

Zensar Technologies

Analyst Presentation

Q1 FY22 Quarter Ending June 30, 2021



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An  **RPG** Company

Certain statements in this release concerning our future prospects are forward-looking statements which involve a number of underlying identified/non identified risks and uncertainties that could cause actual results to differ materially. This release and other statements – written and oral – that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. However the same are subject to risks and uncertainties, including but not limited to, our ability to manage growth; fluctuations in earnings/exchange rates; intense competition in IT services including factors affecting cost advantage; wage increases; ability to attract and retain highly skilled professionals; time and cost overruns on fixed price, fixed-time frame or other contracts; client concentration; restrictions on immigration; our ability to manage international operations; reduced demand for technology in our service offerings; disruptions in telecommunication networks; our ability to successfully complete and integrate acquisitions; liability for damages on our service contracts; government measures in India and countries where our customer operate, withdrawal of governmental fiscal incentives; economic downturn in India, and/or around the world, political instability, legal restrictions on raising capital or acquiring companies; and unauthorized use of intellectual property and general economic conditions affecting the industry.

In addition to the foregoing, global pandemic like COVID-19 may pose an unforeseen, unprecedented, unascertainable and constantly evolving risk(s), inter-alia, to us, our customers, delivery models, vendors, partners, employees, general global operations and may also impact the success of companies in which we have made strategic investments, demand for Company's offerings and the onshore-offshore-nearshore delivery model.

The results of these assumptions made relying on available internal and external information are the basis for determining the carrying values of certain assets and liabilities. Since the factors underlying these assumptions are subject to change over time, the estimates on which they are based, are also subject to change accordingly. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements, whether as a result of new information, future events, or otherwise

