



**Date:** October 20, 2022

**BSE Limited**

Corporate Service Department,  
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Dalal Street,  
Mumbai 400 001

Fax: (022) 2272 2039/2272 3121

**Scrip ID:** ZENSARTECH

**Scrip Code:** 504067

**The National Stock Exchange of India Ltd.**

Exchange Plaza, 03<sup>rd</sup> floor,  
Plot No. C/1, 'G' block,  
Bandra Kurla Complex, Bandra (E),  
Mumbai 400 051

Fax: (022) 26598237/26598238

**Symbol:** ZENSARTECH

**Series:** EQ

**Subject: Press Release and Investor update & Analyst Presentation**

Dear Sir/Madam,

In continuation to our intimation titled "Outcome of Board Meeting held on October 20, 2022" and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release along with Investor update and Analyst presentation on the Financials Results of the Company for the quarter and half year ended September 30, 2022.

You are requested to take note of the above.

Thanking you,

Yours sincerely,

For **Zensar Technologies Limited**

**Gaurav Tongia**  
**Company Secretary**



Encl.: As above

An  RPG Company



## Zensar reports 14.4% quarterly YoY constant currency growth in Q2FY23

**Pune, India, October 20, 2022:** Zensar Technologies, a leading experience engineering and technology solutions company, announced its consolidated financial results for the second quarter, ending September 30, 2022, of the fiscal year 2022-2023.

### Financial Highlights:

- In Q2FY23, the company reported revenue of \$155M, sequential QoQ growth of 1.6%, and quarterly YoY growth of 14.4% in constant currency
- In Q2FY23, the EBITDA was at 8.5% of revenues and the PAT stood at 4.6% of revenues
- The company reported net cash of \$162.1M at the end of Q2FY23
- The US region posted sequential QoQ growth of 0.4% and quarterly YoY growth of 11.1%
- The Europe region posted sequential QoQ growth of 1.7% and quarterly YoY growth of 25.9% in constant currency
- South Africa posted sequential QoQ growth of 9.1% and quarterly YoY growth of 16.4% in constant currency
- Banking, Financial Services, and Insurance (BFSI) registered sequential QoQ growth of 6.1% and quarterly YoY growth of 33.8% in constant currency
- Hi-Tech and Manufacturing (HTM) and Emerging registered sequential QoQ growth of 0.1% and quarterly YoY growth of 6.5% in constant currency
- Consumer Services registered sequential QoQ decline of 2.5% and quarterly YoY growth of 5% in constant currency

**Ajay S. Bhutoria, CEO and Managing Director, Zensar Technologies, said,** “In Q2FY23, we reported quarterly revenues of \$155M, sequential QoQ growth of 1.6%, and quarterly YoY growth of 14.4% in constant currency. The investments made in the past few quarters have led us to win deals of \$141.8M, despite challenging market conditions in some of our verticals. Our key business services, including Advanced Engineering Services (AES), Data Engineering Services, and Platform Services, have consistently expanded with new deal wins, addition of new logos, and revenue growth. Our BFSI vertical continues its growth trajectory, reporting sequential QoQ growth of 6.1% and quarterly YoY growth of 33.8% in constant currency. South Africa has performed distinctly in the past quarter, posting sequential QoQ growth of 9.1% and quarterly YoY growth of 16.4% in constant currency. Due to a sluggish macro-economic environment, we did experience softness in our Hi-Tech and Manufacturing and Consumer Services businesses.”

He further stated, “Our focus on training and skilling initiatives has enabled our teams and freshers to hone their capabilities aimed at accelerating value for our clients.”

**Commenting on Q2FY23 performance, Sachin Zute, CFO, Zensar Technologies, said,** “Q2FY23 was a stable quarter for the company. Margins in Q2FY23 were mainly affected due to significant wage increases across all levels to enable us to navigate effectively through the external supply side environment. Our talent pool has responded well to these increases, and we have seen moderation in attrition rates.”

He further stated, “Our revenues grew by 1.6% on a sequential QoQ basis and 14.4% on a quarterly YoY basis on constant currency terms. We had an adverse impact due to currency volatility in GBP and ZAR. The company is working on multiple initiatives toward margin improvement. Our DSO has improved to 80 days from 83 days in Q1FY23, showing improving operational efficiency. As we step into the second half of this fiscal year, we have a healthy order book of \$141.8M. We will continue to maintain operational rigor focused on delivery excellence and cost optimization.”

**Significant Wins in Q2FY23:**

- Application development services and mandate for data engineering and data services for an American global technology company
- Application services for a large US medical technology manufacturer
- Application services for a leading US-based provider of risk management products and services
- Mandate for advanced engineering services for a South Africa-based financial services company
- Application services for a leading retailer from South Africa

**Corporate Excellence Snapshot in Q2FY23:**

- Mentioned as Major Contender in Everest Group Digital Workplace Services PEAK Matrix® Assessment 2022, Europe and US
- Mentioned as Major Contender in Everest Group Adobe Services PEAK Matrix® Assessment 2022
- Mentioned as Star Performer and Major Contender in Everest Group Data and Analytics (D&A) Services PEAK Matrix® Assessment 2022
- Mentioned as Major Contender in Everest Group IT Security Services PEAK Matrix® Assessment 2022, North America

**Awards and Recognitions in Q2FY23:**

- Gold recognition for Learning and Development, Brandon Hall Excellence Awards

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

We conceptualize, build, and manage digital products through experience design, data engineering, and advanced analytics for over 130 leading companies. Our solutions leverage industry-leading platforms and help clients be competitive, agile, and disruptive as they navigate transformational changes with velocity. With headquarters in Pune, India, our 10,000+ associates work across 33 locations, including San Jose, Seattle, Princeton, Cape Town, London, Singapore, and Mexico City.

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Catch our refreshed new website at: [www.zensar.com](http://www.zensar.com)

**About RPG Enterprises ([www.rpggroup.com](http://www.rpggroup.com))**

RPG Enterprises, established in 1979, is one of India's fastest-growing business groups, with a turnover of US \$4B. The group has diverse business interests in the areas of Infrastructure, Tires, Pharma, IT, and Specialty, as well as in emerging innovation-led technology businesses.

**For any queries, please feel free to reach out:****Media Contact****Aradhana Prabhu**

Head-Public Relations

Zensar Technologies

[aradhana.prabhu@zensar.com](mailto:aradhana.prabhu@zensar.com)

**Safe Harbor**

Certain statements in this release concerning our future prospects are forward-looking statements that 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 customers 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 pandemics 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, and general global operations and may also impact the success of companies in which we have made strategic investments, demand for the 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.



