



Date: May 11, 2023

BSE Limited

Corporate Service Department,
01st Floor, P. J. Towers,
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, 03rd 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 May 11, 2023" 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 financial year ended March 31, 2023.

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 10.3% FY23 YoY revenue growth in constant currency

Pune, India, May 11, 2023: Zensar Technologies, a leading experience engineering and technology solutions company, announced its consolidated financial results for its fourth quarter ending March 31, 2023, of the fiscal year 2022-2023.

Financial Highlights:

- In Q4FY23, the company reported revenue of \$147.5 M, a sequential QoQ growth of 1.1% and constant currency 0.4%
- In Q4FY23, the company reported services revenue of \$145.8 M, a sequential QoQ growth of 2.7% and constant currency 2.0%
- In Q4FY23, the gross margin stood at 31.9% of revenues in Q4FY23, representing a sequential QoQ increase of 460 basis points
- In Q4FY23, PAT stood at 9.8% of revenues, a sequential QoQ increase of 340 basis points
- For FY23, the company reported revenue of \$604.2M, an increase of 6.1% YoY
- For FY23, the PAT stood at 6.7% of revenue
- The company reported net cash and cash equivalents of \$201.5M at the end of Q4FY23
- The US region reported a 6.5% YoY growth
- Europe reported a 6.0% of YoY growth and 20.0% of YoY growth in constant currency
- South Africa reported a 3.8% of YoY growth and 18.3% of YoY growth in constant currency
- BFSI reported a 22.3% of YoY growth and 29.6% of YoY growth in constant currency
- Hi-Tech and Manufacturing registered a 0.9% of YoY growth and 2.7% of YoY growth in constant currency
- Consumer Services reported a decline of 5.2% YoY growth while it registered a positive 0.1% of YoY growth in constant currency

Manish Tandon, CEO and Managing Director, Zensar Technologies, said, “In Q4FY23, we continued to make significant progress toward improving profitability, with EBITDA increasing by 320 basis points to 14.5%. We ended FY23 on a positive note, with quarterly revenue of \$147.5M, a sequential QoQ growth of 0.4% in constant currency, and annual revenue of \$604.2M, representing YoY growth of 10.3% in constant currency. Our quarterly services revenue stood at \$145.8M, a sequential QoQ growth of 2.0% in constant currency. In addition, at 19.8%, our LTM attrition saw a YoY improvement of 810 basis points. But more than the numbers, the people of Zensar are the company’s heartbeat, and by investing in our associates, we keep our entire ecosystem healthy and strong. Together, we put client-centricity at the core of our business. As we unlock the next phase of growth for Zensar, we honor that approach by making decisive moves that will propel us forward to deliver the highest value to our clients and their customers.”

Speaking on the Q4FY23 performance, Sachin Zute, CFO, Zensar Technologies said, “Our continuous rigor in driving operational efficiencies has helped improve the company’s margins. Our PAT stood at 9.8% for the quarter, a QoQ increase of 340 basis points. We had one of the best DSO in recent quarters, and collections were healthy for the company. DSO stood at 74 days for the quarter, improved by 6 days QoQ. Our net cash stood at \$201.5M at the end of Q4FY23, an additional \$22.1M QoQ, and \$45.8M YoY. Our order book for Q4FY23 stood at \$174.9M, seasonally high growth of 34.0% over the last quarter. The Board of Directors in its meeting on January 23, 2023, declared an interim dividend of INR 1.50 per equity share. In addition, the Board of Directors in their meeting held on May 11, 2023, have recommended a final dividend of INR 3.50 per equity share, subject to the approval of shareholders.”



Significant Wins in Q4FY23:

- Advanced Engineering, Application, and Data Engineering Services global provider of risk management products and services based in the US.
- Advanced Engineering, Enterprise Application, and Data Engineering services for an American-based multinational digital communications technology conglomerate.
- Application services for a British company that operates department stores, supermarkets, and other retail-related activities.
- Advanced Engineering and Data Engineering & Analytics services for a UK-based service provider including utilities, transport, telecom, and data capture.
- Advanced Engineering and Application services for an American chain of high-end department stores.
- Application Services for a US-based multinational company known for its luxury and fashion accessories.

Corporate Excellence Snapshot in Q4FY23:

- Zensar has been mentioned as Major Contender in Everest Group Advanced Analytics and Insights (AA&I) Services PEAK Matrix® Assessment 2023
- Zensar has been named in Gartner Market Guide for Application Testing Services
- Zensar has been recognized as a Guidewire PartnerConnect Consulting partner at the Advantage level in North America
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- Zensar wins the 2023 Training APEX Awards by Training Magazine
- Zensar has been recognized as Top Employer by the Top Employers Institute in 2023 in South Africa

