

Press Release

**Zensar Technologies and Agile Financial Technologies partner to expand  
BFSI focused services globally**

*Dubai, United Arab Emirates, September 8, 2014:* Zensar Technologies, a global software solutions and services provider, today announced a strategic partnership with Agile Financial Technologies (Agile FT), a global leader in the BFSI software solutions space, to strengthen its position in the Banking, Financial Services and Insurance (BFSI) sector. This partnership will help Zensar and Agile FT optimize proficiency to meet the rapidly growing needs of the sector and continue to remain customer centric by providing them with the industry leading solutions and strong domain expertise.

Ganesh Natarajan, CEO and Vice Chairman Zensar Technologies, said, "Zensar has a direct presence in Dubai and plans to have multiple centres across the region. This partnership is an important step towards re-emphasizing the significance that the Middle East market plays in Zensar's growth strategy."

The Middle East is one of Zensar's key emerging markets where it has a market leading position in the Enterprise Application space in both Oracle and SAP solutions and has created a strong footprint over the last seven years by engaging with some of the region's most prestigious Manufacturing, Retail, Real Estate and Healthcare companies. Zensar Technologies plays a substantial role in providing critical insights towards enabling institutions in becoming more consumer friendly, widening their delivery channels, service accessibility hence gaining a competitive edge.

Kalpesh Desai, CEO, Agile Financial Technologies, said, "We are pleased to announce our global partnership with Zensar who will add their strong domain and delivery skills to our award winning Agilis product suite in the insurance, banking and financial services space. The partnership while adding enormous value to our potential customers will also help us generate a significant thrust in the market. Our teams have been working closely for the past six months to reach a stage of preparedness to launch our joint product and service offering in the Middle East, Africa and the US. Our relationship extends to other markets that Zensar is present in as well, namely the UK, India and APAC regions."

Sekhar Dash, Regional Head of Middle East, Zensar Technologies, said, "In our effort to deliver superior value to the Banking, Financial Services and Insurance sector given that a significant portion of the market is product driven, we have partnered with Agile Financial Technologies who have best of breed products for the Insurance value chain, Banks and Financial Services Companies including Lending & Investment Management firms. Our global experience and delivery skills make a perfect fit with Agile FT's product suite in the regions we operate in. We are now preferred partners for Agile FT in the Middle East, USA, UK, Africa, India and the APAC regions."

[www.zensar.com](http://www.zensar.com)



**RPG**

With a customer focused mindset and desire to become a seamless extension of the modern BFSI organizations, Zensar is well-positioned to deliver superior value with its rich service offerings, domain depth and innovative engagement models. Shefali Khera, COO for Agile FT US & Global SVP & Business Head, Agile FT, comments, "We have already begun engaging deeply in multiple accounts and at various levels of demand generation, solution architecture and market penetration. The joint teams have demonstrated high level of teamwork and synergy that makes us ever more excited about this formal partnership going forward."

Zensar's business operations for the Middle East stem out of their office in Dubai and will have multiple centres across the Middle East to ensure that they are able to capitalize on the major role the region plays in the overall growth strategy.

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**About Zensar Technologies ([www.zensar.com](http://www.zensar.com))**

Zensar is a leading software and infrastructure services and solutions provider with industry expertise across Manufacturing, Retail, Insurance, Utilities, Banking, Financial Services and Government. The company delivers comprehensive services for mission-critical applications, enterprise applications, business intelligence and analytics, business process management and digital enterprise services. Using its multi-shore capabilities, Zensar combines expert consulting, integration and support services with world-class customer service to help organizations attain significant business outcomes. Zensar has 6800 associates with operations across US, UK, Europe, Middle East, Africa, India and Asia Pacific.

**About RPG Enterprises ([www.rpggroup.com](http://www.rpggroup.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. 18,200 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.

**About Agile Financial Technologies ([www.agile-ft.com](http://www.agile-ft.com))**

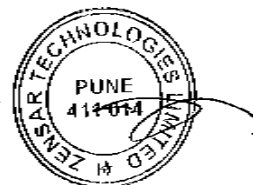
Agile Financial Technologies is a leading provider of enterprise software to the banking, financial services and insurance (BFSI) sectors, with a growing customer community of leading banks, insurance companies, investment management firms and financial institutions across 20 countries. The company is recognized as a market leader in the provisioning of software products to the BFSI sector by leading analyst firms and publications. Agile FT's investors include IDG Ventures, a global fund managing USD 6.8 bn.

Agile FT's award winning Agilis Product Suite consists of software solutions for Life Insurance, General Insurance, Health Insurance, Pensions & Annuities, Investment Management, Bancassurance, Lending, Financial Inclusion among others.

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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.

