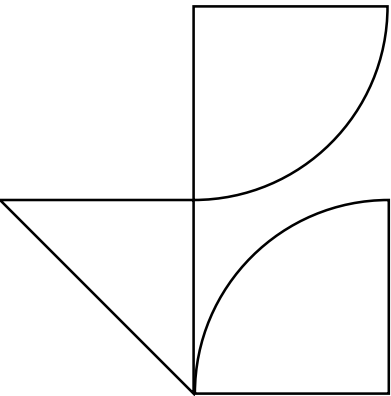


Analyst Presentation

Quarter ending June 30, 2022

Zensar Technologies Ltd.

Safe Harbor



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.

Q1FY23: Growth momentum continues



Revenue

\$155.9M

26.3% YoY CC 



EBITDA%
11.2%



Cash
\$163.5M



Headcount
11,559



Wins
\$125M

BFSI

56.1% 
YoY CC

CS

24.4% 
YoY CC

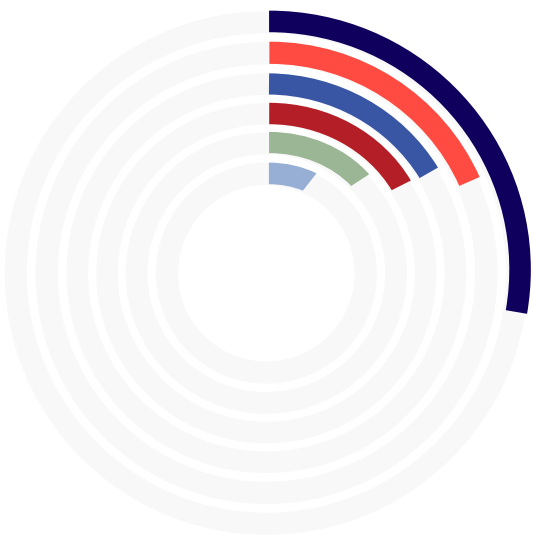
HTM

3.8% 
YoY CC



Q1FY23: Consistent growth across regions

Revenue by Vertical*



Vertical	New classification*	Old classification	Quarterly YoY growth CC*
Hi-Tech	27.4%	34.9%	(3.7%)
Consumer Services	18.8%	15.7%	24.4%
Banking	16.7%	15.0%	87.9%
Insurance	16.5%	18.2%	32.9%
Manufacturing	13.2%	10.7%	23.3%
Emerging	7.5%	5.5%	93.3%

Revenue by Geography

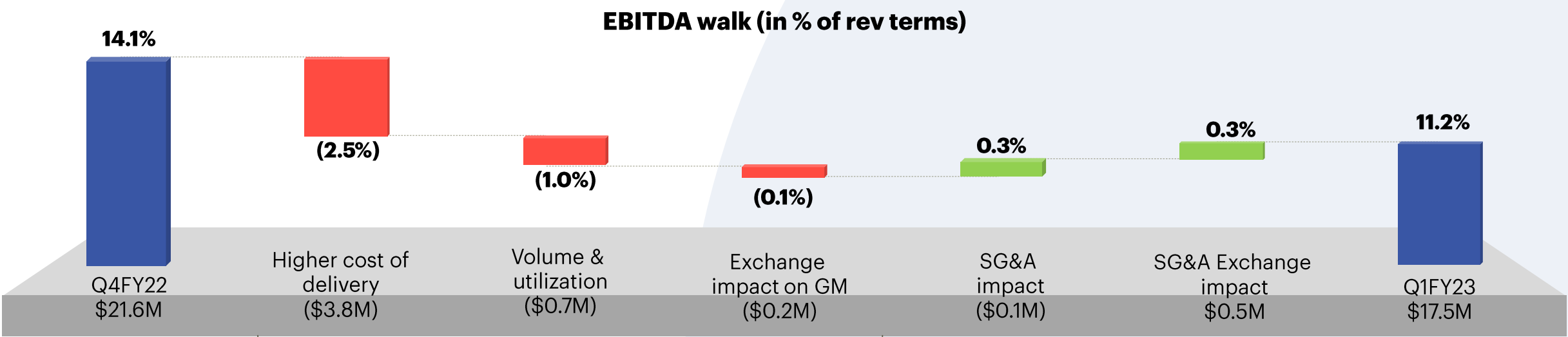
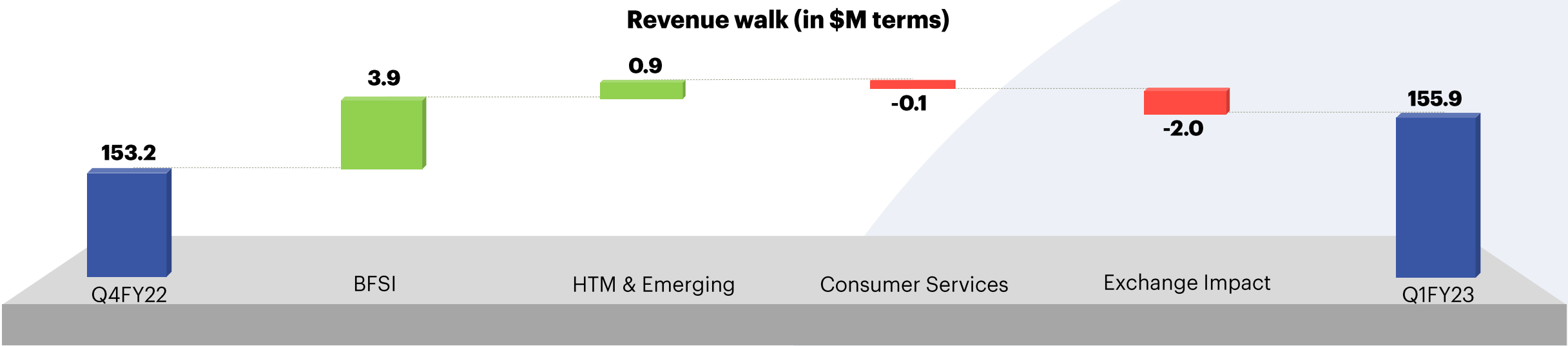


