

Date: August 6, 2019

BSE Limited

Corporate Service Department,
01st 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, 03rd floor,
Plot No. C/1, 'G' block,
Bandra Kurla Complex, Bandra (E),
Mumbai 400 051

Fax: (022) 26598237/26598238

Symbol: ZENSARTECH

Series: EQ

Subject: Outcome of the Board Meeting held on August 6, 2019

This is to inform you that the Board of Directors of the Company at its meeting held today, which commenced at 12.00 noon and concluded at 5.45 PM, inter-alia, unanimously approved/took on record the following:

Financial Results:

Unaudited Standalone and Consolidated financial results of the Company for the quarter ended June 30, 2019 along with Limited Review Report thereon. Copy of the same is enclosed herewith.

Press Release & Analyst Presentation

Press release and analyst presentation on financial results of the Company for the quarter ended June 30, 2019 are enclosed herewith.

Change in the Board of Directors

1. Appointment of Ms. Radha Rajappa (DIN- 08530439) as an Additional Director in the capacity of Independent Director on the Board of the Company, for a term of 5 years effective from August 6, 2019 to August 5, 2024, subject to shareholders' approval at the next annual general meeting/general meeting.

Brief profile of Ms. Radha Rajappa and other additional details are enclosed herewith.

2. Resignation of Mr. Sudip Nandy, Independent Director (DIN- 07199187) from the Board of Directors of the Company, due to time constraints arising out of professional commitments and preoccupations. He has further confirmed that there is no other material reason, for his resignation. The Board has accepted and taken on record the said resignation, effective August 7, 2019.

Further, he also ceases to be a member of Audit Committee, Nomination and Remuneration Committee and Risk Management Committee.

The resignation letter is enclosed herewith.

3. **Reconstitution of Risk Management Committee**

The Risk Management Committee has been reconstituted as under, effective August 7, 2019, by way of induction of Mr. Arvind Agrawal, Independent Director as a member thereof:

Sr No.	Name of the Director	Particulars
1.	Mr. A. T. Vaswani	Chairperson
2.	Mr. Shashank Singh	Member
3.	Mr. Ketan Dalal	Member
4.	Mr. Venkatesh Kasturirangan	Member
5.	Mr. Arvind Agrawal	Member

This is for your information and dissemination purpose.

For **Zensar Technologies Limited**


Gaurav Tongia
Company Secretary



Encl. As above

ADDITIONAL INFORMATION ON DIRECTOR GETTING APPOINTED

Sr. No	Particulars	Ms. Radha Rajappa (DIN: 08530439)
1.	Reason for change viz. appointment, resignation, removal, death or otherwise;	Appointment as Additional Director to be designated as an Independent Director.
2.	Date of appointment	August 6, 2019
	Term of appointment	August 6, 2019 to August 5, 2024, subject to shareholders' approval at the next annual general meeting/general meeting.
3.	Disclosure of relationships between directors (in case of appointment of a director)	Ms. Radha Rajappa is not related to any other Director(s) presently on the Board.
4.	Affirmation	Based on the information provided to the Company, Ms. Radha Rajappa is not debarred from holding the office of a director by virtue of any SEBI order or any other such authority.
5.	Brief profile	<p>Ms. Radha Rajappa is an entrepreneurial business leader with more than 29 years of experience in IT industry handling diverse roles of creating, nurturing and leading businesses from start and scaling existing businesses. She has successfully built and passionately led various businesses in Digital Transformation and IT services.</p> <p>She is an ardent believer of building and nurturing high performance teams and excited about carving business opportunities with leading edge Digital, AI and Cloud technologies. Radha loves cultivating and mentoring startups.</p> <p>Till recently, she was leading Digital and Services business at Microsoft India. She was a member of the India Leadership team driving the transformation for customers to the Cloud and Digital world.</p> <p>She has served for 16 years as a key member of the Executive Leadership team at Mindtree. She was responsible for building and leading the Global Digital Business as the Executive Vice President and established Mindtree as a significant partner for Global clients to "Make Digital Real" for their businesses. Led Mindtree's move to Industry led vertical focus as the leader for Retail, CPG and Manufacturing industry as well as Travel, Transportation and Hospitality.</p> <p>Ms. Radha Rajappa has also served in IBM India in various capacities and in diverse roles encompassing Sales, Marketing and being responsible for various business lines.</p> <p>She holds degree in Electronics and Communications Engineering and a management degree from the Indian Institute of Management (IIM) Bangalore.</p>

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF ZENSAR TECHNOLOGIES LIMITED

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **ZENSAR TECHNOLOGIES LIMITED** ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), for the quarter ended June 30, 2019 ("the Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. The Statement includes the results of the entities listed in Note 3 of the Statement.
5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements)



**Deloitte
Haskins & Sells LLP**

Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Deloitte Haskins & Sells LLP
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)


Hemant M. Joshi
Partner
(Membership No. 38019)

Place: Pune

(UDIN: 19038019AAAA CL2470)

Date: August 6, 2019

Zensar Technologies Limited
Registered Office : Zensar Knowledge Park, Kharadi, Plot # 4 , MIDC, Off Nagar Road, Pune - 411014, India
Statement of Unaudited Consolidated Results for the Quarter ended 30th June, 2019.

(Rs. in Lakhs)

Particulars	Quarter ended			Year Ended
	30-Jun-2019	31-Mar-2019	30-Jun-2018	31-Mar-2019
	Unaudited	Unaudited	Unaudited	Audited
1 Revenue from operations	107,102	105,741	90,466	396,633
2 Other income (net)	1,463	2,500	2,387	9,268
3 Total Income	108,565	108,241	92,853	405,901
4 Expenses				
a. Purchase of traded goods	4,908	3,330	2,503	11,538
b. Changes in inventories	1,294	2,340	1,209	7,278
c. Employee benefits expense	57,522	56,909	48,591	215,258
d. Subcontracting costs	16,224	16,167	13,625	63,302
e. Finance costs	1,663	1,102	586	3,729
f. Depreciation and amortisation expense	3,794	2,512	1,819	8,944
g. Other expenses	12,573	14,012	12,905	51,314
Total expenses	97,978	96,372	81,238	361,363
5 Profit before tax (3-4)	10,587	11,869	11,615	44,538
6 Tax expense				
a. Current tax	3,437	3,737	3,676	14,045
b. Deferred tax	(422)	(187)	(452)	(1,372)
7 Net Profit for the period (5-6)	7,572	8,319	8,391	31,865
8 Net Profit/(Loss) attributable to:				
- Owners	7,451	8,274	8,216	31,359
- Non-controlling interests	121	45	175	506
9 Other comprehensive income, net of income tax				
A. Items that will not be reclassified to profit or loss	(132)	(88)	-	(44)
B. Items that will be reclassified to profit or loss	(796)	640	(151)	403
Total other comprehensive income, net of income tax	(928)	552	(151)	359
10 Total comprehensive income for the period (7+9)	6,644	8,871	8,240	32,224
11 Total comprehensive income attributable to:				
- Owners	6,502	8,839	8,201	31,893
- Non-controlling interests	142	32	39	331
12 Paid-up equity share capital (Face value Rs. 2 each)	4,504	4,504	4,500	4,504
13 Other equity excluding Revaluation Reserves as per balance sheet				189,732
14 Earnings Per Share (EPS) (Face value Rs. 2 each) (not annualised) (refer note 9 below):				
a) Basic	3.31	3.68	3.65	13.93
b) Diluted	3.25	3.62	3.61	13.70

Consolidated Segment wise Revenue & Results for the Quarter ended 30th June, 2019

Particulars	Quarter ended			Year Ended
	30-Jun-2019	31-Mar-2019	30-Jun-2018	31-Mar-2019
	Unaudited	Unaudited	Unaudited	Audited
1 Segment Revenue				
Application Management Services	88,779	89,524	76,913	334,692
Infrastructure Management Services	18,323	16,217	13,553	61,941
Revenue From Operations	107,102	105,741	90,466	396,633
2 Segment Results Profit / (Loss) before tax and finance cost				
Application Management Services	13,670	12,410	11,748	46,602
Infrastructure Management Services	1,265	515	713	3,968
Total Segment Results	14,935	12,925	12,461	50,570
Less: Finance costs	1,663	1,102	586	3,729
Less: Unallocable expenditure net of unallocable income	2,685	(47)	260	2,302
Total Profit before Tax	10,587	11,869	11,615	44,538



Statement of Segment Assets & Liabilities		30-Jun-2019	31-Mar-2019	30-Jun-2018
		Unaudited	Audited	Unaudited
1	Segment Assets			
	Trade Receivables			
	Application Management Services	74,369	72,964	58,875
	Infrastructure Management Services	13,775	14,657	12,564
	Total Trade Receivables	88,144	87,621	71,439
	Inventories			
	Application Management Services	-	-	-
	Infrastructure Management Services	9,594	9,846	10,873
	Total Inventories	9,594	9,846	10,873
	Unbilled Revenue			
	Application Management Services	36,908	31,753	30,099
	Infrastructure Management Services	10,381	5,906	5,396
	Total Unbilled Revenue	47,289	37,659	35,495
	Goodwill			
	Application Management Services	41,454	41,728	36,142
	Infrastructure Management Services	18,547	18,582	18,399
	Total Goodwill	60,001	60,310	54,541
	Unallocable Assets	148,793	113,536	91,699
	TOTAL ASSETS	353,821	308,972	264,047
2	Segment Liabilities			
	Unearned Revenue			
	Application Management Services	6,079	5,677	5,447
	Infrastructure Management Services	3,013	3,747	3,556
	Total Unearned Revenue	9,092	9,425	9,003
	Unallocable Liabilities	142,254	103,616	80,364
	Total Liabilities	151,346	113,041	89,367



Notes :