Q1FY22 Snapshot



\$127.2 M

Revenue

up 5.8% QoQ



34.8%

Gross Margin

down 8 bps QoQ



18.5%

EBITDA

down 142 bps QoQ



10.8%

PAT

up 50 bps QoQ



5.8% QoQ growth

Highest organic growth
in **last 6 years**



\$183.2 M

Highest ever **Net cash**



9512 Headcount

Increase of 401
associates

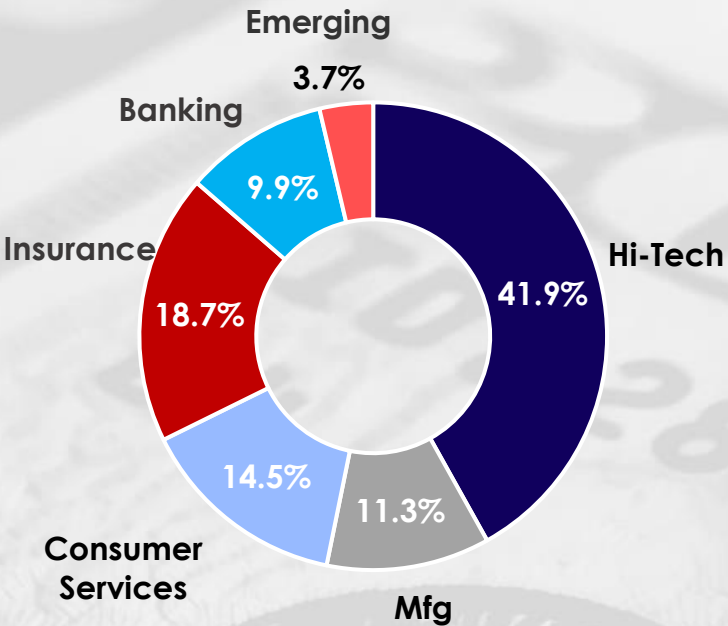


\$96.7 M

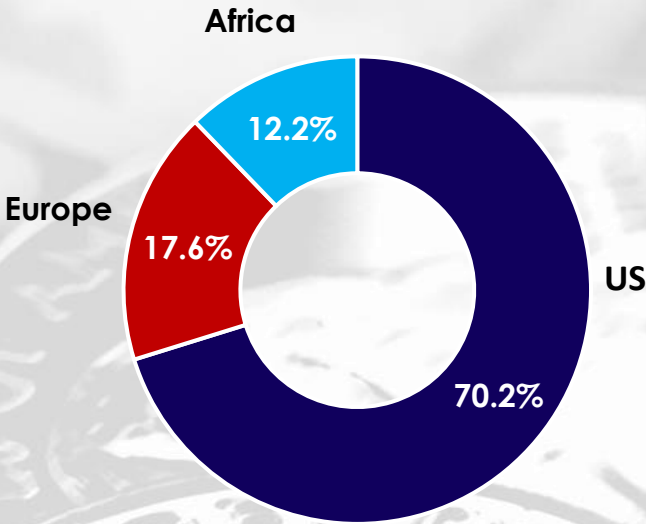
Wins

**Numbers presented above are adjusted to exclude TPM business performance*

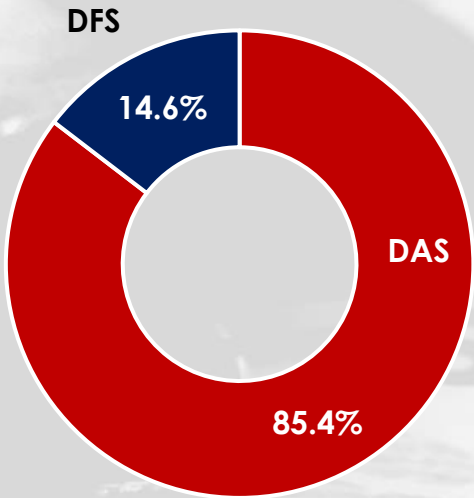
Revenue Split



Vertical	QoQ*
Hi-Tech	13.5%
Manufacturing	(4.1%)
Banking	5.2%
Insurance	(2.2%)
Consumer Services	0.6%



Geography	QoQ*
US	6.7%
Europe	0.1%
Africa	9.5%

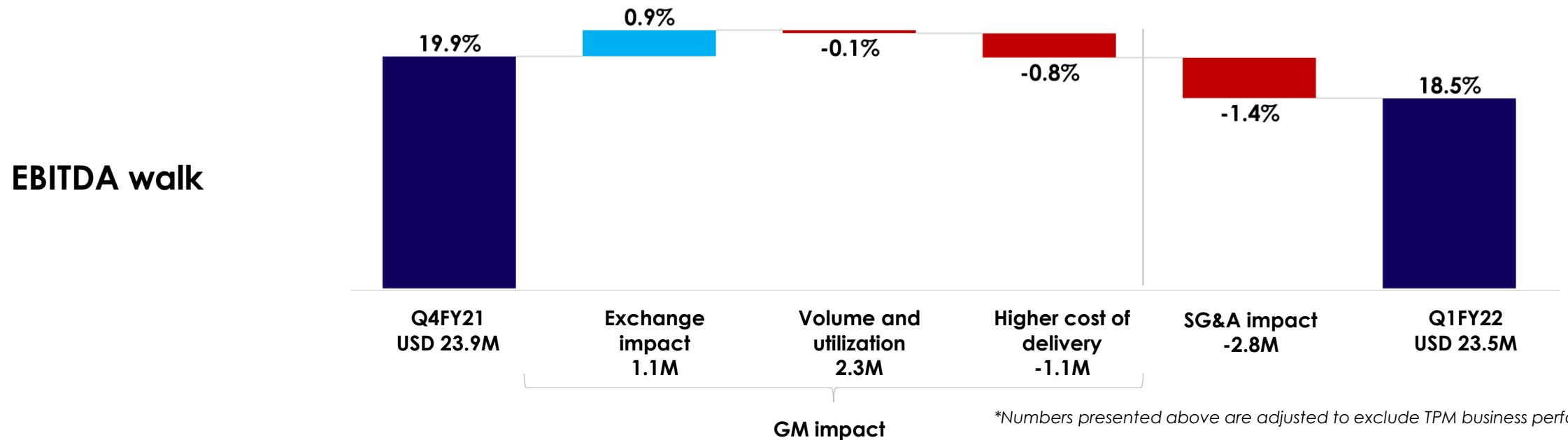
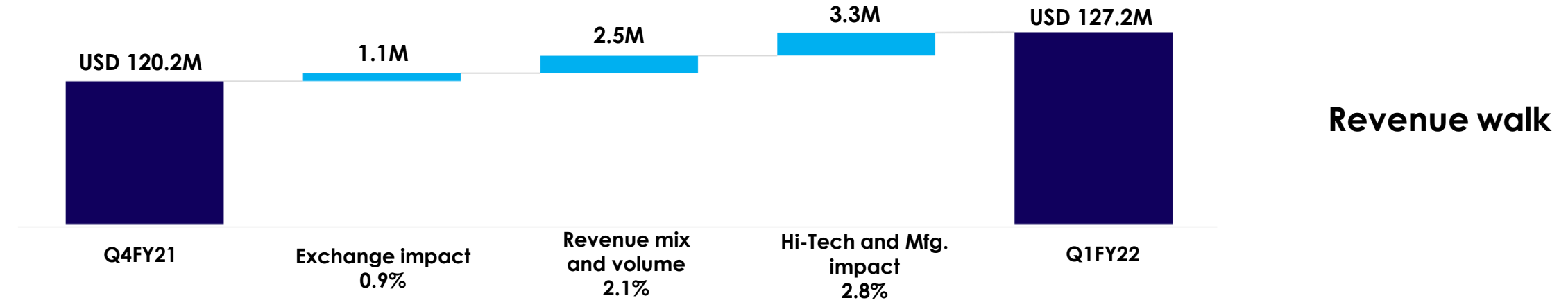