US, 70.9%
Europe, 18.1%
Africa, 11.0%

Geography	Quarterly YoY growth CC
US	23.8%
Europe	39.8%
Africa	21.1%

**The Vertical classification of revenue has been restated to better reflect our current industry vertical structure. Restated data for last four quarters is provided in factsheet for comparison.*

Numbers walk: Revenue growth across verticals



Gross margin (GM) Impact

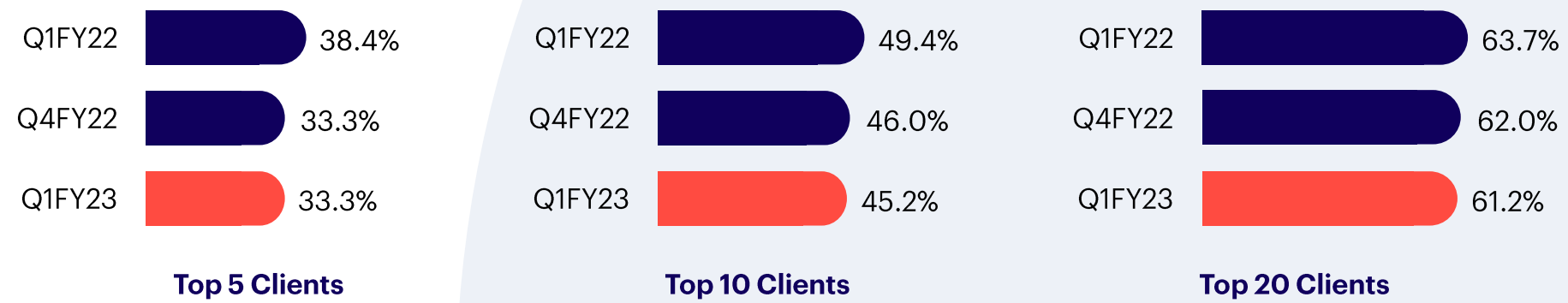
Client revenue mix: Increase in \$10M+ category

Improving client concentration metrics

Client mix



Revenue mix (% of total revenue)



Win momentum continues: Notable projects



**Enterprise cloud data platform
for a leading mobility services
firm**



**Legacy application migration to the
Azure cloud for a large South African
bank**

**End-to-end IT infrastructure and
application support for a global
medical device company**



**Enterprise transformation through
cloud engineering and DevOps for
a leading payments card
manufacturing firm**



**Data analytics platform
support for a global leading
retailer**



**Digital engineering for a leading
life insurance organization in the
UK**



Case studies: Next-generation services bring business value



Blockchain solutions for a hyper luxury brand: Foray into Web3 with the power of NFTs

We partnered with a hyper luxury retailer looking to drive partnerships with historic brands by offering exclusive and premium collectibles, enabled by non-fungible Tokens (NFTs) on a blockchain. The solution encompassed secure bidding, minting, and administration of NFTs, including Ethereum Mainnet and smart contract standards along with NFT Marketplace integration. The solution has been able to onboard 3,000+ bidders; generate 1,300+ total trades; and achieve \$5+ million in NFT sales since launch.