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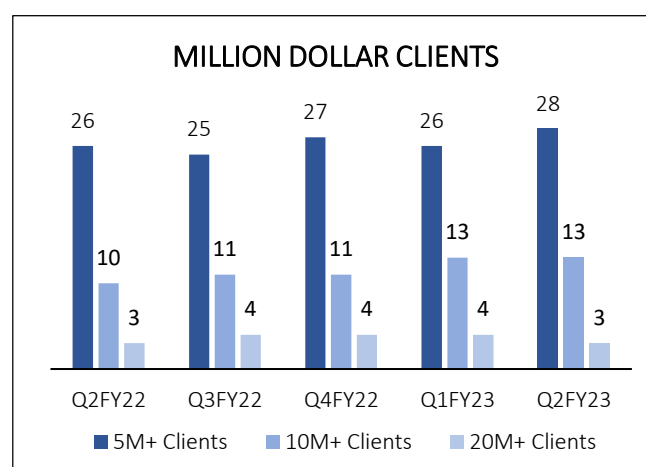
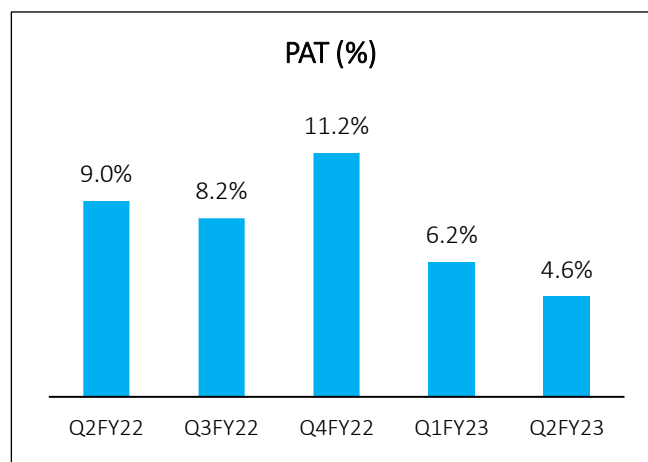
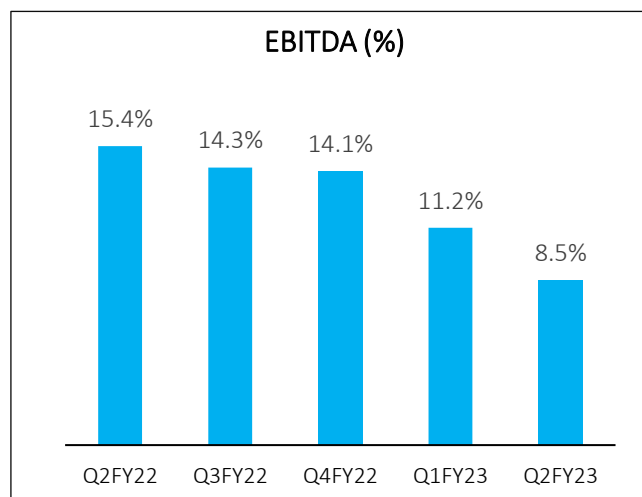
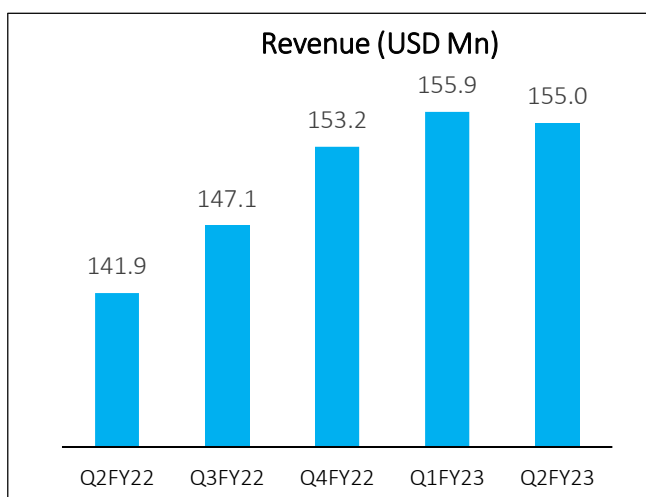
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### Q2FY23 Revenue and Profitability snapshot:

Particulars	Q2FY23		Growth					
	USD Mn	INR Mn	Q-o-Q			Y-o-Y		
			USD	INR	CC	USD	INR	CC
Revenue	155.0	12,346	-0.5%	2.6%	1.6%	9.3%	17.5%	14.4%
EBITDA	13.2	1,055	-24.4%	-22.5%		-39.5%	-34.6%	
EBIT	7.0	563	-36.9%	-35.4%		-54.7%	-50.8%	
PAT	7.1	568	-26.0%	-24.4%		-44.5%	-39.9%	

### Performance Highlights





### Income Statement (USD Mn)

Income Statement (USD Mn)	Q2 FY 22	FY22	Q1 FY 23	Q2 FY 23
<b>Operating revenue</b>	<b>141.9</b>	<b>569.4</b>	<b>155.9</b>	<b>155.0</b>
<i>Sequential Growth</i>	11.6%		1.7%	-0.5%
<i>Year-Over-Year Growth</i>	12.7%	15.3%	22.6%	9.3%
Cost of revenue	98.4	391.9	114.5	115.8
<b>Gross profit</b>	<b>43.4</b>	<b>177.4</b>	<b>41.4</b>	<b>39.2</b>
<i>Gross profit % of revenue</i>	30.6%	31.2%	26.6%	25.3%
<i>Sequential Growth</i>	-1.9%		-10.3%	-5.2%
<i>Year-Over-Year Growth</i>	-0.8%	7.3%	-6.5%	-9.6%
Sales and marketing expenses	8.7	36.2	9.6	11.2
General and administration expenses	12.9	53.2	14.3	14.8
Operating expenses	<b>21.6</b>	<b>89.4</b>	<b>23.9</b>	<b>26.0</b>
<i>% of revenue</i>	15.2%	15.7%	15.4%	16.8%
Other operating income	-	-	-	-
<b>Earnings before interest, tax, depreciation and amortization (EBITDA)</b>	<b>21.8</b>	<b>88.0</b>	<b>17.5</b>	<b>13.2</b>
<i>EBITDA % of revenue</i>	15.4%	15.5%	11.2%	8.5%
<i>Sequential Growth</i>	-7.1%		-19.3%	-24.4%
<i>Year-Over-Year Growth</i>	-10.7%	-4.6%	-25.6%	-39.5%
Depreciation and amortization	6.3	24.8	6.3	6.2
<b>Earnings before interest and tax (EBIT)</b>	<b>15.5</b>	<b>63.2</b>	<b>11.1</b>	<b>7.0</b>
<i>EBIT % of revenue</i>	10.9%	11.1%	7.1%	4.5%
<i>Sequential Growth</i>	-12.5%		-27.0%	-36.9%
<i>Year-Over-Year Growth</i>	-17.1%	-8.3%	-37.2%	-54.7%
Interest	1.2	4.7	0.8	0.9
Exchange Gain/(Loss)	1.0	6.4	1.3	2.0
Other income	2.1	12.1	1.5	1.6
<b>Profit before tax</b>	<b>17.4</b>	<b>77.0</b>	<b>13.0</b>	<b>9.6</b>
<i>% of revenue</i>	12.3%	13.5%	8.4%	6.2%
<i>Sequential Growth</i>	-8.3%		-45.2%	-26.0%
<i>Year-Over-Year Growth</i>	6.3%	18.2%	-31.4%	-44.7%
Provision for taxation	4.4	20.4	3.4	2.5
<b>Profit after tax (before minority interest)</b>	<b>13.0</b>	<b>56.6</b>	<b>9.6</b>	<b>7.1</b>
<i>% of revenue</i>	9.1%	9.9%	6.2%	4.6%
Minority interest	0.2	0.7	-	-
<b>Profit after tax</b>	<b>12.8</b>	<b>55.9</b>	<b>9.6</b>	<b>7.1</b>
<i>Profit after tax % of revenue</i>	9.0%	9.8%	6.2%	4.6%
<i>Sequential Growth</i>	-7.1%		-44.2%	-26.0%
<i>Year-Over-Year Growth</i>	8.3%	18.4%	-30.3%	-44.5%




