



April 24, 2026

**BSE Limited**

Corporate Service Department,  
1<sup>st</sup> Floor, P. J. Towers,  
Dalal Street,  
Mumbai 400 001

**Scrip Code:** 504067

**National Stock Exchange of India Limited**

Exchange Plaza, 3<sup>rd</sup> floor,  
Plot No. C/1, 'G' block,  
Bandra Kurla Complex, Bandra (E),  
Mumbai 400 051

**Symbol:** ZENSARTECH

**Sub.: Press Release, Analyst and Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release along with Analyst and Investor presentation on the Financials Results of the Company for the quarter and year ended March 31, 2026.

You are requested to take note of the above.

Thanking you,

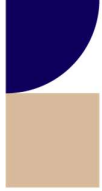
Yours sincerely,

For **Zensar Technologies Limited**



**Anand Daga**  
**Company Secretary**

*Encl.: As above*



## Zensar registered 3.1% YoY revenue growth in reported currency for full year FY26

**Pune, India, April 24, 2026:** [Zensar Technologies](#), a leading Experience, Engineering and Engagement solutions company, announced its consolidated financial results for its fourth quarter, ending March 31, 2026, of the fiscal year 2025-2026.

### Financial Highlights:

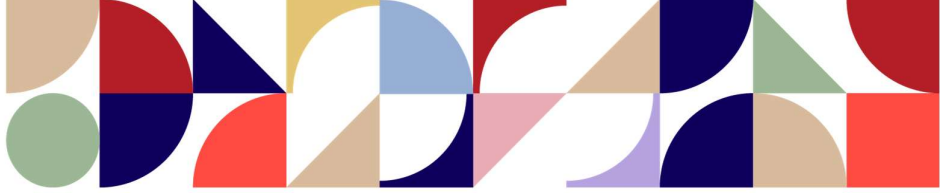
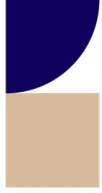
- For the full year FY26, the company posted revenue of \$643.7M, growing 3.1% in reported currency and 1.7% in constant currency. In INR terms, this equates to YoY growth of 7.7%.
- In Q4FY26, the company posted revenue of \$158.4M, quarterly YoY growth of 1.0% and QoQ decline of 1.3% in reported currency. In INR terms this performance reflects a quarterly YoY growth of 6.7% and QoQ growth of 1.4%.
- In Q4FY26, the company reported Profit after tax at 14.4% of revenue, QoQ increase of 50 bps.
- In Q4FY26, the company reported orderbook of \$401.8M, QoQ growth of 122.9%.
- The company reported net cash and cash equivalents of \$319.5M at the end of Q4FY26.
- Africa region registered a QoQ revenue growth of 0.6% and quarterly YoY growth of 14.4% in reported currency.
- Europe region registered a QoQ revenue decline of 1.2% and quarterly YoY growth of 4.3% in reported currency.
- US region registered a QoQ revenue decline of 1.7% and quarterly YoY decline of 2.2% in reported currency.
- Banking and Financial Services registered a QoQ revenue growth of 2.2% and quarterly YoY growth of 12.5% in reported currency.
- Healthcare and Life Sciences registered a QoQ revenue decline of 6.7% and quarterly YoY decline of 0.3% in reported currency.
- Manufacturing and Consumer Services registered a QoQ revenue decline of 3.3% and quarterly YoY decline of 2.2% and in reported currency.
- Telecommunication, Media and Technology registered a QoQ revenue decline of 3.7% and quarterly YoY decline of 16.0% and in reported currency.

**Manish Tandon, CEO and Managing Director, Zensar**, said, “We delivered a modest yet resilient revenue performance this year, centred around offshore-led volume growth. Importantly our annualized Orderbook, Profitability especially PAT growth and Cash position collectively reached to their strongest levels ever demonstrating our disciplined execution and continued operating strength.

Our AI-native offerings scaled to enterprise-level adoption in Q4, driven by multiple high-value, AI-led wins, validating our early and decisive investments in this space. With 85% of our workforce AI-certified, we are systematically transitioning to a delivery model where AI is embedded in every engagement, driving accelerated technology modernization and measurable productivity gains.

Our strategic large deal win further underscores the bold, forward-leaning capabilities and client acceptance of our solutioning to capture opportunities at scale.”





**Pulkit Bhandari, CFO, Zensar, commenting on the Q4FY26 performance, said,** “FY26 revenue stood at \$643.7 million, delivering growth of 3.1%. Q4FY26 revenue was \$158.4 million, with a sequential decline of 1.3% in reported currency terms. Profitability remained resilient for the quarter, with EBITDA at 16.1% and PAT at 14.4%, reflecting sustained operational efficiencies. The quarter marked a key milestone with the closure of the largest deal in Zensar’s history, reinforcing future revenue visibility. The order booking stood at \$401.8 million, while a strong balance sheet was maintained with cash and investment reserves of \$319.5 million.

While global macroeconomic uncertainties continue to influence near term decision making across industries, we remain focused on disciplined execution and building AI capabilities across the organization. Zensar is committed to invest in AI led innovation to re-think the solutioning for its clients.”

### **Significant Wins in Q4FY26:**

- AI-led software engineering transformation delivered through an intelligent coding and QI assistant, enabling productivity and quality optimization for a global banking and payments technology leader
- Finance operations modernization, powered by the proprietary Hawkeye AI automation platform and a dedicated Engineering POD, driving operational efficiency for one of Africa’s largest fashion retailers
- Next-generation API estate modernization leveraging an AI-powered API Factory, enhancing scalability and time-to-market for a leading U.S. department store holding company
- Enterprise-scale HR transformation enabled by an integrated HR AI Copilot, delivering simplified people operations for a prominent African financial services institution
- AI-powered Account Development Planning Copilot, accelerating scalable, data-driven account growth and strategic expansion for a global aviation major
- Enterprise-wide customer data unification through an AI-driven master data platform, powered by ZenseAI.Data accelerators, strengthening decision intelligence for a global healthcare leader

### **Awards and Recognitions in Q4FY26:**

#### **I. Analyst recognitions**

- Zensar was recognized as Major Contender in Everest Group’s Digital Workplace Services (DWS) PEAK Matrix® Assessment 2026 – Mid-market Enterprises
- Zensar was recognized as Major Contender in Everest Group’s Software Product Engineering Services PEAK Matrix® Assessment 2026 – Global
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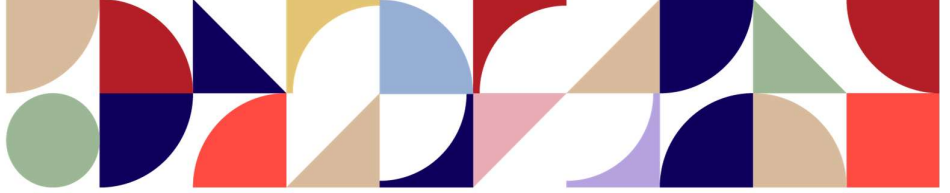
#### **II. Industry Awards**

- Zensar South Africa was recognised by the Top Employer Institute as a Top Employer, reflecting its strong people practices and employee-centric culture
- Zensar received the ICAI Sustainability Award for excellence in BRSR reporting, underscoring its commitment to strong ESG disclosure and governance standards



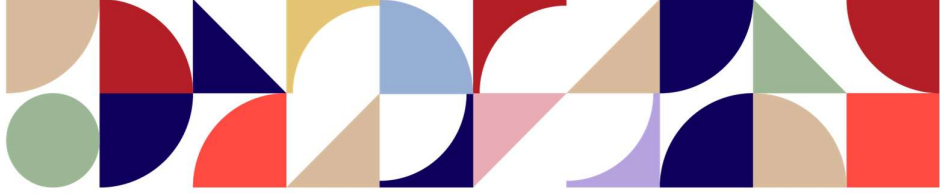


**zensar**<sup>™</sup>



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- Zensar achieved the IGBC Green Campus Certification, demonstrating its focus on sustainable infrastructure and environmentally responsible facilities management





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 170+ global clients. 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 10,500+ employees work across 30+ locations, including San Jose, Seattle, Princeton, Cape Town, London, Colombia, and Mexico City.