Customer experience management: Streamlining key customer facing systems to elevate customer experience

Working with a major bank, we streamlined the customer onboarding process for its loan system and improved its customer experience management (CEM) platform by redesigning the complaint-handling system. The legacy method for loan processing was manual and error-prone leading to high cycle times for loan acceptance. We refined the end-to-end process through automation, reducing customer onboarding time by 20%. Further, with the updated CEM platform, customer issues were resolved with a faster turnaround time, thus improving the customer experience.



Seamless hybrid cloud solution: Reducing costs, establishing resiliency, and providing a smooth experience

We partnered with a US-based global sports equipment manufacturer to implement a hybrid cloud solution that provides data protection with a built-in ability to deliver one-click disaster recovery. This solution enabled a single cloud-based resiliency platform for servers, containers, and data services, delivering a smooth and seamless experience. The results were exceptional, including a 90% reduction in ownership costs, 95% reduction in system management time, and 90% reduction in admin work due to a simplified management plan.

ESG initiatives

Connected experiences. Sustainable future.



Environment

Carbon emissions: Net-zero GHG emissions by FY40

Energy consumption: 50% reduction in Energy Performance Index by FY30

Waste & water management: By FY25 for owned premises:

- Water positive
- Zero water discharge
- Zero waste to landfills



Social

Happiness: Increase Happiness Index* Score to 80 by FY30

Diversity and inclusion: Create a gender-diverse workplace with 40% women associates by FY35

Corporate social responsibility: Reach 225,000 lives through community development initiatives by FY30

Human resources development: Achieve 80 average hours of training per associate by FY30



Governance

Governance & compliance:

- Code of conduct training compliance - 100%
- Strengthen ombudsman process

Procurement & supplier diversity: Assess all suppliers based on sustainable procurement criteria by FY30

Data security & privacy: Commit to data privacy compliance

Awards and recognition

Awards



Platinum winner in Branding Refresh and in Marketing Collateral and Gold winner in Marketing Materials



Winner of CFBP Jamnalal Bajaj Award for fair business practices under Services category



Foolproof (a Zensar company) won CRO Agency of the Year



Indigo Slate (a Zensar company) won Gold in Campaign promotion category and Silver in Branded content series category

Analyst recognition



Recognized as "Disruptor" in Banking Digital Services and Cybersecurity Services 2022

