

Date: July 23, 2020

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

Dear Sir/Madam,

Subject: Outcome of the Board Meeting held on July 23, 2020

This is to inform you that the Board of Directors of the Company at its meeting held today, which commenced at 4:40 PM and concluded at 7.58 PM, *inter-alia*, unanimously approved/took on record the following:

- Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 2020, along with Limited Review report thereon. Copy of Financial Results along with Press release and Analyst presentation, is enclosed herewith.

The revised date of Annual General Meeting (AGM) and Book Closure will be intimated separately. The AGM shall be convened and held as per the directives of relevant authorities, *inter-alia*, in view of prevailing COVID-19 pandemic.

This is for your information and dissemination purpose.

For **Zensar Technologies Limited**


Gaurav Tongia
Company Secretary



Encl. As above

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF ZENSAR TECHNOLOGIES LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **ZENSAR TECHNOLOGIES LIMITED** ("the Company"), for the quarter ended June 30, 2020 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally

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accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **Deloitte Haskins & Sells LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)

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Saira Nainar
Partner
(Membership No. 040081)
UDIN: 20040081AAAABN7924

Place: Mumbai
Date: July 23, 2020

Zensar Technologies Limited Registered Office : Zensar Knowledge Park, Kharadi, Plot # 4 , MIDC, Off Nagar Road, Pune - 411014, India Statement of Unaudited Standalone Results for the Quarter ended June 30, 2020					
(INR Lakhs)					
Particulars		Quarter Ended			Year Ended
		30-Jun-2020	31-Mar-2020	30-Jun-2019	31-Mar-2020
		Unaudited	Unaudited	Unaudited	Audited
1	Revenue from operations	32,840	35,299	33,706	137,030
2	Other income (net)	1,995	2,853	1,622	9,093
3	Total Income	34,835	38,152	35,328	146,123
4	Expenses				
	a. Purchase of traded goods	55	156	188	877
	b. Employee benefits expense	18,996	19,925	19,853	80,913
	c. Subcontracting costs	1,094	1,245	874	4,361
	d. Finance costs	611	798	515	2,330
	e. Depreciation, amortisation and impairment expense	2,308	2,180	1,896	8,138
	f. Other expenses	2,846	4,357	5,640	19,094
	Total expenses	25,910	28,661	28,966	115,713
5	Profit before tax (3-4)	8,925	9,491	6,362	30,410
6	Tax expense				
	a. Current tax	2,309	1,724	1,750	6,262
	b. Deferred tax	81	711	(146)	1,044
7	Net Profit for the period (5-6)	6,535	7,056	4,758	23,104
8	Other comprehensive income/(loss), net of income tax				
	A. Items that will not be reclassified to profit or loss	284	(571)	(132)	(894)
	B. Items that will be reclassified to profit or loss	194	1	(177)	(693)
	Total other comprehensive income/(loss), net of income tax	478	(570)	(309)	(1,587)
9	Total comprehensive income for the period (7+8)	7,013	6,486	4,449	21,517
10	Paid-up equity share capital (Face value INR. 2 each)	4,509	4,508	4,504	4,508
11	Other equity excluding Revaluation Reserves as per balance sheet				152,859
12	Earnings Per Share (EPS) (Face value INR. 2 each) (not annualised):				
	a) Basic	2.90	3.13	2.11	10.26
	b) Diluted	2.86	3.09	2.08	10.12

Notes :

- These unaudited results have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder as amended from time to time. The above financial results were reviewed and recommended by the Audit Committee and taken on record by the Board of Directors at their meeting held on July 23, 2020.
- Where financial results are declared for both consolidated and standalone entity, segment information may be presented only in the case of consolidated financial results. Accordingly, segment information has been provided only in the consolidated financial results.
- The Company continues to actively manage its business during COVID-19 pandemic and has not yet experienced significant changes on the business impact than estimated earlier. In assessing the assumptions relating to the possible future uncertainties in the global economic conditions because of this pandemic, nothing has come to the attention of the Company through internal and external sources, which warrants a reassessment of carrying amounts of financial and non-financial assets on the expected future performance of the Company.



For and on behalf of the Board

Sandeep Kishore

Sandeep Kishore
Managing Director & CEO
DIN:07393680

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF ZENSAR TECHNOLOGIES LIMITED

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **ZENSAR TECHNOLOGIES LIMITED** ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), for the quarter ended June 30, 2020 ("the Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. The Statement includes the results of the entities listed in the Annexure to this report.
5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and

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measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **Deloitte Haskins & Sells LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)

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Saira Nainar

Partner

(Membership No. 040081)

UDIN: 20040081AAAABM6562

Place: Mumbai

Date: July 23, 2020

Deloitte Haskins & Sells LLP

Annexure to Auditor's Review Report

List of Entities:

1. Zensar Technologies Inc.
2. Zensar Technologies (UK) Limited
3. PSI Holding Group Inc.
4. Zensar Technologies IM Inc.
5. Zensar Technologies IM B.V.
6. Zensar (Africa) Holdings Pty Limited
7. Zensar (South Africa) Pty Limited
8. Professional Access Limited
9. Zensar Technologies (Singapore) Pte. Limited
10. Foolproof Limited
11. Knit Limited
12. Foolproof (SG) Pte Limited
13. Zensar Technologies (Shanghai) Company Limited
14. Keystone Logic Inc.
15. Zensar Info Technologies (Singapore) Pte Limited
16. Zensar IT Services Limited
17. Cynosure Inc.
18. Cynosure Interface Services Private Limited
19. Keystone Logic Mexico, S. DE R.L. DE C.V
20. Keystone Technologies Mexico, S. DE R.L. DE C.V
21. Indigo Slate Inc.
22. Zensar Technologies GmbH
23. Zensar Technologies (Canada) Inc.
24. Zensar Information Technologies B.V.

Zensar Technologies Limited Registered Office : Zensar Knowledge Park, Kharadi, Plot # 4 , MIDC, Off Nagar Road, Pune - 411014, India Statement of Unaudited Consolidated Results for the Quarter ended June 30, 2020 (INR Lakhs)					
Particulars		Quarter Ended			Year Ended
		30-Jun-2020	31-Mar-2020	30-Jun-2019	31-Mar-2020
		Unaudited	Unaudited	Unaudited	Audited
1	Revenue from operations	99,124	101,779	107,102	418,168
2	Other income (net)	1,796	1,611	1,463	8,842
3	Total Income	100,920	103,390	108,565	427,010
4	Expenses				
	a. Purchase of traded goods	3,492	2,447	4,908	15,250
	b. Consumption and changes in inventories	1,106	1,517	629	3,089
	c. Employee benefits expense	57,260	56,523	57,522	234,743
	d. Subcontracting costs	15,494	15,501	16,889	65,881
	e. Finance costs	1,517	1,718	1,663	6,051
	f. Depreciation, amortisation and impairment expense	4,438	4,154	3,794	15,918
	g. Other expenses	7,469	11,629	12,573	48,499
	Total expenses	90,776	93,489	97,978	389,431
5	Profit before tax (3-4)	10,144	9,901	10,587	37,579
6	Tax expense				
	a. Current tax	3,263	1,981	3,437	10,131
	b. Deferred tax	(608)	720	(422)	288
7	Net Profit for the period (5-6)	7,489	7,200	7,572	27,160
8	Net Profit/(Loss) attributable to:				
	- Owners	7,331	6,951	7,451	26,342
	- Non-controlling interests	158	249	121	818
9	Other comprehensive income/(loss), net of income tax				
	A. Items that will not be reclassified to profit or loss	284	(1,880)	(132)	(2,206)
	B. Items that will be reclassified to profit or loss	(49)	1,632	(796)	2,382
	Total other comprehensive income/(loss), net of income tax	235	(248)	(928)	176
10	Total comprehensive income for the period (7+9)	7,724	6,952	6,644	27,336
11	Total comprehensive income attributable to:				
	- Owners	7,524	6,943	6,502	26,668
	- Non-controlling interests	200	9	142	668
12	Paid-up equity share capital (Face value INR 2 each)	4,509	4,508	4,504	4,508
13	Other equity excluding Revaluation Reserves as per balance sheet				204,491
14	Earnings Per Share (EPS) (Face value INR 2 each) (not annualised):				
	a) Basic	3.25	3.08	3.31	11.69
	b) Diluted	3.21	3.04	3.25	11.53

Consolidated Segment wise Revenue & Results for the Quarter ended June 30, 2020

Particulars		Quarter Ended			Year Ended
		30-Jun-2020	31-Mar-2020	30-Jun-2019	31-Mar-2020
		Unaudited	Unaudited	Unaudited	Audited
1	Segment Revenue				
	Digital and Application Services [#]	80,526	85,231	88,779	351,518
	Digital Foundation Services [#]	18,598	16,548	18,323	66,650
	Revenue From Operations	99,124	101,779	107,102	418,168
2	Segment Results				
	Digital and Application Services	11,877	12,710	13,670	46,983
	Digital Foundation Services	2,526	2,081	1,265	8,036
	Segment Results	14,403	14,791	14,935	55,019
	Less: Finance costs	1,517	1,718	1,663	6,051
	Less: Unallocable expenditure net of unallocable income	2,742	3,172	2,685	11,389
	Profit before Tax	10,144	9,901	10,587	37,579



Statement of Segment Assets & Liabilities		30-Jun-2020	31-Mar-2020	30-Jun-2019
		Unaudited	Audited	Unaudited
1	Segment Assets			
	Trade Receivables			
	Digital and Application Services	48,800	55,212	74,369
	Digital Foundation Services	14,753	11,352	13,775
	Total Trade Receivables	63,553	66,564	88,144
	Inventories			
	Digital and Application Services	-	-	-
	Digital Foundation Services	9,398	9,412	9,594
	Total Inventories	9,398	9,412	9,594
	Unbilled Revenue			
	Digital and Application Services	24,705	34,325	36,908
	Digital Foundation Services	4,660	4,578	10,381
	Total Unbilled Revenue	29,365	38,903	47,289
	Goodwill			
	Digital and Application Services	44,213	44,326	41,454
	Digital Foundation Services	20,289	20,332	18,547
	Total Goodwill	64,502	64,658	60,001
	Unallocable Assets	198,010	180,018	148,793
	TOTAL ASSETS	364,828	359,555	353,821
2	Segment Liabilities			
	Unearned Revenue			
	Digital and Application Services	1,622	2,041	6,079
	Digital Foundation Services	3,258	2,440	3,013
	Total Unearned Revenue	4,880	4,481	9,092
	Unallocable Liabilities	140,473	143,705	142,254
	Total Liabilities	145,353	148,186	151,346

During the current quarter ended June 30, 2020, nomenclatures of segments have been aligned to reflect their offerings. Consequently, we have renamed "Application Management Services" and "Infrastructure Management Services" to "Digital and Application Services" and "Digital Foundation Services" respectively. There are no other changes which impacts the segment reporting.

