

Press Release

Zensar bags multi-million dollar deals in Europe

Europe markets set for significant growth

Pune, India-May 13, 2014: Zensar Technologies, a leading software services and infrastructure provider has announced significant new multimillion dollar wins in Europe.

UK's leading utilities services provider, Morrison Utility Services announced a significant new contract with Zensar of 6.7 M USD in UK. This engagement involves cloud based application services including Force.com based development and support for a span of 5 years. Graeme Cross, Head of Business Systems and Development, Morrison Utility Services said, "Morrison Utility Services is delighted to continue our relationship with Zensar Technologies Ltd by renewing our existing 5 year contract that comes to an end in May 2014 by a further 5 years. This was an easy decision for us to make as the service we receive from Zensar is exemplary. We look forward to working with Zensar and continuing our successful partnership for a further 5 years".

Morrison Utility Services (MUS) is UK's leading utility service provider. They work with utility companies in the electricity, gas, water and telecommunication sectors helping them renew, refurbish, and maintain their infrastructure and networks. The company is centred on provision, replacement, repair and maintenance of utility network infrastructure, operating in a highly regulated market.

"Zensar is really proud of the strong partnership we have established over the last five years. In our joint view, the decision was made easier for Morrison Utility Services (MUS) to continue with Zensar by providing excellence in delivery, creating innovative value adds and more importantly being their when the client needed us", said Gurdeep Grewal, Senior Vice President, Zensar EMEA.

The company also announced a deal with a large intergovernmental organization, which has selected Zensar Technologies to enhance and support its core applications in Oracle Technologies in a multi-year managed services contract. The deal has been won amongst stiff competition from large Indian and multinational Tier 1 providers, including a significant incumbent.

This deal reinforces the credibility of Zensar's strength in its Oracle capabilities and breadth of services and the client experiences it has. Zensar Technologies is an Oracle Platinum Partner for all its associated entities in the US, UK, South Africa, Middle East, Germany, China, Singapore, Australia and India. The company also holds the FUDA agreement and reseller rights for a majority of the Oracle products that it services. It also features significantly in the Forrester Report amongst the 'The New Breed of Oracle Services Partner'.

Dr Ganesh Natarajan, Vice Chairman and CEO, Zensar Technologies said, "Zensar's business in Europe has seen a significant boost and the government and utilities sector business has been a shot in the arm in this region, in both our core businesses - enterprise application services and infrastructure management. These two deals carry a contract value of over 100 Crores, and have widened our presence in the accounts to cover a larger IT landscape. With companies investing more in our key markets of USA Europe and Africa and our service portfolio strong in Infrastructure, Applications and Digital Transformation, we are confident that growth will be robust in this year."



About Zensar Technologies (www.zensar.com)

Zensar Technologies is a leading software services provider from India. The company has industry expertise that spans Manufacturing, Retail, Utilities, Banking Financial Services and Insurance. An RPG Group company, Zensar has near 7000 employees with sales and operations presence across US, UK, Europe, Middle East, South Africa, Singapore and Australia. The Company delivers comprehensive services for mission-critical applications, enterprise applications, business intelligence and analytics, CRM and Business Process Management. Zensar also provides innovative Infrastructure Management solutions that enable leading companies worldwide to optimize, secure, manage and support their mission-critical infrastructure. Using its multi-shore capabilities, Zensar combines expert consulting, integration and support services with world-class customer service to help IT organizations reduce costs, increase efficiencies and manage risk better. The Company has developed tools and methodologies, including the proprietary Solution BluePrint (SBP), which enables its clients with innovative business solutions and a rapid 'go-to-market' capability. The Company supports Fortune 500 clients with software business solutions that help them compete in the digital economy.

About RPG Enterprises (www.rpg.com)

RPG Enterprises is one of India's largest industrial conglomerates. With over 16 companies in its fold, the group has a strong presence in 8 business sectors. Established in 1979, RPG Enterprises is one of India's fastest growing business groups with a turnover touching Rs. 17,000 cr. The group has more than sixteen companies managing diverse business interests in the areas of Power, Tyre, Infrastructure, IT, Retail, Entertainment, Carbon Black and Specialty.



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Safe Harbor

Certain statements in this release concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

