



ANNUAL REPORT

2021-22

**SHAPING THE
FUTURE**

CEINSYS OFFERINGS



Ceinsys Tech Ltd 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”.

INSIDE THIS REPORT

CORPORATE OVERVIEW

01-10

Letter to Stakeholders from Chairman's Desk
Message from Vice Chairman and CEO
Message from the Managing Director
The Ceinsys Board of Directors
Board Committees
Corporate Information
Key Trends
The year at a glance

GOVERNANCE REPORTS

11-59

Board's Report
Annexures to the Board's Report
Management Discussion & Analysis
MD & CFO Compliance Certificate
Corporate Governance Report
Shareholder's Information

FINANCIAL STATEMENTS

60-164

STANDALONE

60-110

Independent Auditor's Report
Balance Sheet
Statement of Profit and Loss
Statement of Changes in equity
Cash Flow Statement
Significant Accounting Policies
Notes to Financial Statements

CONSOLIDATED

111-164

Independent Auditor's Report
Consolidated Balance Sheet
Consolidated Statement of Profit and Loss
Statement of Changes in equity
Consolidated Cash Flow Statement
Significant Accounting Policies
Consolidated Accounts
Notes to Consolidated Financial Statements

ANNUAL GENERAL MEETING

165-177

Notice of AGM



LETTER FROM CHAIRMAN

Sagar Meghe

Non-Executive
Non-Independent Director
Cum Chairman

"The past is a source of knowledge, and the future is a source of hope. Love of the past implies faith in the future."

– Stephen Ambrose

Dear valued Stakeholders,

The year 2021-2022 has been volatile as well as unique. The threat of the pandemic has greatly reduced and special thanks for the various state and centre level initiatives taken collaboratively to carry out one of the largest country wide vaccinations to contain the situation.

The economic activities have gradually regained momentum and operating environment this year continued to remain challenging and volatile.

Against this backdrop, Ceinsys has transformed to a robust company capable of acclimatizing and steering to the new normal. We have taken cautious yet confident steps to benefit from the changing and emerging trends. This determined efforts from all has set us on a journey towards achieving our future goals. It is thus an honor to share with you the Annual Report FY 2021-22.

I want to express my gratitude to our clients for their trust and confidence in us which has helped us to grow year on year. I am happy to state that despite the continuous upheaval of the last FY, effectively we had business opportunities only for 3 quarters in FY 2022 and we have continued to grow. Financially, we have continued demonstrated our ability to generate steady cashflows. During the year, the company achieved revenue of Rs. 19,750.58 Lakhs in 2021-22 at standalone basis as against revenue of Rs.18,740.96 Lakhs in 2020-21 registering increase of 5.39%. The Profit before tax at Standalone basis showed increase of 247.17% and is at Rs. 1,113.89 Lakhs in comparison to an amount of Rs.320.85 Lakhs for 2020-21. At Consolidated the company achieved a revenue of Rs.20,456.32 Lakhs in 2021-22 in comparison to revenue of Rs.18,677.95 Lakhs for 2020-21 registering an increase of 9.52%. In terms of Profit before tax registering increase of 453.34% and is at Rs.1,347.76 Lakhs in comparison to an amount of Rs.243.57 Lakhs for 2020-21.

The last year laid the foundation for some very important initiatives which shall take the Company to its next level. We have been focusing on overseas business to further expand our

business operations and leverage the upside of our presence across multiple geographies. The aim is to harness and augment our capabilities and competence to a wide audience in the overseas markets thereby strengthening the market reach and its overall revenues.

On the above premise, your Company acquired Allygrow Technologies Private Limited, a technology driven organization that focuses on core engineering design, development and manufacturing engineering services having presence in US, Europe and India. This acquisition will provide a unique positioning of your company as an Indian brand with wide exposure and competencies in Geospatial and Engineering segments and will help expand Ceinsys business domain globally through Allygrow's International presence. It also expands Ceinsys ability to serve global clients across various industries with their core expertise in Automotive and Aerospace Engineering.

As we enter our 25th year of operations, we will continue to scale, innovate and accelerate the growth into newer domains as well as make disciplined investments to work towards our global expansion, improve our go-to-market, expand our capabilities to address new market opportunities.

I owe a huge thanks to all the talented and dedicated employees of Ceinsys who have made our achievements possible despite challenging pandemic situation over the past 2 years. Our business model is designed and primary objective is to ensure sustainable value creation for all our stakeholders.

I also thank our stakeholders, customers, investors, creditors, bankers, advisors and suppliers who have been a constant support to build our future.