- 1 These unaudited results have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder as amended from time to time. The above financial results were reviewed and recommended by the Audit Committee and taken on record by the Board of Directors at their meeting held on August 06, 2019.
- 2 The Group, through its subsidiary, Zensar Technologies Inc. entered into a Share Purchase Agreement dated July 27, 2018 to acquire 100% equity in Indigo Slate, Inc ("Indigo Slate"), a USA based IT company for purchase consideration of Rs. 12,348 lakhs (USD 18 million) payable upfront and deferred consideration of an amount upto Rs. 18,522 lakhs (USD 27 million), subject to performance targets over 36 months. The above mentioned acquisition had been consummated in August 2018.
- 3 The consolidated financial results include the results of Zensar Technologies Limited and its subsidiaries viz., Zensar Technologies Inc., Zensar Technologies (UK) Limited, PSI Holding Group Inc., Zensar Technologies IM Inc., Zensar Technologies IM B.V., Zensar (Africa) Holdings Pty Limited, Zensar (South Africa) Pty Limited, Professional Access Limited, Zensar Technologies (Singapore) Pte. Limited, Foolproof Limited, Knit Limited, Foolproof (SG) Pte Limited, Zensar Technologies (Shanghai) Company Limited, Keystone Logic Inc, Zensar Info Technologies (Singapore) Pte Limited, Zensar IT Services Limited, Cynosure Inc, Cynosure Interface Services Private Limited, Cynosure APAC Pty Ltd, Keystone Logic Mexico, S. DE R.L. DE C.V, Keystone Technologies Mexico, S. DE R.L. DE C.V, Indigo Slate Inc and Zensar Technologies (Canada) Inc.
- 4 Other Income (Net) for the quarter ended June 30, 2019 includes foreign exchange gain of Rs. 1,080 lakhs. (Corresponding previous period: net gain of Rs. 1,248 lakhs). Other Income (net) for the quarter and year ended March 31, 2019 includes net foreign exchange gain/(loss) of Rs. (194) lakhs and Rs. 2,899 lakhs respectively.
- 5 During the period ended March 31, 2019, the Parent concluded the sale of two subsidiaries and transfer of customer contracts and employee related liability under a Business Transfer Agreement. Gain arising from such transaction Rs. 1,941 lakhs was recognized under Other Income for both Quarter and Year ended March 31, 2019.
- 6 During the quarter ended June 30, 2019, the Company issued 3,500 equity shares pursuant to the exercise of stock options by certain employees under the "2002 ESOP" and 26,300 equity shares under "2006 ESOP" stock option plan.
- 7 Results of Zensar Technologies Limited on a stand alone basis are hosted on the Company's website www.zensar.com.

Stand-Alone Financial Information

Particulars	(Rs. in Lakhs)			
	Quarter ended			Year Ended
	30-Jun-2019	31-Mar-2019	30-Jun-2018	31-Mar-2019
	Unaudited	Unaudited	Unaudited	Audited
Revenue from operations	33,706	35,269	34,283	137,008
Profit before tax	6,362	10,063	7,944	33,351
Net profit for the period	4,758	8,291	5,912	25,800

- 8 The shareholders in their meeting dated August 05, 2019 have approved the final dividend for year ending March 31, 2019 of Rs. 1.80 per share.
- 9 Shareholders on August 8, 2018 approved the share split [5 equity shares having face value of Rs. 2 each against 1 equity share having face value of Rs. 10 each held] and the record date was fixed as September 10, 2018. Basic and Diluted earnings per share for the previous period has been presented to reflect the adjustment for share split in accordance with Ind AS 33 Earnings Per Share.
- 10 Effective April 1, 2019, the Group adopted Ind AS 116 "Leases", applied to all lease contracts existing on April 1, 2019 using the "Modified Retrospective Approach" and has taken the cumulative adjustment to retained earnings on the date of initial application. Accordingly, comparatives for the year ended March 31, 2019 have not been retrospectively adjusted. The effect of adoption as on transition date has resulted in recognition of Right of Use asset of Rs. 23,810 lakhs and a corresponding lease liability of Rs. 24,630 lakhs. The cumulative effect of applying the standard resulted in Rs. 579 lakhs being debited to retained earnings, net of taxes. The effect of this adoption is insignificant on the profit and earnings per share for the quarter ended June 30, 2019.

Mumbai
Date: August 06, 2019



For and on behalf of the Board


Sandeep Kishore
Managing Director & CEO
DIN:07393680

**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE
FINANCIAL RESULTS**

TO THE BOARD OF DIRECTORS OF ZENSAR TECHNOLOGIES LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **ZENSAR TECHNOLOGIES LIMITED** ("the Company"), for the quarter ended June 30, 2019 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended,



**Deloitte
Haskins & Sells LLP**

including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **Deloitte Haskins & Sells LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)

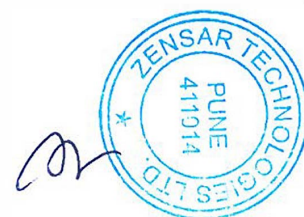

Hemant M. Joshi
Partner
(Membership No. 38019)

Place: Pune

(UDIN: 19038019AAAACK4903)

Date: August 6, 2019

Zensar Technologies Limited				
Registered Office : Zensar Knowledge Park, Kharadi, Plot # 4 , MIDC, Off Nagar Road, Pune - 411014, India				
Statement of Unaudited Standalone Results for the Quarter ended 30th June, 2019.				
(Rs. in Lakhs)				
Particulars	Quarter ended			Year Ended
	30-Jun-2019	31-Mar-2019	30-Jun-2018	31-Mar-2019
	Unaudited	Unaudited	Unaudited	Audited
1 Revenue from operations	33,706	35,269	34,283	137,008
2 Other Income (net)	1,622	3,736	1,699	8,499
3 Total Income	35,328	39,005	35,982	145,507
4 Expenses				
a. Purchase of traded goods	188	160	397	1,209
b. Employee benefits expense	19,853	19,972	19,932	78,949
c. Subcontracting costs	874	1,293	723	3,934
d. Finance costs	515	212	275	918
e. Depreciation and amortisation expense	1,896	1,096	1,035	4,278
f. Other expenses	5,640	6,209	5,676	22,868
Total expenses	28,966	28,942	28,038	112,156
5 Profit before tax (3-4)	6,362	10,063	7,944	33,351
6 Tax expense				
a. Current tax	1,750	1,935	2,216	8,169
b. Deferred tax	(146)	(163)	(184)	(618)
7 Net Profit for the period (5-6)	4,758	8,291	5,912	25,800
8 Other comprehensive income, net of income tax				
A. Items that will not be reclassified to profit or loss	(132)	67	-	111
B. Items that will be reclassified to profit or loss	(177)	163	(3)	427
Total other comprehensive income, net of income tax	(309)	230	(3)	538
9 Total comprehensive income for the period (7+8)	4,449	8,521	5,909	26,338
10 Paid-up equity share capital (Face value Rs. 2 each)	4,504	4,504	4,500	4,504
11 Other equity excluding Revaluation Reserves as per balance sheet				142,579
12 Earnings Per Share (EPS) (Face value Rs. 2 each) (not annualised) (refer note 8 below):				
a) Basic	2.11	3.68	2.63	11.46
b) Diluted	2.08	3.62	2.60	11.27



Notes :

- 1** These unaudited results have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder as amended from time to time. The above financial results were reviewed and recommended by the Audit Committee and taken on record by the Board of Directors at their meeting held on August 06, 2019.
- 2** The Company, through its subsidiary, Zensar Technologies Inc. entered into a Share Purchase Agreement dated July 27, 2018 to acquire 100% equity in Indigo Slate, Inc ("Indigo Slate"), a USA based IT company for purchase consideration of Rs. 12,348 lakhs (USD 18 million) payable upfront and deferred consideration of an amount upto Rs. 18,522 lakhs (USD 27 million), subject to performance targets over 36 months. The above mentioned acquisition had been consummated in August 2018.
- 3** Where financial results are declared for both consolidated and standalone entity, segment information may be presented only in the case of consolidated financial results. Accordingly, segment information has been provided only in the consolidated financial results.
- 4** Other Income (Net) for the quarter ended June 30, 2019 includes foreign exchange gain of Rs. 1,015 lakhs. (Corresponding previous period: net gain of Rs. 647 lakhs). Other Income (net) for the quarter and year ended March 31, 2019 includes net foreign exchange gain of Rs. 553 lakhs and Rs. 2,269 lakhs respectively.
- 5** During the period ended March 31, 2019, the Company concluded the sale of two subsidiaries and transfer of customer contracts and employee related liability under a Business Transfer Agreement. Gain arising from such transaction of Rs. 1,641 lakhs and Rs. 2,080 lakhs was recognized under Other Income for Quarter and Year ended March 31, 2019 respectively.
- 6** During the quarter ended June 30, 2019, the Company issued 3,500 equity shares pursuant to the exercise of stock options by certain employees under the "2002 ESOP" and 26,300 equity shares under "2006 ESOP" stock option plan.
- 7** The shareholders in their meeting dated August 05, 2019 have approved the final dividend for year ending March 31, 2019 of Rs. 1.80 per share.
- 8** Shareholders on August 8, 2018 approved the share split [5 equity shares having face value of Rs. 2 each against 1 equity share having face value of Rs. 10 each held] and the record date was fixed as September 10, 2018. Basic and Diluted earnings per share for the previous period has been presented to reflect the adjustment for share split in accordance with Ind AS 33 Earnings Per Share.
- 9** Effective April 1, 2019, the Company adopted Ind AS 116 "Leases", applied to all lease contracts existing on April 1, 2019 using the "Modified Retrospective Approach" and has taken the cumulative adjustment to retained earnings on the date of initial application. Accordingly, comparatives for the year ended March 31, 2019 have not been retrospectively adjusted. The effect of adoption as on transition date has resulted in recognition of Right of Use asset of Rs. 13,263 lakhs and a corresponding lease liability of Rs. 13,412 lakhs. The cumulative effect of applying the standard resulted in Rs. 97 lakhs being debited to retained earnings, net of taxes. The effect of this adoption is insignificant on the profit and earnings per share for the quarter ended June 30, 2019.

For and on behalf of the Board

Mumbai
Date: August 06, 2019




Sandeep Kishore
Managing Director & CEO
DIN:07393680

Zensar reports 16.4% YoY revenue growth; records 9th consecutive quarter of growth Digital is at 48.5% of revenues

Pune, India, August 6, 2019: Zensar Technologies, a leading digital solutions and technology services company that specialises in partnering with global organisations on their Digital transformation journey, announced its audited consolidated financial results for its first Quarter ending June 30, 2019 of the fiscal year 2019-2020.

Financial Highlights: The Company reported YoY revenue growth of 16.4% at close of Q1FY20 from 131.7 M USD to 153.3M USD and 3.1% sequentially. The PAT for the quarter is at 7.4% of the revenue. Digital revenues continue to grow and have moved up by 28.3% YoY and is now 48.5% of Q1FY20 revenue.

