

Date: June 13, 2018

BSE Limited

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Scrp ID: ZENSARTECH

Scrp Code: 504067

The National Stock Exchange of India Ltd.

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

Fax: (022) 26598237/26598238

Symbol: ZENSARTECH

Series: EQ

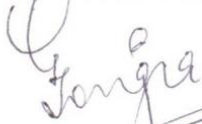
Sub: Disclosure under Regulation 30 (6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In furtherance to our letter dated today intimating about Analyst/ Investors Meet, we have enclosed herewith a copy of the Investor Presentation for your records and further dissemination purpose.

Thanking you,
Yours sincerely,

For **Zensar Technologies Limited**



Gaurav Tongia
Company Secretary



Encl.: As above

A close-up photograph of an astronaut's helmet, showing the visor and the interior of the helmet. The helmet is positioned in the foreground, and the background is a vast, star-filled space with a colorful nebula. The image is partially obscured by a purple diagonal overlay on the left side.

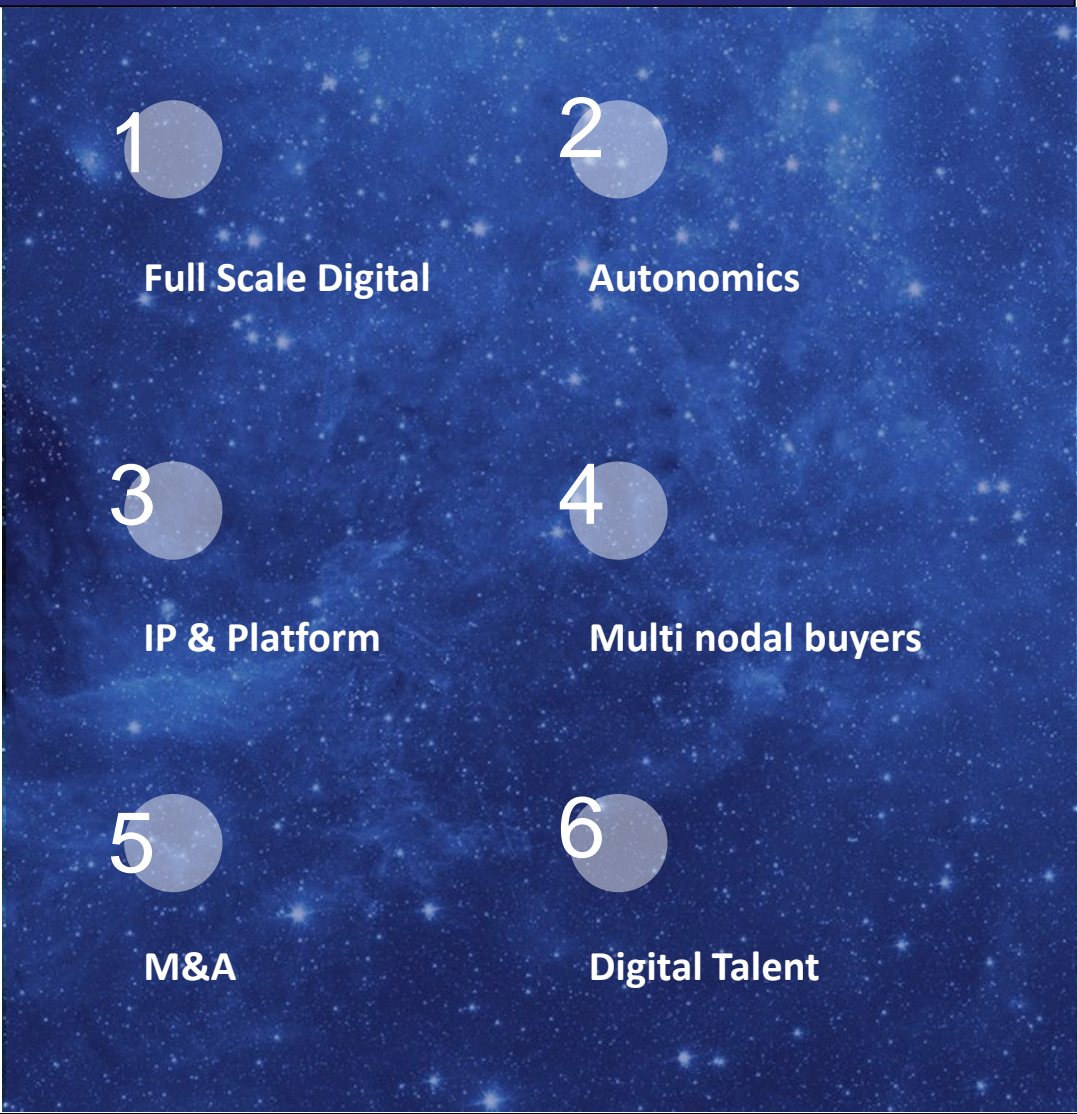
Zensar Technologies

**Investor Presentation
June 14, 2018**

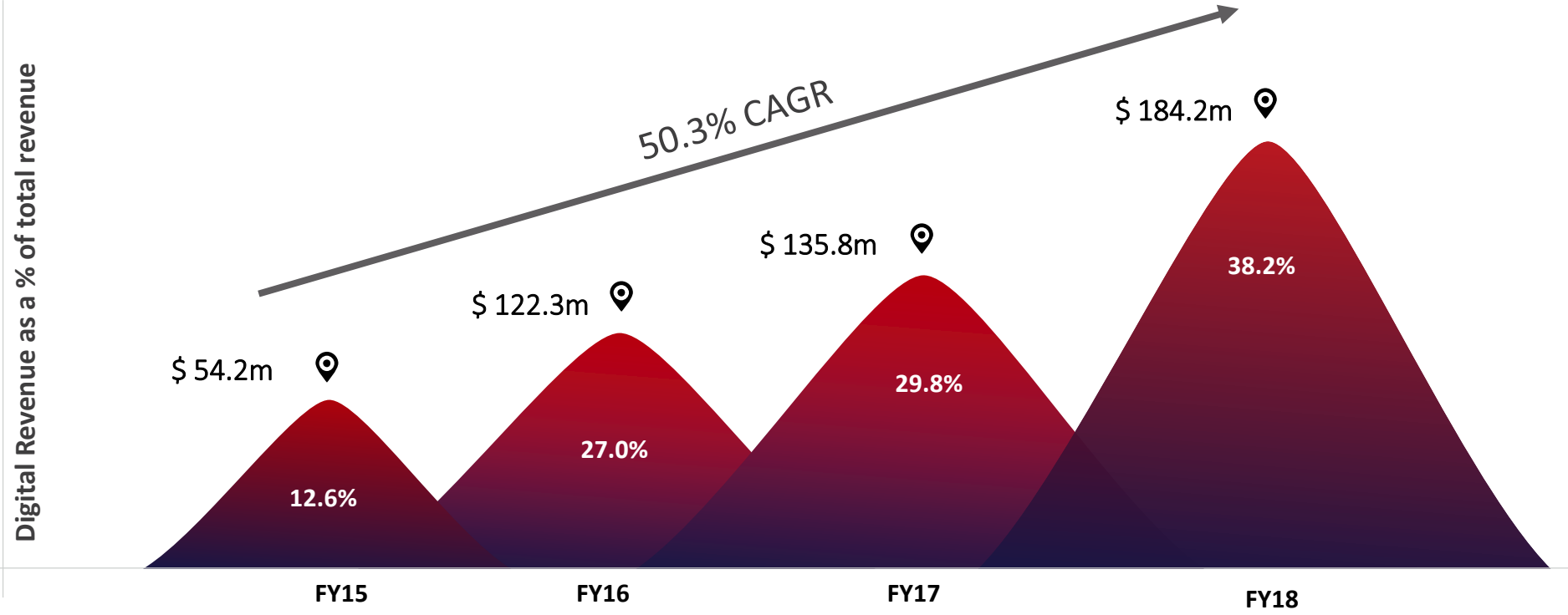
Industry focused on expanding portfolio of Digital capabilities

IT Industry shifting to Digital at Scale to drive real business impact

- Average digital share to be ~38% of the total revenues by 2025; from the current level of ~20%
- Bundled deals has around 65% share of the total IT services market; 24x growth in the value of bundled deals



1. Full Scale Digital @ Zensar through Return on Digital ®

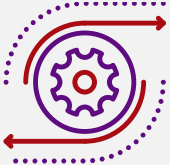


117% Digital Experience
CAGR

22% Omni channel
CAGR

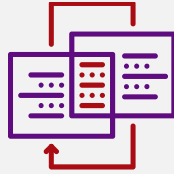
55% Autonomics, Cloud
CAGR

2. Autonomics led Agile Cloud & Infrastructure



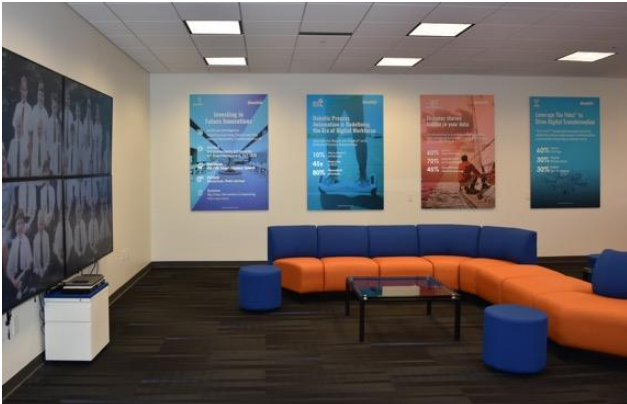
*Cloud & Infrastructure
Transformation Partner to a top 5
US Airline*