Recognized as "Challenger" in Risk and Compliance Services 2022 RadarView

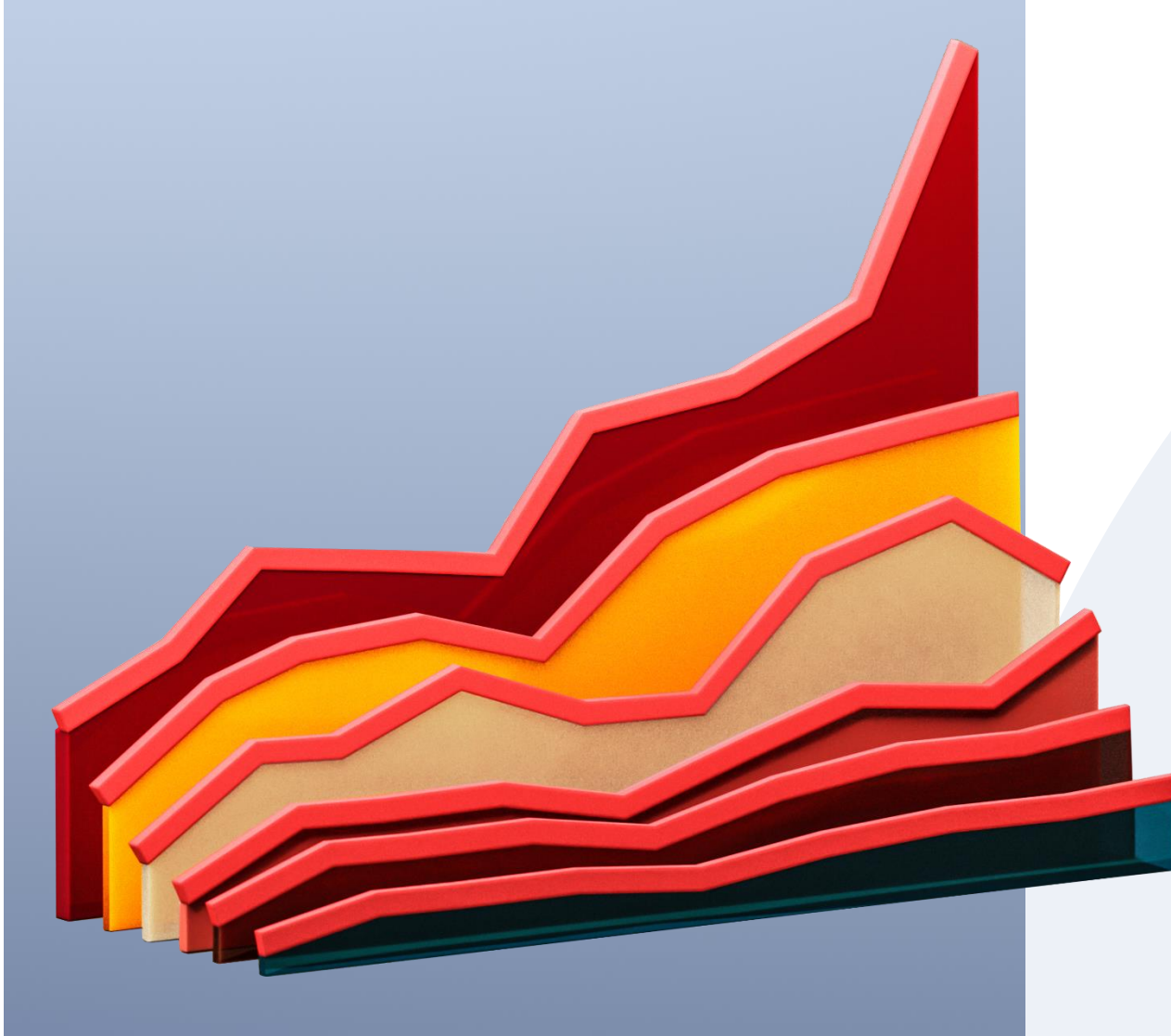


Recognized as "Contender" in 'Network - Software Defined Solutions and Services 2022' ISG Provider Lens study- USA and France