Follow Zensar via:

Twitter: <https://twitter.com/Zensar>

LinkedIn: <https://www.linkedin.com/company/zensar-technologies>

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

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 \$5.2 billion. 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 free to reach out:**

Media Contact
Reeti Rajmane
Director and Head - Corporate Communications
Zensar Technologies
reeti.rajmane@zensar.com

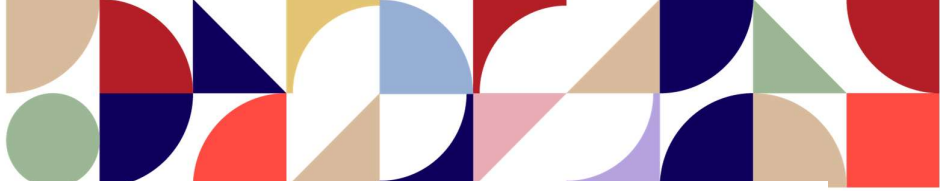
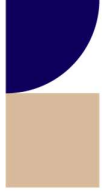
**Safe Harbor**

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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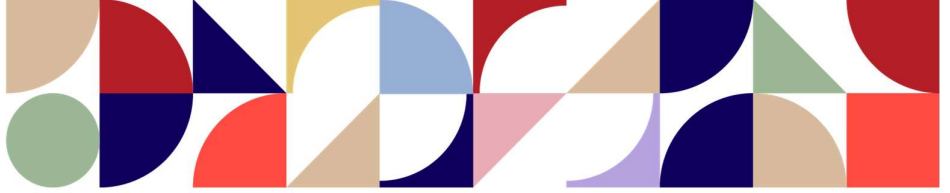
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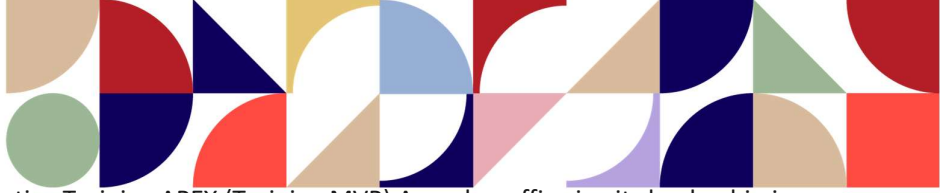
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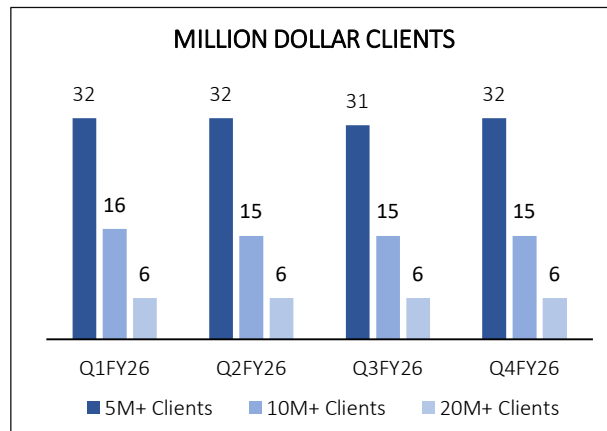
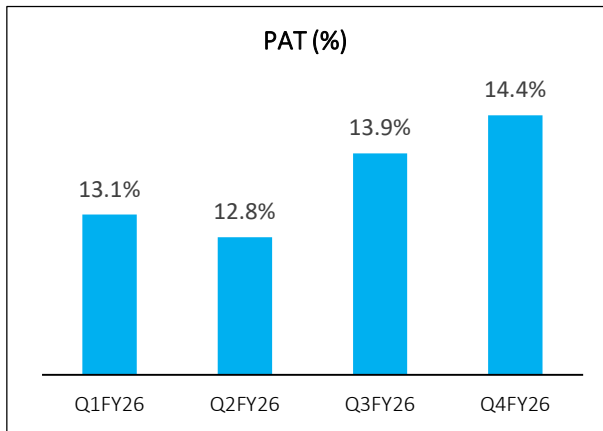
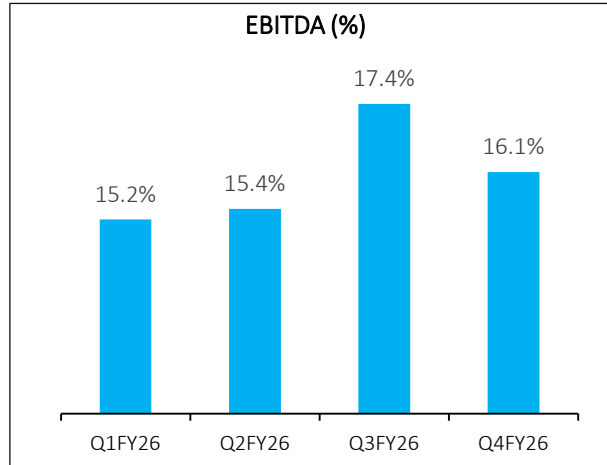
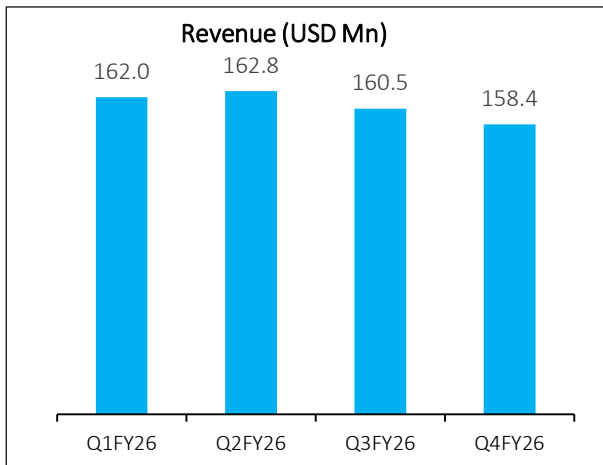
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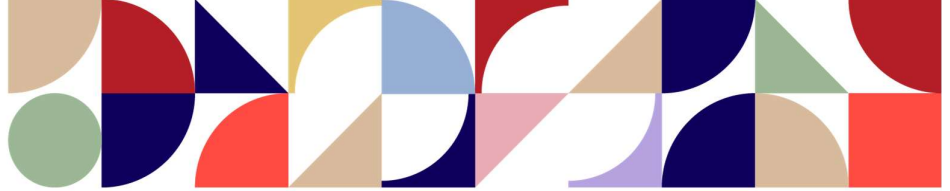


## Q4FY26 Revenue and Profitability snapshot:

Particulars	Q4FY26		Growth					
	USD Mn	INR Mn	Q-o-Q			Y-o-Y		
			USD	INR	CC	USD	INR	CC
Revenue	158.4	14,504	-1.3%	1.4%	-1.9%	1.0%	6.7%	-1.5%
EBITDA	25.5	2,357	-8.7%	-5.7%		4.0%	10.9%	
EBIT	23.0	2,130	-10.3%	-7.2%		5.7%	12.9%	
PAT	22.8	2,106	2.2%	5.4%		12.2%	19.4%	

