

Analyst Presentation

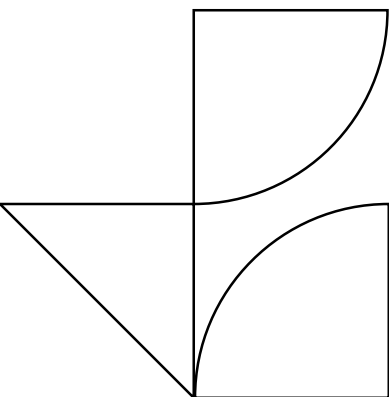
Quarter ending March 31, 2026

Safe Harbor

Certain statements in this release concerning our future prospects are forward-looking statements which involve a number of underlying identified/non identified risks and uncertainties that could cause actual results to differ materially. This release and other statements – written and oral – that we periodically make contain forward-looking statements that set out anticipated results based on the management’s plans and assumptions. However the same are subject to risks and uncertainties, including but not limited to, our ability to manage growth; fluctuations in earnings/exchange rates; intense competition in IT services including factors affecting cost advantage; wage increases; ability to attract and retain highly skilled professionals; time and cost overruns on fixed price, fixed-time frame or other contracts; client concentration; restrictions on immigration; our ability to manage international operations; reduced demand for technology in our service offerings; disruptions in telecommunication networks; our ability to successfully complete and integrate acquisitions; liability for damages on our service contracts; government measures in India and countries where our customer operate, withdrawal of governmental fiscal incentives; economic downturn in India, and/or around the world, political instability, legal restrictions on raising capital or acquiring companies; and unauthorized use of intellectual property and general economic conditions affecting the industry.

In addition to the foregoing, global pandemic like COVID-19 may pose an unforeseen, unprecedented, unascertainable and constantly evolving risk(s), inter-alia, to us, our customers, delivery models, vendors, partners, employees, general global operations and may also impact the success of companies in which we have made strategic investments, demand for Company’s offerings and the onshore-offshore-nearshore delivery model.

The results of these assumptions made relying on available internal and external information are the basis for determining the carrying values of certain assets and liabilities. Since the factors underlying these assumptions are subject to change over time, the estimates on which they are based, are also subject to change accordingly. These forward-looking statements represent only the Company’s current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements, whether as a result of new information, future events, or otherwise.