Sandeep Kishore, Chief Executive Officer and Managing Director, Zensar Technologies said, “Digital has grown significantly this quarter, contributing 48.5% of the overall revenues fuelled by the exponential growth in our Cloud, Digital Led next gen CIS business posting approximately 70.3 % YoY growth. Our total order booking for this quarter has been 160 M USD TCV.”

Navneet Khandelwal, Chief Financial Officer, Zensar Technologies said, “The EBITDA has shown an increase, both in sequential and YoY terms at 11.2% and 16.6% respectively. We continue to maintain a prudent cost management strategy with a focus on improving operating metrics. All regions have posted a positive growth in constant currency terms.”

A. Significant Wins Q1FY20:

- Digital Transformation for Sanlam, a leading insurer from South Africa
- Application and development mandate for a large US based hi-tech global company
- Application, integration and support for a leading financial services group in South Africa
- A multi-million-dollar deal for the digital transformation for a UK based conglomerate having diverse interests
- Infrastructure Management for a leading South Africa based administration and technology provider to financial companies
- Guidewire support for one of UK's fastest growing general insurance providers
- Digital warehouse mandate and automated testing for a global sports company
- Application Support & Enhancement and Application Development and Integration for an independent provider of private healthcare in UK

B. Corporate Excellence Snapshot in Q1FY20:

- Zensar mentioned in the Gartner Magic Quadrant for Oracle Cloud Application Services, Worldwide 2019
- Zensar mentioned in Gartner Critical Capabilities for Oracle Cloud Applications Services, Worldwide 2019
- Hfs mentions Zensar as a rising mid-tier company
- Global data covers Zensar's RoD Conclave Analyst and Advisor Day
- Zensar mentioned in the Gartner Magic Quadrant for Data Center Outsourcing and Hybrid Infrastructure Managed Services 2019
- Gartner Critical Capabilities for Managed Mobility Services Global
- ISG Provider Lens Cyber Security Solutions & Services
- Everest Group Digital Workplace Services PEAK Matrix assessment

Note: All numbers are as per the Ind-AS reporting standard without RoW

Q1 FY 20 Revenue and profitability snapshot

Particulars	Q1 FY20		Growth					
	USD Mn	INR Cr	Q-o-Q			Y-o-Y		
			USD	INR	CC	USD	INR	CC
Revenue	\$ 153.3	₹ 1066.1	3.1%	1.8%	3.6%	16.4%	20.8%	18.8%
EBITDA	\$ 21.8	₹ 151.5	11.2%	9.8%		16.6%	21.0%	
EBIT	\$ 16.3	₹ 113.6	1.9%	0.6%		2.3%	6.1%	
PAT	\$ 11.3	₹ 78.7	(8.3%)	(9.5%)		(9.3%)	(5.8%)	

Q1 FY 20 Revenue Growth in Constant Currency

Particulars	Segments	Q1 FY20
		QoQ
Consolidated	For the Company	3.6%
Geography	US	2.3%
	Europe	4.0%
	Africa	14.7%
Services	Digital and Application Services, DAS	1.1%
	Digital Services	3.4%
	Core Application Services	(1.1%)
	Cloud and Infrastructure Services, CIS	17.3%
	Cloud, Digital Led next gen CIS	36.5%
	Core Infrastructure Services	15.3%
	Third Party Maintenance	(4.5%)
	Total Digital Services	7.2%
Industry	Hitech and Manufacturing	5.8%
	Hitech	2.8%
	Mfg.	15.6%
	Retail and Consumer Services	(10.2%)
	Financial Services	8.2%
	Insurance	4.2%
	Banking	21.9%
	Emerging	20.8%

[About Zensar \(www.zensar.com\)](http://www.zensar.com)

Zensar is a leading digital solutions and technology services company that specialises in partnering with global organisations across industries on their Digital Transformation journey. A technology partner of choice, backed by strong track-record of innovation; credible investment in Digital solutions; assertion of commitment to client's success, Zensar's comprehensive range of digital and technology services and solutions enable its customers to achieve new thresholds of business performance. Zensar, with its experience in delivering excellence and superior client satisfaction through myriad technology solutions, is uniquely positioned to help them surpass challenges around running their existing business most efficiently, helping in their legacy transformation, and planning for business expansion and growth through innovative and digital ways.

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About RPG Enterprises (www.rpggroup.com)

RPG Enterprises, established in 1979, is one of India's fastest growing business groups with a turnover of Rs 23000 Cr. The group has diverse business interests in the areas of Infrastructure, Tyres, Pharma, IT and Specialty as well as in emerging innovation led technology businesses.

For any queries please feel reach out:

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Safe Harbor

Certain statements in this release concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorised use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

Zensar reports 16.4% YoY revenue growth; records 9th consecutive quarter of growth Digital is at 48.5% of revenues

Pune, India, August 6, 2019: Zensar Technologies, a leading digital solutions and technology services company that specialises in partnering with global organisations on their Digital transformation journey, announced its audited consolidated financial results for its first Quarter ending June 30, 2019 of the fiscal year 2019-2020.

Financial Highlights: The Company reported YoY revenue growth of 16.4% at close of Q1FY20 from 131.7 M USD to 153.3M USD and 3.1% sequentially. The PAT for the quarter is at 7.4% of the revenue. Digital revenues continue to grow and have moved up by 28.3% YoY and is now 48.5% of Q1FY20 revenue.

Sandeep Kishore, Chief Executive Officer and Managing Director, Zensar Technologies said, “Digital has grown significantly this quarter, contributing 48.5% of the overall revenues fuelled by the exponential growth in our Cloud, Digital Led next gen CIS business posting approximately 70.3 % YoY growth. Our total order booking for this quarter has been 160 M USD TCV.”

Navneet Khandelwal, Chief Financial Officer, Zensar Technologies said, “The EBITDA has shown an increase, both in sequential and YoY terms at 11.2% and 16.6% respectively. We continue to maintain a prudent cost management strategy with a focus on improving operating metrics. All regions have posted a positive growth in constant currency terms.”

A. Significant Wins Q1FY20:

- Digital Transformation for Sanlam, a leading insurer from South Africa
- Application and development mandate for a large US based hi-tech global company
- Application, integration and support for a leading financial services group in South Africa
- A multi-million-dollar deal for the digital transformation for a UK based conglomerate having diverse interests
- Infrastructure Management for a leading South Africa based administration and technology provider to financial companies
- Guidewire support for one of UK's fastest growing general insurance providers
- Digital warehouse mandate and automated testing for a global sports company
- Application Support & Enhancement and Application Development and Integration for an independent provider of private healthcare in UK

B. Corporate Excellence Snapshot in Q1FY20:

- Zensar mentioned in the Gartner Magic Quadrant for Oracle Cloud Application Services, Worldwide 2019
- Zensar mentioned in Gartner Critical Capabilities for Oracle Cloud Applications Services, Worldwide 2019
- Hfs mentions Zensar as a rising mid-tier company
- Global data covers Zensar's RoD Conclave Analyst and Advisor Day
- Zensar mentioned in the Gartner Magic Quadrant for Data Center Outsourcing and Hybrid Infrastructure Managed Services 2019
- Gartner Critical Capabilities for Managed Mobility Services Global
- ISG Provider Lens Cyber Security Solutions & Services
- Everest Group Digital Workplace Services PEAK Matrix assessment

Note: All numbers are as per the Ind-AS reporting standard without RoW

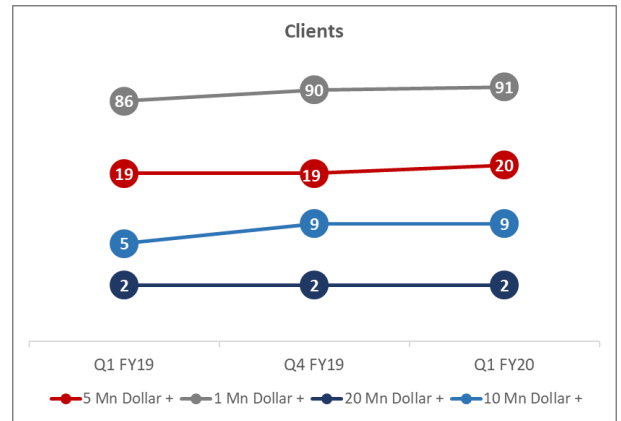
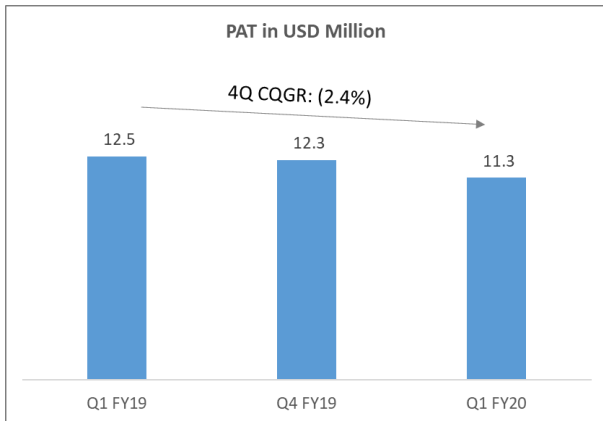
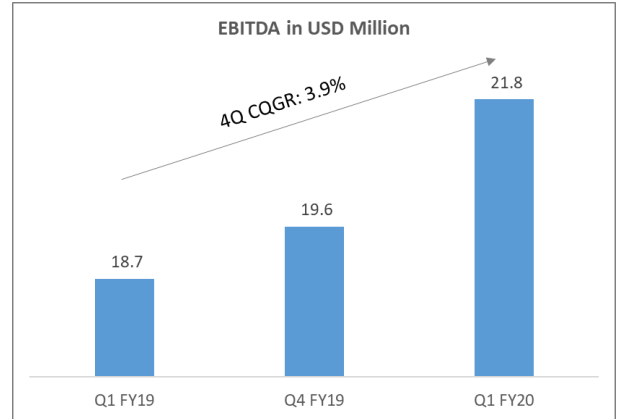
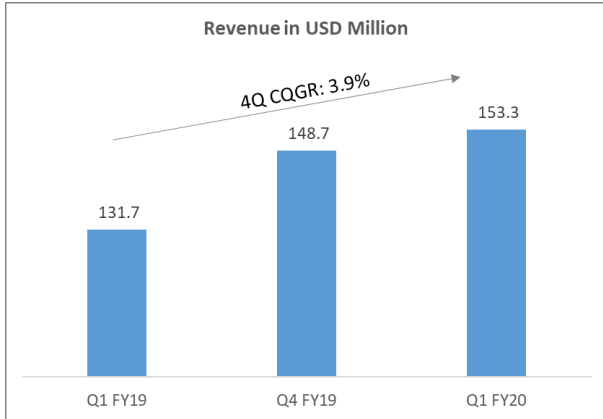
Q1 FY 20 Revenue and profitability snapshot

