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Agenda

- Zensar FY16 Business Performance
- Market Opportunity and Company Outlook
- RPG Group Overview
Highlights for FY16

- **Revenue Performance:**
  - Grew 5.1% Year-on-Year in CC organic basis led by good growth in our Applications business which grew at 11.3% Year-on-Year on CC organic basis
  - The efforts to mine existing accounts and to add new clients and reduce tail accounts continues to show good results with Top 20 accounts now accounting for 55% against 51% last year
  - Large deal wins across all key geographies

- **Profitability & EPS Performance:**
  - All profitability parameters showed improvement on a Year-on-Year basis
  - Profit After Tax grew by 9.4%, Operating profit grew 5.1%
  - Diluted EPS grew 15.7%

- **Digital Performance:**
  - Digital now accounts for 27% of Zensar revenues, led by strong growth in Digital Commerce
  - Digital commerce increased 25% Year-on-Year
  - All aspects of Digital have recorded a growth of 25%+
Highlights for FY16

- **Key Territory Performance:**
  - Africa grew 30% Year-on-Year in Constant currency
  - Europe grew 10% Year-on-Year in Constant currency
  - US grew by 7% and we continue to see increased customer traction led by Digital conversations

- **Key Verticals Performance:**
  - Retail continues to grow strongly on the back of commerce and digital revenues and grew 27% in USD terms
  - BFSI was impacted both by the loss of a key account and the continuing slide of the ZAR
  - Manufacturing was impacted by large project ramp downs and the delay in start of a few projects

- **Onsite-Offshore portfolio:**
  - Onsite offshore mix has improved from 66:34 to 64:36
  - Managed Services as a component of total revenue continue to improve now at 51% against 47% last year
Several Large Deal Wins in FY16

- Won a Multi-year Managed Services Deal for UK’s largest department store retailer to manage their Custom and package applications

- Chosen by one of Great Britain’s leading purchaser of energy generated by the independent sector, to be the sole system integrator across SFDC and other 3rd part systems

- Won a multimillion dollar with a leading US kids products retailer to build and install their Ecommerce site

- Signed our first Oracle Commerce Cloud deal with Latin America’s leading Speciality retailer and financial services company

- Chosen by an International inter-governmental organisation to enhance and reengineer its ERP & BI applications as a part of a multi-year business transformation program.
Analyst Recognition for Zensar

- Identified by Gartner as a niche player in its Magic Quadrant for ‘Data Centre Outsourcing and Infrastructure Utility Services’ in North America – July 2015
- Recognized by IDC in its report on IoT capabilities offered by SIs in manufacturing – Jan 2016
- Recognized by Forrester for its Digital Experience Delivery Services – Feb 2016
- Acknowledged by Everest in its PEAK Matrix as a major contender for Insurance Application Outsourcing – Nov 2015
- Acknowledged by Everest in its PEAK Matrix for its Digital Services – Nov 2015
- Silver Shield for Excellence in Financial Reporting by the Research & Development committee of the Institute of Chartered Accountants of India for FY14-15 – Feb 2016
FY16 Business Performance
## FY16 Financials

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY16</th>
<th>Year-on-Year Growth</th>
<th>Constant Currency</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>USD Mn</td>
<td>INR Cr</td>
<td>USD</td>
</tr>
<tr>
<td>Revenue</td>
<td>$ 453</td>
<td>₹ 2,964</td>
<td>5.4%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$ 67</td>
<td>₹ 440</td>
<td>5.1%</td>
</tr>
<tr>
<td>EBIT</td>
<td>$ 60</td>
<td>₹ 395</td>
<td>5.4%</td>
</tr>
<tr>
<td>PAT</td>
<td>$ 47</td>
<td>₹ 309</td>
<td>9.4%</td>
</tr>
</tbody>
</table>

**Traditional to the Transformational**

Complete technology services portfolio – Applications, Infrastructure, Digital & Industry specific solutions

