

# Zensar Technologies

**21%** Revenue CAGR  
for past 5 Yrs

**22%** PAT CAGR for  
past 5 Yrs

**2316\***  
Cr FY14 Revenues

**238\***  
Cr FY14 PAT



**270**  
Active customers

**199**  
Annuity customers



**6800**  
Employees



**20+**  
Global locations



**2**  
Case studies  
by HBS\*\* on  
Zensar

\* In INR

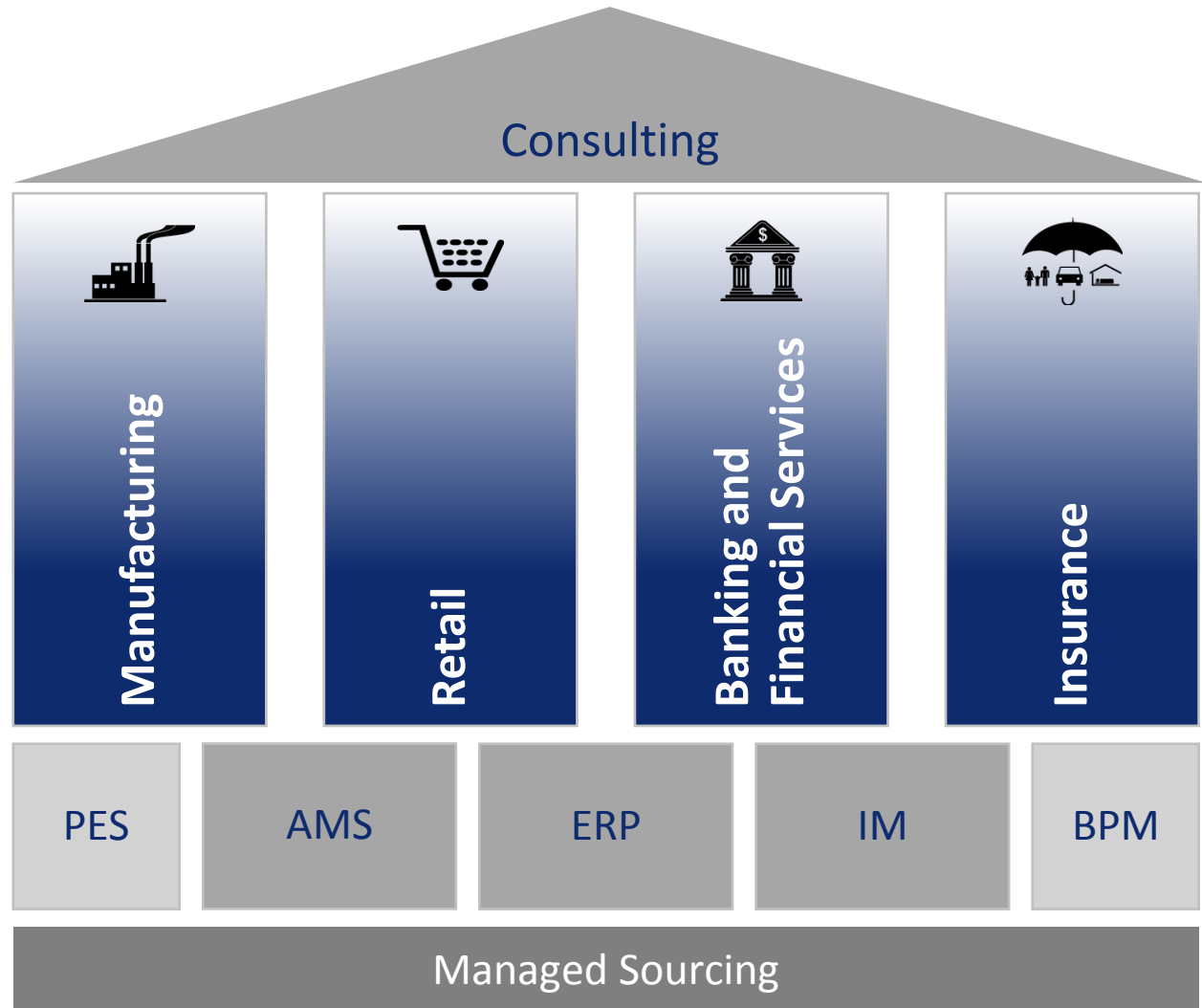
\*\* Harvard Business School

# One Zensar with fully scaled transformation capabilities

Digital Enterprise, Technology  
and Process Consulting

Focus on domain capabilities  
and outcome based models  
for business

Strong presence across  
services



# FY14 Results

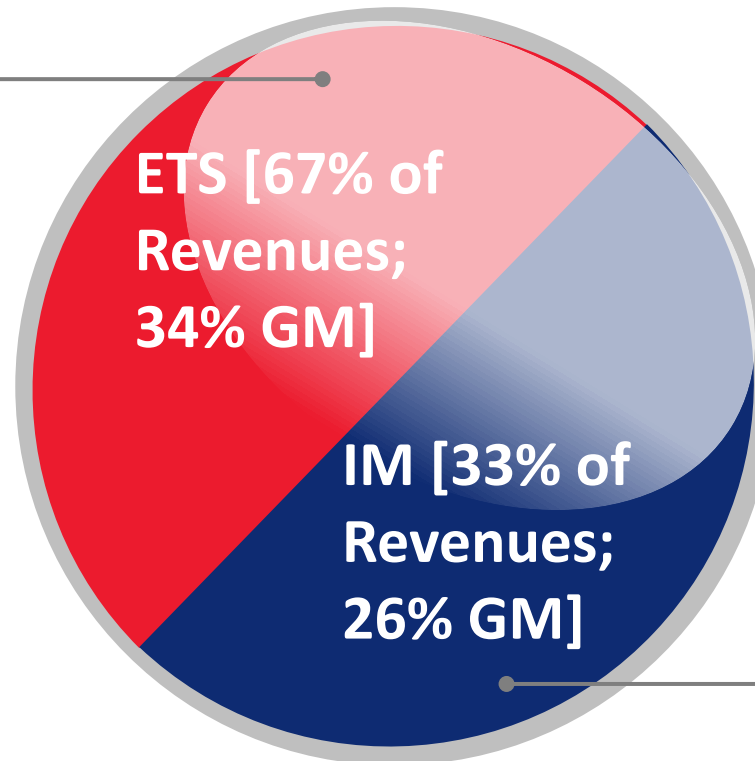
# Annual Performance Analysis

Particulars	FY 2014
Revenues	2316
Gross Profit	720
Margin (%)	31.1%