Next Gen Cloud Management, IT
Modernization and Automation



*Scalability of Infrastructure
Operations to a Top 10 US
city*

DC Operations, Unified Comm,
Network system



“The Vinci” - Digital Ready
Autonomics Platform
delivering Cloud
Orchestration



3. IP, Platforms - driving differentiated growth and new wins



- 25 patents filed FY18
- Enterprise AI, Conversational AI, Blockchain, IOT, AR/VR, NLP
- Zenlabs conversations with All top tier Clients
- Key element of all new Wins

Living Digital at Zensar

30+ Digital Platforms

450+ Releases
700K Downloads

50+ Process Digitized

100% Adoption by Associates

Influenced wins worth **\$32m in FY18**

4. Multi Nodal Buyers - large deal wins over last 12 months

\$600m+ TCV
wins over the
last 12 months



At a Fortune 100 Technology Leader
Analytics, Data, Campaign Applications and Digital
Services
\$100m TCV



City of San Diego, USA
Multi-million, Multi Year contract for Cloud
Infrastructure Services
\$79m TCV



Global Diversified Brand
Multi-year for Application Management and
Digital Services
\$100 M TCV



Fortune 500 Manufacturing
leader
Applications and Cloud Infrastructure Services
\$25 M TCV

TCV = Total Contract Value

5. M&As - aligned to business impact through Return on Digital™



Experience Design
Digital Agency

Nov'16



Digital Supply Chain
Leadership in Omni channel

Mar'17



Guidewire Implementation
P&C Insurance Carriers

Mar'18

6. Digital Talent at Zensar



India Innovation Award 2018
Winner of Skillsoft (USA) in a
category of
“Creating an Impact – IT Skills”.



Digital Training

100% associates trained on
Digital Learning modules



Talent Hiring

Mobile, connected, tech savvy
workforce including PhDs from
top colleges



Boost to Digital Learning

Total 1,72,936 hours of
learning completed



Growth in Digital Team

Digital Experience team is
now 1000+ strong



**HARVARD
BUSINESS SCHOOL**

Zensar - A Transformative Case Study at Harvard Business School

Forbes

Zensar Technologies: On the digital highway

Gartner®

Zensar takes a co-creation approach with its clients and utilizes a modular approach to delivering services adapted for any organization at any level of maturity in its digital initiative

Strong Foundation Built Over The Last 2 Years



Revenue

↑ 5.6% Y-O-Y



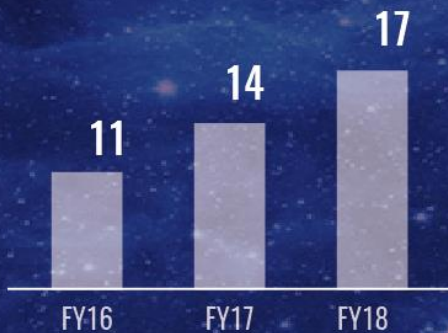
Core Business

↑ 9.6% Y-O-Y



Digital Revenue

↑ 35.6% Y-O-Y



Top Clients

\$5Mn+



Mega Deal Wins

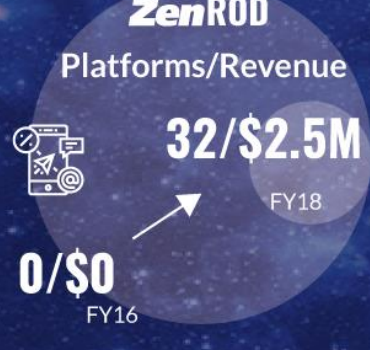
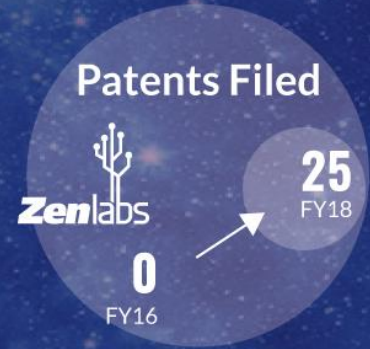
\$50M+



UK & SA Revenue

↑ 24.1% Y-O-Y

Strong Foundation Built Over The Last 2 Years



POSITIONING & VISIBILITY



Harvard Business School Case Study



Analysts Reports

8 FY16 → **20** FY18



Financial Analysts Coverage

0 FY16 → **9** FY18

Key Financials



- Core business* grew at 9.8% YoY (FY18) and is now at 90.8% of overall revenues.
- Overall Growth of 5.8% YoY (FY18)



