

Date: March 21, 2018

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Scrip Code: 504067

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Symbol: ZENSARTECH
Series: EQ

Sub: Investor Presentation

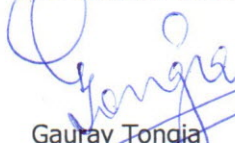
Dear Sir(s),

Please find enclosed herewith Investor Presentation titled "**Acquisition of Cynosure**" for further dissemination.

You are requested to kindly take the same on records and acknowledge the receipt of Communication.

Thanking you,
Yours sincerely,

For **Zensar Technologies Limited**


Gaurav Tongia
Company Secretary



Encl.: As above



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RPG

Zensar Technologies Limited

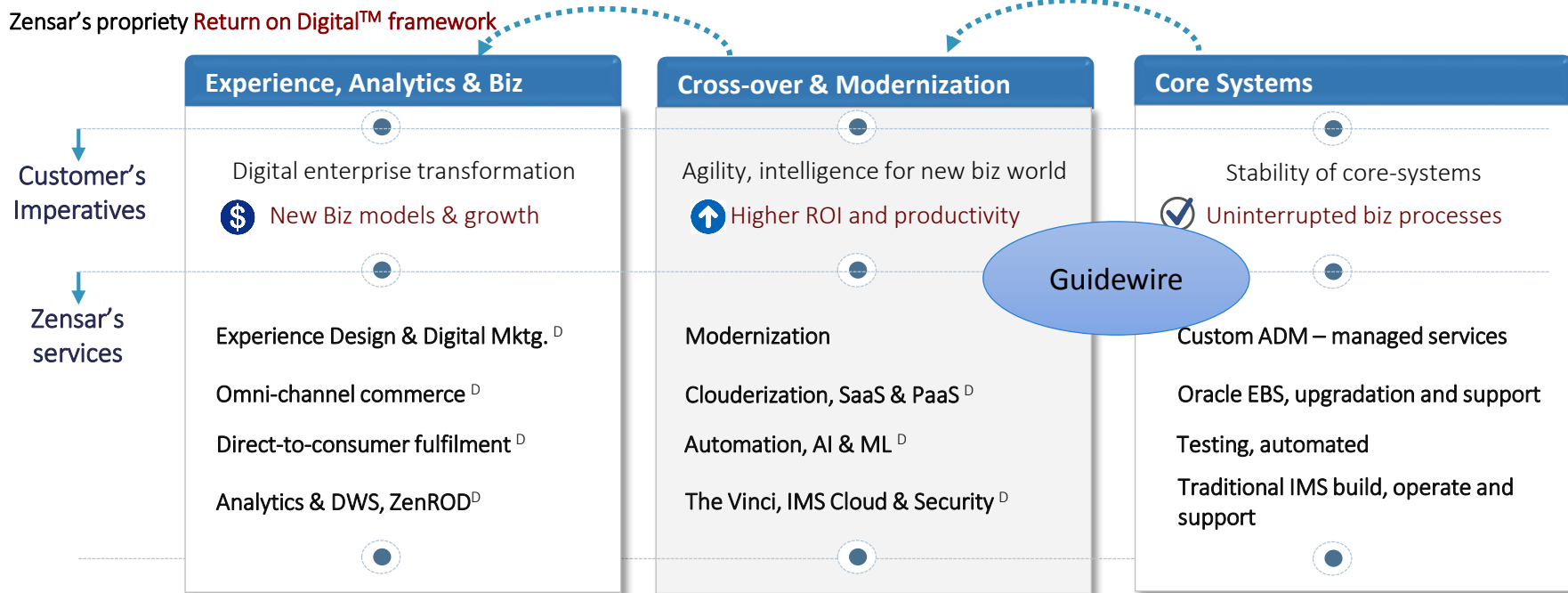
Acquisition of Cynosure – 21st March, 2018

Zensar Technologies Acquires Cynosure

DEAL HIGHLIGHTS

Company Acquired and Structuring	Cynosure is headquartered in Chicago, Illinois and has an offshore development centre in Bengaluru, India. Zensar Technologies Limited will acquire the entire share capital of Cynosure Interface Solutions Private Limited (“Cynosure India”) and its wholly owned subsidiary, Zensar Technologies Inc. will acquire the entire share capital of Cynosure Inc.
Specialization	Cynosure provides Guidewire platform implementation services to Property and Casualty (P&C) insurance carriers, primarily in the US
Consolidated Revenue for 2017	USD 20 Mn
Mode of Purchase	Share Purchase both in India and US
Mode of Financing	Combination of Internal Accruals and Debt

Acquisition Rationale: Guidewire – A Strategic Fit for Zensar’s Digital Strategy



Guidewire sits at the cusp of Cross-Over and Core systems in our ROD framework. However it is core to our Digital strategy too as all P&C Insurance players have to Cross-Over to Guidewire to implement their Digital strategy and Guidewire themselves are transitioning to cloud making this acquisition fundamental to Zensar’s Overall strategy

Cynosure Business Overview and Services

- Founded in 2013 Cynosure is a Guidewire partner company headquartered in Chicago, Illinois. They have an offshore development centre in Bengaluru, India and have a total of 154 employees across the territories.
- As a result of the Company's expertise and track record of successful implementations, Cynosure enjoys Guidewire's select Partner status as a member of the PartnerConnect program. The company offers full implementation services to P&C insurers of all sizes. In addition, Cynosure is hired to assist with product upgrades and specialised, difficult tasks as part or larger transactions.