8200+ Associates

# Q4 FY16 Performance

<table>
<thead>
<tr>
<th>US$ Million</th>
<th>Q4 FY16</th>
<th>Q3 FY16</th>
<th>Q4 FY15</th>
<th>QoQ Growth</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$110.5</td>
<td>$114.8</td>
<td>$105.7</td>
<td>(3.7%)</td>
<td>4.6%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>$14.4</td>
<td>$17.3</td>
<td>$16.6</td>
<td>(16.9%)</td>
<td>(13.2%)</td>
</tr>
<tr>
<td><strong>EBITDA%</strong></td>
<td>13.0%</td>
<td>15.1%</td>
<td>15.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Tax</strong></td>
<td>$2.8</td>
<td>$4.8</td>
<td>$2.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Effective Tax Rate</strong></td>
<td>21.1%</td>
<td>30.4%</td>
<td>16.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PAT</strong>*</td>
<td>$10.4</td>
<td>$10.9</td>
<td>$11.5</td>
<td>(4.2%)</td>
<td>(9.9%)</td>
</tr>
<tr>
<td><strong>PAT%</strong></td>
<td>9.4%</td>
<td>9.5%</td>
<td>10.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>EPS - Diluted (INR)</strong></td>
<td>15.5</td>
<td>15.8</td>
<td>16.0</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*PAT after minority interest
## FY16 Performance

<table>
<thead>
<tr>
<th>US$ Million</th>
<th>FY16</th>
<th>FY15</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$452.8</td>
<td>$429.7</td>
<td>5.4%</td>
</tr>
<tr>
<td>Revenue growth (CC)</td>
<td>$466.4</td>
<td>$429.7</td>
<td>8.5%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$67.4</td>
<td>$64.1</td>
<td>5.1%</td>
</tr>
<tr>
<td><strong>EBITDA%</strong></td>
<td><strong>14.9%</strong></td>
<td><strong>14.9%</strong></td>
<td></td>
</tr>
<tr>
<td>Tax</td>
<td>$17.9</td>
<td>$16.6</td>
<td></td>
</tr>
<tr>
<td><strong>Effective Tax Rate</strong></td>
<td><strong>27.3%</strong></td>
<td><strong>27.7%</strong></td>
<td></td>
</tr>
<tr>
<td>PAT*</td>
<td>$47.3</td>
<td>$43.2</td>
<td>9.4%</td>
</tr>
<tr>
<td><strong>PAT%</strong></td>
<td><strong>10.4%</strong></td>
<td><strong>10.1%</strong></td>
<td></td>
</tr>
<tr>
<td>EPS - Diluted (INR)</td>
<td>68.6</td>
<td>59.3</td>
<td></td>
</tr>
</tbody>
</table>

* PAT after minority interest
Long-term Growth and Profitability Track Record

Revenue (USD Mn)
- FY11: 251
- FY12: 372
- FY13: 389
- FY14: 383
- FY15: 430
- FY16: 453

12.5% CAGR

EBITDA (USD Mn)
- FY11: 40
- FY12: 52
- FY13: 56
- FY14: 59
- FY15: 64
- FY16: 67

11.0% CAGR

PAT (USD Mn)
- FY11: 29
- FY12: 33
- FY13: 32
- FY14: 39
- FY15: 43
- FY16: 47

10.1% CAGR
FY16 Revenue Mix

Services
- Application Management 76%
- Infrastructure Management 24%
  - IMS 16%
  - MVS 8%

Industries
- Retail, CPG 22%
- Financial Services 19%
- Manufacturing 54%
- Emerging 5%

Geographies
- US 77%
- Europe 10%
- Africa 8%
- ROW 5%

Project
- Time & Material 49%
- Fixed Price 51%
Infrastructure Business

- **Focused Businesses:**
  - MVS and IMS & Cloud to be run separately as focused businesses
  - Each entity being staffed with relevant Industry experts

- **IMS & Cloud:**
  - Now being run as an independent end-to-end horizontal
  - Focused on growing through multi-service deals in existing marquee clients
  - Zensar’s differentiated propositions include Hybrid IT, Unified IT, Next-Gen EUC, and Network Security solutions

- **MVS:**
  - Separate entity to focus on Scale & Density
  - Increase focus on Direct clients and revamp Product Mix
FY16 Client Profile