## Performance Highlights:





### Income Statement (USD Mn)

Income Statement (USD Mn)	Q4 FY 25	Q3 FY 26	Q4 FY 26	FY 25	FY 26
<b>Operating revenue</b>	<b>156.8</b>	<b>160.5</b>	<b>158.4</b>	<b>624.5</b>	<b>643.7</b>
<i>Sequential Growth</i>	-0.1%	-1.4%	-1.3%		
<i>Year-Over-Year Growth</i>	5.8%	2.2%	1.0%	5.4%	3.1%
Cost of revenue	109.3	106.4	106.8	439.0	438.2
<b>Gross profit</b>	<b>47.5</b>	<b>54.1</b>	<b>51.7</b>	<b>185.5</b>	<b>205.6</b>
<i>Gross profit % of revenue</i>	30.3%	33.7%	32.6%	29.7%	31.9%
<i>Sequential Growth</i>	0.6%	7.3%	-4.6%		
<i>Year-Over-Year Growth</i>	4.6%	14.6%	8.8%	-1.5%	10.8%
Sales and marketing expenses	10.2	12.2	13.9	40.1	48.8
General and administration expenses	12.7	14.0	12.3	48.9	53.7
<b>Operating expenses</b>	<b>23.0</b>	<b>26.2</b>	<b>26.2</b>	<b>89.0</b>	<b>102.5</b>
<i>% of revenue</i>	14.7%	16.3%	16.5%	14.3%	15.9%
<b>Earnings before interest, tax, depreciation and amortization (EBITDA)</b>	<b>24.5</b>	<b>27.9</b>	<b>25.5</b>	<b>96.5</b>	<b>103.1</b>
<i>EBITDA % of revenue</i>	15.6%	17.4%	16.1%	15.5%	16.0%
<i>Sequential Growth</i>	0.2%	11.4%	-8.7%		
<i>Year-Over-Year Growth</i>	0.2%	14.2%	4.0%	-8.3%	6.8%
Depreciation and amortization	2.8	2.3	2.5	12.1	10.4
<b>Earnings before interest and tax (EBIT)</b>	<b>21.8</b>	<b>25.7</b>	<b>23.0</b>	<b>84.4</b>	<b>92.7</b>
<i>EBIT % of revenue</i>	13.9%	16.0%	14.5%	13.5%	14.4%
<i>Sequential Growth</i>	0.5%	15.5%	-10.3%		
<i>Year-Over-Year Growth</i>	0.7%	18.4%	5.7%	-5.2%	9.8%
Interest	0.6	0.3	0.3	2.1	1.4
Exchange Gain/(Loss)	-0.6	0.3	0.8	-4.3	3.1
Other income	5.9	6.8	6.3	23.2	23.4
Exceptional Items*	-	2.8	-0.1	-	2.8
<b>Profit before tax</b>	<b>26.5</b>	<b>29.7</b>	<b>29.9</b>	<b>101.3</b>	<b>115.1</b>
<i>% of revenue</i>	16.9%	18.5%	18.9%	16.2%	17.9%
<i>Sequential Growth</i>	6.6%	8.2%	0.8%		
<i>Year-Over-Year Growth</i>	-3.8%	19.2%	12.8%	-4.2%	13.5%
Provision for taxation	6.2	7.3	7.1	24.6	27.9
<b>Profit after tax</b>	<b>20.3</b>	<b>22.3</b>	<b>22.8</b>	<b>76.7</b>	<b>87.2</b>
<i>Profit after tax % of revenue</i>	13.0%	13.9%	14.4%	12.3%	13.5%
<i>Sequential Growth</i>	7.6%	7.4%	2.2%		
<i>Year-Over-Year Growth</i>	-2.7%	18.2%	12.2%	-4.4%	13.6%

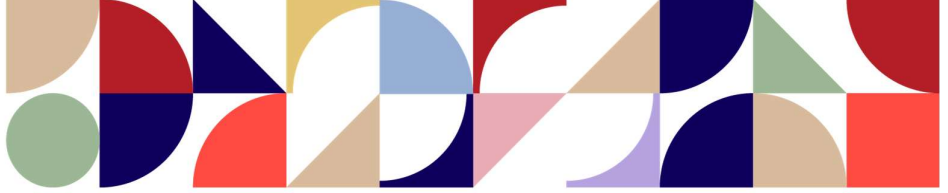
\*Statutory impact of new Labour Codes



## Income Statement (INR Mn)

Income Statement (INR Mn)	Q4 FY 25	Q3 FY 26	Q4 FY 26	FY 25	FY 26
<b>Operating revenue</b>	<b>13,589</b>	<b>14,307</b>	<b>14,504</b>	<b>52,806</b>	<b>56,874</b>
<i>Sequential Growth</i>	2.5%	0.7%	1.4%		
<i>Year-Over-Year Growth</i>	10.5%	7.9%	6.7%	7.7%	7.7%
Cost of revenue	9,471	9,475	9,754	37,111	38,657
<b>Gross profit</b>	<b>4,118</b>	<b>4,832</b>	<b>4,750</b>	<b>15,695</b>	<b>18,217</b>
<i>Gross profit % of revenue</i>	30.3%	33.8%	32.7%	29.7%	32.0%
<i>Sequential Growth</i>	3.2%	9.5%	-1.7%		
<i>Year-Over-Year Growth</i>	9.3%	21.1%	15.3%	0.7%	16.1%
Sales and marketing expenses	888	1,090	1,271	3,391	4,318
General and administration expenses	1,105	1,243	1,122	4,137	4,737
<b>Operating expenses</b>	<b>1,993</b>	<b>2,333</b>	<b>2,393</b>	<b>7,528</b>	<b>9,055</b>
<i>% of revenue</i>	14.7%	16.3%	16.5%	14.3%	15.9%
<b>Earnings before interest, tax, depreciation and amortization (EBITDA)</b>	<b>2,125</b>	<b>2,500</b>	<b>2,357</b>	<b>8,167</b>	<b>9,162</b>
<i>EBITDA % of revenue</i>	15.6%	17.5%	16.2%	15.5%	16.1%
<i>Sequential Growth</i>	2.7%	13.6%	-5.7%		
<i>Year-Over-Year Growth</i>	4.7%	20.8%	10.9%	-6.3%	12.2%
Depreciation and amortization	238	203	227	1,019	913
<b>Earnings before interest and tax (EBIT)</b>	<b>1,887</b>	<b>2,296</b>	<b>2,130</b>	<b>7,148</b>	<b>8,249</b>
<i>EBIT % of revenue</i>	13.9%	16.0%	14.7%	13.5%	14.5%
<i>Sequential Growth</i>	3.0%	17.9%	-7.2%		
<i>Year-Over-Year Growth</i>	5.2%	25.3%	12.9%	-3.1%	15.4%
Interest	49	23	25	173	121
Exchange Gain/(Loss)	-50	29	72	-360	271
Other income	510	601	578	1,963	2,069
Exceptional Items*		254	-5		249
<b>Profit before tax</b>	<b>2,298</b>	<b>2,650</b>	<b>2,759</b>	<b>8,577</b>	<b>10,217</b>
<i>% of revenue</i>	16.9%	18.5%	19.0%	16.2%	18.0%
<i>Sequential Growth</i>	9.3%	10.3%	4.1%		
<i>Year-Over-Year Growth</i>	0.5%	26.0%	20.1%	-2.1%	19.1%
Provision for taxation	534	652	653	2,079	2,471
<b>Profit after tax</b>	<b>1,764</b>	<b>1,998</b>	<b>2,106</b>	<b>6,498</b>	<b>7,746</b>
<i>Profit after tax % of revenue</i>	13.0%	14.0%	14.5%	12.3%	13.6%
<i>Sequential Growth</i>	10.4%	9.6%	5.4%		
<i>Year-Over-Year Growth</i>	1.7%	25.0%	19.4%	-2.3%	19.2%