About Zensar (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

About RPG Enterprises (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
Sowmya Achar Global Public Relations Zensar Technologies sowmya.achar@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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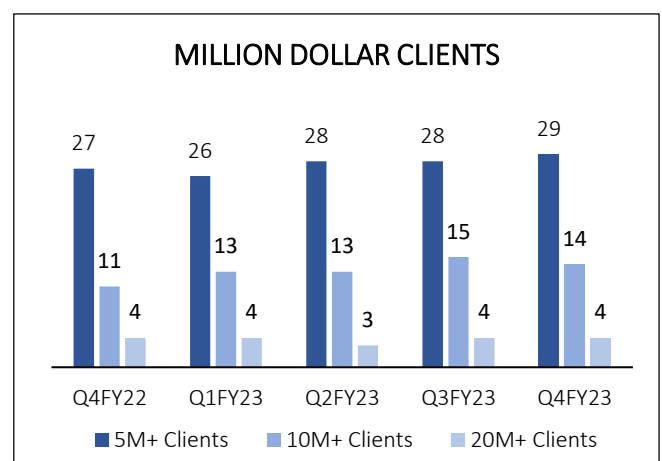
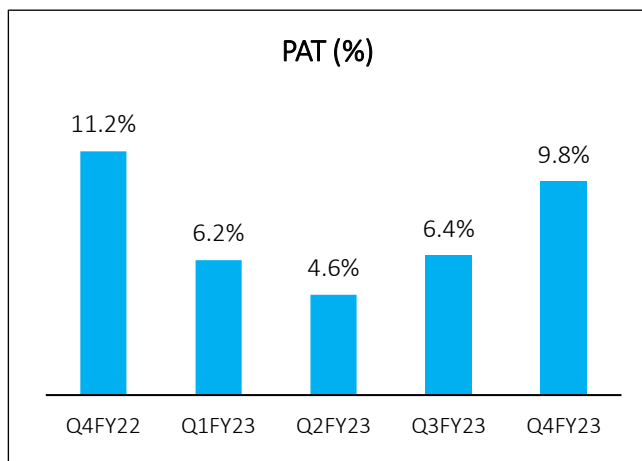
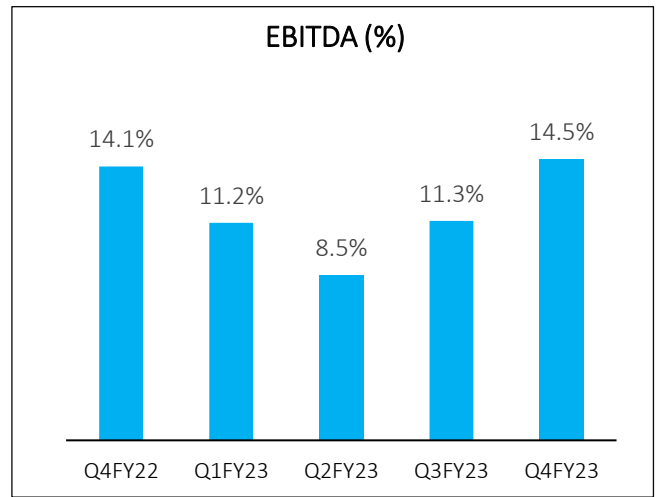
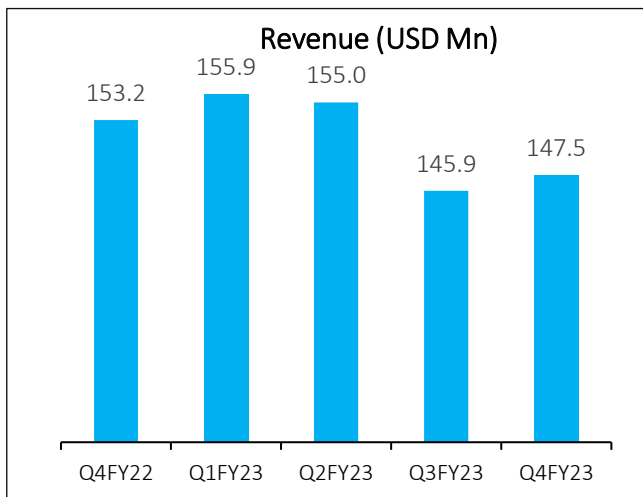
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Q4FY23 Revenue and Profitability snapshot:

Particulars	Q4FY23		Growth					
	USD Mn	INR Mn	Q-o-Q			Y-o-Y		
			USD	INR	CC	USD	INR	CC
Revenue	147.5	12,127	1.1%	1.3%	0.4%	-3.7%	5.1%	-0.3%
EBITDA	21.4	1,758	30.1%	30.4%		-1.2%	7.0%	
EBIT	17.1	1,407	64.9%	65.4%		12.2%	21.2%	
PAT	14.5	1,192	55.6%	55.9%		-15.8%	-8.2%	

Performance Highlights:



Income Statement (USD Mn)

Income Statement (USD Mn)	Q4 FY 22	Q3 FY 23	Q4 FY 23	FY22	FY23
Operating revenue	153.2	145.9	147.5	569.4	604.2
<i>Sequential Growth</i>	4.1%	-5.9%	1.1%		
<i>Year-Over-Year Growth</i>	27.4%	-0.9%	-3.7%	15.3%	6.1%
Cost of revenue	107.0	105.9	100.4	391.9	436.6
Gross profit	46.2	39.9	47.1	177.4	167.6
<i>Gross profit % of revenue</i>	30.1%	27.4%	31.9%	31.2%	27.7%
<i>Sequential Growth</i>	5.9%	1.7%	17.9%		
<i>Year-Over-Year Growth</i>	10.0%	-8.4%	2.0%	7.3%	-5.5%
Sales and marketing expenses	10.1	11.4	11.4	36.2	43.6
General and administration expenses	14.4	12.1	14.3	53.2	55.6
Operating expenses	24.5	23.5	25.7	89.4	99.2
<i>% of revenue</i>	16.0%	16.1%	17.4	15.7%	16.4%
Other operating income	-	-	-	-	-
Earnings before interest, tax, depreciation and amortization (EBITDA)	21.6	16.4	21.4	88.0	68.5
<i>EBITDA % of revenue</i>	14.1%	11.3%	14.5%	15.5%	11.3%
<i>Sequential Growth</i>	2.5%	24.4%	30.1%		
<i>Year-Over-Year Growth</i>	-9.5%	-22.2%	-1.2%	-4.6%	-22.2%
Depreciation and amortization	6.4	6.1	4.3	24.8	22.9
Earnings before interest and tax (EBIT)	15.2	10.4	17.1	63.2	45.6
<i>EBIT % of revenue</i>	9.9%	7.1%	11.6%	11.1%	7.5%
<i>Sequential Growth</i>	3.1%	47.8%	64.9%		
<i>Year-Over-Year Growth</i>	-14.4%	-29.9%	12.2%	-8.3%	-27.9%
Interest	1.2	0.9	0.8	4.7	3.5
Exchange Gain/(Loss)	3.4	0.9	0.7	6.4	4.8
Other income	6.3	2.3	2.6	12.1	8.0
Profit before tax	23.8	12.6	19.6	77.0	54.9
<i>% of revenue</i>	15.5%	8.6%	13.3%	13.5%	9.1%
<i>Sequential Growth</i>	41.3%	30.7%	55.9%		
<i>Year-Over-Year Growth</i>	39.5%	-25.1%	-17.3%	18.2%	-28.7
Provision for taxation	6.4	3.3	5.1	20.4	14.4
Profit after tax (before minority interest)	17.3	9.3	14.5	56.6	40.5
<i>% of revenue</i>	11.3%	6.4%	9.8%	9.9%	6.7%
Minority interest	0.1	-	-	0.7	-
Profit after tax	17.2	9.3	14.5	55.9	40.5
<i>Profit after tax % of revenue</i>	11.2%	6.4%	9.8%	9.8%	6.7%
<i>Sequential Growth</i>	42.1%	31.2%	55.6%		
<i>Year-Over-Year Growth</i>	38.7%	-23.1%	-15.8%	18.4%	-27.5%

Income Statement (INR Mn)

