

IMMERSE  
IN THE  
IMMEDIATE  
FUTURE  
5 TO 7 YEARS  
FROM TODAY



THE  
FUTURE  
IS ABOUT  
HOLISTIC  
BUSINESS  
MODELS

ONE OF  
MOST  
TRANSFORMATIONAL  
TIMES

HUMAN  
HISTORY

INNOVATE TO  
**TRANSFORM**

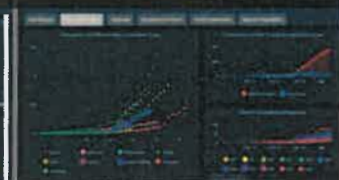
BIG DATA

QUANTUM  
COMPUTING

LET'S GO IN THE  
**ROAD** TO  
SELF-DRIVING  
& INVENTED  
CARS  
THAT'S CAR  
AMAZING  
TO YOUR  
CAR  
ITSELF  
AMAZING  
IT SHOULD

**ANNUAL  
REPORT 2019-20**

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# INNOVATE TO TRANSFORM

## **Present Scenario**

In February 2020, the World Health Organization (WHO) declared a global pandemic of the Novel Coronavirus disease (COVID-19). Indian government also enforced stringent lock-downs of all economic activity starting to contain the spread of the disease. COVID-19 came as a sudden disruption to organizations across the globe. This extreme crisis has put the economy at a standstill, with consumption going down by 50-70%. This has caused major economic downturn and thus impacted the GDP. If such uncertainty gets extended then we may have very precarious situation.

COVID-19 has mandated extreme 'social distancing' measures and restrictions on travel. Customers in most of the world are in lockdown and are forced to be dependent on the digital space around them more than ever. Customers are in dilemma whether to invest in technology upgradation. While a shock to the system, this type of disruption will inevitably culminate towards a systematic societal change i.e. transforming into new era of human relationship, businesses, technology etc. One of them will be an acceleration toward a more digital world. Digital transformation is almost inevitable for enterprises that want to be resilient to uncertain situations like COVID-19.

To remain competitive and thrive in today's times, companies will have to continue to create better value for their customers and stakeholders. Events like the current pandemic, further accentuates the need to create value and remain relevant. Being in a high-tech industry like ours, Ceinsys is acutely aware of this and constantly strives to remain the first choice of all his stakeholders by increasingly delivering more value year after year.

## **Evolve, Innovate & Transform**

COVID-19 will accelerate the digitalization of services across the Globe and adoption of technology which will help stakeholders access those services seamlessly. Work From Home (WFH) has now become a norm and CEOs & CTOs around the world are embracing more digitalization and implementing robust remote working capabilities across their organizations to sustain through uncertain situations like these. Remote working has also led to an increase in usage of collaboration tools like Microsoft Teams, Zoom, Webex etc. Since work from home is often the only way of functioning, companies are embracing newer technologies to increase productivity, monitoring in efficient manner. Cloud is a more cost-effective and viable option as its reliability & scalability helps to deal with uncertainties like unplanned demand and it helps save infrastructure cost and hazards.

Ceinsys is continuously rethinking its business processes and keeping transforming itself as per the needs of the time. Ceinsys has done a spectacular job by rapidly enabling WFH for their employees. This timely action not only ensured safety for employees but ensured business continuity for the company. In the me-too world of present, where no transformation or business process enhancement can continue to provide competitive advantage for a prolonged period, the key to remaining ahead of the pack is to innovate relentlessly.

Innovations drive changes and make them a reality. For instance, the

dawn of social media disrupted the marketing realm forever. People can now communicate regardless of physical location, and information changes hands faster than ever. As new technology like smartphones and internet-connected devices emerged, society underwent transformations to accommodate those innovations. Social media was the innovation, and it led to a transformation in how businesses reach their customers.

## **Digital Transformation**

Industries today heavily rely on Digital Transformation to become more efficient. The goals of a digital transformation can include broadening the company's reach, improving operational efficiency, transforming the company's culture and image. While innovations in offline technologies that supports field work and generate data which can be later fed into the Cloud are being explored, bridging the digital divide is a must for technology adoption. The stress is on 4IR technologies like Internet of Things (IoT), Cloud, Artificial Intelligence (AI) / Machine Learning, and Big Data, which are perceived to be powerful enablers for Geospatial.