Particulars	Q1 FY20		Growth					
	USD Mn	INR Cr	Q-o-Q			Y-o-Y		
			USD	INR	CC	USD	INR	CC
Revenue	\$ 153.3	₹ 1066.1	3.1%	1.8%	3.6%	16.4%	20.8%	18.8%
EBITDA	\$ 21.8	₹ 151.5	11.2%	9.8%		16.6%	21.0%	
EBIT	\$ 16.3	₹ 113.6	1.9%	0.6%		2.3%	6.1%	
PAT	\$ 11.3	₹ 78.7	(8.3%)	(9.5%)		(9.3%)	(5.8%)	

Q1 FY 20 Revenue Growth in Constant Currency

Particulars	Segments	Q1 FY20
		QoQ
Consolidated	For the Company	3.6%
Geography	US	2.3%
	Europe	4.0%
	Africa	14.7%
Services	Digital and Application Services, DAS	1.1%
	Digital Services	3.4%
	Core Application Services	(1.1%)
	Cloud and Infrastructure Services, CIS	17.3%
	Cloud, Digital Led next gen CIS	36.5%
	Core Infrastructure Services	15.3%
	Third Party Maintenance	(4.5%)
	Total Digital Services	7.2%
Industry	Hitech and Manufacturing	5.8%
	Hitech	2.8%
	Mfg.	15.6%
	Retail and Consumer Services	(10.2%)
	Financial Services	8.2%
	Insurance	4.2%
	Banking	21.9%
	Emerging	20.8%

Performance Highlights



Income Statement (USD Mn)

Income Statement (USD Mn)	Q1 FY 19	Q4 FY 19	FY 19	Q1 FY 20
Operating revenue	131.7	148.7	557.2	153.3
<i>Sequential Growth</i>	7.5%	4.9%		3.1%
<i>Year-Over-Year Growth</i>	18.1%	21.3%	19.5%	16.4%
Cost of revenue	90.8	105.7	394.6	108.2
Gross profit	41.0	43.0	162.6	45.1
<i>Gross profit % of revenue</i>	31.1%	28.9%	29.2%	29.4%
<i>Sequential Growth</i>	14.2%	10.1%		5.0%
<i>Year-Over-Year Growth</i>	29.7%	19.8%	18.6%	10.2%
Sales and marketing expenses	9.1	10.1	37.7	10.1
General and administration expenses	14.2	14.0	54.5	13.3
Operating expenses	23.3	24.1	92.2	23.4
<i>% of revenue</i>	17.7%	16.2%	16.5%	15.2%
Other operating income	1.0	0.7	2.3	0.0
Earnings before interest, tax, depreciation and amortization (EBITDA)	18.7	19.6	72.7	21.8
<i>EBITDA % of revenue</i>	14.2%	13.2%	13.0%	14.2%
<i>Sequential Growth</i>	28.6%	20.6%		11.2%
<i>Year-Over-Year Growth</i>	58.4%	34.8%	30.8%	16.6%
Depreciation and amortisation	2.7	3.6	12.8	5.5
Earnings before interest and tax (EBIT)	16.0	16.0	59.9	16.3
<i>EBIT % of revenue</i>	12.1%	10.8%	10.8%	10.7%
<i>Sequential Growth</i>	29.0%	23.7%		1.9%
<i>Year-Over-Year Growth</i>	77.5%	29.5%	31.8%	2.3%
Interest	0.9	1.6	5.3	2.4
Exchange Gain/(Loss)	1.9	-0.3	4.3	1.6
Other income	0.7	3.5	7.1	0.5
Profit before tax	17.6	17.7	66.0	16.0
<i>% of revenue</i>	13.4%	11.9%	11.9%	10.5%
<i>Sequential Growth</i>	16.2%	53.8%		-9.3%
<i>Year-Over-Year Growth</i>	60.5%	16.6%	26.3%	-9.0%
Provision for taxation	4.9	5.3	18.8	4.6
Profit after tax (before minority interest)	12.7	12.4	47.2	11.5
<i>% of revenue</i>	9.7%	8.3%	8.5%	7.5%
Minority interest	0.3	0.1	0.7	0.2
Profit after tax	12.5	12.3	46.5	11.3
<i>Profit after tax % of revenue</i>	9.5%	8.3%	8.3%	7.4%
<i>Sequential Growth</i>	17.8%	51.7%		-8.3%
<i>Year-Over-Year Growth</i>	70.4%	16.6%	30.0%	-9.3%

Income Statement (INR Mn)

Income Statement (INR Mn)	Q1 FY 19	Q4 FY 19	FY 19	Q1 FY 20
Operating revenue	8,827	10,476	38,988	10,661
<i>Sequential Growth</i>	11.9%	2.5%		1.8%
<i>Year-Over-Year Growth</i>	22.8%	32.9%	29.7%	20.8%
Cost of revenue	6,083	7,449	27,626	7,524
Gross profit	2,744	3,027	11,362	3,137
<i>Gross profit % of revenue</i>	31.1%	28.9%	29.1%	29.4%
<i>Sequential Growth</i>	19.0%	7.7%		3.6%
<i>Year-Over-Year Growth</i>	34.9%	31.2%	28.6%	14.3%
Sales and marketing expenses	607	713	2,639	701
General and administration expenses	954	985	3,806	923
Operating expenses	1,561	1,697	6,445	1,624
<i>% of revenue</i>	17.7%	16.2%	16.5%	15.2%
Other operating income	69	51	162	2
Earnings before interest, tax, depreciation and amortization (EBITDA)	1,252	1,381	5,079	1,515
<i>EBITDA % of revenue</i>	14.2%	13.2%	13.0%	14.2%
<i>Sequential Growth</i>	37.1%	17.9%		9.8%
<i>Year-Over-Year Growth</i>	64.6%	51.2%	41.8%	21.0%
Depreciation and amortisation	182	251	894	379
Earnings before interest and tax (EBIT)	1,070	1,130	4,184	1,136
<i>EBIT % of revenue</i>	12.1%	10.8%	10.7%	10.7%
<i>Sequential Growth</i>	38.2%	21.0%		0.6%
<i>Year-Over-Year Growth</i>	84.6%	45.8%	42.7%	6.1%
Interest	59	110	373	166
Exchange Gain/(Loss)	124	-18	291	108
Other income	45	246	502	38
Profit before tax	1,181	1,247	4,604	1,116
<i>% of revenue</i>	13.4%	11.9%	11.8%	10.5%
<i>Sequential Growth</i>	23.8%	50.3%		-10.5%
<i>Year-Over-Year Growth</i>	66.3%	30.7%	36.6%	-5.5%
Provision for taxation	328	373	1,310	316
Profit after tax (before minority interest)	853	874	3,294	799
<i>% of revenue</i>	9.7%	8.3%	8.4%	7.5%
Minority interest	17	4	51	12
Profit after tax	836	869	3,243	787
<i>Profit after tax % of revenue</i>	9.5%	8.3%	8.3%	7.4%
<i>Sequential Growth</i>	26.8%	48.3%		-9.5%
<i>Year-Over-Year Growth</i>	79.4%	32.0%	40.6%	-5.8%

Other Metrics	Q1 FY 19	Q4 FY 19	FY 19	Q1 FY 20
Revenue By Service Offering				
Digital & Application Services (DAS)	84.9%	84.9%	84.4%	82.8%
<i>Digital Services</i>	39.2%	41.5%	40.3%	41.4%
<i>Core Application Services</i>	45.7%	43.4%	44.1%	41.4%
Cloud and Infrastructure Services (CIS)	15.1%	15.1%	15.6%	17.2%
<i>Cloud, Digital Led next gen CIS</i>	4.9%	5.4%	5.1%	7.1%
<i>Core Infrastructure Services</i>	4.8%	5.5%	5.6%	6.2%
<i>Third Party Maintenance</i>	5.4%	4.2%	4.9%	3.9%
Total	100%	100%	100%	100%
Total Digital Services	44.0%	46.9%	45.4%	48.5%
Revenue By Industry				
Manufacturing	49.4%	51.1%	50.9%	52.3%
<i>Hi Tech</i>	37.0%	39.2%	38.6%	39.0%
<i>Mfg</i>	12.4%	11.8%	12.3%	13.2%
Retail and Consumer Services	24.7%	21.5%	22.1%	18.7%
Financial Services	23.9%	23.0%	23.7%	23.9%
<i>Insurance</i>	19.7%	17.8%	18.8%	17.9%
<i>Banking</i>	4.2%	5.2%	4.9%	6.0%
Emerging	1.9%	4.4%	3.3%	5.1%
Total	100%	100%	100%	100%
Revenue By Geographical Segment				
US	75.9%	76.9%	76.5%	76.3%
Europe	14.1%	15.1%	14.6%	15.0%
Africa	10.0%	8.1%	8.9%	8.7%
Total	100%	100%	100%	100%
Revenue By Project Type				
Fixed Price	52.2%	54.3%	53.3%	57.0%
Time & Materials	47.8%	45.7%	46.7%	43.0%
Total	100%	100%	100%	100%