Income Statement (INR Mn)	Q4 FY 22	Q3 FY 23	Q4 FY 23	FY22	FY23
Operating revenue	11,538	11,976	12,127	42,438	48,482
<i>Sequential Growth</i>	4.7%	-3.0%	1.3%		
<i>Year-Over-Year Growth</i>	31.6%	8.6%	5.1%	15.7%	14.2%
Cost of revenue	8,055	8,699	8,254	29,213	35,000
Gross profit	3,484	3,277	3,872	13,224	13,482
<i>Gross profit % of revenue</i>	30.2%	27.4%	31.9%	31.2%	27.8%
<i>Sequential Growth</i>	6.6%	4.7%	18.2%		
<i>Year-Over-Year Growth</i>	13.9%	0.3%	11.2%	7.8%	2.0%
Sales and marketing expenses	760	933	981	2,699	3,546
General and administration expenses	1,081	995	1,133	3,960	4,414
Operating expenses	1,841	1,928	2,114	6,659	7,960
<i>% of revenue</i>	16.0%	16.1%	17.4%	15.7%	16.4%
Other operating income	-			-	
Earnings before interest, tax, depreciation and amortization (EBITDA)	1,642	1,349	1,758	6,565	5,523
<i>EBITDA % of revenue</i>	14.2%	11.3%	14.5%	15.5%	11.4%
<i>Sequential Growth</i>	3.7%	27.8%	30.4%		
<i>Year-Over-Year Growth</i>	-5.7%	-14.9%	7.0%	-4.0%	-15.9%
Depreciation and amortization	481	497	351	1,848	1,830
Earnings before interest and tax (EBIT)	1,161	851	1,407	4,717	3,693
<i>EBIT % of revenue</i>	10.1%	7.1%	11.6%	11.1%	7.6%
<i>Sequential Growth</i>	4.6%	51.3%	65.4%		
<i>Year-Over-Year Growth</i>	-10.5%	-23.4%	21.2%	-7.7%	-21.7%
Interest	89	76	63	353	279
Exchange Gain/(Loss)	248	71	58	469	385
Other income	475	188	214	908	643
Profit before tax	1,796	1,035	1,616	5,741	4,441
<i>% of revenue</i>	15.6%	8.6%	13.3%	13.5%	9.2%
<i>Sequential Growth</i>	42.3%	34.2%	56.2%		
<i>Year-Over-Year Growth</i>	44.7%	-18.1%	-10.0%	18.9%	-22.6%
Provision for taxation	489	270	424	1,525	1,165
Profit after tax (before minority interest)	1,308	765	1,192	4,217	3,275
<i>% of revenue</i>	11.3%	6.4%	9.8%	9.9%	6.8%
Minority interest	9			54	
Profit after tax	1,299	765	1,192	4,163	3,275
<i>Profit after tax % of revenue</i>	11.3%	6.4%	9.8%	9.8%	6.8%
<i>Sequential Growth</i>	42.8%	34.7%	56.0%		
<i>Year-Over-Year Growth</i>	43.6%	-15.9%	-8.1%	19.0%	-21.3%



Other Metrics

Other Metrics	Q4 FY 22	Q3 FY 23	Q4 FY 23	FY 22	FY 23
Revenue By Service Offering (as % of Revenue)					
Digital & Application Services (DAS)	81.7%	80.7%	82.6%	83.5%	81.4%
<i>Digital Services</i>	59.8%	58.6%	58.7%	59.8%	58.4%
<i>Core Application Services</i>	22.0%	22.0%	23.9%	23.7%	23.0%
Digital Foundation Services (DFS)	18.3%	19.3%	17.4%	16.5%	18.6%
<i>Cloud, Digital Led next gen CIS</i>	12.2%	13.6%	12.7%	10.9%	12.5%
<i>Core Infrastructure Services</i>	6.1%	5.7%	4.7%	5.6%	6.1%
Total Digital Services	72.0%	72.3%	71.4%	70.8%	70.9%
Revenue By External Vertical (as % of Revenue)					
Hitech	28.1%	25.9%	27.6%	31.1%	26.6%
Manufacturing	13.2%	12.2%	12.7%	12.8%	12.6%
Banking	15.7%	19.7%	19.3%	14.0%	18.2%
Insurance	16.1%	15.8%	17.0%	16.1%	16.5%
Consumer Serv.	19.6%	18.4%	16.1%	20.0%	17.8%
Emerging	7.3%	7.9%	7.3%	6.0%	8.1%
Revenue By Geographical Segment (as % of Revenue)					
US	70.4%	70.0%	70.3%	70.5%	70.7%
Europe	19.0%	18.7%	18.1%	18.1%	18.1%
Africa	10.7%	11.3%	11.6%	11.5%	11.2%
Revenue By Project Type (as % of Revenue)					
Fixed Price	58.6%	58.0%	56.3%	60.9%	57.8%
Time & Materials	41.4%	42.0%	43.7%	39.1%	42.2%
Constant Currency					
Operating revenue (Constant Currency mn)	153.3	146.8	146.5	558.9	628.0
Sequential Growth	4.2%	-5.3%	0.4%	13.1%	10.3%
Year-Over-Year Growth	28.5%	3.6%	-0.3%	13.1%	10.3%
Constant Currency Growth By External Vertical (QoQ %)					
Hitech	-0.4%	-4.9%	7.5%	0.4%	-7.6%
Manufacturing	17.0%	-7.0%	4.3%	-0.4%	8.6%
Banking	7.5%	7.4%	-2.1%	39.7%	47.6%
Insurance	4.1%	-10.3%	8.0%	8.8%	13.8%
Consumer Serv.	-2.6%	-2.3%	-12.7%	17.4%	0.1%
Emerging	15.6%	-23.9%	-6.7%	122.0%	43.7%



Other Metrics	Q4 FY 22	Q3 FY 23	Q4 FY 23	FY 22	FY 23
<u>Number of million dollar Clients (LTM Revenue)</u>					
1 Million dollar +	83	87	84	83	84
5 Million dollar +	27	28	29	27	29
10 Million dollar +	11	15	14	11	14
20 Million dollar +	4	4	4	4	4
<u>Revenue from top clients</u>					
Revenue- top 5 clients	33.3%	31.9%	34.3%	34.9%	33.2%
Revenue- top 10 clients	46.0%	44.7%	46.1%	47.0%	44.6%
Revenue- top 20 clients	62.0%	61.3%	61.4%	61.1%	60.8%
Number of active clients	147	148	148	147	148
<u>Onsite:Offshore (as % of Revenue)</u>					
Revenue mix					
Onsite	56.4%	55.3%	53.6%	57.4%	56.1%
Offshore	43.6%	44.7%	46.4%	42.6%	43.9%
<u>Utilization (excluding Trainees)</u>					
Utilization (excluding Trainees)	81.5%	77.6%	81.4%	81.5%	81.4%
<u>Employee data</u>					
Headcount	11,839	10,845	10,563	11,839	10,563
Technical - Onsite	2,356	2,201	2,141	2,356	2,141
Technical - Offshore	8,519	7,656	7,497	8,519	7,497
Gross employees added during the period	2,331	593	552	6,800	3,559
% of women employees	29.4%	30.2%	30.0%	29.4%	30.0%
Voluntary Attrition %(LTM)	27.9%	22.8%	19.8%	27.9%	19.8%
<u>Exchange Rates (Rupee Dollar Rate)</u>					
Period Closing Rate	75.8	82.7	82.2	75.8	82.2
Period Average Rate	75.2	82.1	82.2	74.5	80.3
<u>Accounts receivables (in days)</u>					
Billed	64	57	52	64	52
Unbilled	26	23	22	26	22
Total	90	80	74	90	74
<u>Summary of Cash and Cash Equivalents</u>					
Balances with Banks	112.9	106.3	88.6	112.9	88.6
Investments	42.8	73.1	112.9	42.8	112.9
Cash and Cash Equivalents including investments	155.7	179.4	201.5	155.7	201.5
Debt (USD mn)	-	-	-	-	
Total Outstanding Hedges (In USD)	131.7	169.5	173.7	131.7	173.7



