



Your Transformation Partner

Zensar Technologies 

H1 FY16 Update



Verticals



Manufacturing



Retail



Financial Services
& Insurance

Services



Application
Management



Infrastructure
Management



Digital Enterprise

Regions



USA

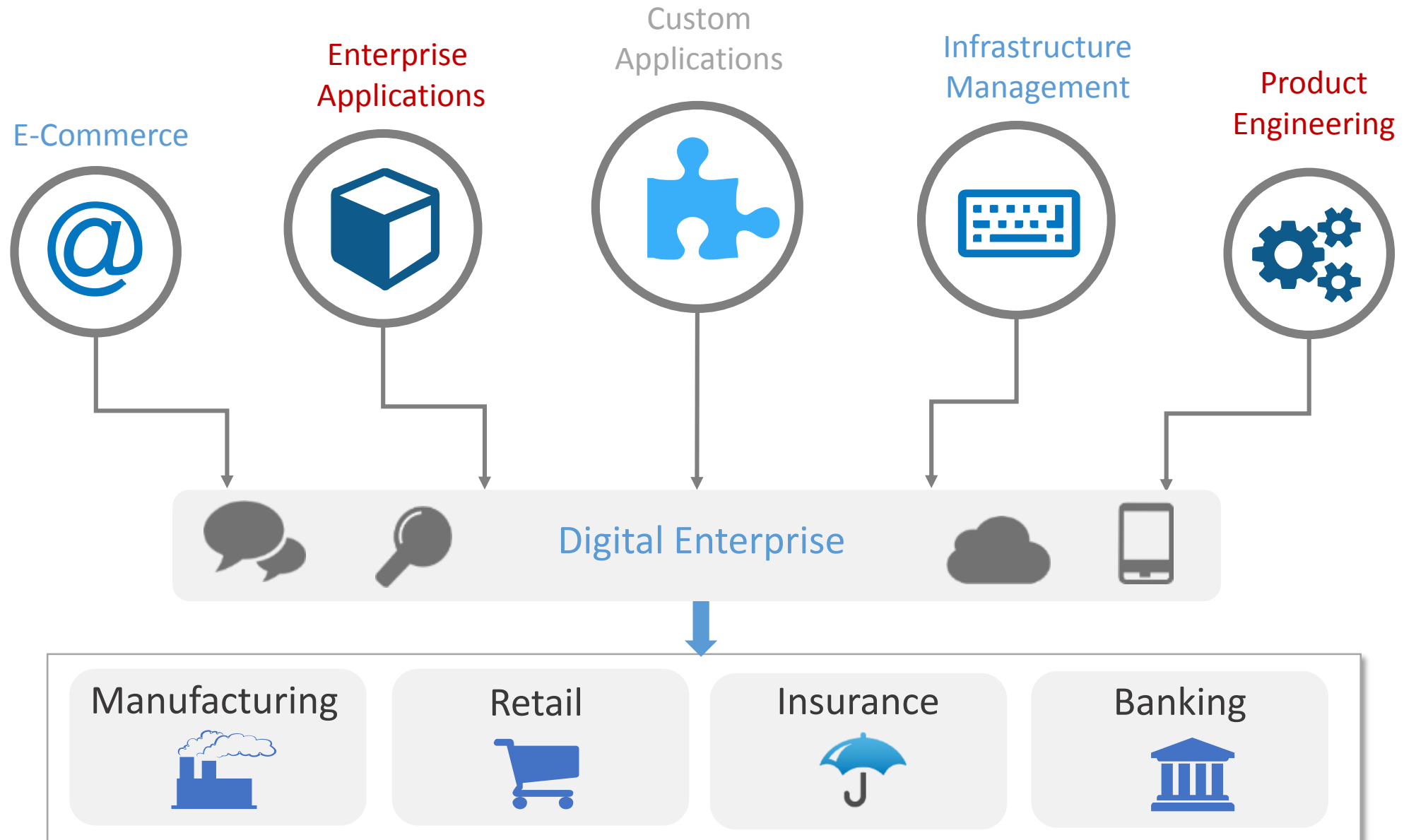


Europe



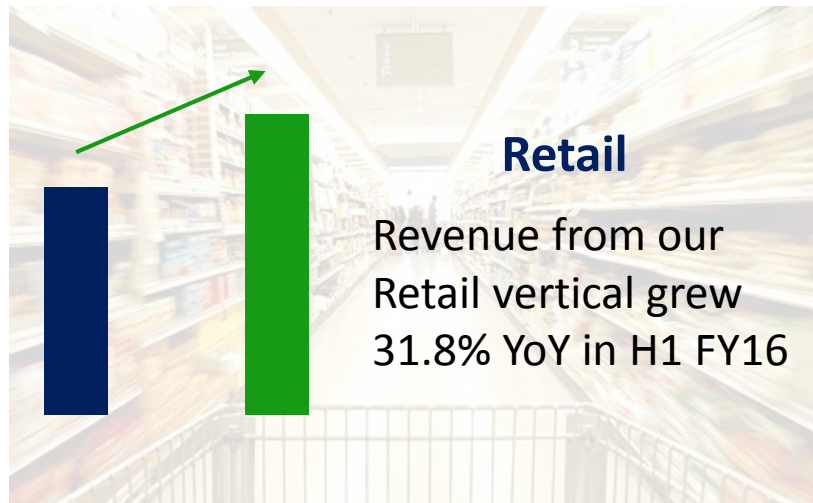
Africa

Our Services Portfolio



Highlights for the First Half

With capabilities across Oracle Retail, ATG, Omni-Channel and Consulting Zensar is the leading tier 2 IT company with end-to-end capabilities in Retail