Recognized in Neo Group ESG Adoption Survey

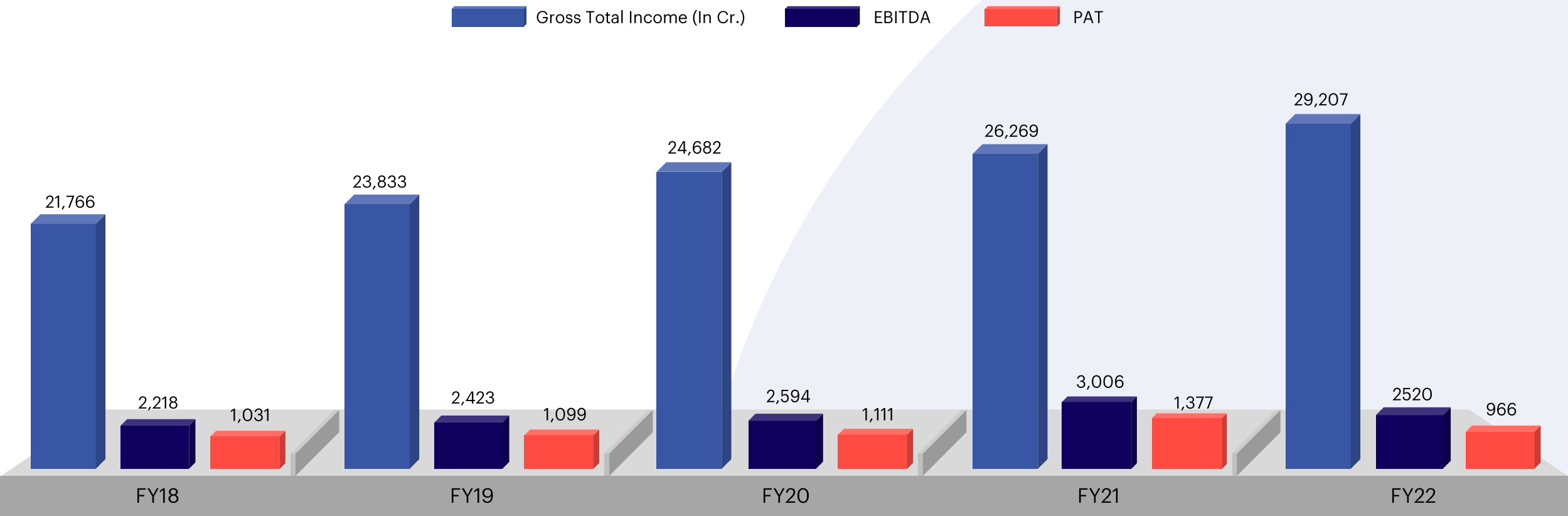




RPG Group Update

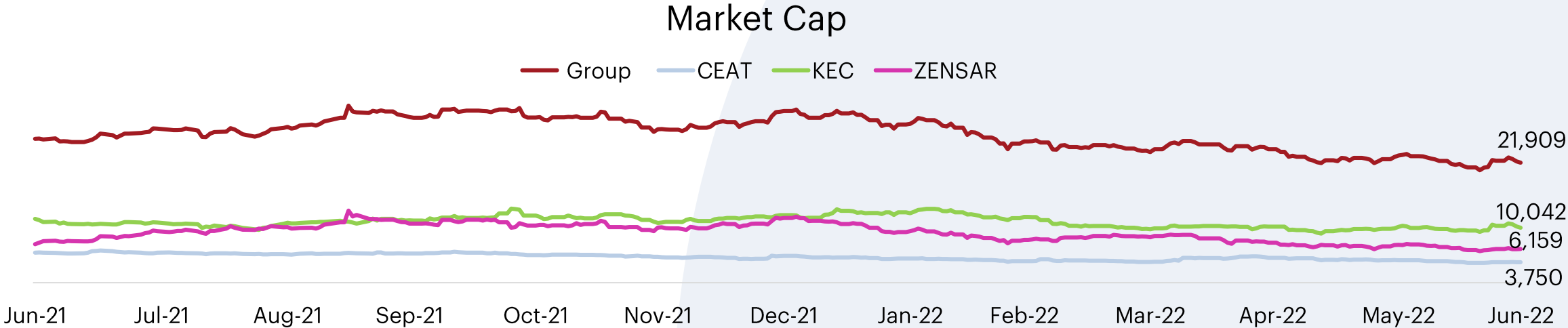
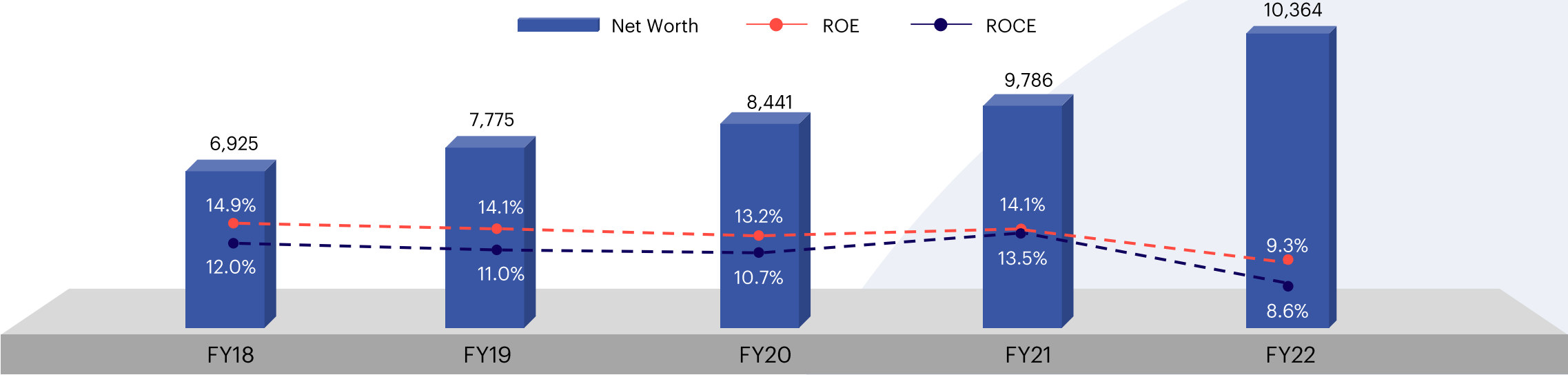
RPG Group key financials