<table>
<thead>
<tr>
<th>Million Dollar Clients</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>20 Mn Dollar+</td>
<td>2</td>
</tr>
<tr>
<td>10 Mn Dollar+</td>
<td>4</td>
</tr>
<tr>
<td>5 Mn Dollar+</td>
<td>5</td>
</tr>
<tr>
<td>1 Mn Dollar+</td>
<td>64</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Revenue Concentration</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 5 Clients</td>
<td>37%</td>
</tr>
<tr>
<td>Top 10 Clients</td>
<td>45%</td>
</tr>
<tr>
<td>Top 20 Clients</td>
<td>55%</td>
</tr>
</tbody>
</table>
### FY16 Employee Details

<table>
<thead>
<tr>
<th>Headcount</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FY15 Headcount</strong></td>
<td>8,174</td>
</tr>
<tr>
<td>Net Additions</td>
<td>82</td>
</tr>
<tr>
<td><strong>FY16 Headcount</strong></td>
<td>8,256</td>
</tr>
<tr>
<td>Technical – Onsite</td>
<td>1,522</td>
</tr>
<tr>
<td>Technical – Offshore</td>
<td>5,633</td>
</tr>
<tr>
<td>Technical – BPO/Others</td>
<td>361</td>
</tr>
<tr>
<td>Marketing</td>
<td>137</td>
</tr>
<tr>
<td>Support (including Trainees)</td>
<td>603</td>
</tr>
<tr>
<td><strong>% of women employees</strong></td>
<td>25.1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Utilization</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Excluding Trainees</td>
<td>81%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Attrition</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Attrition (Annualised)</strong></td>
<td>16.0%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Revenue Mix</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Onsite</td>
<td>64%</td>
</tr>
<tr>
<td>Offshore</td>
<td>36%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>100%</td>
</tr>
</tbody>
</table>
Stock Price and Shareholding

**Equity Share Information:**

- Share Price (31 Mar,16): INR 935 / share
- Market Cap (31 Mar,16): INR 4,418 Crs.
- Financial Year: April to March
- Face Value: INR 10 / 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.BOx

**Shareholding Pattern (as on 31st Mar 2016):**

- Promoter: 47.8%
- Apax Partners: 23.1%
- Fidelity: 9.6%
- FII / FPI: 4.5%
- DII, Banks and Others: 15.0%
Market Opportunity and Company Outlook
Digital is the single biggest factor impacting the future of enterprises

new technologies
led strategy,
business model
disrupts
status quo
Relevancy – the
most important
currency
Zensar is focused on **Return on Digital** for our customers

**Enabled by**

Digital Agility, Digital Cross-over of Business & IT Processes, & Stability of Core systems
Effective business is about Return on Digital

- Personalized consumer experience
- Customizable premiums
- Platform based digital solutions, sensors driven, Analytics
- in sales for B2C
- in customer loyalty for an Insurer
- as a service products for a Manufacturer
<table>
<thead>
<tr>
<th>Percentage</th>
<th>Statement</th>
</tr>
</thead>
<tbody>
<tr>
<td>47%</td>
<td>Manufacturers expect big data analytics to be central to the Digital Factory</td>
</tr>
<tr>
<td>86%</td>
<td>Retail consumers will pay 25% more for a Personalized Customer Experience</td>
</tr>
<tr>
<td>42%</td>
<td>Physical activities in Insurance will be Automated in the digital world</td>
</tr>
<tr>
<td>50%</td>
<td>Technology spend will be for new digital technologies</td>
</tr>
</tbody>
</table>

Source: SCM World, Oracle Right Now user survey analysis, PwC Insurance 2020, IDC predictions 2016
Agility through Digital

Analytics
Manage and Analyse Internal and External data through proprietary platforms
Enable customers make data/information driven decision

Cloud
Migrate on premise application to public/private cloud
Integrate applications across Infrastructure

Commerce
Commerce platform implementation and 100% uptime during peak season
Uniform experience across channels

Customer Experience
Provide insights to enable customized customer experience
Click-and-Collect solution for omni-channel experience

Automation
Reduced development time and cost through automation
Return on Digital

- Insightful Discoveries
- Effective Engagement
- Delightful Experiences
- Native Digital Business
- Predictable Lifetime Value

