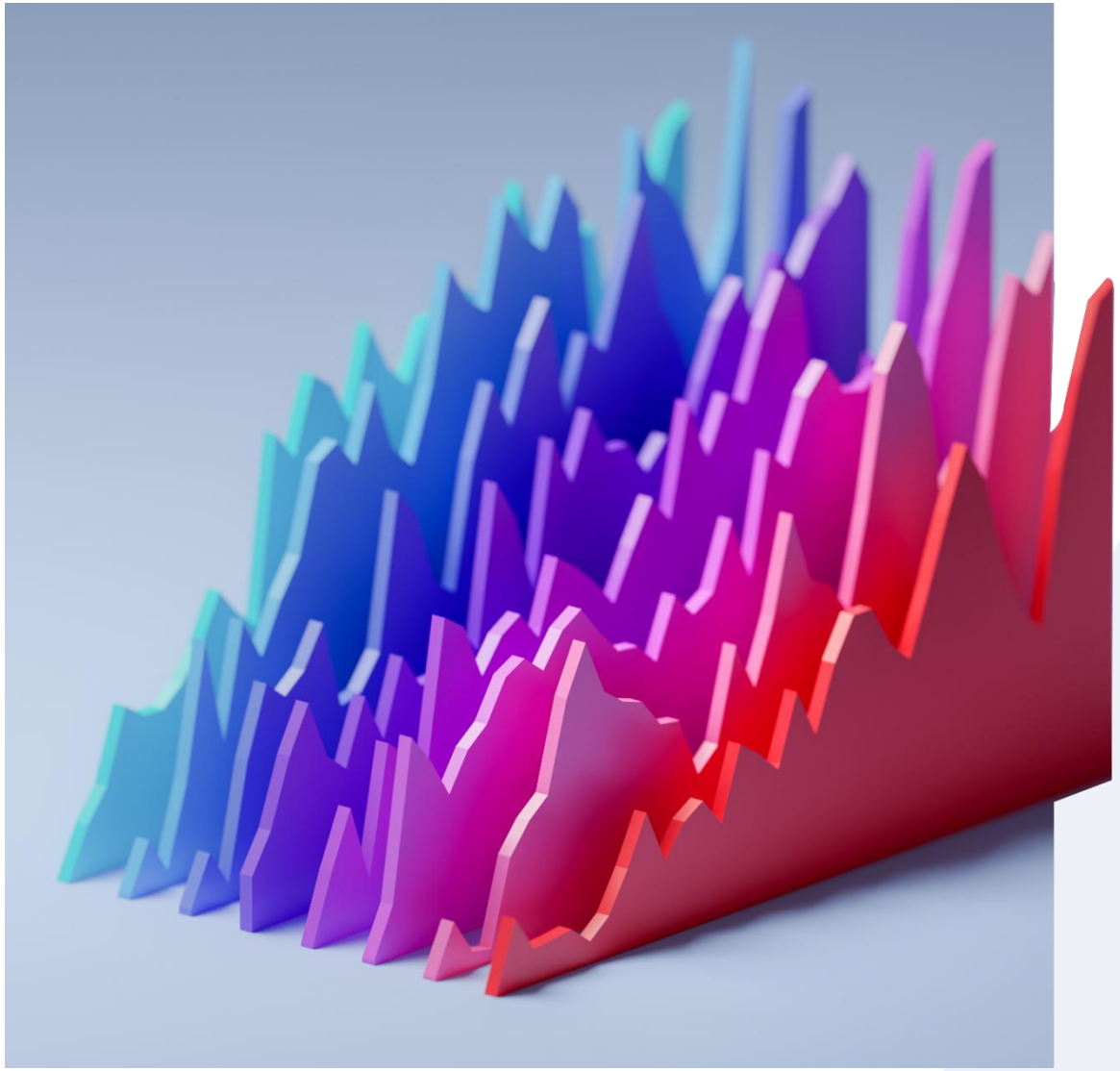
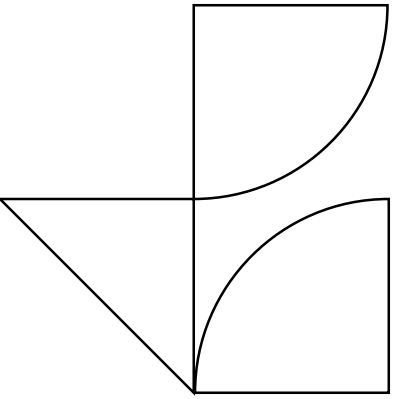
zensar



Analyst Presentation

Quarter ending September 30, 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.