\*Statutory impact of new Labour Codes

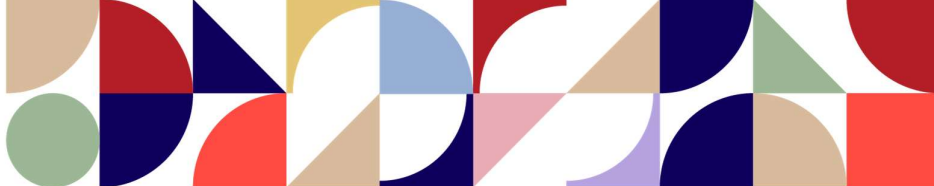


## Other Metrics

Other Metrics	Q4 FY 25	Q3 FY 26	Q4 FY 26	FY 25	FY 26
<b>Revenue By Service Offering (as % of Revenue)</b>					
<b>Digital Application Services</b>	<b>79.3%</b>	<b>77.8%</b>	<b>76.8%</b>	<b>80.0%</b>	<b>77.8%</b>
<i>Application Services</i>	32.8%	31.0%	28.4%	33.6%	30.6%
<i>Enterprise Application (SaaS)</i>	12.6%	11.6%	12.6%	12.3%	12.1%
<i>Products &amp; Platforms incl. CMO services*</i>	24.3%	25.2%	25.5%	24.9%	25.2%
<i>Data Engineering and Analytics</i>	9.6%	9.9%	10.3%	9.2%	9.9%
<b>Cloud Infrastructure and Security</b>	<b>20.7%</b>	<b>22.2%</b>	<b>23.2%</b>	<b>20.0%</b>	<b>22.2%</b>
<b>Revenue By Vertical (as % of Revenue)</b>					
Telecommunication, Media and Technology	21.7%	18.5%	18.1%	22.5%	19.7%
Manufacturing & Consumer Services	26.7%	26.4%	25.8%	26.6%	25.7%
Banking & Financial Services	41.0%	44.0%	45.6%	40.4%	43.7%
Healthcare & Life Sciences	10.6%	11.1%	10.5%	10.4%	10.9%
<b>Revenue By Geographical Segment (as % of Revenue)</b>					
US	67.4%	65.5%	65.3%	67.7%	66.4%
Europe	21.4%	22.0%	22.1%	20.9%	21.5%
Africa	11.2%	12.4%	12.7%	11.4%	12.1%
<b>Operating revenue (Constant Currency Mn)</b>					
Sequential Growth	0.9%	-1.3%	-1.9%	5.1%	1.7%
Year-Over-Year Growth	6.3%	1.3%	-1.5%	5.1%	1.7%
<b>Constant Currency Growth By Vertical (QoQ %)</b>					
Telecommunication, Media and Technology	1.7%	-8.7%	-3.8%	-9.4%	-10.3%
Manufacturing & Consumer Services	-2.6%	3.4%	-3.9%	8.2%	-2.3%
Banking & Financial Services	3.4%	-0.3%	1.2%	12.3%	9.5%
Healthcare & Life Sciences	-1.4%	-2.3%	-6.6%	18.3%	8.0%
<b>Number of million dollar Clients (LTM Revenue)</b>					
1 Million dollar +	84	85	83	84	83
5 Million dollar +	33	31	32	33	32
10 Million dollar +	14	15	15	14	15
20 Million dollar +	6	6	6	6	6

\*Previously reported as Advanced Engineering and Experience Services, now grouped.

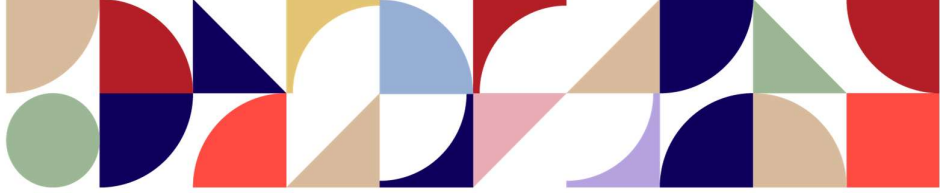




Other Metrics	Q4 FY 25	Q3 FY 26	Q4 FY 26	FY 25	FY 26
<b>Revenue from top clients</b>					
Revenue- top 5 clients	27.6%	25.5%	24.3%	27.7%	26.0%
Revenue- top 10 clients	40.8%	39.1%	38.0%	41.3%	39.4%
Revenue- top 20 clients	55.8%	56.5%	56.0%	57.3%	56.2%
<b>Number of active clients</b>	<b>166</b>	<b>176</b>	<b>178</b>	<b>166</b>	<b>178</b>
<b>Onsite: Offshore (as % of Revenue)</b>					
<b>Revenue mix</b>					
Onsite	49.0%	45.5%	46.2%	49.9%	46.5%
Offshore	51.0%	54.5%	53.8%	50.1%	53.5%
<b>Utilization (excluding Trainees)</b>					
Utilization (excluding Trainees)	84.6%	83.5%	84.3%	84.6%	84.3%
<b>Headcount</b>					
<b>Total Headcount</b>	<b>10,702</b>	<b>10,732</b>	<b>10,779</b>	<b>10,702</b>	<b>10,779</b>
Technical - Onsite	2,061	1,870	1,706	2,061	1,706
Technical - Offshore	7,772	7,924	8,126	7,772	8,126
<b>Gross employees added during the period</b>	<b>873</b>	<b>988</b>	<b>968</b>	<b>3,396</b>	<b>3,515</b>
<b>% of women employees</b>	<b>29.6%</b>	<b>30.0%</b>	<b>30.2%</b>	<b>29.6%</b>	<b>30.2%</b>
<b>Voluntary Attrition %(LTM)</b>	<b>9.9%</b>	<b>9.5%</b>	<b>9.8%</b>	<b>9.9%</b>	<b>9.8%</b>
<b>Exchange Rates (Rupee Dollar Rate)</b>					
Period Closing Rate	85.5	89.9	94.8	85.5	94.8
Period Average Rate	86.7	89.1	91.4	84.5	88.3
<b>Accounts receivables (in days)</b>					
Billed	48	47	54	48	54
Unbilled	25	24	24	25	24
<b>Total</b>	<b>73</b>	<b>71</b>	<b>78</b>	<b>73</b>	<b>78</b>
<b>Cash and bank balances including investments (in USD Mn)</b>					
Cash and bank balances	87.0	92.3	98.2	87.0	98.2
Investments	203.5	230.1	221.3	203.5	221.3
<b>Cash and bank balances including investments</b>	<b>290.5</b>	<b>322.4</b>	<b>319.5</b>	<b>290.5</b>	<b>319.5</b>
<b>Debt (USD Mn)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Outstanding Hedges (in USD Mn)</b>	<b>76.5</b>	<b>87.8</b>	<b>72.6</b>	<b>76.5</b>	<b>72.6</b>



**zensar™**



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 170+ global clients. 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 10,500+ employees work across 30+ locations, including San Jose, Seattle, Princeton, Cape Town, London, Colombia, and Mexico City.

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

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 \$5.2 billion. 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 free to reach out:**

Media Contact
Reeti Rajmane
Director and Head - Corporate Communications
Zensar Technologies
reeti.rajmane@zensar.com

