

June 9, 2017

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

Dear Sirs,

Sub: Analyst Presentation

This has a reference to our letter dated June 8, 2017 whereby the Company informed Exchange(s) of Analyst/Institutional Investor meet on June 9, 2017.

In this connection, please find attached "Zensar Technologies Investor Conference Presentation" for further dissemination. The same is also uploaded on the website of the Company (www.zensar.com)

Kindly acknowledge the receipt of the Communication.

Thanking you,

For Zensar Technologies Limited



Niles Limaye
Company Secretary



Membership no. A4075

Encl: As above

ZENSAR TECHNOLOGIES

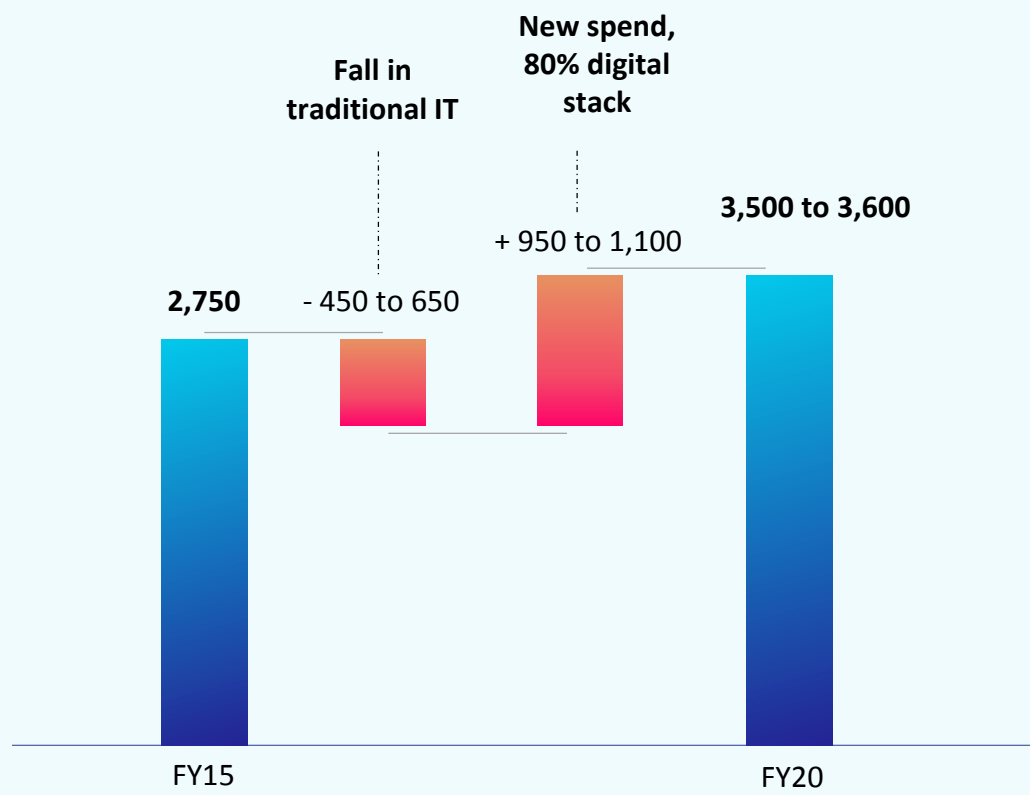
RETURN ON DIGITAL



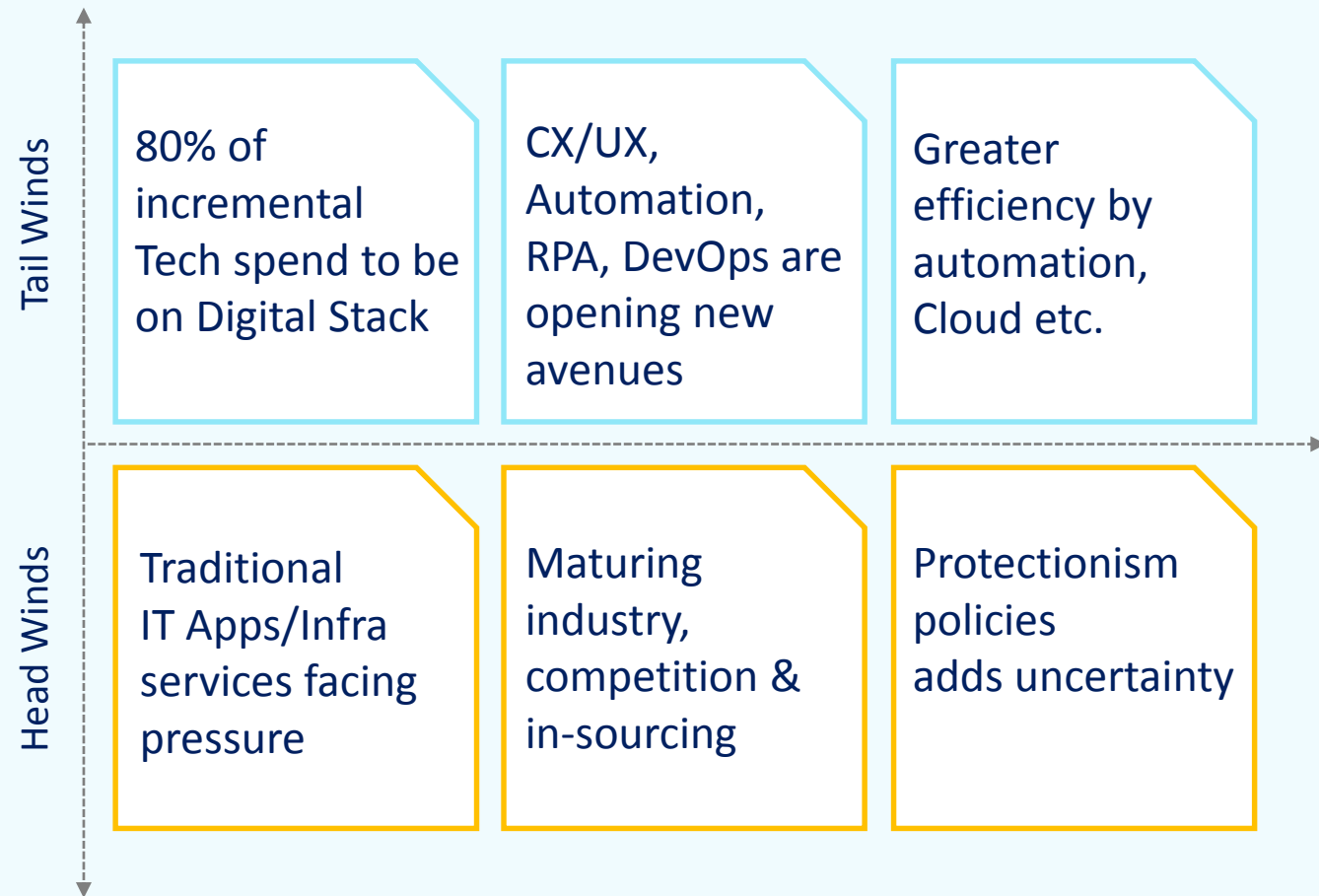
Major disruption in IT market as Digital substitutes traditional IT spending

Majority of new enterprise tech spend to come from Digital Stack – Analytics, Cloud, Mobile, Automation, Security, IoT, CX/UX, BPM, Commerce

Global Enterprise IT spend (\$B)



