



August 6, 2021

BSE Limited

Corporate Service Department,
1st Floor, P. J. Towers,
Dalal Street,
Mumbai 400 001

Fax: (022) 2272 2039/2272 3121

Scrip ID: ZENSARTECH

Scrip Code: 504067

The National Stock Exchange of India Ltd.

Exchange Plaza, 3rd floor,
Plot No. C/1, 'G' block,
Bandra Kurla Complex, Bandra (E),
Mumbai 400 051

Fax: (022) 26598237/26598238

Symbol: ZENSARTECH

Series: EQ

Sub: Disclosure under Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

Pursuant to Regulation 30(6) read with Para A of Schedule III to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find below the details of the Analyst/Institutional Investors meet:

Date	Particulars	Location
August 7, 2021	Group of High Networth Individuals	Audio/Video Conference

Following presentations shall be referred, as have already been filed with the Stock Exchanges in past and attached herewith for ready reference. The discussion will be around information already in public domain:

1. RPG Annual Investor Conference
2. Q1FY22 Quarterly Investor Presentation

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **Zensar Technologies Limited**


Gaurav Tongia
Company Secretary



An  RPG Company



Zensar Technologies

**RPG Annual Investor Conference
Presentation**

Who we are

We are a young digital native firm on the path to being a cloud-native, experience-led engineering organization.

Strong Company Culture

Solid foundation of capabilities and rich ethos

Living Digital

Early adopter of digital. Key processes and functions are mobile-first and cloud-first

Integrated Digital Experience

Evolved service line supported by targeted mergers and acquisitions

Strong War Chest

EBITDA (29.9%YoY ↑), strong cash position (\$160M+), zero debt

How the market ecosystem is evolving

1

Digital-led acceleration

Accelerated adoption of cloud, big data, and digital platforms

Focus on security and data protection

Digital transformation focusing on enterprise core

2

Disrupt to stay relevant

New-age digital-native competition with high speed-to-market

Redefining business models

3

Follow the money

Tech spend driven across CIO/CDO/CMO organizations

4

Future of work

High demand leading to a shortage of digital and engineering skills

Hybrid model of working

How we are aligning to the future

How the market is evolving

Digital-led acceleration

Disrupt to stay relevant

Follow the money

Future of work

Imperatives for Zensar

Experience-led engineering services

Drive speed and efficiency for clients

High-resolution services in experience-to-engineering-to-infrastructure

Strengthen capabilities with hyper-scalers

Expand talent pool, skills transformation

Strategic Growth Opportunities

We will organize company resources, investments and alliances around these focus areas of market opportunity:

Experience Services

Advanced Engineering Services

Data Engineering and Analytics

Application Services

Foundation Services

Our Strategic Growth Opportunities (SGOs)

1

Experience Services

Seamless delivery of strategy, design, prototype and production of customer experience (CX) platforms and products

2

Advanced Engineering Services

Cloud-native and full-stack, high-velocity advanced engineering services to address business-critical digital needs

3

Data Engineering and Analytics

Expert services addressing full gamut of increasingly cloud-based big data needs for customers, advanced analytics, and AI/ML services

4

Application Services

Full-lifecycle services addressing application management needs of larger organizations

