



#### **CORPORATE PRESENTATION**

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### COMPANY OVERVIEW



#### **ABOUTUS: COMPANY OVERVIEW**

#### **BUSINESS VERTICALS**

E-Governance & IT/ITES Services

- VL E-Governance has been One of India's largest e-Governance player functioning as a systems integrator and end-to-end service provider for various e-Governance projects.
- The Company has an experience of delivering systems integration and other IT/ITES services for India's E-Governance plan.
- Executed International Projects like Land Record Digitization for the Philippines Government.
- Proven Strong track record of successfully implementing various time bound Mission Mode Projects (MMPs) under the government's National e-Governance Plan.
- Some of these MMPs are:
  - Computerization of registration department (Land & Revenue records) in Uttar Pradesh
  - Computerization of Election Commission
  - UIDAI Aadhaar Enrolment services
  - National Population Register Digitization
  - Ministry of Corporate Affairs Project (MCA-21)
  - Rashtriya Swasthya Bima Yojana (RSBY)
  - Smart-card based Public Distribution System (PDS)
  - Project for Inspector General Registration of Stamp (IGRS)
  - Passport Services (Passport Seva Kendra), among others





#### Project Experience: Land Titling Computerization for the Philippines Government & State of Uttar Pradesh

- Executed a Philippines Land Titling Computerization project to dematerialise 20 million land deeds and introduced paperless digital record keeping for 168 Registrar of Deeds offices across the nation of Philippines
- Established two data encoding centres in Manila NCR. A total of c.3,000 local Pilipino
  workers are employed in this project. The technology support for the project is being
  extended by the Company's STPI Unit from India for "On Demand Encoding" and "Title
  Deed Conversion"
- Have a highly empowered management team in place in Philippines managing the day-today operations of the project. The Philippines project is an international recognition of our expertise in end-to-end e-governance projects. It opens up the gateway to several such similar projects for the company
- Digitization of Land Record for six districts of Uttar Pradesh.

Dematerialisation of 20 million land deeds for 168 Registrar of Deeds offices across the nation of Philippines Had a highly empowered management team in place in Philippines managing the day to day operations of the project

#### International e-Governance Project - Philippines







#### **Project Opportunity: National Land Records Digitization and Modernisation Programme**

- In 2008, the central government had launched the National Land Records Digitization and Modernisation Programme. This programme was revamped in 2014 under the Digital India initiative as the Digital Land Records Modernisation Programme (DI-LRMP). The programme and its revamped version aimed to achieve an accurate and comprehensive land records system in India.
- The recent budget announcement proposes to adopt the Unique Land Parcel Identification Number (ULPIN) to digitise land records and link this number with Aadhaar. ULPIN is a 14-digit Alpha–Numeric Unique ID for each land parcel. This is the next step in the Digital India Land Records Modernisation Programme (DILRMP), which began in 2008.
- The identification will be based on the longitude and latitude coordinates of the land parcel and is dependent on detailed surveys and geo-referenced cadastral maps.
- This linkage is an important step towards ensuring the accuracy of land records and it will put a check on fraudulent transactions. In addition, the budget has proposed a plan to offer a transliteration facility across any of Schedule VIII languages. This availability of land records in regional languages is a significant impediment for potential investments or transactions across states.
- The land record digitization program in India is a multi billion dollar initiative that will make the transfer, purchase, sale and ownership of land easy and transparent. It will enable buyers of land to check the ownership records at the click of a button.
- After having successfully implemented the digitization of land records for the entire Country of Philippines & in the six districts in Uttar Pradesh, we are one of the few companies with the resources, the experience and the bandwidth to undertake nationwide land record digitization programs.





#### **Project Experience: Computerization of Election Commission**

- India is the largest functional democracy.
- Company got its 1<sup>st</sup> order with the computerization initiative with election commission during 1993.
- It has started with election ID card for a district in Maharashtra and has never looked back.
- Every citizen is provided with the Voter ID Card for casting their vote at the pooling booths. This card is to be used for all kind of election purpose starting with MP election to the Gram Panchayat Election at the lowest level.

