

Analyst Presentation

Q2 FY22

Quarter Ending Sept 30, 2021

Zensar Technologies



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.

Q2FY22 Snapshot



Revenue

\$141.9M

12.3% QoQ CC ▲

With a 12.3% sequential QoQ growth in revenue on a constant currency basis, this has been one of our highest growth quarters



Headcount

10,375

Increase of 863 associates



Wins

\$187.5M



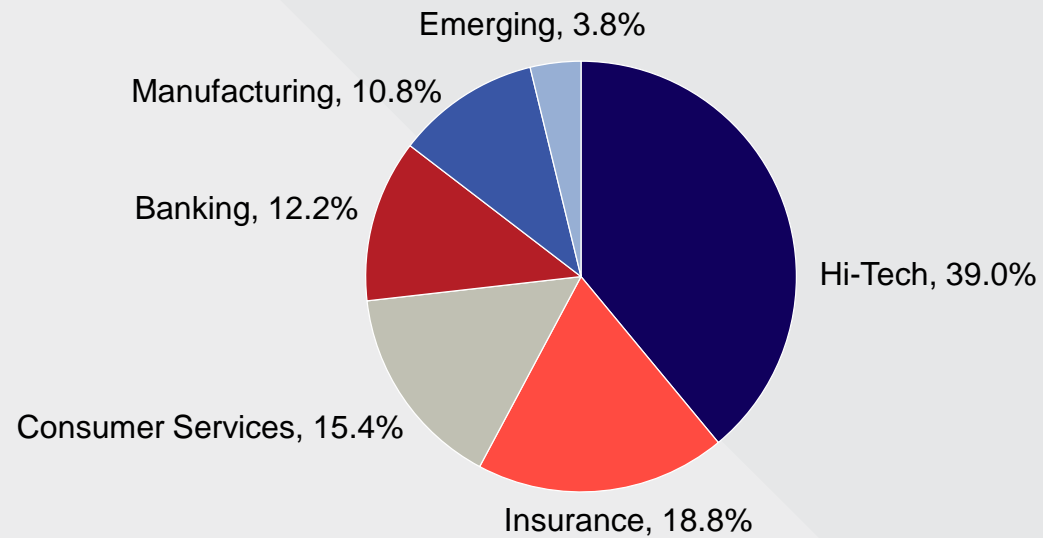
PAT

9.0%

181 bps QoQ ▼

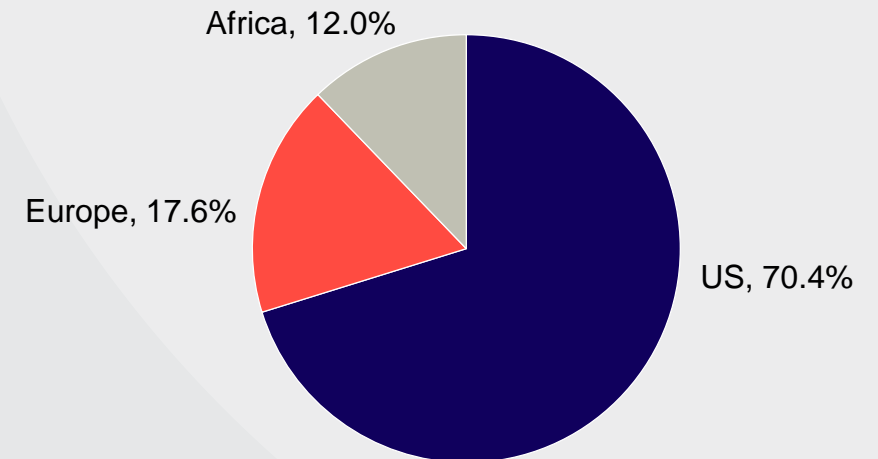
Revenue Split

Revenue by Verticals



Vertical	Sequential QoQ growth
Hi-Tech	3.9%
Insurance	12.2%
Consumer Services	18.1%
Banking	37.0%
Manufacturing	6.8%
Emerging	16.0%