**Income Statement (INR Mn)**

<b>Income Statement (INR Mn)</b>	<b>Q2 FY 22</b>	<b>FY22</b>	<b>Q1 FY 23</b>	<b>Q2 FY 23</b>
<b>Operating revenue</b>	<b>10,506</b>	<b>42,438</b>	<b>12,034</b>	<b>12,346</b>
<i>Sequential Growth</i>	12.2%		4.3%	2.6%
<i>Year-Over-Year Growth</i>	12.2%	15.7%	28.5%	17.5%
Cost of revenue	7,292	29,213	8,829	9,218
<b>Gross profit</b>	<b>3,214</b>	<b>13,224</b>	<b>3,205</b>	<b>3,129</b>
<i>Gross profit % of revenue</i>	30.6%	31.2%	26.6%	25.3%
<i>Sequential Growth</i>	-1.3%		-8.0%	-2.4%
<i>Year-Over-Year Growth</i>	-1.4%	7.8%	-1.6%	-2.7%
Sales and marketing expenses	648	2,699	740	892
General and administration expenses	954	3,960	1,104	1,182
Operating expenses	<b>1,602</b>	<b>6,659</b>	<b>1,844</b>	<b>2,074</b>
<i>% of revenue</i>	15.2%	15.7%	15.3%	16.8%
Other operating income	-	-	-	-
<b>Earnings before interest, tax, depreciation and amortization (EBITDA)</b>	<b>1,613</b>	<b>6,565</b>	<b>1,361</b>	<b>1,055</b>
<i>EBITDA % of revenue</i>	15.3%	15.5%	11.3%	8.5%
<i>Sequential Growth</i>	-6.5%		-17.1%	-22.5%
<i>Year-Over-Year Growth</i>	-11.3%	-4.0%	-21.1%	-34.6%
Depreciation and amortization	468	1,848	490	492
<b>Earnings before interest and tax (EBIT)</b>	<b>1,145</b>	<b>4,717</b>	<b>871</b>	<b>563</b>
<i>EBIT % of revenue</i>	10.9%	11.1%	7.2%	4.6%
<i>Sequential Growth</i>	-11.9%		-25.0%	-35.4%
<i>Year-Over-Year Growth</i>	-17.7%	-7.7%	-33.0%	-50.8%
Interest	87	353	64	75
Exchange Gain/(Loss)	77	469	98	159
Other income	152	908	115	125
<b>Profit before tax</b>	<b>1,286</b>	<b>5,741</b>	<b>1,020</b>	<b>771</b>
<i>% of revenue</i>	12.2%	13.5%	8.5%	6.2%
<i>Sequential Growth</i>	-7.8%		-43.2%	-24.4%
<i>Year-Over-Year Growth</i>	5.5%	18.9%	-26.9%	-40.1%
Provision for taxation	328	1,525	269	203
<b>Profit after tax (before minority interest)</b>	<b>958</b>	<b>4,217</b>	<b>751</b>	<b>568</b>
<i>% of revenue</i>	9.1%	9.9%	6.2%	4.6%
Minority interest	14	54	-	-
<b>Profit after tax</b>	<b>944</b>	<b>4,163</b>	<b>751</b>	<b>568</b>
<i>Profit after tax % of revenue</i>	9.0%	9.8%	6.2%	4.6%
<i>Sequential Growth</i>	-6.5%		-42.2%	-24.4%
<i>Year-Over-Year Growth</i>	7.5%	19.0%	-25.6%	-39.9%



## Other Metrics

Other Metrics	Q2 FY 22	FY 22	Q1 FY 23	Q2 FY 23
<b>Revenue By Service Offering (as % of Revenue)</b>				
<b>Digital &amp; Application Services (DAS)</b>	<b>84.8%</b>	<b>83.5%</b>	<b>82.2%</b>	<b>80.0%</b>
<i>Digital Services</i>	61.5%	59.8%	58.4%	57.7%
<i>Core Application Services</i>	23.3%	23.7%	23.7%	22.3%
<b>Digital Foundation Services (DFS)</b>	<b>15.2%</b>	<b>16.5%</b>	<b>17.8%</b>	<b>20.0%</b>
<i>Cloud, Digital Led next gen CIS</i>	9.6%	10.9%	11.9%	12.0%
<i>Core Infrastructure Services</i>	5.6%	5.6%	5.9%	8.0%
<b>Total Digital Services</b>	<b>71.1%</b>	<b>70.8%</b>	<b>70.4%</b>	<b>69.7%</b>
<b>Revenue By External Vertical (as % of Revenue)</b>				
Hitech	32.3%	31.1%	27.4%	25.7%
Manufacturing	12.8%	12.8%	13.2%	12.4%
Banking	13.3%	14.0%	16.7%	17.5%
Insurance	16.6%	16.1%	16.5%	16.7%
Consumer Serv.	19.8%	20.0%	18.8%	17.9%
Emerging	5.2%	6.0%	7.5%	9.8%
<b>Revenue By Geographical Segment (as % of Revenue)</b>				
US	70.4%	70.5%	70.9%	71.6%
Europe	17.6%	18.1%	18.1%	17.4%
Africa	12.0%	11.5%	11.0%	11.0%
<b>Revenue By Project Type (as % of Revenue)</b>				
Fixed Price	60.8%	60.9%	58.8%	58.3%
Time & Materials	39.2%	39.1%	41.2%	41.7%
<b>Constant Currency</b>				
<b>Operating revenue (Constant Currency mn)</b>	<b>142.8</b>	<b>558.9</b>	<b>157.9</b>	<b>158.4</b>
Sequential Growth	12.3%	13.1%	3.1%	1.6%
Year-Over-Year Growth	9.7%	13.1%	26.3%	14.4%
<b>Constant Currency Growth By External Vertical (QoQ %)</b>				
Hitech	2.9%	0.4%	-0.8%	-5.5%
Manufacturing	5.8%	-0.4%	3.3%	-4.7%
Banking	31.5%	39.7%	10.6%	8.3%
Insurance	18.7%	8.8%	5.6%	3.9%
Consumer Serv.	15.4%	17.4%	-0.4%	-2.5%
Emerging	20.3%	122.0%	5.1%	28.9%