Other Metrics	Q1 FY 19	Q4 FY 19	FY 19	Q1 FY 20
Constant Currency				
Operating revenue (Constant Currency mn)	132.7	148.2	561.1	154.0
Sequential Growth	8.3%	4.5%	20.3%	3.6%
Year-Over-Year Growth	16.4%	24.3%	20.3%	18.8%
Constant Currency Growth By Service Offering (QoQ %)				
Digital & Application Services (DAS)	7.7%	6.8%	22.4%	1.1%
<i>Digital Services</i>	13.5%	7.7%	35.2%	3.4%
<i>Core Application Services</i>	3.2%	5.9%	12.7%	-1.1%
Cloud and Infrastructure Services (CIS)	11.7%	-6.6%	10.2%	17.3%
<i>Cloud, Digital Led next gen CIS</i>	16.6%	6.9%	77.8%	36.5%
<i>Core Infrastructure Services</i>	3.2%	-18.5%	-6.9%	15.3%
<i>Third Party Maintenance</i>	15.8%	-2.8%	-7.3%	-4.5%
Total Digital Services	13.8%	7.7%	38.9%	7.2%
Constant Currency Growth By Industry (QoQ %)				
Manufacturing	6.2%	8.0%	19.3%	5.8%
<i>Hi Tech</i>	4.9%	6.9%	26.3%	2.8%
<i>Mfg</i>	10.4%	11.4%	1.5%	15.6%
Retail and Consumer Services	-3.2%	8.0%	-2.0%	-10.2%
Financial Services	26.2%	-2.0%	39.1%	8.2%
<i>Insurance</i>	36.4%	-2.4%	47.9%	4.2%
<i>Banking</i>	-6.6%	-0.7%	13.3%	21.9%
Emerging	53.7%	15.2%	254.7%	20.8%
Constant Currency Growth By Geography (QoQ %)				
US	9.4%	4.6%	21.5%	2.3%
Europe	5.4%	7.5%	22.4%	4.0%
Africa	5.8%	-2.0%	9.5%	14.7%

Other Metrics	Q1 FY 19	Q4 FY 19	FY 19	Q1 FY 20
Client Data				
Number of million dollar Clients (LTM Revenue)				
1 Million dollar +	86	90	90	91
5 Million dollar +	19	19	19	20
10 Million dollar +	5	9	9	9
20 Million dollar +	2	2	2	2
Revenue from top clients				
Revenue- top 5 clients	36.0%	37.0%	36.5%	38.0%
Revenue- top 10 clients	44.4%	47.9%	45.6%	49.2%
Revenue- top 20 clients	56.0%	59.3%	56.3%	61.3%
Repeat business %	86.8%	83.9%	83.3%	84.7%
Number of active clients	246	285	285	289
New clients added in the period (# Refer note at the end)	42	17	123	7
Onsite:Offshore				
Revenue mix				
Onsite	63.7%	67.4%	66.5%	68.1%
Offshore	36.3%	32.6%	33.5%	31.9%
Total	100%	100%	100%	100%
Utilization				
Utilization (excluding Trainees)	85.8%	83.4%	83.4%	82.4%
Employee data				
Headcount				
Technical - Onsite	2,012	2,412	2,412	2,579
Technical - Offshore	5,761	6,188	6,188	6,213
Technical - BPO / Others	253	275	275	213
Marketing	64	76	76	80
Support (including trainees)	700	797	797	1,081
Total	8,790	9,748	9,748	10,166
Gross employees added during the period	724	1,014	3,689	1,279
% of women employees	26.9%	28.5%	28.5%	29.8%
Attrition				
Attrition	18.8%	16.3%	16.3%	16.7%

Other Metrics	Q1 FY 19	Q4 FY 19	FY 19	Q1 FY 20
<u>Exchange Rates</u>				
Rupee Dollar Rate				
Period Closing Rate	68.5	69.2	69.2	69.0
Period Average Rate	67.0	70.5	69.9	69.5
Rupee Euro Rate				
Period Closing Rate	79.8	77.7	77.7	78.2
Period Average Rate	79.9	80.0	80.9	78.5
Rupee GBP Rate				
Period Closing Rate	90.0	90.5	90.5	89.4
Period Average Rate	91.2	91.7	91.8	87.6
Rupee ZAR Rate				
Period Closing Rate	5.0	4.8	4.8	4.8
Period Average Rate	5.3	5.0	5.1	4.9
<u>Revenue By Currency</u>				
Dollar	75.0%	72.6%	73.8%	70.7%
Euro	1.1%	0.9%	5.3%	1.5%
GBP	13.5%	17.0%	13.0%	17.1%
ZAR	9.7%	7.7%	7.1%	8.3%
Others	0.8%	1.8%	0.9%	2.4%
Total	100.0%	100.0%	100.0%	100.0%
Effective Tax Rate	27.8%	29.9%	28.5%	28.4%
<u>Accounts receivables (in days)</u>				
Billed	69	69	69	68
Unbilled	37	33	33	36
Total	106	102	102	104
<u>Summary of Cash and Cash Equivalents</u>				
Cash and Cash Equivalents (USD mn)				
Cash on hand	0.0	0.0	0.0	0.0
<i>Balances with Banks:</i>				
In current accounts	43.8	42.6	42.6	45.5
Deposit with original maturity of less than three months	3.0	4.2	4.2	2.0
<i>Other Bank Balances:</i>				
Unpaid dividend accounts	0.3	0.3	0.3	0.3
Total	47.1	47.1	47.1	47.8
Investment in Mutual Funds	17.3	13.3	13.3	25.1

Other Metrics	Q1 FY 19	Q4 FY 19	FY 19	Q1 FY 20
Summary of Debt				
Debt (USD mn)				
Short-term debt	13.0	23.0	23.0	26.0
Long-term debt	20.0	20.0	20.0	20.0
Total	33.0	43.0	43.0	46.0
Outstanding Hedges				
USD				
Value	91.2	115.2	115.2	108.9
Avg. Rate/ INR	67.6	72.0	72.0	71.6
GBP				
Value	12.9	15.8	15.8	13.3
Avg. Rate/ INR	93.7	94.2	94.2	92.2
ZAR				
Value	111.5	100.8	100.8	195.8
Avg. Rate/ INR	5.4	5.1	5.1	4.8
Summary of Capex				
Capex (USD Mn)	3.2	1.5	6.9	5.0
Earning Per Share (INR/share)				
Basic	3.7	3.7	13.9	3.3
Diluted	3.6	3.6	13.7	3.2
Shareholding				
Public Shareholding	51.1%	51.1%	51.1%	51.1%
Promoter Shareholding	48.9%	48.9%	48.9%	48.9%
Total	100%	100%	100%	100%

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Catch our refreshed new website at: www.zensar.com

[About RPG Enterprises \(www.rpggroup.com\)](http://www.rpggroup.com)

RPG Enterprises, established in 1979, is one of India's fastest growing business groups with a turnover of Rs 23000 Cr. The group has diverse business interests in the areas of Infrastructure, Tyres, Pharma, IT and Specialty as well as in emerging innovation led technology businesses.

For any queries please feel reach out:

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Certain statements in this release concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorised use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

Zensar Technologies

Analyst Presentation, Q1 FY20

Quarter Ending June 30, 2019

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Zensar Technologies records
\$153.3* Mn in Q1FY20
(\$578.8* Mn LTM)

- Part of \$3 B RPG Group
- Portfolio Company of the \$40 B APAX Group
- Among 5 global tech companies to be listed on a major global stock exchange (BSE) for 55+ years
- 48.5% Digital Revenue, (28.3% YoY Growth)