- 1. End to end IT requirements
- 2. It required consolidation of logistics, manpower mobilisation and staff training
- 3. It also involves setting up citizen facilitation centers in inhospitable terrain, and in the interiors without access to basic amenities like roads, drinking water, continuous electricity supply
- 4. Have generated 100 million voters' identification cards and managed over 100,000 citizen facilitation centers
- 5. Managed this massive program across the states of Maharashtra, Rajasthan, Gujarat and UP which represent more than 35% of India's population Source: Census 2011









#### **Project Experience: Computerization of Election Commission**

#### **Aggregation of Electoral Data**

Voter ID is a non periodic activity and aggregation of electoral data is a periodic activity of Company

- Electoral updation is mandatory as per election commission
- Various kind of elections like MP, MLA, Gram Panchayat etc is been conducted periodically in a year

Company gets opportunity twice to update the huge electoral database; one for compulsory Summary Revision and other because of conduct of any one kind of election in any given year like MP/MLA/Corporate/Sarpanch election etc. or even a by-election

The Company does collection of electoral roll data in English, Hindi and Urdu language

- It includes recruitment, training, designing of the multilingual software and managing large teams of people working in remote parts of a state like roads, drinking water, continuous electricity supply
- Managed this program across 38,475 gram panchayats of the state of Uttar Pradesh
- Major focus across the states of Uttar Pradesh, Rajasthan,
   Madhya Pradesh, Maharashtra, Gujarat, Haryana and Delhi

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#### **Project Experience : UIDAI Aadhaar Enrolment services**

- The UIDAI seeks to issue a unique identification number to each resident. The project was conceived to provide identification to each resident across the country that shall be used as a basis for efficient delivery of schemes.
- We have successfully enrolled more than 5 crore residents enrolled across Pan India.

# Rationale of the Project

- Identification of residents
- Multiple documents being used by Departments
- Inclusion of the vulnerable sections of the society
- Efficient delivery of benefits to the citizens

Cost effective verification of residents

- 1. Deployment of Aadhaar Client Software
- 2. Hiring and training to more than 4000 manpower
- 3. Setup of around 4,000 Enrolment Centers across India
- 4. Capturing 20 fields demographic data of residents in English & bilingual language
- 5. Capturing biometric data for the residents
- 6. Design, Development, Installation of software for capturing KYR+ data
- 7. Setting up helpline center for residents;
- Setting up in-house data center for storing more than 15 TB data at a time;
- Development of software portal for complete enrolment life cycle management of the enrolments and operators with end of day MIS generation

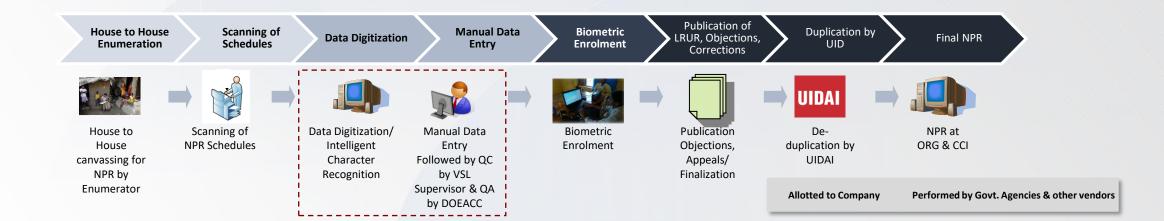




#### **Project Experience : National Population Register Digitization**

- Awarded Data Digitization responsibilities for the creation of National Population Register for 27 Zones and 1 UT
- Comprehensive database with demographic and biometric data and UID numbers for every 5+ resident of India

- Data Digitization of 145 million resident records
- 2. Setup and operation of End-to-End Managed Data Entry Services
- Operations across 8 states using certified manpower