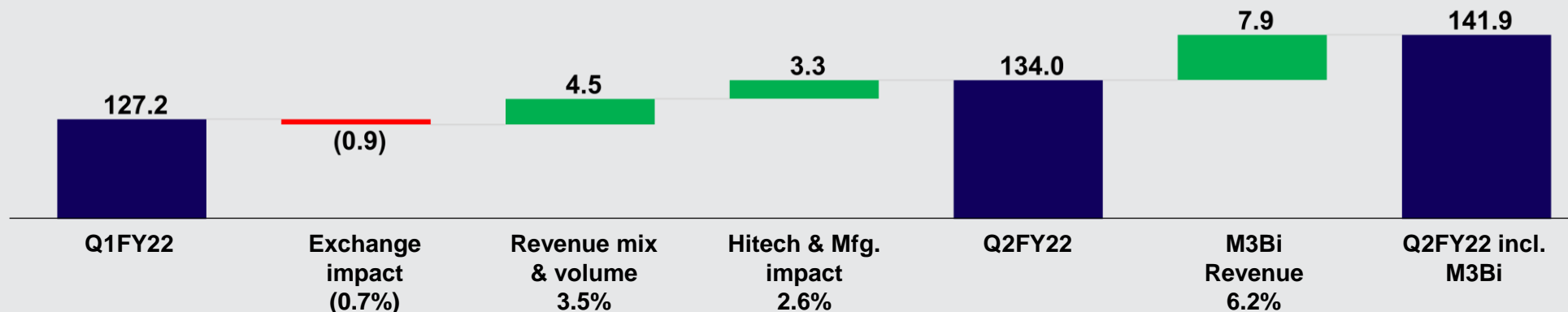
Revenue by Geography



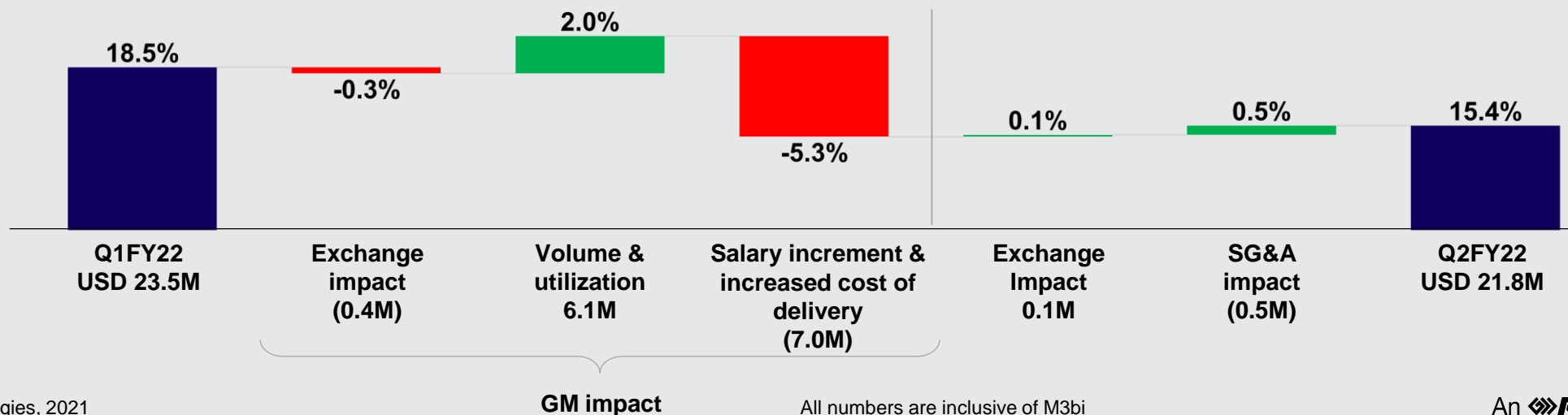
Geography	Sequential QoQ growth
US	11.9%
Europe	11.2%
Africa	10.0%

Revenue and EBITDA Walk

Revenue walk (in USD M terms)



EBITDA walk (in % of rev terms)



Top Clients' Revenue

Million+ dollar clients (LTM)

	Q2FY21	Q1FY22	Q2FY22
20 Mn Dollar+	2	3	3
10 Mn Dollar+	8	8	10
5 Mn Dollar+	23	24	26

Revenue mix (% of total revenue)

	Q2FY21	Q1FY22	Q2FY22
Top 5 Clients	39.8%	38.4%	35.0%
Top 10 Clients	51.0%	49.4%	47.4%
Top 20 Clients	65.8%	63.7%	61.9%

Zensar expands its city of San Diego relationship by winning a multi-year Contract

We announced a four year, multi-million-dollar contract with the City of San Diego for Workplace and Enterprise Compute Managed IT Services. This will help the City to modernize its core systems, accelerate with higher velocity to become the leading Smart City of the future. Zensar's best in class "4R Re-imagine Leadership framework for Smart City" will drive a Cloud-First strategy, accelerate adoption of AI enabled autonomies tools and deliver a superior employee experience to the City's constituents.

