June 29, 2016

Bombay Stock Exchange Limited Corporate Service Department 1st Floor, P. J. Towers Dalal Street Mumbai 400 001 Fax: (022) 2272 2039/2272 3121	The National Stock Exchange of India Ltd Exchange Plaza, 3rd floor Plot No. C/1, 'G' block Bandra Kurla Complex, Bandra(East) Mumbai 400 051 Fax: (022) 26598237/26598238

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 Analsyst / 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

RPG Investor Conference – 2016

June 28, 2016

Mumbai, India

Market Opportunity and Company Outlook

Digital is the single biggest factor impacting the future of enterprises

new technologies led strategy, business model

disrupts status quo

Relevancy – the most important currency

*Zensar is focused on **Return on Digital** for our customers enabled by*

Digital Agility,

Digital Cross-over of Business & IT Processes,

& Stability of Core systems

Effective business is about
Return on Digital

^ in sales for B2C	∝	Personalized consumer experience
^ in customer loyalty for an Insurer	∝	Customizable premiums
^ as a service products for a Manufacturer	∝	Platform based digital solutions, sensors driven, Analytics

Agility
through Digital

Analytics

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

Cloud

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

Commerce

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

Customer Experience

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

Automation

Reduced development time and cost through automation

Digital Delivery ∝ Business Outcome

Return on Digital

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

Digital Stack

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

Modernization & Automation

Reinvent business applications with intelligent automation

Technology Stack

- Custom Applications
- Enterprise Applications
- Infrastructure Management

Digital Ready - The multi-speed world

Traditional

Custom Apps &Testing

'0' disruption to business with Zensar's tool *ServiceEdge*

Enterprise Apps

Template & domain based Implementations, Rollouts

Infrastructure Services

Managed Services in Infrastructure across data centre, end-user, networks, security & mobility

Cross-over

Hybrid IT

Transform& align existing infrastructure with Cloud Infrastructure

Legacy Modernization

Business processes led custom/package apps & cloud deployment

Next Gen End User Engagements

Self Service, Admin based unique tool across devices

Digital

Commerce

Native digital and Omni-channel

Digital Analytics

Business outcome driven engagements

Customer & User Experience

Analytics & Usability drives adoption and business results

CMO/CXO Focus

Stability
Through
Core Systems

Managed Services

Outcome based services framework ensures 99.9% uptime for customers

Custom Apps with Domain Experience

Helps organizations build domain specific next-gen applications extensible across systems

Infrastructure Mgmt.

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

Oracle

Trusted Transformation Partner globally across the Oracle Stack with 800+ Implementations, Upgrades, & Global Rollouts

60% reduction in test cycles thru **automation**, improving the **multi country time-to-market** by 30% for a leading Insurance company

Automation

100% of orders from **B2B platform** resulting in year-on-year revenue 8% increase for Fortune 100 Mfg Leader

Customer Experience

70% savings thru **Self-Service Digital platform** integrated with **Legacy Claims system** for leading Insurance provider

Two Speed

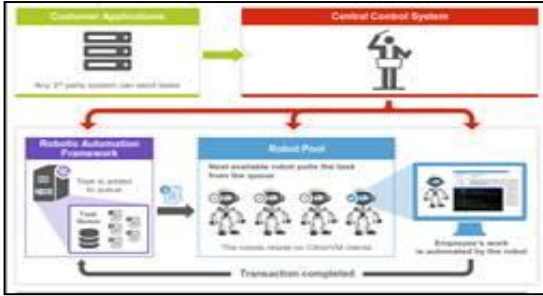91% increase in **online revenue** and 60% increase in **order placed** for a leading luxury fashion retailer

