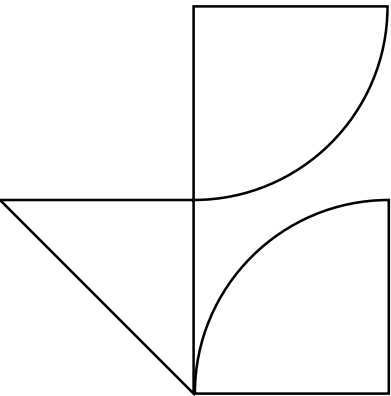# Analyst Presentation

Q3 FY22
Quarter Ending December 31, 2021

Zensar Technologies

zensar

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.

Q3FY22: Growth momentum continues

Revenue
$147.1M
19.8% YoY ⬆

PAT
8.2%
80 bps QoQ ⬇

Cash
$168M

Headcount
10,641

Wins
$125.2M

BFSI	CS	HTM
31.3%	26.0%	7.1%
YoY growth	YoY growth	YoY growth

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Consistent growth across key verticals and regions

Revenue by Vertical

- Hi-Tech, 36.7%
- Insurance, 17.6%
- Consumer Services, 16.1%
- Banking, 14.1%
- Manufacturing, 9.7%
- Emerging, 5.8%
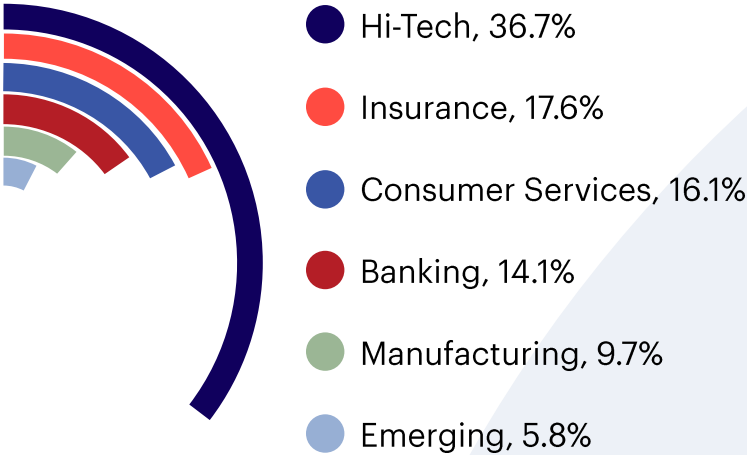
Vertical	Quarterly YoY growth
Hi-Tech	10.8%
Insurance	8.9%
Consumer Services	26.0%
Banking	76.5%
Manufacturing	(4.8%)
Emerging	78.6%

Revenue by Geography

- US, 70.9%
- Europe, 18.0%
- Africa, 11.1%
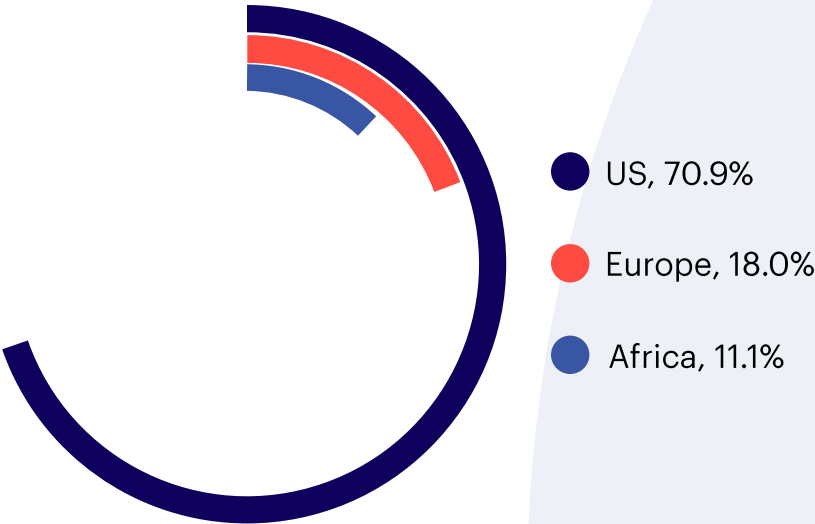
Geography	Quarterly YoY growth
US	20.8%
Europe	23.7%
Africa	8.3%

Numbers walk – Revenue growth despite currency impact

Revenue walk (in $M terms)

| | 141.9 | (1.5) | (2.0) | 3.5 | 2.1 | 3.1 | 147.1 |

| Q2FY22 | Exchange impact (1.0%) | HTM (1.4%) | BFSI 2.5% | Consumer Services 1.5% | Emerging 2.2% | Q3FY22 |