Best Regards,

Sd/-

Sagar Meghe

Non-Executive Non-Independent Director
Cum Chairman



LETTER FROM VICE CHAIRMAN AND CEO

Prashant Kamat

Vice Chairman & CEO

Dear valued Stakeholders,

We sincerely hope you and your loved ones are safe, healthy, and happy.

In fiscal 2021-22, we had grown through an unprecedented and uncertain period and delivered value beyond clients' ask. In the face of widespread change, we had persisted in our efforts for Shaping the Future with a focus on innovation that influences the basic aspects of human lives.

In 2021-22, your company continued as per the conceived business continuity plan and made sure the smooth functioning of all the business verticals. Your company had a fool-proof fallback plan for the functioning of each Business Unit. Starting from the Business Unit Head to the Program Manager and cascading down to each team member, processes were institutionalized to take care of human resource contingencies. Business risk analysis was performed for every domain and its effects were evaluated with respect to response time for business functioning.

Your Company continued to consistently strive for ensuring sustainability in its operations and offered solutions that were critical for global sustainability efforts for clients across domains like Water, Utility, Transport, and Others. We integrated the fundamentals of sustainability in every project that we delivered – a) Our work in the management of non-revenue water ensured sustainable use of resources and introduced transparency in the usage of valuable resources, b) Our indigenously designed and implemented unified GIS solution established transparency in the system and supported sustainable asset management policies for an energy distribution utility and an energy transmission provider, c) Going beyond operational sustainability and business imperatives, initiatives like the solar power plant for a rural hospital have enriched human lives through sustained power availability.

On an ongoing basis, we continue to measure our success in how we create value for our clients and other stakeholders. Our results reflect the dedication and hard work of our more than 1000 talented resources. In terms of the fiscal year 2021-22, I must say it was truly a testing year and at the end of it, we have emerged stronger with a renewed zeal for excellence. We fared well across all key operational parameters throughout the year and have delivered 9.52% year-on-year (Y-o-Y) growth with INR 1778.37 Lakhs in FY 2021-22 revenue at a consolidated level. Our ongoing operational discipline also helped us continue to improve our Earnings Before Interest and Taxes (EBIT) margin, ending March 31, 2022 shows an increase of 46.75% Y-o-Y at a consolidated level. In terms of Segment revenue the revenue for Enterprise Geospatial & Engineering Services has increased by 7.87% Y-o-Y in comparison to 2020-21 at a consolidated level. In terms of amount there is an increase of Rs.1,272.32 Lakhs in 2021-22 in comparison to 2020-21 at a consolidated level. Our Net Profit stood at Rs.951.91 Lakhs with an increase of 377.42% Year on Year compare to last financial year at a consolidate level. We continue to focus on large and strategic deals in the domestic market with key government and non-government organizations. Additionally, now we will explore opportunities in the overseas market for more sustained growth in the future.

Shaping the Future

"The best way to predict the future is to create it," says Peter Drucker. Going forward drawing upon our expertise in core domains of geospatial & data processing, your Company aspires to Shape the Future of the Digital Industry. Combining geospatial core competence with the latest technologies, your Company is well poised to deliver state-of-the-art solutions in the global marketplace.

As you are aware the pandemic has accelerated the advent of digital ecosystems for workplace interaction and has greatly expedited the arrival of digital workplaces for various industries. By investing in developing competence and relevant talent for

the new age technologies such as GeoAI, Spatial Analytics, Digital Twins, HD navigation, thematic maps, and AR/VR we intend to underscore a strong foundation of innovation. In this exciting journey into the future, your Company will be backed by Allygrow Technologies Private Limited (a pureplay ESP which we acquired in FY22) global presence. Visionary leadership, the goodwill of our clients, the dedication of employees, and timely guidance from board members will help us in shaping the future and rise ahead of our peers. Acquiring, nurturing, and developing talent and helping our employees to transform themselves as the evangelist of digital transformation will be our key differentiator.

On the year of the 75th anniversary of the independence of our nation, your Company would like to mark the year of "Azadi Ka Amrit Mahotsav" by embarking on this exciting journey of shaping its future for the years to come. We will pay our respects to the nation by highlighting the resilience and technological authority of our youth. Your Company intends to flourish by leveraging the unrelenting Indian spirit of innovation and inquiry that the world has come to respect over the past two and a half decades.

Outlook

As mentioned earlier, in FY 22, your Company acquired and brought onboard Allygrow Technologies, a company that specializes in Automotive Engineering Services and has its presence in the US, Europe & Asia. Broadening the horizons of your Company's offerings and growing your Company's business beyond the domestic boundaries is the key focus in the coming years. Besides our acquisition, we are strengthening our people strategy and have fortified our leadership team to fuel our endeavors of growth.

