



**Delivering value through
Innovation and Collaboration**

**Zensar Corporate Update
March 25, 2010**

Zensar – at a glance

Leading Global IT Services and Business Process Outsourcing Organization

Right sized organization

- **5074 + associates**
- **300 + customers**
- **24 Locations across the globe**

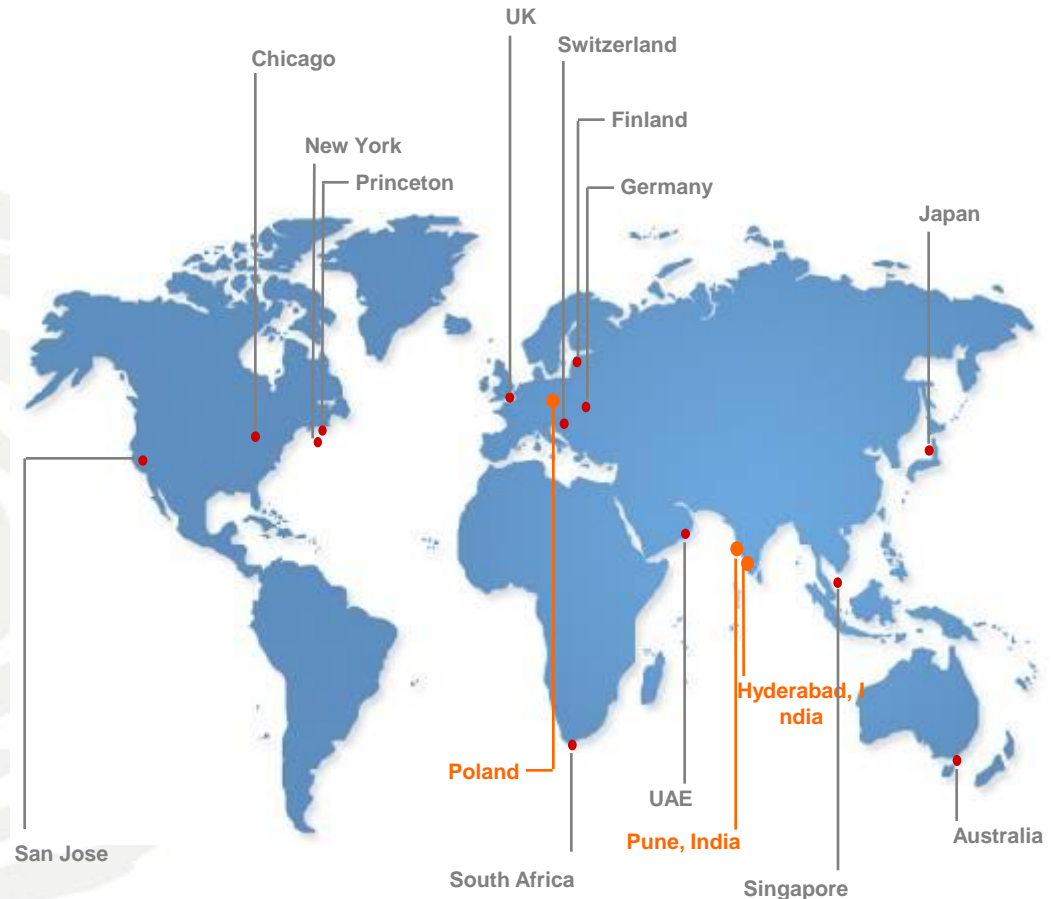
Quality

- **SEI CMMi Level 5**
- **ISO/IEC 27001:2005**
- **Six Sigma**

Sustained Growth

Rs 908.08 Cr Revenues

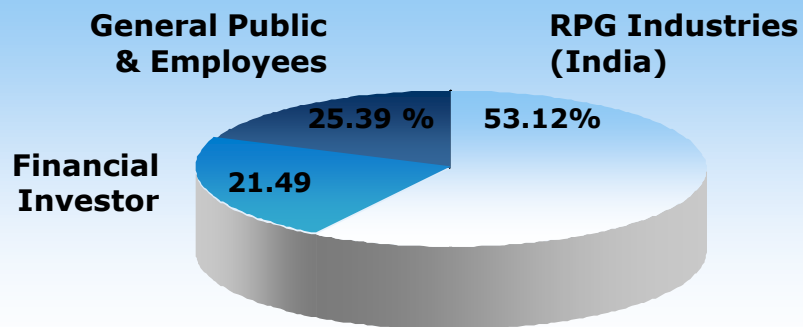
Rs 86.56 Cr Profit for 2008-09



Zensar – well funded and stable

RPG is Zensar's parent company – a 3.25 billion USD conglomerate with businesses spread across a number of verticals