[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

About RPG Enterprises (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:

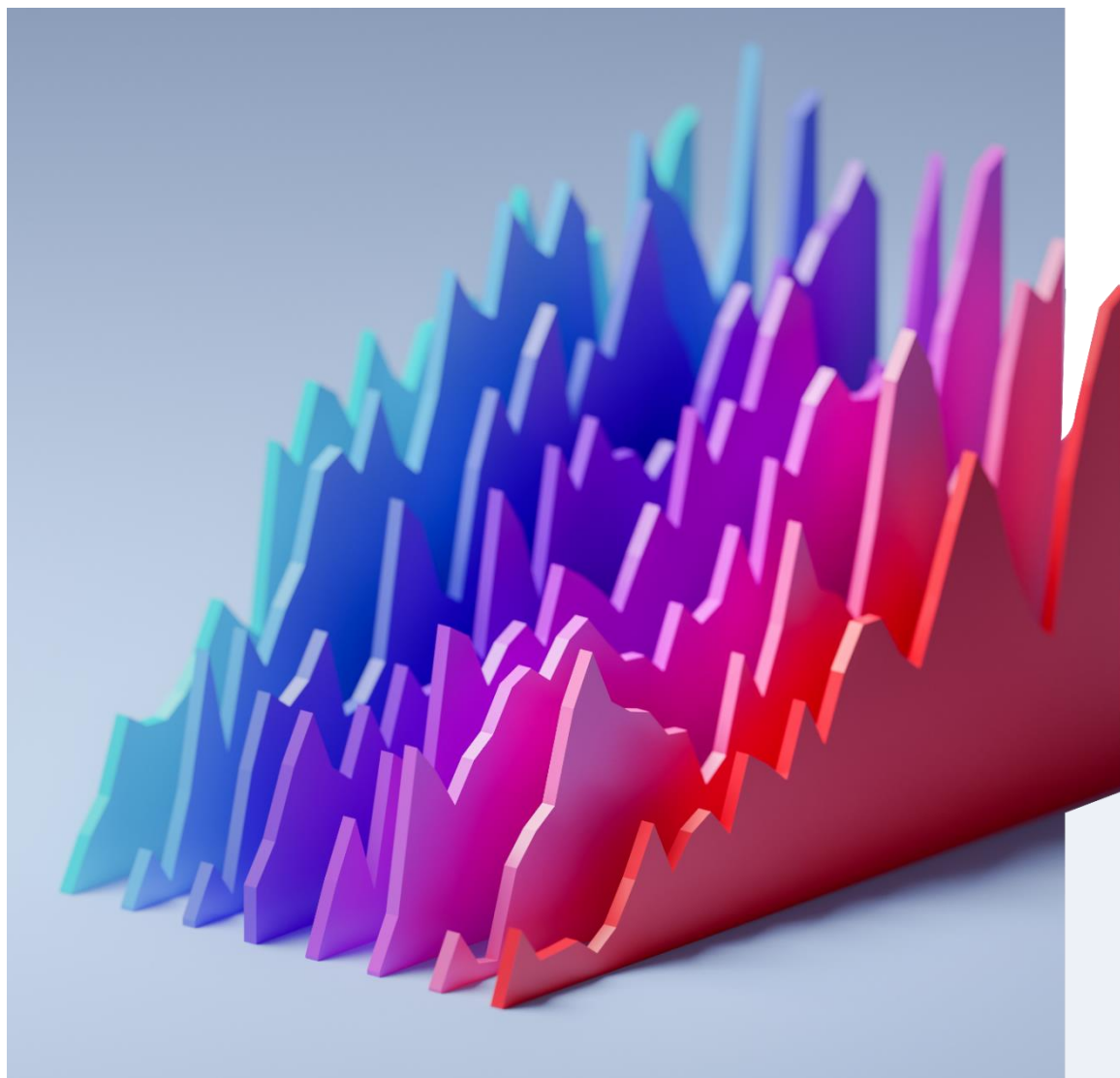
Media Contact
Sowmya Achar Global Public Relations Zensar Technologies sowmya.achar@zensar.com

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.

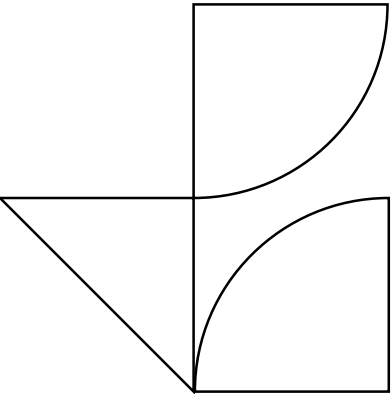


Analyst Presentation

Quarter ending March 31, 2023

Zensar Technologies Ltd.