Digital Stack

- Social Business
- Internet of Things
- Commerce
- Cloud
- Analytics

Modernization & Automation

Reinvent business applications with intelligent automation

Technology Stack

- Custom Applications
- Enterprise Applications
- Infrastructure Management
Digital Ready - The 2 Speed world

**Traditional**
- Custom Apps and Testing
- ‘0’ disruption to business with Zensar’s tool ServiceEdge
- Enterprise Apps
- Template & domain based Implementations,
- Upgrades & Rollouts
- Infrastructure Management Services
- Managed Services in Infrastructure across data centre, end-user, networks, security and mobility

**Cross-over**
- Hybrid IT
- Transform and align existing infrastructure with Cloud
- Infrastructure
- Legacy Modernization
- Business processes led custom/package apps and cloud deployment
- Next Gen End User Engagements
- Self Service, Admin based unique tool across devices

**Digital**
- Commerce
  - 200+ Digital Commerce Implementations globally
- Digital Analytics
  - Business outcome driven engagements
- Customer & User Experience
  - Analytics & Usability drives adoption and business results
Stability Through Core Systems

Managed Services
Outcome based services framework ensures 99.9% uptime for customers

Custom Apps with Domain Experience
Helps organizations build domain specific next-gen applications extensible across systems

Infrastructure Mgmt.
Enables leading companies worldwide to optimize, secure, manage and support their mission-critical infrastructure

Oracle
Trusted Transformation Partner globally across the Oracle Stack with 800+ Implementations, Upgrades, & Global Rollouts
<table>
<thead>
<tr>
<th>Automation</th>
<th>Customer Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>60% reduction in test cycles thru automation, improving the multi-country time-to-market by 30% for a leading Insurance company</td>
<td>100% of orders from B2B platform resulting in year-on-year revenue 8% increase for Fortune 100 Mfg Leader</td>
</tr>
<tr>
<td><strong>Two Speed</strong></td>
<td></td>
</tr>
<tr>
<td>70% savings thru Self-Service Digital platform integrated with Legacy Claims system for leading Insurance provider</td>
<td>91% increase in online revenue and 60% increase in order placed for a leading luxury fashion retailer</td>
</tr>
<tr>
<td><strong>Analytics</strong></td>
<td></td>
</tr>
<tr>
<td>17% increase in revenues for a leading supermarkets chain thru Recommendation engine built on Zensar Analytics platform</td>
<td></td>
</tr>
</tbody>
</table>
Through Zensar’s **Solutions & IPs**

**Agile**
**Commerce**
**Delivery**

**ZAFOe—**
**Hybrid Agile**
**Methodology for**
**Oracle Applications**

**Script less**
**Automation**

**Next-Gen End**
**User Computing**
Stability Delivered

**Managed Services @ top UK retailer with Fashion and Grocery chains**
- > 20% direct savings Vs T&M
- > 600 service improvements delivered
- > 25% reduction in Incidents & callouts in last two
- > 8000+ person days - enhancements & changes delivered

Metric based managed services for Application management and Service Control for
- Buying and Merchandising
- Allocation and Replenishment
- Supply chain, warehouse and Inventory management
- Commercial information systems, Omni-channel Online, in-store ordering, Click & Collect, and Customer services business areas

**Application Maintenance & Support @ among the top 3 global game provider**
- > 99% First time Resolution and SLA Adherence
- > 50 M order lines managed

Metrics based managed services for Maintenance and Support of applications for
- 15 countries
- On-premise applications like oracle and legacy
- Cloud applications on Force.com and Fusion HCM
- Infrastructure, DBA and Middleware
- Marketing applications
- Financials Order Management, Procure-to-pay and BI

**Oracle Upgrade @ leading network equipment manufacturer, part of a Fortune 200 company**
- > 35% Reduction in inventory costs
- > 8% Improvement in on time delivery

- Oracle EBS upgrade along with redesigning supply chain and implementation of the customized warehouse management system with scalable Infrastructure Plan
- Seamless upgrade with business as usual from the very first day of go live without any issue impacting business across globe
- Upgraded critical OAF and Java customizations for online transactions with enhanced functionality
- Incorporated new technologies like Apex to replace aging customizations
Our **Growth Engines**

