

# Zensar Update

October 22, 2007



**ZenSar**  
TECHNOLOGIES  
Your Transformation Partner

# Our Company at a glance

## Right sized organization

- 4000 + associates
- 200 + customers
- 24 Locations across the globe

Winner of CNBC's International Trade Award 2007

Among the Fortune Top 10 Global Offshore Outsourcing Companies from India, International Association of Outsourcing Professionals (IAOP 2007)

First in the world to achieve Enterprise-wide SEI-CMM Level-5 (1999) CMMI-Level-5 (2004)

Among World's Top 100 Companies that matter in KM - KMWorld (2006)

NHRD Trailblazer Award for Best HR Practices (2006)

Employer Branding Award for Continuous Innovation in HR Strategy at Work (2007)

FICCI CSR Award from the President of India

Bombay Stock Exchange CSR Award

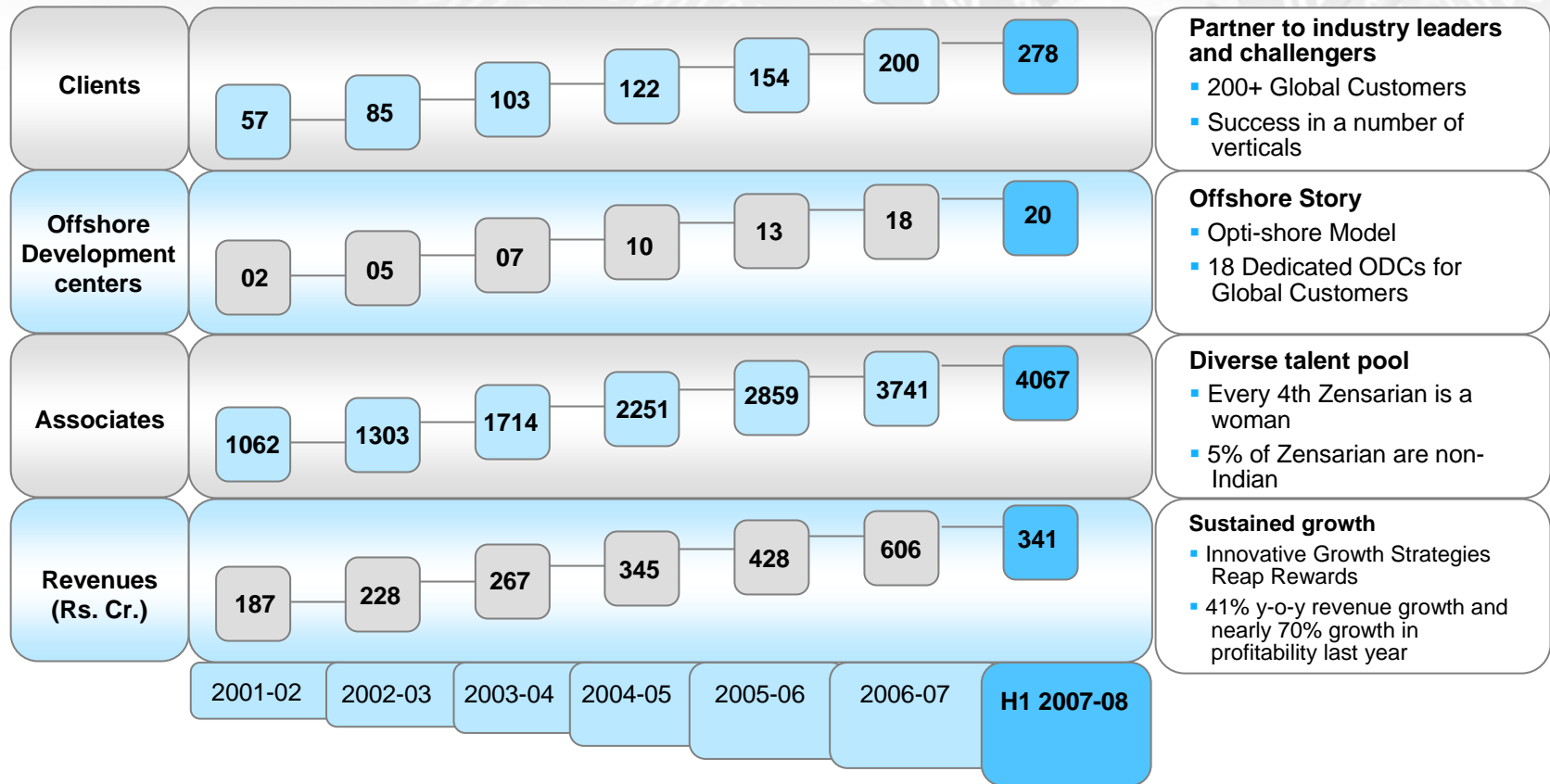


**FICCI Special Jury Award**  
from the Former President of India



**CNBC Exporter of the Year**

# The Growth Story



# Quarter II Performance

In Rs. Lakhs

Particulars	Q2(07-08) Actual	Q2(06-07) Actual	% Growth (YoY)	Q1(07-08) Actual	% Growth (QoQ)
Revenue	19184	14872	29%	18790	2%
Direct Cost	13730	9789	40%	13525	2%
Gross Margin	5453	5083	7%	5265	4%
Opex	3406	3275	4%	3448	-1%
PBT	1803	1625	11%	1717	5%
PAT	1413	1209	17%	1335	6%

## Ratios

Direct Cost	72%	66%		72%	
Gross Margin	28%	34%		28%	
Opex	18%	22%		18%	
PBT	9%	11%		9%	
PAT	7%	8%		7%	



# Last Quarter Update: New Customer Acquisition

*More than 50% of customer addition in new service areas*

*Blue Chip financial services account in the UK*

*Leading retail marketing company of US*

*Online accommodation company*

*Large manufacturer, and sales and servicing provider for industrial components and equipment*

*World leader in convenient foods and beverages*

*Provider of IT with the Business Service Management solutions*

*Manufacturer of competitive life insurance products*

*A large provider of Insurance services in South Africa*

*Leading luxury retailer in the Middle East*

*US based Pharma company*

*Manufacturer of high technology dental equipment*

*Swiss Biotech Company*