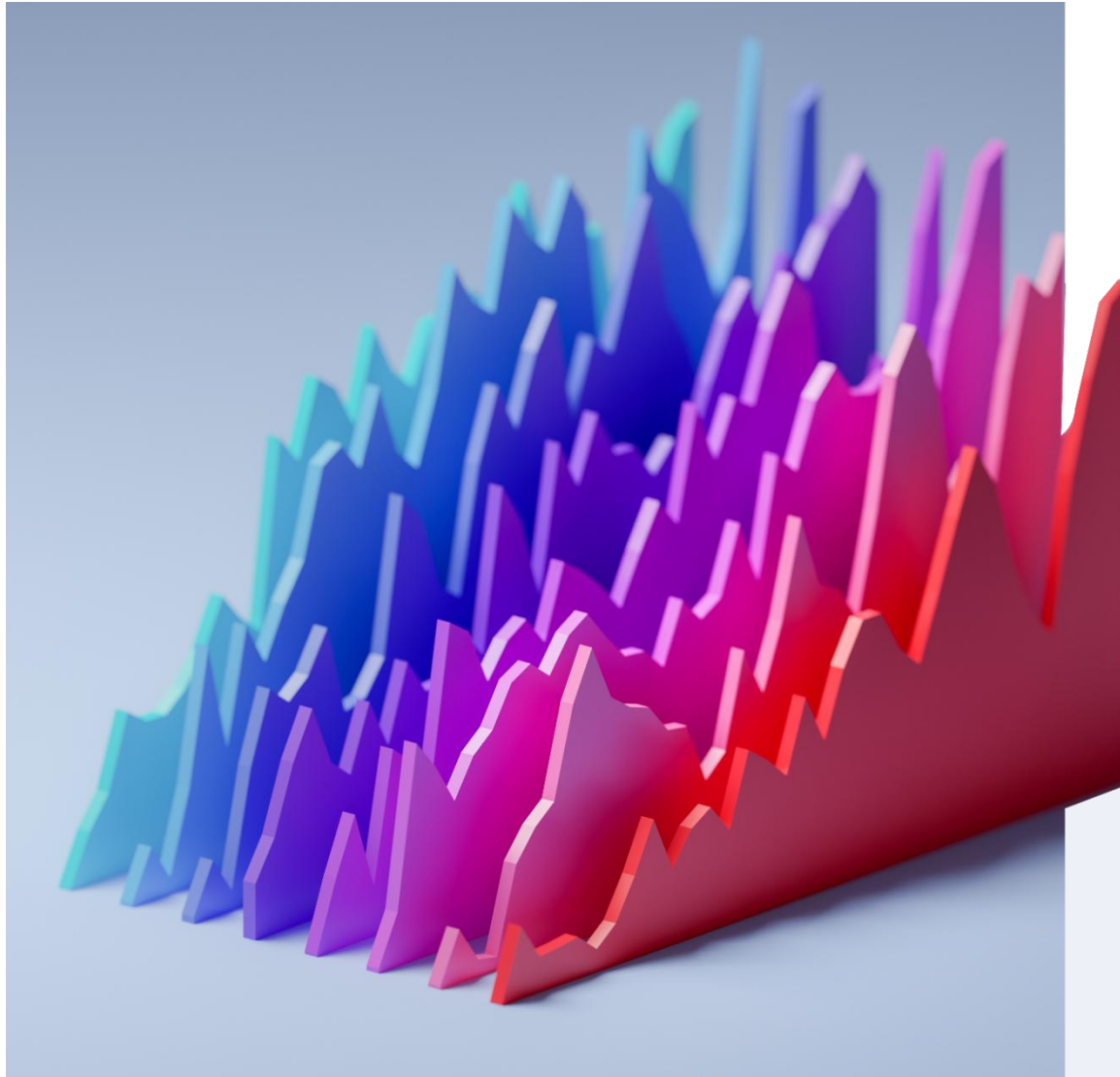
**Safe Harbor**

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.





# Analyst Presentation

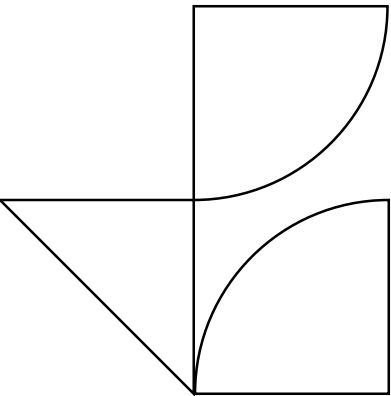
Quarter ending March 31, 2026

# Safe Harbor

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# Q4FY26 snapshot



Total Revenue

**\$158.4M**

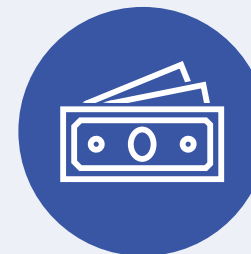
1.0% YoY 



PAT%


**14.4%**

50 bps QoQ 



Cash Balance

**\$ 319.5M**

\$ 2.9M QoQ 



Order book

**\$401.8M**

122.9% QoQ 



Attrition

**9.8%**

30 bps QoQ 

# FY26 snapshot



Total Revenue


**\$643.7M**

3.1% YoY 



PAT%


**13.5%**

120 bps YoY 



Cash Balance


**\$ 319.5M**

\$ 29.0M YoY 



Order book


**\$912.7M**

17.8% YoY 



Attrition

**9.8%**

10 bps YoY 

# Vertical and Geography performance

## Vertical highlights



### BFSI

1.2%  
QoQ cc

8.7%  
YoY cc

**45.6%**  
Q4 FY26 revenue



### TMT

-3.8%  
QoQ cc

-16.9%  
YoY cc

**18.1%**  
Q4 FY26 revenue



### HLS

-6.6%  
QoQ cc

-0.3%  
YoY cc

**10.5%**  
Q4 FY26 revenue



### MCS

-3.9%  
QoQ cc

-4.9%  
YoY cc

**25.8%**  
Q4 FY26 revenue

## Geography highlights



### USA

-1.6%  
QoQ cc

-2.0%  
YoY cc

**65.3%**  
Q4 FY26 revenue



### UK/EU

-2.2%  
QoQ cc

-1.7%  
YoY cc

**22.1%**  
Q4 FY26 revenue



### South Africa

-3.2%  
QoQ cc

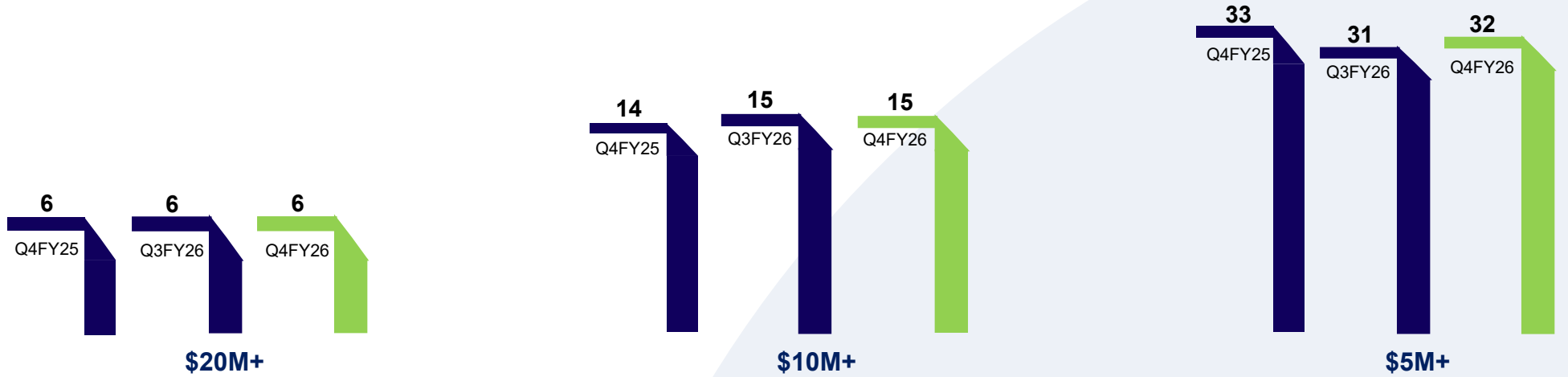
2.1%  
YoY cc

**12.7%**  
Q4 FY26 revenue

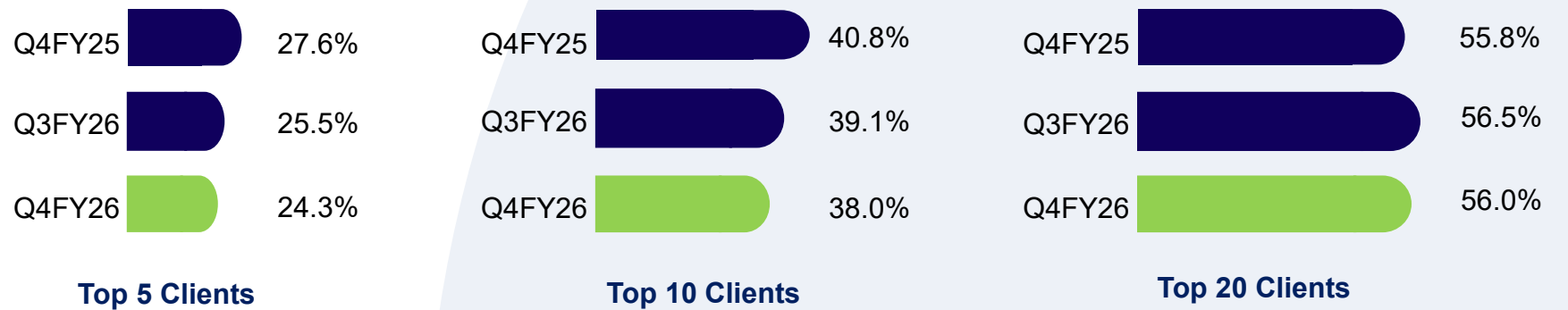
- TMT - Telecommunication, Media and Technology
- BFSI - Banking, Financial Services & Insurance
- MCS - Manufacturing and Consumer Services
- HLS - Healthcare & Life Sciences