EBITDA walk (in % of rev terms)

| 15.4% | (0.4%) | (1.2%) | 0.6% | 0.1% | (0.2%) | 14.3% |

| Q2FY22 $21.8M | Exchange impact ($0.6M) | Volume & Utilization ($0.2M) | Lower cost of delivery $0.9M | Exchange impact $0.2M | SG&A impact ($1.0M) | Q3FY22 $21.1M |

GM Impact
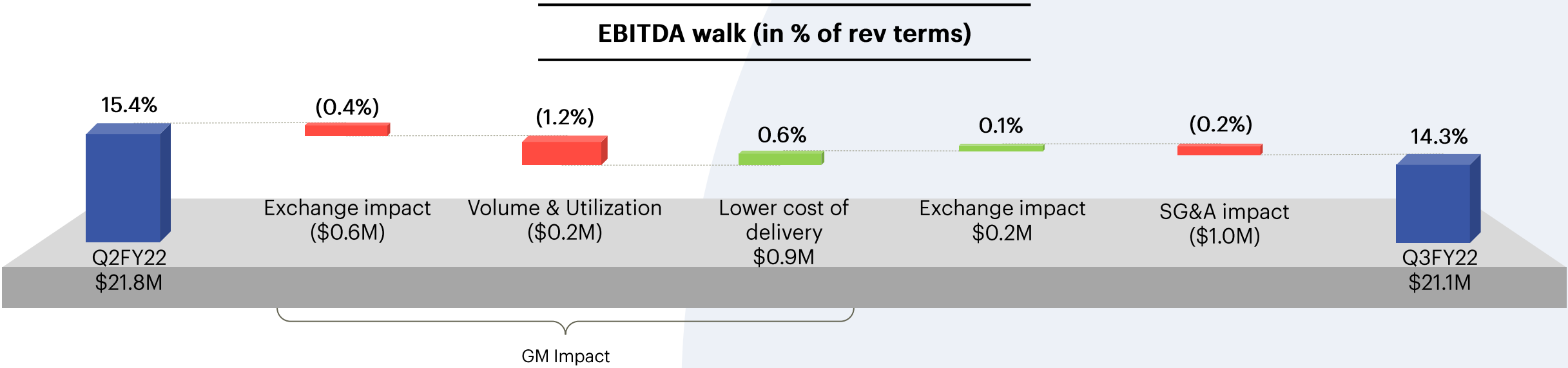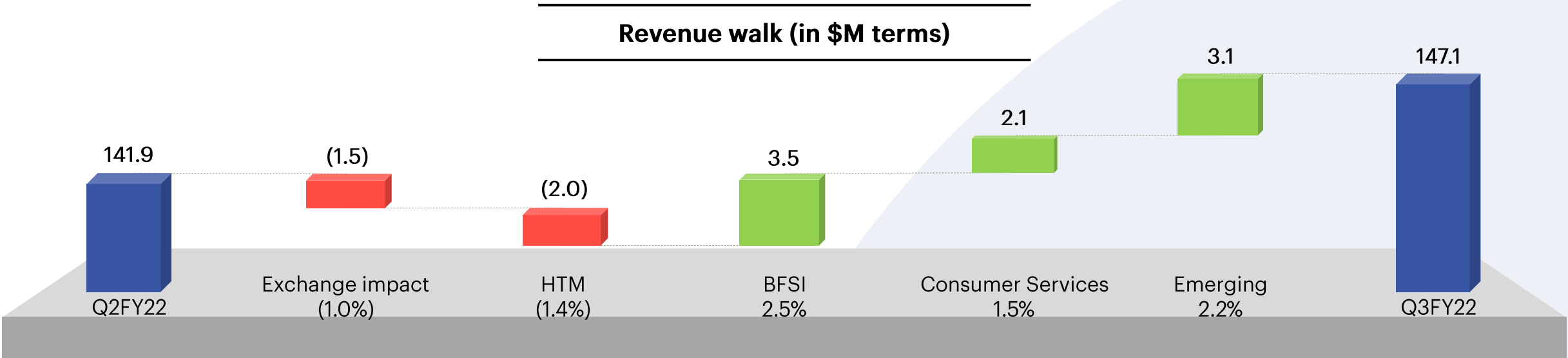
Client revenue mix: Increase in 10M+ & 20M+ categories

Million+ dollar clients (LTM)

