

ITI takes Atmanirbhar road to become a leader in Telecommunications segment



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Central Public Sector Enterprises in India, which have a combined net worth of around Rs 12 lakh crore are capable to boost India's GDP to get the economy wheels on the track by rising to the occasion and playing their part in building an 'Aatmanirbhar Bharat'.

Year 2020 has been a challenging year for the Industry in general and also CPSEs including ITI. Though the pandemic situation has badly affected almost the first three quarters of the calendar year, ITI could still muster to make 27% raise in the turnover to clock Rs. 2403 Cr in FY20, the highest ever in the last 10 years. We also registered an impressive PAT of Rs.150 Cr. In a row we have made profit for 3 years after a long drought of 16 years. Not only this, the net worth of the company has become positive and this is a phenomenal achievement. This would not have been possible without the efforts of the employees and the support from the Government. We are on the recovery and revival path. We need to keep up the momentum and steadily move towards much higher targets. Though the first 2 quarters of FY21 are affected by pandemic, the company has a target of Rs.2748 Cr to be achieved in

this financial year. The company has an order book of more than 11,000 Cr. but it is very essential to build this further.

Manufacturing of COVID Products during COVID-19

However, the COVID-19 virus has presented the world with unprecedented health and economic challenges. Our PM's "Vocal for Local" initiative in these turbulent times has helped homegrown businesses heave a sigh of relief. Local products, in-house manufacturing units and supply chains have gained special importance. Being present in the system since a long time and having a deep penetration, we are supporting the development and evolution of this local supply chain.

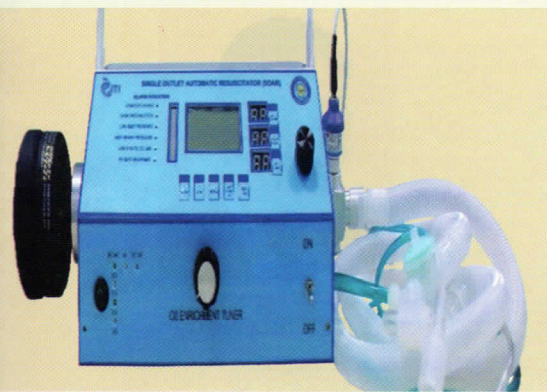


The Company started manufacturing of Face Shields at its Bengaluru unit. We have already supplied more than two million

face shields and expect to enhance production in the coming months. The face shield provides protection to the facial area including eyes, nose and mouth from sprays and droplets. They proved to be more comfortable and convenient to be worn by people.



The company also manufactured face masks, face mask vending machine, face mask disposal machine, automatic hand sanitizer and manual sanitizer dispenser- a foot operated hand sanitizer fully adjustable for various bottle types in its Mankapur unit. ITI has signed TOT agreement with M/s. Laser Science and Technology Centre (LASTEC), DRDO for "UV Disinfection system" named UV Blaster for manufacturing at Mankapur Plant. UV disinfection system is a mobile UV tower for



rapid and chemical free disinfection of frequently touched and exposed surfaces.

Signing of MoUs

Like every other industry and sector, our Company also faced headwinds from the nationwide lockdown during most of this quarter due to the COVID-19 pandemic. Though ITI through its innovative strategies started exploring new avenues of sustainability and growth. The company has signed various MoUs with market pioneers.

ITI has signed a transfer of technology (ToT) agreement with Defence Research & Development Organization (DRDO) to manufacture portable ventilators at ITI's manufacturing plants. These aims to be supplied to Defence forces, hospitals, and similar institutions in the country.