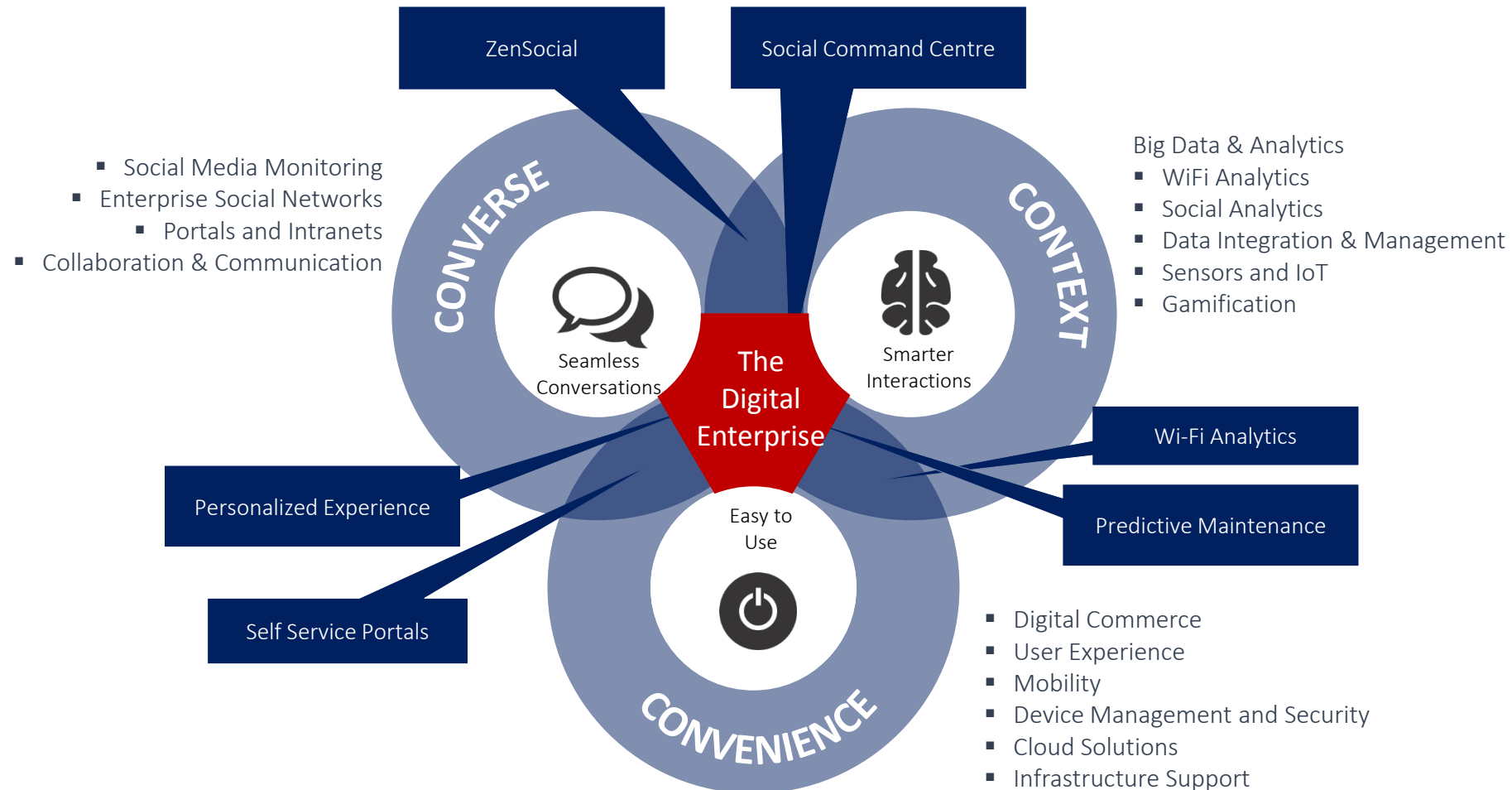
Commerce

- » Professional Access continues to be a strong performer.
- » H1 FY16 revenue from PA grew 29.6% YoY.
- » Big win with one of the largest US retailers and first PARADE win registered in H1.



Oracle continues to be a strong arrowhead for Zensar.
Won significant new logos in Oracle across territories.

Highlights for the First Half – DIGITAL



Zensar H1 FY16 at a Glance

INR 1,461 Cr H1 FY16 Revenue

16.7% year-on-year growth*

INR 169 Cr Profit After Tax

36.8% year-on-year growth*

Global Presence



8000+ Associates

We will be the best in delivering innovative industry-focused solutions with measurable business outcomes.