20 Mn Dollar+

- **2** Q3FY21
- **3** Q2FY22
- **4** Q3FY22

10 Mn Dollar+

- **8** Q3FY21
- **10** Q2FY22
- **11** Q3FY22

5 Mn Dollar+

- **24** Q3FY21
- **26** Q2FY22
- **25** Q3FY22
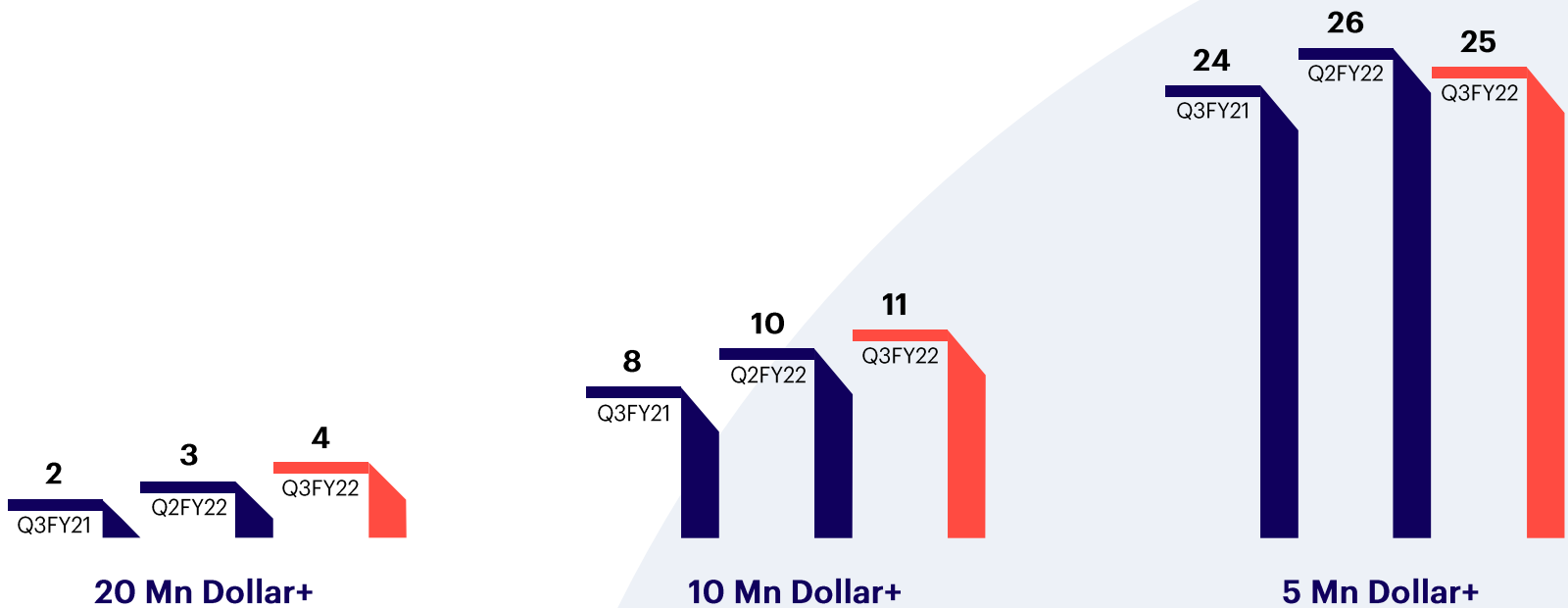
Revenue mix (% of total revenue)

Top 5 Clients

Q3FY21	37.8%
Q2FY22	35.0%
Q3FY22	34.2%

Top 10 Clients

Q3FY21	47.8%
Q2FY22	47.4%
Q3FY22	47.0%

Top 20 Clients

Q3FY21	61.9%
Q2FY22	61.9%
Q3FY22	61.3%
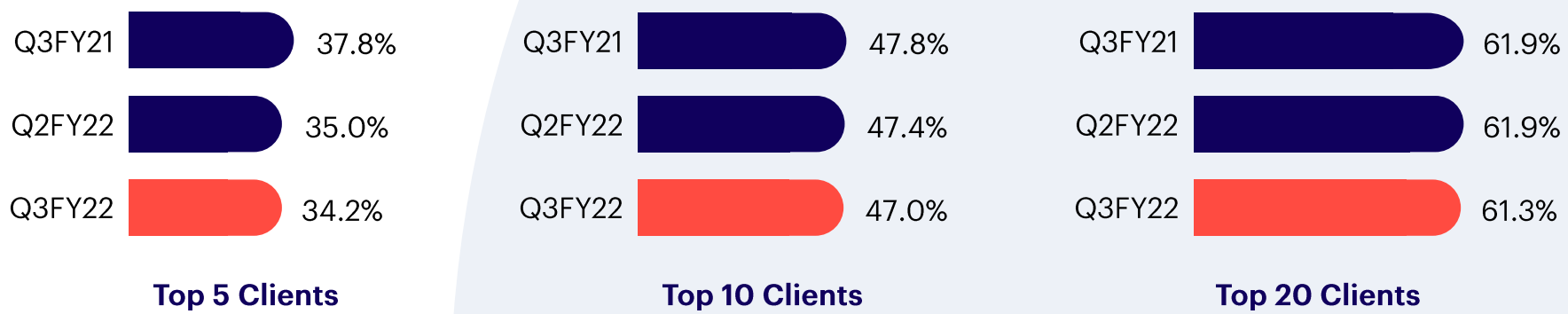
Win momentum continues, here are some notable ones