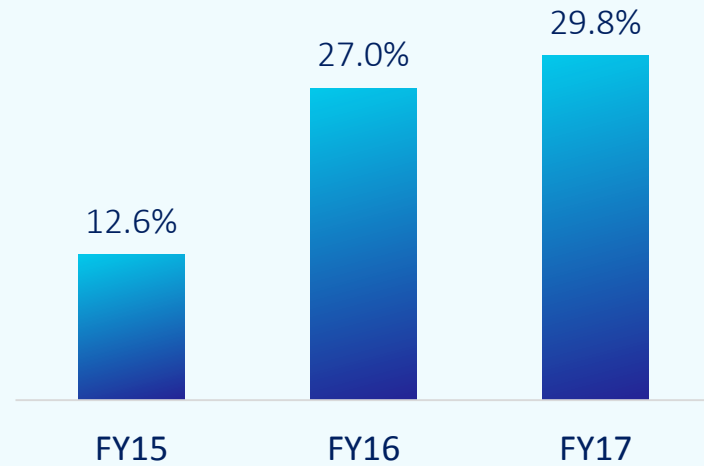
Source: NASSCOM McKinsey study



Decline in spend on traditional IT services, among other factors, has largely reduced the growth of Indian IT sector

Digital @ Zensar

Digital Revenue in Zensar has grown at a **58.9% CAGR** over the last 2 years



Zensar has made multiple investments – both organic and inorganic - over the course of last year to boost its Digital capabilities

Digital is expected to be ~35% of Zensar's revenues in the next 4 quarters



Zensar's Intelligent Managed Services Platform for Maximum Agility and Efficiencies



ZenAnalytica Predictive Analytics – Extract Valuable Insights Faster



Blockchain – Digital Transactions get Secure and Transparent





Robotic Process Automation – Transforming Business through Automation



Gear up for the Office of the Future with Digital Workplace Services

Zensar's Unique **Living Digital** Offering for clients

 <h3>Engaging Digital</h3> <p>Employee Engagement</p> <p>Employee engagement solutions to enhance employee innovation, efficiency and engagement.</p> <p>↑ 10-15% Employee Satisfaction</p>	 <h3>Operating Digital</h3> <p>Operating & Productivity</p> <p>Operating and productivity solutions to improve core business processes.</p> <p>↑ 15-20% Operating Productivity</p>	 <h3>Managing Digital</h3> <p>Reporting & Dash Boarding</p> <p>Reporting and dash boarding solutions for the leadership to assist in informed decision making.</p> <p>↑ 15-20% Customer Satisfaction</p>	 <h3>Partnering Digital</h3> <p>Customer Engagement</p> <p>Customer engagement solutions that help improve customer outreach, engagement and satisfaction.</p> <p>↑ 10-20% Sales Acceleration</p>
--	---	---	--

Zensar's Platform Based | Mobile First | Cloud First | 100% Digital | Pre packaged & Customized Development



At Zensar, we are **LIVING DIGITAL**



*Investing in innovations for
transformations in future technology*



*Zensar's
Intelligent Command Centre*

Multiple Digital and Traditional Wins over last 12 months

Digital Services Wins

Digital Transformation for Europe Auto Insur.