- Geo Focus ; Europe + Africa has increased from 20.8% in FY16 to 26.2% in FY18 of Core Business
- US continues the growth momentum, revenue increased by 3.6%; 72.8% of the total revenue



- All profitability metrics achieved growth in FY18; GM ↑ 4.7%, EBIDTA ↑ 0.7% & PAT ↑ 7.1%
- \$5m+ clients up from 14 to 17 in FY18 ; Revenue from top 20 clients @ 56%

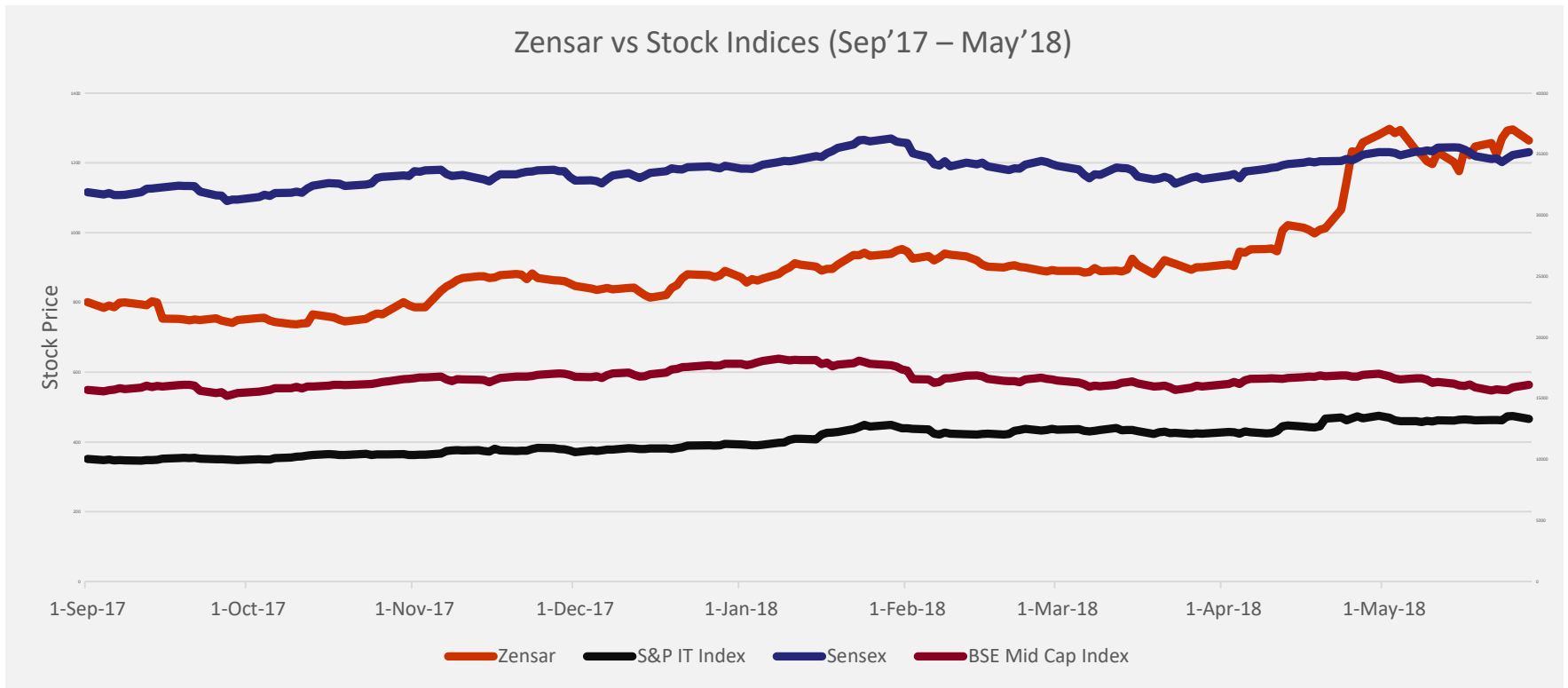


- Crossed 9,000 associates; Utilization increased from 79.6% to 84.4%
- 38.2% of the overall business is Digital

* without MVS & ROW

Zensar Stock Outperforming the IT Index by over 25%

Zensar vs Stock Indices (Sep'17 – May'18)



Stock price growth (Sept'17 – May'18)	Zensar	S&P IT Index	Sensex	BSE Mid Cap Index
	58.0%	32.5%	10.3%	2.8%

T H A N K Y O U