*Large India retail conglomerate*

*Foremost retailer in the Middle East – part of the Landmark Group*

*A retail company in India*

*Leading global supplier of instruments, controls and monitoring systems*

*Leader in the design manufacture of precision tool*

*Manufacturer and distributor of professional automotive hand tools*

# II Quarter Update: New Services

- Gdansk Centre launched completing a three shore delivery model for global clients.
  - leverage the opti-shore model, with an offshore-nearshore strategy for growth in the European markets helping penetrate the regional language markets
- MySAP Product Lifecycle Management offering for the vast manufacturing market, with enhanced product innovation and better speed-to-market
- Launched unique Oracle Hosted solution to the SMB market in Maharashtra in partnership with Oracle
- Achieved Worldwide Oracle Certified Partner status
- World's first-ever Oracle R12i implementation for an online accommodation company in Australia, Roamfree
- New and focused service offering for first time offshorers
  - a comprehensive methodology called the FTO

# First Time Offshoring

## Previous wins that crossed 1 Mn \$

- Leading solution provider in South Africa for Back Office Mutual Fund administration and third party processing
- Major Middle East based retailer
- Premier provider of specialty insurance and insurance-related products and services
- Leading insurance service provider, with major presence in SA, US & UK

## New wins in Quarter II

- Leading financial services group in South Africa
- Provider of high quality products and services to support breed improvement in livestock
- Large container terminal operator
- Large media house
- An international oil and gas exploration and production company
- Provider of cash flow solutions for business from start-ups to established businesses

## High Potential to Scale

- Leading financial services group in South Africa
- Leading specialty pharmaceutical company
- Leading insurance service provider, with major presence in SA, US & UK
- Large UK retail partnership
- Leading luxury retailer