Amidst various disrupting events over the past two years, your Company has emerged as a trusted partner for its clients. Your Company's adherence to quality and meticulous business execution has resulted in it being recognized as a preferred partner in government empanelment as well as for recurrent B2B engagements with international clients. I am confident in our strength as a company and its capabilities to mark its presence to stand uniquely amongst all.

The world remains unpredictable. Just when it seemed that the turbulent times are behind us, the pandemic is showing signs of resurgence, and a big-scale armed conflict has broken out in Eastern Europe. These events have reversed the expectations of rapid global recovery. Amid all this disorder, the leaps in technological innovation open up new possibilities in business, irrevocably shaping the way businesses of the future will be conducted. Anticipating the future, creating a niche for

ourselves, and preparing for the future global needs while maintaining stable organic growth is what your Company will focus on.

Last but not least I would like to thank our employees, our customers, and supply chain partners for their contribution, directly and indirectly, to our growth. I also thank my fellow Board Members for their invaluable support in guiding the Company through turbulent times. My special thanks to all our shareholders for the trust you have reposed in us. You remain an invaluable pillar of strength, and I look forward to your continued support as we embark on an accelerated growth journey.

Best Regards,

Sd/-

Prashant Kamat

Vice Chairman & CEO



LETTER FROM MANAGING DIRECTOR

Abhay Kimmatkar

Managing Director

"One can choose to go back toward safety or forward toward growth. Growth must be chosen, again and again, fear must be overcome again and again."

- Abraham Maslow

Ceinsys as an organization has demonstrated its ability to evolve and grow. The year 2021-22 has been eventful on many fronts. The disruptions caused by Covid-19 pandemic has triggered a dynamic landscape of innovation and has dramatically accelerated the use of digital technology to reshape the business.

We have successfully adapted and leveraged the change in business environment to be more efficient and serve our customers conscientiously in the challenging market. There were a lot of opportunities and learnings from the pandemic that opened new horizons and avenues of Business.

During the year, we have demonstrated a great resilience and ability to respond to the needs of our clients. This has been achieved through our deep industry expertise and distinctive capabilities and footprints to cater to complex customer requirements. Our strong technology backbone has made a substantial difference during the pandemic, meeting the copious requirements of our customers.

India is undergoing rapid digital transformation and is evolving at a rapid pace than expected. New age technologies are transforming the landscape and bringing in new opportunities for the companies to address and grow. We at Ceinsys constantly strive to stay atop the technological curve by imbibing the global best practices and best in-class technologies. We have managed to drive down the costs through continuous improvements and proactive decision making. We have been addressing the ever-evolving customer needs through our wide array of offerings.

Our robust technological know-how and capabilities along with untiring efforts have aided us in creating "Customer Delight". Even during the pandemic situation, we have thrived and been agile to work swiftly by delivering innovative solutions and services to our customers. We are focussing on building sound and robust systems which can withstand any form of disruptions. Our business model is designed for flexibility to appropriately pursue our actions in line with evolving situations.

During the year, we have bagged significant and large value deals notably from Municipal Corporation of Greater Mumbai, Mumbai for carrying out GIS and Remote Sensing Consultancy Services, State Water and Sanitation Mission, Uttar Pradesh wherein Ceinsys shall

carry out Third Party Inspection and Monitoring of Physical and Financial Progress of various Rural Water Supply Projects in the state of Uttar Pradesh. Other notable wins were from Navi Mumbai Municipal Corporation, Chandrapur Municipal Corporation, Madhya Pradesh Agency for promotion of Information Technology, to name a few.

The Company has built long-standing relationships with customers and has been a benefactor to receive repeat businesses over the years. These enduring relationships have ensured company's stability and deepened sustainability especially during uncertain times.

Ceinsys is well positioned to take advantage of growth opportunities and deliver world class client experience all around the globe. Ceinsys is aiming to become a leading global tech company and has planned to expand in newer global markets. In line with this vision, Ceinsys has recently acquired Allygrow Technology Private Limited, company having its operations in Americas and Europe. It provides us a unique opportunity to position and expand our AEC and Geospatial services in those markets. This would give us a much larger addressable market and create exciting opportunities for growth.

The company is primarily focusing on imbibing New Age Technologies namely Lidar & High-Resolution Imagery Processing, 3D City Modelling using Digital Twins & GeoBim, Decision Support System using 5D BIM Dashboards & WebGis applications in its offerings to provide a comprehensive solution to its customers across multiple geographies.

