

**Date:** April 25, 2017

**BSE Limited**

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**Scrip Code:** 504067

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**Symbol:** ZENSARTECH  
**Series:** EQ

Dear Sir(s),

**Subject:** Press Release

Please find enclosed herewith a press release titled "**Zensar reports 3.5% year on year revenue growth in constant currency in FY 17- Digital is now at 34.1% of revenue in Q4 FY 17**".

This is for your information and dissemination purpose.

Thanking you,  
Yours faithfully,

For **Zensar Technologies Limited**

  
Nilesh Limaye  
**Company Secretary**  
**Mem. No. A4075**



## Zensar reports 3.5% year on year revenue growth in constant currency in FY 17

Digital is now at 34.1% of revenue in Q4 FY 17

**Pune, India, April 25, 2017:** 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 audited consolidated financial results for Quarter ending March 31, 2017, of the fiscal year 2016-2017.

**Financial Highlights:** The Company reported year on year revenue growth of 3.5% in constant currency at close of FY17 and 1.4% in USD terms from 452.8 USD M to 459.3 USD M. The net profit for the year is at 8.0 % of the revenue at 36.9 USD M. Digital Services contributed 34.1% of Q4 FY 17 revenue.

**Sandeep Kishore, Chief Executive Officer and Managing Director, Zensar Technologies** said, "This year has been a significant one for Zensar with key acquisitions, highly relevant digital partnerships and launch of new solutions focused to our markets. The Company acquired Foolproof Ltd., targeting leadership in CMO driven digital services consistent with our digital strategy and focus, and more recently also acquired Keystone Logic to enhance our Omni Channel capability and Digital Commerce footprint. Our clients have been appreciative of our key digital investments in significant new platforms across Robotic Process Automation, The Vinci™ - Zensar's intelligent managed services platform, Analytics, Cloud, Blockchain etc., as they are all aligned to their business outcomes."

"The most recent Quarter saw a slowdown on client ramp ups in traditional businesses in the US, however digital business continues to grow, with an addition of 11 clients in high growth areas", he added

**Manoj Jaiswal, Chief Financial Officer, Zensar Technologies** said, "It has been a significant year for Zensar with several strategic investments into core digital areas. The key markets of Zensar, UK and Africa, performed reasonably well while US was muted. The profits for the quarter was impacted due to strong currency fluctuations and few onetime costs"

### Significant Wins in FY 17

- A multimillion multi-year digital transformation deal with one of the largest British motoring associations
- A multimillion long term contract on Digital Commerce implementation with one of the world's leading toy retailers
- A multimillion deal in the space of mobile solutions with an American multinational financial services corporation
- A multimillion digital commerce deal with leading American clothing and accessories retailer
- A multimillion digital consulting and implementation deal with one of America's top department stores
- A multimillion dollar application management deal with one of the top departmental stores in UK
- A multiyear deal with a leading global provider of risk management solutions
- A multimillion dollar deal with the commerce arm of multinational conglomerate operating in electronics computer hardware and IT services business
- Oracle FMW deal for a leading non-profit dispute resolution organization in the US
- A multiyear MVS deal with a multinational information technology equipment and services company
- An IMS and Cloud solutions deal for one of the largest pharmaceutical companies in the US
- A multiyear RPA deal with a leading retail investment funds technology and services business based in South Africa
- An IMS and Cloud deal with one of the leading airlines in the US

- A digital testing services multi-million dollar deal with leading gaming company
- An application support and enhancement deal with a design and mobility products company
- A digital workplace solutions deal with a leading commercial bank in the US
- An Oracle EBS implementation deal for a leading American home-furnishings company
- A digital commerce support deal for fashion retailer in the US

#### Corporate Excellence in FY 17

- The Company announced the acquisition of Keystone Logic, targeting leadership in digital commerce and omnichannel services
- Zensar also acquired leading experience design company FoolProof, in order to reinforce its strengths in CMO driven services
- Zensar launched its key innovation hub called 'ZenLabs' with an imperative to make digital explorations aligned to client business outcomes – investing in the future
- The Company also launched its Intelligent Command Centre (ICC) – using hyper automation, autonomies, orchestration and machine learning for providing an integrated view of client operations and building efficiencies
- Zensar launches its Game Testing Centre of Excellence (CoE) to offer custom testing approach aligned with customer's development and testing objectives

#### Industry Recognition in FY 17

Zensar has found significant recognition in the Industry:

- Zensar listed as a Digital Commerce Service Provider in Gartner 2016 Digital Commerce Vendor Guide
- Zensar positioned in Gartner's Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, North America
- The company has been announced as a Niche Player in Gartner's Magic Quadrant for Managed Mobility Services, Worldwide
- Zensar has been positioned in Gartner's Magic Quadrant for Managed Workplace Services, North America(read more)
- Zensar has been reported as a 'Strong Performer' in Forrester Wave for Application Outsourcing Capabilities Of Midsize Offshore Vendors, 2016
- Zensar cited as a 'Vendor to Watch' in Gartner 2016 Market Trends : US
- A Niche and Established service provider in Zinnov Zones - Digital in Retail 2016
- An Aspirant in Everest Group's Insurance AO PEAK Matrix 2016
- IDC Business Strategy: IoT Capabilities Offered by Systems Integrators in the Manufacturing Sector
- Market Guide for Digital Business Consulting Services
- Gartner Magic Quadrant and Critical Capabilities for Oracle Application Services, North America
- Zensar in Zinnov Zones leader quadrant for its RPA Services in Retail
- Gartner's Competitive Landscape: Digital Business Consulting Services
- GartnerHybrid IT Infrastructure Management and Cloud Migrations: Top Providers' Strengths and Weaknesses
- Gartner's Competitive Landscape: Leveraging Third-Party Maintenance Providers for Data Center and Network Maintenance Cost Optimization, North America
- Vendors to Watch in Gartner Market Trends: Application Testing Services Must Address the Shift to Digital Business Requirements



Financial highlights for FY 16-17

Particulars	FY17		Growth		
	USD Mn	INR Cr	Y-o-Y		
			USD	INR	CC
Revenue	\$ 459.3	₹ 3,080.5	1.4%	3.9%	3.5%
EBITDA	\$ 59.3	₹ 398.0	(11.9%)	(9.6%)	
EBIT	\$ 52.7	₹ 353.8	(12.7%)	(10.4%)	
PAT	\$ 36.9	₹ 247.8	(21.9%)	(19.8%)	

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

Particulars	Segments	FY16-17 YoY Growth
Consolidated	For the Company	3.5%
Geography	US	(2.0%)
	Europe	35.7%
	Africa	11.6%
	RoW	11.3%
Services	Application Management Services	6.5%
	Infrastructure Management	(6.1%)
	Maintenance	(11.6%)
	Services	(3.2%)
Industry	Manufacturing	0.4%
	Retail and Consumer Services	21.8%
	Financial Services	1.9%
	Emerging	(31.2%)



**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](http://www.rpggroup.com))**

Mumbai headquartered 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:**

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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.