Shareholding Pattern



RPG Industries

Power

Manufacturing

Transmission

Technology

Retail

Entertainment

A diversified customer portfolio

Financial Services



Retail



Manufacturing & Logistics



Pharma and Textiles



Utilities



Products



Mapping risks across the globe

**Fully operational
Disaster Recovery
Centre at
Hyderabad, India**

**Delivery Centers
spread over
UK, Poland to
increase our global
footprint**

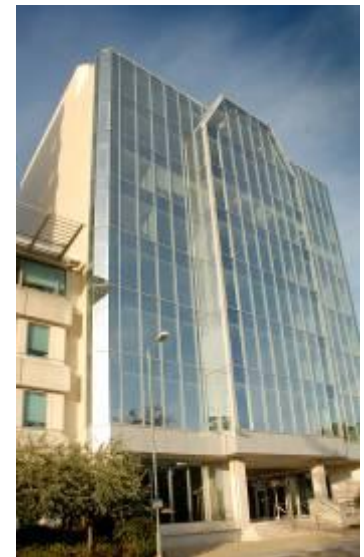
Pune , India - Corporate HQ & Delivery Centre



**Gdańsk, Poland -
Global Delivery Centre for
Europe**



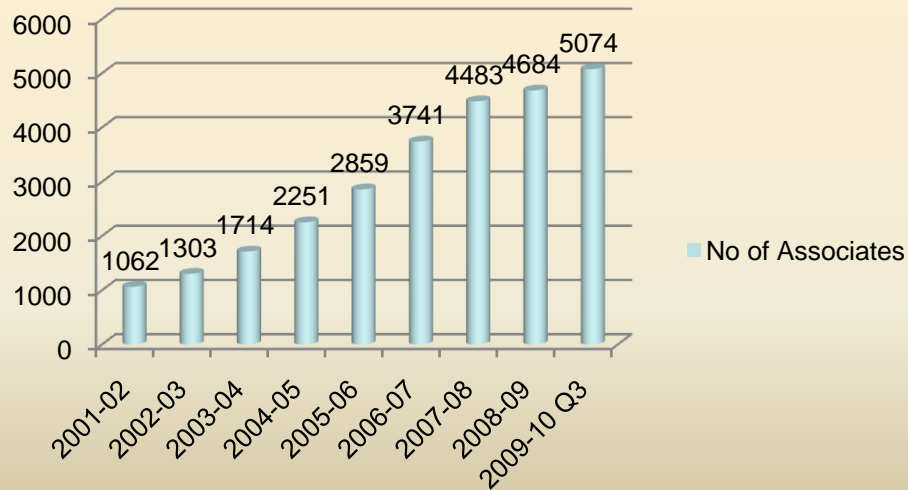
**Hyderabad, India -
Global Delivery
Centre**