5

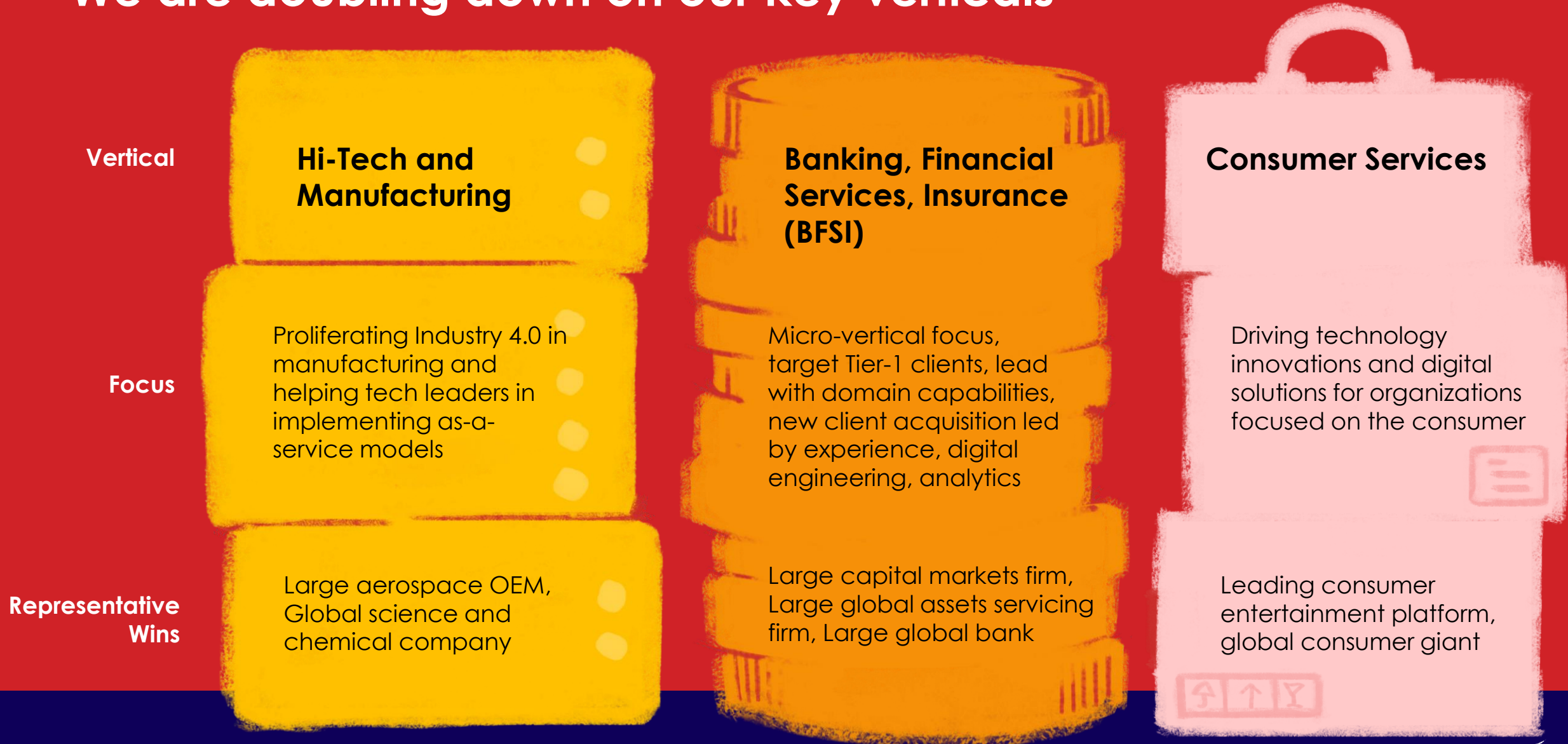
Foundation Services

Help enterprises design, create, and maintain their infrastructure. Provide an interconnected foundation for digital transformation



Within each SGO, we will have multiple **playbooks** which act as service propositions and solutions targeted towards specific customer needs and market opportunities

We are doubling down on our key verticals



...and continuing to grow our primary markets.

US

- 69.6% of revenue*
- Verticalized go-to-market
 - Roster of large-cap customers
 - Strong field teams
 - Nearshore delivery in Mexico

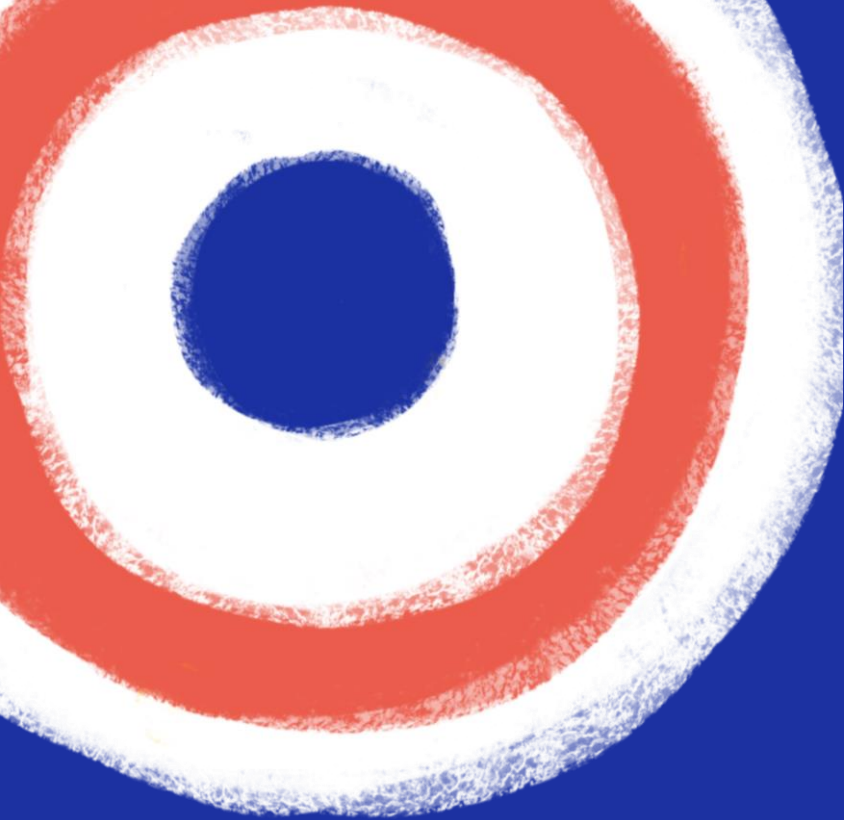
UK & EU

- 18.6% of revenue
- Experience & Engineering led new logo wins
- Select expansion into EU for customer acquisition and nearshore delivery

South Africa

- 11.8% of revenue
- Leading market presence with top-tier customers across verticals
- Track-record of digital innovation and engineering

* Revenue contribution based on Q4FY21 results



We are sharpening our focus
With this approach we are delivering
real customer impact and our
market traction is positive*

* While we continue to build upon our current momentum in **Application Services** and **Digital Foundation Services**

Experience Services

We continue to combine design, strategy, experience, marketing and engineering

Impact: Rapid digital product delivery and launch, CX transformation



Advanced Engineering Services

We continue to build high velocity cloud-native engineering teams

Impact: Transformed enterprise agility



Data Engineering and Analytics

We continue to integrate data capability, and connect engineering with experience

Impact: Integrated data capability to drive transformation

Customer Story: Experience Services

Re-engineering customer experience for leading media conglomerate

Our client's vision was to create the most immersive and engaging digital experience in the UK. Deeply embedded within their product, technology and brand teams, our role was to define the customer strategy and bring a brand-new digital experience to life in a customer-centric way to drive increased experiences and conversion