Q4FY26 snapshot



Total Revenue

\$158.4M

1.0% YoY 



PAT%

14.4%

50 bps QoQ 



Cash Balance

\$ 319.5M

\$ 2.9M QoQ 



Order book

\$401.8M

122.9% QoQ 



Attrition

9.8%

30 bps QoQ 

FY26 snapshot



Total Revenue


\$643.7M

3.1% YoY 



PAT%


13.5%

120 bps YoY 



Cash Balance


\$ 319.5M

\$ 29.0M YoY 



Order book


\$912.7M

17.8% YoY 



Attrition

9.8%

10 bps YoY 

Vertical and Geography performance

Vertical highlights



BFSI

1.2%
QoQ cc

8.7%
YoY cc

45.6%
Q4 FY26 revenue

TMT

-3.8%
QoQ cc

-16.9%
YoY cc

18.1%
Q4 FY26 revenue

HLS

-6.6%
QoQ cc

-0.3%
YoY cc

10.5%
Q4 FY26 revenue

MCS

-3.9%
QoQ cc

-4.9%
YoY cc

25.8%
Q4 FY26 revenue

Geography highlights



USA

-1.6%
QoQ cc

-2.0%
YoY cc

65.3%
Q4 FY26 revenue

UK/EU

-2.2%
QoQ cc

-1.7%
YoY cc

22.1%
Q4 FY26 revenue

South Africa

-3.2%
QoQ cc

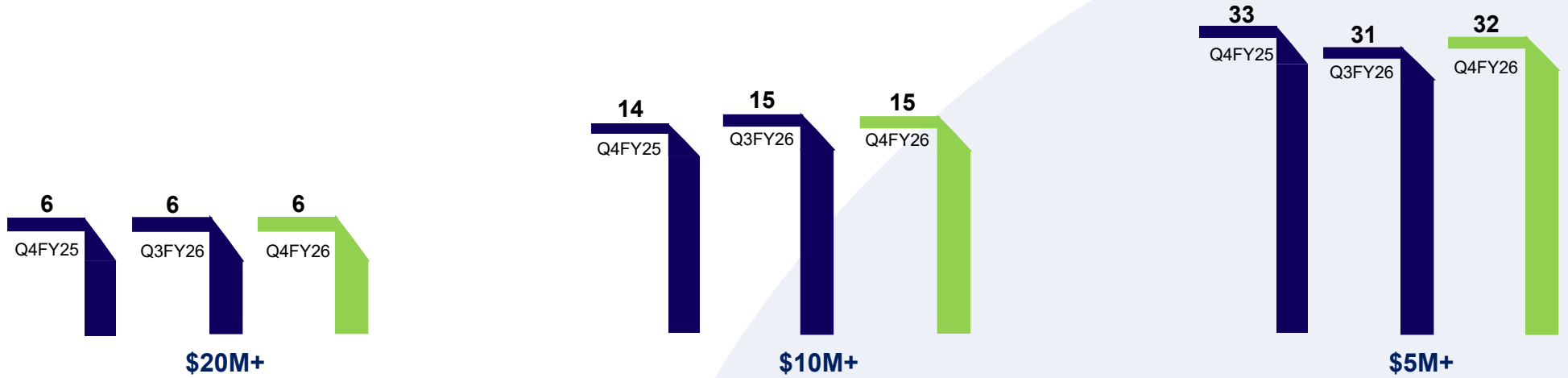
2.1%
YoY cc

12.7%
Q4 FY26 revenue

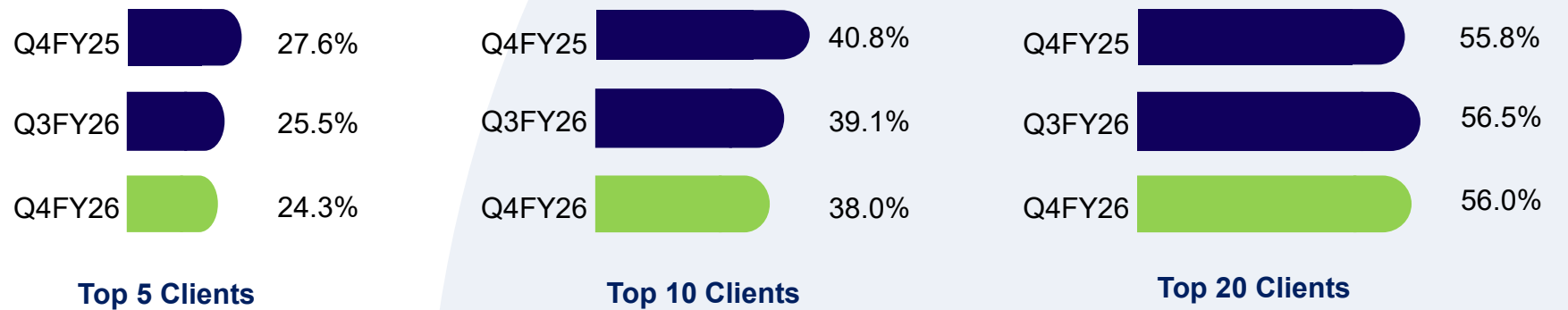
- TMT - Telecommunication, Media and Technology
- BFSI - Banking, Financial Services & Insurance
- MCS - Manufacturing and Consumer Services
- HLS - Healthcare & Life Sciences