#### **ABOUT US: COMPANY OVERVIEW**

#### **E-Governance & IT/ITES Services**

Project Experience : Ministry of Corporate Affairs Project (MCA-21), Passport Seva Kendra (PSK) & Rashtriya Swasthya Bima Yojana (RSBY)

Ministry of Corporate
Affairs Project (MCA-21)

- Setup & maintenance of IT infrastructure at 22 ROC sites across India
- Application Design, Development & Maintenance
- Dematerialised 6.5 lakh records of corporate entities
- Managed DIN (Director ID Number) issuance process for ministry of corporate affairs: issued 2 million DIN

Passport Seva Kendra (PSK) Project

- Setup of 77 Ultra modern Passport Seva Kendras (PSKs), a data centre and disaster recovery centre, Call centre and a centralized nationwide computerized system for issuance of passports
- Build and operate offices for one year
- Involved complete business process reengineering
- Attempt to reduce time to deliver passports and reduce use of paper

Rashtriya Swasthya Bima Yojana (RSBY)

- Health Insurance Scheme for Below Poverty Line (BPL) families
- BPL families are entitled to more than 700 in-patient medical procedures with a cost of up to Rs. 30,000 per annum for a nominal registration fee of Rs. 30
- Pre-existing medical conditions are also covered and there is no age limit
- The scheme is entirely cashless and coverage extends to the head of the household, spouse and up to three dependents
- 479 districts have been selected for the implementation of this scheme and ~37 million families have been enrolled.





#### Project Experience: Smart-card based Public Distribution System (PDS)

• The 'Computerization of Targeted Public Distribution System (TPDS)' has been initiated by the Department of Food & Public Distribution with the objective of making the TPDS Scheme more transparent, efficient, effective and accountable. The initiative aims to computerize all key components of TPDS scheme.

# Rationale of the Project

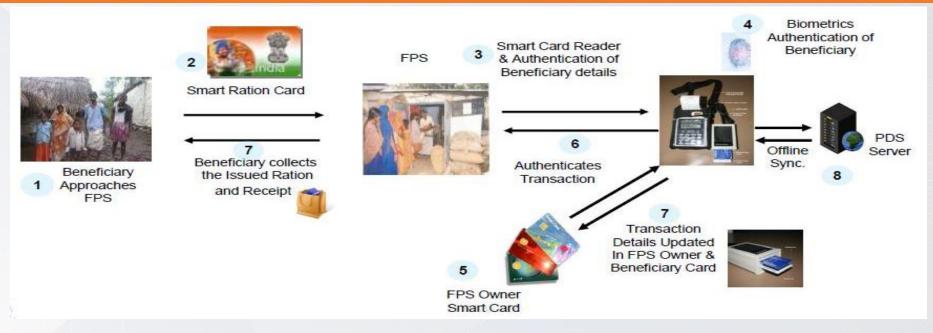
Large scale pilferage
 Retail level issues of duplicacy & ghost beneficiary
 Wrongful inclusion and exclusion errors
 Inefficient supply chain management

Lack of transparency and accountability

- Procurement, commissioning and maintenance of IT and Smart Card infrastructure across Haryana for implementation of Smart Card based PDS system
- Creation of 6 million UID linked Smart Ration Cards with personalization
- Installation and operation of ~9300 Smart Card POS Terminals
- Development of Software for POS, Call center, Data digitization and smart card personalization and printing
- 5. Networking & Connectivity across sites
- 6. Operation and Maintenance for 5 years
- 7. Training and technical support to Govt. department officials
- 8. Establishing 12-seater call center and service window operations



#### Project Experience: Smart-card based Public Distribution System (PDS)



- 1. Allocation happens through the Central Application
- 2. Authentication happens:
  - Card to card coupling
  - FPS owner's as well as Beneficiary's card is required
  - Online / Offline data transfer to PDS server





#### Project Experience: Inspector General Registration of Stamp (IGRS)

 The Department is responsible for Registration of documents and recovery of stamp duty as per the Indian Stamp Act passed by Government of India. Department is also responsible for registration of marriages, societies, firm, non-trading companies, etc.