Safe Harbor



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Q4FY23 snapshot



Service Revenue

\$145.8M

2.0% QoQ CC



Total revenue

\$147.5M

0.4% QoQ CC



EBITDA%

14.5%

320 bps



PAT%

9.8%

340 bps



Cash

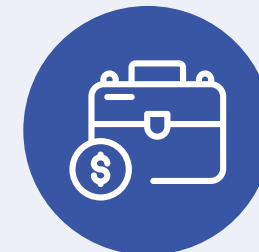
\$201.5M

\$22.1M



Headcount

10,563



Wins

\$174.9M



Vertical and Geography performance

Vertical highlights



HTM*

4.2%
QoQ cc

47.6%
Q4FY23 revenue



BFSI

2.4%
QoQ cc

36.3%
Q4FY23 revenue



CS

-12.7%
QoQ cc

16.1%
Q4FY23 revenue

Geography highlights



USA

1.4%
QoQ cc

70.3%
Q4FY23 revenue



UK/EU

-5.7%
QoQ cc

18.1%
Q4FY23 revenue

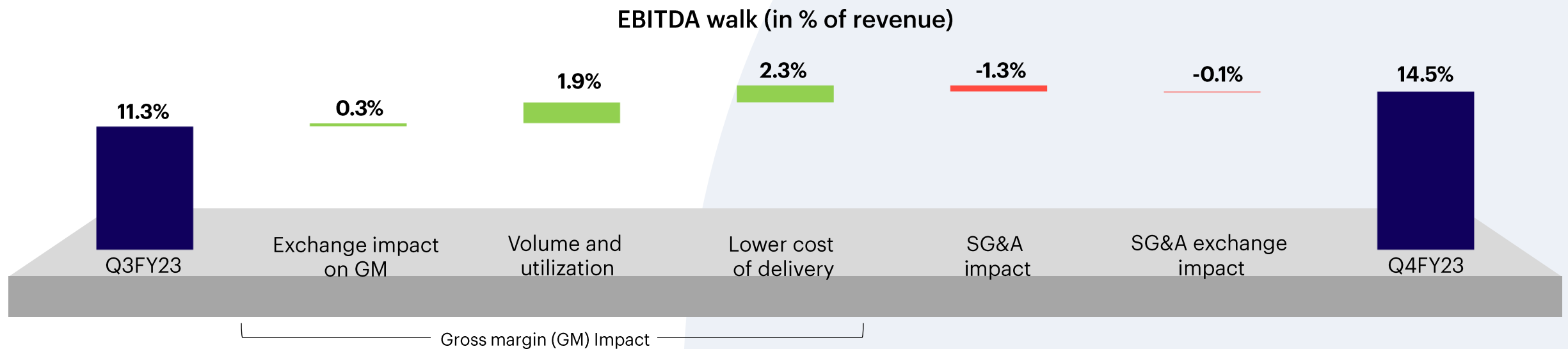
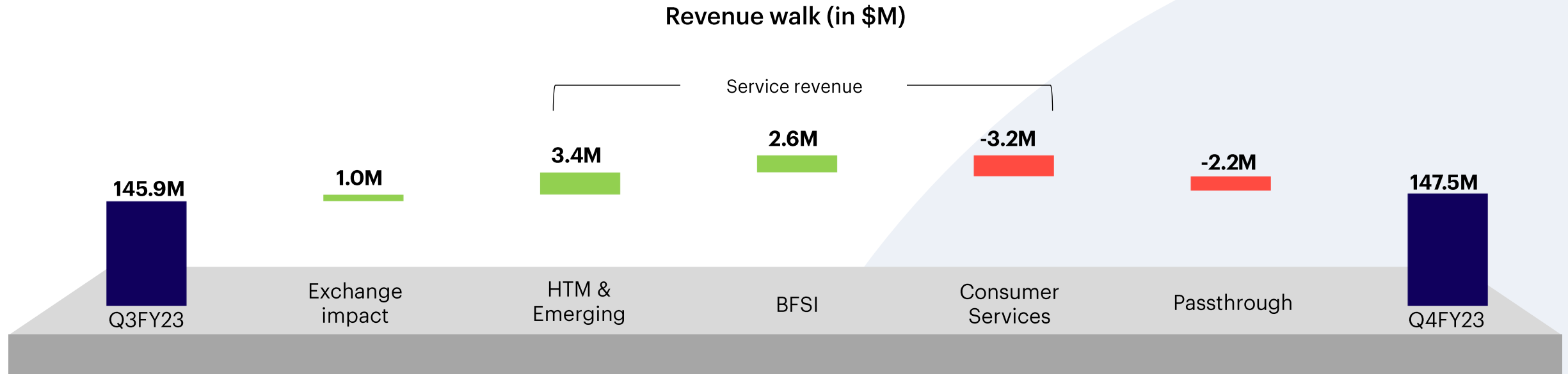