4R Re-imagine Leadership framework

- Reimagine City in terms of scope, possibilities and vision
- Re-Evaluate value chain through new age city operations, innovative services & data driven culture
- Reconnect with Citizens by engaging & optimizing citizen journeys
- Restructure City Organization with new capabilities and support new ways of working

Benefits

- Improve citizen experience
- Deliver prompt & reliable citizen services
- Safeguard City & Citizen data
- Invest in smart solutions of tomorrow
- Cut Costs & Drive Efficiency

Key Wins for the Quarter

Strategic partnership with a leading tech corporation for cloud transformation



Migration to modern architecture in multiple geographies for a leading global bank



Order management system for the world's leading luxury furnishing company



Enterprise automation for a global financial technology firm



Transforming operating model and tech strategy for a construction consultancy firm



Data engineering for the world's leading news organization



ESG initiatives

Connected Experiences. Sustainable Future.

Zensar material topics alignment with Sustainable Development Goals

Key Highlights

Environment

We have significantly increased our efforts on sustainability including investing in green energy, Environment Health Safety and Climate related risk framework



- 100% 'Single Use Plastic' free workplace
- 2 Indian Green Building Council certified facilities
- Real time energy management
- Office – ISO 14001: 2015 Environment Management system

Social

We are better prepared to manage well-being of our employees, increase diversity and impact the communities we inhabit



- 29.6% women associates
- 30,000+ Children reached out through "A Story a Day" campaign as part of Pehlay Akshar schooling
- 35,742 lives touched through our CSR programs till date

Governance

Our technology solutions are foundational, resilient, and scalable with robust governance and long-lasting benefits to our customers, shareholders, team members, and partners



- Robust risk management framework in place
- 100% working environment protected by Information Security Management System

Awards and Recognitions

Key Mentions



Featured as “**Disruptor**” in Avasant’s Digital Talent Capability 2021 RadarView report



Recognized as “**Leader**” in Managed Services for Midmarket and as “**Product Challenger**” in Managed Services for Large Accounts in ISG Provider Lens™ Quadrant Report for Next-Gen Private/Hybrid Cloud- Data Centre Services and Solutions US 2021



Positioned as “**Major Contender**” on the Application and Digital Services in Banking PEAK Matrix® Assessment 2021, Global

Winners 2021



Foolproof won “Digital Agency of the Year” and “Design Agency of the Year” at UK Agency Awards



Zensar was named “Tech Company of the Year” at Tech India Transformation Awards 2021