# Client and Revenue mix

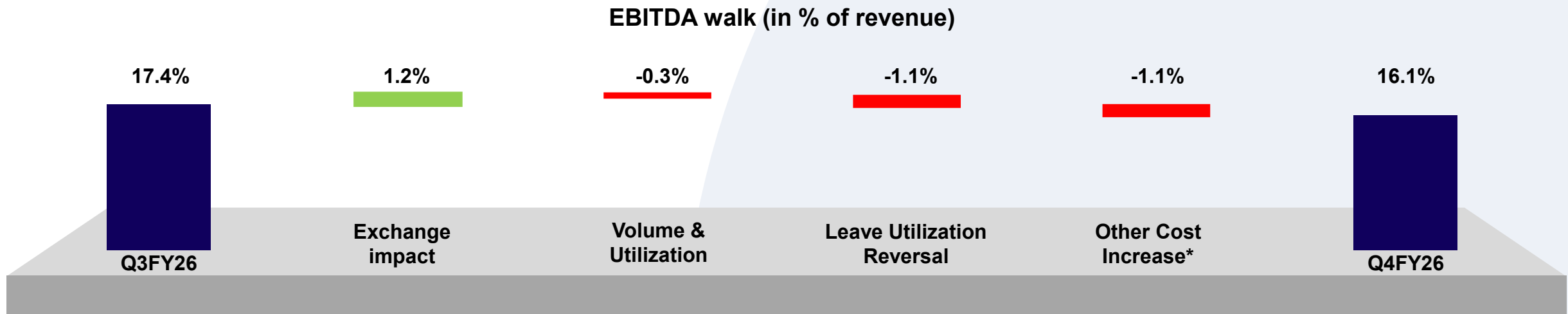
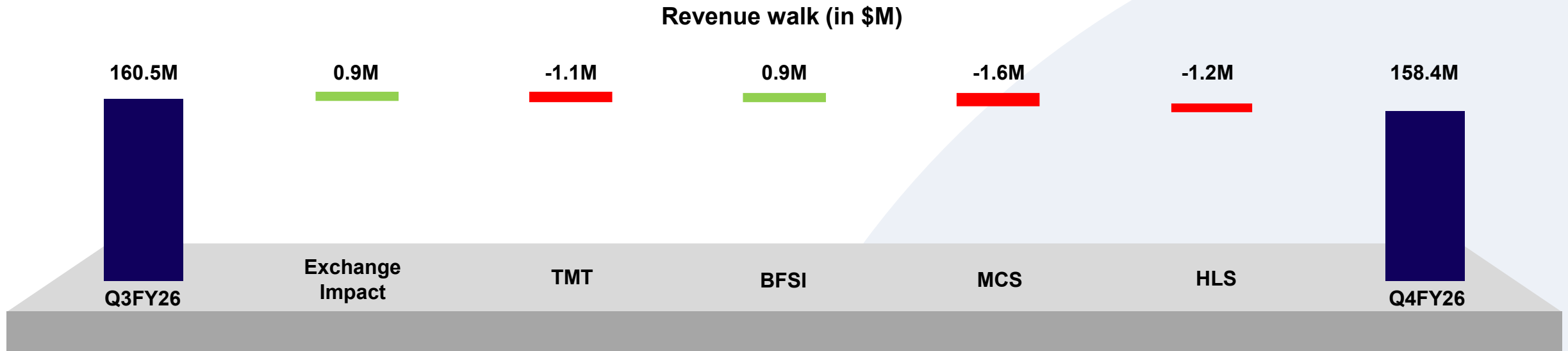
## Client mix



## Revenue mix (% of total revenue)



# Revenue and margin walk



\*Other costs increase includes initial cost for large deal and investment in SG&A

# Win momentum : AI projects



**AI led software engineering transformation delivered through an intelligent coding and QI assistant, enabling productivity and quality optimization for a global banking and payments technology leader**

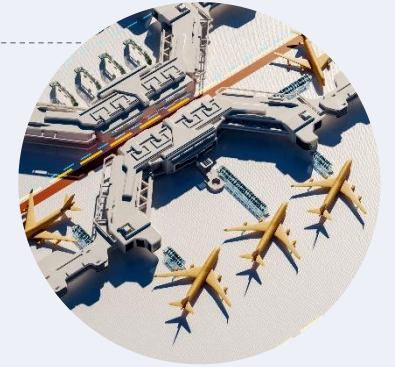


**Enterprise scale HR transformation enabled by an integrated HR AI Copilot, delivering simplified people operations for a prominent African financial services institution**

**Finance operations modernization, powered by the proprietary Hawkeye AI automation platform and a dedicated Engineering POD, driving operational efficiency for one of Africa's largest fashion retailers**



**AI powered Account Development Planning Copilot, accelerating scalable, data driven account growth and strategic expansion for a global aviation major**



**Next generation API estate modernization leveraging an AI powered API Factory, enhancing scalability and time to market for a leading U.S. department store holding company**



**Enterprise wide customer data unification through an AI driven master data platform, powered by ZenseAI.Data accelerators, strengthening decision intelligence for a global healthcare leader**

# Case studies: AI at Work: Enterprise-Scale Business Impact



## GenAI-Powered Device Mapping Agent for Clinical Device Data Integration

A healthcare analytics platform managing **millions of clinical device records** struggled with inconsistent manufacturer and model naming across hospital, procurement, and regulatory systems. Manual device mapping slowed onboarding, reduced data reliability, and made it difficult to accurately group devices by family—impacting downstream analytics and reporting. Zensar built a **GenAI-powered device normalization and matching platform** using a multi-stage AI pipeline combining vector search, LLM validation, fuzzy equivalence matching, and scalable quality controls. The solution automated manufacturer and model standardization, intelligently identified device families across heterogeneous data sources, and embedded validation, auditability, and governance into the data pipeline. The solution delivered **over 95% matching accuracy, reduced manual mapping effort by 80%+, and cut device onboarding timelines from hours to seconds**, significantly improving data quality, analytics reliability, and clinical insight readiness.



## Autonomous Supply Chain Risk Intelligence for a Global Semiconductor Leader

Supply chain planners were constrained by fragmented systems, delayed insights, and manual exception handling—making it difficult to proactively detect risks, align inventory with production realities, and respond quickly to disruptions across a complex global supply chain. Zensar implemented an **AI-driven Supply Chain Risk Intelligence platform** combining a unified data foundation, automated case management, and a **GenAI insights layer**. The platform leveraged predictive models to detect anomalies, automate case creation, recommend root causes, and enable conversational analytics—delivering real-time, decision-ready intelligence to planners and stakeholders. The solution enabled **10× faster identification of supply chain risks, 30–40% reduction in planner workload**, improved cross-functional collaboration through a single source of truth, and significantly enhanced proactive risk mitigation and operational resilience.



## Enterprise AI Platform Enabling Scalable, Governed AI Adoption

A fast-growing enterprise software leader had deployed multiple isolated AI tools across HR, Sales, and Support, resulting in fragmented user experiences, inconsistent governance, and limited visibility into business value. AI initiatives lacked standardization, reusability, and a unified operating model—slowing enterprise-wide adoption. Zensar partnered with the organization to transform AI from disconnected automations into a **single, governed Enterprise AI platform**. The solution introduced a unified orchestration fabric enabling reusable, modular AI agents, embedded governance and explainability, and seamless integration with systems such as Workday, Salesforce, Slack, and Teams. The platform enabled new AI agents to be launched in weeks, delivered **40% faster approvals**, and drove a **30% productivity improvement across functions**—establishing AI as a scalable, platform-level growth engine.

