

June 29, 2016

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Dear Sirs,

Ref: RPG Annual Investor Conference

Sub: Presentations to Analyst / Investors


We refer to our letter dated June 27, 2016 whereby the Company informed Exchange(s) about holding of Analyst / Investors meet at RPG Annual Investor Conference to be held on June 28, 2016 at Mumbai.

In this connection, please find attached Presentations made by the Company to Analyst / Investors at RPG Annual Investor Conference. The enclosed presentations are also available on the website of the Company (www.zensar.com).

Kindly acknowledge the receipt of the Communication.

Thanking you,

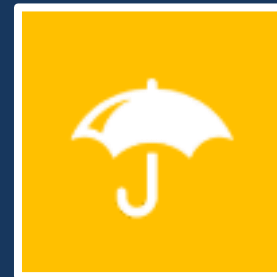
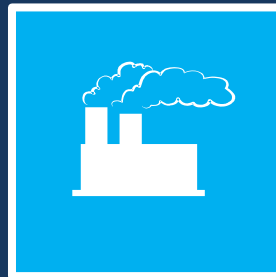
FOR ZENSAR TECHNOLOGIES LIMITED


NILESH LIMAYE
COMPANY SECRETARY



ZENSAR TECHNOLOGIES

ASSURING YOUR RETURN ON DIGITAL



Overview



USD 453 Mn Revenue

5.4% FY16 Y-o-Y growth

12.5%
Revenue CAGR over
the past 5 years

USD 67 Mn EBITDA

5.1% FY16 Y-o-Y growth

11.0%
EBITDA CAGR over
the past 5 years

USD 47 Mn Profit After Tax

9.4% FY16 Y-o-Y growth

10.1%
PAT CAGR over the
past 5 years

29 Global Locations

**Traditional to
Transformational**

8200+ Associates

Key Updates – FY16 (1/2)

Revenue Performance

- Grew 8.5% Y-o-Y in constant currency (CC) terms led by 14.3% growth in Applications business
- Top 20 accounts account 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 and Digital Commerce recorded a growth of 25%+ over last year

Key Updates – FY16 (2/2)

Key Territory Performance

- Africa grew 30% Y-o-Y in constant currency (CC)
- Europe grew 10% Y-o-Y in CC
- 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 had moderate growth due to 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

Large Deal Wins in FY16

- Multi-year Managed Services Deal with UK's largest department store retailer
- Sole system integrator across SFDC and other 3rd part systems for Great Britain's leading purchaser of energy generated by the independent sector
- Multimillion dollar with a leading US kids products retailer to build and install their Ecommerce site
- Zensar's first Oracle Commerce Cloud deal with Latin America's leading Speciality retailer and financial services company
- Multi-year business transformation program with a Global inter-governmental organisation to enhance and reengineer its ERP & BI applications

Analyst Recognition



One of twenty - Magic Quadrant for Data Center Outsourcing & Infrastructure Services, North America. Zensar is now a one-stop-shop for all infrastructure services.



One of twenty leading global System Integrators that are equipped to provide the next generation of Oracle's digital technologies - The New Breed Of Oracle Services Partner



One of twelve Global SIs – IoT Capabilities Offered by Systems Integrators in the Manufacturing Sector – IoT is at the intersection of Digital and Manufacturing in Zensar.



Among the top fourteen technology service providers for Property and Casualty Insurers – Novarica Market Navigator