EBITDA	339
Margin (%)	14.7%
PBT	340
PAT	238
Margin (%)	10.3%

Return to double-digit profitability

Figures in INR Cr

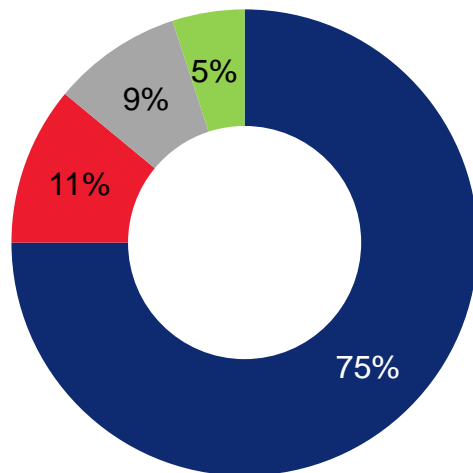
- Includes AMS, ERP, PES, BPM
- Global leader in Oracle Fusion Middleware, with strong focus on digital transformation
- Majority of revenues derived from US, Europe and Africa
- Strong constant currency growth in US (9.0%) and Europe (16.3%) in the Enterprise Business, in exit quarter



- Infrastructure Mgmt. Business
- Majority of revenues derived from US and Europe
- Focused on increasing dual shore services portion of the portfolio – share in portfolio increased to 30% in FY 14

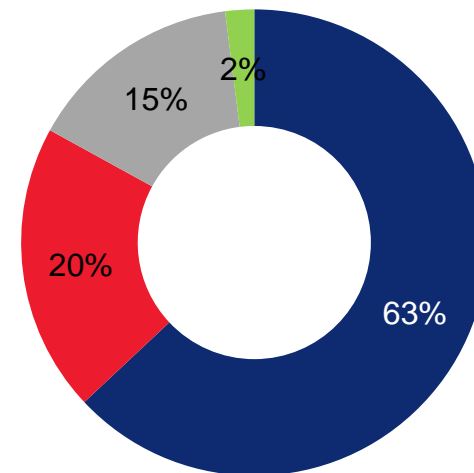
**Zensar crossed INR 300 Cr PBT for the first time -  
re-entered double digit PAT zone**