Q2FY27 snapshot

Total Revenue

$166.2M

4.1% QoQ cc ↑

2.0% YoY cc ↑

EBITDA%

15.8%

120 bps QoQ ↑

Utilization %

87.6%

250 bps QoQ ↑

Order book

$151.5M

1.5% QoQ ↑

Attrition

9.3%

30 bps QoQ ↓



Vertical and Geography performance

Vertical highlights



BFSI
7.1% QoQ cc
17.1% YoY cc
50.3% Q2 FY27 revenue



TMT
-2.2% QoQ cc
-21.6% YoY cc
15.2% Q2 FY27 revenue



HLS
2.4% QoQ cc
-9.9% YoY cc
9.8% Q2 FY27 revenue



MCS
2.9% QoQ cc
-0.1% YoY cc
24.6% Q2 FY27 revenue

Geography highlights



USA
4.5% QoQ cc
2.5% YoY cc
66.4% Q2 FY27 revenue



UK & EU
1.3% QoQ cc
0.3% YoY cc
20.9% Q2 FY27 revenue

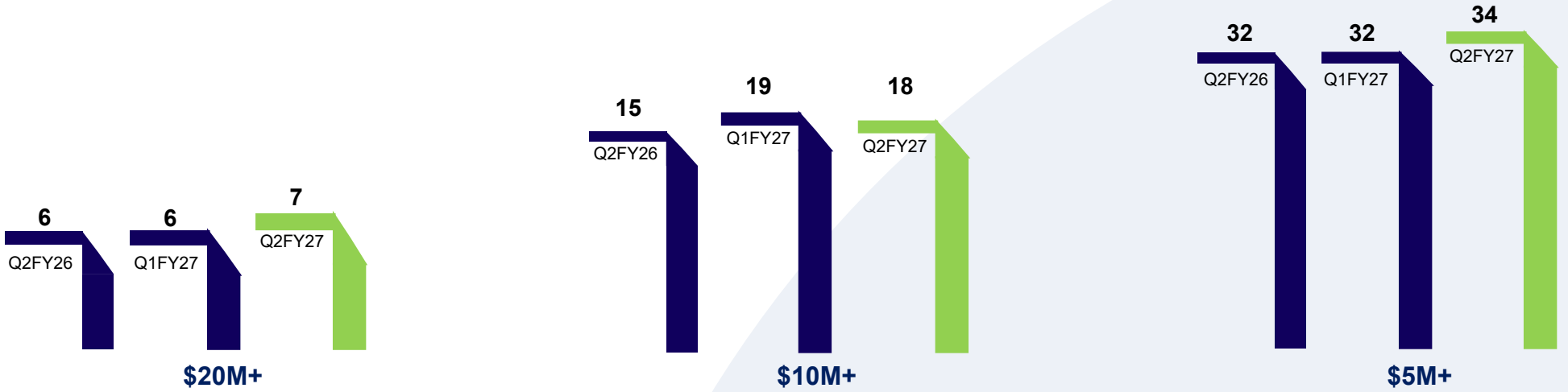


South Africa
6.7% QoQ cc
2.2% YoY cc
12.8% Q2 FY27 revenue

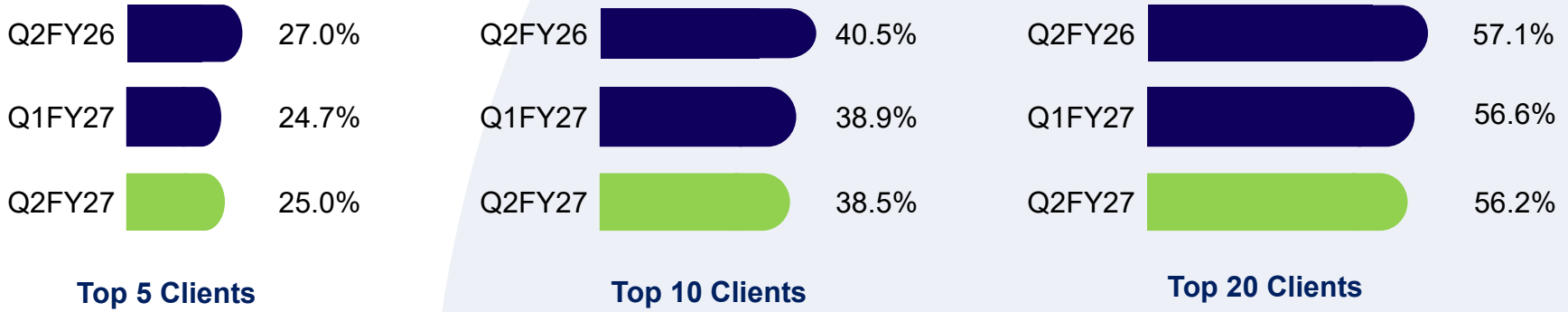
- *TMT - Telecommunication, Media and Technology*
- *BFSI - Banking, Financial Services & Insurance*
- *MCS - Manufacturing and Consumer Services*
- *HLS - Healthcare & Life Sciences*