Notes :

- These unaudited results have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder as amended from time to time. The above financial results were reviewed and recommended by the Audit Committee and taken on record by the Board of Directors at their meeting held on July 23, 2020.
- The consolidated financial results include the results of Zensar Technologies Limited and its subsidiaries viz., Zensar Technologies Inc., Zensar Technologies (UK) Limited, PSI Holding Group Inc., Zensar Technologies IM Inc., Zensar Technologies IM B.V., Zensar (Africa) Holdings Pty Limited, Zensar (South Africa) Pty Limited, Professional Access Limited, Zensar Technologies (Singapore) Pte. Limited, Foolproof Limited, Knit Limited, Foolproof (SG) Pte Limited, Zensar Technologies (Shanghai) Company Limited, Keystone Logic Inc, Zensar Info Technologies (Singapore) Pte Limited, Zensar IT Services Limited, Cynosure Inc, Cynosure Interface Services Private Limited, Keystone Logic Mexico, S. DE R.L. DE C.V, Keystone Technologies Mexico, S. DE R.L. DE C.V, Indigo Slate Inc, Zensar Technologies GmbH, Zensar Technologies (Canada) Inc and Zensar Information Technologies B.V.
- Results of Zensar Technologies Limited on a stand alone basis are hosted on the Company's website www.zensar.com.

Stand-Alone Financial Information				
(INR Lakhs)				
Particulars	Quarter Ended		Year Ended	
	30-Jun-2020	31-Mar-2020	30-Jun-2019	31-Mar-2020
	Unaudited	Unaudited	Unaudited	Audited
Revenue from operations	32,840	35,299	33,706	137,030
Profit before tax	8,925	9,491	6,362	30,410
Net profit for the period	6,535	7,056	4,758	23,104

- During the year ended March 31, 2020, Company reversed contingent consideration payable on business combinations consummated in previous year amounting to INR 2568 lakhs [USD 3.6 million] based on company's assessment, being no longer payable. This reversal is accounted under other income.
- The Company continues to actively manage its business during COVID-19 pandemic and has not yet experienced significant changes on the business impact than estimated earlier. In assessing the assumptions relating to the possible future uncertainties in the global economic conditions because of this pandemic, nothing has come to the attention of the Company through internal and external sources, which warrants a reassessment of carrying amounts of financial and non-financial assets on the expected future performance of the Company.



For and on behalf of the Board

[Signature]

Sandeep Kishore
Managing Director & CEO
DIN:07393680

Zensar reports PAT at 7.4% in Q1FY21
An increase of 5.5% QoQ in INR terms

Pune, India, July 23, 2020: [Zensar](https://www.zensar.com), a digital solutions and technology services company that specialises in partnering with global organisations on their digital transformation journey, announced its consolidated financial results for Quarter ending June 30, 2020, of the fiscal year 2020-2021.

Financial Highlights:

- In Q1FY21, the Company reported revenue of \$130.8Mn
- In Q1FY21, the Company reported a PAT of \$9.7Mn
- EBITDA increased from 13.9% in Q4FY20 to 14.4% in Q1FY21
- DSO reduced by 12 days and net cash is \$101.1Mn

Sandeep Kishore, Chief Executive Officer and Managing Director, Zensar Technologies, said, “In Q1FY21, we have continued our focus to ensure wellness and safety of all our people and to support all our global clients in their Digital, Cloud and IT systems as the world deals with the pandemic. We have invested into launching several new propositions tailored to help our customers remain relevant during and post the pandemic period. Our Digital Foundation Services has performed very well, posting a QoQ growth of 7.6% and our hi-tech business grew by 2.9% QoQ.”

“In Q1FY21 we won \$150Mn TCV deals demonstrating the robustness of our new propositions aligned to Digital Foundation and Digital Applications. Our current pipeline is at \$1.5Bn. Our global talent has been very productive, in the new 100% remote model working closely with our customers as they embark on transformation path to recovery and resilience,” **he further added.**

Navneet Khandelwal, Chief Financial Officer, Zensar Technologies said, “In Q1FY21, we continued our cash management initiatives and our rigour on collections. This has resulted in an improvement on our cash conversion or DSO by 12 days sequentially and an increase in our net cash position by \$41.3Mn sequentially. Our focus on operational efficiencies has resulted in an increase in EBITDA despite decline in revenues to 14.4%. Our PAT is at 7.4% of revenue which is an increase from 6.8% in Q4FY20.”

Significant Wins in Q1FY21:

- Cloud and infrastructure mandate for a large American pharmaceutical company
- Application and development mandate for a leading American hi-tech company
- Application and services mandate for a global internet entity
- Financial services application for a leading conglomerate in banking and financial services segment in South Africa

Corporate Excellence Q1FY21:

- Zensar recognized as an ‘Aspirant’ in BFS Risk and Compliance IT Services Everest PEAK Matrix® Assessment 2020
- Zensar recognized as an ‘Aspirant’ in Open Banking IT Services in Everest Peak Matrix Assessment™ 2020.
- Zensar positioned as a ‘Major Contender’ in Guidewire Services Everest PEAK Matrix® Assessment 2020

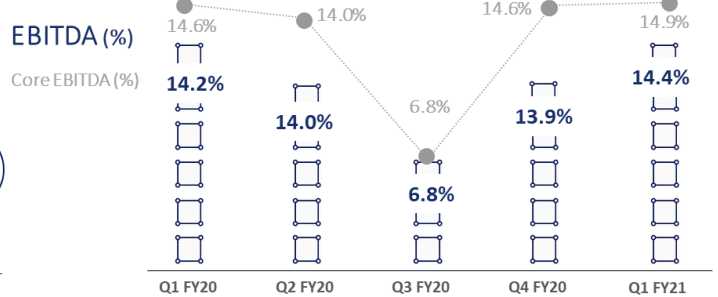
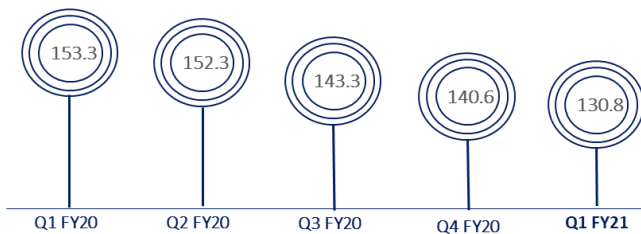
- Zensar named Niche Player in the 2020 Gartner Magic Quadrant for Data Center Outsourcing and Hybrid Infrastructure Managed Services, North America
- Zensar named Niche Player in the 2020 Gartner Magic Quadrant for Managed Mobility Services, Global
- Zensar's ZERF gets an outstanding recognition by Analyst Rena Bhattacharyya, Service Director - Enterprise Technology and Services at GlobalData
- Zensar Case studies mentioned in ISG Digital Case Study Book
- HFS HIGHLIGHT: ZENSAR INTRODUCES, ZENTRUST AND ZENCARE TO HELP CLIENTS THROUGH COVID-19, Ollie O'Donoghue
- Zensar has been mentioned as an Aspirants in Salesforce Peak Matrix 2020
- Zensar has been mentioned in Gartner Digital Commerce Vendor Guide, 2020
- Zensar mentioned as a Contender in Everest Guidewire Services PEAK Matrix® Assessment 2020 – Setting the Stage for Core on Cloud

Q1 FY 21 Revenue and Profitability snapshot

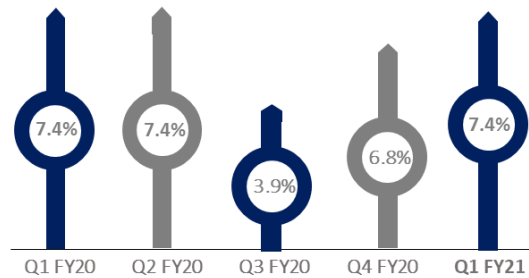
Particulars	Q1 FY21		Growth					
	USD Mn	INR Mn	Q-o-Q			Y-o-Y		
			USD	INR	CC	USD	INR	CC
Revenue	\$ 130.8	₹ 9912	(7.0%)	(2.6%)	(4.8%)	(14.7%)	(7.0%)	(12.1%)
EBITDA	\$ 18.9	₹ 1430	(3.5%)	1.0%		(13.4%)	(5.6%)	
EBIT	\$ 13.0	₹ 987	(5.9%)	(1.4%)		(20.3%)	(13.2%)	
PAT	\$ 9.7	₹ 733	0.7%	5.5%		(14.5%)	(6.9%)	

Performance Highlights

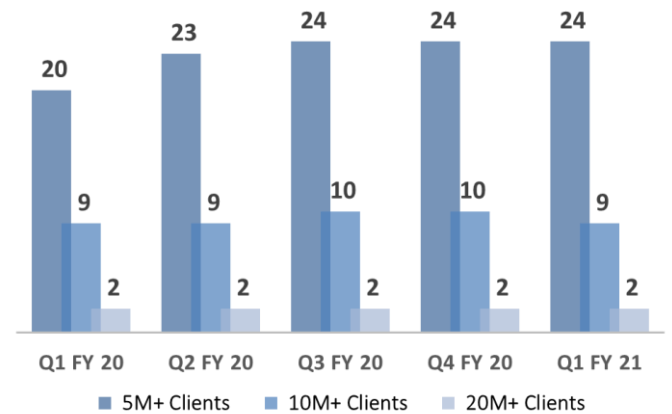
REVENUE (USD M)



