

21st January, 2016

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Dear Sirs,

Sub: Q3 FY16 Analyst Presentation

We refer to our letters dated 13th January, 2016 and 19th January, 2016 informing about Q3 FY16 Earnings Conference Call. The Earnings Conference Call was held as per the schedule informed to you vide this letters.

In this connection, please find attached Investor Updates and Corporate Presentation uploaded on the website of the Company (www.zensar.com) subsequent to the aforesaid Conference Call.

Kindly acknowledge the receipt of the same.

Thanking you,

For ZENSAR TECHNOLOGIES LIMITED



NILESH LIMAYE
COMPANY SECRETARY





Q3 FY16 Analyst Presentation

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Q3 FY16 Key Metrics

Zensar Q3 FY16



USD K	Q3 FY16	Q2 FY16	Q3 FY15	QoQ Growth	YoY Growth
Revenue	114,827	116,424	115,892	(1.4%)	(0.9%)
EBITDA	17,315	18,363	17,036	(5.7%)	1.6%
EBITDA%	15.1%	15.8%	14.7%		
PAT*	10,854	14,058	11,225	(22.8%)	(3.3%)
PAT%	9.5%	12.1%	9.7%		

* PAT after minority interest

Highlights of the Quarter

- Zensar signed Large Deals worth TCV 75 Mn+ across key territories
- Digital contributed 26% of our YTD Q3 FY16 revenue
- Zensar received recognition for the following services by renowned Analyst
 - Digital Experience Delivery Service by Forrester
 - Digital Services PEAK Matrix by Everest
 - IoT capabilities in manufacturing by IDC
 - Oracle Application Management Service, Worldwide by Gartner
 - Insurance Application Outsourcing PEAK Matrix by Everest
 - SAP Application Management Service, Worldwide by Gartner

Revenue Mix

By Geography



By Service



By Industry



By Project Type



Revenue Mix



Revenue Contribution

	Q3 FY16	Q2 FY16	Q3 FY15
Top 5	35%	37%	31%
Top 10	43%	47%	39%

Onsite : Offshore

	Q3 FY16	Q2 FY16	Q3 FY15
Onsite	66%	63%	67%
Offshore	34%	37%	33%

Client Mix

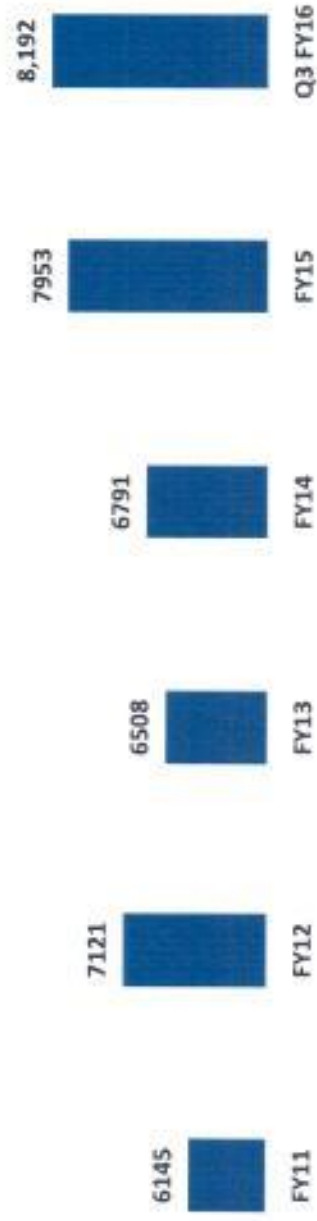
	Q3 FY16	Q2 FY16	Q3 FY15
20+ Mln	2	2	1
10+ Mln	4	3	3
5+ Mln	4	5	11
1+ Mln	65	64	73

Headcount Mix

Utilisation

	Q3 FY16	Q2 FY16	Q3 FY15
Including Trainees	82%	80%	78%

Headcount



3x3x3 focus



Verticals



Manufacturing



Retail



Financial Services
& Insurance

Services



Application
Management



Infrastructure
Management



Digital Enterprise

Regions



USA



Europe



Africa



End of Presentation