Service Line	QoQ*
Digital and Application Services	6.4%
Digital Foundation Services	2.3%

*Represents sequential QoQ growth

**Numbers presented above are adjusted to exclude TPM business performance

Revenue and EBITDA walk



Client metrics



Million+ dollar clients (LTM)

	Q1FY21	Q4FY21	Q1FY22
20 Mn Dollar+	2	2	3
10 Mn Dollar+	9	7	8
5 Mn Dollar+	24	24	24

Revenue mix (% of total revenue)

	Q1FY21	Q4FY21	Q1FY22
Top 5 Clients	43.1%	37.0%	38.4%
Top 10 Clients	53.7%	48.0%	49.4%
Top 20 Clients	68.1%	63.0%	63.7%

**Numbers presented above are adjusted to exclude TPM business performance*

Key wins for the quarter

Product development for an online gaming and software development company



Enabled seamless customer onboarding for a global risk management firm



Application development services for a multinational luxury brand



Next-gen product development for a global logistic solutions market leader



Digital workplace transformation for a global drug wholesale company



Multi service line application development for a global social welfare organization



M3bi accelerating Zensar's thrust



Zensar successfully concluded M3bi acquisition on July 14, 2021

445 professionals across
the US and India

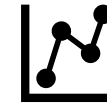
Architects, business
analysts, and data
engineering solutions
specialists



Cross-section of
capabilities addressing
the needs of CIO,
CMO, and CDO

Adds marquee clients
to Zensar's portfolio.
Strengthens BFSI and
other verticals

Capabilities strengthened



Data Engineering and
Advanced Analytics



Advanced Engineering and
Experience Services



Artificial Intelligence and
Machine Learning



Product and Platform
Engineering Services

Awards and Recognitions

Key Mentions



Recognized as a **Niche Player** in Gartner Magic Quadrant for Managed Mobility Services (Global)

Featured in the service providers list of Gartner Digital Commerce Vendor Guide 2021



Leader for Managed Services for large accounts in Next-Gen Private/Hybrid Cloud - Data Center Services & Solutions



Recognized as a **Major Contender** in the Application and Digital Services in Banking PEAK Matrix® Assessment 2021