PAT (%)



MILLION DOLLAR CLIENTS



Income Statement (USD Mn)

Income Statement (USD Mn)	Q1 FY 20	Q4 FY 20	FY 20	Q1 FY 21
Operating revenue	153.3	140.6	589.5	130.8
<i>Sequential Growth</i>	3.1%	-1.9%		-7.0%
<i>Year-Over-Year Growth</i>	16.4%	-5.4%	5.8%	-14.7%
Cost of revenue	108.2	100.0	425.6	93.1
Gross profit	45.1	40.6	163.9	37.7
<i>Gross profit % of revenue</i>	29.4%	28.9%	27.8%	28.8%
<i>Sequential Growth</i>	5.0%	20.0%		-7.2%
<i>Year-Over-Year Growth</i>	10.2%	-5.5%	0.8%	-16.5%
Sales and marketing expenses	10.1	9.0	38.3	7.0
General and administration expenses	13.3	12.1	53.2	11.8
Operating expenses	23.4	21.0	91.5	18.8
<i>% of revenue</i>	15.2%	15.0%	15.5%	14.4%
Other operating income	0.0	-	0.0	-
Earnings before interest, tax, depreciation and amortization (EBITDA)	21.8	19.6	72.4	18.9
<i>EBITDA % of revenue</i>	14.2%	13.9%	12.3%	14.4%
<i>Sequential Growth</i>	11.2%	100.2%		-3.5%
<i>Year-Over-Year Growth</i>	16.6%	-0.2%	-0.4%	-13.4%
Depreciation and amortisation	5.5	5.7	22.4	5.9
Earnings before interest and tax (EBIT)	16.3	13.8	50.0	13.0
<i>EBIT % of revenue</i>	10.7%	9.8%	8.5%	10.0%
<i>Sequential Growth</i>	1.9%	247.0%		-5.9%
<i>Year-Over-Year Growth</i>	2.3%	-13.7%	-16.6%	-20.3%
Interest	2.4	2.4	8.5	2.0
Exchange Gain/(Loss)	1.6	0.9	6.4	1.1
Other income	0.5	1.3	6.1	1.2
Profit before tax	16.0	13.7	53.9	13.4
<i>% of revenue</i>	10.5%	9.7%	9.1%	10.2%
<i>Sequential Growth</i>	-9.3%	76.2%		-2.1%
<i>Year-Over-Year Growth</i>	-9.0%	-22.7%	-18.4%	-16.6%
Provision for taxation	4.6	3.7	14.9	3.5
Profit after tax (before minority interest)	11.5	9.9	39.0	9.9
<i>% of revenue</i>	7.5%	7.1%	6.6%	7.6%
Minority interest	0.2	0.3	1.2	0.2
Profit after tax	11.3	9.6	37.8	9.7
<i>Profit after tax % of revenue</i>	7.4%	6.8%	6.4%	7.4%
<i>Sequential Growth</i>	-8.3%	72.9%		0.7%
<i>Year-Over-Year Growth</i>	-9.3%	-22.2%	-18.7%	-14.5%

Income Statement (INR Mn)

Income Statement (INR Mn)	Q1 FY 20	Q4 FY 20	FY 20	Q1 FY 21
Operating revenue	10,661	10,178	41,768	9,912
<i>Sequential Growth</i>	1.8%	-0.3%		-2.6%
<i>Year-Over-Year Growth</i>	20.8%	-2.8%	7.1%	-7.0%
Cost of revenue	7,524	7,240	30,159	7,058
Gross profit	3,137	2,938	11,608	2,855
<i>Gross profit % of revenue</i>	29.4%	28.9%	27.8%	28.8%
<i>Sequential Growth</i>	3.6%	21.9%		-2.8%
<i>Year-Over-Year Growth</i>	14.3%	-2.9%	2.2%	-9.0%
Sales and marketing expenses	701	649	2,715	528
General and administration expenses	923	873	3,767	896
Operating expenses	1,624	1,522	6,482	1,424
<i>% of revenue</i>	15.2%	15.0%	15.5%	14.4%
Other operating income	2	-	2	-
Earnings before interest, tax, depreciation and amortization (EBITDA)	1,515	1,416	5,128	1,430
<i>EBITDA % of revenue</i>	14.2%	13.9%	12.3%	14.4%
<i>Sequential Growth</i>	9.8%	103.5%		1.0%
<i>Year-Over-Year Growth</i>	21.0%	2.6%	1.0%	-5.6%
Depreciation and amortisation	379	415	1,592	444
Earnings before interest and tax (EBIT)	1,136	1,001	3,536	987
<i>EBIT % of revenue</i>	10.7%	9.8%	8.5%	10.0%
<i>Sequential Growth</i>	0.6%	252.7%		-1.4%
<i>Year-Over-Year Growth</i>	6.1%	-11.4%	-15.5%	-13.2%
Interest	166	172	605	152
Exchange Gain/(Loss)	108	67	448	86
Other income	38	94	435	93
Profit before tax	1,116	990	3,815	1,014
<i>% of revenue</i>	10.5%	9.7%	9.1%	10.2%
<i>Sequential Growth</i>	-10.5%	79.1%		2.5%
<i>Year-Over-Year Growth</i>	-5.5%	-20.6%	-17.1%	-9.1%
Provision for taxation	316	270	1,057	265
Profit after tax (before minority interest)	799	720	2,757	749
<i>% of revenue</i>	7.5%	7.1%	6.6%	7.6%
Minority interest	12	25	82	16
Profit after tax	787	695	2,676	733
<i>Profit after tax % of revenue</i>	7.4%	6.8%	6.4%	7.4%
<i>Sequential Growth</i>	-9.5%	75.8%		5.5%
<i>Year-Over-Year Growth</i>	-5.8%	-20.1%	-17.5%	-6.9%

Other Metrics	Q1 FY 20	Q4 FY 20	FY 20	Q1 FY 21
Revenue by Service Offering (as % of Revenue)				
Digital & Application Services (DAS)	82.8%	83.8%	84.0%	81.2%
<i>Digital Services</i>	41.4%	50.2%	45.7%	50.5%
<i>Core Application Services</i>	41.4%	33.6%	38.3%	30.7%
Digital Foundation Services (DFS)	13.3%	12.2%	12.0%	18.8%
<i>Cloud, Digital Led next gen DFS</i>	7.1%	7.0%	6.6%	8.9%
<i>Core Infrastructure Services</i>	6.2%	5.2%	5.3%	5.5%
<i>Third Party Maintenance (TPM)</i>	3.9%	4.0%	4.0%	4.3%
Total Digital Services	48.5%	57.2%	52.4%	59.5%
Revenue by Industry (as % of Revenue)				
Hi-Tech	39.5%	41.8%	40.7%	46.2%
Mfg	13.2%	12.2%	12.9%	12.4%
Consumer Services	17.4%	14.5%	15.4%	12.0%
Insurance	17.9%	19.7%	19.7%	18.8%
Banking	6.9%	9.3%	8.1%	8.0%
Emerging	5.1%	2.6%	3.3%	2.6%
Revenue by Geographical Segment (as % of Revenue)				
US	76.3%	74.3%	74.7%	76.0%
Europe	15.0%	14.9%	15.2%	14.2%
Africa	8.7%	10.8%	10.1%	9.8%
Revenue by Project Type (as % of Revenue)				
Fixed Price	57.0%	59.4%	57.8%	61.3%
Time & Materials	43.0%	40.6%	42.2%	38.7%
Constant Currency				
Operating revenue (Constant Currency mn)	154.0	141.1	594.7	133.8
Sequential Growth	3.6%	-1.5%	6.7%	-4.8%
Year-Over-Year Growth	17.9%	-4.2%	6.7%	-12.1%
Constant Currency Growth by Industry (QoQ %)				
Hi-Tech	1.6%	-0.7%	10.6%	3.5%
Mfg	16.1%	-11.1%	11.6%	-4.3%
Consumer Services	-10.9%	6.0%	-20.3%	-20.8%
Insurance	4.8%	-3.9%	13.2%	-7.0%
Banking	20.1%	6.1%	49.6%	-12.8%
Emerging	20.8%	-10.4%	10.3%	-7.5%

Other Metrics	Q1 FY 20	Q4 FY 20	FY 20	Q1 FY 21
<u>Client Data</u>				
Number of million dollar Clients (LTM Revenue)				
1 Million dollar +	91	87	87	85
5 Million dollar +	20	24	24	24
10 Million dollar +	9	10	10	9
20 Million dollar +	2	2	2	2
Revenue from top clients				
Revenue- top 5 clients	38.0%	38.0%	37.2%	41.2%
Revenue- top 10 clients	49.2%	47.0%	47.7%	51.4%
Revenue- top 20 clients	61.3%	60.4%	61.3%	65.2%
Number of active clients	308	283	283	252
<u>Onsite: Offshore (as % of Revenue)</u>				
Revenue mix				
Onsite	68.1%	64.3%	66.6%	65.0%
Offshore	31.9%	35.7%	33.4%	35.0%
<u>Utilization</u>				
Utilization (excluding Trainees)	82.4%	83.5%	83.5%	82.2%
<u>Employee data</u>				
Headcount	10,166	9,524	9,524	9,027
Technical - Onsite	2,579	2,318	2,318	2,218
Technical - Offshore	6,213	6,119	6,119	5,919
Gross employees added during the period	1,279	463	3,327	229
% of women employees	29.8%	30.3%	30.3%	30.2%
Attrition	16.7%	16.3%	16.3%	13.5%

Other Metrics	Q1 FY 20	Q4 FY 20	FY 20	Q1 FY 21
<u>Exchange Rates</u>				
Rupee Dollar Rate				
Period Closing Rate	69.0	75.7	75.7	75.5
Period Average Rate	69.5	72.4	70.9	75.8
<u>Accounts receivables (in days)</u>				
Billed	68	54	54	49
Unbilled	36	33	33	26
Total	104	87	87	75
Cash and Cash Equivalents (USD mn)				
<i>Balances with Banks:</i>	47.8	68.3	68.3	86.8
Investment in Mutual Funds	25.1	35.3	35.3	42.6
Debt (USD mn)	46.0	43.8	43.8	28.3
Total Outstanding Hedges (In USD)	139.7	163.1	163.1	152.6
Capex (USD Mn)	5.0	2.3	11.0	2.6

About Zensar (www.zensar.com)

Zensar is a leading digital solutions and technology services company that specialises in partnering with global organisations across industries on their Digital Transformation journey. A technology partner of choice, backed by strong track-record of innovation; credible investment in Digital solutions; assertion of commitment to client's success, Zensar's comprehensive range of digital and technology services and solutions enable its customers to achieve new thresholds of business performance. Zensar, with its experience in delivering excellence and superior client satisfaction through myriad technology solutions, is uniquely positioned to help them surpass challenges around running their existing business most efficiently, helping in their legacy transformation, and planning for business expansion and growth through innovative and digital ways.