One of the most important technology trends today is 3D information and sensor integration such as GPS, camera vision, LiDAR and Sensors on phones and devices that enables capturing of a point cloud data or 3D map on mobile devices. This enables amazing and incredible visualization of data which makes Geospatial & Engineering data not only more accessible and understandable, but also much more usable. Also use of Geospatial & Engineering technologies for humanitarian works has picked up in the recent past, such as monitoring things like Disease Outbreak, extent of damage during a natural disaster and population spread in places which are difficult to source the data. An integrated geospatial system for early warning and a communication system based on real-time data can play a crucial role in limiting loss of life and destruction of property in case of a calamity.

The IoT is transforming the way we interact with our devices at home, at work and throughout our cities. AI and IoT merge to create AIoT Superpower of Innovation – a smart, connected network of devices that seamlessly communicate over powerful 5G networks, unleashing the power of data better and faster than ever. AIoT promises to transform how we interact with our homes, offices and cities every day. Smart city applications include open data for better urban planning, optimized energy consumption, and increased public safety through smart traffic surveillance. From real-time data analytics to supply-chain sensors, smart devices help to prevent costly errors in industry. In fact, Gartner also estimates that over 80% of enterprise IoT projects will incorporate AI by 2022.

AIoT innovation is only accelerating, and promises to lead us into a more connected future. The AIoT fusion is increasingly becoming more mainstream, as it continues to push the boundaries of data processing and intelligent learning for years to come.

## **Impact of COVID-19**

One big impact of COVID-19 has been acceleration in the digitalization of workflows. While there were resistance in the past from some sectors



in moving towards connected workflows, the pandemic left no choice for them but to adopt some of these technologies. By adapting to the new ways, we are seeing the benefits and necessity of transitioning. As digitalized and connected workflows become more acceptable, we also need to pay attention to the challenges such as ensuring security and privacy of data.

Integrated Cloud environment encompassing all technology platforms on which Ceinsys carries out its production and execution, enables smooth transfer and transition of Geospatial & Engineering data seamlessly. Thus the data from the field, back office and the WFH nodes gets unhindered access helping WFH model works in more efficient and successful manner.

Overall, the pandemic and the physical distancing has impacted us less than others due to Ceinsys presence and operations in essential activities such as Utilities of Water & Electrical. The COVID-19 pandemic has caused drastic changes in many industries leaving massive disruptions in the business. To keep up with fast-paced challenging situation, there is utmost need for becoming proactive and future-oriented strategy through Innovation, Business Model Transformation, etc.

#### **Innovative Solutions**

Innovations in Geospatial & Engineering can be crucial to survival in a changing market. As technology and markets change rapidly, we need to innovate regularly to compete, grow, and remain relevant for our customers. Some of the upcoming innovative, disruptive solutions, Ceinsys intends to position are discussed further.

Implementation of Digital Project Management System through 5DBIM using high end engineering solutions along with project management tools & ERP helps in seamless integration of data. These solutions helps in creation of a digital twin model with intelligent attributes & parameters which effectively governs cost and productivity of the Project eventually curtailing project overruns and significant reduction in project cost. Common Data Environment helps in smooth flow and integration of data from various stakeholders.

Indoor positioning is again a evolving technology. Inside a building or a tunnel when a GPS stops working, you can switch to indoor positioning services which provides the ability for real-time tracking of location information on people or objects using sensory information from automated devices.

Solutions in our Water & Energy domains are highly innovative as lot of focus would be around connectivity of sensors and turning these networks into becoming IoT-enabled. The self-supported networks eliminates the need for active human monitoring. The IoT and Big Data is a big trend for connected utilities as they become a necessity for utilities in urban sector.

Combination of recent technology and expertise has made Ceinsys outstanding in its work for Water domain. Being a market leader in adopting new edge technologies, your company has already manifested its ideas in AMI and Smart Water Management. Projects that demand Smart Water Solutions and integration of IoT are already under development with strong solutions.

