



ENSER COMMUNICATIONS LTD.

(formerly known as Enser Communications Pvt. Ltd.)

CIN: L64200MH2008PLC182752

Date: 27.05.2024

To,

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C/1, G Block,
Bandra - Kurla Complex,
Bandra (East) Mumbai -400051

SYMBOL: ENSER

Dear Sir/Madam,

Subject: Media Release – titled “Enser Communications Limited -Declares Highest ever Revenue, EBIDTA & Net Profit for the Financial Year 2023-2024”

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith please find enclosed a copy of the Media Release titled “**Enser Communications Limited-Declares Highest ever Revenue, EBIDTA & Net Profit for the Financial Year 2023-2024**” for your records and dissemination at your official website.

A copy of the same will also be uploaded on the Company’s website www.enser.co.in.

Kindly take note of the same in your records.

Thank you,

Yours faithfully,

For Enser Communications Limited
(formerly known as Enser Communications Private Limited)

Muskan
Company Secretary & Compliance Officer





ENSER COMMUNICATIONS LTD.

(formerly known as Enser Communications Pvt. Ltd.)

CIN: L64200MH2008PLC182752

**Enser Communications Limited
declares Highest ever Revenue, EBIDTA & Net Profit**

Yearly Sales of Rs. 46.07 Crores in FY24

Net Sales up by 81.3% | EBIDTA up by 186.6% | Net Profit up by 291.0% (YoY basis)

Highest ever Half Yearly Sales of Rs. 27.99 Crores in H2-FY24

Net Sales up by 91.4% | EBIDTA up by 177.3% | Net Profit up by 246.0% (HoH basis)

New Delhi, 27 May 2024: Enser Communications Limited, an emerging player of Business Process Management (BPM) Industry, offering cutting-edge solutions designed to enhance customer experience and drive operational excellence reports its financial results for the half year and year ended March 31, 2024 as per the following details:

For FY24 compared to the corresponding FY23

- Total Revenue at INR 46.07 Crore v/s INR 25.40 Crore (+ 81.3%)
- EBITDA at INR 8.93 Crore v/s INR 3.12 Crore (+ 186.6%)
- PAT at INR 527.3 Crore v/s PAT of INR 134.9 Crore (+ 291.0%)

For H2 FY24, compared to the corresponding H2 FY23

- Total Revenue at INR 27.99 Crore v/s INR 14.62 Crore (+ 91.4%)
- EBITDA at INR 5.56 Crore v/s INR 2.00 Crore (+ 177.3%)
- PAT at INR 3.20 Crore v/s INR 0.93 Crore (+ 246.0%)

For H2 FY24, compared to the H1 FY24

- Total Revenue at INR 27.99 Crore v/s INR 18.09 Crore (+ 54.8%)
- EBITDA at INR 5.56 Crore v/s INR 3.37 Crore (+ 64.8%)
- PAT at INR 3.20 Crore v/s INR 2.07 Crore (+ 54.6%)

Enser helps its clients manage their Customer Life cycle using its Business Process Management Platform. Enser facilitate rich consumer engagement and understanding by crafting end to-end consumer interaction solutions that are flexible and customized to deliver for our client's business objectives.

Enser's BPM Tech enabled platform integrates with voice, chat, email, IVRS, and other social media engagements for customer acquisition as well as customer service strategies, specializing in Client Interaction Management, known for delivering excellence in services across the clients, and industries it serves.

Management Comment:

Mr. Rajnish Omprakash Sarna, Managing Director of the Company said "We are happy to announce our financial results for the H2-FY24 and FY24 which are remarkable in all aspects. setting us apart from competitors and validate the company's strategy to focus on emerging markets, broaden its presence and focus on innovations, new edge technologies."



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He continued by affirming Enser's unwavering commitment to innovation and the integration of emerging technologies such as AI, Machine Learning, and Data Analytics. These technologies are pivotal in automating processes, extracting strategic insights, and facilitating data-driven decision-making, all aimed at achieving operational excellence.

Mr. Sarna reiterated Enser's dedication to investing in capabilities, capacities, and employee training to ensure agility, resilience, and readiness to thrive in a dynamic business landscape. This commitment is foundational to achieving sustainable growth and creating value for all stakeholders involved.

Enser Communications Limited is yet to deploy the IPO proceeds, which were raised specifically to bolster its capacities, acquire new clients, and enrich its product offerings. This strategic approach underscores the management's commitment to accelerating growth. In the current fiscal year, FY25, the company aims to double its revenue and net profits, aligning closely with its overarching objective of achieving a valuation of Rs. 10 Billion in the next couple of years.

About Us:

Enser is an emerging player of Business Process Management (BPM) Industry, offering cutting-edge solutions designed to enhance customer experiences and drive operational excellence.

Enser's BPM tech enabled platform integrates with voice, chat, email, IVRS, and other social media engagements for customer acquisition as well as customer service strategies, specializing in Client Interaction Management.

Enser operates from its various facilities functioning from Mumbai, Gurgaon, and Bangalore spread in helps its clients manage their Customer Life cycle using its Business Process Management Platform. Enser facilitate rich consumer engagement and understanding by crafting end to-end consumer interaction solutions that are flexible and customized to deliver for our client's business objectives.

Enser, founded and led by industry stalwarts Rajnish Sarna, Harihara Iyer and a team of seasoned professionals, represents decades of collective experience, proven track record of driving innovation and delivering measurable results.

NSE EMERGE Scrip Code: **ENSER**

For further information,

you may please visit www.enser.co.in

please contact Ms. Muskan Sharma | muskan.sharma@enser.co.in

Disclaimer: Certain statements and words in this document that are not historical facts are forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by these forward-looking statements. Enser Communication Limited shall not be in any way responsible for any action taken based on such a statement.