we shall move towards financial self-reliance to sustain through the market turbulence.

On this special day as we remember all our freedom warriors with great honour, let us also salute all frontline COVID warriors who have been fighting to stop the spread of the virus in the country even at the risk of their lives. I join with entire ITI fraternity to salute and applaud the dedication and selfless services of corona warriors.

Once again my Best Wishes to you all on this Independence Day.

Jai Hind

(R.M. Agarwal)
Chairman & Managing Director