Automated IoT / SCADA based system helps to improve real-time decision making, addressing critical problems and making power companies, develop new services and innovative experiences for customers. Big Data allows to achieve a digital transformation. AI helps in

integrating smart grids with intelligent management systems to improve efficiency, reduce costs - drive better business results. Predictive Analytics solves monitoring problems that were not previously possible.

Smart Agriculture and precision farming adopt modern information and communications technologies to enhance, monitor, automate or improve agricultural operations and processes. Sensors deployed at Gram Panchayat collect information such as soil moisture, fertilization, weather and transmit through a gateway to a central Geospatial platform. This provides farmers & departmental stakeholders with a decision support system with real time access to information and analysis on their land, crop, weather, logistics, machinery & market prices.

Disaster Management require integrated solutions that includes on-the-ground emergency response. Effective disaster management demands rapid utilization of real time information and data from many sources. The major challenge is to seamlessly integrate and distribute digital data into spatially explicit forms for rapid assessment and analysis during and after a disaster.

Civic functions including Property Assessment, Asset monitoring and Utilities are the critical areas for cities to function smoothly. For underground infrastructure, introduction of an IoT solution that deploys sensors in fire hydrants, valves, manholes, etc to visualize the pressures and levels in flow and even listen for pressure fluctuations that can cause pipes to burst. It will provide alarms and thresholds trigger inspections for fast and effective response when an issue arises.

During natural calamities and emergencies such as Fire, Flooding, Terror Attacks, the indoor mapping will plays a critical role for addressing and understanding the accesses to floors, evacuation / exit entries at important establishments.

All Ceinsys employees endeavour to work towards transforming the organization and delivering more value through innovation in their work. This innovation will range from small activities like shaving off a few minutes from every routine data creation activity – resulting in a faster delivery to doing more stringent quality checks to ensure world-class delivery to using state-of-the-art technologies like deep learning to provide best in the class solutions.

Ceinsys's key mission this year is Transformation through Innovation. Using cutting edge technology & excellent implementation, and to encourage more collaborative working, visualising better and faster solutions to problems. Ceinsys is well set to march towards its goals with this mission. Ceinsys will continue to be agile, constantly engage with customers and proactively develop innovative strategies to not only tide over the COVID-19 crisis but to excel stronger.

Successful innovation involves reaching beyond current company abilities. Ceinsys management encourage their employees to constantly look for ways to innovate. To remain competitive, we also need to remain relevant. Ceinsys always stays current on latest technology, new trends, and innovative concepts. We empower employees to collaborate and encourage innovation so that creative energy will drive transformation in countless ways.

We strive to innovate and continue to bring unique value proposition to your organization today.





# CEINSYS OFFERINGS

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Ceinsys Tech Ltd (formerly ADCC Infocad Limited) is an emerging and evolving IT & ITES Company with a proven expertise in varied domains. Established in 1998, Ceinsys Tech Ltd is the IT arm of flagship Meghe Group which has a prominent presence in Central India.

Ceinsys is a CMMI SVC & DEV Level 3 BSE listed company and has built a strong reputation as one of the premier Geospatial, Engineering and IT solution provider in the country. Armed with highly energetic & passionate team of employees, Ceinsys is in position to deliver high volume turnkey solutions to its esteemed clients on a Pan India basis.

Our offerings include high end technology solutions comprising of Enterprise Geospatial Solutions & Services which primarily includes Data Creation, Data Analytics, Decision Support System (DSS) and Enterprise Web Solutions and dashboards.

Data Creation has evolved from traditional methodologies to new-age technologies and Ceinsys has transitioned and adopted both simultaneously. Ceinsys continues to provide its services in Cadastral Mapping, Natural Resources, Municipal GIS, Health & Sanitation, Enterprise Assets & Utilities, etc. along with Web-GIS Solutions comprising Decision Support Systems & Enterprise Administrative Portals.