Strategic alignment
across all lines of business



Uplift
in key product journeys



Customer Story: Experience Services

The first virtual, global auction of its kind

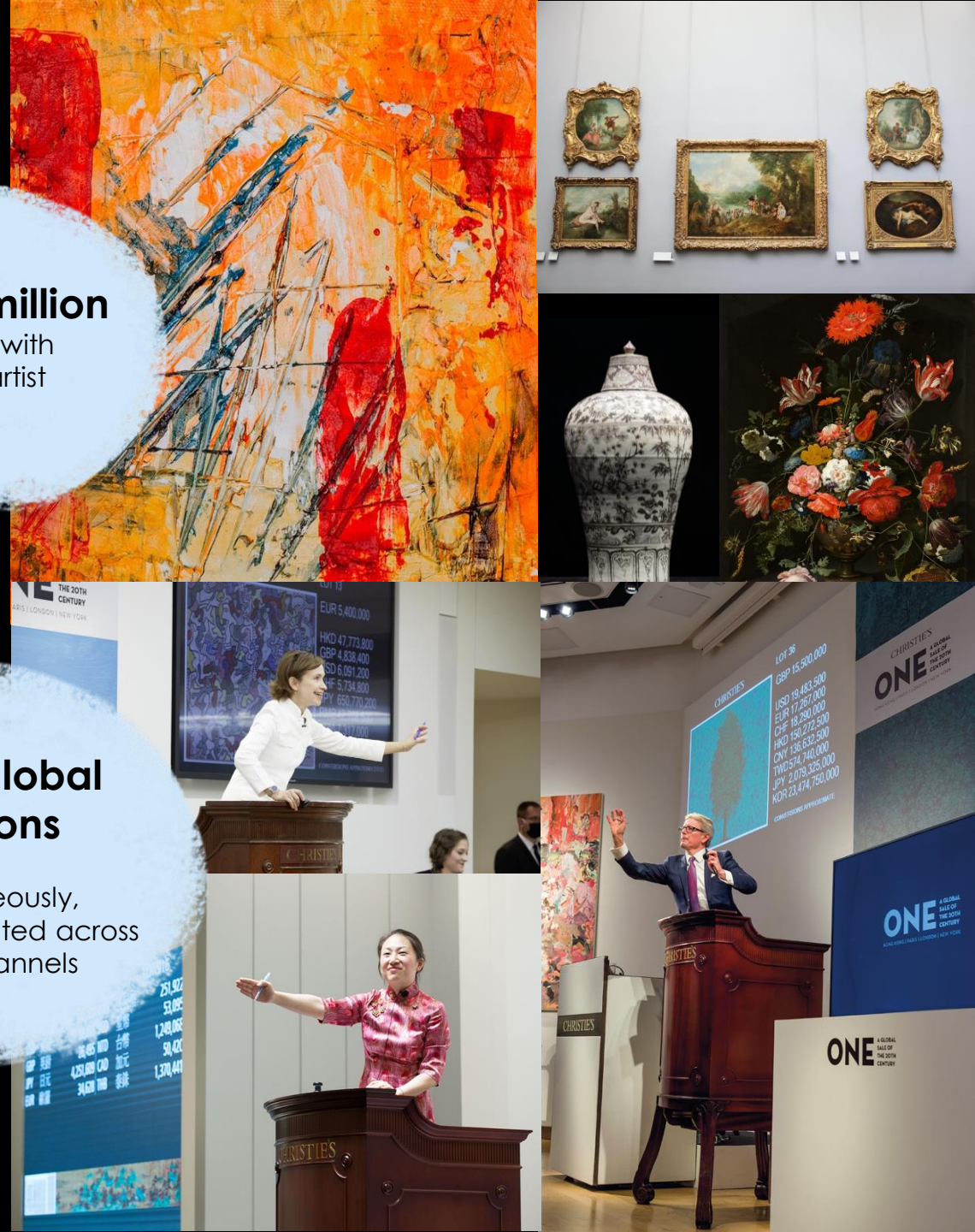
We created an auction experience—from show flow, technology, and communications to on-air and in-room design. In the end, the event not only achieved a financially successful auction of unprecedented proportions but also established this historic art institution as innovators in a centuries old marketplace

\$46 million

in sales with seven artist records

Four global locations

bidding simultaneously, coordinated across three channels





40%
increase in
order
allocations
with optimized
algorithms

Enhanced
picking
productivity
by **15%**

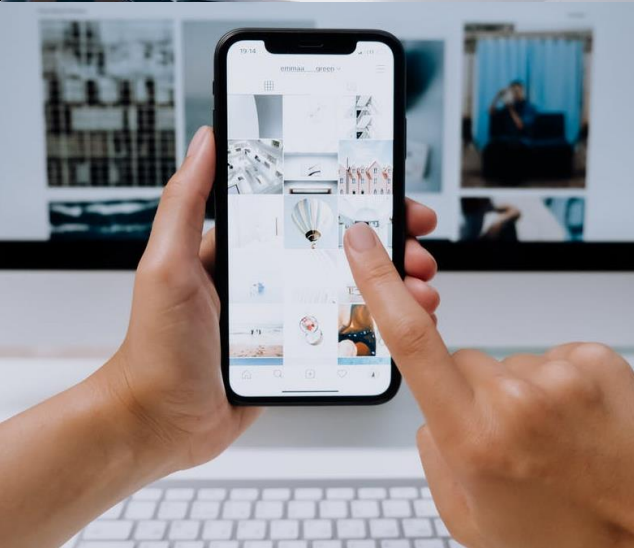
1.5M
orders in
a single
peak day



Customer Story: Advanced Engineering Services

Department store supply chain transformation

We helped convert a major retailer's legacy system to a cloud warehouse management system using a combination of existing and customized IPs. The result created significant improvements to their operations at scale and gave them a new business model and a platform that is ready for the future



Customer Story: Advanced Engineering Services

Experience-led digital transformation at scale

We partnered with a multinational financial services corporation to implement a single, global CXP platform. The product, technology and business teams along with partners were able to leverage the implemented low code solutions and reusable components to improve their go-to-market speed

