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19th January, 2016

Bombay Stock Exchange Limited Corporate Service Department

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The National Stock Exchange of India Ltd

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Dear Sirs,

Sub: Press Release

Please find enclosed herewith a press release with respect to Unaudited Financial Results of the Company for the Quarter and Nine months ended 31st December, 2015.

You are requested to kindly take the same on records.

Thanking you,

For ZENSAR TECHNOLOGIES LIMITED

NILESH LIMAYE
COMPANY SECRETARY

∜≫RPG



# Digital services and eCommerce fuel Zensar's growth

12.6% year on year YTD revenue growth at end of Q3 FY 15-16

Pune, India - January 19, 2016: Zensar Technologies announced its third quarter results of FY16 today, reporting year on year revenue growth of 5.5% from INR 717.7 crore to INR 756.8 crore in quarter ended December 31, 2015. The PAT for the same period increased by 2.9% from INR 69.5 crore in Q3 FY 15 to INR 71.5 crore in Q3 FY 16.

The company reported year on year YTD revenue growth of 12.6% from INR 1970.1 crore to INR 2217.9 crore in quarter ended December 31, 2015. The PAT for the same period increased by 23.9% from INR 192.8 crore in Q3 FY 15 to INR 239.0 crore in Q3 FY 16.

Dr. Ganesh Natarajan, Vice Chairman and CEO, Zensar Technologies said, "Our focus on Digital and eCommerce continue to spur growth for Zensar in all territories. The Digital and eCommerce businesses have touched a contribution of 26% to the YTD revenues of the company".

S Balasubramaniam, Chief Financial Officer, Zensar Technologies said, "In addition to the steady performance of the enterprise and infrastructure businesses, we continue to keep our focus on cost management, to ensure that we deliver the double digit margins in the ensuing months ahead."

Syed Azfar Hussain, Global Head, Human Resources, Zensar Technologies said, "The Zensar associate count has grown this Quarter to around 8200. With Digital and eCommerce as keen growth areas for the business, we plan to focus our efforts ahead on new talent acquisition in these areas, and also expect to hire over 20 MBAs from Tier 1 management campuses."

## Significant highlights reported this quarter are:

- The company was mentioned in key industry analyst reports:
  - o IDC report on IoT capabilities offered by SIs in manufacturing
  - o Critical Capabilities for Oracle Application Management Services, Worldwide
  - o Critical Capabilities for SAP Application Management Services, Worldwide
  - Everest PEAK Matrix for Digital Services
  - Everest PEAK Matrix for Insurance, as a Major Contender

### New business:

- o Oracle Commerce implementation on PARADE i.e. Professional Access Rapid Application Deployment Environment, for one of South Africa's leading fashion retailers
- Oracle Commerce implementation for a Latin American technology company
- o Significant multimillion dollar five year Managed Services deal with one of UK's largest retailer.
- o A three year deal for core banking support and maintenance (application support and maintenance) of one of South Africa's four largest banking groups by assets and deposits
- o Digital enterprise services towards improvement of operational excellence for one of South Africa's top providers of vehicle finance and car insurance
- eCommerce implementation for South Africa's leading pharmacist
- Application support deal with Belgium's top management school, consistently ranked amongst the top business schools in Europe







- o Managed Services for an American company that manufactures DNA microarrays
- o Infrastructure products and related implementation and configuration services for an investment firm that manages Global Equity portfolios for institutional investors around the world
- o Multi-vendor support (MVS) for data and communication IP major in Netherlands
- AMS Services for large coffee and beverages company in Sydney, Australia
- Major multi-vendor support (MVS) expansion with the largest healthcare provider in the US
- Significant deal with leading Dairy organisation in India, leading to two more SAP implementations for dairy firms
- The company's SAP unit has achieved significant qualified partner solutions for SAP S/4HANA for Life Sciences 'ZenLife'; for Dairy Industries, 'ZenDairy'; for Industrial Machinery & Components, 'ZenMach' and for migration, 'ZenMIG'.







#### About Zensar (www.zensar.com)

Zensar is a leading software and infrastructure services and solutions provider with industry expertise across Manufacturing, Retail, Insurance, Utilities, Banking, Financial Services and Government. The Company delivers comprehensive services for mission-critical applications, enterprise applications, business intelligence and analytics, business process management and digital enterprise services. Using its multi-shore capabilities, Zensar combines expert consulting, integration and support services with world-class customer service to help organisations attain significant business outcomes. Zensar has 8000+ associates with operations across US, UK, Europe, Middle East, Africa, India and Asia Pacific.

#### About RPG Enterprises (www.rpg.com)

RPG Enterprises is one of India's largest industrial conglomerates. Established in 1979, RPG Enterprises is one of India's fastest growing business groups with a turnover touching Rs. 18,000 cr. The group has fifteen companies managing diverse business interests in the areas of Automotive, Tyres, Infrastructure, IT, Pharmaceuticals, Plantations and Power Ancillaries.







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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 unauthorized 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.