**Zensar Digital**
- To grow to 30% of Revenues in 12 months
- 15% of Revenues from Oracle Commerce & Magento
- Balance from Other Digital and Cross-Over services
- Largest Oracle Commerce practice in the world
- Analytics focus on CX and Shopfloor & IOT

**IMS Cloud**
- To grow to 15% of Zensar Revenues in 12 months
- Hybrid IT and RIM* to drive all growth
- Zensar’s cutting edge Automation IP key differentiator

**Oracle**
- 33% of Zensar’s revenues from the Oracle Ecosystem
- Oracle Platinum partner
- Complete Portfolio of Services
- Big Bet on Oracle Cloud SaaS and PaaS solutions

**Strategic Deals**
- Focus on Deal sizes of 10+ M TCV
- Zensar’s differentiation is its Automation frameworks
- Multi-service focus
- Digital led

*RIM: Remote Infrastructure Management*
**80% incremental spend to be around Digital**

**Significant shift in the spending mix**

**Global enterprise technology and business services spend**

USD billion

<table>
<thead>
<tr>
<th>Category</th>
<th>2014</th>
<th>Traditional 2020E spend evaporates</th>
<th>Growth In Traditional Service lines</th>
<th>Digital Service Lines</th>
<th>2020E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital tech.¹</td>
<td>2,757</td>
<td>2,100 – 2,300</td>
<td>190 – 290</td>
<td>1,000-1,190</td>
<td>3,440-3,550</td>
</tr>
<tr>
<td>Consulting</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BPO</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ADM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Packaged Software</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Infrastructure</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

**Opportunities**

- **SaaS**: 4x increase in apps
- **PaaS**: 36% CAGR market will reach $70 B by 2025
- **Omni Commerce**: $25 B by 2020 growing at 8% CAGR
- **CMO organization**: Key driver for revenue growth
  - Leading consumer of Digital services
- **Big Data / Analytics**: 4x increase driven by micro use cases
- **Mobile**: 90% transactions
- **Legacy-Digital integration**: $0.1-1 for every $1 Digital investment

**SOURCE**: Gartner (April 2014); IDC; Team analysis

1. Digital Technologies include Social Media, Mobile Applications, Big Data/Analytics, Cloud (IaaS, SaaS, BPaaS) and Cyber Security
Zensar Digital – Solutions Stack

Big Data & Analytics
- Grew 29% YoY
- Data Wrangling, Data Science, Analytics & Visualization
- Retail, Insurance, Manufacturing Solutions
- Zensar’s proprietary context platform

Cloud
- Grew 30% YoY
- SaaS, IaaS, PaaS
- Migration, Integration & development
- Focus on Hybrid Application & Infra clouds with cloud architecture
- Oracle, SFDC, SAP, AWS, Navisite

Design Experience
- Grew 34% YoY
- Customer Journey Mapping, UX, CXM, Augmented Reality, Wearables
- Delivering E2E customer experience across multiple channels & devices
- Zensar’s proprietary experience platform

Digital Marketing Services
- Grew 37% YoY
- Web ops, Data ops, Marketing ops, Social ops
- Business Outcome driven engagements
- Adobe, Oracle, Marketo, SFDC, Sitecore
Zensar Digital – Solutions Stack

**B2C Commerce**
- Grew 25% YoY
- Implementation of high performance Omni channel experience
- Ecommerce, Mobile Commerce, Data Analytics, UX, CX
- Oracle Commerce, SAP Hybris & Magento

**B2B Commerce**
- Grew 35% YoY
- Customer Acquisition to Service
- Implementation, Integration & Development
- Focus on E2E Customer Success
- Oracle, SFDC, SAP

**IoT/Industrial Internet**
- Extensive domain expertise in discrete manufacturing & SCM
- Proven Solution framework with Outcome-based delivery model
- Strong partner eco system with respective proprietary frameworks

**Cybersecurity**
- Grew 21% YoY
- Zensar’s proprietary Compliance and Risk Assessment tool
- Capability across GRC, SEIM, HIPPA, PCI DSS, Threat & Vulnerability Management, DLP, Threat Discovery & Analytics
Zensar IMS and Cloud Solutions