App Cloud Migration & Management for leading US Hi tech manufacturing company

Omni channel implementation for leading US Clothing and accessories retailer

RPA for South Africa's leading Financial Services company

Digital Testing services for leading online / mobile gaming company

Traditional Services Wins

Mobile Solutions for American Multinational financial services corporation

Application Management deal with top UK departmental store

Application Dev and support for leading industrial manufacturing company in US

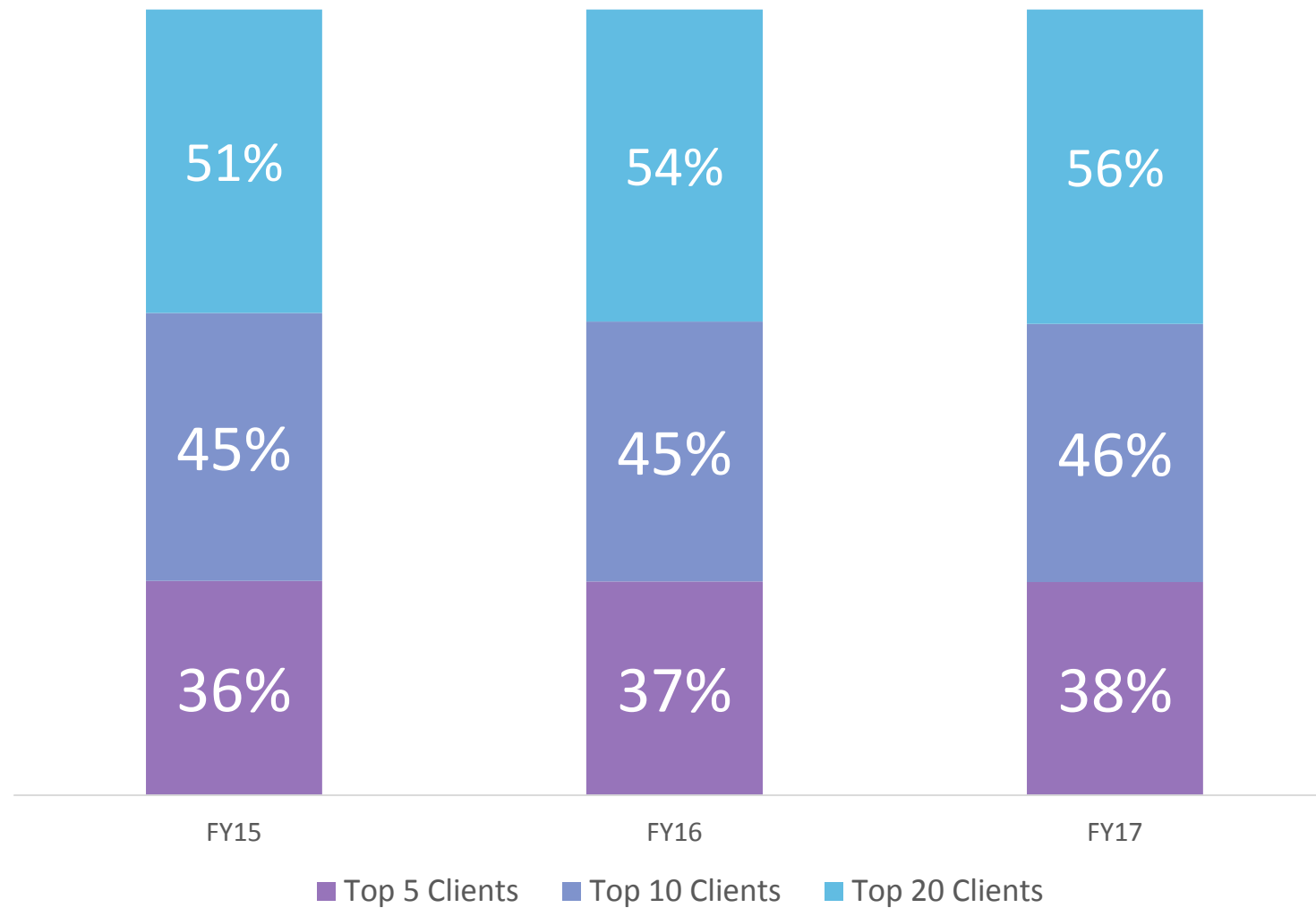
Oracle deal with Japanese multinational IT equipment & services company