Client and Revenue mix

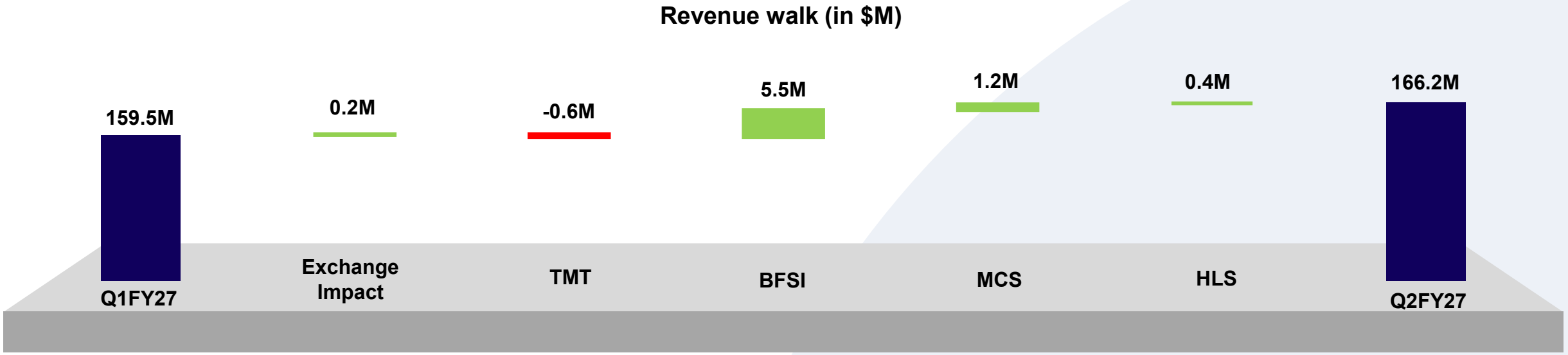
Client mix

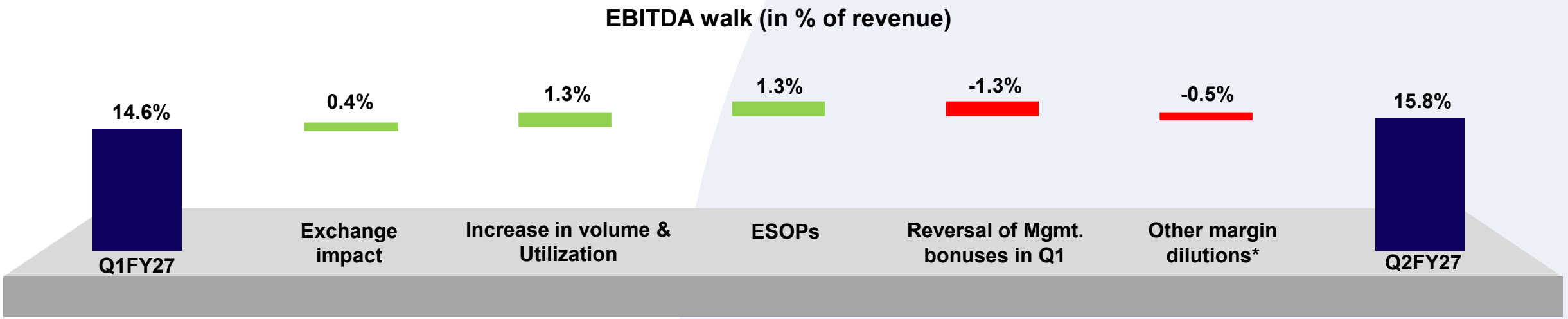


Revenue mix (% of total revenue)



Revenue and margin walk





*Other margin impact includes increase in AMCs and software related cost & change in revenue shore mix

Win momentum : AI projects



AI-native product modernization of a unified cloud-native customer portal, consolidating legacy systems for a leading enterprise software provider.



Agentic AI workflows and operational intelligence for Change and Release Management transformation to accelerate decision-making for a leading global wealth management firm.

Enabled inventory optimization through AI-driven predictive recommendations that reduce waste and improve purchasing decisions for a leading book distributor.

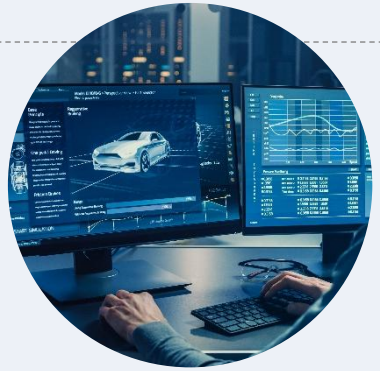


Deployment of proprietary ZenseAI.Guidewire to automate release impact analysis and CI/CD workflows, improving delivery efficiency for a leading insurance provider.





AI-led procurement and supply chain transformation, deploying intelligent automation to improve efficiency and decision-making for a leading global mining company.



AI-powered itinerary planning platform development through a dedicated AI POD, accelerating travel experience innovation for a leading travel technology provider.

Case studies: Enterprise-Scale Business Impact



AI-Native Enterprise Governance Platform Driving Enterprise-Wide AI Visibility and Control

A leading U.S. retailer sought to **scale AI adoption** across the enterprise but faced challenges managing AI use cases, agents, models, and dependencies across disconnected tools and spreadsheets. Limited visibility and fragmented governance made it difficult to track AI investments, assess dependencies, and eliminate duplication.

Zensar developed **THREAD**, an **AI-Native Enterprise Intelligence and Governance platform** that provides a centralized system of record for AI assets and dependencies leveraging AI-powered discovery, dependency mapping, and Language-to-SQL capabilities.

The MVP cataloged **106 AI use cases** and achieved **~75% scope completion**, enabling enterprise-wide visibility, reduction in duplication, strengthening governance, and improving oversight of AI investments.

The engagement establishes a reusable blueprint for enterprise-scale AI governance and showcases Zensar's expertise in AI-native platforms, GenAI governance, and enterprise agent ecosystems.



Agentic AI-Powered Service Operations Transforming Customer Support at Scale

A leading UK insurance and money services provider embarked on a large-scale transformation to modernize mission-critical service operations and customer support functions.

Zensar built an AI-ready operating foundation across eight technology towers, including cloud, network, ITSM, security, collaboration, monitoring, end-user computing, and contact center services. Leveraging its **Agentic AI and ITSM automation framework**, Zensar embedded AI-assisted ticket triage, GenAI summarization, agent assistance, contextual knowledge recommendations, and automation identification capabilities while maintaining human oversight and governance controls.

The delivered program spans **3,000+ tasks**, supports approximately **500 contact-center agents**, and enabled live customer operations within five months. A Genesys pilot handled **8,965 calls in six weeks**, demonstrating improved service efficiency, reduced agent effort, and scalable operations without linear cost increases.