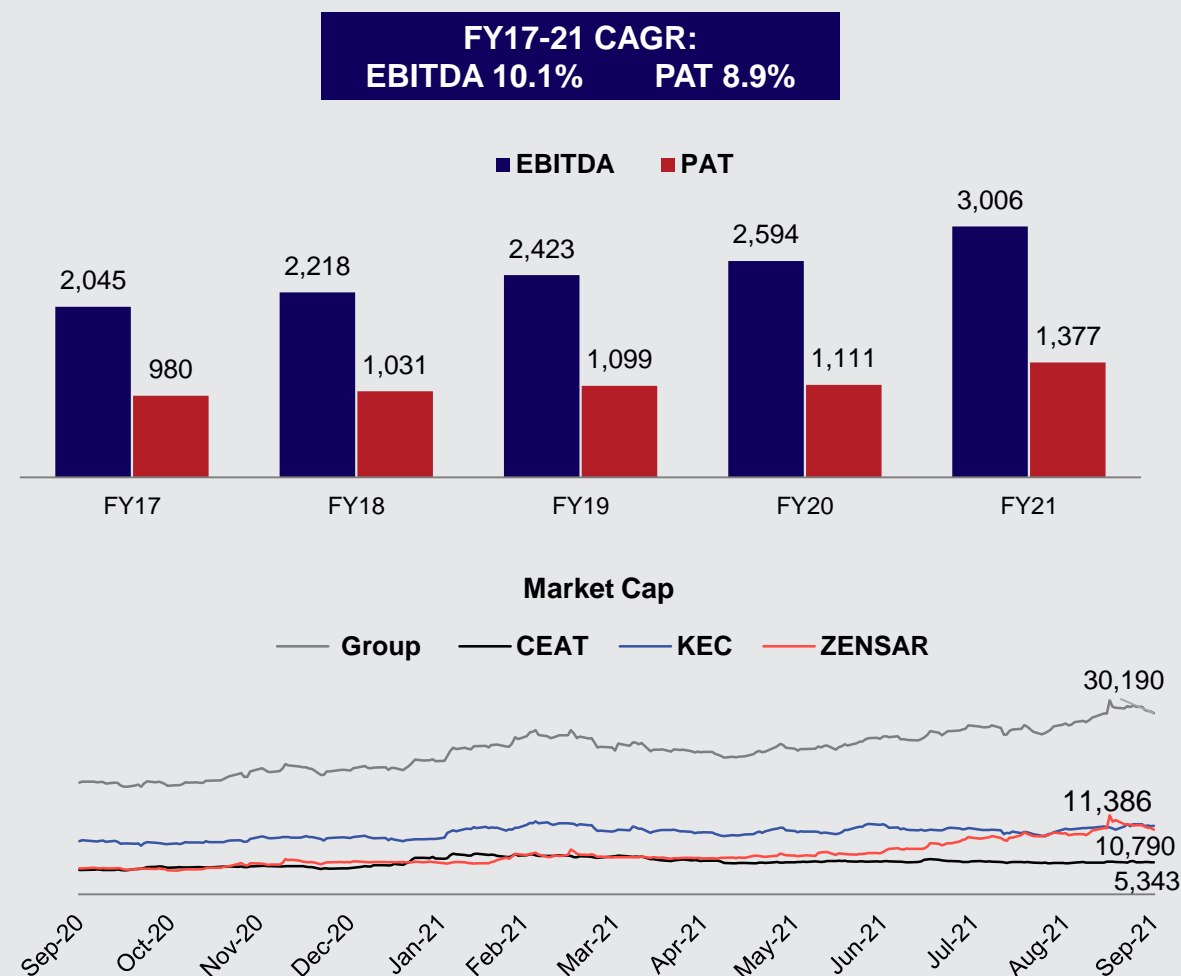
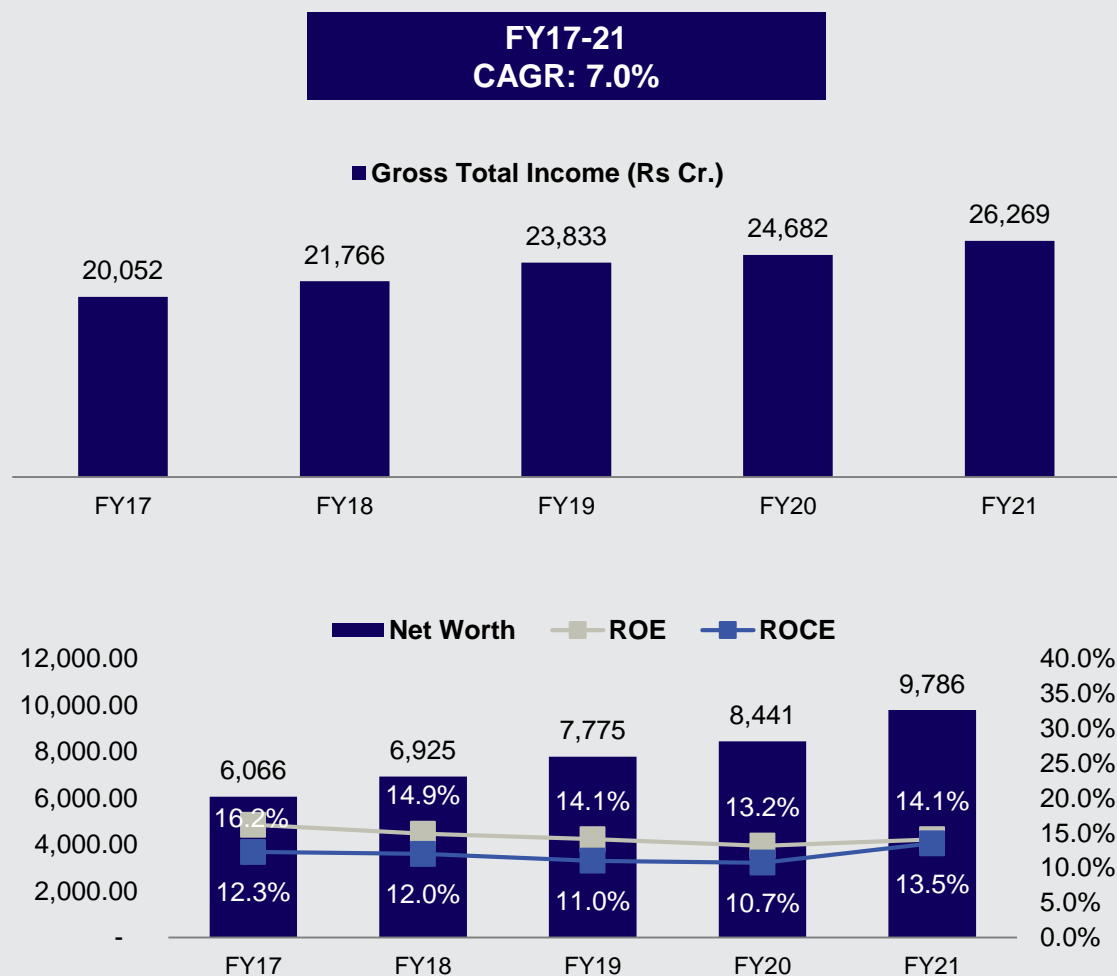