# Rationale of the Project

- Simplification of the Registration process
- 2 Proper market value identification and appropriation
- 3 Delivering time bound quality services
- 4 Centralized record keeping
- 5 Increase efficiency in the overall Department functioning

- Site preparation of all IGRS-State offices and Data Centre
- 2. Development / Implementation of web-based software application for IGRS offices
- 3. Operation of Nagpur zone SRO offices on BOT basis (Approx 144 offices, 160 Operational staff) for 5 years
- Establishment of WAN and LAN to connect all state IGRS offices
- 5. Training and Helpdesk management
- Includes operation in troubled areas such as Gadhchiroli and Chandrapur
- 7. Operation and Maintenance of complete solution for duration of 5 years after the "Go-Live" stage



### **BUSINESS STRATEGY UPDATE**



#### **BUSINESS STRATEGY UPDATE**

#### **VL E-GOVERNANCE BUSINESS STRATEGY: KEY FOCUS AREAS**

#### **E-GOVERNANCE SECTOR**

- Strong Credentials & Project capabilities, thereby eligible to Bid for Large scale Multi location Government projects.
- To undertake and bid for nationwide e-Governance Projects
- To Bid for upcoming large-scale projects under Land record digitalization mission (DILRMP)
   'PM e-Drive EV Charging Station Operator (CPO)' and 'Solar Power Project Implementation'

#### IT/ITES SECTOR

- Strong Credentials & Proven
   Track Record
- Technology Expertise & Robust Project Delivery Capabilities
- To explore & evaluate the
   Business of design, develop,
   manufacture or promote high tech projects/products in the
   field of electronics, software,
   hardware and aeronautical
   system required for Aviation,
   Aerospace, Defense and Satellite
   projects.

## INFRASTRUCTURE & RENEWABLE ENERGY

- To execute infrastructure project for Smart city.
- Exploring opportunity to enter renewable energy by implementing Solar project through JV/Consortium opportunity.



#### **UPDATE ON MOU SIGNED TO ACT AS AN EPC PARTNER TO EXECUTE THE SANKALP INDUSTRIAL SMART CITY PROJECT**

- The Company has signed the MoU with Ekansh Concepts under which VL E-Governance will act as the EPC Partner for the Sankalp Industrial Smart City Project.
- ➤ The Sankalp Industrial Smart City Project is strategically located at the intersection of the Mumbai–Nagpur Samruddhi Mahamarg and the Delhi–Mumbai Expressway, covering 494 acres in its Phase I. With an estimated EPC contract value of approximately ₹800 crores, the project is poised to become a landmark development that integrates cutting-edge industrial, residential, and logistical infrastructure.

#### **Strategic Location**

- At the intersection of Mumbai–Nagpur
   Samruddhi Mahamarg &
   Delhi–Mumbai Expressway.
- Phase I: 494 acres with an EPC contract value of ₹800 crore

#### **Key features**

- Roof Top Solar Installations
- Open Access & Captive Power Infrastructure
- Power Distribution
   Franchisee
- Data Centers & Large-Scale
   Warehousing Hubs
- Residential Township with
   Smart Infrastructure

#### **Phased Expansion**

- Phase I: 494 acres (current phase)
- Phase II: 565 acres (future expansion)
- Phase III: 901 acres (further extension)