25%
increase in efficiency

30%
increase in savings

25%
reduction in drop-off rates

Reimagining the web experience for a leading South African bank

We improved our client's customer experience. Working alongside the client and leading with our multi-disciplinary teams, we upskilled and improved ways of working, which enabled the creation of a modern agile digital product engineering organization, adopting an approach to rapidly launch features and maximize business value

25%
increase in
returning
customers

70%
Customers
digitally onboarded
and serviced



Customer Story: Experience Design & Engineering

Designed an immersive world of gaming experience

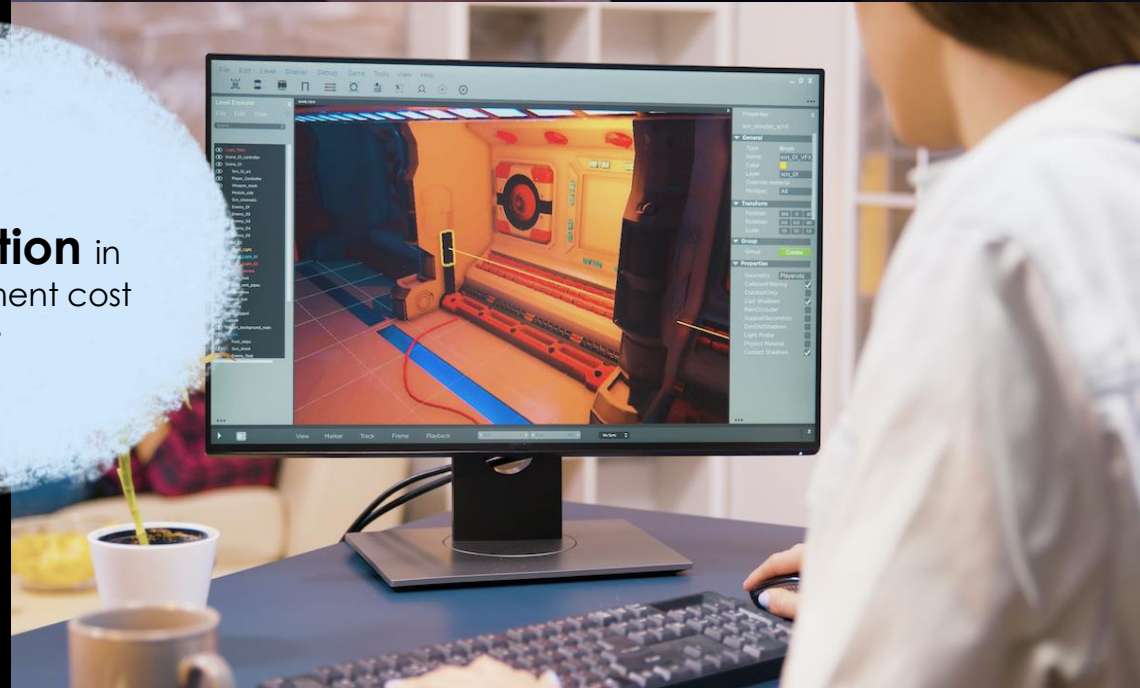
We built one of the largest client specific Gaming studios for an online gaming software development leader and re-engineered the gaming engine through AI/ML technologies to rapidly launch enhanced features and augment player experience

50+ games

developed and supported 100+ games across geographies

30%

Reduction in development cost per game



Mobile network service provider

Sentiment Analytics and ML algorithms enabling faster customer service and improved experience, resulting in significant cost savings



Data Engineering and Analytics Case Studies



Global intergovernmental organization

Conversational analytics for grants management and reporting resulted in 99% award utilization with 30% faster deployment for field positions

Our operationalizing strategy

We will execute our strategy by focusing on four key areas that provide operational thrust.

1 Sales transformation for growth

Invest in a demand generation engine, build strong sales muscle, revamp hunting function to drive new customers

2 Partnerships with leading product and platform companies

Drive 360° relationships with leading product and platform companies, continue to invest in partnerships with hyperscalers

3 Talent transformation (cloud, data, engineering)

Modernize company competency with a focus to enhance internal talent skills, expand talent pool and transform hiring

4 Mergers and acquisitions

SGO driven M&A – Tuck-in acquisitions to augment specific growth areas

Leadership augmentation

Onboarded Global Head of Consumer Services
and Global Head of Salesforce practice

Talent transformation

Infusing talent and building capability in
Advanced Engineering Services
Strengthening talent pool by future skilling

Mergers and acquisitions

Recent acquisition of M3bi augments Zensar's
momentum in data engineering, analytics and
advanced engineering services

Building on our strategy
We are sharpening our
capabilities and investments
around our SGOs.

Our path forward

We will realize our growth and value for an expanded customer base by crystallizing our services and offerings and transforming how we target opportunities.