## Split by Region



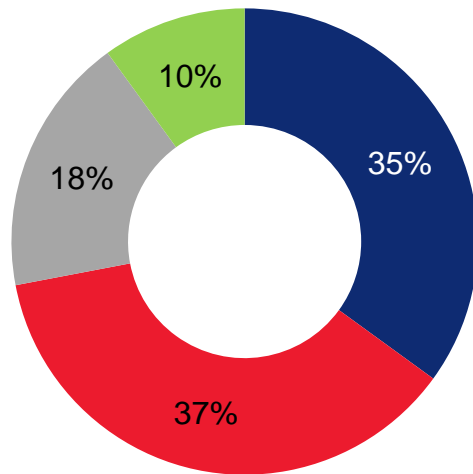
■ USA ■ Europe ■ Africa ■ Rest of the World

## Split by Vertical



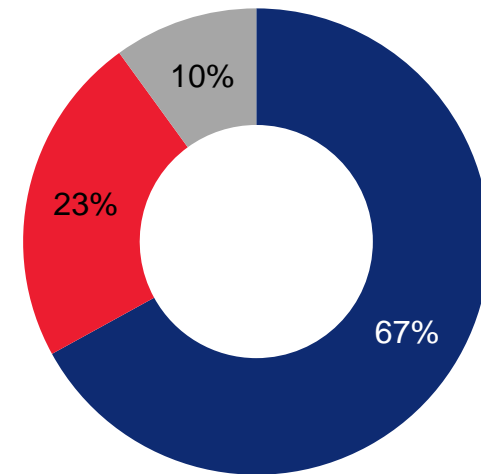
■ MRD ■ BFSI ■ Alliance and Others ■ Govt., H'Care, Utilities

## Split by Project Type



■ Fixed Price ■ T&M ■ Support Services ■ Product Sales

## Split by Service Offering



■ AMS ■ IMS ■ Products and Licences



## Significant Wins in FY 14

- A leading global commercial real estate company
- One of the largest banks in South Africa
- An international digital security company providing software applications, secure personal devices
- An American video game publisher
- A leading pharmaceutical company
- One of the world's largest suppliers of electronic components and inter-connection systems

Healthy pipeline of over \$250 Mn across both ETS and IM business

## Significant Wins in FY 14

- A large multi-billion dollar American enterprise engaged in the design and building of specialty trucks and military vehicles
- An MNC manufacturer of semi-conductor LEDs and devices
- A non-profit organization in the field of alternative dispute resolution in US
- The worldwide leader in networking
- An American manufacturer of biomedical laboratory instruments
- US based manufacturer of computer servers
- A distinctive specialist bank and asset manager in South Africa