Client and Revenue mix

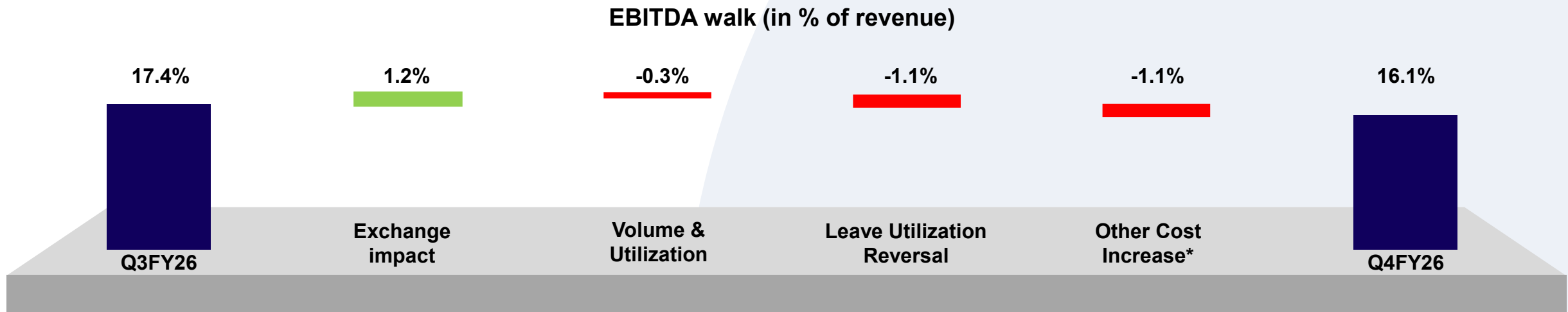
Client mix



Revenue mix (% of total revenue)



Revenue and margin walk



*Other costs increase includes initial cost for large deal and investment in SG&A

Win momentum : AI projects



AI led software engineering transformation delivered through an intelligent coding and QI assistant, enabling productivity and quality optimization for a global banking and payments technology leader

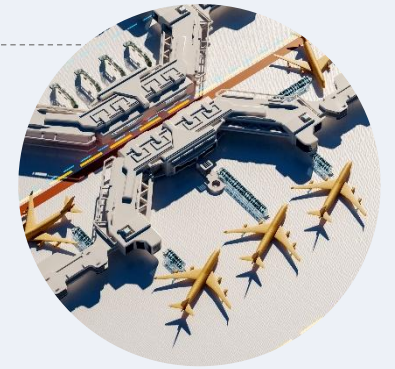


Enterprise scale HR transformation enabled by an integrated HR AI Copilot, delivering simplified people operations for a prominent African financial services institution

Finance operations modernization, powered by the proprietary Hawkeye AI automation platform and a dedicated Engineering POD, driving operational efficiency for one of Africa's largest fashion retailers



AI powered Account Development Planning Copilot, accelerating scalable, data driven account growth and strategic expansion for a global aviation major



Next generation API estate modernization leveraging an AI powered API Factory, enhancing scalability and time to market for a leading U.S. department store holding company



Enterprise wide customer data unification through an AI driven master data platform, powered by ZenseAI.Data accelerators, strengthening decision intelligence for a global healthcare leader

Case studies: AI at Work: Enterprise-Scale Business Impact



GenAI-Powered Device Mapping Agent for Clinical Device Data Integration

A healthcare analytics platform managing **millions of clinical device records** struggled with inconsistent manufacturer and model naming across hospital, procurement, and regulatory systems. Manual device mapping slowed onboarding, reduced data reliability, and made it difficult to accurately group devices by family—impacting downstream analytics and reporting. Zensar built a **GenAI-powered device normalization and matching platform** using a multi-stage AI pipeline combining vector search, LLM validation, fuzzy equivalence matching, and scalable quality controls. The solution automated manufacturer and model standardization, intelligently identified device families across heterogeneous data sources, and embedded validation, auditability, and governance into the data pipeline. The solution delivered **over 95% matching accuracy, reduced manual mapping effort by 80%+, and cut device onboarding timelines from hours to seconds**, significantly improving data quality, analytics reliability, and clinical insight readiness.



Autonomous Supply Chain Risk Intelligence for a Global Semiconductor Leader

Supply chain planners were constrained by fragmented systems, delayed insights, and manual exception handling—making it difficult to proactively detect risks, align inventory with production realities, and respond quickly to disruptions across a complex global supply chain. Zensar implemented an **AI-driven Supply Chain Risk Intelligence platform** combining a unified data foundation, automated case management, and a **GenAI insights layer**. The platform leveraged predictive models to detect anomalies, automate case creation, recommend root causes, and enable conversational analytics—delivering real-time, decision-ready intelligence to planners and stakeholders. The solution enabled **10× faster identification of supply chain risks, 30–40% reduction in planner workload**, improved cross-functional collaboration through a single source of truth, and significantly enhanced proactive risk mitigation and operational resilience.