#### **Focus Areas**

- Renewable energy solutions
- Smart infrastructure
- Multi-sector development

# L e-Governance & Solutions Limited

#### **BUSINESS STRATEGY UPDATE**

#### UPDATE ON ACQUISITION OF 40% EQUITY STAKE IN HETL (JOINT VENTURE OF HINDUSTAN AERONAUTICS LIMITED (HAL))

- Company has signed Binding Term Sheet for acquisition of 40% equity stake in HAL-Edgewood Technologies Private Limited (HETL) (26% and 14% equity stake from Edgewood Ventures LLC, USA and Edgewood Technologies Private Limited respectively). This acquisition is a pivotal move for the Company as it expands into high-tech sectors such as aviation, aerospace, defence, and satellite technology which currently has the market opportunity size of more than USD 15 Billion.
- HETL was set-up in 2007 as a Joint Venture of Hindustan Aeronautics Limited (HAL), in collaboration with Edgewood Ventures LLC, USA and Edgewood Technologies Private Limited, Bangalore, India.
- HETL's Mission Computer can be customized and manufactured on Indian soil for Mirage-2000, Jaguar, Hawk-132, Su-30MKI & other fleets with minimal modifications.
- HETL has developed "World's Best Mission Computer" having Export potential as evinced by Overseas companies namely GE Aviation, Astronautics, Esterline, IAI-Israel, Elbit Israel, among others.
- HETL has developed next-generation state-of-art Mission Computer (OSAMC: Open System Architecture Mission Computer) for Military Aviation / Aircraft. The first product in its category and completely designed & developed on Indian Soil. It is also an import substitution product. The product Mission Computer (OSAMC) has been patented vide patent No. 302177 and received approval under "Make-in-India" products.
- This is a strategic investment for the future growth opportunities in the Business of design, develop, manufacture or promote hightech projects/products in the field of electronics, software, hardware and aeronautical system required for Aviation, Aerospace, Defense and Satellite projects.

#### **BUSINESS STRATEGY UPDATE**



#### POTENTIAL LARGE-SCALE E-GOVERNANCE BUSINESS OPPORTUNITY

#### DIGITISATION OF LAND RECORDS FOR URBAN AND RURAL AREAS

#### Unique Land Parcel Identification Number (ULPIN)

- Strategic Focus: Data validation and cleanup for existing land records. Integration of ULPIN with state and national land record databases. Real-time ULPIN tracking and updates through IT solutions.
- **Current Status**: 30% of land parcels nationwide have been assigned ULPINs. Significant gaps remain in states with incomplete land digitization and integration.
- Scope of Work: Assign ULPINs to the remaining 70% of land parcels nationwide. Address technical challenges in integration and validation.

#### Aadhaar Integration with Land Records

- **Strategic Focus:** Develop Aadhaar APIs for land record authentication. Implement Aadhaar-enabled e-KYC systems for property registration. Train state officials on Aadhaar integration workflows.
- Current Status: Completed for 2.16% of villages across India. Partial implementation in pilot states like Maharashtra, Madhya Pradesh, and Telangana.
- Scope of Work: Aadhaar linking needed for the remaining 6.38 lakh villages nationwide. Deployment of Aadhaar-based biometric systems in property registration offices.
- We are one of the few companies with the resources, the experience and the bandwidth to undertake nationwide e-Governance Projects and digitization of land record & modernisation programme in India.
  - The Company had already executed a Philippines Land Titling Computerization project to dematerialise 20 million land deeds and introduced paperless digital record keeping for 168 Registrar of Deeds offices across the nation of Philippines.

#### **BUSINESS STRATEGY UPDATE**



#### BUSINESS STRATEGY UPDATE: E-GOVERNANCE & IT SOLUTIONS BUSINESS

- The Company has re-vamped its business and built the new leadership team in order to align its business strategy and internal processes along with its future growth roadmap.
- The Company has built Strong Credentials & Project capabilities and thereby is eligible to Bid for Large scale Multi location Government as well as private projects.
- The company shall leverage this and plans to Bid for New upcoming large scale Government projects, thereby enabling strong future growth roadmap.
- Going forward the Company also plan to focus on various projects such as:
  - PM eDrive Charging Station Operator (CPO):
    - The PM e-Drive Scheme, introduced by the Ministry of Heavy Industries (MHI) in December 2024, represents a transformative initiative aimed at accelerating electric vehicle (EV) adoption in India.
    - With an outlay of ₹10,900 crores, the scheme focuses on establishing public EV charging stations (EVPCS) across cities and highways, providing up to 80% subsidies for upstream infrastructure. This scheme presents a strategic opportunity to expand its business into the EV ecosystem, leveraging its expertise in technology-driven services and exploring multiple business avenues.
  - **Solar Power Project Implementation:** Company aims to enter the solar power sector by leveraging its expertise as a system integrator and project management company. Company shall engage with solar power OEMs/EPCs through Joint Ventures (JVs) or Consortiums to acquire & implement solar power projects.
- The Company shall also leverage the last mile execution capabilities of Vakrangee Ltd through execution of these last mile projects leveraging the Master franchisee and kendra network.