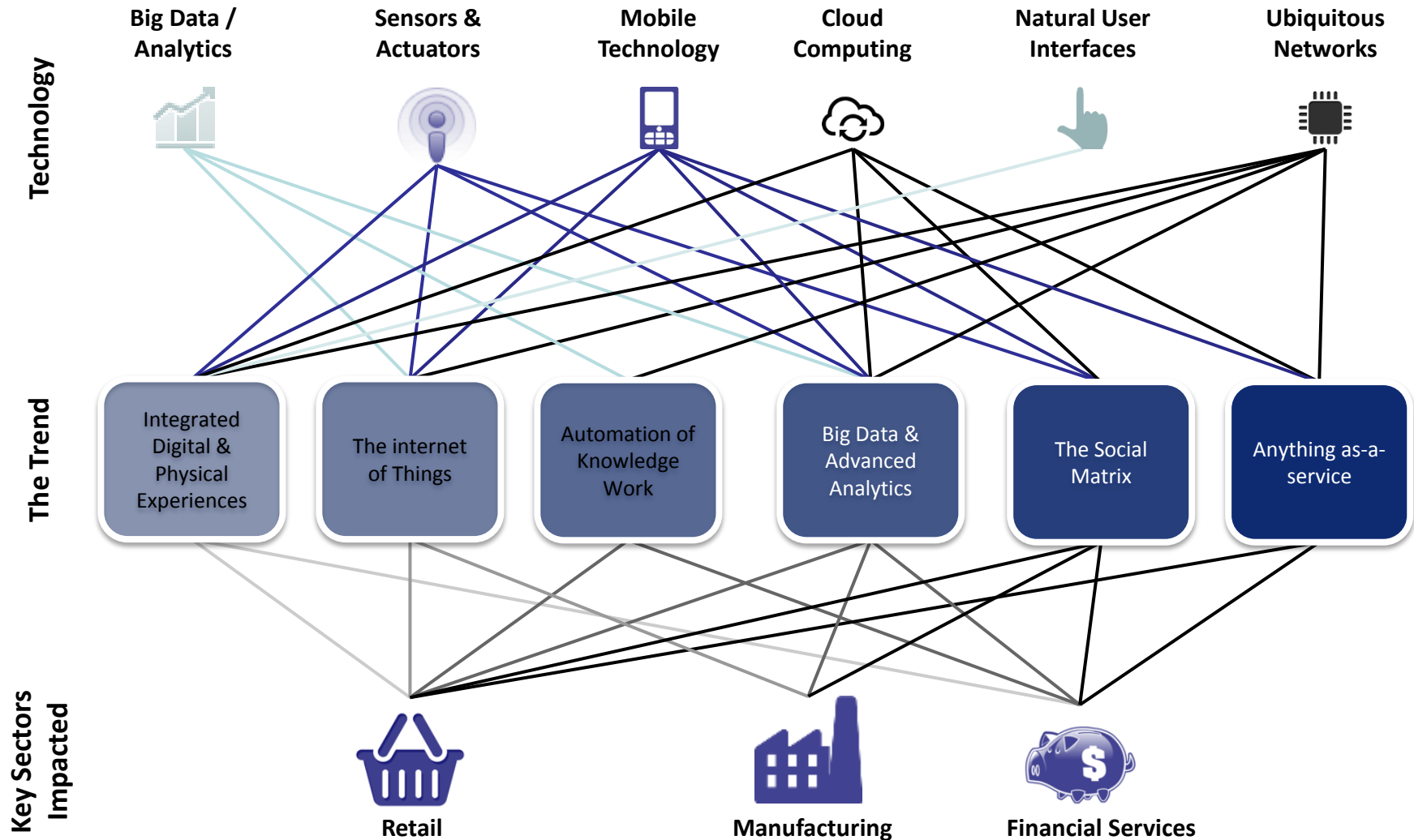
Healthy pipeline of over \$250 Mn across both ETS and IM business

**Strategy and  
Innovation**



**Renovation and  
Operational Efficiency**

# Delivering Digital Transformation



SOURCE: McKinsey Global Institute – Ten IT-enabled business trends for the decade ahead – May 2012 & ZenSar Analysis



## Retail

- Mobile / Cloud Enabled POS
- CRM & Omni – Channel Loyalty
- Click & Collect
- Merchandise Lifecycle Optimization



## Insurance

- Digital Communication
- Social Listening
- Customer / Agent Efficient Mobile Apps
- Reinsurance



## Manufacturing

- Supplier Integration Platform
- Integrated Planning and Scheduling
- Mobile Enabled Service Management
- Shop Floor Efficiency

Consolidate on excellent growth and brand recognition in key markets – US, UK, Europe and Africa and establish customer forts in India, Middle East and Australia

Complete the refocus on Services with dual shore engagements in the IM Business Unit and drive for higher profitability

Focus on Triple Bottom Line to continue

- Partner of Choice in Chosen Verticals, Solutions and Technologies
- Continue to offer a balanced services portfolio across Custom Application Services, Enterprise Application Services and Infrastructure Services
- Aim to be amongst the Top 10 Indian IT Services Providers



**Corporate Headquarters:** Pune, India

**US Offices:** San Jose | Chicago | Princeton | Dallas | New York | Westborough

**Global Offices:** USA | UK | Europe | Africa | Middle East | China | Singapore | Australia

For more information please contact: **[strategyteam@zensar.com](mailto:strategyteam@zensar.com)** | [www.zensar.com](http://www.zensar.com)