Commerce

17% increase in revenues for a leading supermarkets chain thru **Recommendation engine** built on **Zensar Analytics platform**
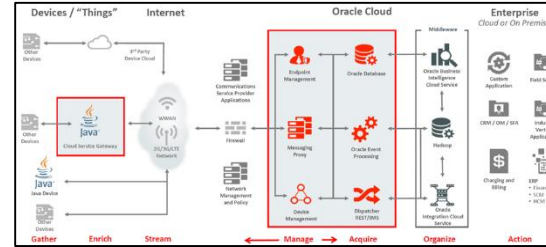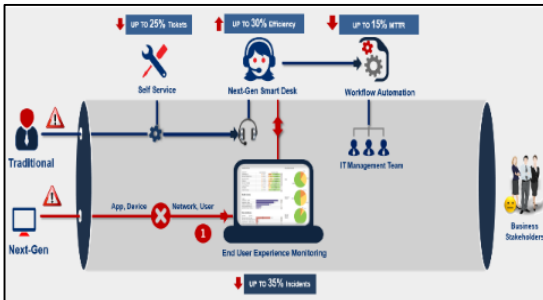
Analytics

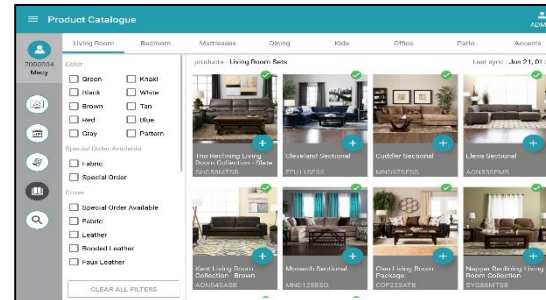# *Delivering the Return*

Through Zensar's Solutions & IPs

Robotics Process Automation

Oracle IoT

Next-Gen IM Services

CMO Solutions

Our Growth Engines

Zensar Digital

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

Strategic Deals

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

IMS Cloud

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

Oracle

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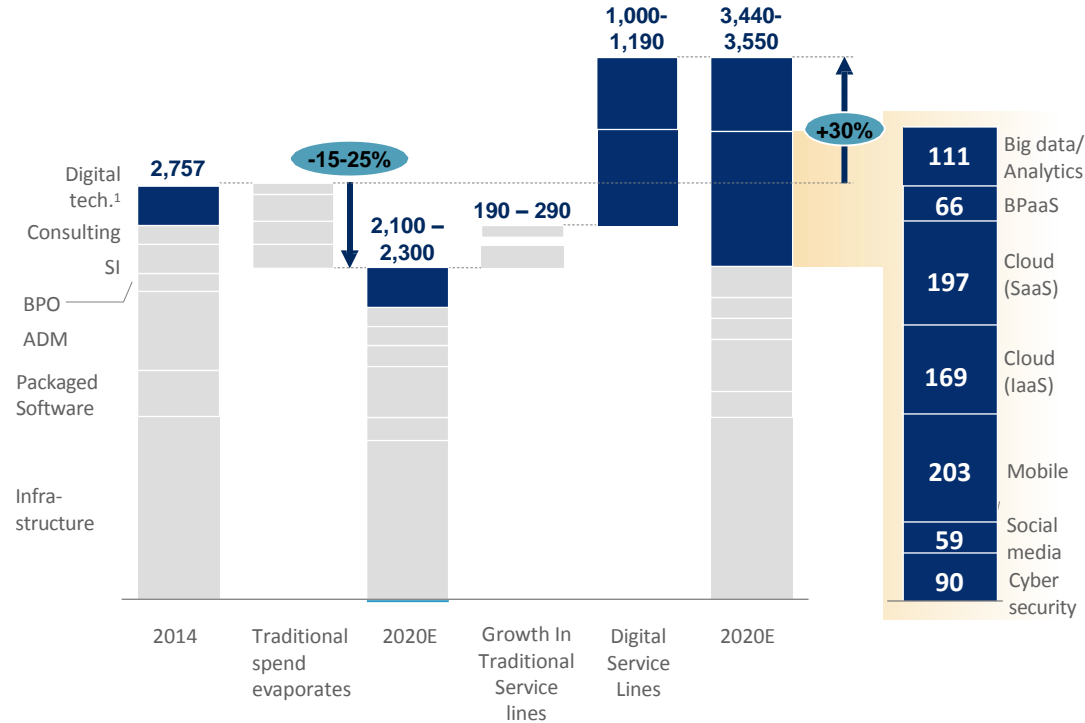- Big Bet on Oracle Cloud SaaS and PaaS solutions