Follow Zensar via:

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Facebook: <https://www.facebook.com/Zensar>

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 Rs 23000 Cr. The group has diverse business interests in the areas of Infrastructure, Tyres, Pharma, IT and Specialty as well as in emerging innovation led technology businesses.

For any queries please feel reach out:

PR Contacts (Global Headquarters - India):
Aradhana Prabhu Public Relations Zensar Technologies aradhana.prabhu@zensar.com

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 unauthorised 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.

Zensar reports PAT at 7.4% in Q1FY21 **An increase of 5.5% QoQ in INR terms**

Pune, India, July 23, 2020: [Zensar](https://www.zensar.com), a digital solutions and technology services company that specialises in partnering with global organisations on their digital transformation journey, announced its consolidated financial results for Quarter ending June 30, 2020, of the fiscal year 2020-2021.

Financial Highlights:

- In Q1FY21, the Company reported revenue of \$130.8Mn
- In Q1FY21, the Company reported a PAT of \$9.7Mn
- EBITDA increased from 13.9% in Q4FY20 to 14.4% in Q1FY21
- DSO reduced by 12 days and net cash is \$101.1Mn

Sandeep Kishore, Chief Executive Officer and Managing Director, Zensar Technologies, said, “In Q1FY21, we have continued our focus to ensure wellness and safety of all our people and to support all our global clients in their Digital, Cloud and IT systems as the world deals with the pandemic. We have invested into launching several new propositions tailored to help our customers remain relevant during and post the pandemic period. Our Digital Foundation Services has performed very well, posting a QoQ growth of 7.6% and our hi-tech business grew by 2.9% QoQ.”

“In Q1FY21 we won \$150Mn TCV deals demonstrating the robustness of our new propositions aligned to Digital Foundation and Digital Applications. Our current pipeline is at \$1.5Bn. Our global talent has been very productive, in the new 100% remote model working closely with our customers as they embark on transformation path to recovery and resilience,” **he further added.**

Navneet Khandelwal, Chief Financial Officer, Zensar Technologies said, “In Q1FY21, we continued our cash management initiatives and our rigour on collections. This has resulted in an improvement on our cash conversion or DSO by 12 days sequentially and an increase in our net cash position by \$41.3Mn sequentially. Our focus on operational efficiencies has resulted in an increase in EBITDA despite decline in revenues to 14.4%. Our PAT is at 7.4% of revenue which is an increase from 6.8% in Q4FY20.”

Significant Wins in Q1FY21:

- Cloud and infrastructure mandate for a large American pharmaceutical company
- Application and development mandate for a leading American hi-tech company
- Application and services mandate for a global internet entity
- Financial services application for a leading conglomerate in banking and financial services segment in South Africa

Corporate Excellence Q1FY21:

- Zensar recognized as an ‘Aspirant’ in BFS Risk and Compliance IT Services Everest PEAK Matrix® Assessment 2020
- Zensar recognized as an ‘Aspirant’ in Open Banking IT Services in Everest Peak Matrix Assessment™ 2020.
- Zensar positioned as a ‘Major Contender’ in Guidewire Services Everest PEAK Matrix® Assessment 2020

- Zensar named Niche Player in the 2020 Gartner Magic Quadrant for Data Center Outsourcing and Hybrid Infrastructure Managed Services, North America
- Zensar named Niche Player in the 2020 Gartner Magic Quadrant for Managed Mobility Services, Global
- Zensar's ZERF gets an outstanding recognition by Analyst Rena Bhattacharyya, Service Director - Enterprise Technology and Services at GlobalData
- Zensar Case studies mentioned in ISG Digital Case Study Book
- HFS HIGHLIGHT: ZENSAR INTRODUCES, ZENTRUST AND ZENCARE TO HELP CLIENTS THROUGH COVID-19, Ollie O'Donoghue
- Zensar has been mention as an Aspirants in Salesforce Peak Matrix 2020
- Zensar has been mentioned in Gartner Digital Commerce Vendor Guide, 2020
- Zensar mentioned as a Contender in Everest Guidewire Services PEAK Matrix® Assessment 2020 – Setting the Stage for Core on Cloud

Q1FY21 Revenue and profitability snapshot:

Particulars	Q1 FY21		Growth					
	USD Mn	INR Cr	Q-o-Q			Y-o-Y		
			USD	INR	CC	USD	INR	CC
Revenue	\$ 130.8	₹ 9912	(7.0%)	(2.6%)	(4.8%)	(14.7%)	(7.0%)	(12.1%)
EBITDA	\$ 18.9	₹ 1430	(3.5%)	1.0%		(13.4%)	(5.6%)	
EBIT	\$ 13.0	₹ 987	(5.9%)	(1.4%)		(20.3%)	(13.2%)	
PAT	\$ 9.7	₹ 733	0.7%	5.5%		(14.5%)	(6.9%)	

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About RPG Enterprises

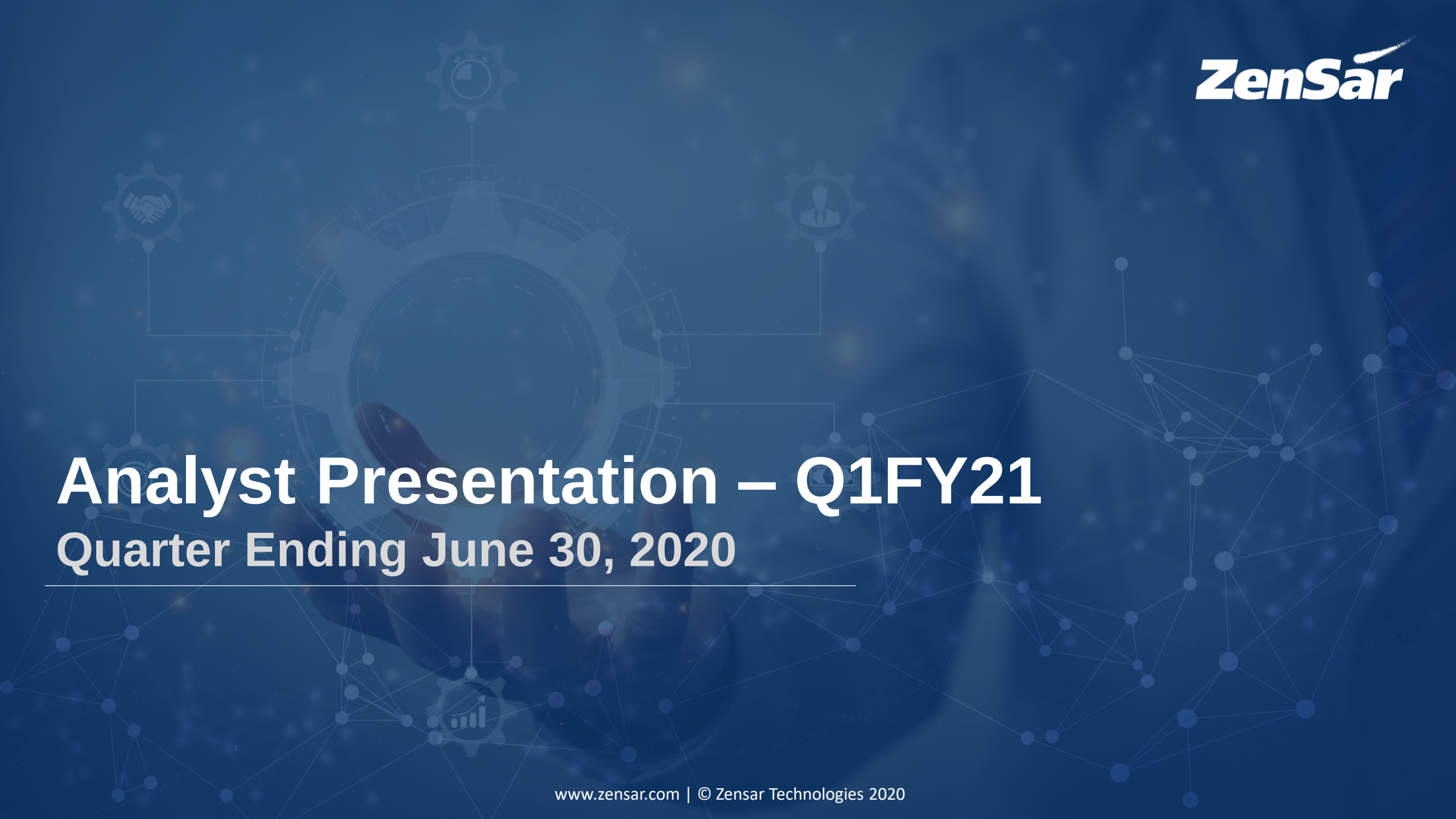
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The background is a dark blue gradient with a network of white dots and lines. A large, faint gear is centered in the background. Several smaller gear icons are scattered around, each containing a different symbol: a handshake, a person in a suit, a bar chart with an upward arrow, and a clock. A hand is visible in the center, appearing to interact with the large gear.