AI-Native Talent Accelerator Developing the Next Generation of AI Innovators

A global tech leader's Customer Experience organization needed a scalable way to accelerate AI innovation while building a reliable pipeline of AI-ready talent. Traditional hiring approaches created longer ramp-up times, inconsistent outcomes, and limited capacity to support growing Copilot, automation, and AI initiatives.

Zensar designed and operated an AI-native talent acceleration program that immersed early-career professionals in real business challenges across AI solution development, workflow automation, and agent-based applications. Leveraging structured mentorship, AI-powered tools, and hands-on project delivery, the program transformed participants into productive contributors while generating measurable business outcomes.

Over a 6-month period, more than **30 early-career innovators** delivered **25+ AI and Copilot projects**, achieving **100% cohort retention and conversion**. The initiative established a repeatable model for developing future-ready talent while delivering tangible innovation outcomes.

Leadership structure



Manish Tandon
CEO and MD



Vijayasimha Alilughatta
Chief Operating Officer



Pulkit Bhandari
Chief Financial Officer



Vivek Ranjan
Chief Human Resources Officer



Brahma Pandey
Head – Hi-tech and Manufacturing



Nachiketa Mitra
Head - Banking and Financial Services



Harish Lala
Head – Telecom and Public Sector



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



Pratik Maroo
Head - Healthcare and Life Sciences



Kaushik Chatterjee
Head - Africa



Anshul Srivastav
Head - UK and Europe



Parag Jain
Global Head – Retail and Consumer Services, Growth Office, Marketing, and Brand and Comms

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

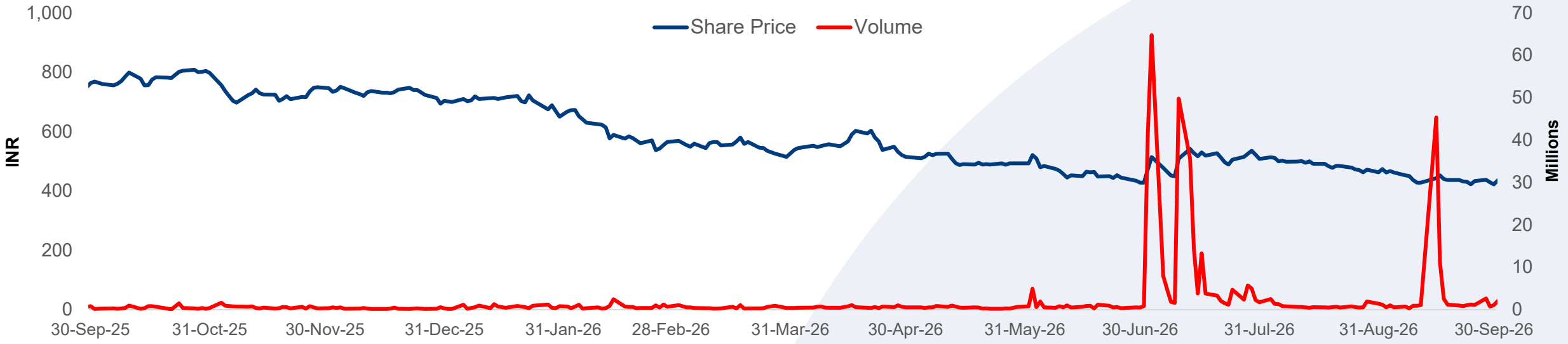
Governance & compliance: Average 95% or higher Code of Conduct training compliance year-on-year