Zensar recognized as the first runner-up at the UN Women Award for Transparency and Reporting on Gender Equality

RPG Group update

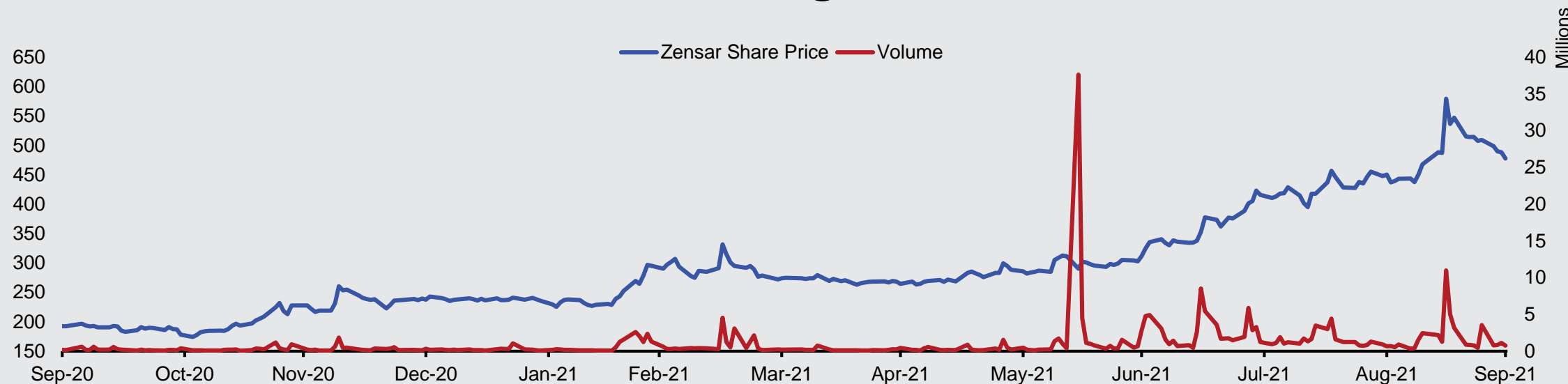


RPG Group Key Financials



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 updated till 30th September 2021

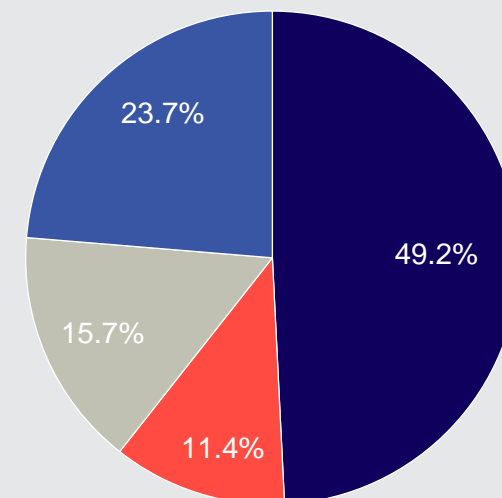
Stock Price and Shareholding Pattern



Equity Share Information

- Share Price (30 September 2021): INR 477.80 per share
- Market Cap (30 September 2021): INR 10,790 Crores
- Financial Year: April to March
- Face Value: INR 2.00 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

- Promoter
- Apax Partners
- FPIs
- DIIs/ Others



Thank you

www.zensar.com