Analyst Presentation – Q1FY21

Quarter Ending June 30, 2020



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.



Q1 FY21 Revenue at USD 130.8 M
(QoQ -4.8% in cc terms)



Part of \$3 B RPG
Group



Portfolio Company of
the \$40 B APAX Group



59.5% Digital Revenue
(Q1 FY21)

Q1 FY21 Snapshot



Q1 FY21



USD **130.8M**

Revenue

Core Business: 95.7%



14.4%

EBITDA, Up by 50bps QoQ

Core EBITDA 14.9%



Headcount

9027

Attrition 13.5%



41.2%

Top 5 Client Mix

5M+ clients up by 4 YoY



Net cash USD M

(41.3 M added in Q1 FY21)



Pipeline

(Despite COVID impact)



Wins in Q1 FY21



Improved by 29 days YoY

Zensar prioritized associate first COVID response with **100%** Work from Home



Financial Update

Key Financials



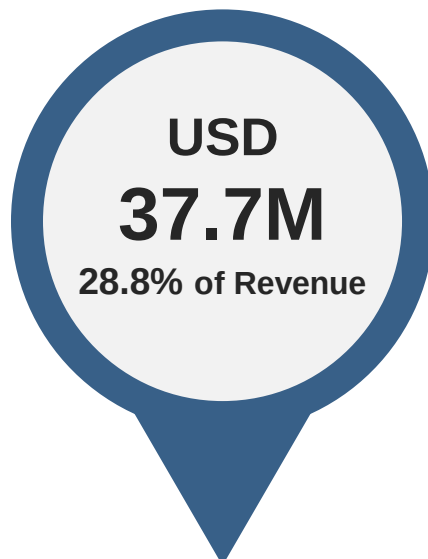
Q1 FY21

REVENUE



QoQ -7.0% (USD)
QoQ -4.8% (cc terms)

GROSS MARGIN



QoQ -7.2% (USD)
YoY -16.5% (USD)

EBITDA



Up by 50bps
QoQ -3.5% (USD)
YoY -13.4% (USD)

PAT

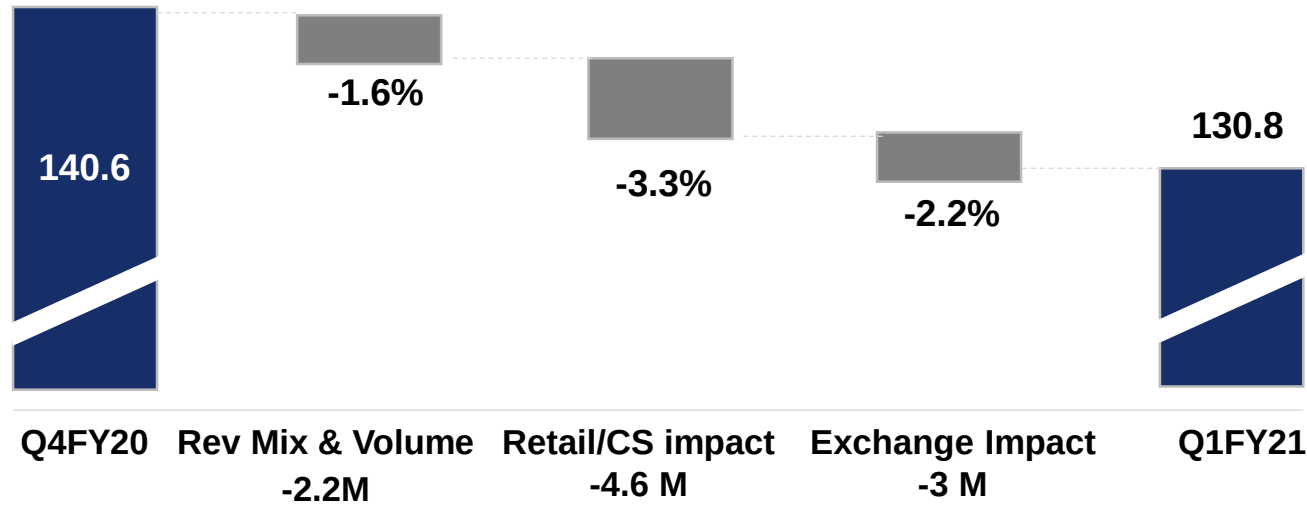


Up by 60bps
QoQ +0.7% (USD)
YoY -14.5% (USD)

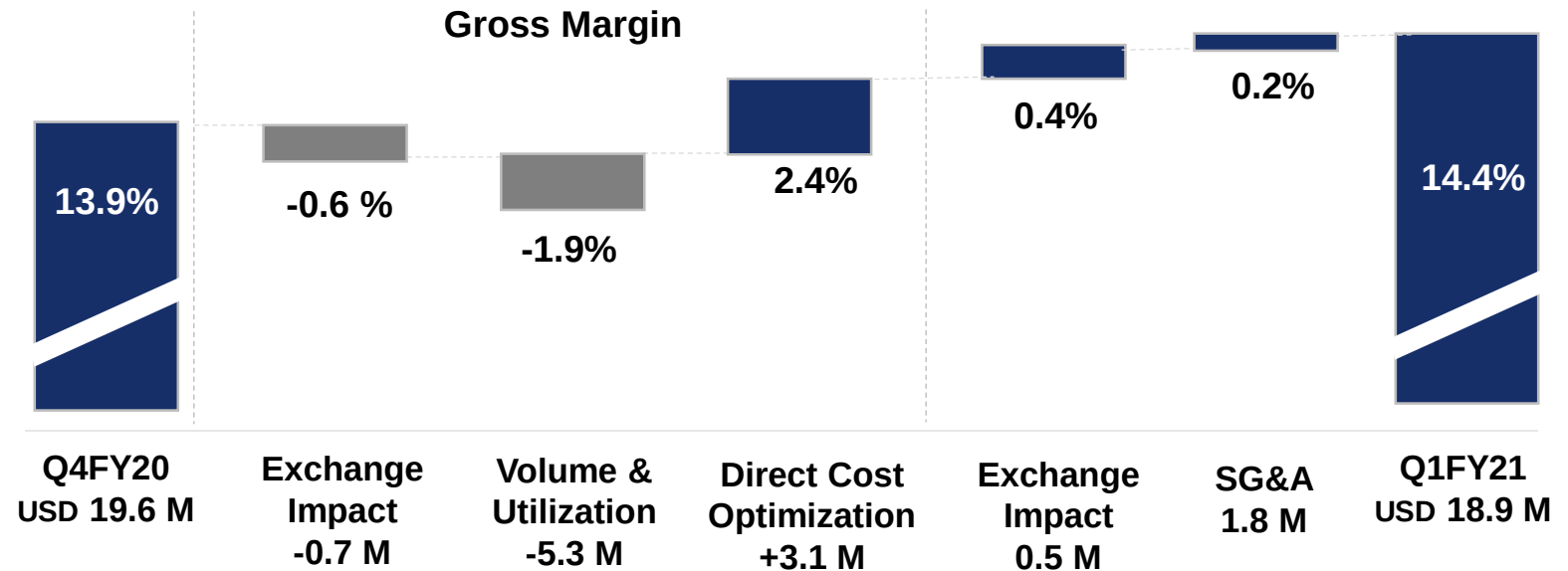
Revenue & EBITDA Walk



Q1 FY21



EBITDA Walk (In % of Rev terms)