80% incremental spend to be around Digital

Significant shift in the spending mix

Global enterprise technology and business services spend

USD billion

Legend: Traditional Tech / Digital Tech

Chart values:
- 2014: 2,757
- Traditional spend evaporates: -15-25%
- 2020E: 2,100 – 2,300
- Growth In Traditional Service lines: 190 – 290
- Digital Service Lines: 1,000-1,190
- 2020E: 3,440-3,550
- +30%

Digital Service Lines breakdown:
- Big data/Analytics: 111
- BPaaS: 66
- Cloud (SaaS): 197
- Cloud (IaaS): 169
- Mobile: 203
- Social media: 59
- Cyber security: 90

Chart categories (2014 bar): Digital tech.[1], Consulting, SI, BPO, ADM, Packaged Software, Infra-structure

Opportunities

SaaS — **4x** increase in apps

Mobile/Online — **90%** transactions

PaaS — **36% CAGR** market will reach $70 B by 2025

Omni Commerce — **$25 B** by 2020 growing at 8% CAGR

Big Data / Analytics 4x increase driven by micro use cases

CMO organization Key driver for revenue growth Leading consumer of Digital services

IoT — **20%** Y-o-Y growth in software and sensors

Legacy-Digital integration — **$0.1-1** for every **$1** Digital investment

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

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

Zensar Digital – Solutions Stack

Big Data & Analytics

- o Grew **29%** YoY
- o Data Wrangling, Data Science, Analytics & Vsiualization
- o Retail, Insurance, Manufacturing Solutions
- o Zensar's proprietary context platform

Cloud

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

Design Experience

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

Digital Marketing Services

- o Grew **37%** YoY
- o Web ops, Data ops, Marketing ops, Social ops
- o Business Outcome driven engagements
- o Adobe, Oracle, Marketo, SFDC, Sitecore

Zensar Digital – Solutions Stack

B2C Commerce

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

IoT/ Industrial Internet

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

B2B Commerce

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

Cybersecurity

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

Zensar IMS and Cloud Solutions

ZenSar TECHNOLOGIES
Your Transformation Partner

Unified IT Management

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

Next-Gen EUC

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

Hybrid IT

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

Network Security

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

Superscaling *Farm*

- 65 High Potential Accounts with an average relationship age of 6 years

- Zensar rated highly in Delivery in all these accounts

- Multiple Vectors at play where Zensar is ideally positioned to grow

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

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

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

Other Investments

Three-in-a-box

Client Partner Model

Client Specific IP

FY 16
Business Highlights

Highlights for FY16

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

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

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

Highlights for FY16

- **Key Territory Performance:**
  - Africa grew 30% Year-on-Year in Constant currency
  - Europe grew 10% Year-on-Year in Constant currency
  - US grew by 7% and we continue to see increased customer traction led by Digital conversations
- **Key Verticals Performance:**
  - Retail continues to grow strongly on the back of commerce and digital revenues and grew 27% in USD terms
  - BFSI was impacted both by the loss of a key account and the continuing slide of the ZAR
  - Manufacturing was impacted by large project ramp downs and the delay in start of a few projects
- **Onsite-Offshore portfolio :**
  - Onsite offshore mix has improved from 66:34 to 64:36
  - Managed Services as a component of total revenue continue to improve now at 51% against 47% last year

Several Large Deal Wins in FY16

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

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

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

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

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

Analyst Recognition for Zensar

- **Recognized by Gartner** as a 'Key Player' in the 2016 Market Trends for Application Testing Services Must Address the Shift to Digital Business – May 2016