With the advent of new technology like UAS, Lidar and Photogrammetry for Data Creation, Ceinsys has been able to offer 3D Solutions in GIS as well as Engineering space. This is being augmented through latest technology interventions namely Digital Twin Engineering & AI/ML based solutioning.

Ceinsys is delivering its Engineering Solutions in domains of Water, Electrical and Transportation.

For Water - Consulting Services in i) Non-revenue Water(NRW), ii) Urban / Rural Water Supply and Sewerage Schemes(DPRs) iii) Irrigations Scada iv) Smart Water Solutions & Metering Infrastructure (AMI),

For Electrical – Consultation and implementation in SCADA & Automation for Transmission & Distribution.

For Transportation – Consulting Services for Roads & Highways(DPRs), Road Asset Management System, Corridor Mapping, 5DBIM & CDE.

To complement its capabilities and to cater to the expanding need for providing quality and state of art technology solutions, Ceinsys has signed up technology partnerships with globally acclaimed technology giants namely Autodesk, Bentley, Digital Globe, ESRI, Hexagon, Aveva, Siemens, etc.

Over the past few years, Ceinsys has established a proven track record for delivering end-to-end solutions to its customers and is positioned as a "Complete Solutioning Company".

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## LETTER FROM CHAIRMAN & MD



Obstacles don't have to stop you. If you run into a wall, don't turn around and give up. Figure out how to climb it, go through it, or work around it.

– Michael Jordan

### Dear Valued Stakeholders,

It gives me pleasure to present to you the 22nd Annual Report, for FY 2019-20 of Ceinsys Tech Limited. While this was a year of extreme economic challenges for the world, a situation aggravated almost beyond measure by the unprecedented Covid-19 pandemic. I begin with my deep feelings for those precious lives lost due to the ongoing pandemic. I pray and hope for its early end and for your safety and good health of everyone in these unprecedented times. This Covid-19 crisis has not only elevated the economic challenges but also have affected the society, at large. Despite this uncertainty, your company has been able to deliver positive growth in revenues during the period. Our commitment to driving sustainable profitable growth remains unaltered and I would like to applaud efforts of everyone at Ceinsys for the same.

Since the time of the lockdown, the safety and health of our employees has been the paramount objective for the Company. Accordingly, your Company has framed detailed safety guidelines in line with national directives for the employees to follow both at home as well as their workplace..

Responding to the crisis situation, your company initiated Business Continuity Plan to ensure the health and well-being of all employees as well as on minimizing disruptions to its esteemed customers. Since then, some of our offices have resumed with limited operations in adherence with the government directives. Despite the unprecedented times, I appreciate the grit and spirit exhibited by our employees and would like to express sincere gratitude to the entire Ceinsys family for their passion and dedication towards achieving Company's objectives.

Your Company has extensively adopted collaborative digital platforms to address the current challenging scenario with a prime focus on customer interacts and satisfaction. This pro-active action has reinforced customer confidence in the Company and many of them have expressed their appreciation and gratitude for keeping their businesses running under the most challenging conditions.

With the focused strategic and effective implementation of turnaround plan, your Company's growth has been on right track particularly with focus on shifting of its business model from the traditional service oriented model to multi-dimensional Enterprise Solutions model. Many of these strategic decisions taken over the past few years are now coming to a fruition.

Under these unprecedented environment, your company has put up a good performance in the financial year 2019-20. The revenues on Standalone basis for the year were Rs. 20,140.68 Lakhs registering a year on year growth of 13.80%. The profit before tax (PBT) for the year 2019-20 was Rs. 3,364.35 Lakhs recording a positive growth of 729.28% over the PBT of Rs.405.69 Lakhs in financial year 2018-19. This significant increase was mainly on account of execution of projects having high margin of profit and low overhead cost due to shift from resource intensive work to automatized solution base.

The Covid-19 crisis has dealt a severe blow to the economy and has affected the near term outlook. I am thankful to our Bankers for their support in this testing times and also for the timely disbursement of COVID 19 loan at highly competitive rates. Further, with the various fiscal and monetary initiatives announced by the government to mitigate the economic fallout, the positive impact is expected to be seen in the medium term. The Company is well geared to drive its growth engine in these testing times. The current pandemic has given the company an opportunity to review its systems and become more efficient and competitive and I believe this will help us emerge stronger and fitter Company in the future.