Other Metrics	Q2 FY 22	FY 22	Q1 FY 23	Q2 FY 23
<b><u>Number of million dollar Clients (LTM Revenue)</u></b>				
1 Million dollar +	85	83	86	87
5 Million dollar +	26	27	26	28
10 Million dollar +	10	11	13	13
20 Million dollar +	3	4	4	3
<b><u>Revenue from top clients</u></b>				
Revenue- top 5 clients	35.0%	34.9%	33.3%	34.6%
Revenue- top 10 clients	47.4%	47.0%	45.2%	45.5%
Revenue- top 20 clients	61.9%	61.1%	61.2%	60.7%
<b>Number of active clients</b>	<b>143</b>	<b>147</b>	<b>147</b>	<b>146</b>
<b><u>Onsite:Offshore (as % of Revenue)</u></b>				
<b>Revenue mix</b>				
Onsite	57.5%	57.4%	58.4%	57.1%
Offshore	42.5%	42.6%	41.6%	42.9%
<b><u>Utilization (excluding Trainees)</u></b>				
Utilization (excluding Trainees)	83.3%	81.5%	80.7%	80.7%
<b><u>Employee data</u></b>				
<b>Headcount</b>	<b>10,375</b>	<b>11,839</b>	<b>11,559</b>	<b>11,250</b>
Technical - Onsite	2,120	2,356	2,376	2,259
Technical - Offshore	7,273	8,519	8,215	8,019
<b>Gross employees added during the period</b>	1,545	6,800	1,220	1,194
<b>% of women employees</b>	<b>29.6%</b>	<b>29.4%</b>	<b>29.7%</b>	<b>30.1%</b>
<b>Voluntary Attrition %(LTM)</b>	23.2%	27.9%	28.1%	26.3%
<b><u>Exchange Rates (Rupee Dollar Rate)</u></b>				
Period Closing Rate	74.2	75.8	79.0	81.3
Period Average Rate	74.1	74.5	77.1	79.6
<b><u>Accounts receivables (in days)</u></b>				
Billed	60	64	59	54
Unbilled	22	26	25	26
<b>Total</b>	<b>82</b>	<b>90</b>	<b>83</b>	<b>80</b>
<b><u>Summary of Cash and Cash Equivalents</u></b>				
Balances with Banks	107.6	112.9	97.5	93.8
Investment in Mutual Funds	53.3	42.8	66.0	68.3
<b>Cash and Cash Equivalents with investment in MF</b>	<b>160.8</b>	<b>155.7</b>	<b>163.5</b>	<b>162.1</b>
<b>Debt (USD mn)</b>	-	-	-	-
<b>Total Outstanding Hedges (In USD)</b>	<b>126.4</b>	<b>131.7</b>	<b>154.2</b>	<b>130.8</b>
<b>Capex</b>	<b>3.3</b>	<b>7.6</b>	<b>3.9</b>	<b>1.5</b>



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

We conceptualize, build, and manage digital products through experience design, data engineering, and advanced analytics for over 130 leading companies. Our solutions leverage industry-leading platforms, and help clients be competitive, agile, and disruptive as they navigate transformational changes with velocity. With headquarters in Pune, India, our 10,000+ associates work across 33 locations, including San Jose, Seattle, Princeton, Cape Town, London, Singapore, and Mexico City.

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Catch our refreshed new website at: [www.zensar.com](http://www.zensar.com)

**About RPG Enterprises ([www.rpggroup.com](http://www.rpggroup.com))**

RPG Enterprises, established in 1979, is one of India's fastest-growing business groups with a turnover of US\$ 4 Billion. The group has diverse business interests in the areas of Infrastructure, Tires, Pharma, IT and Specialty as well as in emerging innovation led technology businesses.

**For any queries please feel free to reach out:**

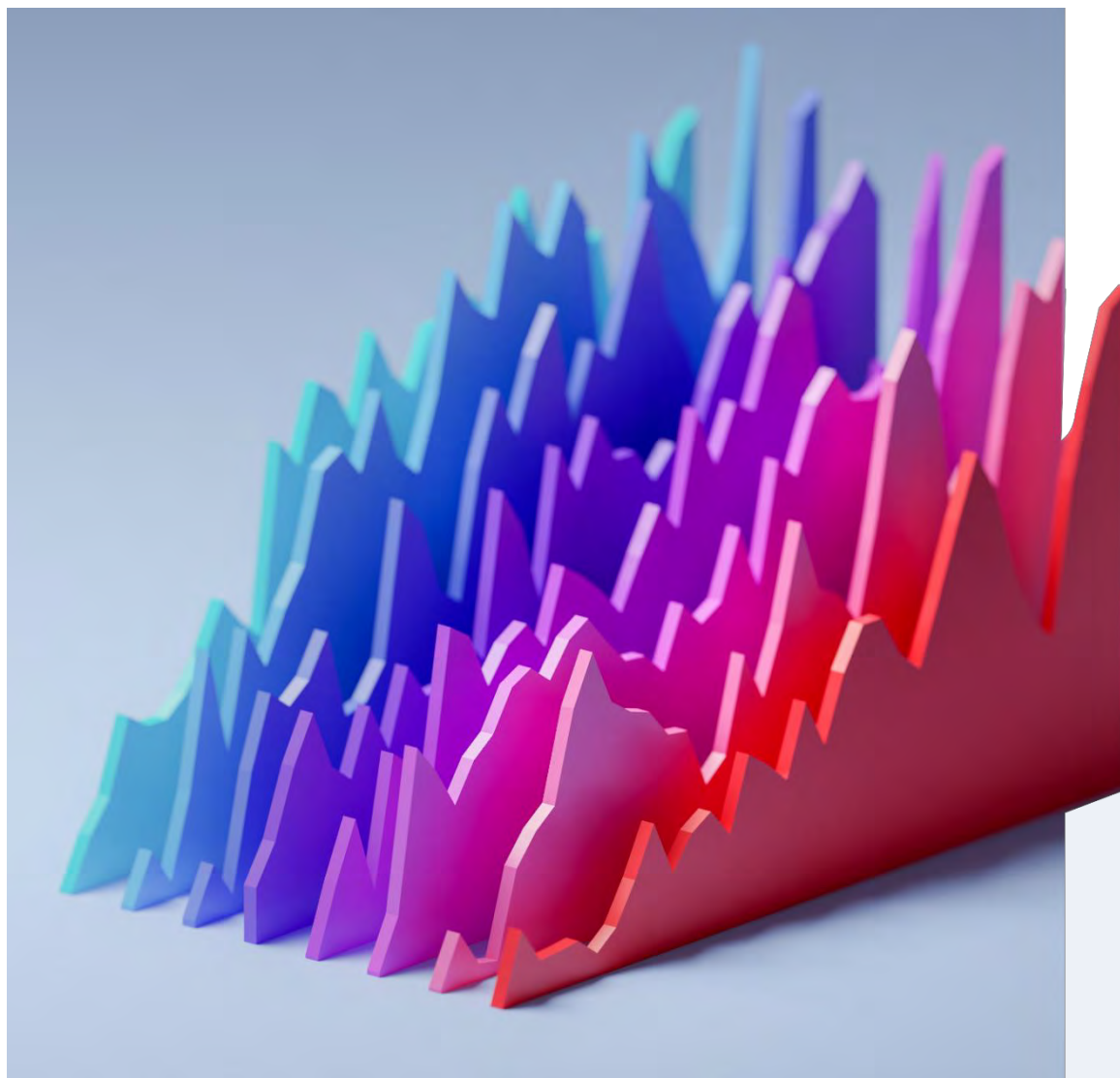
Media Contact
<b>Aradhana Prabhu</b> Public Relations Zensar Technologies <a href="mailto:aradhana.prabhu@zensar.com">aradhana.prabhu@zensar.com</a>