Crystallize and rewire core capabilities and services



Transform sales enablement to accelerate deal wins



Expand and enable new customer acquisitions

Thank you



Zensar Technologies

Analyst Presentation

Q1 FY22 Quarter Ending June 30, 2021



www.zensar.com | © Zensar Technologies 2021

An  **RPG** Company

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

Q1FY22 Snapshot



\$127.2 M
Revenue
up 5.8% QoQ



34.8%
Gross Margin
down 8 bps QoQ



18.5%
EBITDA
down 142 bps QoQ



10.8%
PAT
up 50 bps QoQ



5.8% QoQ growth
Highest organic growth
in **last 6 years**



\$183.2 M
Highest ever **Net cash**



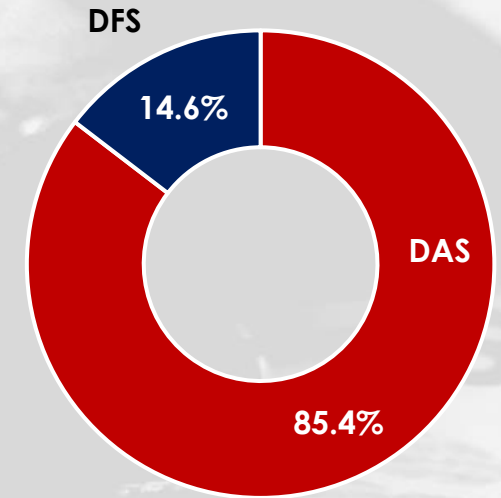
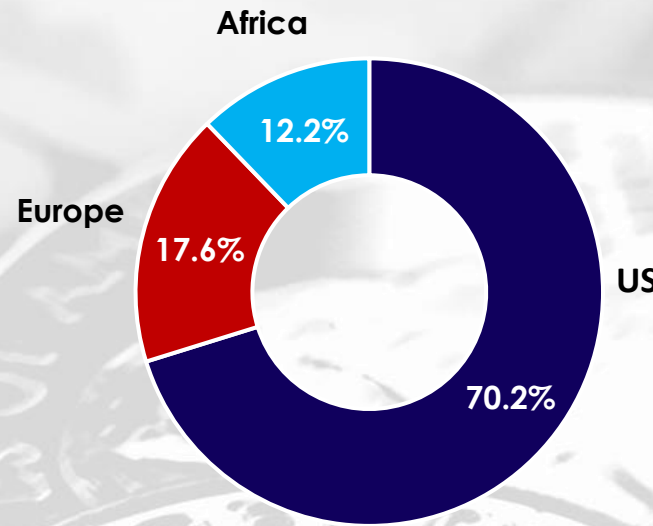
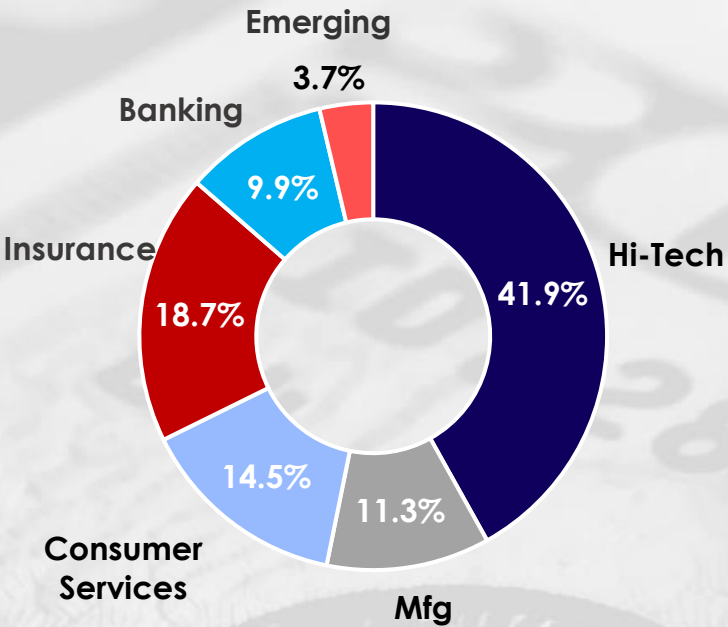
9512 Headcount
Increase of 401
associates



\$96.7 M
Wins

**Numbers presented above are adjusted to exclude TPM business performance*

Revenue Split



Vertical	QoQ*
Hi-Tech	13.5%
Manufacturing	(4.1%)
Banking	5.2%
Insurance	(2.2%)
Consumer Services	0.6%

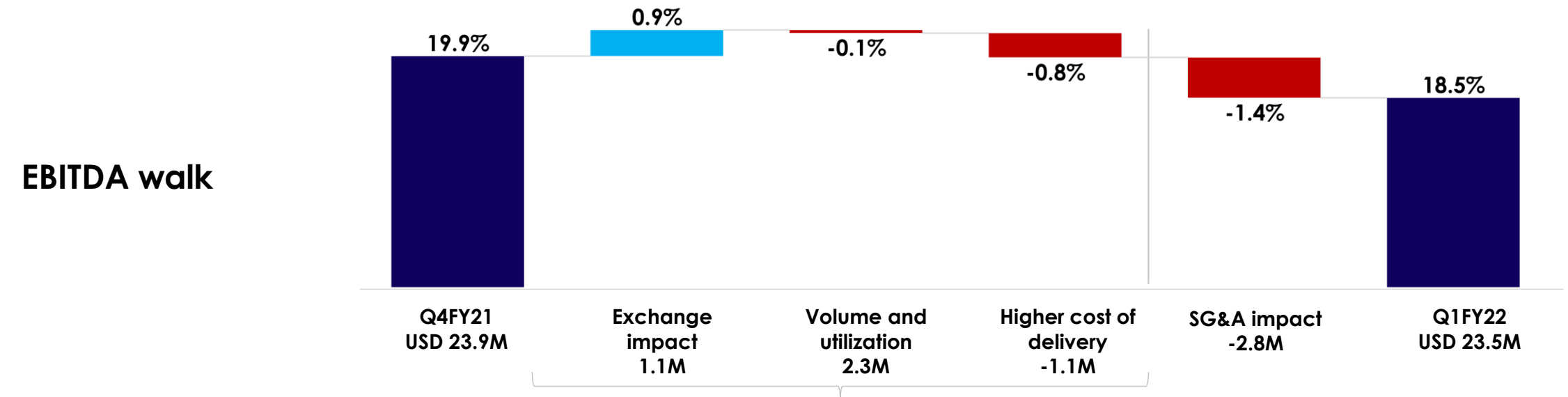
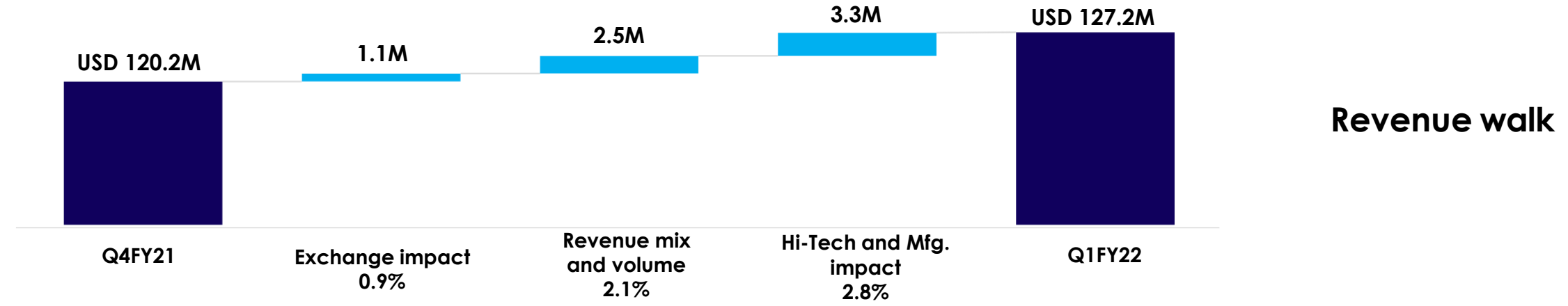
Geography	QoQ*
US	6.7%
Europe	0.1%
Africa	9.5%