Zensar Business Update

Q1 FY20 : Brief Snapshot

REVENUE

\$153.3 Million

QoQ 3.1%

YoY 16.4%

EBIDTA

\$21.8 Million

QoQ 11.2%

YoY 16.6%

PAT

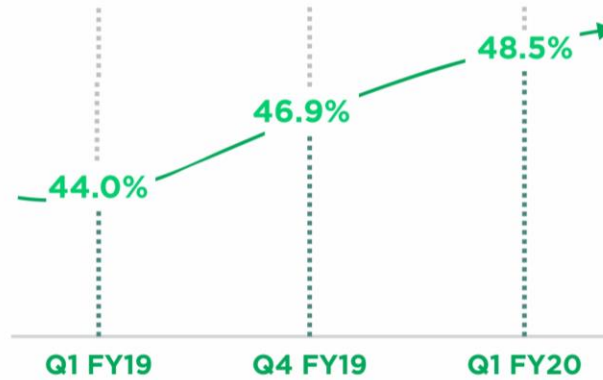
\$11.3 Million

QoQ -8.3%

YoY -9.3%

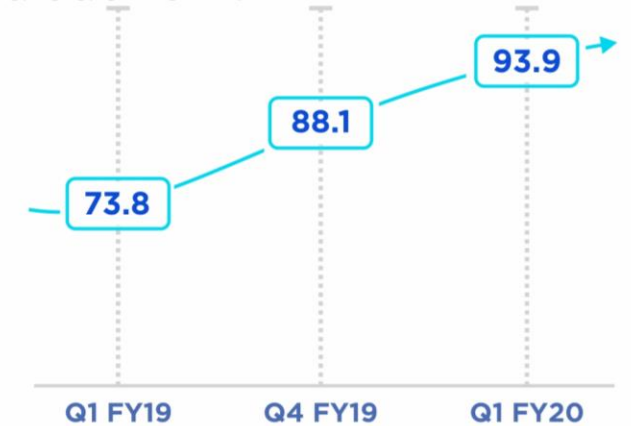
DIGITAL REVENUE

QoQ 6.7% | YoY 28.3%



TOP 20 CLIENTS

4 Q CQGR 6.2%

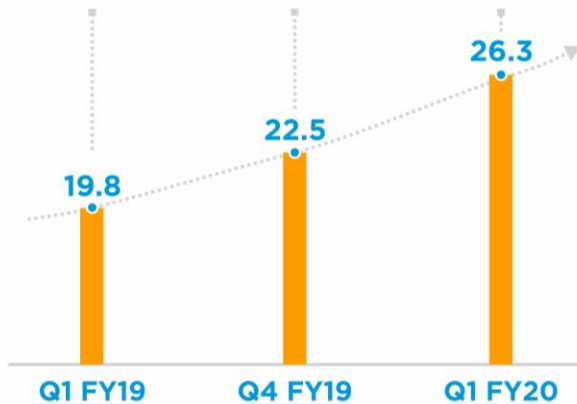


CLOUD & INFRASTRUCTURE SERVICES GROWTH

4 Q CQGR 7.3%

QoQ 17.1%

YoY 32.8%

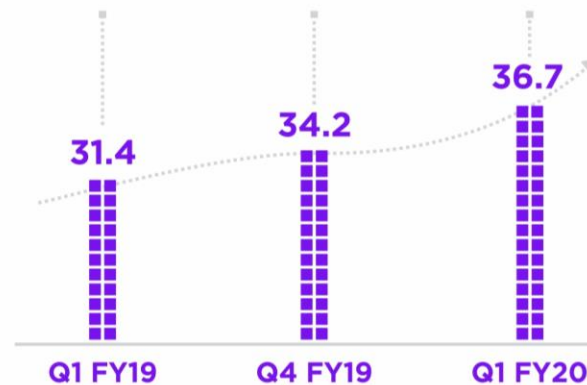


CONTINUOUS GROWTH IN FINANCIAL SERVICES

4 Q CQGR 3.9%

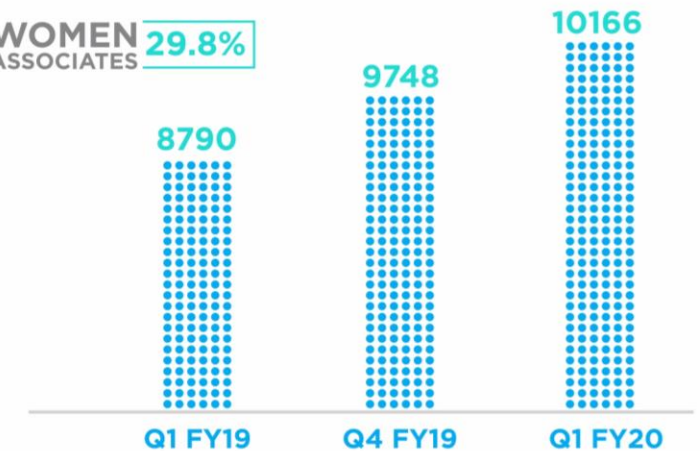
QoQ 7.1%

YoY 16.6%



HEADCOUNT

WOMEN ASSOCIATES 29.8%



Q1 FY20 : Key Achievements

Continued New Win Momentum



Multiple wins in our largest client helping sustain Hi-Tech growth



Multi-million-dollar deal for a UK based conglomerate



Guidewire support for UK's fastest growing insurance providers

Digital Updates



Continued Mega-growth in digital revenues – 48.5% (solid growth of 6.7% QoQ on the back of key Next gen CIS Deals)



Growth in digital revenues on the back of clear focus on Automation driven by Cloud & Infrastructure platforms and RPA

Strengthening of brand 'Zensar'



Named a Top 15 Sourcing Standout by Information Services Group (ISG)



Recognized Third Consecutive Year in Gartner Magic Quadrant for Managed Workplace Services, North America



Global data covers Zensar's RoD Conclave Analyst and Advisor Day

Steady Revenue & Headcount Growth



\$153.3M, highest ever revenue, Q1 FY20



Headcount- 10,166 (net addition of 418 QoQ, 1376 YoY)



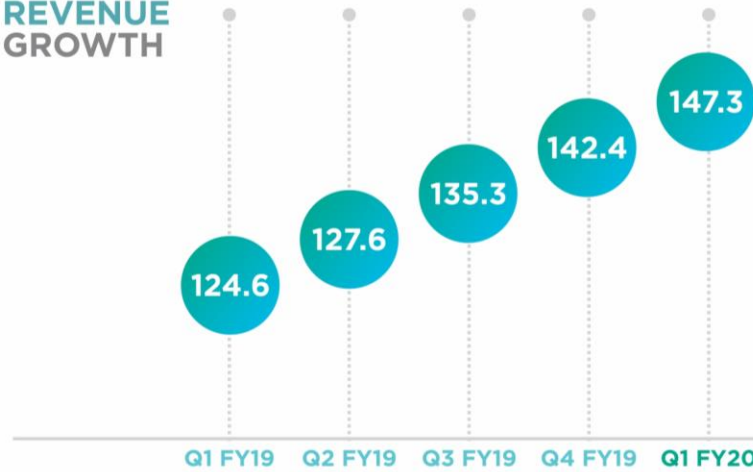
9 accounts of \$10m+ Annual revenues (YoY increase of 4)

Trending in Key Financial Updates (US \$)

QoQ REVENUE INCREASE



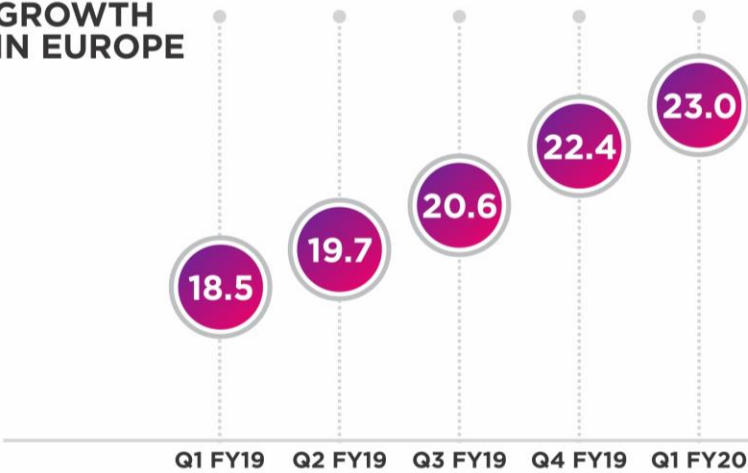
CORE REVENUE GROWTH



US REGION GROWTH



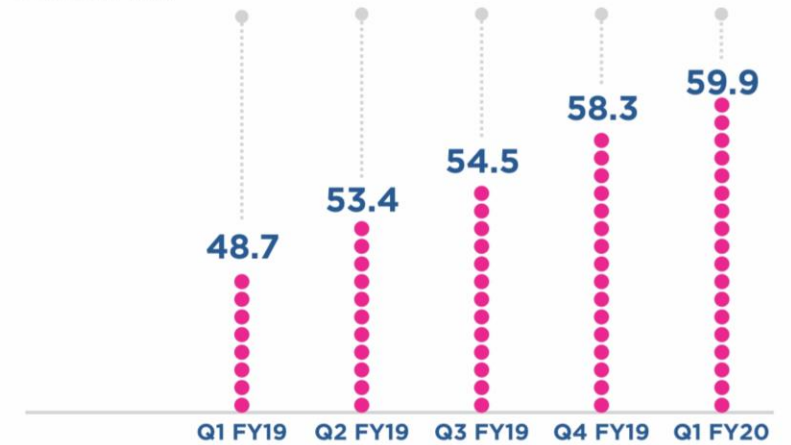
CONSISTENT GROWTH IN EUROPE



DIGITAL & APPLICATION SERVICE GROWTH



HI TECH GROWTH



Q1 FY20 Financials

Particulars	Q1 FY20*		Growth					
	USD Mn	INR Cr	Q-o-Q			Y-o-Y		
			USD	INR	CC	USD	INR	CC
Revenue	\$ 153.3	₹ 1066.1	3.1%	1.8%	3.6%	16.4%	20.8%	18.8%
EBITDA	\$ 21.8	₹ 151.5	11.2%	9.8%		16.6%	21.0%	
EBIT	\$ 16.3	₹ 113.6	1.9%	0.6%		2.3%	6.1%	
PAT	\$ 11.3	₹ 78.7	-8.3%	-9.5%		-9.3%	-5.8%	
	INR/Share		Q-o-Q			Y-o-Y		
EPS (Diluted)	3.2		-10.17%			-10.08%		

*The numbers does not include ROW revenues

@ Scale winning momentum

\$160

Mn+

**TCV wins in
Q1 FY 20**



**Multi-million-dollar deal
for a UK based
conglomerate**



**Digital Transformation
for Sanlam**



**Digital warehouse for a
global sports company**



**Application &
development for Hi-tech
global company**



**Application Development
healthcare provider in
UK**



**Guidewire support for
UK's fastest growing
insurance providers**

Records 59.8% YoY USD Growth*



Revenue up from \$16.2M to \$20.3M (25.5% QoQ US\$ growth)



Records continuously increasing win ratio with this quarter scoring a massive 50%



Fighting multiple large deals across the spectrum which total 40% of total pipeline



Continued receiving analysts mentions from multiple key analyst like Gartner, ISG etc.

Q1 FY20: Key Business Highlights

❑ Pipeline quality and Large Deals

- Healthy demand scenario with major traction in Cloud and Infrastructure Services deals
- 25% of the deals being fought are in the later stages of engagement.
- Large Deals ratio - 50% deals being fought with a TCV over \$5m across Zensar.
- Digital (including RoD and RoD NeXT) witnesses impressive growth across all verticals

❑ Core Business

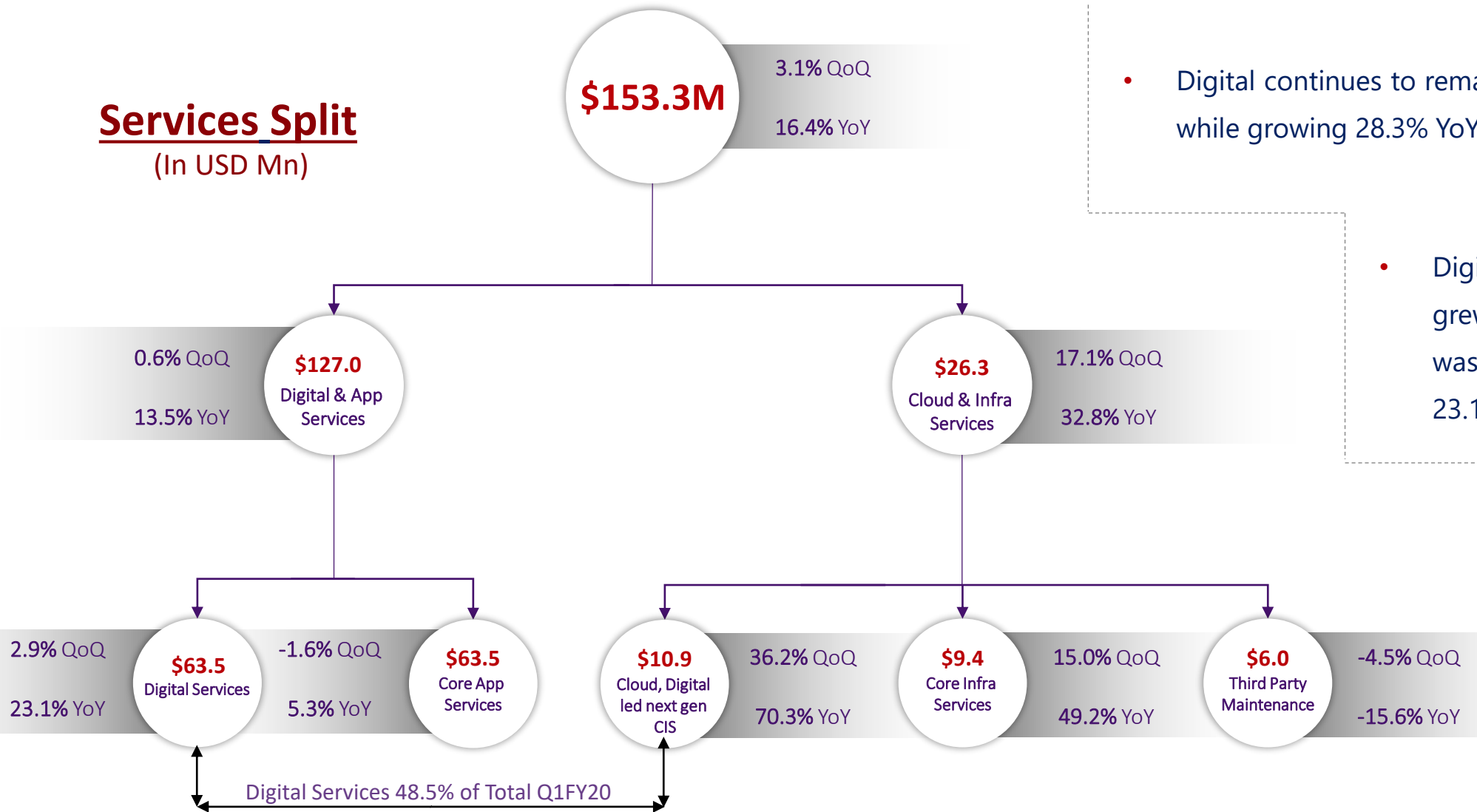
- Digital & Application Services grew 13.5% YoY largely due to growth of 23.1% in Digital Services in US \$ terms.
- Cloud and infrastructure Services business clocked 32.8% QoQ growth. Next Gen Cloud grew exponentially at 70.3% on a YoY basis. Both numbers are in US \$ terms.
- All geographies grew sequentially with US , UK & SA showing a growth of 16.95%, 24.10% and 1.30% YoY respectively in US\$ terms
- The quarter saw growth in core EBITDA from 14.1% of revenue to 14.7% of revenue