Winner 2021



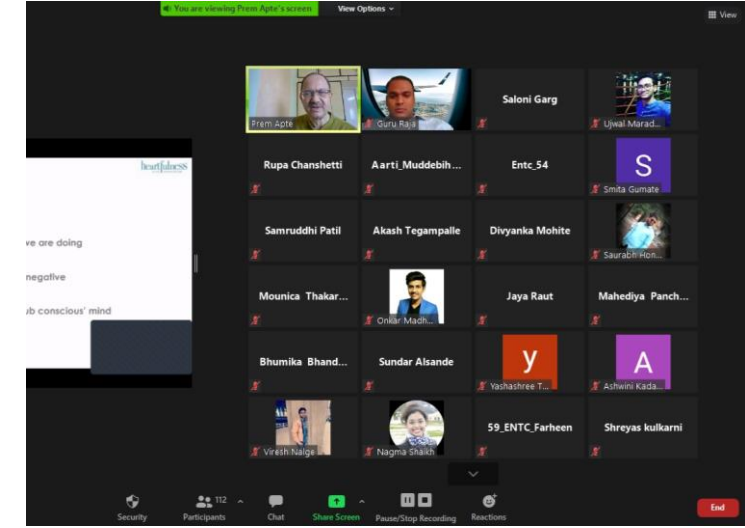
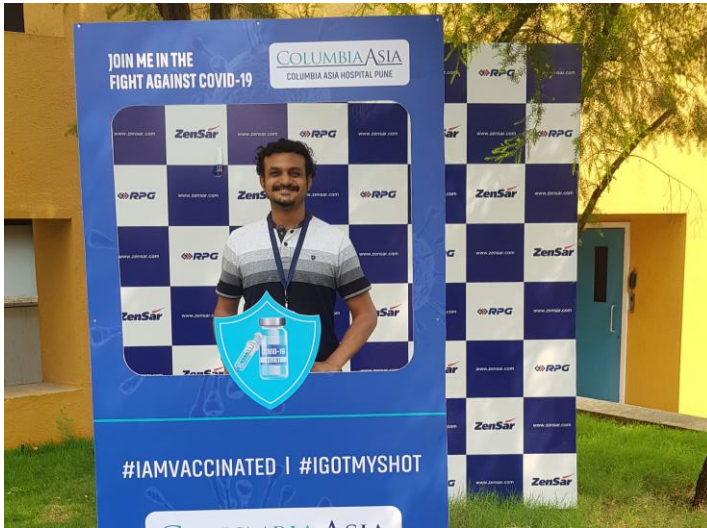
Multiple awards for **Digital Marketing** and Web-based production



Best Use of **Virtual Reality** for Retail Applications



Zensar's COVID support and social initiatives



Vaccination Drive

- Conducted **vaccination drives** for associates and their families across multiple cities
- Covered **vaccination costs** for our associates
- Supported associates with **oxygen concentrators & ambulance service**

Associate well-being

- Introduced **Caregiver leaves**
- Provided **education allowances** for children of associates who lost their lives to COVID
- Organized **Covid awareness sessions** for associates and families

Societal Impact

- **Employability:** Organized master classes on various topics by Industry experts; Trained 2504 students to date
- **Fever clinics:** Developed by RPG Foundation with support from the National Health Mission and the Public Health Department (Maharashtra) to ensure easier access to healthcare support in rural Maharashtra. 30 Fever Clinics built, of which 4 funded by Zensar