- **Included in the Gartner** Digital Commerce Vendor Guide, 2016 for its Digital Commerce Services – June 2017

- **Identified by Gartner** as a niche player in its Magic Quadrant for 'Data Centre Outsourcing and Infrastructure Utility Services' in North America – *July 2015*

- **Recognised by Gartner** for its Oracle Application Management Service, Worldwide and SAP Application Management Service, Worldwide – *October 2015*

- **Recognized by IDC** in its report on IoT capabilities offered by SIs in manufacturing – *Jan 2016*

- **Recognized by Forrester** for its Digital Experience Delivery Services – *Feb 2016*

- **Acknowledged by Everest** in its PEAK Matrix as a major contender for Insurance Application Outsourcing – *Nov 2015*

- **Acknowledged by Everest** in its PEAK Matrix for its Digital Services – *Nov 2015*

- **Recognized by SAP** for Zensar's SAP solutions - SAP S/4HANA for Life Sciences, 'ZenLife'; for Dairy Industries, 'ZenDairy'; for Industrial Machinery & Components, 'ZenMach' and for migration, 'ZenMIG'

- **Silver Shield for Excellence** in Financial Reporting by the Research & Development committee of the Institute of Chartered Accountants of India for FY14-15 – *Feb 2016*

FY16 Financials

Particulars	FY16		Year-on-Year Growth		
	USD Mn	INR Cr	USD	INR	Constant Currency
Revenue	$ 453	₹ 2,964	5.4%	12.8%	8.5%
EBITDA	$ 67	₹ 440	5.1%	12.3%	
EBIT	$ 60	₹ 395	5.4%	12.6%	
PAT	$ 47	₹ 309	9.4%	16.8%	

Traditional to the Transformational

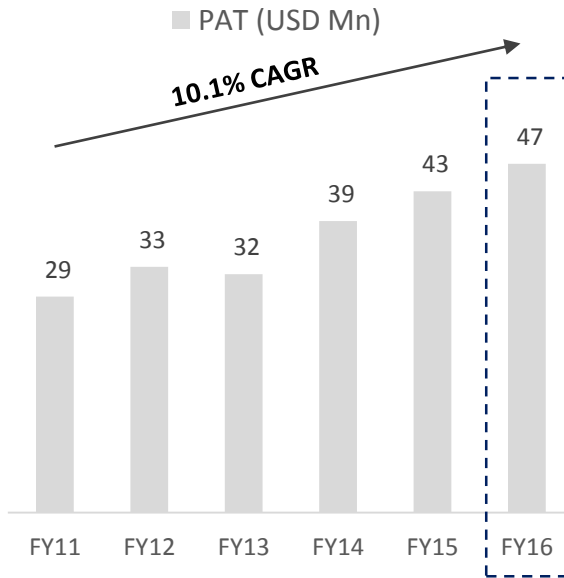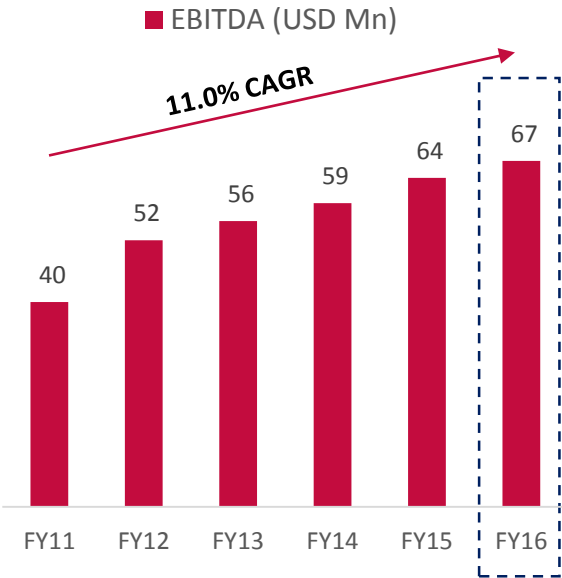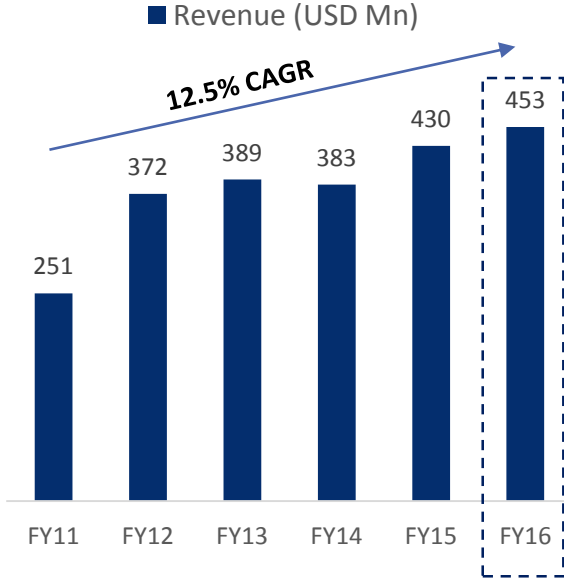Complete technology services portfolio − Applications, Infrastructure, Digital & Industry specific solutions