Service Line	QoQ*
Digital and Application Services	6.4%
Digital Foundation Services	2.3%

*Represents sequential QoQ growth

**Numbers presented above are adjusted to exclude TPM business performance

Revenue and EBITDA walk



GM impact

**Numbers presented above are adjusted to exclude TPM business performance*

Client metrics



Million+ dollar clients (LTM)

	Q1FY21	Q4FY21	Q1FY22
20 Mn Dollar+	2	2	3
10 Mn Dollar+	9	7	8
5 Mn Dollar+	24	24	24

Revenue mix (% of total revenue)

	Q1FY21	Q4FY21	Q1FY22
Top 5 Clients	43.1%	37.0%	38.4%
Top 10 Clients	53.7%	48.0%	49.4%
Top 20 Clients	68.1%	63.0%	63.7%

**Numbers presented above are adjusted to exclude TPM business performance*

Key wins for the quarter

Product development for an online gaming and software development company



Enabled seamless customer onboarding for a global risk management firm



Application development services for a multinational luxury brand



Next-gen product development for a global logistic solutions market leader



Digital workplace transformation for a global drug wholesale company



Multi service line application development for a global social welfare organization



M3bi accelerating Zensar's thrust



Zensar successfully concluded M3bi acquisition on July 14, 2021

445 professionals across the US and India

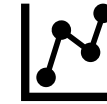
Architects, business analysts, and data engineering solutions specialists



Cross-section of capabilities addressing the needs of CIO, CMO, and CDO

Adds marquee clients to Zensar's portfolio. Strengthens BFSI and other verticals

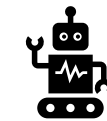
Capabilities strengthened



Data Engineering and Advanced Analytics



Advanced Engineering and Experience Services



Artificial Intelligence and Machine Learning



Product and Platform Engineering Services

Awards and Recognitions

Key Mentions



Recognized as a **Niche Player** in Gartner Magic Quadrant for Managed Mobility Services (Global)

Featured in the service providers list of Gartner Digital Commerce Vendor Guide 2021



Leader for Managed Services for large accounts in Next-Gen Private/Hybrid Cloud - Data Center Services & Solutions



Recognized as a **Major Contender** in the Application and Digital Services in Banking PEAK Matrix® Assessment 2021

Winner 2021



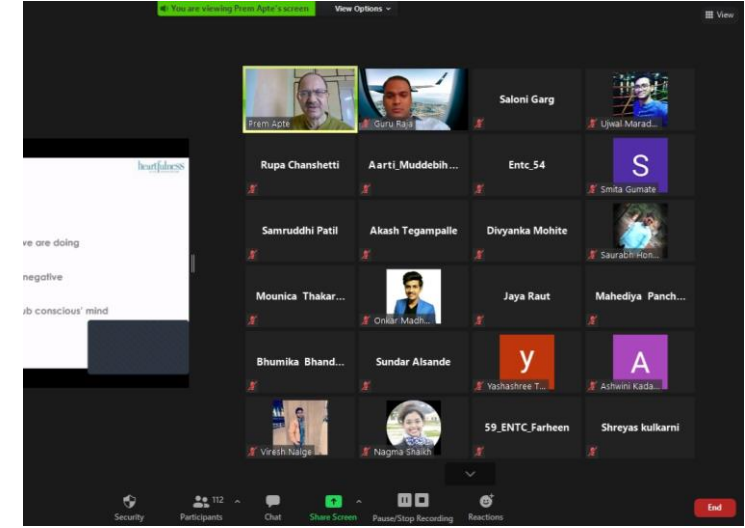
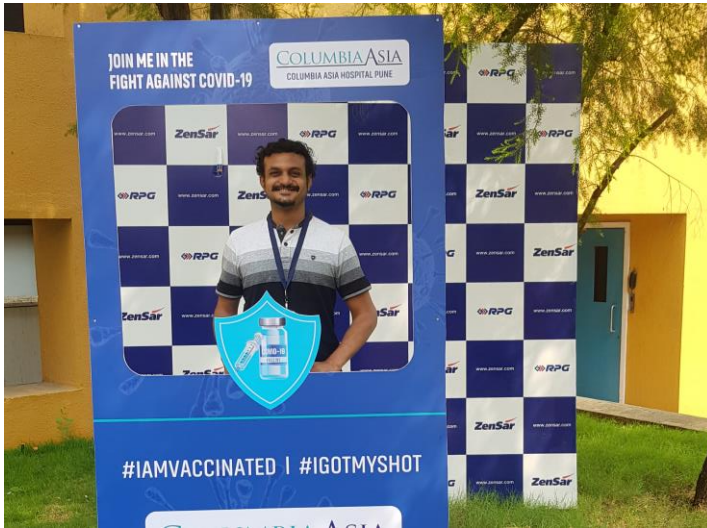
Multiple awards for **Digital Marketing** and Web-based production