**FTO Roadshows in the US and UK**



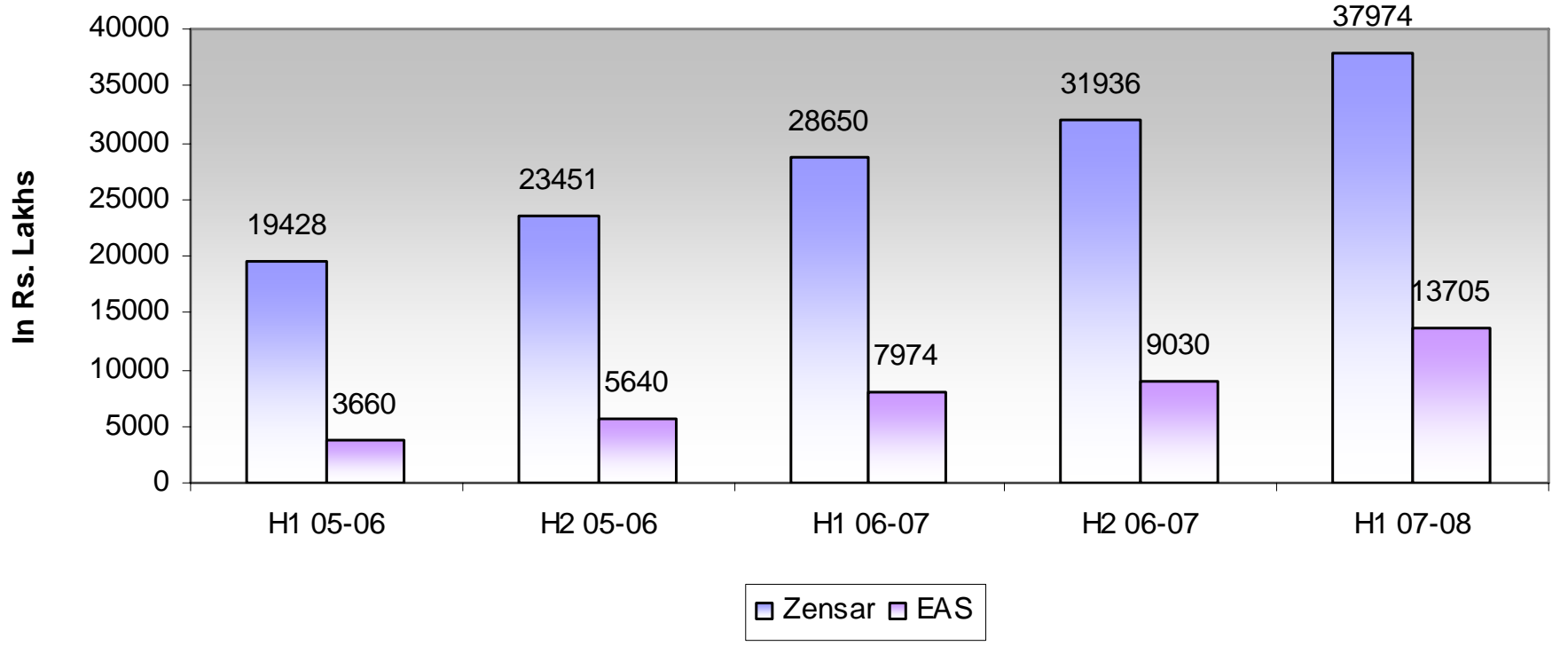


# Operating Margin Improvement

- Salary hike this quarter – Rs. 4.5 crores
- Cost control this quarter – Rs. 6.5 crores
- EBITDA increased from 9.67% to 10.72%

# Towards Leadership in ERP

## Zensar & EAS Revenue Growth



# Outlook for the year

- Revenue – Rs. 800 crores ↑
- PAT – Rs. 70 crores ↑
- All businesses will be profitable at the end of the financial year.

# Thank You

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