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

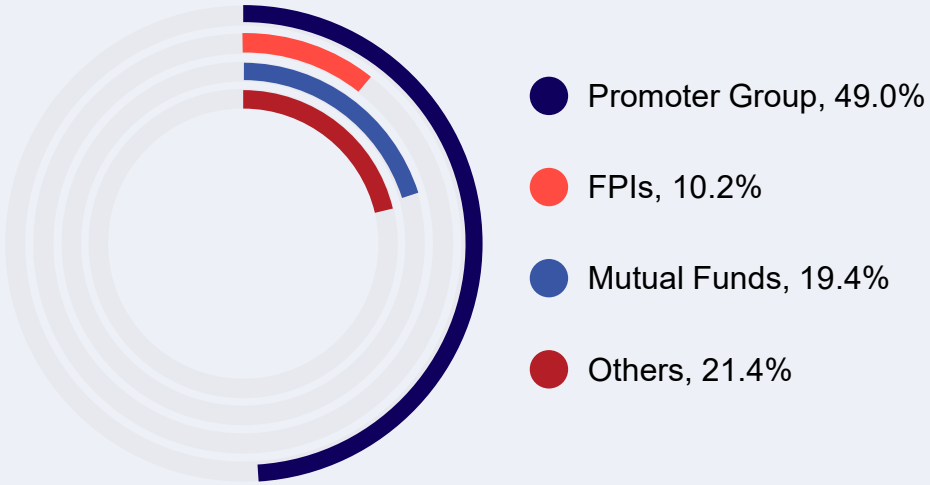


Equity Share Information

- Share Price (30th Sep 2026): INR 422/ share
- Market Cap (30th Sep 2026):INR 9,613 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 September 30, 2026)