We will partner with customers for their success.

*Compared to H1 FY15 post acquisition actuals

H1 FY16 Performance Summary

INR Cr	H1 FY16	H1 FY15*	YoY Growth
Revenue	1461.07	1338.00	9.2%
EBITDA	229.10	200.24	14.4%
<i>%revenue</i>	<i>15.7%</i>	<i>15.0%</i>	
PBT	235.07	201.27	13.8%
<i>%revenue</i>	<i>16.1%</i>	<i>14.5%</i>	
PAT	168.74	125.20	34.8%
<i>%revenue</i>	<i>11.5%</i>	<i>9.4%</i>	
Revenue (\$ Mn) in CC	233.88	222.43	5.1%

*Pre-acquisition financials of PA included in H1 FY15 for comparison purposes

Top Client Revenue Contribution

	H1 FY16	H1 FY15
Top 5	37%	38%
Top 10	47%	45%

Onsite : Offshore

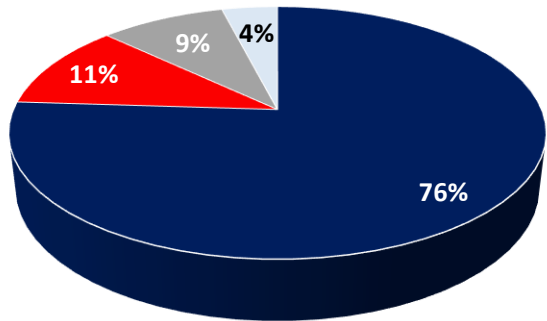
	H1 FY16	H1 FY15
Onsite	63%	68%
Offshore	37%	32%