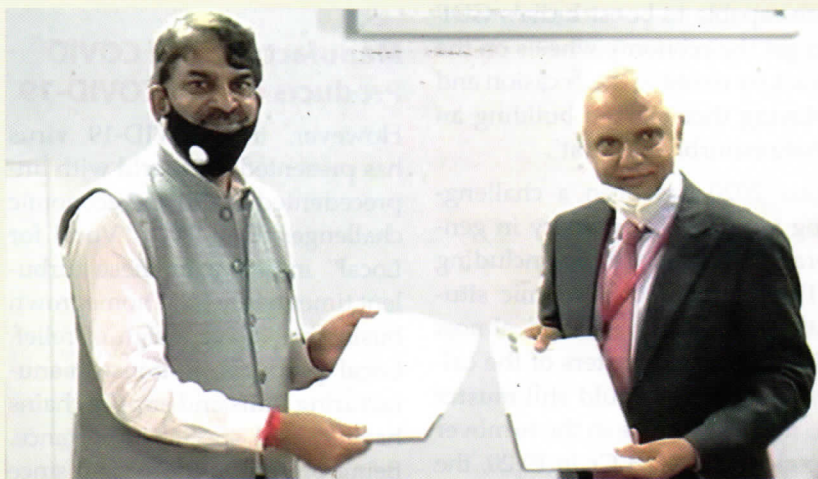
ITI has signed a Memorandum of Understanding (MoU) with Tech Mahindra, a leading provider of digital transformation, consulting, business reengineering services & solutions, to work together in the areas of 4G & Wireless Technology, Equipment Manufacturing, Smart Cities, Health Care services. The initiative is to build local competence

by synergizing the offerings of ITI & Tech Mahindra to create a next generation wireless network.

ITI with state-of-the-art facilities and capabilities for manufacturing Telecom equipment plans to manufacture eNodeB in its various plants. ITI is gearing up to participate in the 4G tender expected to be floated by BSNL. Similarly, ITI has signed MoU with Tata Consultancy Services (TCS), a leading IT and ITes services organization to work in different IT Projects and solutions.

ITI has signed a Memorandum

of Understanding (MoU) with Ilantus Technologies to deliver Make-in-India, world-class Identity and Access Management (IAM) solution to government agencies, defence and public sector undertakings to address concerns of cyber threats in the country. Under the MoU, ITI and Ilantus will address the challenges of today's fragmented identity landscape through Identity and Access Management Solution, which is the only solution in the world with all features inside one single product.



Strengthening Army's Communication Network

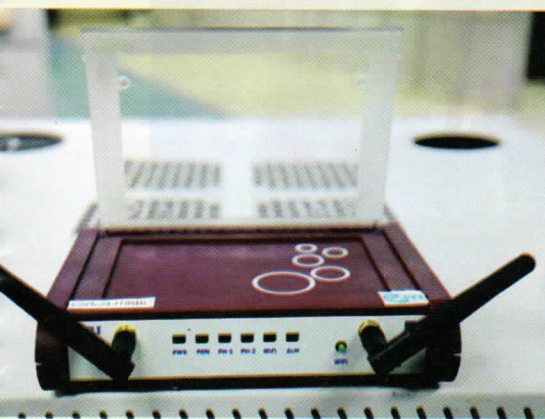
As the first step towards Aatmanirbhar Bharat and strengthen country's communication network for Indian Army, ITI Limited signed Rs 7,796 crore Phase IV Project of Army Static Switched Communication



Network (ASCON) for deploying strategic network for secured communication across the country and subsequent maintenance for next 10 years. Having successfully implemented and maintaining the first three phases of ASCON project for last 3 decades, we have an edge in implementing this prestigious project. ASCON IV project at this juncture certainly gives a big boost to Indian army and ITI is very much excited to roll out this network. The project is army's telecom network spread across different terrains in the northern, north-eastern and western regions. The project is an IP MPLS based communication network with Microwave Radio, Satellite and Optical Fiber Network as media. The project includes installation, commissioning and maintenance of telecom equipment like IP/MPLS Routers, NMS, Mobile Nodes, Test Equipment and civil works for providing the complete infrastructure at various sites and roll out optical fiber network of about 11,000 kms.