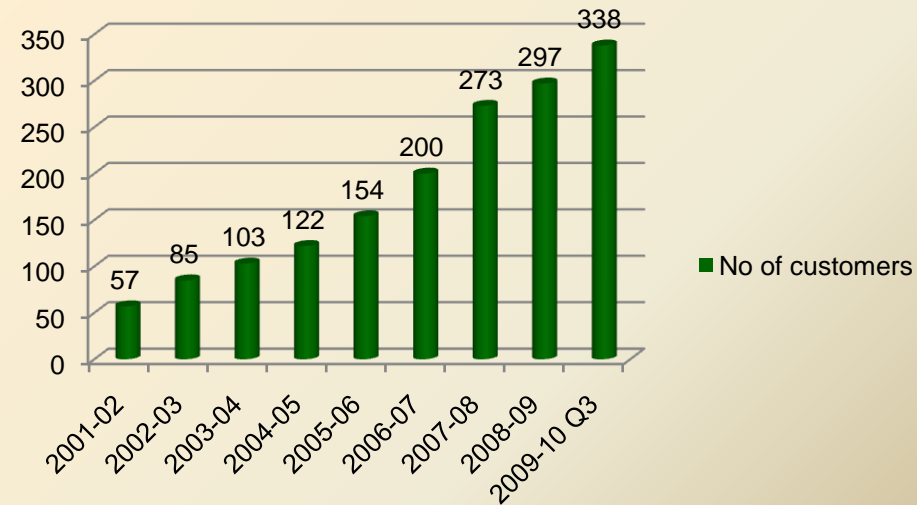
Slough, UK Sales Office

The growth story continues even in tough times

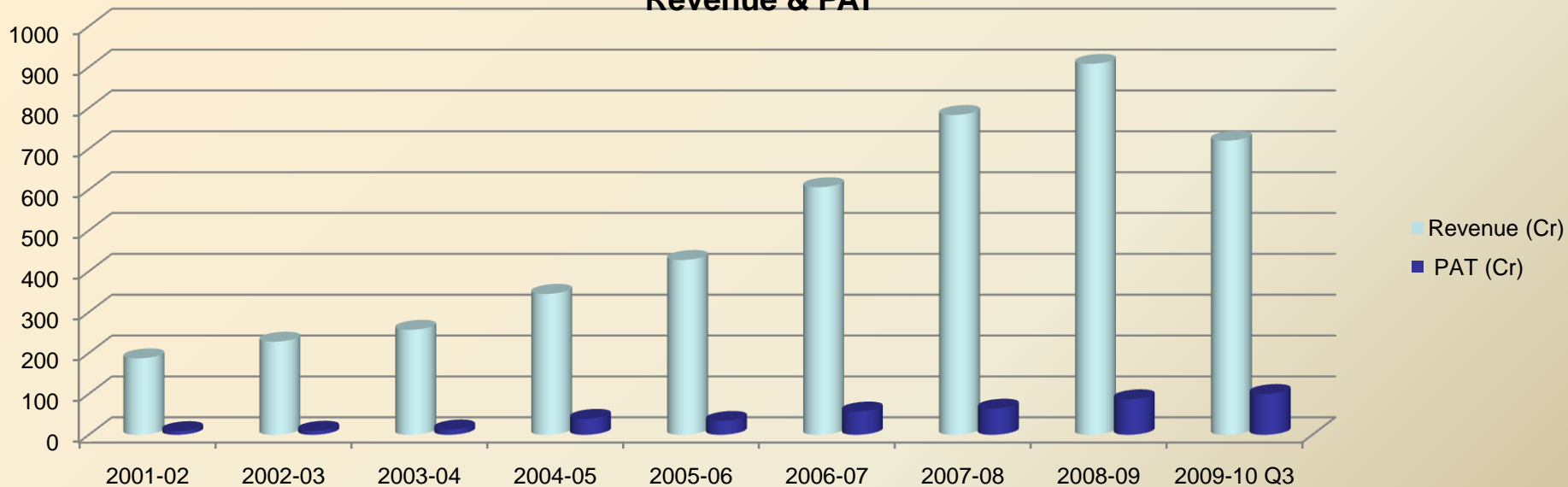
No of Associates



No of customers



Revenue & PAT



Thriving in the downturn



People Focus

- People Retention at 97.2% – an industry benchmark
- Number of initiatives like Vision Community, CSR initiatives etc.