❑ Other Highlights

- Revenue from top 20 clients increased by 27.2% YoY and 6.6% QoQ in US \$ terms.
- Largest batch of Freshers inducted till date in the last quarter
- Number of 10Mn+ clients increased from 5 to 9 in the last one year

Q1 FY20 : Digital Growth

Services Split (In USD Mn)



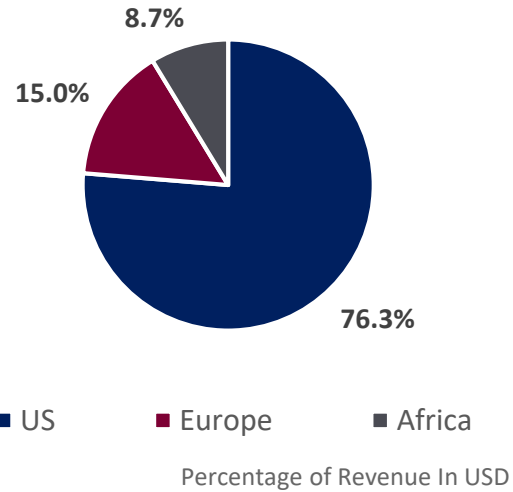
- Digital continues to remain strong and grew 6.7% QoQ while growing 28.3% YoY.

- Digital & Application Services grew 13.5% year on year and this was largely due to growth of 23.1% in Digital Services.

- Cloud & Infrastructure services grew at a 17.1% QoQ. Growth was slightly negated due to continuous decline in Third Party Maintenance business

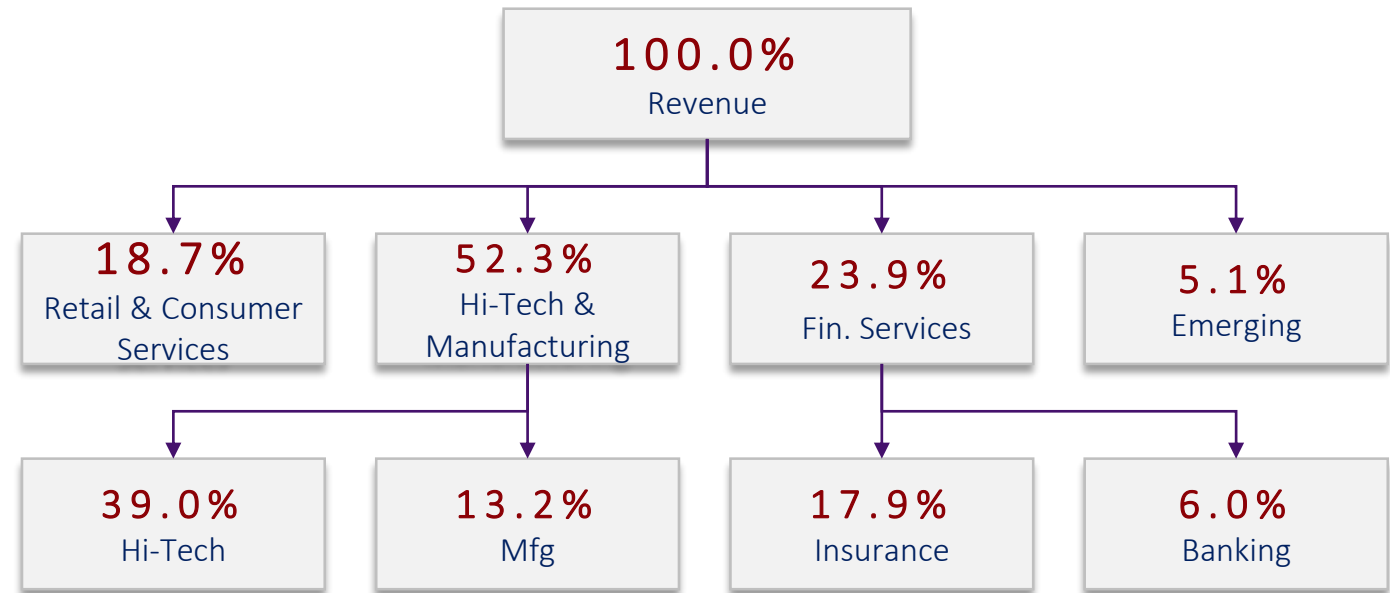
Q1 FY20 : Geographical & Vertical Split

Geographical Split



Geography	QoQ (cc)	YoY (cc)
US	2.3%	16.9%
Europe	4.0%	31.6%
Africa	14.7%	15.4%

Vertical Split



Vertical	QoQ (cc)	YoY (cc)
Retail & Consumer Services	-10.2%	-9.7%
Hi-Tech & Manufacturing	5.8%	25.0%
Fin. Services	8.2%	22.5%
Emerging	20.8%	222.2%

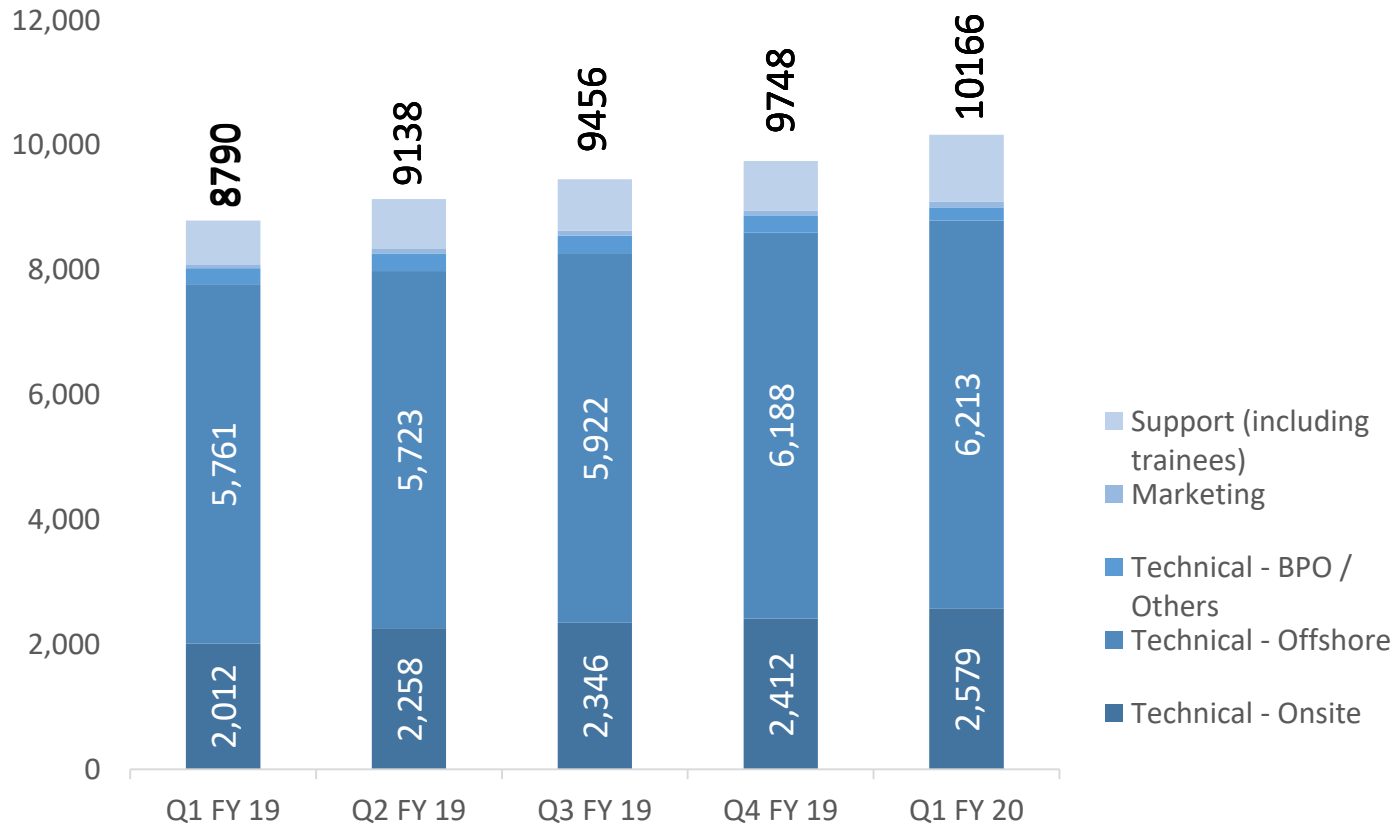
Q1 FY20 : Top Clients Revenue Concentration

Million+ Dollar Clients			
	Q1 FY19	Q4 FY19	Q1 FY20
20 Mn Dollar+	2	2	2
10 Mn Dollar+	5	9	9
5 Mn Dollar+	19	19	20
1 Mn Dollar+	86	90	91

	Revenue Concentration			QoQ and YoY Growth	
	Q1 FY19	Q4 FY19	Q1 FY20	QoQ	YoY
Top 5 Clients	36.0%	37.0%	38.0%	6.1%	22.9%
Top 10 Clients	44.4%	47.9%	49.2%	5.9%	29.0%
Top 20 Clients	56.0%	59.3%	61.3%	6.6%	27.2%

Q1FY20 Employee Details

Employee Headcount



+1376

Net Headcount added in the last year

29.8%

Highest Ever Women % in our workforce Zensarians

16.7%

Employee Attrition Up by 40 BPS

82.4%

Utilisation reduced by 100BPS from last quarter

RoD Conclave, Boston 2019



Successfully concluded Zensar's first-ever Analyst and Advisor meet in Boston on April 9, 2019. **Attended by more than 50 Analysts** from leading firms like Gartner, IDC, Novarica, ISG, Forrester, Avasant, etc.