Enterprise AI Platform Enabling Scalable, Governed AI Adoption

A fast-growing enterprise software leader had deployed multiple isolated AI tools across HR, Sales, and Support, resulting in fragmented user experiences, inconsistent governance, and limited visibility into business value. AI initiatives lacked standardization, reusability, and a unified operating model—slowing enterprise-wide adoption. Zensar partnered with the organization to transform AI from disconnected automations into a **single, governed Enterprise AI platform**. The solution introduced a unified orchestration fabric enabling reusable, modular AI agents, embedded governance and explainability, and seamless integration with systems such as Workday, Salesforce, Slack, and Teams. The platform enabled new AI agents to be launched in weeks, delivered **40% faster approvals**, and drove a **30% productivity improvement across functions**—establishing AI as a scalable, platform-level growth engine.

Leadership structure



Manish Tandon
CEO and MD



Vijayasimha Alilughatta
Chief Operating Officer



Pulkit Bhandari
Chief Financial Officer



Vivek Ranjan
Chief Human Resources Officer



Kaushik Chatterjee
SVP & Head - Africa



Parag Jain
EVP & Head - Manufacturing and
Consumer Services, and Growth Office



Harish Lala
EVP & Head -
Telecommunication, Media and
Technology



Pratik Maroo
SVP & Head -
Healthcare and Life
Sciences



Nachiketa Mitra
EVP & Head - Banking and
Financial Services



Chaitanya Rajebahadur
EVP & Global Leader - Digital
Engineering, Consulting,
Martech, AI and Creative
Studios



Anshul Srivastav
SVP & Head - UK and Europe

ESG goals



Environment

Carbon emissions: Zensar commits to reach Net-zero greenhouse gas emissions across the value chain by FY45 as per targets approved by SBTi.

Energy consumption: Achieve/ sustain 50% reduction in Energy Performance Index by FY30 from FY19

Renewable energy share – 70% by FY30

Waste & water management for owned premises :

- Maintain water positivity status year-on-year
- Zero waste to landfills status in FY27



Social

Happiness: Sustain Happiness Index Score at 82 or more

Diversity and inclusion: Create a gender-diverse workplace with 32% women associates by FY27

Corporate social responsibility: Reach 225,000 lives through community development initiatives by FY30 from FY21 base year

Human resources development: Achieve / Sustain 80 annual average hours of upskilling / reskilling per associate by FY30



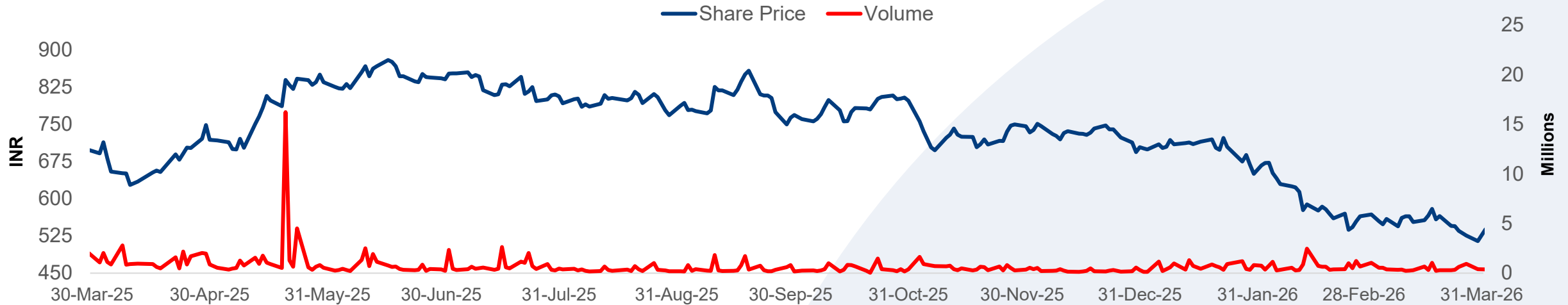
Governance

Governance & compliance: Average 95% or higher Code of Conduct training compliance year-on-year

Procurement & supplier diversity: Assess all suppliers based on sustainable procurement criteria by FY30

Data security & privacy: Commitment to data privacy compliance
Sustain BitSight rating at an advanced level (740 and above)