We are looking forward to another exciting year and will remain focussed on long-term growth as well as invest in strengthening our competitive capabilities and stay diligent in our pursuit of efficiencies. We are geared up for the future and remain committed in our ambition of becoming a Global Solution Company.

We believe that the times ahead are exuberant and Ceinsys is perfectly placed to achieve its next level of growth.

With best wishes

Sd/-

Abhay Kimmatkar

Managing Director

THE CEINSYS

BOARD OF DIRECTORS



Mr. Sagar Meghe

Non-Executive Non-Independent
Director Cum Chairman



Mr. Prashant Kamat

Whole Time Director,
Vice Chairman & CEO



Dr. Abhay Kimmatkar

Managing Director



Mr. Rahul Joharapurkar

Joint Managing Director



Mrs. Renu Challu

Non-Executive &
Independent Director



Mr. Dhruv Kaji

Non-Executive &
Independent Director



Dr. Satish Wate

Non-Executive &
Independent Director



Mr. Kishore Dewani

Non-Executive &
Independent Director

THE CEINSYS

BOARD COMMITTEE

Audit Committee

Mr. Kishore Dewani

Chairman (Non-Executive & Independent Director)

Mr. Dhruv Kaji

Member (Non-Executive & Independent Director)

Mrs. Renu Challu

Member (Non-Executive & Independent Director)

Stakeholders Relationship and Grievance Committee

Dr. Satish Wate

Chairman (Non-Executive & Independent Director)

Dr. Abhay Kimmatkar

Member (Managing Director)

Mr. Rahul Joharapurkar

Member (Joint Managing Director)

Nomination and Remuneration Committee

Mr. Dhruv Kaji

Chairman (Non-Executive & Independent Director)

Mrs. Renu Challu

Member (Non-Executive & Independent Director)

Mr. Kishore Dewani

Member (Non-Executive & Independent Director)

Corporate Social Responsibility Committee

Mr. Sagar Meghe

Chairman (Non-Executive Non-Independent Director
Cum Chairman)

Mr. Dhruv Kaji

Member (Non-Executive & Independent Director)

Mrs. Renu Challu

Member (Non-Executive & Independent Director)

Management Committee

Mr. Prashant Kamat

Chairman (Vice Chairman & CEO)

Dr. Abhay Kimmatkar

Member (Managing Director)

Mr. Rahul Joharapurkar

Member (Joint Managing Director)

CORPORATE INFORMATION

CIN: L72300MH1998PLC114790

Ceinsys Tech Limited

Registered Office - Nagpur

Ceinsys Tech Ltd, 10/5, IT Park, Nagpur- 440022.
Maharashtra, India
EPABX: +91 712 2249033/358/930
Fax: +91 712 2249605

Corporate Office - Mumbai

Ceinsys Tech Ltd, 1601, Lodha Supremus, Senapati Bapat
Marg, Lower Parel West, Mumbai-400013, Maharashtra,
India EPABX: +91 22 49472200

Branch Offices

Mumbai

414, Tantia Jogani Estate, Opp. Lodha Excelus,
N.M. Joshi Marg, Lower Parel East, Mumbai - 400001,
Maharashtra, India
Ph. +91 22 65252235

Lucknow

603, Titanium Shalimar Corporate Park,
Vibhuti Khand, Gomti Nagar, Lucknow - 226010,
Uttar Pradesh, India
Ph. +91 522 6900846

Auditors

Statutory Auditors

Statutory Auditors
Chaturvedi & Shah, LLP Chartered Accountants
714-715, Tulsiani Chambers, 212, Nariman Point,
Mumbai – 400021 India
Tel.: +91 22 3021 8500, F: +91 22 3021 8595

*Internal Auditors

PriceWaterhouseCoopers Pvt. Ltd.
7th Floor, Tower A -Wing 1, Business Bay,
Airport Road, Yerawada, Pune 411006
MH India

Secretarial Auditor

Sushil Kawadkar
63, Income Tax Colony, Pratap Nagar,
Nagpur- 440022 Maharashtra, India

Bankers

State Bank of India,

Industrial Financial Branch
5, Sai Complex, Bharat Nagar, Amravati Road,
Nagpur- 440010. Maharashtra, India

Abhyudaya Co-operative Bank Limited

House Plot No. - 1/A Wardha Road,
Ajni Square Nagpur- 440015
Maharashtra, India

Registrar & Share Transfer Agent

Bigshare Services Private Limited
Bharat Tin Works Building, 1st Floor, Opp. Vasant Oasis
Makwana Road, Marol Andheri – East Mumbai – 400059
Maharashtra, India
Tel: 022 – 62638200

Company Secretary & Compliance Officer

CS Pooja Karande

* Appointed on August 13,2022