



ENSER COMMUNICATIONS LTD.
(formerly known as Enser Communications Pvt. Ltd.)
CIN: L64200MH2008PLC182752

Date: 12.06.2024

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: Submission of Media Release

“Enser Communications Ltd. accelerates expansion: inks MOUs for acquiring Businesses, Clients, Workforce and Infrastructure - fuelling Growth Trajectory”

Dear Sir/Ma'am,

In terms of the requirement of Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we are submitting herewith please find enclosed copy of the captioned Media Release for public dissemination and your record.

Copy of the Media Release is also available at www.enser.co.in

Kindly take it on your record and oblige.

Thank you,

Yours faithfully,
for Enser Communications Limited

Muskan (ICSI M. No. A-62983)
Company Secretary and Compliance Officer

Encl: a/a





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Press Release



Enser Communications Ltd. accelerates expansion: inks MOUs for acquiring Businesses, Clients, Workforce, and Infrastructure - fuelling Growth Trajectory

Gurugram, 12th June, 2024: Enser Communications Limited is delighted to announce its latest strategic move towards accelerated expansion and sustained growth. In a bid to fortify its market presence and bolster its growth trajectory, Enser has entered into Memorandum of Understanding (MoU) agreements to acquire the businesses, clients, workforce, and infrastructure only of Vkalp Outsourcing Services Private Limited and Solnix Technocomm Private Limited.

Vkalp Outsourcing Services and Solnix Technocomm specialize in providing customer acquisition services in domestic and international markets, inbound and outbound call centre services, as well as other cutting-edge, affordable IT customer services.

The MoU entails the acquisition of the entire businesses, clients, workforce, and infrastructure only of both the companies, without any associated liabilities, does not involve the acquisition of the legal entities themselves, and shall be effective from July 1, 2024.

Whereas Vkalp's 350+ seats Service Unit is situated in Jaipur, Rajasthan and serving E-commerce, Chain of QSR food delivery companies, other Industries for 18+ years for inbound customer service support, outbound calling and other affordable and high-quality tele-services. Solnix's next-generation call center outsourcing facilities also situated in Jaipur, Rajasthan with 100+ seats capacity it serves some reputed United Kingdom's and other overseas clients.

By integrating the resources, expertise, manpower and clients, Enser is poised to enhance its geographical footprint, leverage existing infrastructure, expand its client base, and instantly augment its workforce to capitalize on emerging market demands.

This strategic expansion adds E-Commerce and chain of QSR Food delivery verticals to Enser's ambit and can be seamlessly aligned with Enser Communications Limited's commitment to delivering unparalleled value to the industry, particularly within its leading business segments of BFSI and edtech. The increased capabilities resulting from these acquisitions are expected to drive significant demand growth in these verticals over the coming years, thereby enhancing Enser's overall business proposition and market competitiveness.

Mr. Rajnish Omprakash Sarna, Managing Director of Enser Communications Limited, expressed his enthusiasm regarding the synergistic potential of this acquisition, stating, "This development marks a significant milestone in our journey towards fostering stronger, more robust business presence within the startup ecosystem and MSME segments."





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He further added “We believe that the integration of the existing infrastructure of ‘Vkalp’ and ‘Solnix’ into our operations will not only expand our capabilities but also enhance our ability to cater to the evolving needs of our clients and stakeholders. With a broader range of resources and expertise at our disposal, we are confident that this strategic move will enable us to deliver even greater value, driving innovation and growth, improving the market potential in the adjoining geographical regions and industries. This, in turn, shall contribute positively to triggering the process for faster growth, leading to better economies and ultimately resulting in even better commercial results, with a potential addition of gross annual revenue of INR 150.00 MN once fully integrated with Enser’s existing infrastructure.”

About Enser Communications Limited (Enser):

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 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 provides Customer Acquisition services, it is an automated, defined and optimized process for gaining new customers, from lead generation to conversion, aiming to enhance efficiency and effectiveness. Apart from this Enser provides Automated Premium Collection Engine, Integrated Voice recognition Response System, C-SAT Surveys and other services to its customers.

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 from Mumbai, Gurugram, 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 | 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.