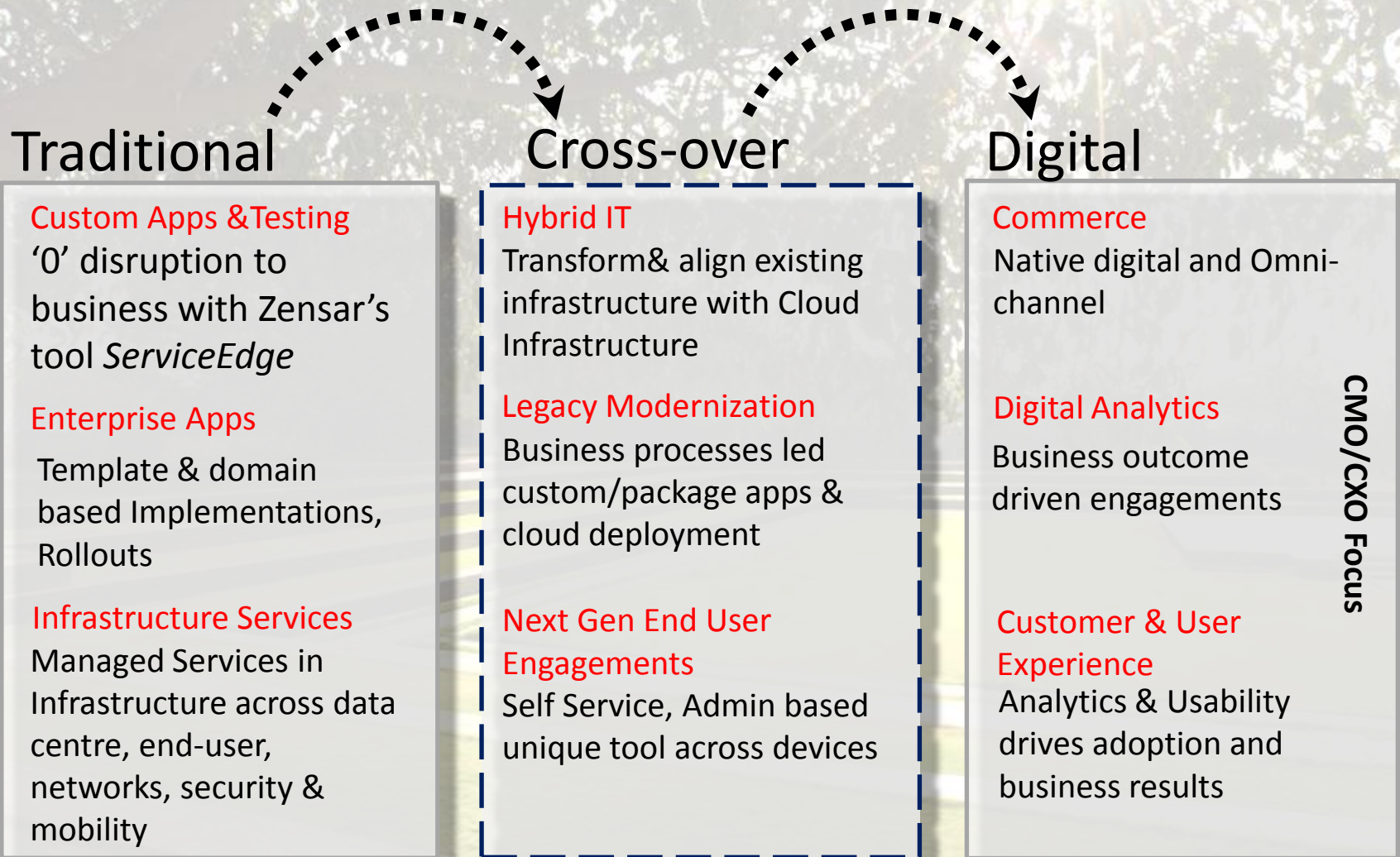
Among eighteen featured in the EverestPEAK Matrix for Digital Services. Zensar's customers rank Zensar high on Buyer Satisfaction.





*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***

Digital Ready - The multi-speed world



Strategy

Core Businesses with Excellence

- **Focus Regions:** US, UK, South Africa
- **Focus Industries:** Manufacturing, Retail, BFSI
- Client Assurance
- High quality delivery to clients
- Operational excellence

Growth Accelerators

- Zensar Digital™
- Zensar Commerce™
- IMS and Cloud
- Large Deals
- Strategic Relationships
- Mergers and Acquisitions

Market and Growth Aligned

- Dedicated Hunting & Farming
- Enhanced focus on all large accounts

Our Growth Engines

Zensar Digital



- To grow to 30% of Revenues in 12 months
- 20% of Revenues from Digital Commerce
- 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 20% of Zensar Revenues in 3 years
- Hybrid IT and RIM to drive all growth
- Zensar's cutting edge Automation IP key differentiator

Strategic Deals



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

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

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

To Summarize: Zensar is...

Partner of choice for some of the world's most successful enterprises



Committed to create direct business impact for our customers

Flexible & nimble - 'Large enough to deliver, small enough to care'



Digital ready, Enabling digital enterprise of the future through 'Return on Digital'

Large Deals Ready