It will be our constant endeavor to strengthen the company through continuous investments in brand, talent and culture to effectively adapt to the new normal and stay on course of creating value for all stakeholders in a more sustainable manner.

I would like to place on record my sincere gratitude to the Board members and specially to our Independent Directors for their continuous support and wisdom. I would also like to thank our employees, customers, bankers, partners and most importantly our shareholders. Your continued support and exemplary faith help to reinforce our commitment to deliver year after year.

Best Regards

  
**Sagar Meghe**

Chairman & Managing Director



Dear Stakeholders,

I am pleased to report that your company has performed exceptionally well even in the backdrop of trying circumstances following the Covid-19 pandemic beginning this year.

The year under review has been very impactful as well as deeply disruptive. These are unprecedented and uncertain times as the novel coronavirus pandemic has caused massive disruptions across every sphere of human and business activity. While the current economic scenario remains to be unpredictable in the near term, your company have demonstrated extraordinary dedication to contain the impact and shifted to a remote delivery model with minimal loss of productivity by focussing more on innovative technologies.

In these critical and uncertain times, your Company has responded quickly and efficiently to meet the challenges and has evolved Business Continuity Plan under the guidance of senior management to ensure continuity of its business operations and with a core focus on Customer fulfilment and delight. The well-knit team of employees continues to be the greatest strength of the Company and this was exemplified well during the lockdown period wherein your company has assisted multiple government entities by developing Covid dashboards, benchmarks for them, which shows our commitment to our customers. With this kind of commitment and unending perseverance our brand continuous to scale new heights in the industry. This crisis has highlighted importance of our commitment to leverage our brand as a force for good in society, throughout the pandemic and beyond.

#### Innovate to Transform

Innovation continues to be a key driver for growth. The past year saw a healthy stream of innovative and strategic wins for the company. Pivotal among these was the prestigious Maharashtra State Road Development Corporation Limited (MSRDC) where Ceinsys will be SI and will provide Owner Support Office through DPMS comprising GIS based 5D-BIM dashboard for Mumbai Pune Expressway (MPEW) Missing Link project in the state of Maharashtra. Another important win was implementation of GIS based Asset Management and Monitoring System for MIDC industrial areas. The most significant win was from Maha Transco for their Statewide Transmission Asset Management and Automation in consortium with Siemens Ltd.

Other notable wins were as follows:

- State Water Sanitation Mission • PWD Gadchiroli • WAPCOS
- CSPDCL • Chandrapur Metering

#### Way Ahead

As we look ahead over the next 2 years, I look to the future with a great deal of optimism as many new opportunities are likely to open as the world adjusts to the post Covid-19 scenario.

We are reassessing our customer needs, pushing forward on newly created opportunities and driving innovation to make our portfolio more relevant in these testing times. India's long-term economic prospects are promising which augurs well for the Company's business and growth. Moreover, the government has always been supportive and is regularly thrusting new initiatives to make the economic environment more favourable and sustainable for businesses which your company intends to exploit most positively.

Going forward, your company remains extremely focussed on the needs of its customers in this new environment. At the same time, your Company will continue to focus on delivering sustainable growth by growing the core portfolio, exploring new domains, implementing adaptive business models & innovations, leveraging state of art technologies and automation. Nurturing good talent and culture will always remain key enablers in this journey.

It is important to reiterate that our Company's growth fundamentals are in good shape with significant penetration in newer domains with innovative technologies. We are building a profitable roadmap and have charted a path towards long-term sustainable growth, with a lean cost base, disciplined capital allocation and highly skilled workforce.

I would like to profoundly thank each and every employee as well as our partners for their commitment, hard work, dedication and service as we enter a new decade.