Guidewire systems implementation for a large P&C insurance company

Modernizing supply chain application on cloud for a leading American retailer

Unified experience and design services for a global non-profit organization

Experience driven re-engineering for a European entertainment firm

Digital workplace management for a large American drug wholesaler

Strategic partner for cloud and data engineering for a leading retailer in Africa

Case Studies: Next generation services bring business value

Advanced AI to accelerate the adoption of metaverse in large enterprises

Our research and innovation center, Zenlabs, worked with a client on automatic application of granular physical properties on metaverse objects, to give them a realistic touch. This work involves deep learning models to render realistic 3D imaging which can be easily consumed by any XR environment. It reduces the need for human efforts in manually deducing properties for these objects to be applied to their 3D counterparts.

Machine learning, descriptive insights and causal analysis to reduce first-time fixed right failures

Partnered with Fortune 100 Communications and IT industry leader, leveraging machine learning, descriptive insights and causal analysis to reduce first-time-fixed-right failures. Supply chain teams can use a multidimensional simulator to predict chances of failure and take pro-active precautionary actions. Sequence-mining elicits commonly occurring misdiagnosis and gaps in operational efficiency, which results in process improvement for global service and logistics.

Digital product engineering transformation on cloud @ scale

We partnered with a FTSE 100 diversified global leader in sustainable technologies to transform their legacy product line to high velocity, experience led, composable architecture on Azure and GCP cloud. The product, technology and business teams along with partners were able to leverage the innovative foundation models to enable technology futureproofing, self service and high reusability.

Select environment and society initiatives
Connected Experiences. Sustainable Future.

Extended real time energy management to Hyderabad and Bangalore locations

Launched a continuous performance management tool Dialog 365

Enhanced third party vendors' security and privacy compliance framework

Expanded our insurance program for employees

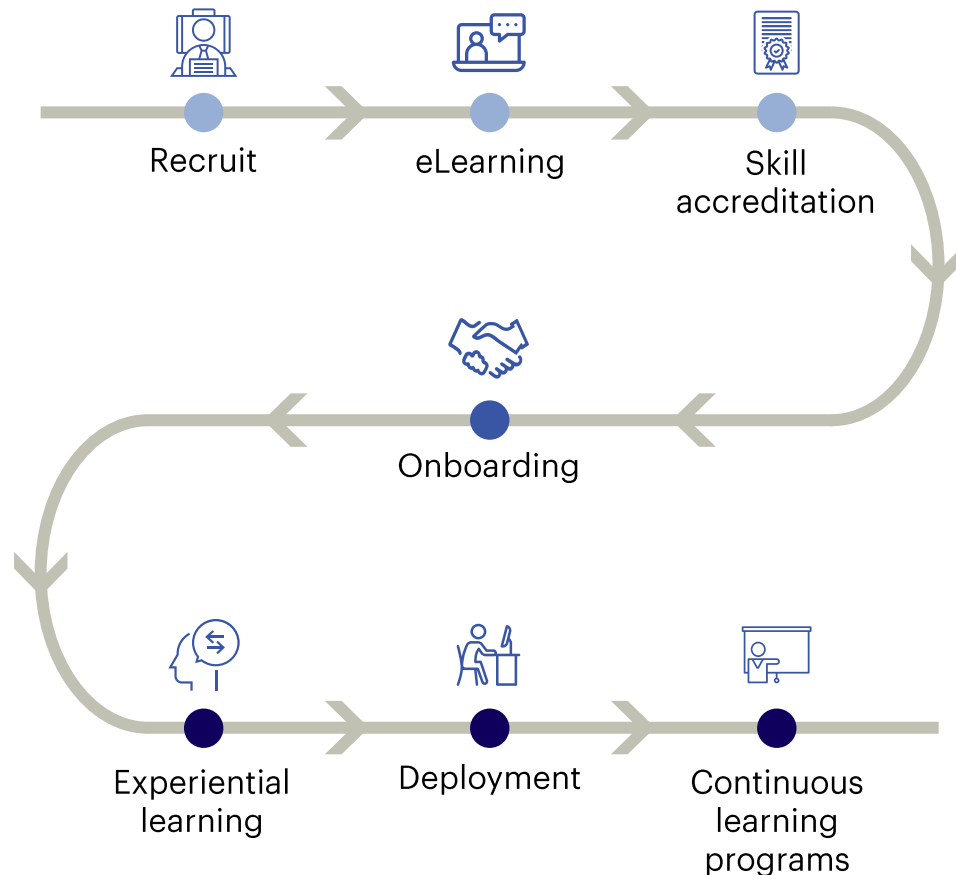Actively helped 13 women to become successful entrepreneurs