Zensar's stock price and shareholding pattern

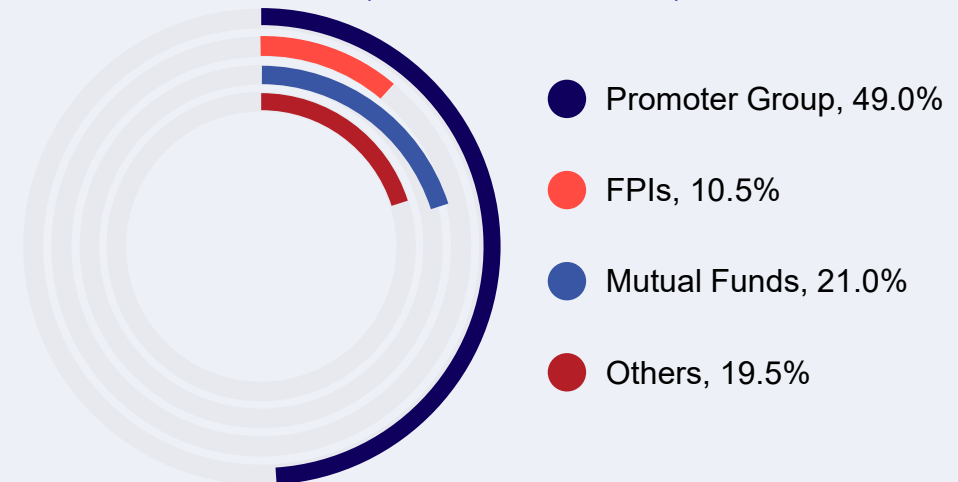


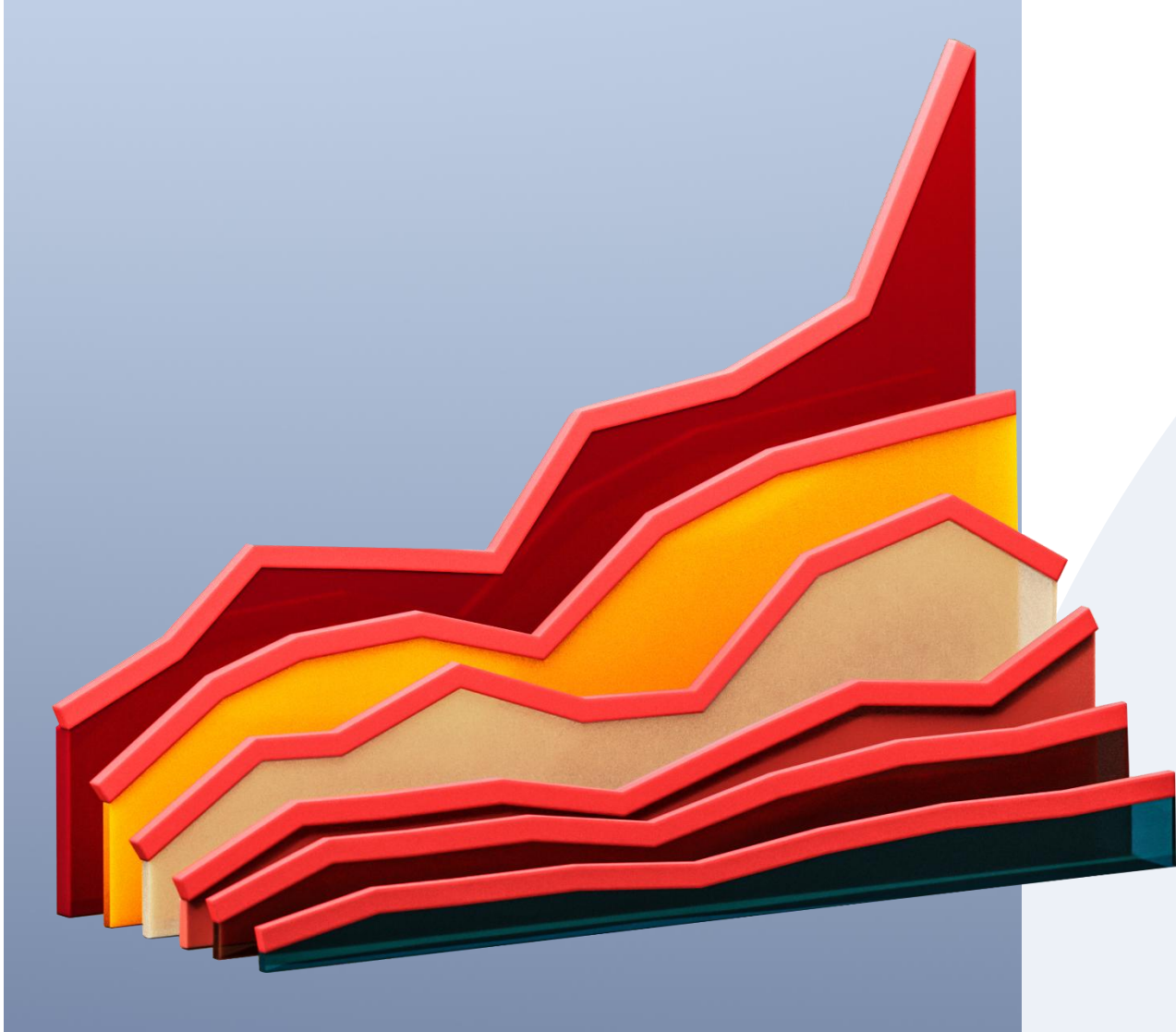
Equity Share Information

- Share Price (30th March 2026): INR 515/ share
- Market Cap (30th March 2026): INR 11,707 crs
- Financial Year: April to March
- Face Value: INR 2 / share
- Listed on Indian Stock Exchanges:
 - a) Bombay Stock Exchange (code: 504067)
 - b) National Stock Exchange (code: ZENSARTECH)
- Bloomberg Code: ZENT.IN
- Reuters Code: ZENT.BO

Shareholding Pattern

(as of March 30, 2026)