### **BOARD OF DIRECTORS**



#### **BOARD OF DIRECTORS**

#### STRONG BOARD OF DIRECTORS: EXECUTIVE / INDEPENDENT DIRECTORS ON THE BOARD

#### Nishikant Kishanrao Hayatnagarkar Executive Chairman

- Mr. Hayatnagarkar is a Doctorate in Computer Science from IIT-Powai, Mumbai and has extensive professional experience in microchip design and innovation.
- Renowned in the field of microchip designing, Dr. Nishikant has developed a voice recognition system, which is widely used in various applications like Tele Banking Tele Gas Booking, amongst others. He has also designed and developed a Multilingual Keyboard.
- He is a consultant to Media Labs Asia Kamal Rekhi School for Information Technology (IIT Mumbai) for the development of a Multilingual data input device Marathi language Keyboard (Key Lekh) and E-Lekh (Tablet based Marathi language Input).

Sanjay Nandwana <sub>Managing</sub>

Director

- Mr. Sanjay Nandwana is a distinguished technology leader with over 34 years of expertise in business management, IT, and digital transformation. A Science graduate with a Master's in Economics, he has a proven track record of driving innovation, digital strategy, and large-scale technology implementations across diverse industries.
- As Head of Technology & Innovation, he excels in developing and executing large-scale IT solutions, with international experience managing multi-million-dollar projects across the UK, Philippines, and beyond. Previously, as Group CTO at Vakrangee Limited, he shaped the company's technology strategy and led key digital and ESG-driven transformations, including the digitization of land records in the Philippines using GIS and data science. Beyond his corporate leadership, Mr. Nandwana is a seasoned entrepreneur and intrapreneur, having successfully founded and scaled businesses in ITES, e-Governance, Fintech, IT Consulting, and Food Retail (QSR chains).
- His contributions to technology and innovation have earned him prestigious accolades, including being recognized among India's 100 Most Innovative CIOs/CTOs in 2016 and receiving the India CISO Award in 2017. A visionary in technology-driven business transformation, Mr. Nandwana continues to drive innovation, strategic growth, and next-gen digital solutions that redefine industry landscapes.



#### **BOARD OF DIRECTORS**

#### STRONG BOARD OF DIRECTORS: EXECUTIVE / INDEPENDENT DIRECTORS ON THE BOARD

# Hari Mohan Non - Executive Independent Director

- Mr. Hari Mohan is a 1982-batch Indian Ordnance Factories Service (IOFS) officer with a post graduate degree in mechanical engineering. In 2019, he has taken over as chairman of Ordinance Factory Board. He was the CEO for the Ammunition making Unit at Pune and Main Battle Tanks Manufacturing Unit at Chennai.
- He has contributed significantly in various positions at Bharat Heavy Electricals Limited (BHEL) at Haridwar, Vehicle Factory at Jabalpur, Engine Factory and Heavy Vehicles Factory at Avadi, Ammunition Factory at Khadki, and Ordnance Factories at Bolangir, Chanda, and Dehu Road, apart from OFB New Delhi Office and Ministry of Steel and Ministry of Mines and significantly contributed to the modernisation of steel plants of the Steel Authority of India limited (SAIL) during his tenure in ministries of Steel and Mines.
- As a technocrat, he had been part of the many Government Delegations deputed to various countries for international cooperation in the field of Defense Technologies. Throughout his 39-year career with the OFB, he has worked extensively in the manufacturing of armored infantry vehicles, artillery, battle tanks, small arms, and ammunition. He has demonstrated a strong aptitude for project management and corporate governance, among other areas, and was honored with the 'Ayudh Ratna' award for his exemplary service at the Heavy Vehicles Factory (HVF).