**Safe Harbour**

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.

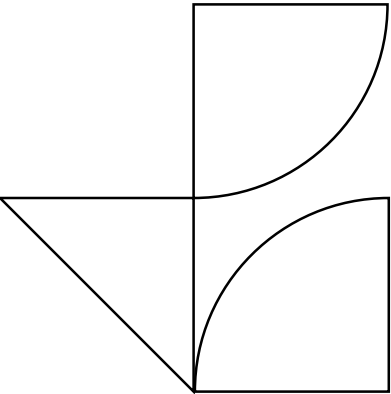


# **Analyst Presentation**

Quarter ending September 30, 2022

Zensar Technologies Ltd.

# Safe Harbor



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# Q2FY23: Driving business resilience



Revenue  
**\$155M**

14.4% YoY CC 



**EBITDA%**  
8.5%



**Cash**  
\$162.1M





**Headcount**  
11,250



**Wins**  
\$141.8M

**BFSI**  
33.8%   
YoY CC

**HTM\***  
6.5%   
YoY CC

**CS**  
5%   
YoY CC



# Success across verticals and geographies

## Vertical highlights



### HTM\*

**6.5%**  
Q2FY23 YoY  
growth cc

**47.9%**  
Q2FY23 revenue



### BFSI

**33.8%**  
Q2FY23 YoY  
growth cc

**34.2%**  
Q2FY23 revenue



### CS

**5%**  
Q2FY23 YoY  
growth cc

**17.9%**  
Q2FY23 revenue

## Key updates

- BFSI: momentum continues with existing clients and marquee new logos
- Hi-Tech, Manufacturing and CS: facing macro headwinds

## Geography highlights



### USA

**11.1%**  
Q2FY23 YoY  
growth cc

**71.6%**  
Q2FY23 revenue



### UK/EU

**25.9%**  
Q2FY23 YoY  
growth cc

**17.4%**  
Q2FY23 revenue



### South Africa

**16.4%**  
Q1FY23 YoY  
growth cc

**11%**  
Q2FY23 revenue

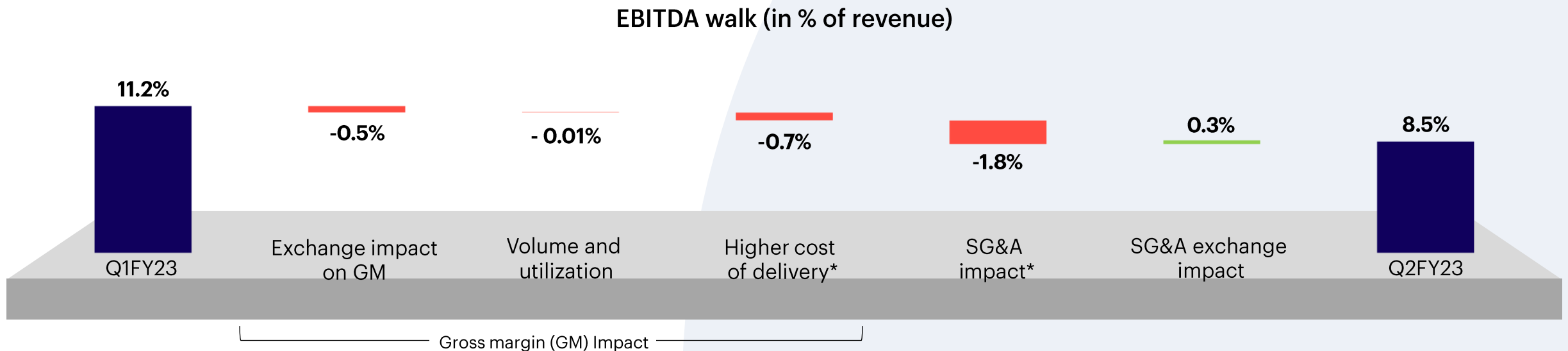
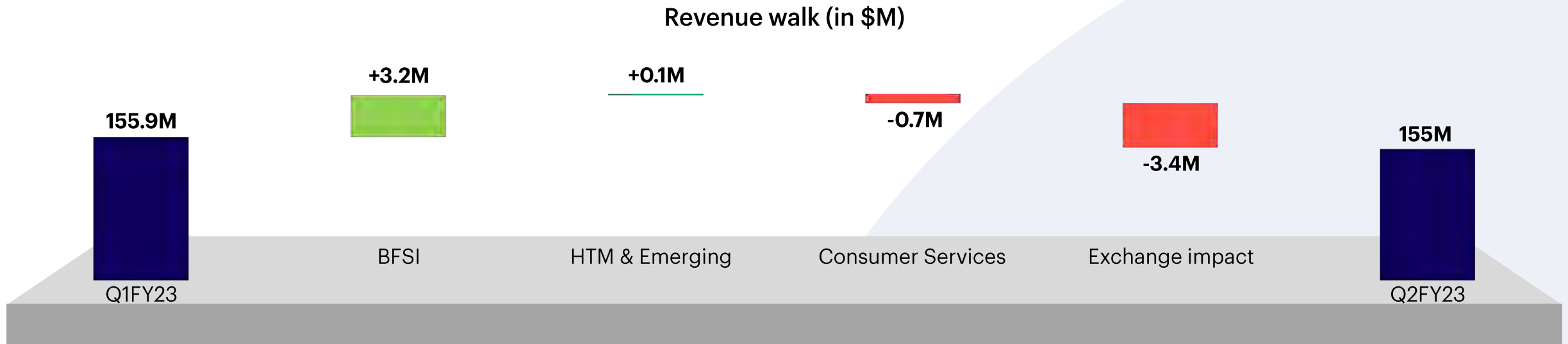
## Key updates

