

Date: July 20, 2017

BSE Limited

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Scrip ID: ZENSARTECH

Scrip Code: 504067

Dear Sir(s),

Subject: Press Release

We have enclosed herewith a press release with respect to Unaudited Financial Results of the Company for the quarter ended June 30, 2017.

Request you to take the same on your records and acknowledge the receipt of the same.

Thanking you,
Yours faithfully,

For Zensar Technologies Limited


Niles Limaye
Company Secretary
Mem. No. A4075



Encl.: As above

Zensar reports 3.1% sequential quarter revenue growth in Q1 FY 18
Digital services continue to grow and are at 36.3% of revenue

Pune, India, July 20, 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 its first Quarter ending June 30, 2017 of the fiscal year 2017-2018.

Financial Highlights: The Company reported quarter on quarter revenue growth of 3.1% at close of Q1 FY18 from 110.9 USD M to 114.3 USD M. The PBT for the quarter is at 9.6% of the revenue at 11.0 USD M. Digital services continue to grow and have moved up 8.8% sequentially from a 34.4% of revenue contribution in Q4 FY 18 to 36.3% of Q1 FY 18 revenue.

Sandeep Kishore, Chief Executive Officer and Managing Director, Zensar Technologies said, *"Zensar's Digital business has kept up its growth momentum in the first Quarter of fiscal year 2017-2018. Digital has continued to grow each quarter currently standing at 36.3% of our revenue. The new services and solutions built on the key premise of Return on Digital® have contributed to over half of our new wins."*

"Zensar's key regions are all doing well and showing steady growth through effective account mining", Kishore added. "Last financial year has been a significant one for Zensar with key acquisitions, highly relevant digital partnerships and launch of new solutions focused to our markets. This Quarter the two acquisitions made have shown significant traction in experience design, omnichannel and digital supply chain."

Manoj Jaiswal, Chief Financial Officer, Zensar Technologies said, *"Despite the currency headwinds, we have maintained our profitability. The Company's gross margin for the current quarter was 27.6% as against 27.7% in the previous quarter. Forex Impact on Gross Margin is 1.2% adverse. We continue to retain sharp focus on operational efficiencies and drive towards cost optimization. The company's utilization increased to 83.2% this Quarter from 79.6% in the previous quarter."*

Significant Wins Q1 FY 18:

The Company reported some significant new wins, with over 50% of new clients added in the Digital space, contributing to the Digital services business at Zensar. Some of the key deals include:

A. Digital Wins

- Experience Design services deals for multiple organisations - for a payment and money transfer solutions company, for an American multinational biopharmaceutical company, for a US-based provider of online trading services, for a British wealth management company, for a community centre headquartered in Austria, and for an online odds comparison service.
- Digital application services for an American manufacturing test and measurement devices company, and Artificial Intelligence modernization for a global lifestyle retailer founded in America, CRM development for financial investment management company, and Digital Commerce Services for the Mexico arm of leading American multinational retailing corporation.

B. Traditional Services Wins

- Application management services for South African group of television channels
- IMS Services for a non-governmental organisation focused on global development and poverty eradication, and for an American worldwide consumer products company, an American multinational biotechnology company
- Multivendor support services for an American company operating a worldwide online payments system, a managed hosting services provider in Europe, an American networks solutions provider

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

[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.

