



Press Release

31-05-2017

Bangalore

ITI Limited Announces Financial Results for 2016-17

ITI Limited, country's premier telecom company announced the financial results for the year 2016-17 with a profit of Rs 305 crores. The Board of Directors of the company approved the results for the quarter ended March 31, 2017 and the audited results for the full year ended March 31, 2017 at their meeting held in Delhi on Sunday, May 28, 2017.

Company's total income for the year ended March 31, 2017 was 1,903 crores up from 1,674 crores for the year ended March 31, 2016. Net profit for the period before tax (after exceptional and/or extraordinary items) increased by 21% to Rs 305 crores for the year ended March 31, 2017 as against 251 crores for the previous year. As on date ITI has order book of Rs. 1600 Cr.

Highlighting the company's achievement for the year 2016-17, Shri S Gopu, Chairman & Managing Director, ITI Limited said, "I am delighted with the company's financial performance along with the strategic initiatives the company has taken in last one year. This will allow us to continue to drive strong revenue growth and improved profitability in the coming years." ITI also plans to explore business opportunities in the IoT, e-Governance, ICT areas in addition to telecommunication and defence projects. ITI is committed to the "Make in India" and "Skill India" initiatives of Government of India. With the support of Government of India, ITI has upgraded the electronics manufacturing infrastructure to supplement indigenous manufacturing. The Board has approved the further issue of equity shares through follow on public offer subject to necessary approvals from the statutory authorities and shareholders for meeting SEBI's 25% minimum public shareholding compliance requirement and also to meet internal working capital requirement.

Recently ITI has bagged various orders through competitive bidding including orders from BBNL, BSNL and RailTel for supply of GPON equipment for Government of India's flagship project "BharatNet", which is providing broadband facility to over 2.5 lacs Village Panchayats in India. ITI is committed to the Honorable Prime Minister's vision of "Swachh Bharath". In this direction we are very proud to be associated with the Ministry of Urban Development (MoUD) in realizing the dream of cleaner India. MoUD plans to install

feedback devices at the public and private toilets to regularly monitor and maintain cleanliness of toilets. MoUD has been kind enough in issuing directives to 12 State Governments to consider procurement of feedback devices from ITI. ITI has tied up with a partner to supply these devices and the volume of this business is going to fetch good revenues for ITI. We have also tied up with many vendors for offering various solutions based on IoT, which go into building smart infrastructure for smart cities and also for augmenting the Digital India initiative of Government of India.

ITI is the first PSU to start operation of a Tier III Plus Data Center with 350 rack space in 2009 on PPP model. Our prestigious customers list includes Canara Bank, BBNL, IOC, CRPF, Mazagon Dock Ltd., Muthoot Finance, IBM, L&T Insurance, Keonics etc. ITI is aiming at expanding its data center operations by building a Tier III Plus (Uptime 99.982%) Data Center with 1000 Rack space at Bangalore and 200 Racks space Data Center at Naini acting as DR site and vice versa, with Rs. 200 Crore investment in the first phase.

ITI is planning to offer end to end Data Center hosting services including Co-location, Bandwidth and Managed Services. ITI Data Center is one of ITI's endeavor to provide customer-centric services to Government organizations and corporate entities. The new Data Center is proposed to go LIVE in October, 2017.

Defense business has been the forte of ITI for last six decades. ITI is the pioneer in design, manufacture & supply of encryption equipment in the country and has over 4 decades of experience in the field of encryption products. We have the highest number of approvals for these products from the defense.

ITI has supplied a wide range of Encryption products ranging from very low bit rate (Kbps using RS-232) up to STM-4 (622 MHz) which have been successfully deployed and are operational in the national defense networks like Bluestar, Civicon, Project Dhruv, ASCON Phase I, II & III, Pouncing Panther, Assam Rifles, IDS, MUX, DCN, AWAN II project etc. ITI has also addressed tenders for MIL PCM, AWAN II project E3CR, 5C telephones and other secrecy equipments like STM1 and 2Mb/s, ASCON Phase IV, NFS encryption, Defence telephones, Flexi Encryptor for NTRO, Bulk Encryptor for defence, IP Encryptor for Assam Rifles. The total value of the tenders is approximately Rs. 6000 Crores.

ITI intends to take up solutions depending upon industry / customer requirements for encryption of Mobile Handsets, HF Radio, Software Defined Radio (SDR), STM 256/40G IP, Encryption with public key.