Supported 2,287 economically challenged students with employment

Transforming our talent

Focus on freshers and employee engagement

Elevated fresher hiring

Recruit → eLearning → Skill accreditation

Onboarding

Experiential learning → Deployment → Continuous learning programs

Engagement initiatives

Renewed focus on well-being
Wellness workshops with emphasis on burn-out and stress, revised policies and benefits, boot-camps to build strong virtual connect

Learning ecosystem
Focused certification in next-gen digital skills. Problem-solving based learning through hackathons and gamification

Hello happiness 😊
Established happiness framework that puts our associates' happiness first and serves as guiding light for policies, processes and workplace initiatives

We continue to be recognized for excellence and innovation

ISG

Zensar UK team received 4 awards under the Digital Business Solutions and Services Partners UK 2021

- **Leader** in Digital Customer Experience Services
- **Leader** in Blockchain Services
- **Rising Star** in Product Lifecycle Services
- **Rising Star** in Digital Supply Chain Transformation

AVASANT

**Innovator** in Avasant Digital Workplace Services 2021 RadarView™

Disruptor in Avasant Oracle Cloud ERP Services 2021-2022 RadarView™

Everest Group PEAK MATRIX

Major Contender in Everest Group's Insurance Platforms IT Services PEAK Matrix® Assessment 2022
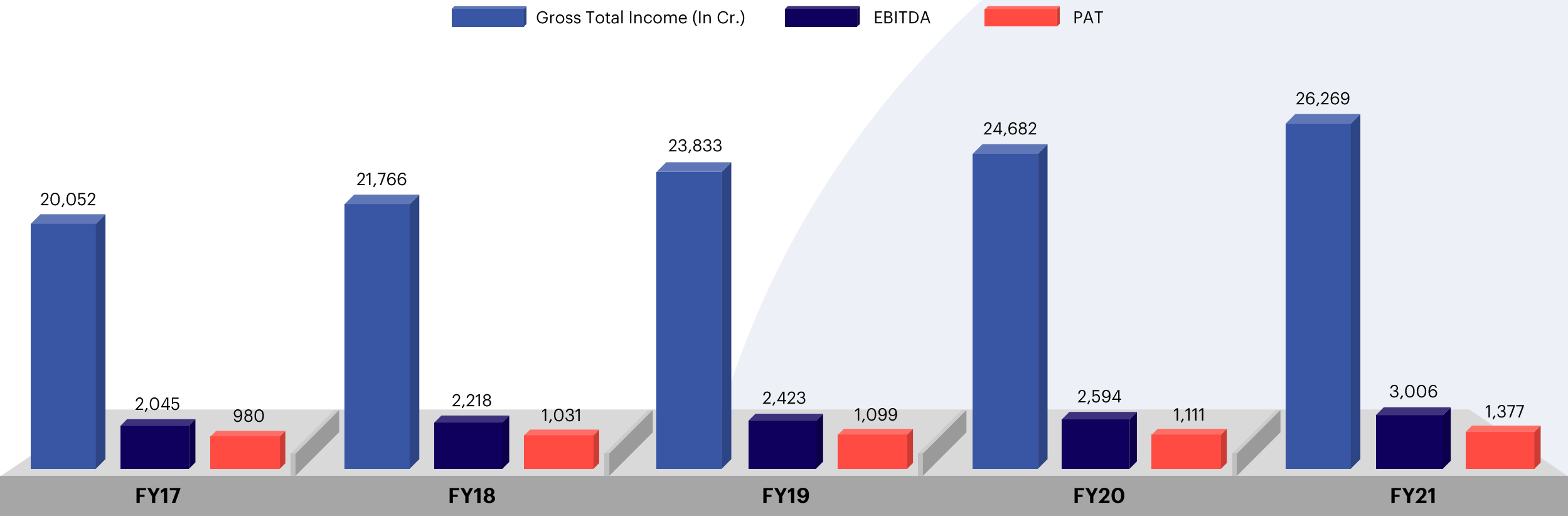
The Drum Awards