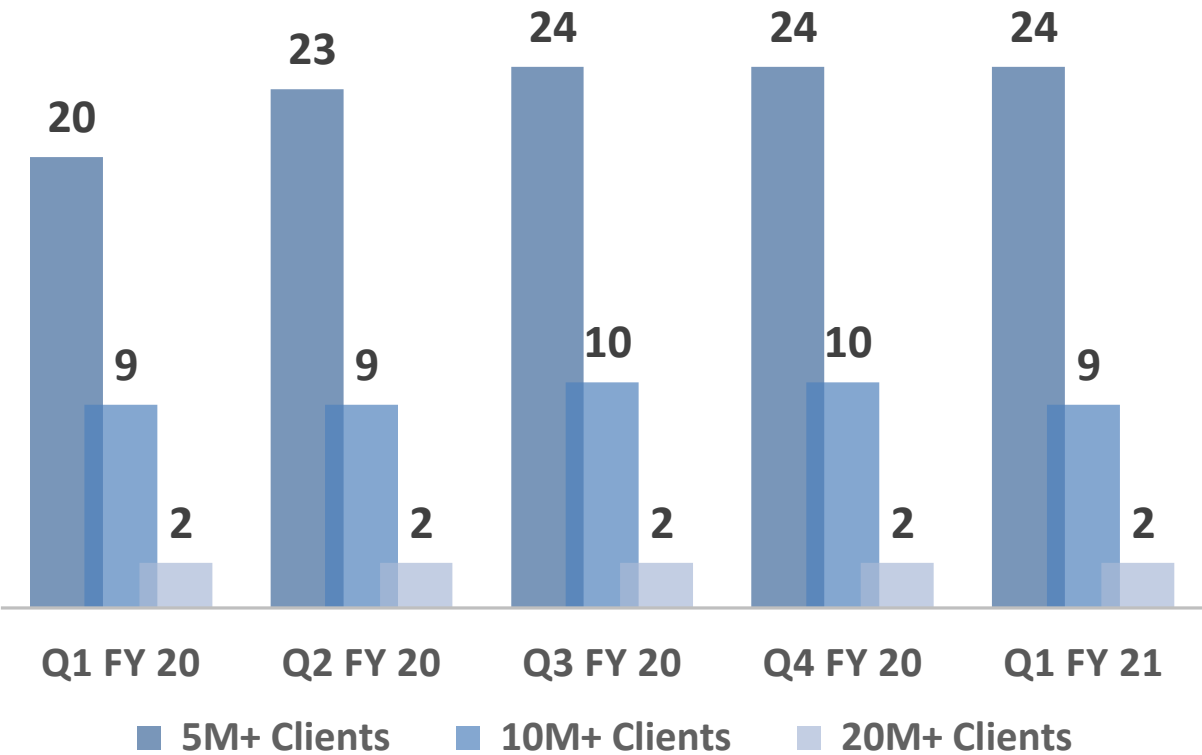


Client Metrics

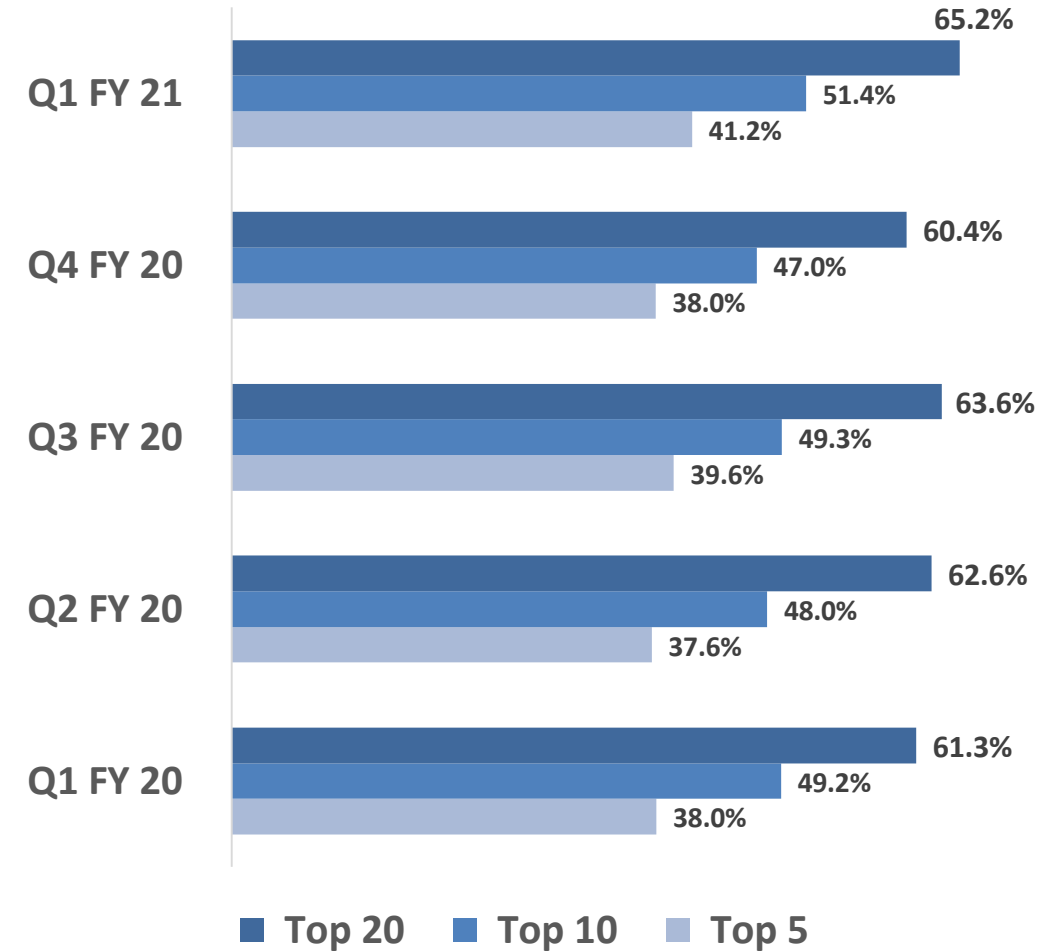


Q1 FY21

MILLION DOLLAR CLIENTS (LTM)



CLIENT CONCENTRATION



Key Wins Highlights



Q1 FY21

Proactive Proposals land robust wins in our Top existing clients



Leading American
Hi-Tech company



US-based
Gaming company



Large US-based medical
devices mfg. company



Leading Banking & Fin.
Services Conglomerate



Global Internet Entity



Leading Sportswear
Manufacturer

NEW LOGOS ADDED



American Pharmaceutical
Company



Leading American Utility
Brand

**\$150
Mn+**

**TCV wins in
Q1 FY21**

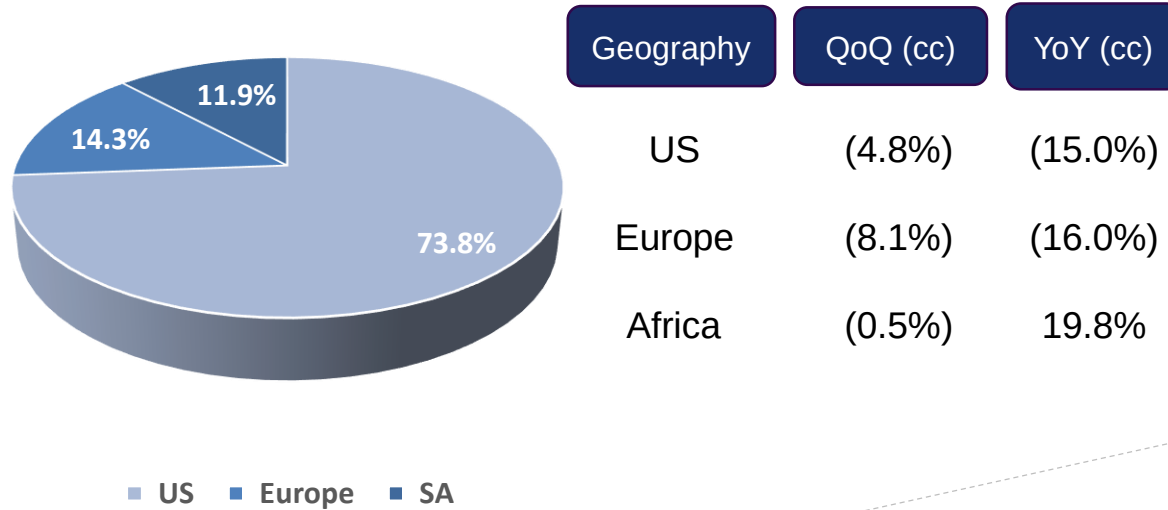
Renewals & New Wins
in existing and new
clients despite COVID
impact

Revenue Split

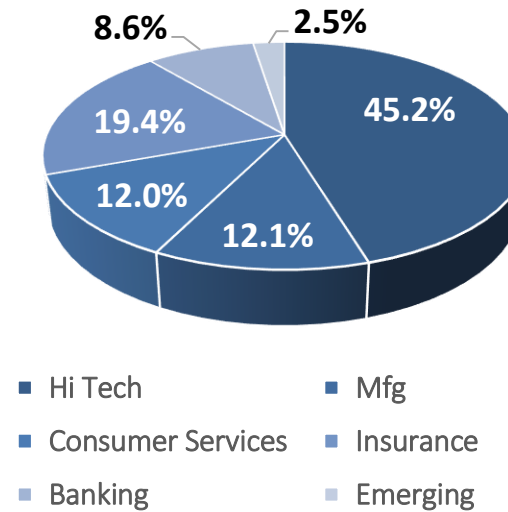


Q1 FY21

Region Split & Growth (cc)

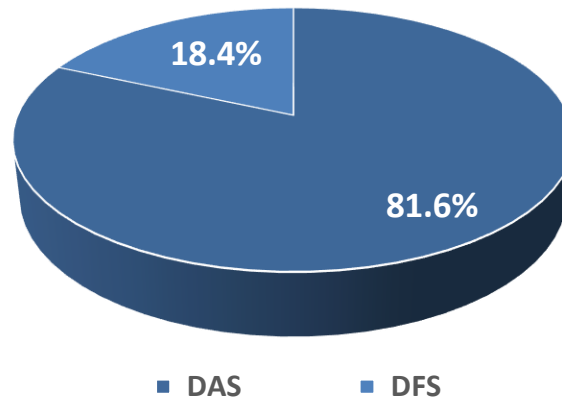


Vertical Split & Growth (cc)



Vertical	QoQ (cc)	YoY (cc)
Hi-Tech	3.5%	0.7%
Manufacturing	(4.3%)	(19.1%)
Insurance	(7.0%)	(4.4%)
Banking	(12.8%)	9.6%
Consumer Services	(20.8%)	(39.2%)
Emerging	(7.5%)	(56.9%)

Service Line Split & Growth (cc)



Service Line	QoQ (cc)	YoY (cc)
Digital & Application Services (DAS)	(7.4%)	(13.4%)
Digital Foundation Services (DFS)*	8.5%	(5.8%)

*Erstwhile Cloud and Infrastructure Services (CIS) is now Digital Foundation Services (DFS)