Innovative Service Packaging

- Impact Sourcing -ensures a minimum saving of up to 10% over a short period of 10 months
- Shared IT Service Model - high reliability minimal cost

Simplifying IT for customers

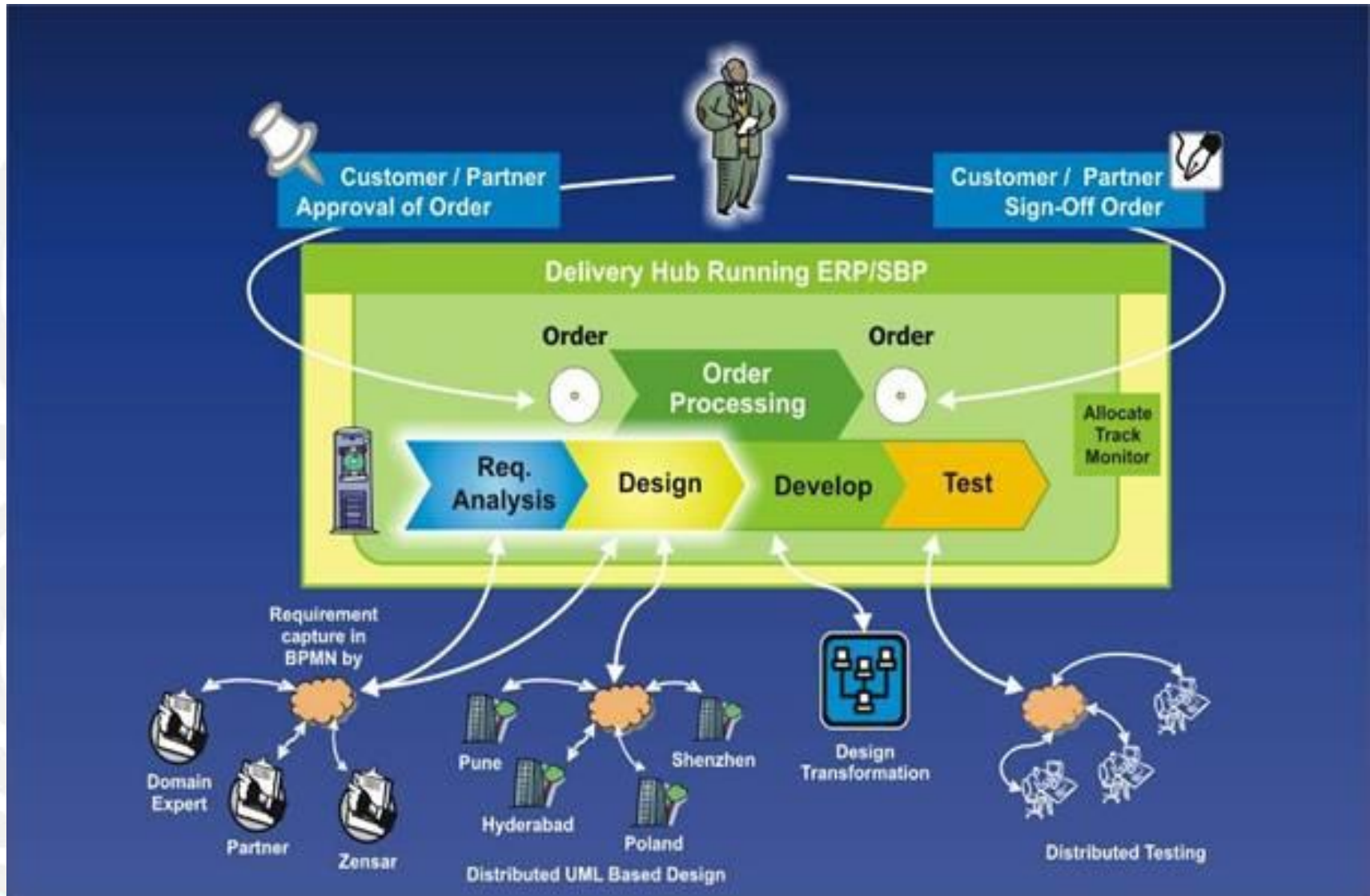
GET IT FASTER
RUN IT BETTER
GROW IT BETTER