Gartner

Zensar mentioned in the Gartner Magic Quadrant for Oracle Cloud Application Services, Worldwide

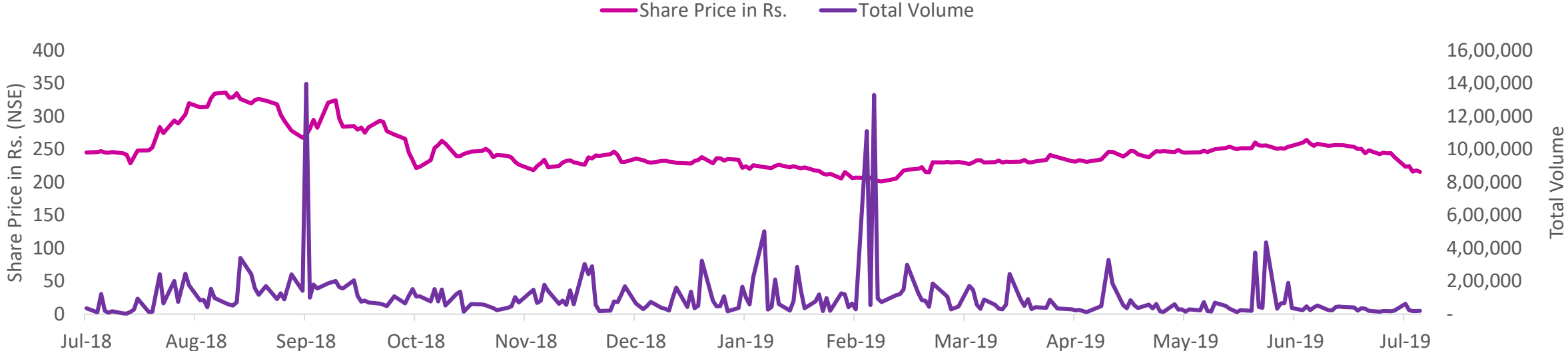


Named a Top 15 Sourcing Standout by Information Services Group (ISG)



Zensar named as a Major Contender in the Everest Group Digital Services PEAK Matrix™ Assessment 2019

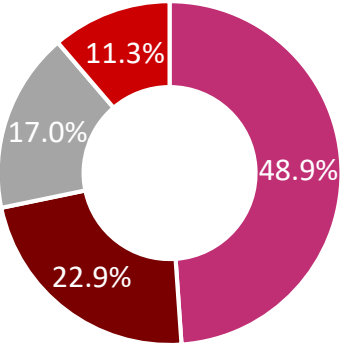
Stock Price and Shareholding Pattern



Equity Share Information:

- Share Price (26th July 2019): INR 215.6/ share
- Market Cap (26th July 2019): INR 4,866 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.BOx

Shareholding Pattern (as on 30th June 2019):



■ Promoter ■ Apax Partners ■ FPIs ■ DIIs/ Others

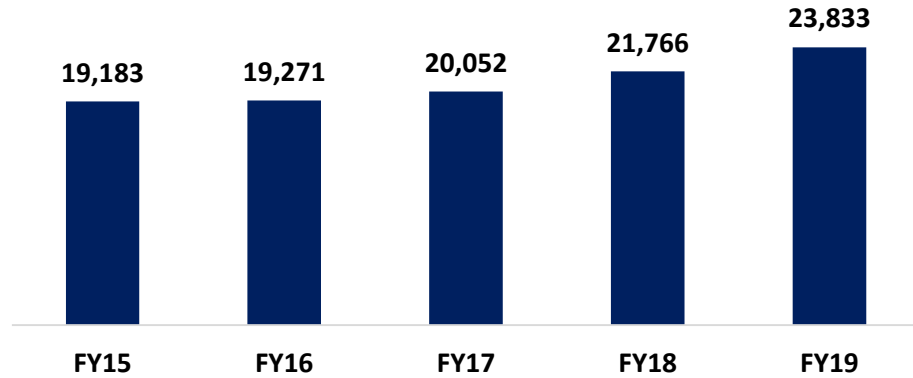
Analyst Presentation for the quarter ending
June 30, 2019

RPG Group Overview

RPG Group: Key Financials

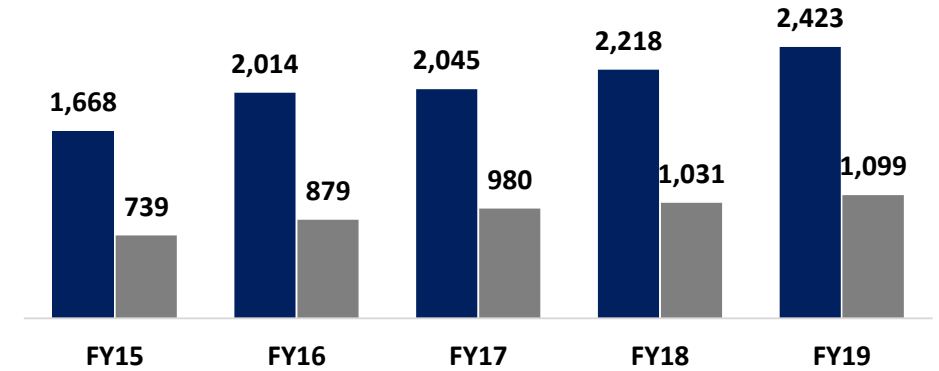
**FY15-19
CAGR: 5.6%**

■ Gross Total Income (Rs Cr.)

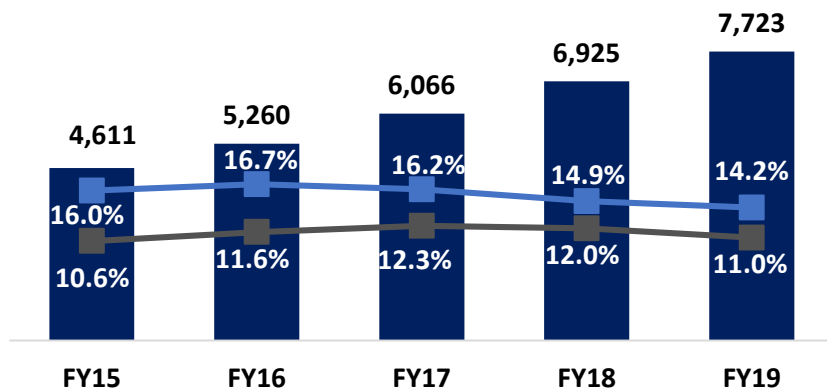


**FY15-19 CAGR:
EBITDA 9.8% PAT 10.4%**

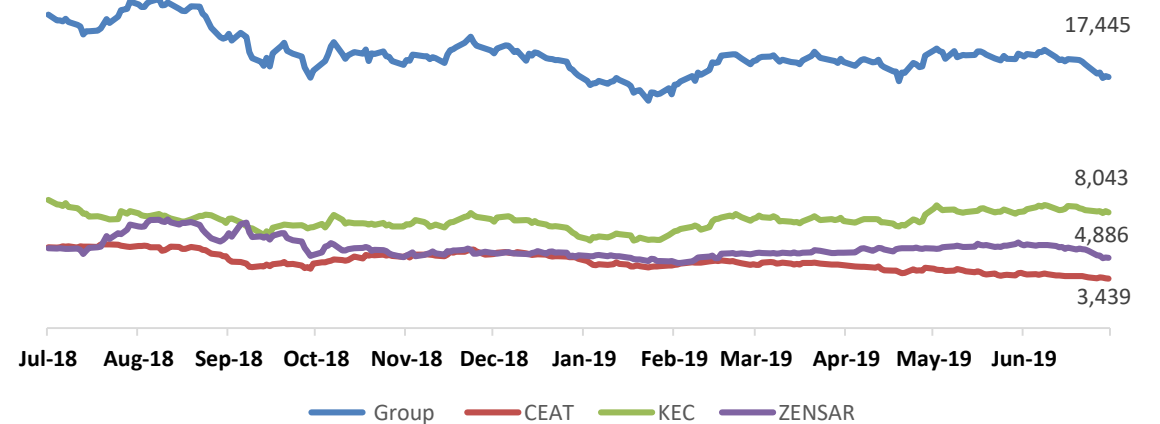
■ EBITDA ■ PAT



■ 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 26th July 2019

Thank You



August 6, 2019

The Board of Directors
Zensar Technologies Limited
Zensar Knowledge Park,
Kharadi, Plot # 4, MIDC,
Off Nagar Road, Pune - 411014,
Maharashtra, India
CIN: L72200PN1963PLC012621

Subject: - Resignation as an Independent Director effective August 7, 2019

Dear Sirs,


I hereby tender my resignation as an Independent Director on the Board of the Company, effective August 7, 2019 due to time constraints arising out of professional commitments and preoccupations. Considering these commitments, I am unable to devote reasonable time, required of an Independent Director of the Company and therefore willingly request the Board to discharge me from this position.

I further confirm that there is no other material reason, other than as provided herein above, for my resignation.

I also convey my thanks to all the fellow Directors for the co-operation, support and patronage extended to me during my tenure as an Independent Director of the Company.

Thanking you,

Yours truly



Sudip Nandy

DIN: 07199187