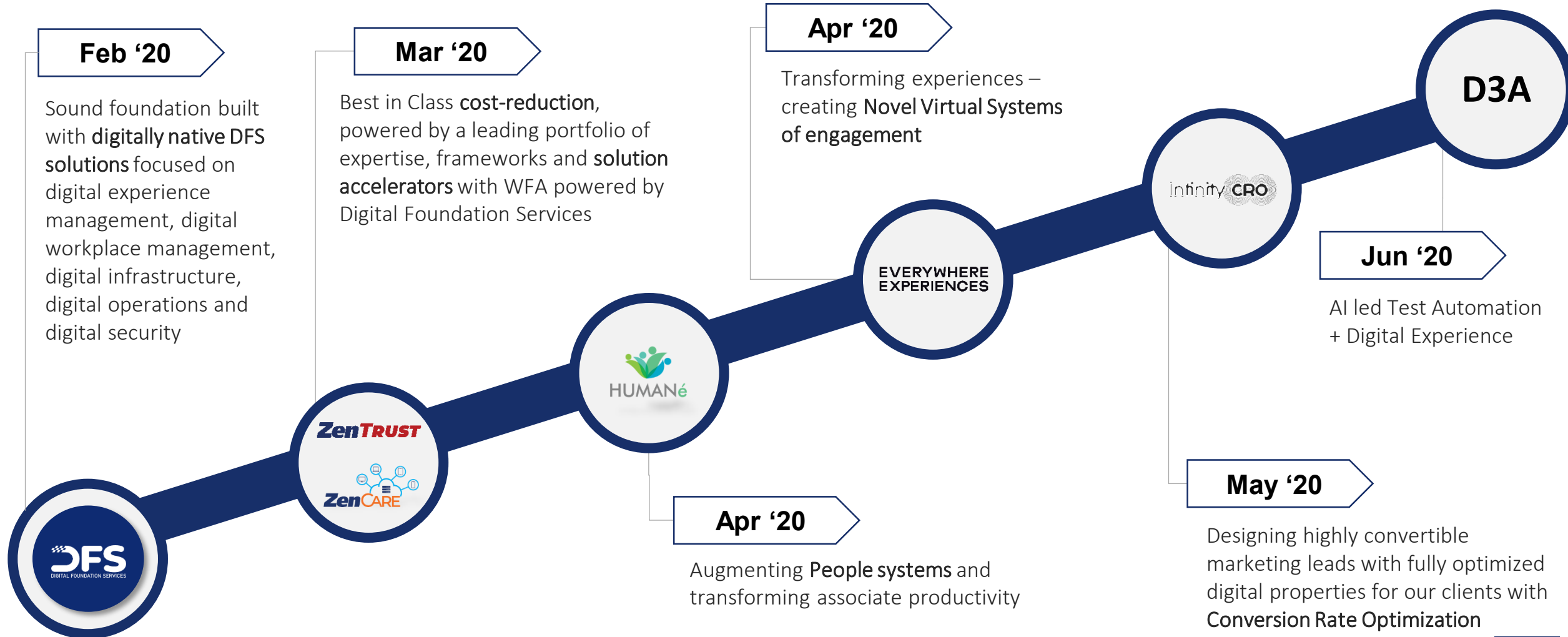
Business Update

Zensar's New Propositions

Robust Pipeline with wins in Multiple Clients



Q1 FY21



Digital Foundation Services



Q1 FY21

Cloud and Infrastructure Services (CIS) Business has now evolved across the spectrum to become Digital Foundation Services

Business Outcome based; Vertical focused
Digital Transformation enabled by DFS

Aligned to key areas of CIO / CTO spend in Enterprise 4.0



Cloud

Deliver agility and flexibility



Data

Ensure compliance, secure, accessible, backed up



Users

Provide an engaging and secure experience everywhere they work



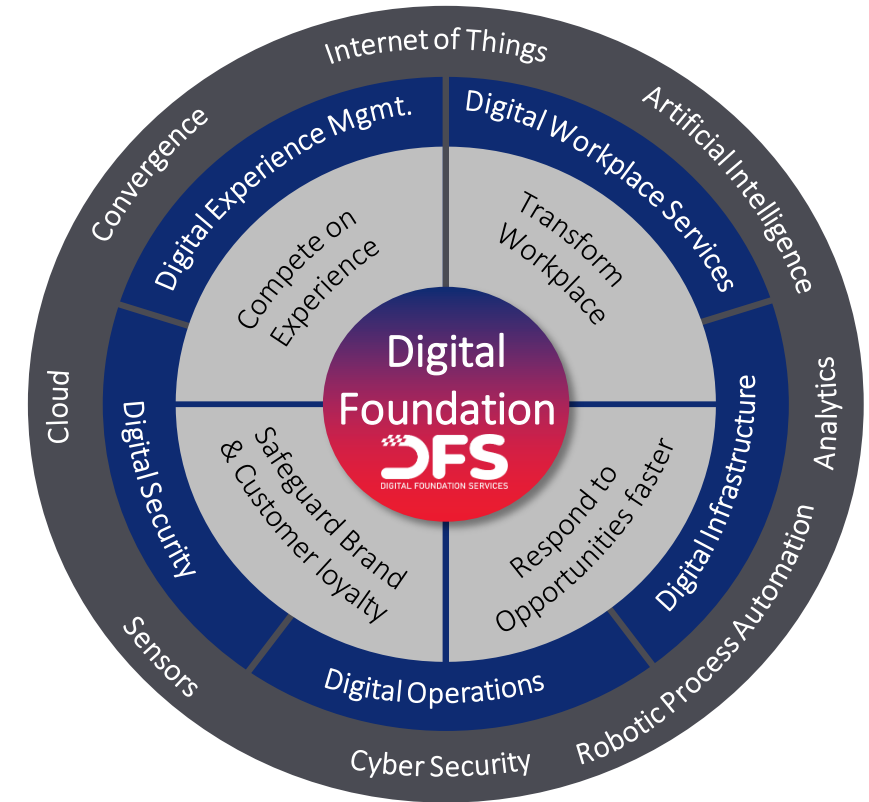
Customers

Deliver unique and differentiating experience across every channel



Operations

Secure, Consistent & Efficient operations



Value Proposition

Pillars of Digital Transformation

Digital Technologies

Digital Foundation Services

Analyst recognition and impressive wins



Q1 FY21

Gartner

FEATURED IN MQ FOR: DC
Outsourcing, Managed Mobility
Managed Workplace

ISG
imagine your future

FEATURED IN ISG PROVIDER LENS
REPORTS FOR: Digital workplace, Public
cloud and Datacenter Outsourcing /
Private cloud Services

FORRESTER

FEATURED AS 'Strong
Performer' in Forrester Wave

Everest Group
From insight to action.

FEATURED AS MAJOR CONTENDER
in Everest Group Digital Services
PEAK Assessment

AVASANT

FEATURED AS DISRUPTOR
INNOVATOR

Leading Zensar Case studies in DFS

Leading European financial institution specializing
in building market economies

Our Solution

- Ensuring every click, every swipe is flawless on Banking platforms through digital experience management
- Enabled *The Vinci* Unified dashboard for 360 real-time view of entire business services.
- Protect customer data in compliance with PSD2 standard through Ubiquitous Security solution.

Our Impact

- ✓ Increased cost savings by 27%
- ✓ Increased customer satisfaction by 2X
- ✓ Increased employee productivity by 54%
- ✓ Enabled work from anywhere

A leading innovator of
Respiratory products in US

Our Solution

- Drive employee engagement & standardize ITSM & MIM Process digital workplace solutions
- Designed & Deployed Zero touch multi-cloud referencing digital Infrastructure architecture
- Augment operations with machine-first operating model using The Vinci & digital operations

Our Impact

- ✓ 3X higher frequency of releases
- ✓ Reduced 35% of Operating Cost through tech Optimization
- ✓ Handling 10x additional volumes of business transactions during COVID-19

Leading Vision Care Company in US

Our Solution

- Healthcare aligned User Persona based Smart Desk powered by workplace solutions
- Full-stack monitoring giving real-time visibility into member onboarding and claims transactions through DEM
- Consolidation of 5 DCs & APR reduced IT complexity with elevated security using digital security solution

Our Impact

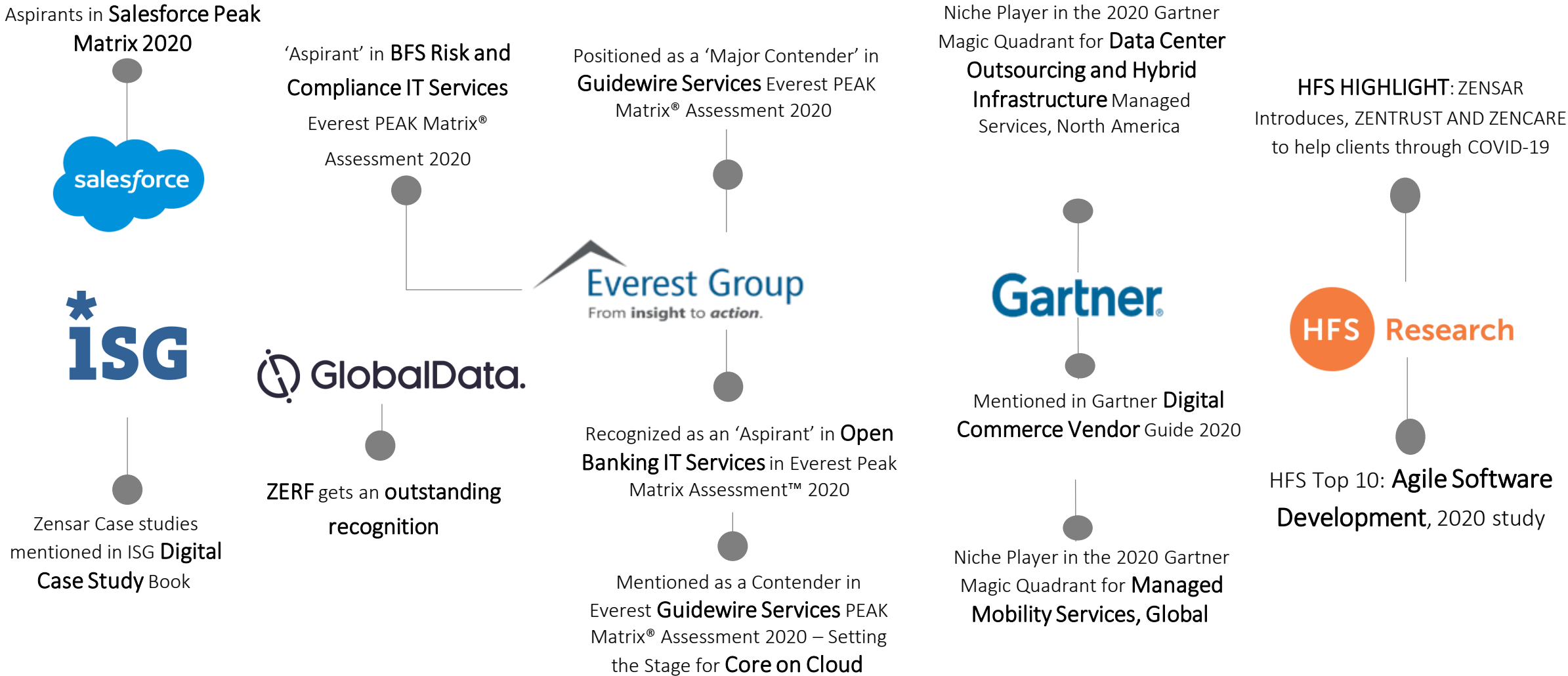
- ✓ 2x Faster claims processing and 3x improved members on-boarding
- ✓ User satisfaction improved from 34% to 47% in year 1.
- ✓ 57% improvement in User productivity