Zensar's Differentiators

- Global Delivery Platform (GDP) – Virtual platform to generate applications disconnected from the customer's business processes (2005)
- First Time Outsourcing (FTO) – Consultative approach to outsourcing through collaborative development and shared control needs (2007)
- IT/BPO clusters to service SME customer as the next wave to deliver Service-on-Demand at low, flat cost (2010)



Focus on Innovation : Global Delivery Platform



Highlights from the last Quarter

- **Consolidated Results for the quarter ended 31st December, 2009 vis-à-vis last year**
 - ✓ **Profits have grown from Rs 20.22 Cr to Rs 32.50 Cr showing a 61 % growth y-o-y**
 - ✓ **Revenue for nine months of the current fiscal (31st December 2009) has been Rs 720.11 Cr (Rs 693.32 Cr)**
 - ✓ **EPS up from Rs 8.44 to Rs 13.55, 61% y-o-y growth**
- **The company has added 25 new customers and 259 new associates this quarter**
- **The Company has also been recently empanelled as IT consultant for the nationwide Restructured Accelerated Power Development and Reforms Programme (R- APDRP) launched by the Ministry of Power, Govt. of India**
- **The Company has signed a deal with an independent private London bank, providing banking and investment services.**

M & A Update

- Targeting to invest up to USD 100 m in acquisition – which could add USD 80-150 m to Revenue
- Key focus area is Infrastructure Management & Applications Management
- Mandate given to 3 Investment Bankers – one each in US, Europe & India
- Actively evaluating multiple targets; financial impact expected to enhance FY 2011
- Zensar Management team has met management teams from targets
- Estimated annual beat-rate of INR 1,600 Cr by FY2011

Our Acquisitions

ZensarOBTGlobal



Augmented SAP capabilities

400 strong SAP professionals team

ZensarThoughtDigital



Enhanced Oracle Capabilities

Added 120 experienced Oracle professionals to form a strong team of over 750 Oracle professionals