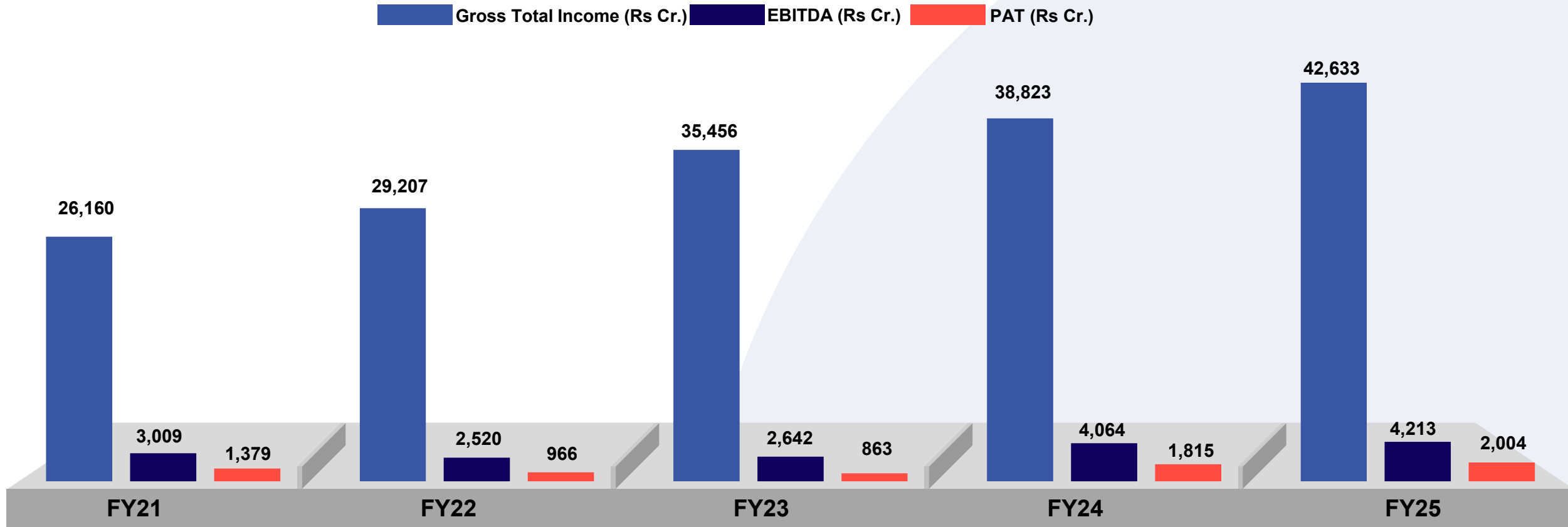




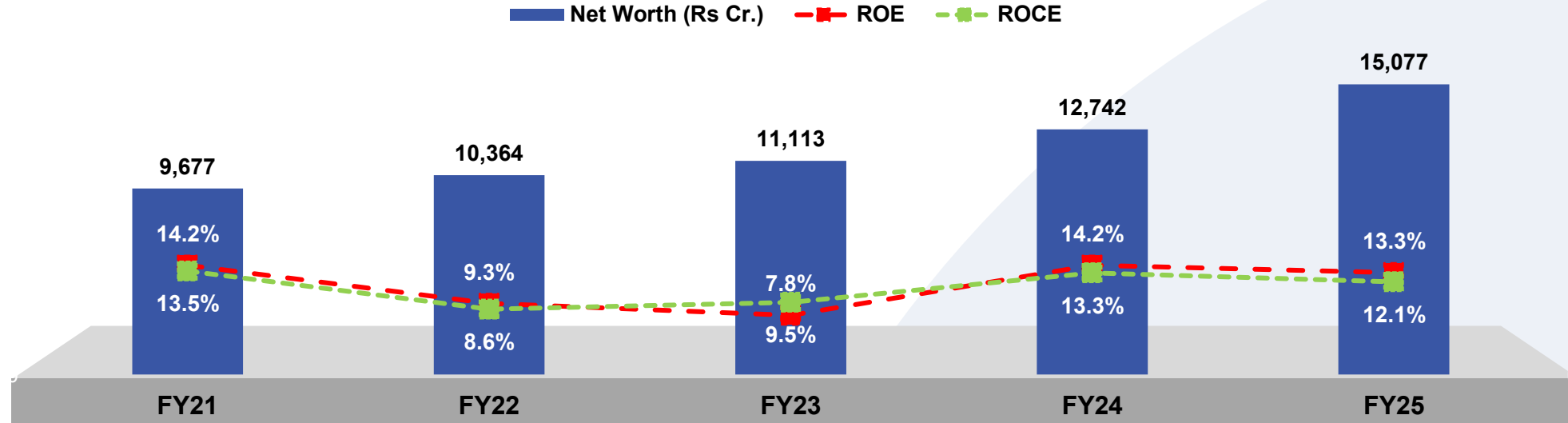
RPG Group Update

RPG Group key financials

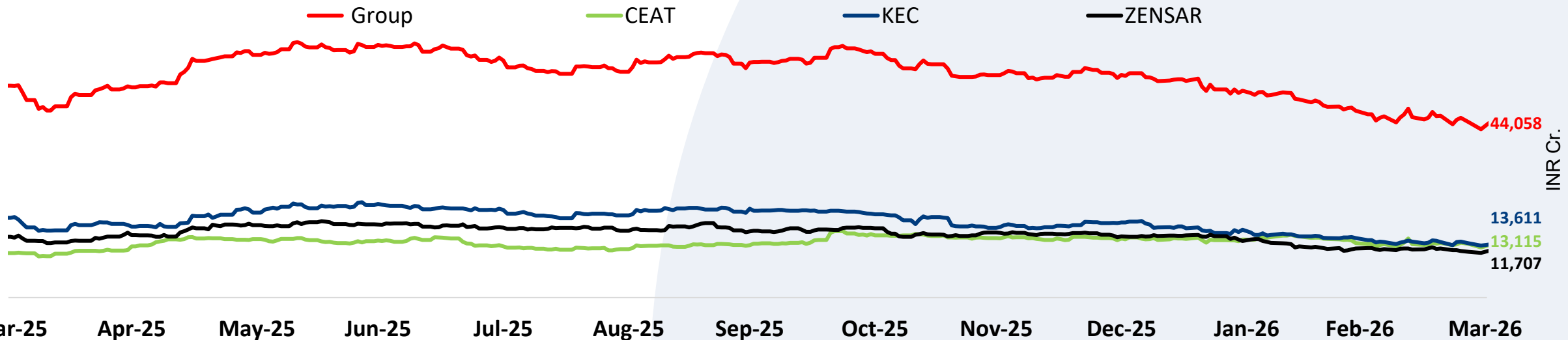
Revenue FY21-25 CAGR 13.0%



RPG Group key financials



Market Cap (Rs Cr.)



Note: 1. ROCE is calculated by taking EBIT*(1-ETR) divided by Capital Employed 2. ROE is calculated by taking PAT divided by Net Worth 3. Market Cap updated to March 30, 2026

zensar

Thank You