Foolproof and One Shot Immersive won the 'Most Effective Use of AR and VR' category at The Drum Awards for the Digital Industries 2021
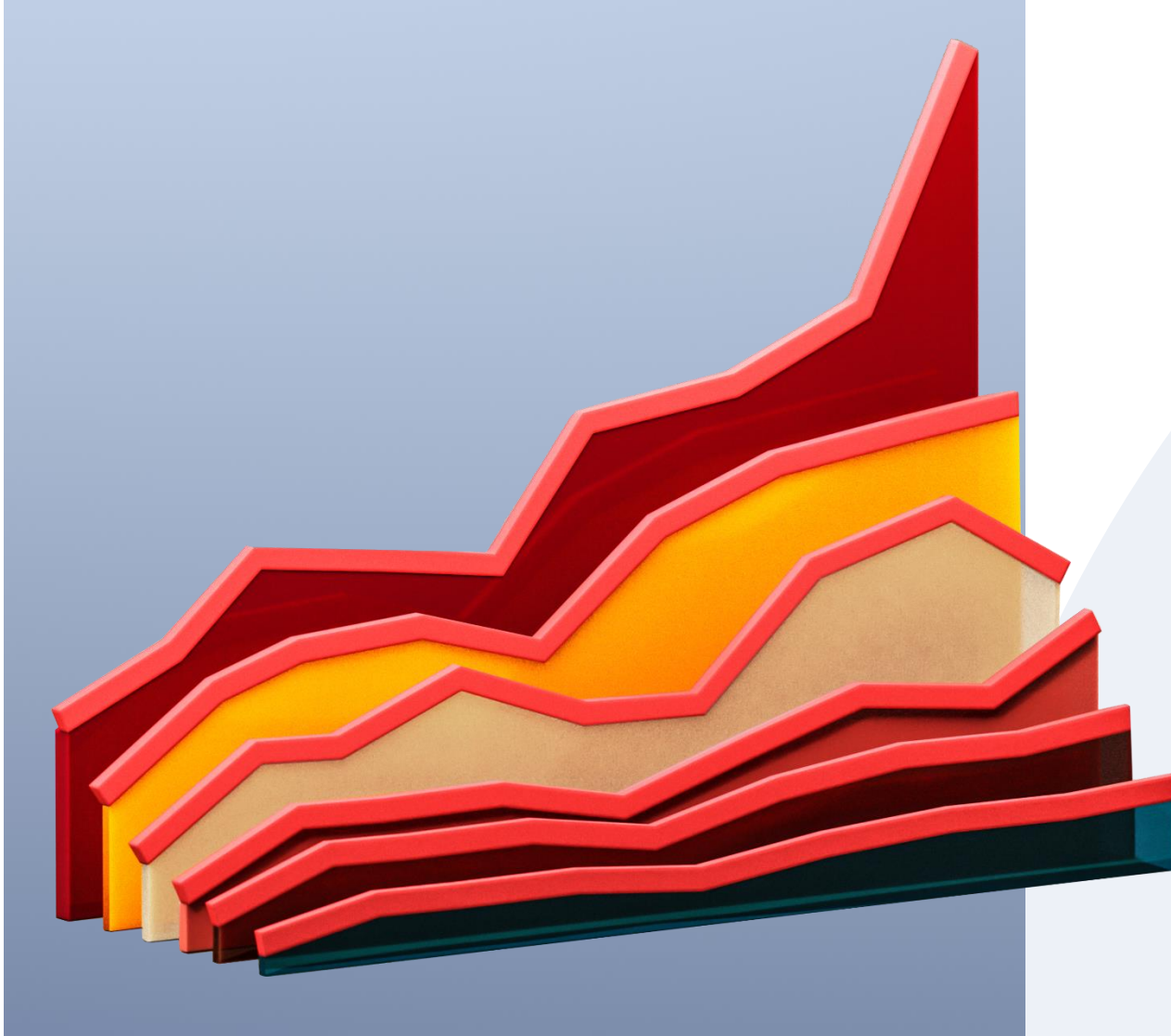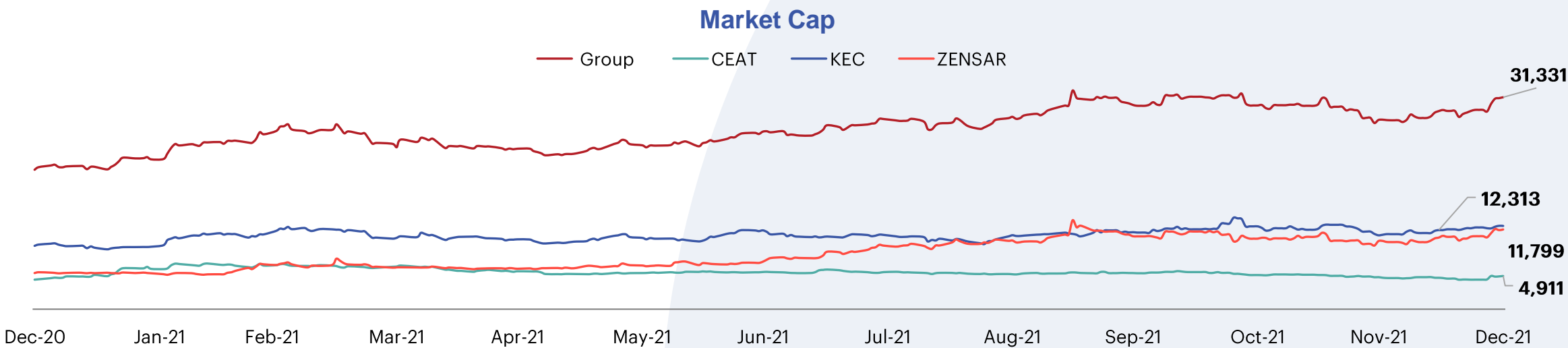
RPG Group Update