8200+
Associates

FY16 Performance

US$ Million	FY16	FY15	YoY Growth
Revenue	$ 452.8	$ 429.7	5.4%
Revenue growth (CC)	$ 466.4	$ 429.7	8.5%
EBITDA	$ 67.4	$ 64.1	5.1%
EBITDA%	*14.9%*	*14.9%*	
Tax	$ 17.9	$ 16.6	
Effective Tax Rate	*27.3%*	*27.7%*	
PAT*	$ 47.3	$ 43.2	9.4%
PAT%	*10.4%*	*10.1%*	
EPS - Diluted (INR)	68.6	59.3	** PAT after minority interest*

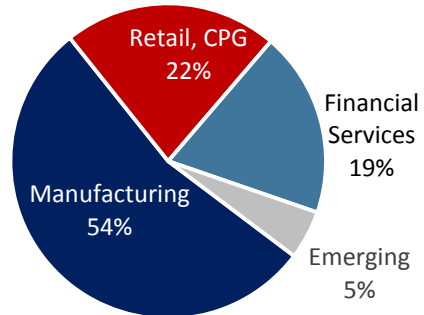# Long-term Growth and Profitability Track Record
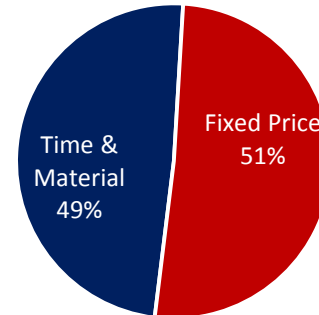
FY16 Revenue Mix

Services

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

Geographies

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

Industries

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

Project

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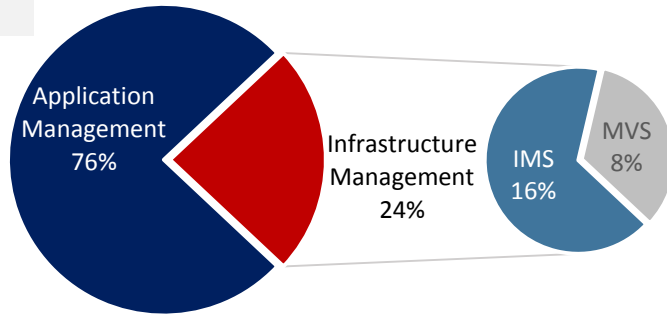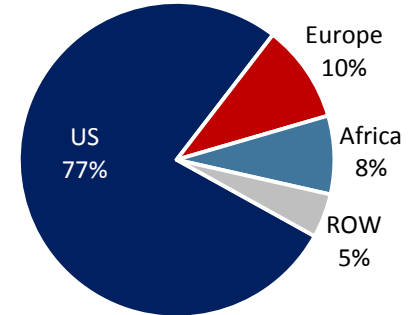
Infrastructure Business