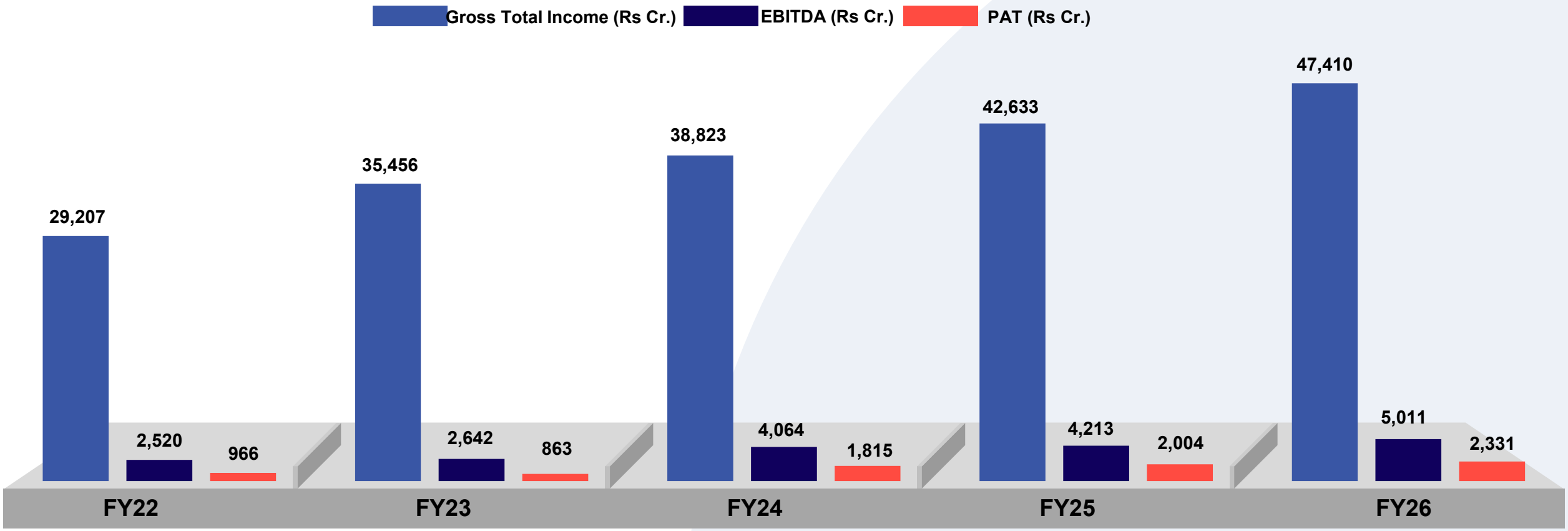




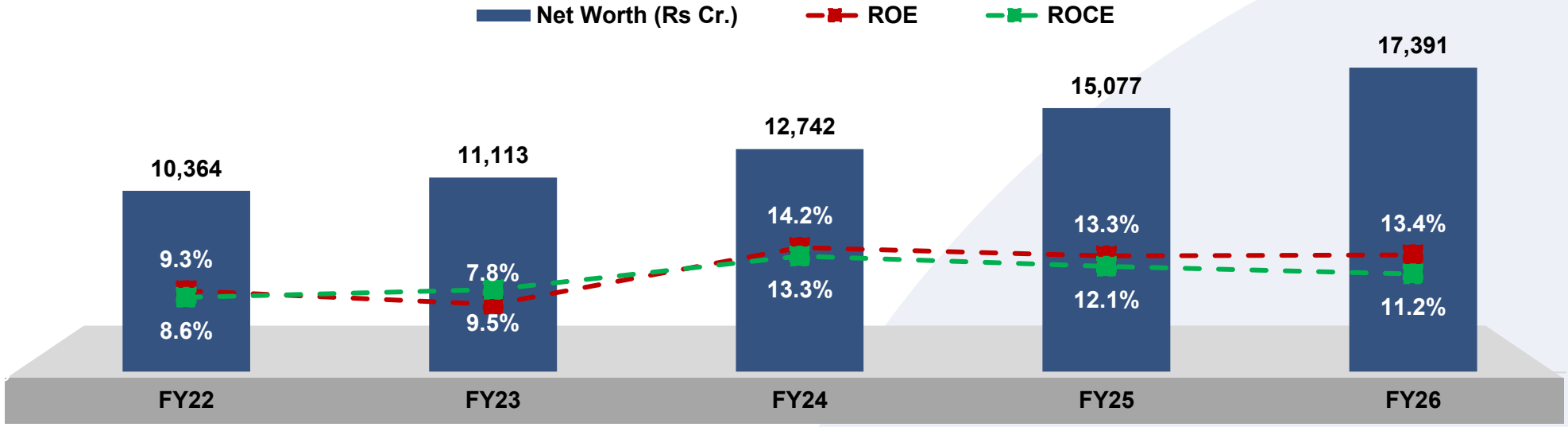
RPG Group Update

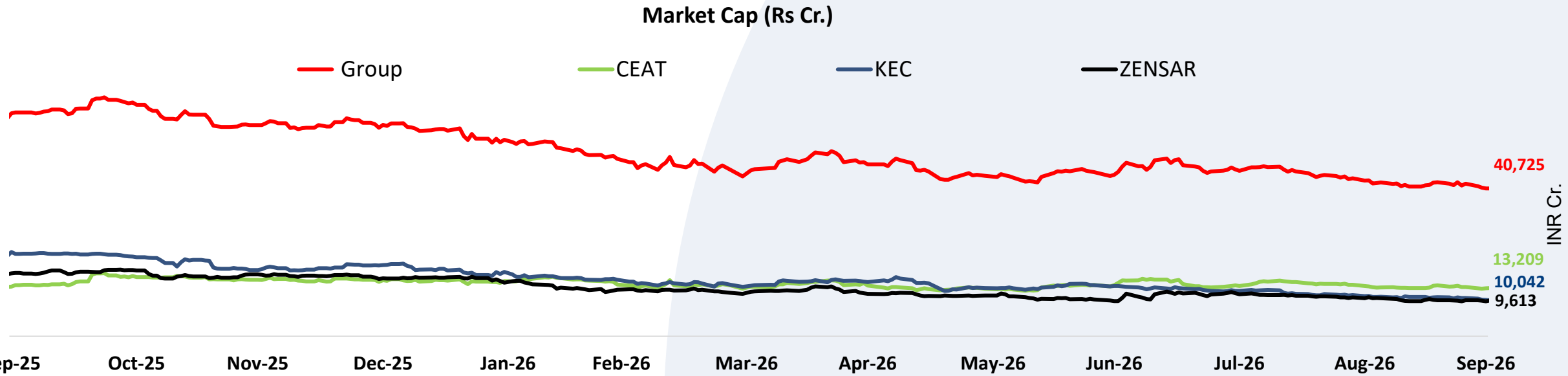
RPG Group key financials

Revenue FY22-26 CAGR 12.9%



RPG Group key financials





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 September 30, 2026

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Thank You

