

“हिंदी केवल एक भाषा नहीं बल्कि हमारी राष्ट्रीय पहचान है।”



आईटीआई लिमिटेड

पंजीकृत एवं निगमित कार्यालय  
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सी आई एन : L32202KA1950GoI000640

ITI LIMITED

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Phone : +91 (80) 2561 4466  
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Website : www.itiltltd-india.com  
CIN : L32202KA1950GoI000640

Ref: K/BSE / 2018

Date: 21.11.2018

The Secretary  
Bombay Stock Exchange Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai - 400 001

Sir,

Kind attention of Ms Nivedita Khatri, Assistant Manager, Surveillance, BSE.

Sub: Increase in volume

Ref: Your letter no. L/SURV/ONL/PV/NK/ 2018-2019 / 135 dated 21<sup>st</sup> Nov. 2018

Kind reference is made to your letter referred to above on the subject. We submit that, being a listed company, we abide by the SEBI (LODR) Regulations 2015 and, to the best of our knowledge, we always keep NSE & BSE informed on all the events happening in the Company which have a bearing in the market. With reference to the specific observations regarding increase in the volume of trading of ITI shares across exchanges, we opine that the following events/happenings in the Company could be the reasons:

- The Company is a PSU under Department of Telecommunications (DoT), Ministry of Communications and was declared sick in 2004. The Govt. approved a revival plan for the Company in February 2014, the implementation of which is under progress. Even though the Company has been declaring profit for the last three years, the Company declared profit without Government grants - only in the last financial year, 2017-18, after a gap of sixteen years.
- The turnover of the Company has also been steadily increasing in the last four years, with figures of Rs. 620 Cr, Rs. 1253 Cr., Rs. 1611 Cr. and Rs. 1703 Cr. from 2014-15 to 2017-18 respectively.
- The Company has won many Government tenders in the last one year, like, Indian Army's ASCON project valued appx. Rs. 7000 Cr., BharatNet project in Maharashtra state valued appx. Rs. 2658 Cr., and WiFi project (Rajnet) of Rajasthan state valued appx. 330 Cr. Advance Work Order (AWO) from BSNL for the Operation and Maintenance and Sales & Marketing of the Passive Infrastructure of 6945 BTS sites of BSNL's GSM network in UP East, UP West, Uttarkhand and Tamilnadu Circles. The AWO value (at provisional rates) is Rs. 6633.56 Crores inclusive of taxes.

- ITI has filed DRHP with SEBI in September 2018 as part of its FPO for offering 18 Crore shares to Public.
- In this month, there was also an approval by Cabinet Committee on Economic Affairs (CCEA) for mandatory procurement of certain quantity of tendered equipment/ project (20% or 30% depending on the type of project) from ITI by other 3 PSUs of DoT, viz., BSNL, BBNL and MTNL. This was also informed to both stock exchanges in response to their mail dated 09.11.2018

This is for your kind information and record please.

Thanking you,

Yours faithfully  
For ITI LIMITED

  
(S. Shanmuga Priya)  
Company Secretary