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

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

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

FY16 Client Profile

Million Dollar Clients

20 Mn Dollar+	2
10 Mn Dollar+	4
5 Mn Dollar+	5
1 Mn Dollar+	64

Revenue Concentration

Top 5 Clients	37%
Top 10 Clients	45%
Top 20 Clients	55%

FY16 Employee Details

Headcount	
FY15 Headcount	**8,174**
Net Additions	82
FY16 Headcount	**8,256**
Technical – Onsite	1,522
Technical – Offshore	5,633
Technical – BPO/Others	361
Marketing	137
Support (including Trainees)	603

% of women employees	25.1%

Utilization	
Excluding Trainees	**81%**

Attrition	
Attrition (Annualised)	**16.0%**

Revenue Mix	
Onsite	64%
Offshore	36%
Total	**100%**

Balance Sheet and Cash Flow
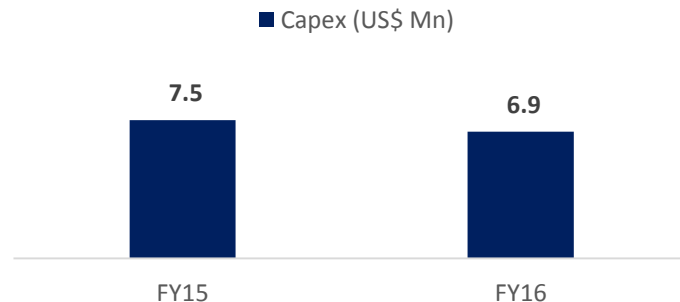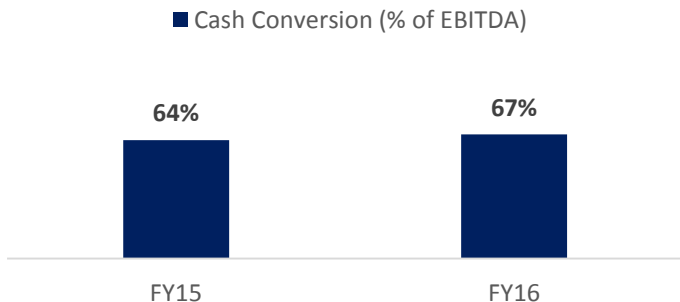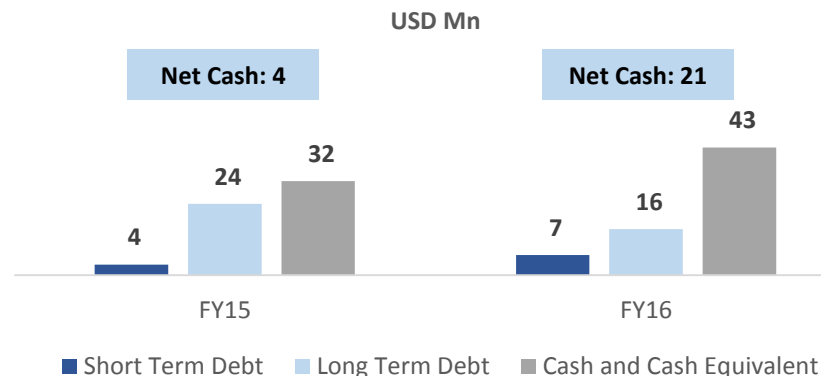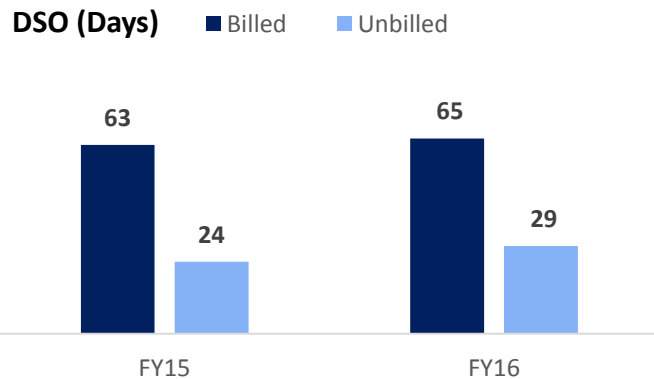
Stock Price and Shareholding