A Big Leap in Make-in-India & Digital India

This year, company's most coveted projects GujNet and NFS are on the verge of completion



& MahaNet is also being pulled up for timely completion. The OFC laying project of Airtel in six states, which is the first ever project for private operators, is also being executed with a great focus. With the changed strategy of manufacturing, we have planned to utilize the infrastructure set up for HDPE, OFC, Solar Panels to the maximum extent, from which we have already started supplying to MahaNet & ASCON Phase IV projects and any business opportunity that is coming towards ITI. ITI has established OFC manufacturing plant at its Raebareli unit. ITI has installed capacity of 15,000 Kms per annum of 24F ADSS OFC and 5,000 km 48F Ribbon type OFC. As only 25% of the mobile towers are connected with optical fibre, fiberization of the remaining towers will be taken up in a big way. With the introduction of technologies like 5G, fiberization gains more importance. It is expected to see huge domestic demand of OFC to establish Pan India communication network. In pursuant to Atma Nirbhar Bharat Abhiyan, ITI plans to enhance the capacity of OFC manufacturing facility to create sufficient optical infrastructure in India and to mass productionize OFC during the current year.

This would also help us engage the infrastructure we have established effectively, thus intensifying the indigenous manufacturing giving a boost to the Aatmanirbhar Bharat Abhiyan. To enhance revenue, apart from the projects, the company also emphasizes on selling the products manufactured in ITI to its various customers in addition to supplies for the projects being executed by ITI.



The company has a rich product portfolio where it manufactures and sells Micro PC, Smart Cards, 3D Printing Machine & Services, Anti-Covid products, Solar Street lights, Solar Panels, Smart Energy Meters etc. In-line with the policy of "Make in India", ITI is manufacturing above mentioned electronic, communication & IT, encryption, Smart energy meters etc and supply to various customers such as Defence, BSNL, MTNL, BBNL, EESL and other Government Organizations. We have entered into agreements with various Companies, for manufacturing various products in India.



ITI Limited is running a Tier 3 Data Centre with 350 Rack capacity for the past 12 years. There are about 26 customers that includes Banks, Co-Operative societies, and PSUs who are currently



availing these services.

ITI is expanding its Data Centre facility in order to handle a capacity of 1000 Racks. As of now 343 rack space is ready for offering. Three customers have been on-boarded for Cloud and Co-location. The Datacentre facility is Tier 3 certified ensuring redundant DG set, UPS and Transformers and chillers. CMMi level 3 certified and ISO certified under various categories viz. ISO 27001, ISO 20000, ISO 27017 and ISO 27018. The Data Centre has been successfully audited for Meity Empanelment.

ITI offers Various services like Co-location, Managed Co-location and Cloud services. Cloud services include IaaS, PaaS and SaaS. Email, Internet and back up services are also part of the offering. The Data Centre is well connected with multiple ISPs ensuring high availability of Connectivity. The customers are also offered seating facility for their maintenance staff and a NOC room for monitoring the performance.

ITI data Centre is located in a secured factory environment and is also provided with additional security which is specific to

Data Centre. The BMS- Building Management System enables the duty staff to continuously watch the movement of personnel through CCTVs. The BMS also keeps tab of the real time parameters of facilities like A/C, UPS, DG Sets.

PM Wani: As part of PM WANI initiative, the company has already manufactured 1000 Nos of Wi-Fi Access Points in collaboration with C-DoT and expects to roll out more in the coming days.



Upcoming Technologies

Along with the existing orders & projects, for longer sustenance, the company has already planned to enter in the upcoming technologies like 4G & 5G, Cyber Security, AI, E/V Band Radios, Secure Routers and other prospective areas. The company has garnered partnership with

leading companies to address some of these areas. Along with the technology, the competent human resource is also an essence. We are focusing on building capacity by recruiting new blood coupled with expertise in the domain. The initiative is to build local competence by synergizing the offerings of ITI & Technology partners to create a next generation wireless network. The Company with state-of-the-art facilities and capabilities for manufacturing Telecom equipment plans to manufacture eNodeB/RAN in its various plants. ITI is gearing up to participate in the 4G PoC & tender expected to be floated by BSNL.

The company, in near future looks to consolidate the significant milestones achieved, looks for improved revenue streams, strengthening our capabilities, enhancing value addition in each project and diversify into new technology areas. The company, with its sincere approach in telecommunications business that powers the current as well as emerging trends & solutions that support the AatmaNirbhar Bharat initiatives, aims to create niche position in the ever changing Telecom & Defence market. ■

