

July 21, 2016

<p>Bombay Stock Exchange Limited Corporate Service Department 1st Floor, P. J. Towers Dalal Street Mumbai 400 001 Fax: (022) 2272 2039/2272 3121</p>	<p>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</p>
---	---

Dear Sirs,

Sub: Press Release

Please find enclosed herewith a press release with respect to Unaudited Financial Results of the Company for the Quarter ended 30th June, 2016.

You are requested to kindly take the same on records.

Kindly acknowledge the receipt of the communication.

Thanking you,

For **ZENSAR TECHNOLOGIES LIMITED**



NILESH LIMAYE
COMPANY SECRETARY
Membership No. A4075



Zensar revenues up 3.1% Q-o-Q

Company reports 10.7% Q-o-Q EBITDA growth and 9.6% Q-o-Q PAT growth in Q1 FY 16-17

Pune, India, July 21, 2016: Zensar Technologies, a leading digital solutions and technology services company that specialises in partnering with global organisations across industries on their Digital Transformation journey, announced its unaudited consolidated financial results for their Quarter ending June 30, 2016, of the fiscal year 2016-2017.

Financial Highlights: The Company reported at close of Q1 FY17: Quarter on quarter revenue growth of 3.1% from 110.5 USD M to 114.0 USD M. PAT for the same period increased by 9.6% from 10.4 USD M to 11.4 USD M. Revenue growth from the same quarter last year is reported at 2.6% from 111.1 USD M to 114.0 USD M. Digital Services remained stable and contributed 27.3% of Q1 FY16-17 revenue.

Corporate Overview: Sandeep Kishore, Chief Executive Officer and Managing Director, Zensar Technologies said, *"The Company has delivered significant traction in Digital Commerce and Infrastructure Management services in the first Quarter of FY 17, and is working with several existing and new clients in the space. The Applications business has also achieved significant growth enabled by key digital levers. Internally, at Zensar, several new initiatives are at play to make Zensar a business that runs fully on Digital. These initiatives will help deliver value to our clients and associates, through enhanced transparency, agility and efficiency in the way we run our business"*.

S Balasubramaniam, Chief Financial Officer, Zensar Technologies said, *"Strong growth in our Application Services business and our relentless focus on mining of existing accounts has resulted in improvement across both revenue and profitability. This coupled with operational and financial discipline has improved our EBITDA to 14.0% levels"*.

Market Leadership: Digital, eCommerce, IMS and Oracle are key levers of growth for Zensar, and significant developments have been made in capabilities, partnerships, client acquisition and new services being taken to market.

Corporate Excellence

- Zensar named in May 25, 2016 **'The Gartner Digital Commerce Vendor Guide, 2016'**, by Gartner analysts Chris Fletcher, Penny Gillespie, Jason Daigler, Mike Lowndes, Yanna Dharmasthira and Sandy Shen.
- Zensar listed as a **'Vendor to Watch in the Applications Testing Service Provider'** space as cited in May 4, 2016 **'Market Trends: Application Testing Services Must Address the Shift to Digital Business Requirements'** [ID G00261886], by Gartner analyst Susanne Matson.
- Zensar cited in March 17, 2016 **'Competitive Landscape: Leveraging Third-Party Maintenance Providers for Data Center and Network Maintenance Cost Optimization, North America'**, by analyst Christine Tenneson of Gartner. Zensar is listed in the hardware support market landscape of providers as a Multi-Vendor Support (MVS) provider, defined as, 'a hybrid of resale/collaborative/TPM' service providers.
- Zensar covered in detail as one of 9 vendors in a report by **Transparency Market Research on Test Automation Market** covering global industry analysis, size, share, growth, trends and forecast for 2016-2024
- Zensar covered in detail as one of 10 providers in a **Markets and Markets Report on Manufacturing Analytics Market** covering Global Forecast to 2021
- Received **Service Excellence Award from Check Point Software Technologies Ltd.** (NASDAQ:CHKP). This award recognises partner organisations who have championed Check Point security



solutions and demonstrated a commitment to excellence in the installation and support of Check Point products and services.

Customer Wins

- Signed a Digital Commerce Consulting deal with a US based provider of customer engagement and loyalty programs
- Signed a new deal with a publicly traded Mexican grocery store and department store chain in the Digital Commerce Implementation space
- Named as Digital Transformation Partner for leading East African Retailer
- Won the Digital Enterprise Advisory and Business Consulting deal with an Indian provider of tyres
- Won Digital Analytics Consulting and Assessment deal with one of Africa's largest paper and plastic packaging businesses
- Won a deal from prestigious hospitality services company in the US, to create a digital business platform for the enterprise and to enable cloud
- Signed a Multi-Year Application Development and Integration deal with a large US Specialty Insurer
- Chosen by a British motoring association for a significant multi-million Application Development, Integration, Support and Enhancement deal
- Won an Oracle EBS Global Design and Implementation deal with a floral and gourmet foods gift retailer in the United States
- Chosen by a global mineral exploration company based in US for Oracle EBS development and customisation along with application maintenance and support
- Successful reimplementation of Oracle EBS R 12 for one of Latin America's largest multinational retailer
- Chosen by an insurance company in Kenya for an Oracle EBS Global Design and Implementation
- Chosen for Testing Consulting by the provider of financial and insurance services for the purchase and long term rental of a leading brand of automobiles
- Signed a Remote Infrastructure Management Services deal with a South African financial services group

Financial highlights for Q1 FY 16-17

Particulars	Q1 FY 16-17		Quarter-on-Quarter Growth			Year-on-Year Growth		
	USD M	INR Cr	USD %	INR %	Constant Currency	USD %	INR %	Constant Currency
Revenue	\$ 115.2	₹ 770.4	4.2%	3.2%	3.7%	3.7%	9.3%	6.1%
EBITDA	\$ 17.1	₹ 114.7	19.1%	18.0%	-	-0.7%	4.7%	-
EBIT	\$ 15.7	₹ 104.7	24.5%	23.3%	-	0.9%	6.3%	-
PAT	\$ 12.3	₹ 82.3	18.3%	17.2%	-	2.6%	8.1%	-



Q1 FY 16-17 Revenue Growth in Constant Currency (US\$)

Particulars	Segments	Q1 FY 16-17 Q-o-Q
Consolidated	For the Company	3.7%
Geography	US	0.8%
	Europe	2.7%
	Africa	9.7%
	Rest of the World (ROW)	43.7%
Services	Application Management Services	4.5%
	Infrastructure Management Services	1.1%
Industry	Manufacturing	6.3%
	Retail and Consumer Services	3.5%
	Financial Services	-0.8%
	Emerging	-8.1%

[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.

Follow Zensar via:

Zensar Blog: <http://www.zensar.com/blogs>

Twitter: <https://twitter.com/Zensar>

LinkedIn: <https://www.linkedin.com/company/zensar-technologies>

Facebook: <https://www.facebook.com/Zensar>

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



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

Mumbai head-quartered RPG Enterprises is one of India's largest industrial conglomerates. With over 15 companies in its fold, the group has a strong presence across core business sectors such as Infrastructure, Tyre, IT and Specialty. Established in 1979, RPG Enterprises is one of India's fastest growing business groups with a turnover in excess of Rs 21,000 crore.

For any queries please feel free to reach out:

PR Contacts (Global Headquarters - India):
Lavanya Jayaram Chief Marketing Officer Zensar Technologies +91 9922243544 lavanya.jayaram@zensar.com
Aradhana Prabhu Public Relations Zensar Technologies +91 9765999749 aradhana.prabhu@zensar.com

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.