Share Price (Rs.) — Total Volume
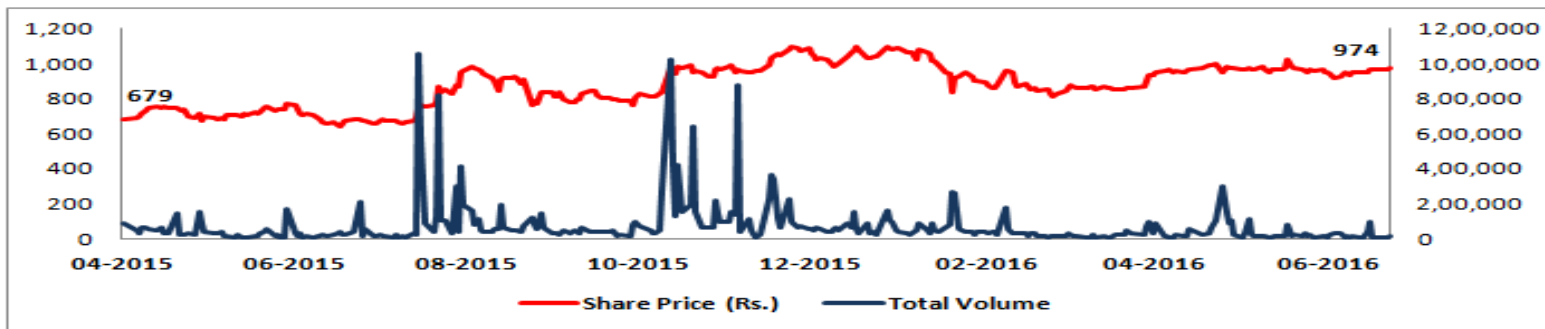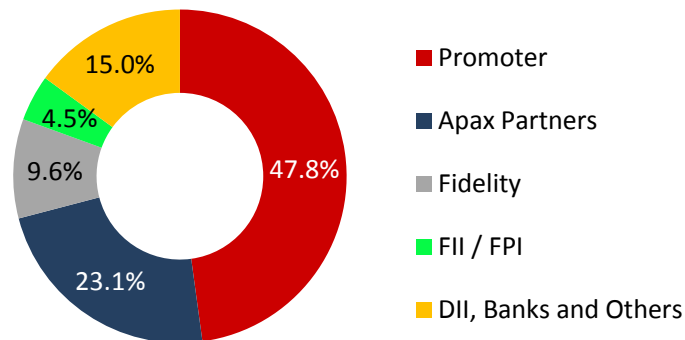
Equity Share Information:

- Share Price (23 June,16): INR 974 / share
- Market Cap (23 June,16): INR 4,352 Crs.
- Financial Year: April to March
- Face Value: INR 10 / share
- Listed on Indian Stock Exchanges:
  a) Bombay Stock Exchange (code: 504067)
  b) National Stock Exchange (code: ZENSARTECH)
- Bloomberg Code: ZENT.IN
- Reuters Code: ZENT.BOx

Shareholding Pattern (as on 31st Mar 2016):

- Promoter — 47.8%
- Apax Partners — 23.1%
- Fidelity — 9.6%
- FII / FPI — 4.5%
- DII, Banks and Others — 15.0%

ZenSar
TECHNOLOGIES
Your Transformation Partner

Thank You