FY18-22 CAGR 7.8%



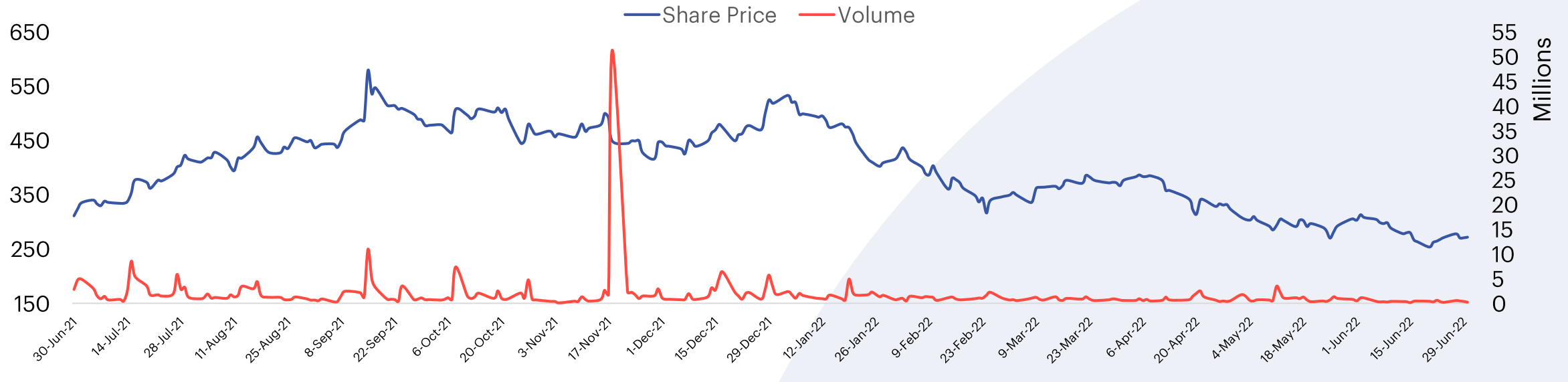
Note: 1. ROCE is calculated by taking EBIT*(1-ETR) divided by Capital Employed 2. ROE is calculated by taking PAT divided by Net Worth 3. Market Cap as of June 30, 2022

RPG Group key financials



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 as of June 30, 2022

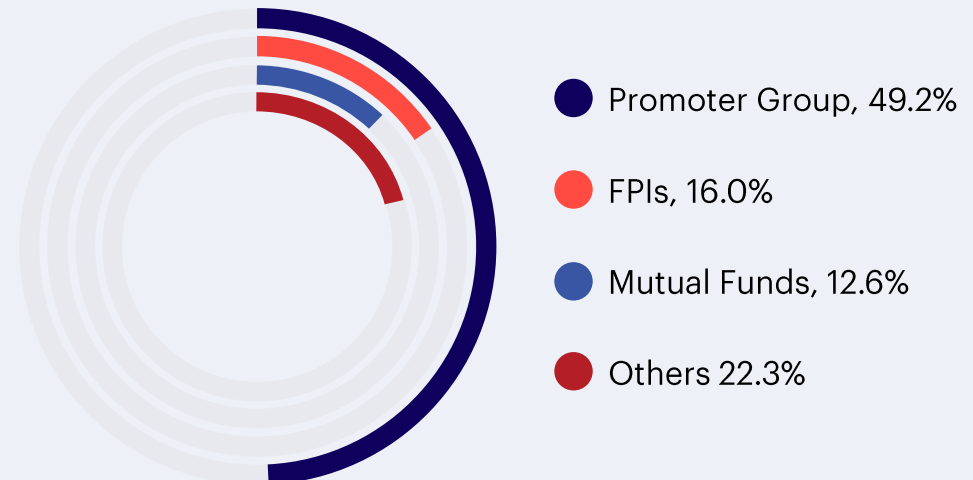
Zensar's stock price and shareholding pattern



Equity Share Information

- Share Price (30 June 2022): INR 272.1 per share
- Market Cap (30 June 2022): INR 6,159 Crores
- Financial Year: April to March
- Face Value: INR 2 per share
- Listed on Indian Stock Exchanges:
 - Bombay Stock Exchange (code: 504067)
 - National Stock Exchange (code: ZENSARTECH)
- Bloomberg Code: ZENT.IN
- Reuters Code: ZENT.BO

Shareholding Pattern (as of 30 June 2022)



zensar

Thank You