Unified IT Management
- Driven by automation, orchestration, and analytics
- **IP:** Bimodal IT Operations Management through platform integration and orchestration
- **Partners:** Computer Associate, Arago, ServiceNow, BMC, Manage Engine, Solarwinds
- Up to 30% productivity gains and 40% MTTR improvement delivered for a large Credit Rating agency

Next-Gen EUC
- Proactive support, with 360 real time visibility around user experience and productivity
- **IP:** Zensar WorkEdge provides Proactive, Preventive and Predictive support
- **Partners:** Aternity, Nano Heal, Lakeside Software, ServiceNow
- Up to 54% business app performance improvement, 36% productivity gains delivered for a US Finance Major

Hybrid IT
- Automated and Orchestrated provisioning and management of Public, Private and On-Premise Infrastructure
- **IP:** Integrated platform across technologies and hosting models
- **Partners:** AWS, Azure, NaviSite, OpenStack, VMware, Docker, Chef, Puppet
- Up to 45% cost reduction over on premise hosting for a large Manufacturing company

Network Security
- Design, Implement and Manage comprehensive IT Security frameworks,
- **IP:** Global SOC built on market leading automation technologies with predictable defence mechanism
- **Partners:** Check Point, RSA, Infoblox, Extreme Networks, Forescout
- Up to 32% efficiency gains, security prevention improvements of 40% for a leading Chip manufacturer
Superscaling Farm

- 65 High Potential Accounts with an average relationship age of 6 years
- Zensar rated highly in Delivery in all these accounts
- Multiple Vectors at play where Zensar is ideally positioned to grow

Core Services
- Automation based AMS and IM
- Application cloud migration with Zensar’s differentiated capability in SaaS and PaaS

Disintermediation through Commerce
- Commerce to scale Online B2C business for retail and Insurance
- B2B commerce to help scale Manufacturing accounts
- Digital CX solutions to stitch the entire Customer experience together

Outcome based models
- Integration of Application – Infra – Business Process to help Zensar scale these accounts through out-come models

Other Investments
- Three-in-a-box
- Client Partner Model
- Client Specific IP
RPG Group Overview
RPG Enterprises was founded in 1979 by Shri Rama Prasad Goenka, popularly known as RP Goenka, a pioneering fifth generation business leader from the Goenka family. The Goenkas have a history of business dating back to 1820 AD in banking, textiles, jute and tea. Under RP Goenka’s dynamic leadership, the Group grew in size and strength with several acquisitions in the 1980s and 1990s. Zensar became a part of the RPG Group in 1989, which is now one of India’s fastest growing conglomerates with 20000+ employees, presence in 100+ countries and annual gross revenues of ~$3 Bn.
RPG Group Key Financials

Net Revenue (Rs Cr)

- FY11: 10,839
- FY12: 13,944
- FY13: 15,788
- FY14: 17,614
- FY15: 18,593

FY11-15 CAGR: 14%

EBITDA (Rs Cr) & PAT (Rs Cr)

- FY11: EBITDA 943, PAT 423
- FY12: EBITDA 429, PAT 423
- FY13: EBITDA 404, PAT 404
- FY14: EBITDA 714, PAT 714
- FY15: EBITDA 795, PAT 795

FY11-15 CAGR: EBITDA 16%  PAT 17%

Net Worth (Rs Cr) & ROE

- FY11: 2,646
- FY12: 2,974
- FY13: 3,302
- FY14: 3,933
- FY15: 4,699

11% ROE calculated by taking PAT divided by Average Net-worth

13% ROCE calculated by taking Operating EBIT multiplied by (1 minus tax rate @ 33%) divided by Average Capital Employed

Note:
1) ROE is calculated by taking Operating EBIT multiplied by (1 minus tax rate @ 33%) divided by Average Capital Employed
2) ROE is calculated by taking PAT divided by Average Net-worth

Group Market Cap

- FY11: 3,082
- FY12: 6,000
- FY13: 9,000
- FY14: 12,000
- FY15: 15,000

FY11-15 CAGR: 14%

EBITDA 16%  PAT 17%
Thank You