- Europe and South Africa: steady growth supported by multiple deal wins
- Cloud, data, and advanced engineering services: gaining traction
- Revenue and margin: impacted by adverse cross-currency movement

\*Includes Emerging vertical



# Optimization measures offsetting wage hike impact



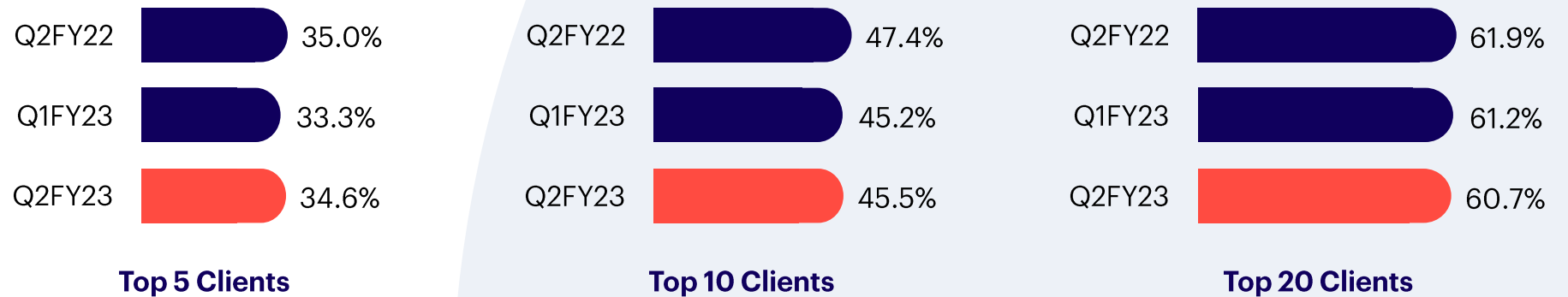
\*Wage hike impact of 3.2%

# Revenue mix: Increase in \$5M+ category

## Client mix



## Revenue mix (% of total revenue)



# Win momentum continues: Notable projects



**Enterprise platform modernization for a US-based omnichannel retailer**



**AWS migration of serverless workloads for a leading oil and gas company**



**Data warehouse and reporting modernization leveraging Azure for a major insurance provider**

**Digital engineering and application development for a specialist investment management firm**



**Application support and platform modernization for a global air logistics company**



**Product suite modernization for a leading South African bank**

# Case Studies: Next generation services bring business value



## Modern data warehouse design for a leading insurance client

A leading insurance client partnered with us to migrate their policies, claims, and billing system to Guidewire. The objective was to simplify and better streamline their processes and drive flexibility and ease of customization. We have designed an innovative solution to converge Guidewire data into existing schemas and extended the solution to a Microsoft Azure based data warehouse using cloud-native services. The solution would reduce reporting effort by 50% and reduce maintenance and support costs by 60%.



## Cloud-native transformation for a leading wealth management firm

We worked with a leading wealth management provider to transform its partner onboarding applications. The legacy application had to be maintained separately for each geography resulting in significant technical debt and inefficiencies. We collaborated to define a cloud-based multi-tenant architecture, which was built using Azure platform as a service (PaaS) and a responsive web design. In addition to on-demand scalability, the solution delivers 99.9% availability and 30% reuse of existing services.



## Composable cloud operations for a large airport cargo handling company

We supported one of the world's largest airport cargo handlers to transform their user and business engagement systems. We built experience-led, domain-oriented composable cloud operations in a dual-shore model. Enabled by our velocity stack, cloud-first architecture and total-experience approach, we helped modernize their systems with minimal disruption. With test-driven development leveraging AIOps and DevOps, we helped the client realize a 50% increase in release frequency.

# Awards and recognition



Won Gold at the Brandon Hall Excellence Award for learning and development



"Major Contender" in Everest Group Digital Workplace Services PEAK Matrix® Assessment 2022 – Europe and US



"Challenger" in Avasant's Property and Casualty Insurance Digital Services 2022-2023 RadarView™ report



"Major Contender" in Everest Group IT Security Services PEAK Matrix® Assessment 2022 – North America



"Leader" and "Product Challenger" in Next-Gen Private/Hybrid Cloud – Data Center Solutions and Services 2022' ISG Provider Lens™ US & UK



# Focus on margin

## Six key levers to improve margins:

- 1 Improved service mix
- 2 Improved commercials
- 3 Improved utilization
- 4 Optimized Pyramid
- 5 Optimized Support Costs
- 6 Optimized cost of talent acquisition