RPG Group key financials(1/2)

FY17-21 CAGR | Gross Total Income 7.0% | EBITDA 10.1% | PAT 8.9%

Legend: Gross Total Income (In Cr.) | EBITDA | PAT

	FY17	FY18	FY19	FY20	FY21
Gross Total Income (In Cr.)	20,052	21,766	23,833	24,682	26,269
EBITDA	2,045	2,218	2,423	2,594	3,006
PAT	980	1,031	1,099	1,111	1,377

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 31 December 2021

RPG Group key financials(2/2)
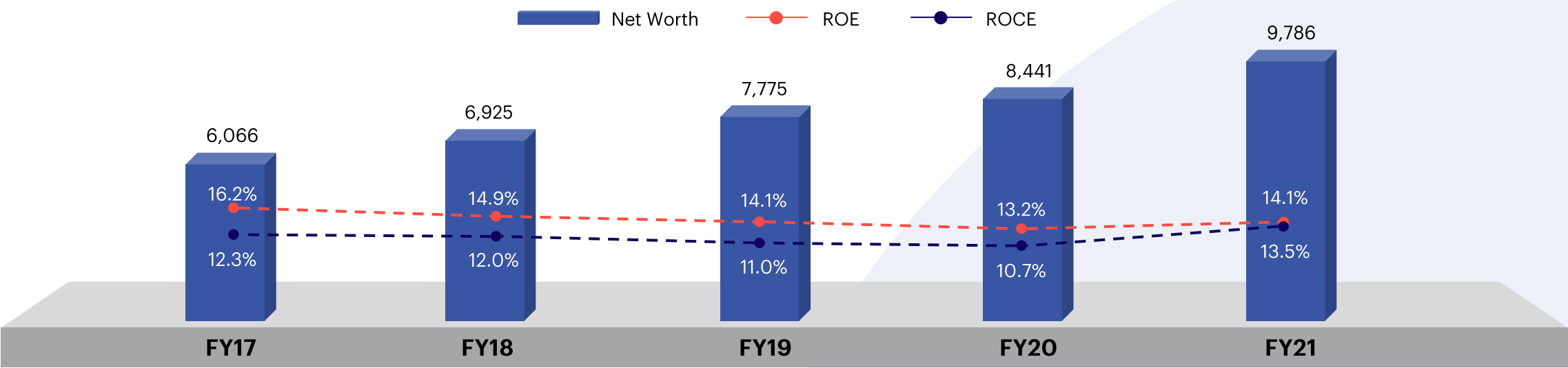
Legend: ▇ Net Worth ●--- ROE ●--- ROCE

	FY17	FY18	FY19	FY20	FY21
Net Worth	6,066	6,925	7,775	8,441	9,786
ROE	16.2%	14.9%	14.1%	13.2%	14.1%
ROCE	12.3%	12.0%	11.0%	10.7%	13.5%