South Africa

4.3%
QoQ cc

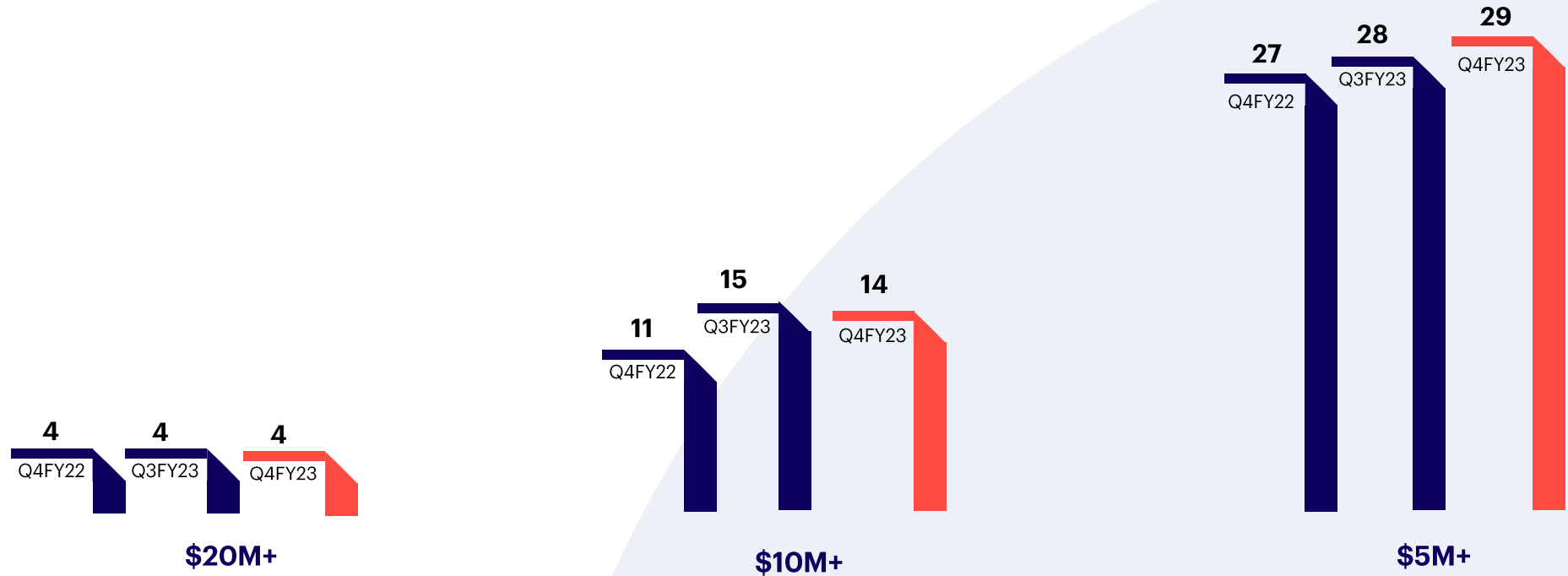
11.6%
Q4FY23 revenue

Revenue and margin walk

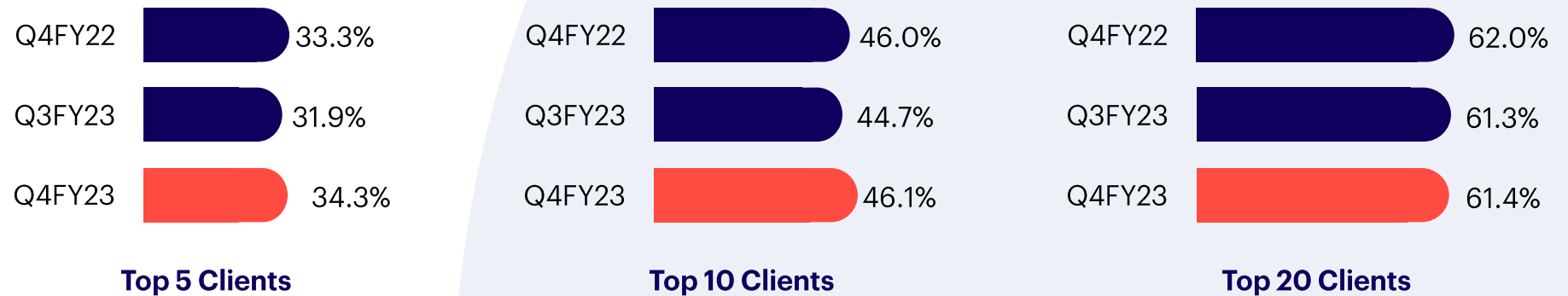


Client and Revenue mix

Client mix



Revenue mix (% of total revenue)



Win momentum continues: Notable projects



Cybersecurity landscape and technology product platforms support for a Fortune 50 company



AI led operations platform development for a major utility service provider in Europe

Infrastructure, Applications and IT Support for a global leader in Life-Sciences



Multi-Year end-to-end Oracle estate management engagement for a leading electric contractor firm



Infrastructure Operations Optimization for a Global luxury Clothing and Accessories Retailer



Cloud native merchandising platform (On Google cloud) development for a leading retail holding company in South Africa



Case studies: Next-generation services bring business value

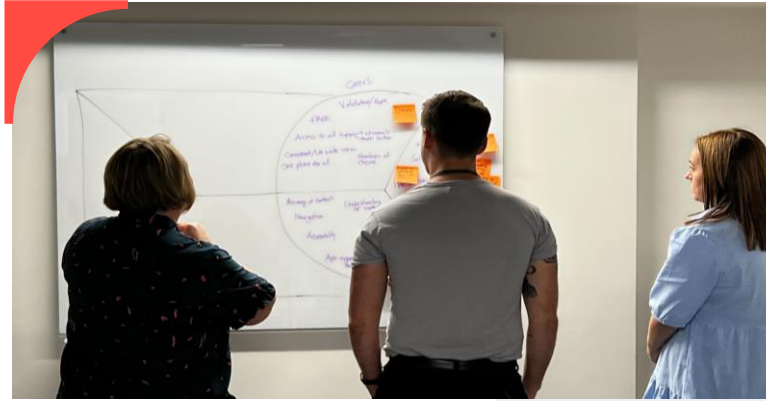


Leveraging AI to take intelligent data driven decisions to optimize operations for a Gaming company

We partnered with a major gaming and software development services company to optimize their operations leveraging AI.

We developed a model, to predict whether a player will deposit money into wallet or not, for the first time. Our proposed model has optimized the performance by 3% by leveraging effective data science techniques like EDA, feature engineering, statistical testing and ensembling approaches.

We are also developing a promotions management system, that would provide personalized promotions to players and also host models like player churn and lifetime value to enable and optimize the promotions offered.



Implementing a 'mobile first' digital strategy for an Agricultural business

We collaborated closely with the Product leadership of the clients' business to implement a "mobile first" digital strategy. We defined a vision and roadmap for the mobile app leveraging continuous discovery and human-centred design methodologies to deliver a robust product strategy, experience principles, data and analytics guidelines and North Star metrics.

Our squad defined the design foundations and crafted the experience of key journeys to deliver a product that enables a meaningful relationship between Agronomists and Growers. The product foundations we delivered set the app on a route to driving greater business and customer value and empowering the product and digital teams.



Building a sales analytics platform for a leading global Hitech company

We partnered with a Global Hi-Tech company to identify new revenue channels, with a specific focus on the Micro, Small & Medium Enterprises sector.

We created a hybrid data mart by integrating data from finance, sales, marketing, product engineering, and sales partner organization, to enable quantitative and qualitative data mining. We facilitated the creation of a sales partner journey map, which provides valuable insights by identifying white spaces, monitoring partner performance, qualifying opportunities for upselling/cross-selling. This program activated 10,000 + new customers and generated total of USD 170+ million incremental bookings.

Awards and recognition



Recognized as a **winner** by **Training magazine** at the 2023 Training APEX Awards



Recognized as **Top Employer** by the Top Employers Institute in 2023 in South Africa



Mentioned as **Major Contender** in Everest Group PEAK Matrix® Assessment 2023 in following categories:

- **Advanced analytics and insights (AA&I) services**
- **Guidewire services**



- Named in Gartner Market Guide for **Application testing services**
- Named in Gartner Inquiry Analytics Wizard: IT End-User Topic and Vendor Mind Share



Recognized as a **Guidewire PartnerConnect Consulting partner** at the Advantage level in North America



Leadership structure



Manish Tandon
CEO and MD



Vivek Ranjan
Sr VP & CHRO



Vijayasimha Alilughatta
Chief Operating Officer



Sachin Zute
Sr VP & CFO



Samir Gosavi
Sr VP & Head, Global MCS



Harish Lala
Sr VP & Head, South Africa



Nachiketa Mitra
Exec VP & Head,
Global BFSI



Chaitanya Rajebahadur
Exec VP & Head,
Europe



Anup Rege
VP &
Chief Business Officer



Rajat Sharma
Sr VP & Head,
Growth & Platforms



Sandy Sharma
Sr VP &
Chief Digital Officer



Manikandesh Venkatachalam
Exec VP & Head,
Global HTE



Leadership additions in FY23

ESG initiatives



Environment

Carbon emissions: Net-zero GHG emissions by FY40 (Scope 1 and 2)

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 or more 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

