Zensar Technologies
Zensar at a Glance

- **21%** Revenue CAGR for past 5 Yrs
- **22%** PAT CAGR for past 5 Yrs
- **270** Active customers
- **199** Annuity customers
- **6800** Employees
- **2316** Cr FY14 Revenues
- **238** Cr FY14 PAT
- **20+** Global locations
- **2** Case studies by HBS** on Zensar

* In INR
** Harvard Business School
One Zensar with fully scaled transformation capabilities

Digital Enterprise, Technology and Process Consulting

Focus on domain capabilities and outcome based models for business

Strong presence across services

Consulting

Manufacturing
Retail
Banking and Financial Services
Insurance

PES
AMS
ERP
IM
BPM

Managed Sourcing
FY14 Results
# Annual Performance Analysis

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>2316</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>720</td>
</tr>
<tr>
<td>Margin (%)</td>
<td>31.1%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>339</td>
</tr>
<tr>
<td>Margin (%)</td>
<td>14.7%</td>
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<tr>
<td>PBT</td>
<td>340</td>
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<tr>
<td>PAT</td>
<td>238</td>
</tr>
<tr>
<td>Margin (%)</td>
<td>10.3%</td>
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</tbody>
</table>

Figures in INR Cr

*Return to double-digit profitability*
Zensar Business Overview

- Includes AMS, ERP, PES, BPM
- Global leader in Oracle Fusion Middleware, with strong focus on digital transformation
- Majority of revenues derived from US, Europe and Africa
- Strong constant currency growth in US (9.0%) and Europe (16.3%) in the Enterprise Business, in exit quarter

ETS [67% of Revenues; 34% GM]

- Infrastructure Mgmt. Business
- Majority of revenues derived from US and Europe
- Focused on increasing dual shore services portion of the portfolio – share in portfolio increased to 30% in FY 14

IM [33% of Revenues; 26% GM]

Zensar crossed INR 300 Cr PBT for the first time - re-entered double digit PAT zone
FY14: Revenues Spread

Split by Region

- USA: 75%
- Europe: 11%
- Africa: 9%
- Rest of the World: 5%

Split by Vertical

- MRD: 63%
- BFSI: 20%
- Alliance and Others: 15%
- Govt., H'Care, Utilities: 2%
FY14: Revenues Spread

Split by Project Type
- Fixed Price: 35%
- T&M: 37%
- Support Services: 18%
- Product Sales: 10%

Split by Service Offering
- AMS: 67%
- IMS: 23%
- Products and Licences: 10%
Significant Wins in FY 14

- A leading global commercial real estate company
- One of the largest banks in South Africa
- An international digital security company providing software applications, secure personal devices
- An American video game publisher
- A leading pharmaceutical company
- One of the world's largest suppliers of electronic components and inter-connection systems

Healthy pipeline of over $250 Mn across both ETS and IM business
Significant Wins in FY 14

- A large multi-billion dollar American enterprise engaged in the design and building of specialty trucks and military vehicles
- An MNC manufacturer of semi-conductor LEDs and devices
- A non-profit organization in the field of alternative dispute resolution in US
- The worldwide leader in networking
- An American manufacturer of biomedical laboratory instruments
- US based manufacturer of computer servers
- A distinctive specialist bank and asset manager in South Africa

Healthy pipeline of over $250 Mn across both ETS and IM business
All About Balance

Strategy and Innovation

Renovation and Operational Efficiency
Delivering Digital Transformation

Technology

- Big Data / Analytics
- Sensors & Actuators
- Mobile Technology
- Cloud Computing
- Natural User Interfaces
- Ubiquitous Networks

The Trend

- Integrated Digital & Physical Experiences
- The internet of Things
- Automation of Knowledge Work
- Big Data & Advanced Analytics
- The Social Matrix
- Anything as-a-service

Key Sectors Impacted

- Retail
- Manufacturing
- Financial Services


Trending Vertical Offerings

**Retail**
- Mobile / Cloud Enabled POS
- CRM & Omni – Channel Loyalty
- Click & Collect
- Merchandise Lifecycle Optimization

**Insurance**
- Digital Communication
- Social Listening
- Customer / Agent Efficient Mobile Apps
- Reinsurance

**Manufacturing**
- Supplier Integration Platform
- Integrated Planning and Scheduling
- Mobile Enabled Service Management
- Shop Floor Efficiency
Consolidate on excellent growth and brand recognition in key markets – US, UK, Europe and Africa and establish customer forts in India, Middle East and Australia

Complete the refocus on Services with dual shore engagements in the IM Business Unit and drive for higher profitability

Focus on Triple Bottom Line to continue
Strategic Objectives FY 17

- Partner of Choice in Chosen Verticals, Solutions and Technologies

- Continue to offer a balanced services portfolio across Custom Application Services, Enterprise Application Services and Infrastructure Services

- Aim to be amongst the Top 10 Indian IT Services Providers
Corporate Headquarters: Pune, India

US Offices: San Jose | Chicago | Princeton | Dallas | New York | Westborough

Global Offices: USA | UK | Europe | Africa | Middle East | China | Singapore | Australia

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