RPG Overview

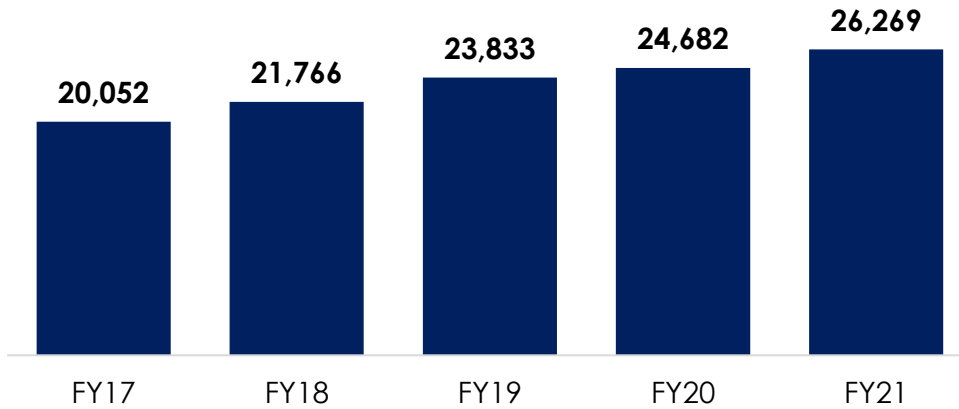


RPG group key financials



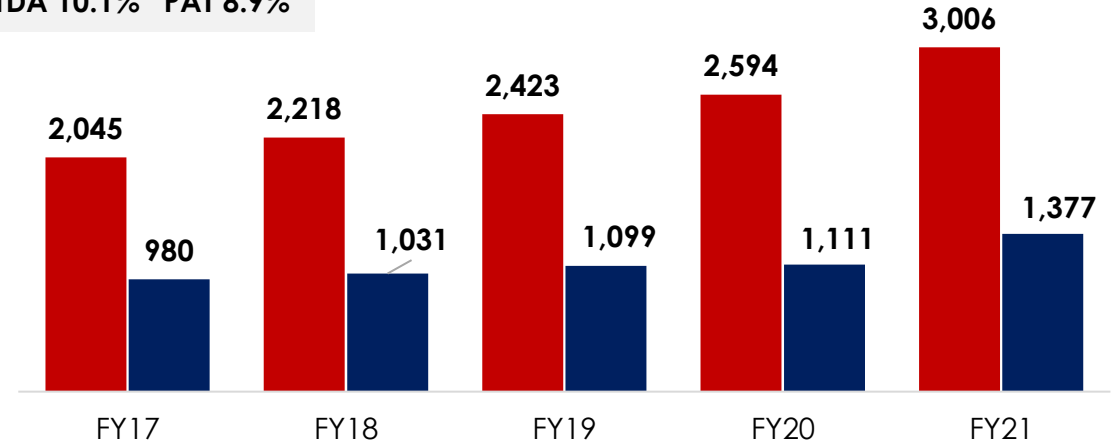
FY17-21
CAGR: 7.0%

■ Gross Total Income (Rs Cr.)