Transformation

Cynosure partners with Insurers looking to transform their IT landscape to get the project estimated, staffed, the business processes implemented, the knowledge transferred and organizational change process established

Program Delivery & Support

Helps insurers develop and grow business by helping them execute the business plan and watch it come to life. Cynosure consultants develop ideas that solve the most complex and pressing organizational challenges with their out-of-the-box approach

Upgrades

Leads clients' system upgrades to respond to:

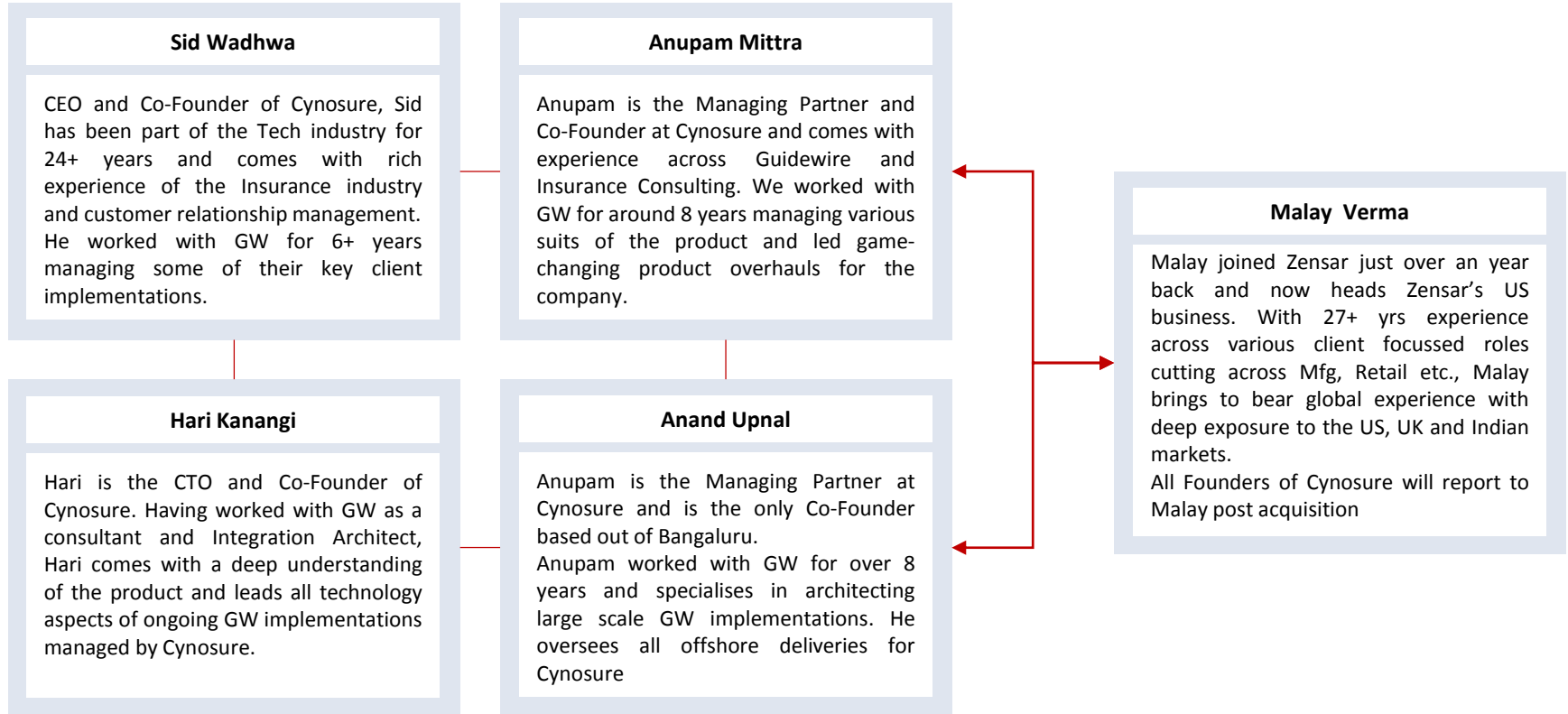
- ✓ Internal business imperatives; velocity & speed to market
- ✓ Internal technical imperatives; infrastructure support cost
- ✓ External competitive imperatives; user/agent multi-channel experience and customer centricity

Digital Strategy

All insurers are considering their technology strategy given the rising expectations of an omnichannel, digital-savvy insurance ecosystem. Cynosure helps insurers build and execute their end-to-end Digital Strategy to ensure continued competitiveness and relevance

Team Insurance – Guidewire @ Zensar

All 4 founders of Cynosure have worked with Guidewire in the past overseeing the core product updates or significant customer implementations



Multiple Areas to drive Synergies

- The acquisition is a strategic fit with Zensar's focus on the insurance vertical and gives Zensar an entry into the fast growing insurance platform services market. The acquisition will give Zensar access to an existing Guidewire partnership and strong relationships.
- With a strong US focus, it provides Zensar the opportunity to further grow its Insurance business in both in the US and UK markets. Insurance now accounts for approximately 19% of Zensar's revenues post acquisition, on an annualized basis
- Guidewire sits at the cusp of Cross-Over and Core systems in Zensar's ROD framework. However it is core to Zensar's Digital strategy too as all P&C Insurance players have to Cross-Over to platforms like Guidewire to implement their Digital strategy making this acquisition fundamental to Zensar's overall Digital strategy
- Led by a team of ex Guidewire professionals and staffed with Guidewire experts, the acquisition gives Zensar access to a large and scalable talent pool which will help fuel Zensar's growth in the fast growing Guidewire space

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