Analyst Coverage & Recognition



Q1 FY21



Employee & Community Wellness >>>>

Q1 FY21

Zensar is committed to keep the Health and Safety of its people at the very centre



100% Adoption of
Digital Native App to track
and support associate's
health real time



First of its kind **4-day**
100% virtual training
workshop clocking
12000 training Hrs



Reskilling, upskilling,
L&D : **72K+** technical
& 100+ capability built
for **4700+**



24*7 ERT, PRACTO-
Online Consultation &
Telemedicine Services
for **3000+** associates



Organized **100%**
Digital award
functions, townhalls
globally to boost morale



Distributed **115+K**
meals through RPG
Foundation



Associate Assistance
Program for Holistic
counselling: **100+**
sessions so far



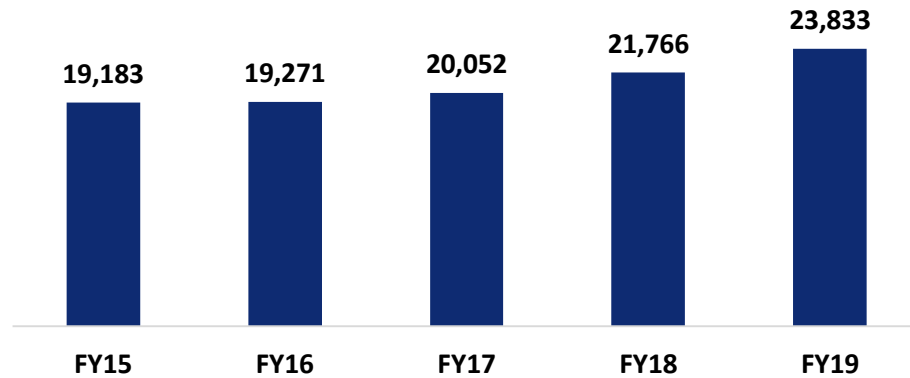
Donated **Corona testing**
booths & set up
contribution initiative

RPG Group Overview

RPG Group: Key Financials Q1 FY21

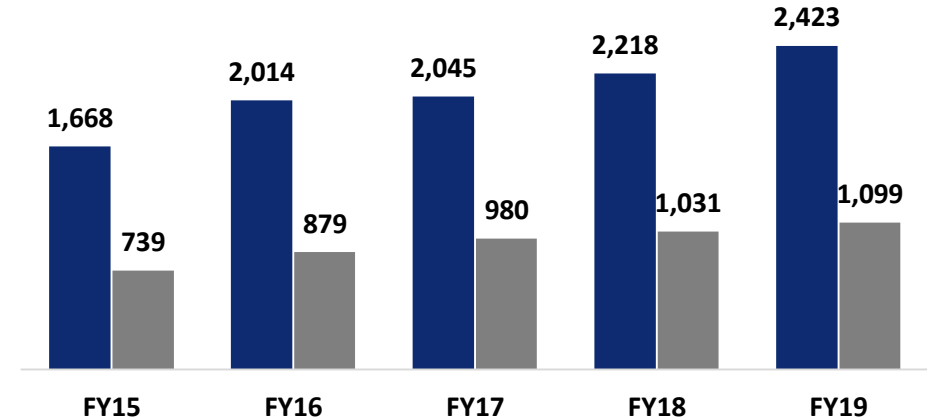
FY15-19
CAGR: 5.6%

■ Gross Total Income (Rs Cr.)

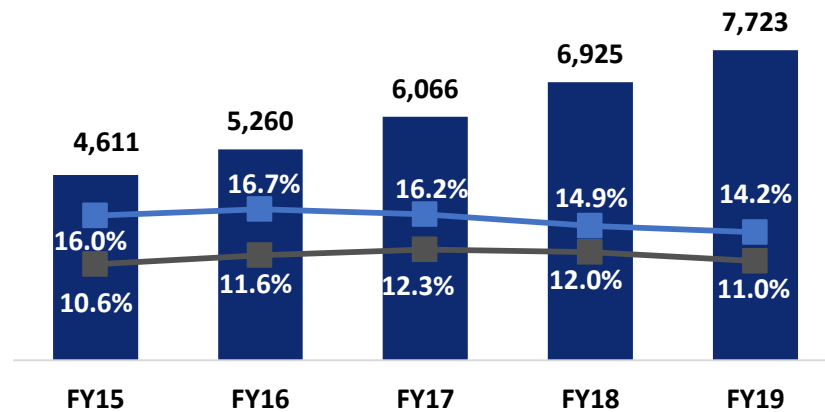


FY15-19 CAGR:
EBITDA 9.8% PAT 10.4%

■ EBITDA ■ PAT



■ Net Worth ■ ROE ■ ROCE

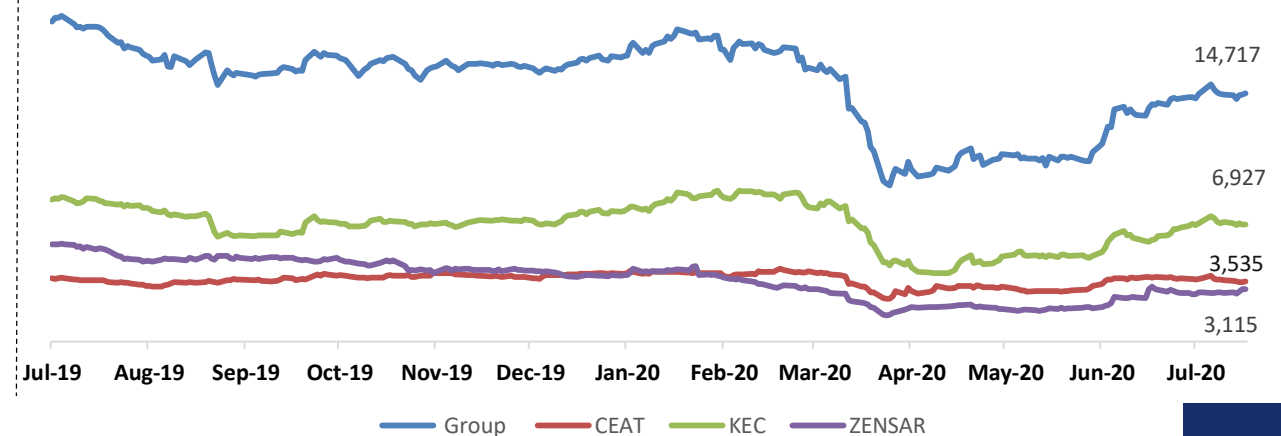


Note:

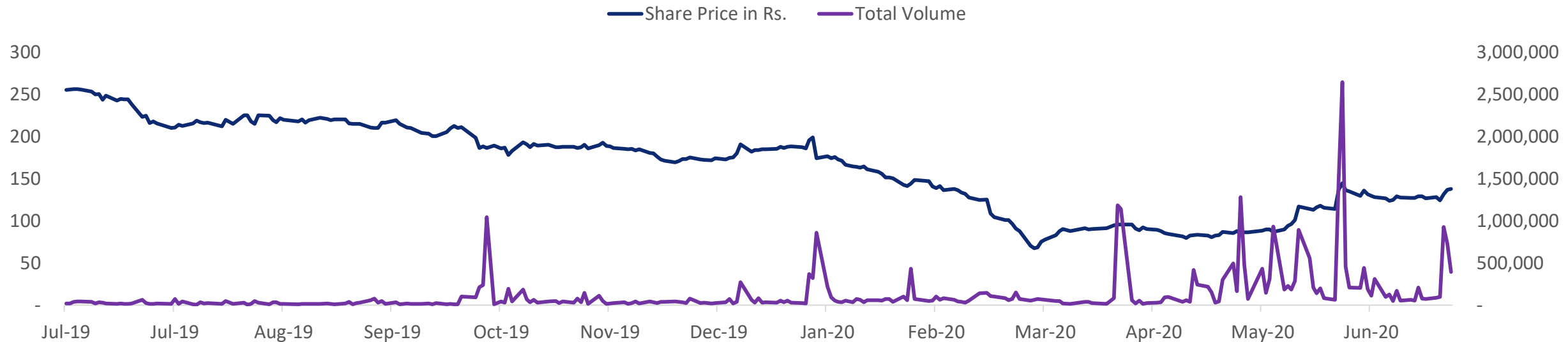
- 1) ROCE is calculated by taking EBIT*(1-ETR) divided by Capital Employed
- 2) ROE is calculated by taking PAT divided by Net-worth
- 3) Market Cap updated till 17th July 2020

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Market Cap



RPG Group: Key Financials Q1 FY21



Equity Share Information

Shareholding Pattern (as on 30th June 2020):

Share Price (17th July 2020): INR 138.15/ share

Market Cap (17th July 2020): INR 3,115 Crs

Financial Year: April to March

Face Value: INR 2 / share

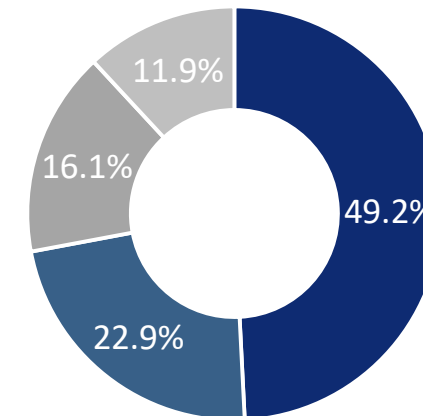
Listed on Indian Stock Exchanges:

- a) Bombay Stock Exchange (code: 504067)
- b) National Stock Exchange (code: ZENSARTECH)

Bloomberg Code: ZENT.IN

Reuters Code: ZENT.BOx

ZenSar



■ Promoter ■ Apax Partners ■ FPIs ■ DIIs/ Others

Thank You