Client Mix

	H1 FY16	H1 FY15
20+ Mln	2	1
10+ Mln	3	2
5+ Mln	5	9
1+ Mln	64	65

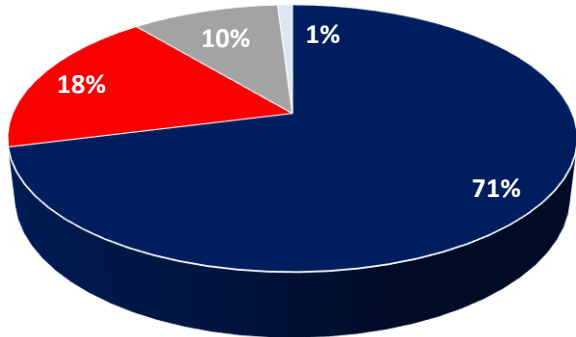
Revenue Mix

By Geography



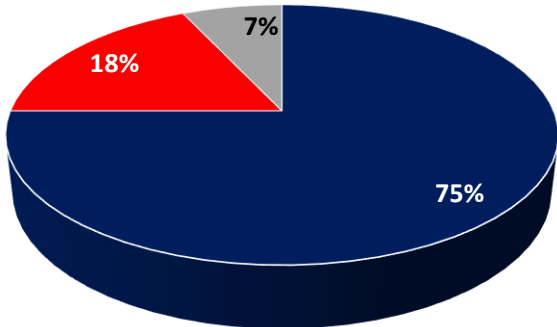
■ USA ■ Europe ■ Africa ■ ROW

By Industry



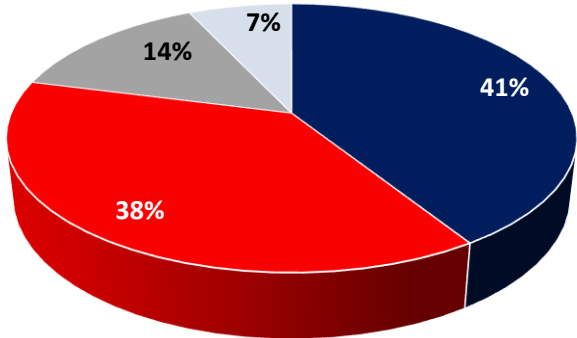
■ MRD ■ BFSI ■ Alliance & Others ■ Govt., H'care & Utilities

By Service



■ AMS ■ IMS ■ Products

By Project Type



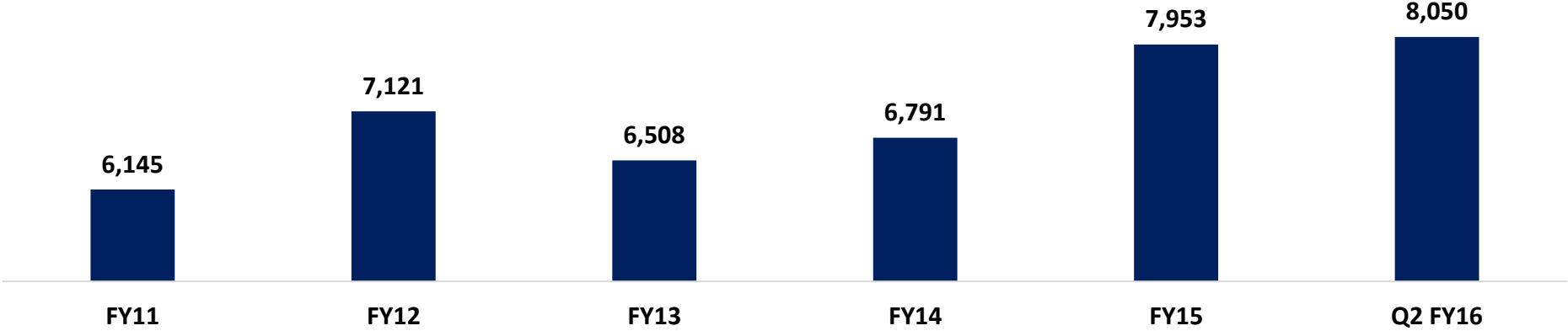
■ Fixed Price ■ Time & Material ■ Support Services ■ Product Sales

Utilization & Headcount

Utilization

	H1 FY16	H1 FY15
Including Trainees	80%	79%

Headcount





End of Presentation