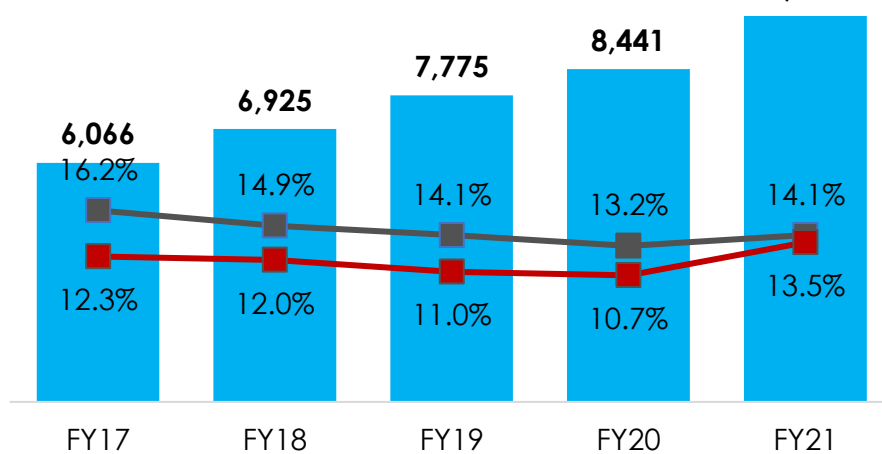


FY17-21 CAGR:
EBITDA 10.1% PAT 8.9%

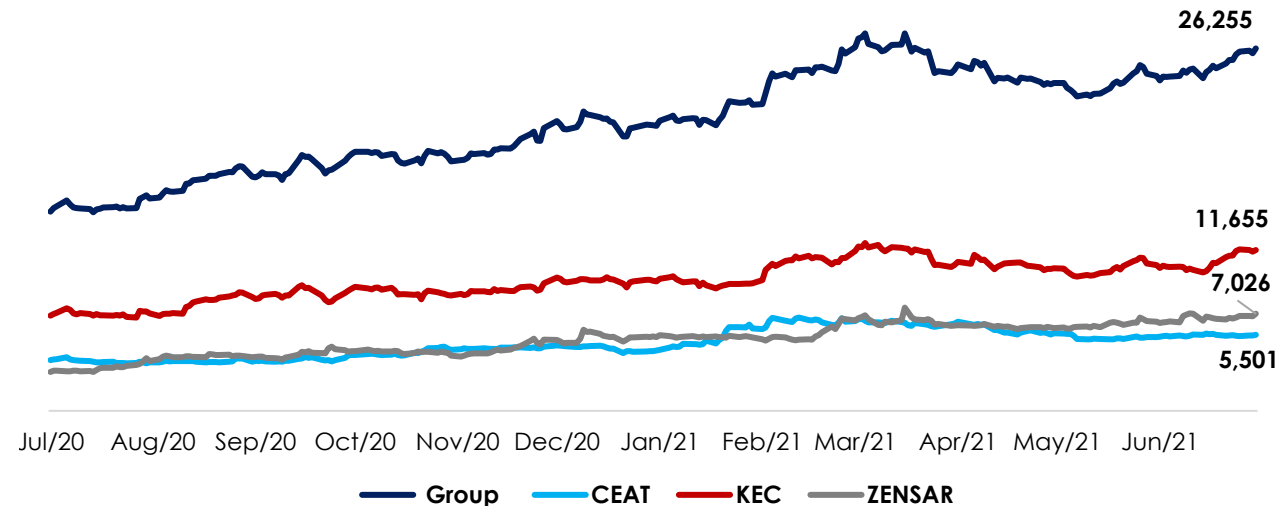
■ EBITDA ■ PAT



■ Net Worth ■ ROE ■ ROCE



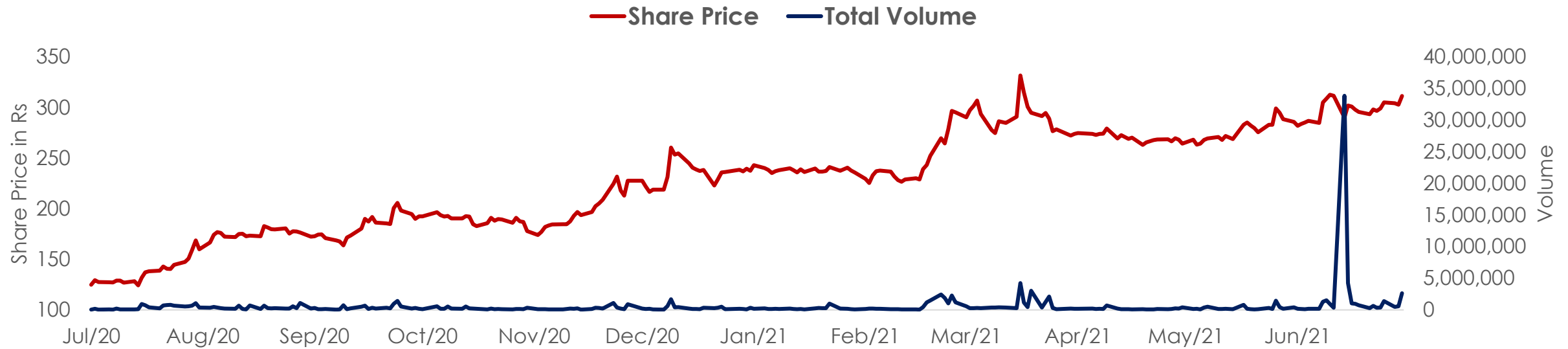
Market Cap



Note:

- 1) ROCE is calculated by taking EBIT*(1-ETR) divided by Capital Employed
- 2) ROE is calculated by taking PAT divided by Net-worth
- 3) Market Cap updated till 30th June 2021

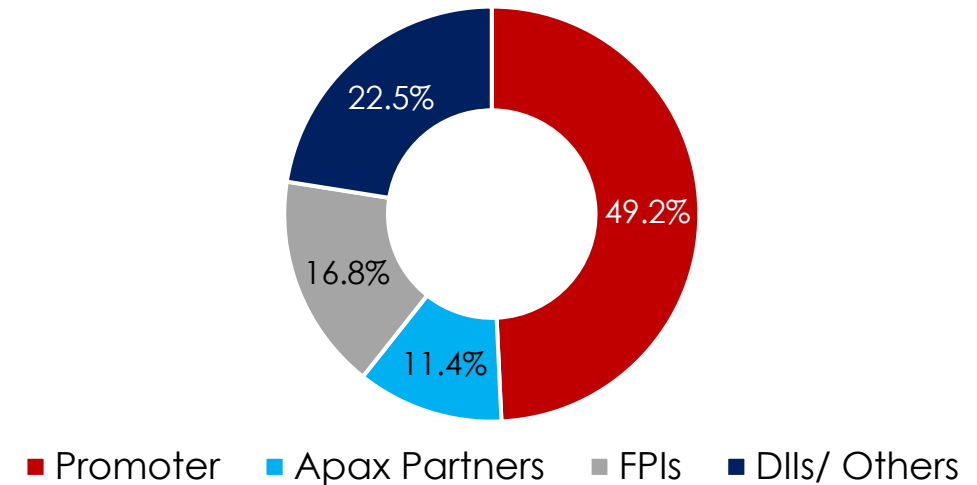
Stock Price and shareholding pattern



Equity Share Information:

- Share Price (June 30, 2021): Rs 311.35/share
- Market Cap (June 30, 2021): Rs 7,026 Crs
- Financial Year: April to March
- Face Value: Rs 2/share
- Listed on Indian Stock Exchanges:
 - a) Bombay Stock Exchange (code: 504067)
 - b) National Stock Exchange (code: ZENSARTECH)
- Bloomberg Code: ZENT.IN
- Reuters Code: ZENT.BOx

Shareholding Pattern (as on June 30, 2021):





Thank
You