Zensar Expanded geographic presence in the US East Coast

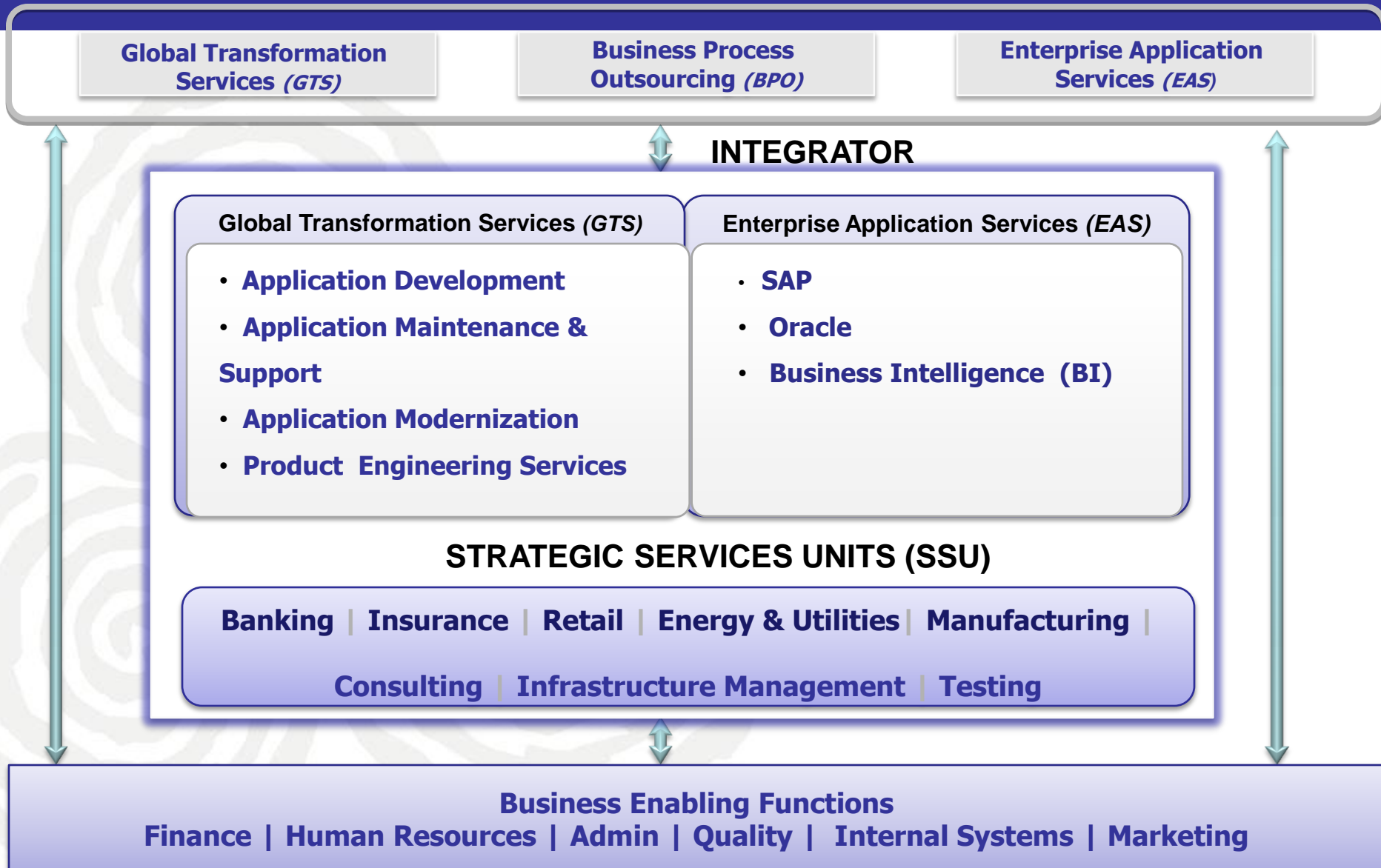
Zensar Advanced Technologies



Enhanced Capability in high-end technology solutions

Advantage of language skills in a non-English speaking territory

Business Model





An essential component of our corporate social responsibility is to care for the community. We endeavor to make a positive contribution to the underprivileged communities by supporting a wide range of socio-economic, educational and health initiatives.

Success through innovation

Business



- Winner of CNBC's International Trade Award (2009, 2008 and 2007)
- Recognized by Department of Scientific and Industrial Research in recognition of the in-house R &D efforts (2008)
- Among Top 20 FAO service providers (FAO Today Magazine, 2008)
- Among Top 100 Global Outsourcing Companies (IAOP, 2008)
- Among the Fortune Top 10 Global Offshore Outsourcing Companies from India, International Association of Outsourcing Professionals (IAOP 2007)
- Among World's Top 100 Companies that matter in KM - KMWorld (2006)

People

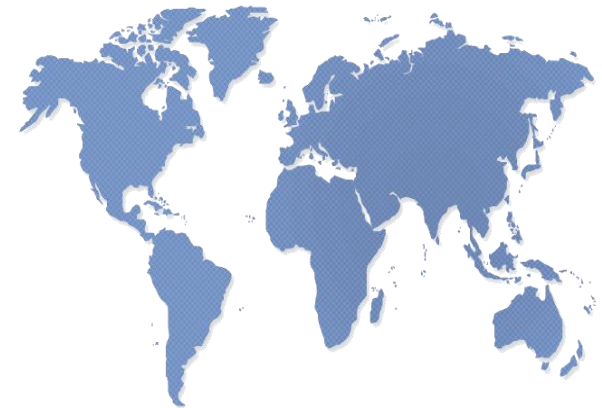


- NHRD Trailblazer Award for Best HR Practices (2006)
- Employer Branding Award for Continuous Innovation in HR Strategy at Work (2007)
- Employer Branding Award for Career Development Strategies (2008)

Society



- FICCI CSR Award from the President of India (2006)
- Bombay Stock Exchange CSR Award





Thank You