Best Use of **Virtual Reality** for Retail Applications



Zensar's COVID support and social initiatives



Vaccination Drive

- Conducted **vaccination drives** for associates and their families across multiple cities
- Covered **vaccination costs** for our associates
- Supported associates with **oxygen concentrators & ambulance service**

Associate well-being

- Introduced **Caregiver leaves**
- Provided **education allowances** for children of associates who lost their lives to COVID
- Organized **Covid awareness sessions** for associates and families

Societal Impact

- **Employability:** Organized master classes on various topics by Industry experts; Trained 2504 students to date
- **Fever clinics:** Developed by RPG Foundation with support from the National Health Mission and the Public Health Department (Maharashtra) to ensure easier access to healthcare support in rural Maharashtra. 30 Fever Clinics built, of which 4 funded by Zensar

RPG Overview

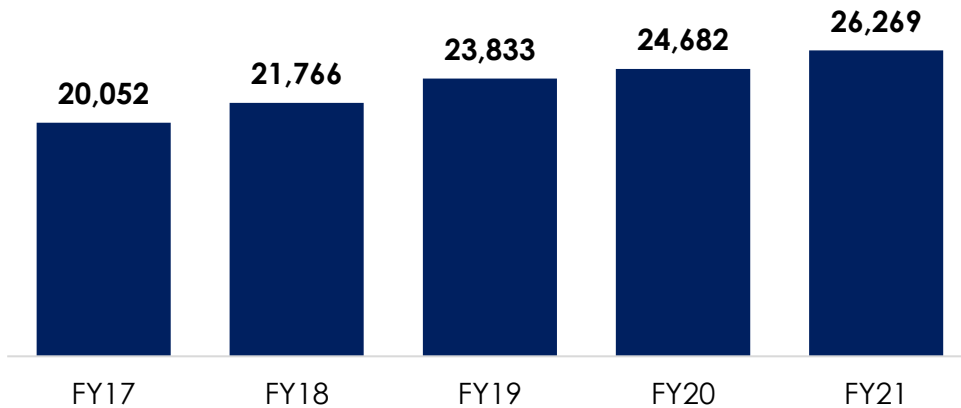


RPG group key financials



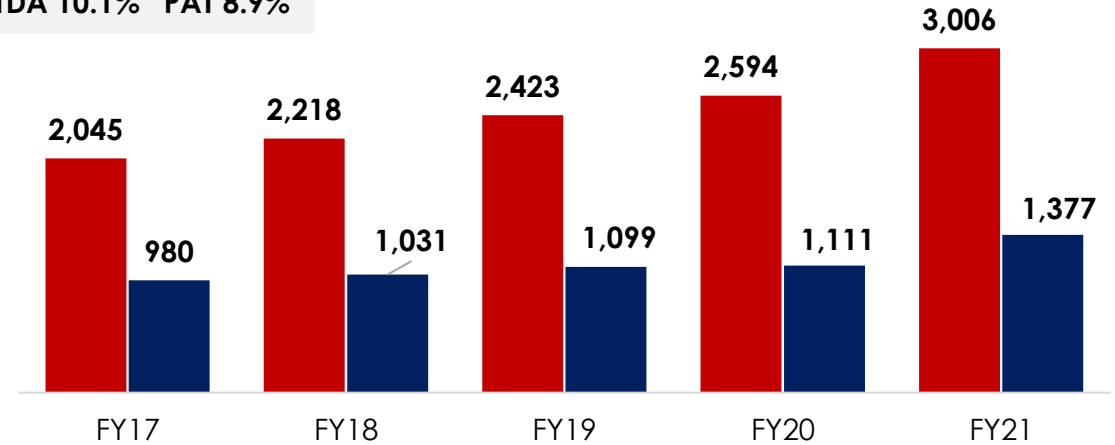
FY17-21
CAGR: 7.0%

■ Gross Total Income (Rs Cr.)