IMS Cloud deal with leading Airlines in the US

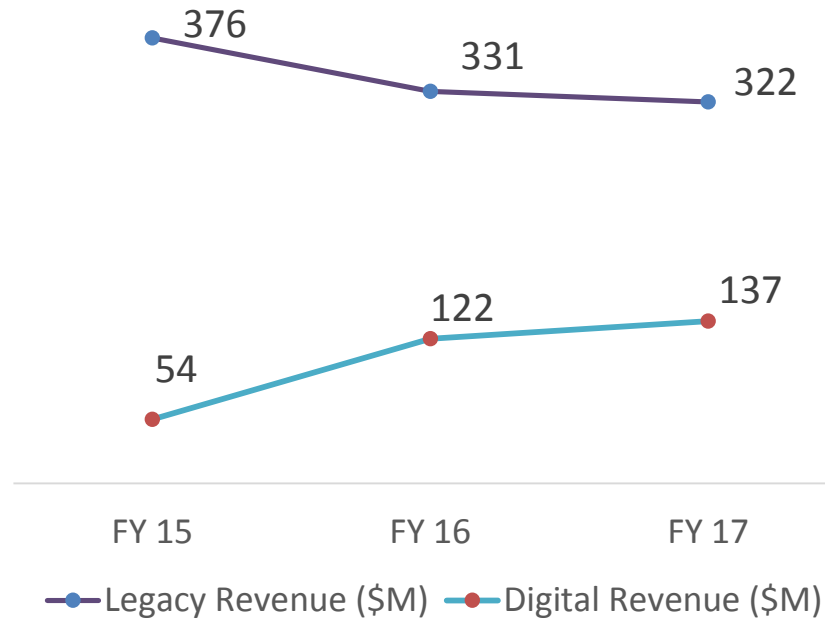
Total large deals worth \$ 300+ Million closed through the year

Digital Conversations with Top Clients

Zensar retained 100% its top clients in FY 17
Digital conversations with more than 70% of our top 50 clients

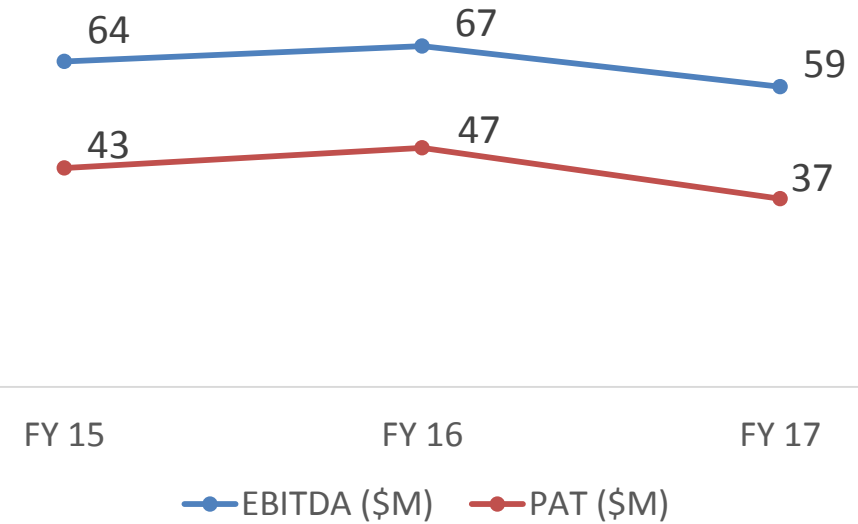


Revenue and Profitability Trend



Legacy Revenue ↓ by 7.3 %
CAGR over last 3 years

Digital Revenue ↑ by 58.9%
CAGR over last 3 years



Impact on FY 17 profitability:

- Exchange rate fluctuation
- Projects delays leading to lower utilization
- Clean-up of the MVS business
- Clean-up of Debtors in India
- Other one-time expenses of ~\$0.5M

Key highlights of FY17

- ✓ **Successful completion of 2 acquisitions**
- ✓ **Both acquisitions further strengthen Zensar's capability**



Leading UK based Experience Design agency

Zensar + Foolproof = End-to-End Digital services for the CMO and CDO organizations



Leading Omni-channel and Digital Supply chain company

Zensar + Keystone = End to End provider of Omni Channel Customer experience from Commerce to Fulfilment

Upswing in the revenue from Fortune 500 clients

Digital to be ~35% of Zensar's revenues in the next 4 quarters

Growth across Verticals



^ Retail – 21.8 %



^ BFSI – 1.9 %



^ Manufacturing – 0.4 %

Growth in Key Markets



^ Europe – 35.7 %



^ Africa – 11.6 %

End of Document