# Anoop Kumar Agrawal Non - Executive Independent

Director

- Mr. Anoop Kumar Agrawal is a graduate of IIT Delhi (B.Tech, Civil Engineering, 1985) and an accomplished civil engineer and former Indian Railway Service of Engineers (IRSE) officer, has over 34 years of expertise in rail infrastructure, metro systems, and ropeway projects.
- He has held key leadership roles, including Executive Director at National High-Speed Rail Corporation Limited (NHSRCL), where he advanced India's high-speed rail projects, and Managing Director of the Indian Port Rail and Ropeway Corporation (IPRCL), successfully executing mega projects. Renowned for his proficiency in project management, PPP financing, and technical innovation, he has contributed significantly to metro rail, bullet train, and ropeway developments. He has also served as group general manager at RVNL, Mumbai.
- Mr. Agrawal has been involved in several planning and execution related railways and port projects such as development projects at Dahej and Dighi ports, connectivity projects at Rewas and Nandgaon ports, Mumbai-Chennai railway network line doubling project funded by ADB, Borivali-Virar line quadrupling on the Mumbai suburban rail network funded by World Bank.
- A recipient of multiple awards, including a Gold Medal from the Railway Staff College, he has undergone global management training and is a member of prestigious engineering and logistics institutions. Currently, he advises on critical infrastructure projects, integrating international best practices.

## VL e-Governance & IT Solutions Limited

#### **BOARD OF DIRECTORS**

#### STRONG BOARD OF DIRECTORS: EXECUTIVE / INDEPENDENT DIRECTORS ON THE BOARD

# Chandra Kailash Vishwakarma Non-executive Independent Director Director

- Mr. Vishwakarma is a topper in Mechanical Engineering from M.M.M. Engineering College (1976) and holder of a PGDM in Marketing (1999), he has received specialized training from Hindustan Aeronautics Limited (HAL) as well as international institutions in France and Russia.
- With over four decades of distinguished experience in aerospace and defense, Mr. Vishwakarma is a seasoned expert in the manufacturing, repair, and management of aircraft and helicopter accessories. His significant contributions to key defense projects, including the development of SU-30 fighter aircraft accessories, have reinforced India's defense capabilities.
- He was Retired as Executive Director (Coordination) at Hindustan Aeronautics Limited (HAL), New Delhi, he played a pivotal role in liaising with the Ministry of Defense for critical procurement and negotiation processes, ensuring seamless collaboration between HAL and the government to strengthen India's defense infrastructure.
- His illustrious career at HAL is marked by a progression through highly responsible roles. As General Manager of the Accessories
  Division at HAL, Lucknow, he spearheaded operations for the production and management of over 1,000 types of sophisticated
  aircraft accessories, showcasing his technical acumen and operational leadership. Earlier, as Head of Management Services at HAL,
  Kanpur, he demonstrated exceptional strategic and organizational skills, contributing significantly to the division's efficiency and
  effectiveness.
- Widely recognized for his technical expertise, strategic foresight, and leadership, Mr. Vishwakarma has significantly contributed to defense projects, including the development of SU-30 fighter aircraft accessories. He is an active member of professional organizations like the Aeronautical Society of India and the Council of Science and Technology, UP.

#### Tanu Surendra Shukla

Non - Executive Independent Director

- Ms. Tanu Shukla has 5 years of expertise in import and export, with strong leadership skills for managing large-scale projects and exploring new opportunities in the e-Governance sector.
  - Her innovative and strategic approach drives business growth and fosters advancements in technology-driven governance solutions.



## **THANK YOU**