Market Cap

Legend: Group — CEAT — KEC — ZENSAR

- Group: 31,331
- KEC: 12,313
- ZENSAR: 11,799
- CEAT: 4,911

(Timeline: Dec-20, Jan-21, Feb-21, Mar-21, Apr-21, May-21, Jun-21, Jul-21, Aug-21, Sep-21, Oct-21, Nov-21, Dec-21)
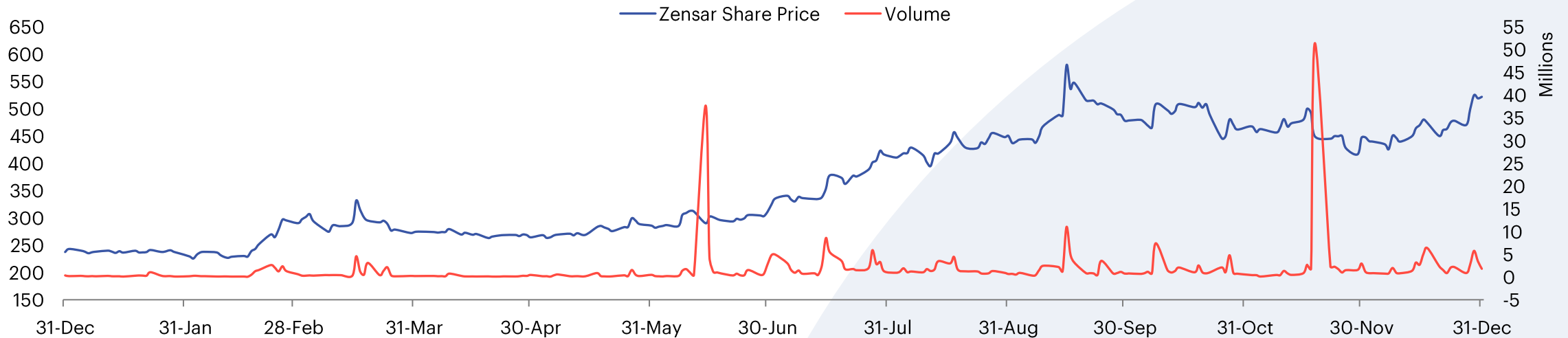
Note: 1) ROCE is calculated by taking EBIT*(1-ETR) divided by Capital Employed **2)** ROE is calculated by taking PAT divided by Net-worth **3)** Market Cap updated till 31 December 2021
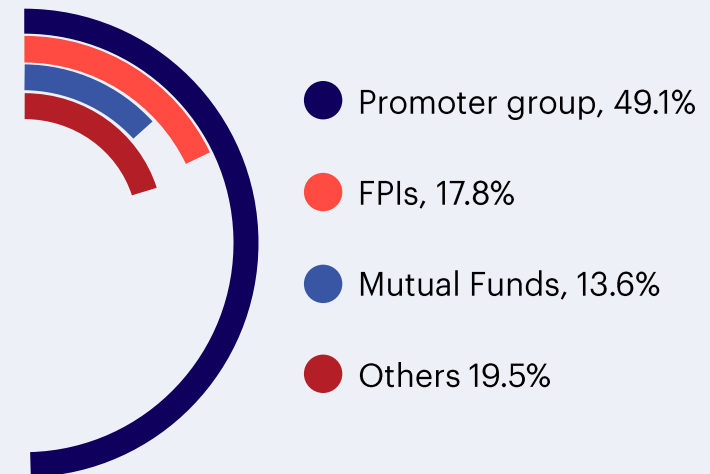
Zensar's stock price and shareholding pattern

Legend: — Zensar Share Price — Volume

Y-axis (left): 150, 200, 250, 300, 350, 400, 450, 500, 550, 600, 650
Y-axis (right, Millions): -5, 0, 5, 10, 15, 20, 25, 30, 35, 40, 45, 50, 55
X-axis: 31-Dec, 31-Jan, 28-Feb, 31-Mar, 30-Apr, 31-May, 30-Jun, 31-Jul, 31-Aug, 30-Sep, 31-Oct, 30-Nov, 31-Dec

Equity Share Information

- Share Price (31 December 2021): INR 521.6 per share
- Market Cap (31 December 2021): INR 11,799 Crores
- Financial Year: April to March
- Face Value: INR 2.00 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 on 31 December 2021)

- Promoter group, 49.1%
- FPIs, 17.8%
- Mutual Funds, 13.6%
- Others 19.5%

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Thank You