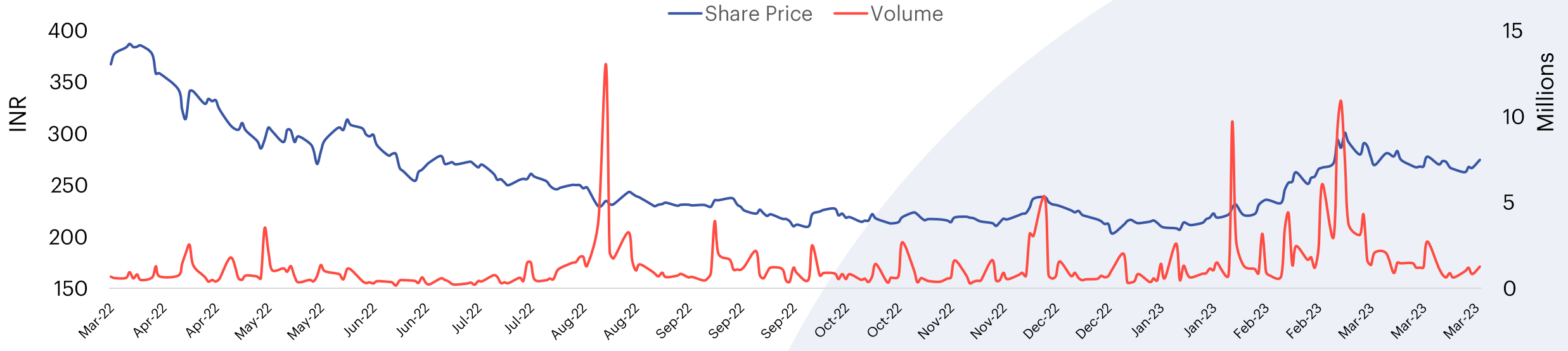
Governance & compliance:

- 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

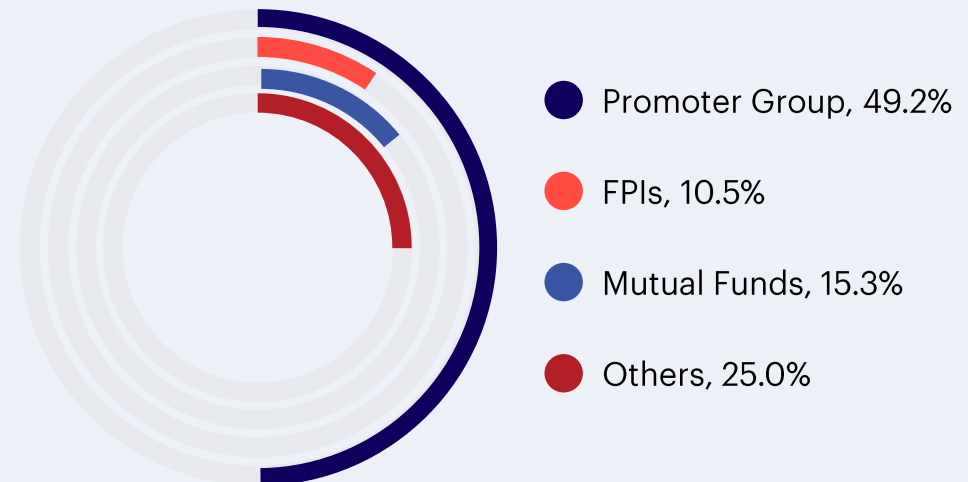
Zensar's stock price and shareholding pattern

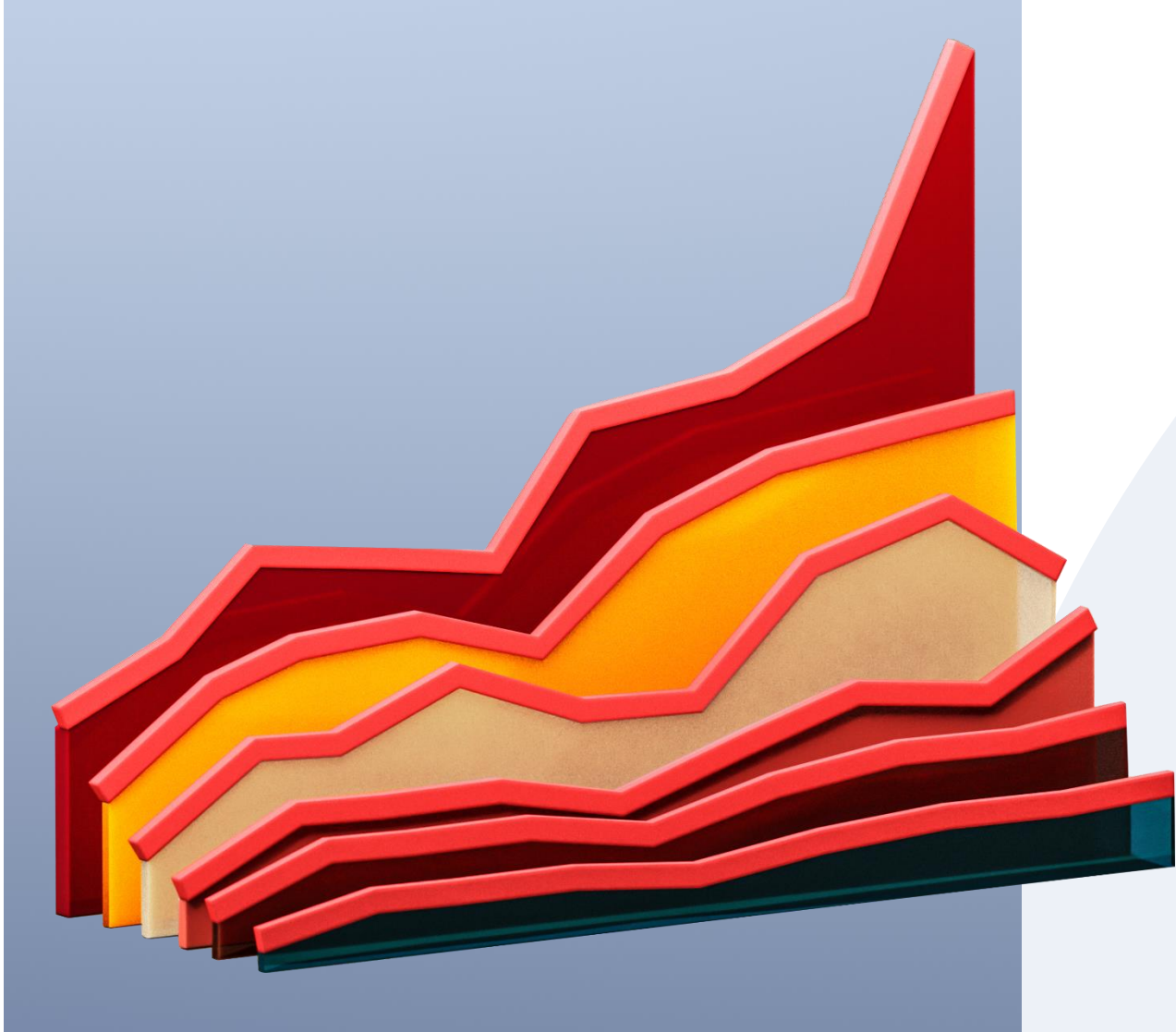


Equity Share Information

- Share Price (31st Mar 2023): INR 274.35 per share
- Market Cap (31st Mar 2023): INR 5,866 Crores
- Financial Year: April to March
- Face Value: INR 2 per share
- Listed on Indian Stock Exchanges:
 - a) Bombay Stock Exchange (code: 504067)
 - b) National Stock Exchange (code: ZENSARTECH)
- Bloomberg Code: ZENT.IN
- Reuters Code: ZENT.BO