# Leadership structure



**Manish Tandon**  
CEO and MD



**Vijayasimha Alilughatta**  
Chief Operating Officer



**Pulkit Bhandari**  
Chief Financial Officer



**Vivek Ranjan**  
Chief Human Resources Officer



**Kaushik Chatterjee**  
SVP & Head - Africa



**Parag Jain**  
EVP & Head - Manufacturing and  
Consumer Services, and Growth Office



**Harish Lala**  
EVP & Head -  
Telecommunication, Media and  
Technology



**Pratik Maroo**  
SVP & Head -  
Healthcare and Life  
Sciences



**Nachiketa Mitra**  
EVP & Head - Banking and  
Financial Services



**Chaitanya Rajebahadur**  
EVP & Global Leader - Digital  
Engineering, Consulting,  
Martech, AI and Creative  
Studios



**Anshul Srivastav**  
SVP & Head - UK and Europe

# ESG goals



## Environment

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**Carbon emissions:** Zensar commits to reach Net-zero greenhouse gas emissions across the value chain by FY45 as per targets approved by SBTi.

**Energy consumption:** Achieve/ sustain 50% reduction in Energy Performance Index by FY30 from FY19

**Renewable energy share** – 70% by FY30

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

- Maintain water positivity status year-on-year
- Zero waste to landfills status in FY27

## Social

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**Happiness:** Sustain Happiness Index Score at 82 or more

**Diversity and inclusion:** Create a gender-diverse workplace with 32% women associates by FY27

**Corporate social responsibility:** Reach 225,000 lives through community development initiatives by FY30 from FY21 base year

**Human resources development:** Achieve / Sustain 80 annual average hours of upskilling / reskilling per associate by FY30

## Governance

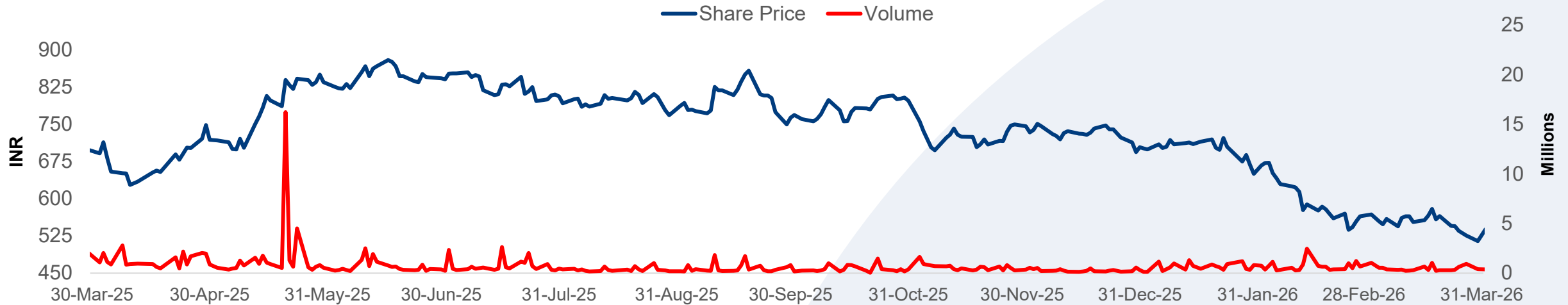
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**Governance & compliance:** Average 95% or higher Code of Conduct training compliance year-on-year

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

**Data security & privacy:** Commitment to data privacy compliance  
Sustain BitSight rating at an advanced level (740 and above)

# Zensar's stock price and shareholding pattern

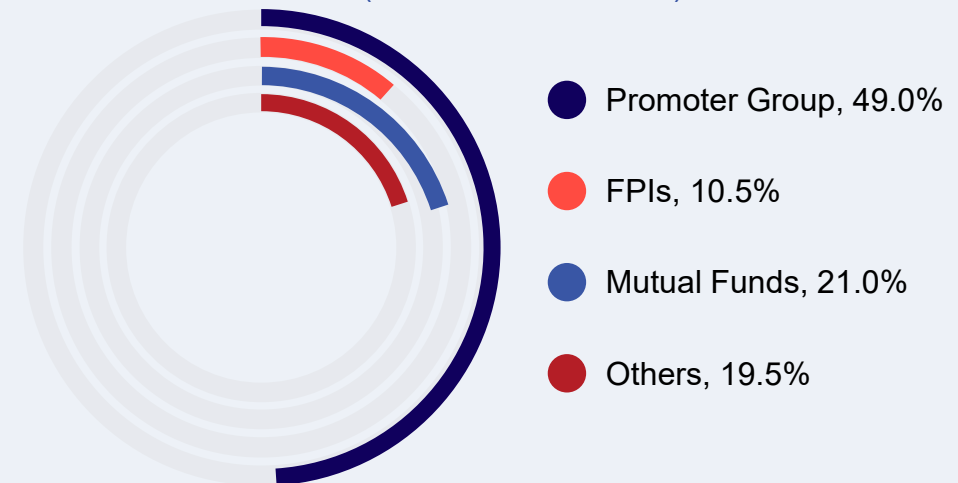


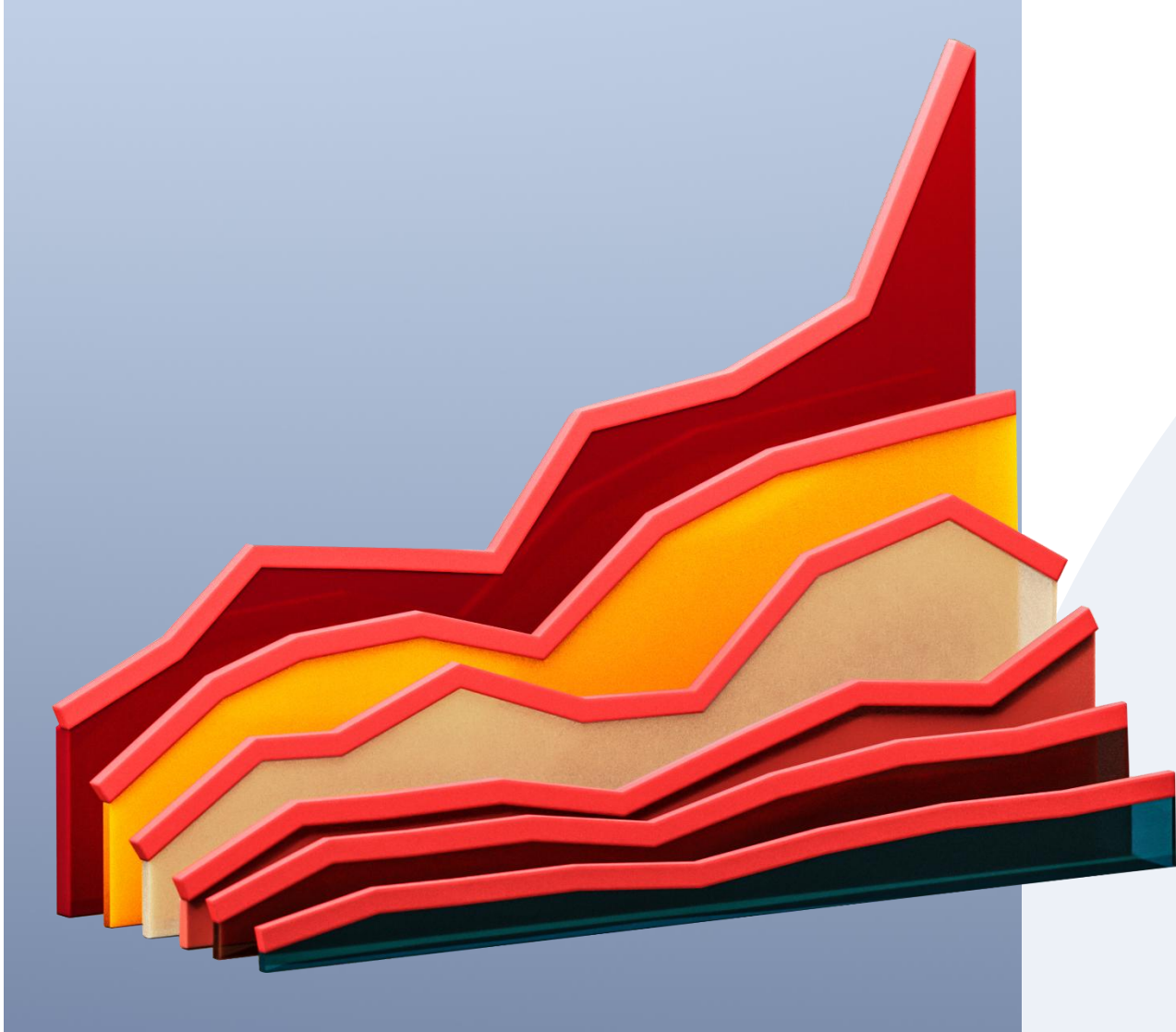
## Equity Share Information

- Share Price (30th March 2026): INR 515/ share
- Market Cap (30th March 2026): INR 11,707 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.BO