Best Regards,  


**Dr. Abhay Kimmattkar**  
Managing Director

## LETTER FROM MANAGING DIRECTOR



## LETTER FROM CFO



### Dear Shareholders,

It is great to be communicating with you. We are in the midst of some exceptional and unprecedented times. Covid-19 has posed challenges across the Globe and disrupted our lives like never before. I want to assure you that even in these uncertain times your Company has been taking all the measures to not just successfully mitigate risks and navigate business but also take care of its employees, our assets and our stakeholders and customers in a strong sustainable manner. In addition, we have taken measure to curtail and reduce overheads and to better control working capital requirement through prudent mix of cash flow planning and project execution.

I am very happy to share that we have again reached a new financial milestone in FY 2020. The fundamentals of Ceinsys continues to remain strong and we are well positioned to seize opportunities that will help us to achieve industry-leading growth. In spite of the headwinds from global economic uncertainties and the unprecedented pandemic, our revenues continued to grow. I would like to share few financial highlights of FY 2020 with you:

- Revenue has grown at a CAGR of 15.11% over the last five years against the industry average CAGR of 9 to 12%.
- EBITDA for FY 20 was INR 5,353.12 lakhs against INR 2,450.13 lakhs for FY 19 and has grown at 1.18 times over the year and at a CAGR of 22.28% over the last five years.
- Net profits before taxes for FY 20 was INR 3,364.34 lakhs and grew at 7.29 times over FY 19.
- Earnings per share (EPS) was INR 22.56 in FY 20 against INR 2.47 in FY 19 and has grown at a CAGR of 25.52% over the last five years.
- Return on capital employed (ROCE) for FY 20 remained strong at 32.85 % and grew from 4.18% in the FY 19.

Your company have shifted its business model more into consultancy business which have high profit margin from its earlier infra and product supply business which had lesser margin comparatively.

Our continuing strategic investments in expertise for our business Domain are clearly recognized by the market. With a steady pipeline, optimistic demand environment and improvement in win ratios, we are poised for a stronger revenue growth in FY 2021.

Our strategic priorities elaborated in MD&A will enable us to establish market leadership and provide industry leading returns to our stakeholders.

I would like to thank all the employees for their outstanding efforts. Their dedication and mantra of continuous improvement delivers consistently outstanding results for Ceinsys and our stakeholders.

I am grateful to all our investors for your trust. Your support helps Ceinsys become a stronger company every day.

Warm Regards,

**CA Chanchal Bhaiyya**  
Chief Financial Officer



## THE CEINSYS **BOARD OF DIRECTORS**



**Mr. Sagar Meghe**  
*Chairman & Managing Director*



**Dr. Abhay Kimmatkar**  
*Managing Director*



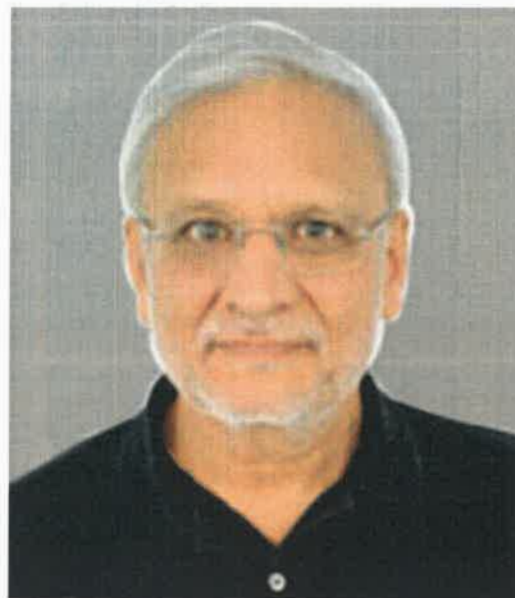
**Mr. Rahul Joharapurkar**  
*Joint Managing Director*



**Dr. Hemant Thakare**  
*Whole Time Director and Chief Operating Officer*



**Mrs. Renu Challu**  
*Non-Executive & Independent Director*



**CA Dhruv Kaji**  
*Non-Executive & Independent Director*



**Dr. Satish Wate**  
*Non-Executive & Independent Director*



**Mr. Kishore Dewani**  
*Non-Executive & Independent Director*