# ESG Initiatives



## Environment

**Carbon emissions:** Net-zero GHG emissions by FY40

**Energy consumption:** 50% reduction in Energy Performance Index by FY30

**Waste & water management:** By FY25 for owned premises:

- Water positive
- Zero water discharge
- Zero waste to landfills



## Social

**Happiness:** Increase Happiness Index\* Score to 82 by FY25

**Diversity and inclusion:** Create a gender-diverse workplace with 35% women associates by FY27

**Corporate social responsibility:** Reach 225,000 lives through community development initiatives by FY30

**Human resources development:** Achieve 80 average hours of training per associate by FY30



## Governance

**Governance & compliance:**

- 100% compliance for code of conduct training
- Strengthen ombudsman process

**Procurement & supplier diversity:** Assess all suppliers based on sustainable procurement criteria by FY30

**Data security & privacy:** Commitment to data privacy compliance

# Leadership team



**Ajay S Bhutoria**  
CEO and MD



**Prameela Kalive**  
Chief Operating Officer



**Sachin Zute**  
Sr VP & CFO



**Vivek Ranjan**  
Sr VP & CHRO



**Sandy Sharma**  
Sr VP, CMO & CDTO



**Manikandesh Venkatachalam**  
Exec VP & Head, Global  
Service-lines



**Harjott Atrii**  
Exec VP & Head, Global HTM



**Samir Gosavi**  
Sr VP & Head, Global CS



**Harish Lala**  
Sr VP & Head, South Africa



**Nachiketa Mitra**  
Exec VP & Head, Global BFSI

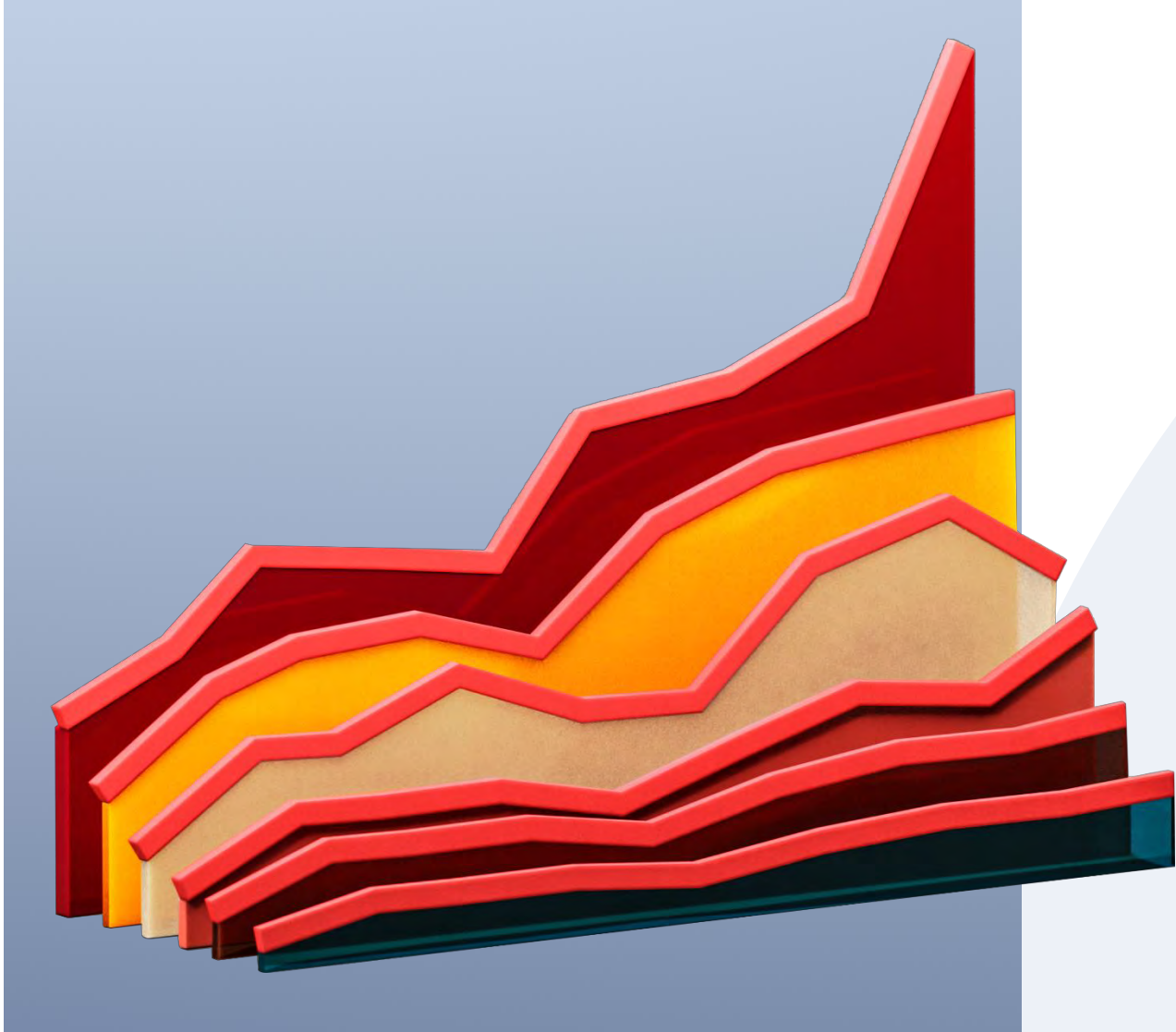


**Chaitanya Rajebahadur**  
Exec VP & Head, Europe



Leadership additions in the last two years



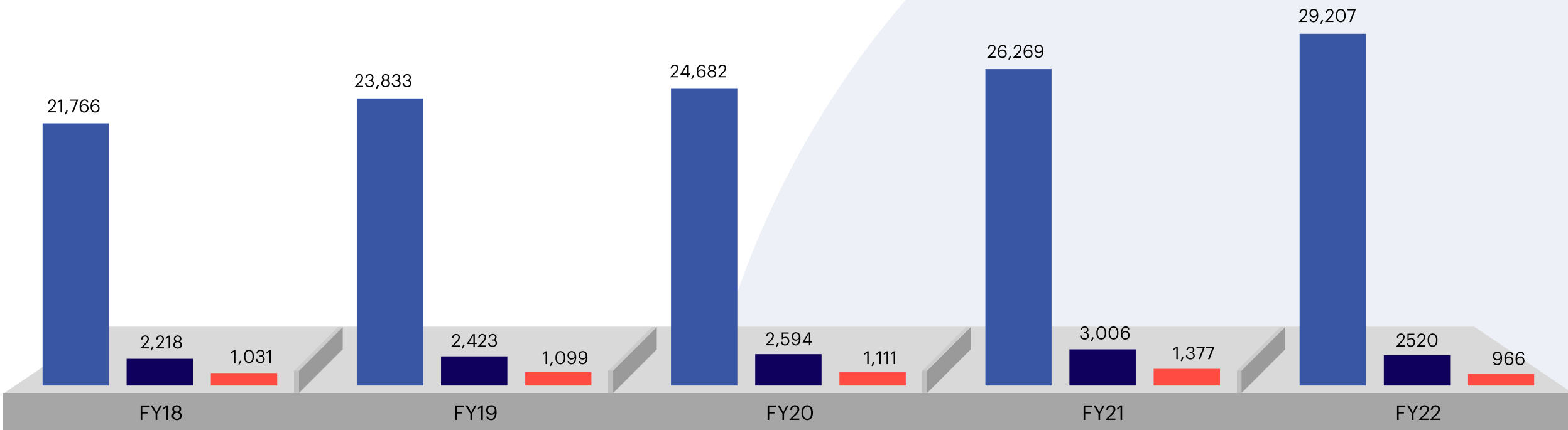


# **RPG Group Update**

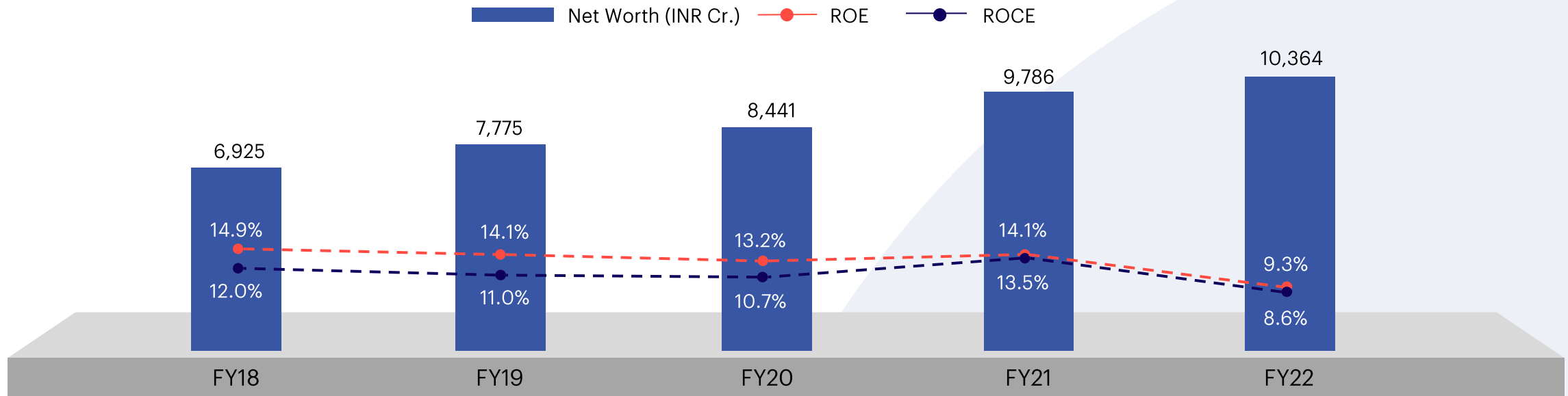
# RPG Group key financials

Revenue FY18-22 CAGR 7.8%

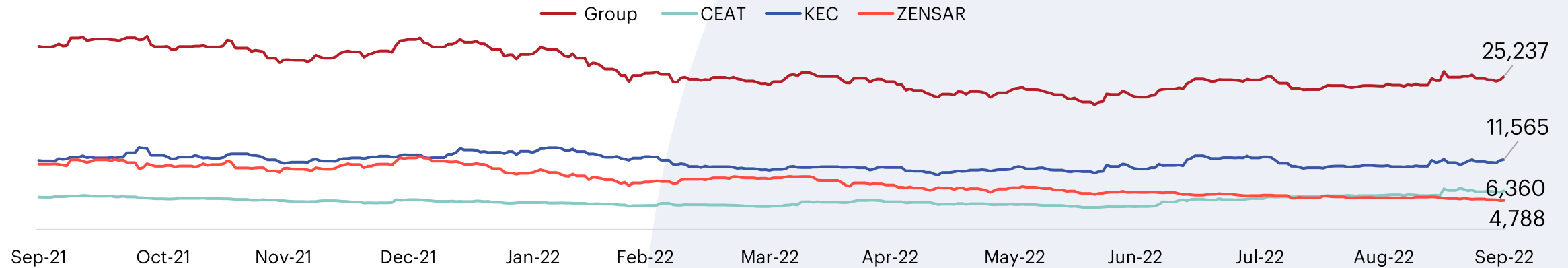
Gross Total Income (In Cr.) EBITDA (In Cr.) PAT (INR Cr.)



# RPG Group key financials

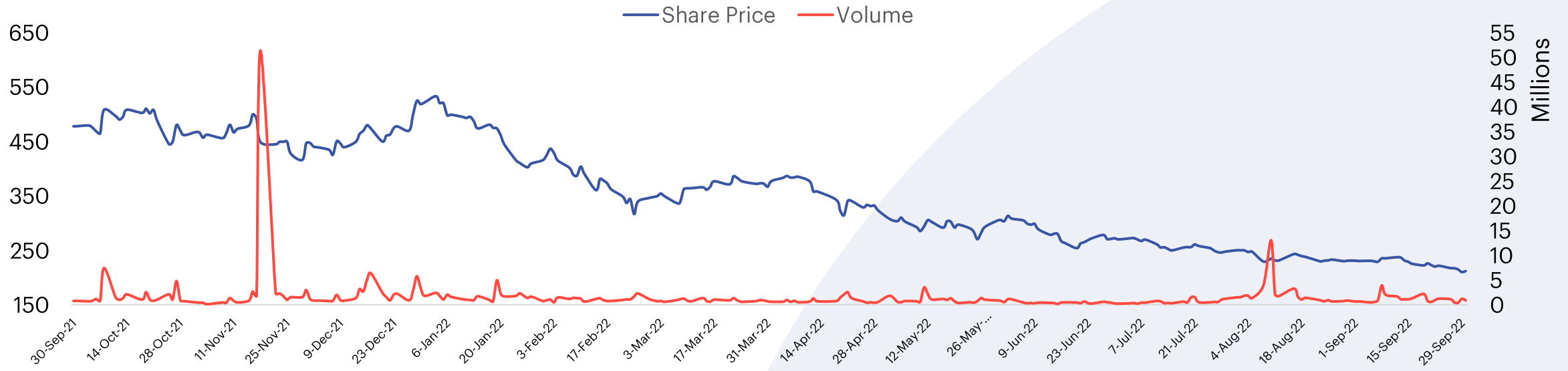


## Market Cap



**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 to September 30, 2022

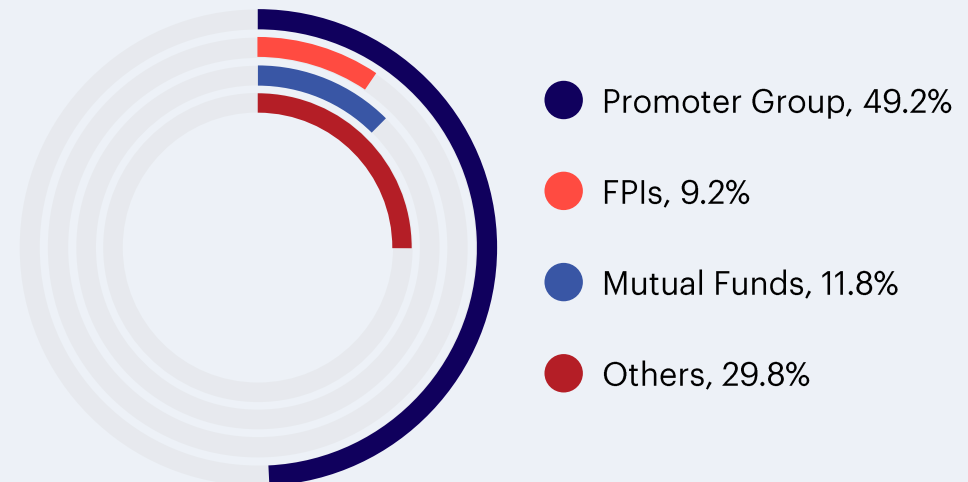
# Zensar's stock price and shareholding pattern



## Equity Share Information

- Share Price (30 Sept 2022): INR 211.65 per share
- Market Cap (30 Sept 2022): INR 4,788 Crores
- Financial Year: April to March
- Face Value: INR 2 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

## Shareholding Pattern (as of September 30, 2022)



**zensar**

**Thank You**