## Shareholding Pattern

(as of March 30, 2026)

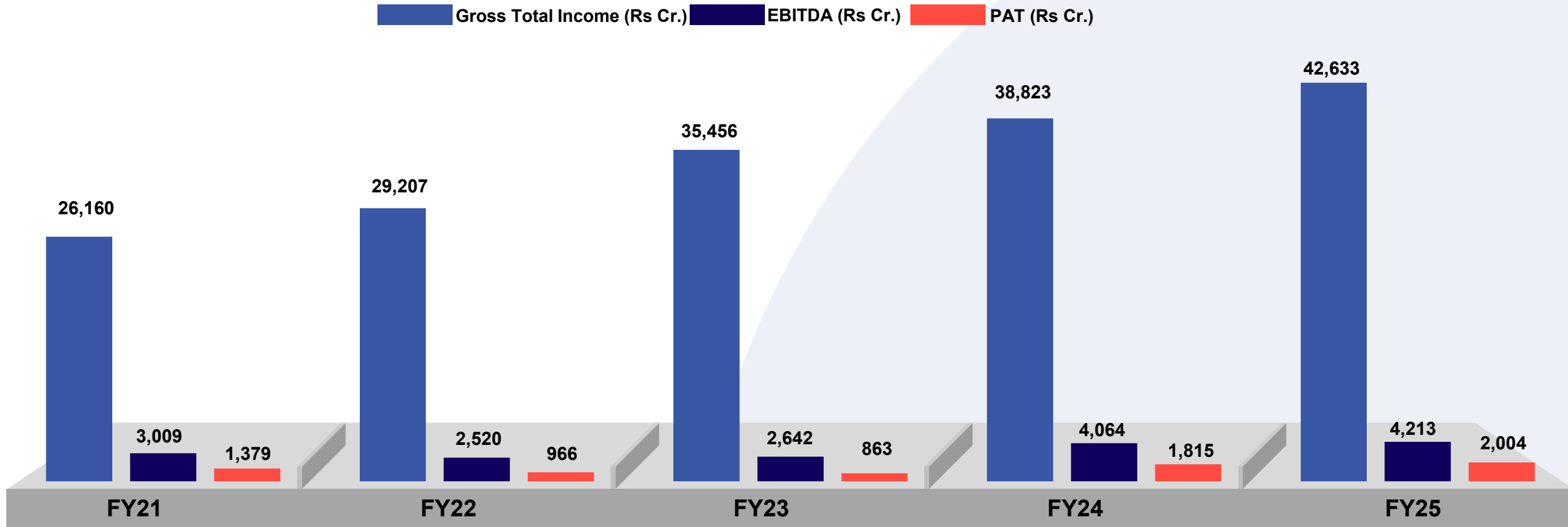




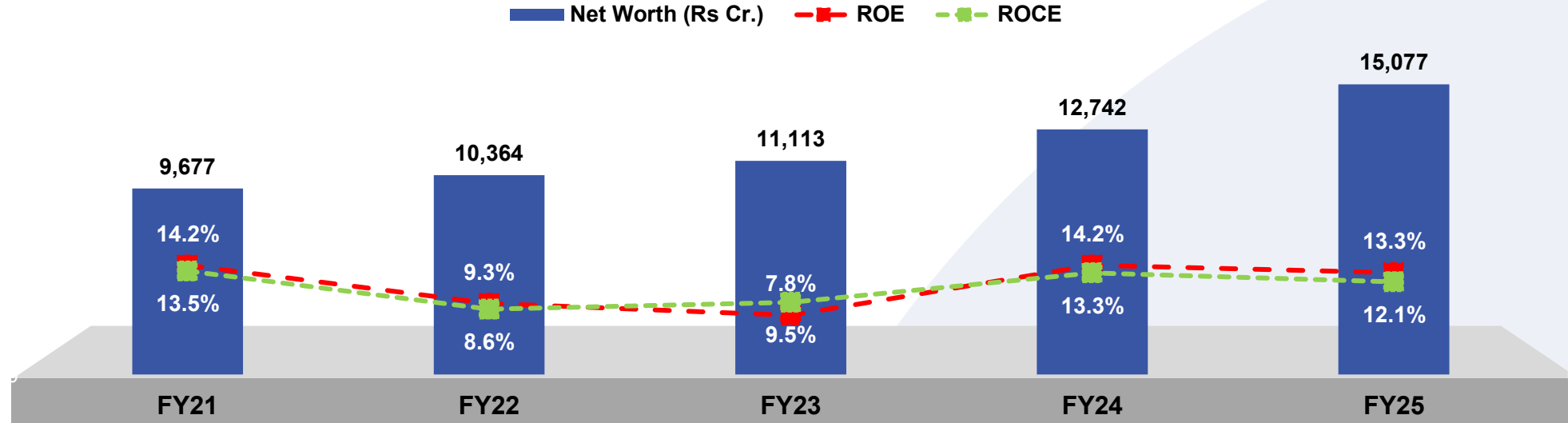
# RPG Group Update

# RPG Group key financials

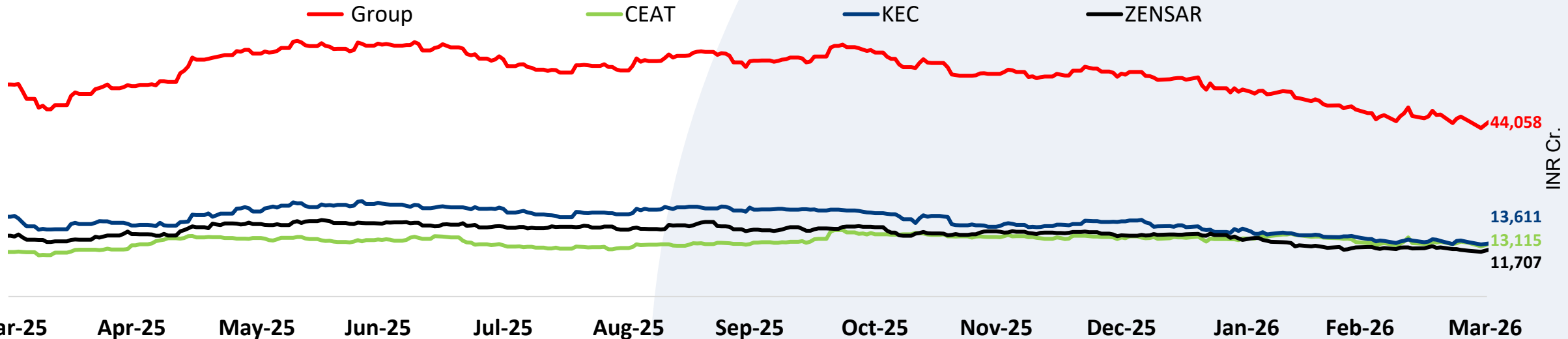
Revenue FY21-25 CAGR 13.0%



# RPG Group key financials



## Market Cap (Rs Cr.)



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 30, 2026

**zensar**

**Thank You**