Shareholding Pattern (as of March 31, 2023)



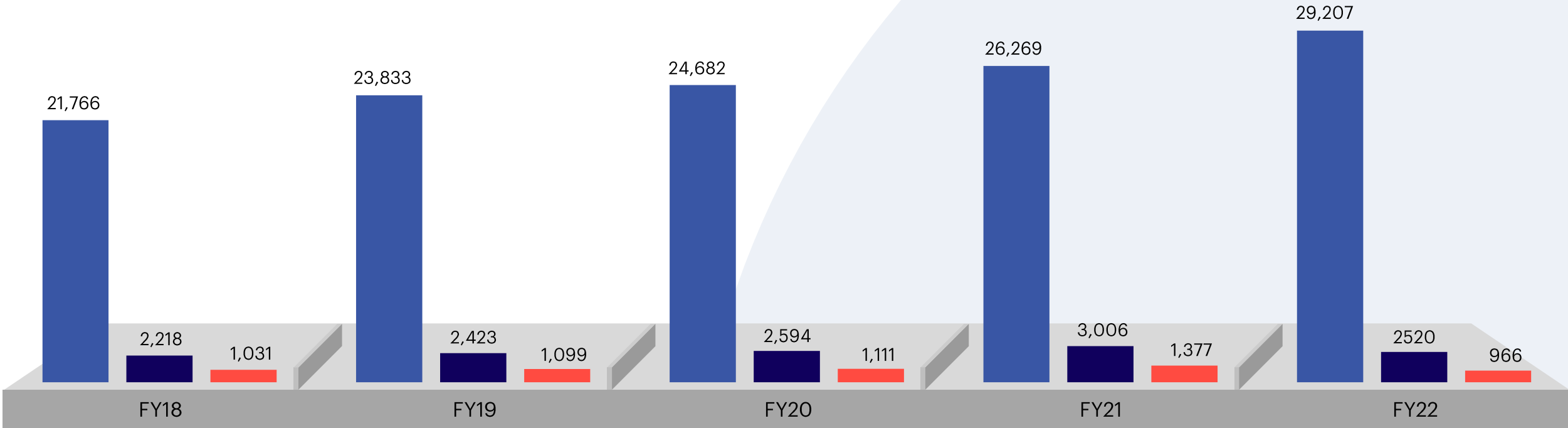


RPG Group Update

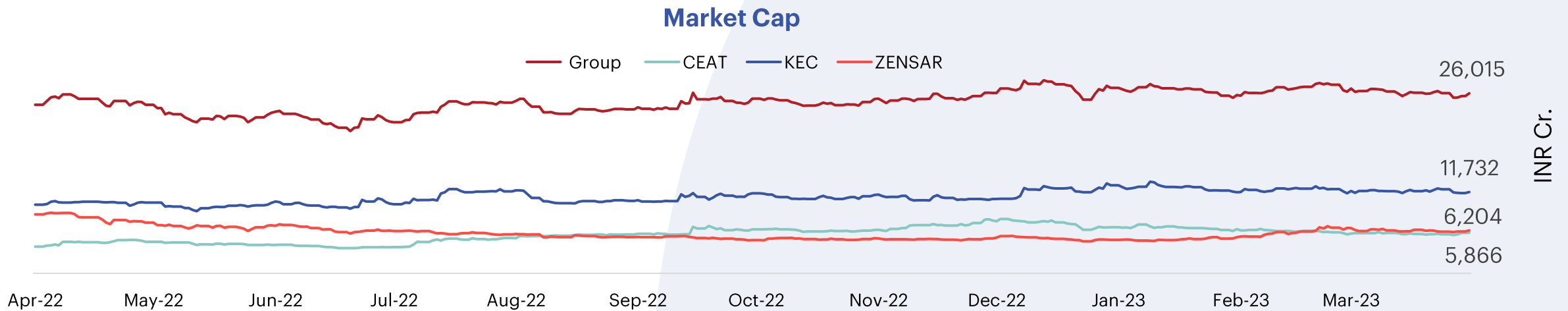
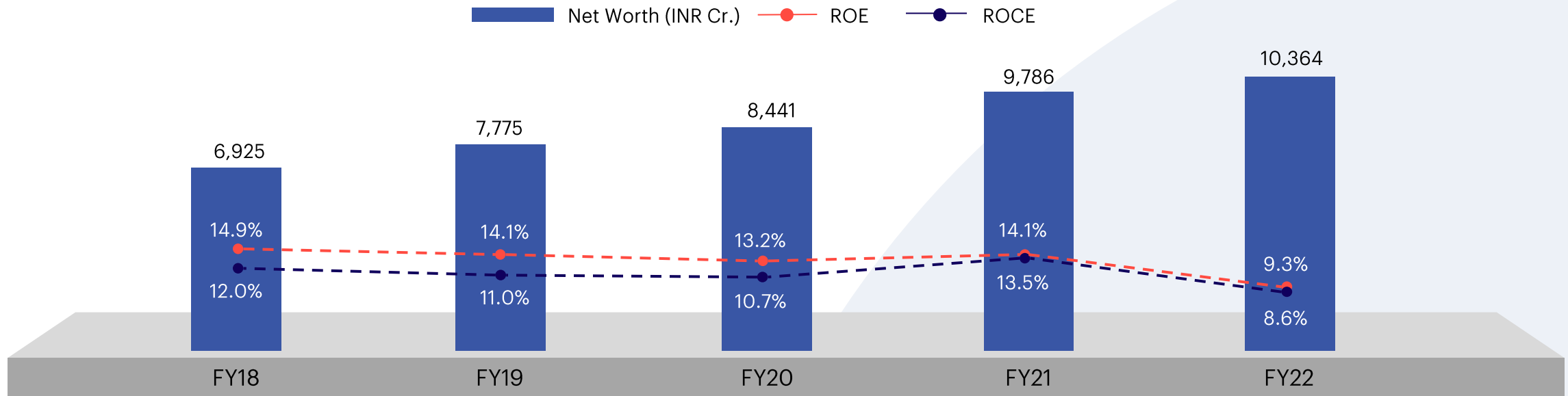
RPG Group key financials

Revenue FY18-22 CAGR 7.8%

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



RPG Group key financials



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 March 31, 2023

zensar

Thank You