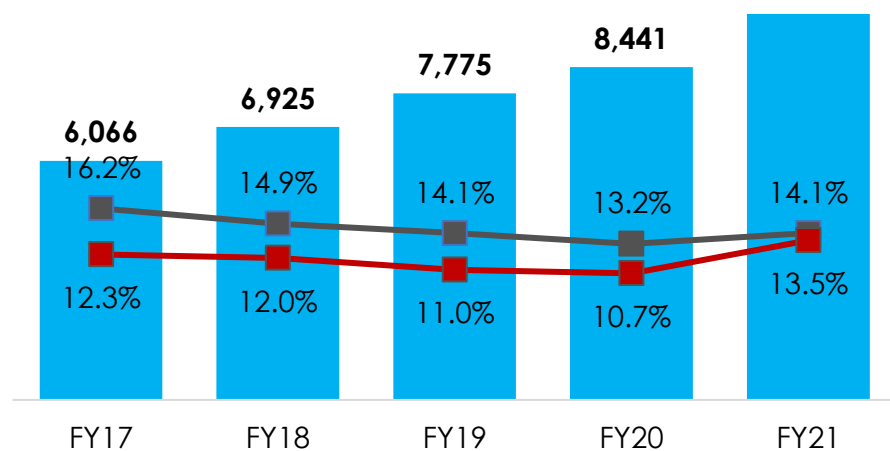


FY17-21 CAGR:
EBITDA 10.1% PAT 8.9%

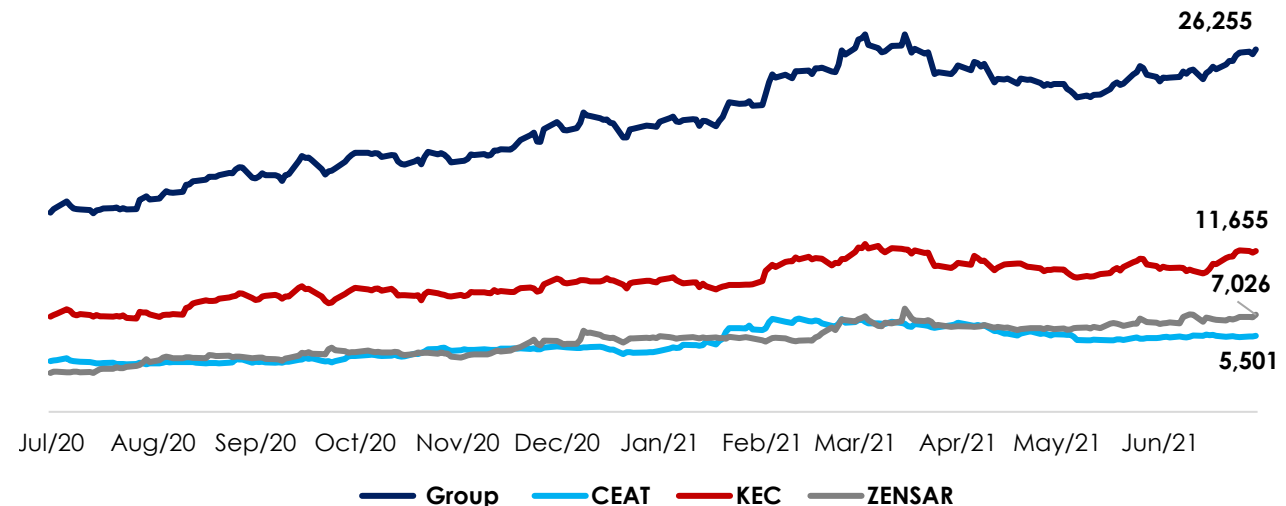
■ EBITDA ■ PAT



■ Net Worth ■ ROE ■ ROCE



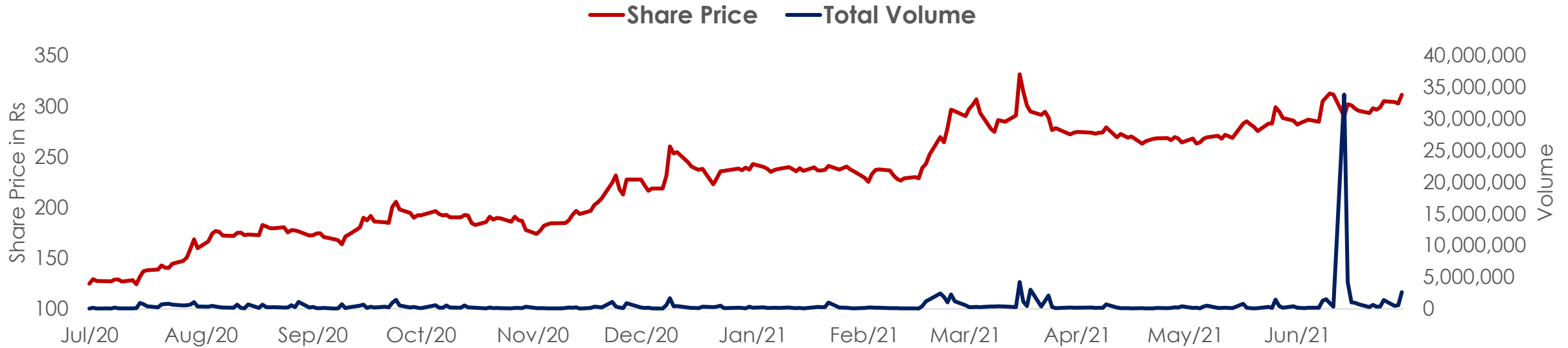
Market Cap



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 till 30th June 2021

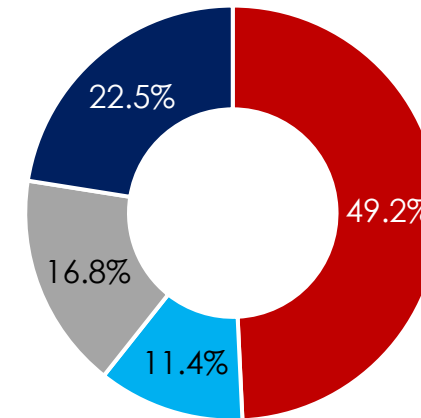
Stock Price and shareholding pattern



Equity Share Information:

- Share Price (June 30, 2021): Rs 311.35/share
- Market Cap (June 30, 2021): Rs 7,026 Crs
- Financial Year: April to March
- Face Value: Rs 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.BOx

Shareholding Pattern (as on June 30, 2021):



■ Promoter ■ Apax Partners ■ FPIs ■ DII/ Others

**Thank
You**

