



ENSER COMMUNICATIONS LTD.

(formerly known as Enser Communications Pvt. Ltd.)

CIN: L64200MH2008PLC182752

Date: November 12, 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

ISIN: INE0R9I01013

Dear Sir/Madam,

Sub: Submission of Press Release

Enser Communications Limited Strong Financial Growth Fueled by Strategic Initiatives

In terms of the requirement of Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we are submitting herewith copy of the captioned Press 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**

(formerly known as Enser Communications Private Limited)

Muskan (ICSI M. No. A62983)

Company Secretary and Compliance Officer

Encl: a/a



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Enser Communications Limited
Strong Financial Growth Fueled by Strategic Initiatives

Highest ever Half Yearly Sales of Rs. 39 Crores in H1-FY25
Net Sales up by 116.96% | EBITDA up by 114.33% | Net Profit up by 127.70% (YoY basis)

November, 12 2024:

Enser Communications Limited (Enser), an emerging player of Business Process Management (BPM) Industry, offering cutting-edge solutions designed to enhance customer experience and drive operational excellence. The company has achieved remarkable financial growth for the first half of FY25. When compared to the first half of FY24, Enser reported the following performance highlights:

YoY Comparison

For H1 FY25, compared to the H1 FY24, the company reported:

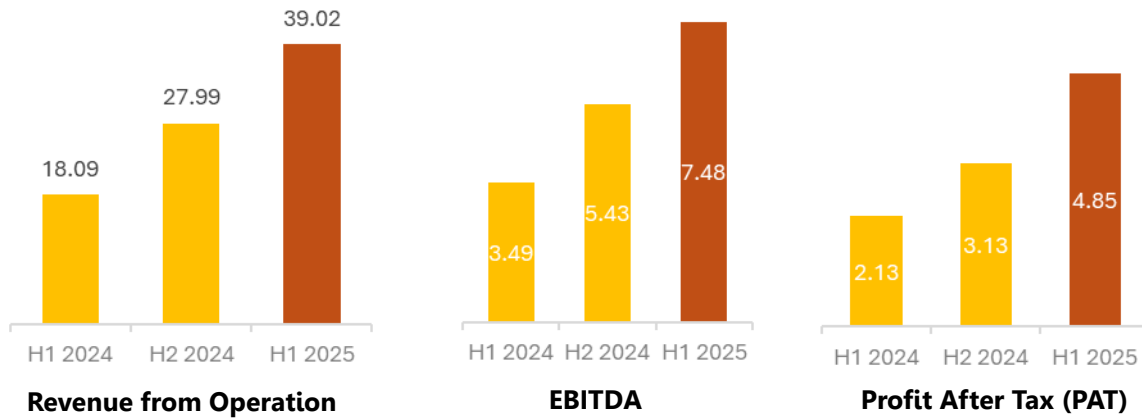
- Total Revenue at INR 39.40 Crore v/s INR 18.16 Crore (+ 116.96%)
- EBITDA at INR 7.48 Crore v/s INR 3.49 Crore (+ 114.33%)
- PAT at INR 4.85 Crore v/s INR 2.13 Crore (+ 127.70%)

HoH Comparison

For H1 FY25, compared to the corresponding H2 FY24, the company reported:

- Total Revenue at INR 39.40 Crore v/s INR 28.14 Crore (+ 40.01%)
- EBITDA at INR 7.48 Crore v/s INR 5.43 Crore (+ 37.75%)
- PAT at INR 4.85 Crore v/s INR 3.13 Crore (+ 54.95%)

(Rs. Crore)



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Profit & Loss Statement (Rs. in Crore)

Particulars	H1 FY25	H1 FY24	Change (%)	H2 FY24	Change (%)
	1	2	(1 Vs 2)	3	(1 Vs 3)
Revenue from Operations	39.02	18.09	115.70%	27.99	39.41%
Other Income	0.38	0.07	442.86%	0.15	153.33%
Revenue	39.40	18.16	116.96%	28.14	40.01%
Cost of Services	2.66	0.66	303.03%	1.12	137.50%
Employee Cost	18.02	9.72	85.39%	16.85	6.94%
Other Expenses	11.24	4.29	162.00%	4.74	137.13%
EBITDA	7.48	3.49	114.33%	5.43	37.75%
EBITDA Margin	18.98%	19.22%		19.30%	
Depreciation	0.39	0.17	129.41%	0.60	-35.00%
Finance Cost	0.40	0.50	-20.00%	0.54	-25.93%
PBT	6.69	2.82	137.23%	4.29	55.94%
Tax	1.84	0.69	166.67%	1.16	58.62%
PAT	4.85	2.13	127.70%	3.13	54.95%
PAT Margin	12.31%	11.73%		11.12%	

Balance Sheet (Rs. in Crore)

Equity and Liabilities	As on September 30, 2024	As on March 31, 2024
Trade Payables	1.30	0.57
Other Current Liabilities	8.83	3.38
Debt	6.88	6.76
Others	7.81	1.07
Current Liabilities	24.82	11.78
Shareholder's Funds	30.54	25.86
Total Equity & Liabilities	55.36	37.64

Assets	As on September 30, 2024	As on March 31, 2024
Property, Plant and Equipment	4.99	2.43
Deferred tax Asset (Net)	0.04	0.19
Trade Receivables	19.58	11.82

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Cash & Bank balances	11.29	20.09
Short Term Loans and Advances	3.21	0.02
Other assets	16.25	3.09
Total Assets	55.36	37.64

During this Half year, Enser Communications Limited has partnered with Teckinfo Solutions to develop "Touchpoint," a cloud-based Customer Interaction platform aimed at scaling customer acquisition, service, collections, and retention for SMEs. The affordable, CRM-driven platform addresses the challenges SMEs face with traditional systems.

Enser has also launched a new service unit in Gurugram, funded by its recent IPO, with a capacity for 500-650 executives, expected to drive 20-25% revenue growth. The company has integrated its acquisitions of Vkalp Outsourcing Services expanding into e-commerce, QSR food delivery, BFSI, and edtech sectors.

Further diversifying its offerings, Enser is expanding into Digital Marketing, Data Centres, and Cyber Security. The company's new facility in Jaipur, with over 600 professionals and advanced technology, supports its growth in sectors like insurance and digital payments. Enser has also formed a partnership with Global Arc LLC to expand its international presence in the UAE and other emerging markets. These initiatives demonstrate Enser's commitment to innovation and strategic expansion.

Mr. Rajnish Sarna, Managing Director, Enser Communications Ltd., said, "We are thrilled to report strong financial results driven by our strategic initiatives. Our partnership with Teckinfo Solutions to develop the "Touchpoint" platform has enabled us to deliver affordable, CRM-driven solutions that empower SMEs to scale their customer interactions, a key factor in our revenue growth. The successful launch of our new service unit in Gurugram, funded by our recent IPO, has already begun to contribute significantly to our financial performance, with expectations of 20-25% revenue growth in the coming fiscal years."

He further added "our acquisition of Vkalp Outsourcing Service, along with our expansion into sectors like Digital Marketing, Data Centres, and Cyber Security, have strengthened our portfolio and diversified our revenue streams. As we continue to innovate and expand, we are confident that these efforts will sustain our growth and drive long-term financial success."

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 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 operates from its various facilities functioning from Mumbai, Gurugram, Bangalore and Jaipur. Enser's BPM tech enabled platform integrates with voice, chat, email, IVRS, and other social media



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engagements for customer acquisition as well as customer service strategies, specializing in Client Interaction Management.

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 Communications Limited shall not be in any way responsible for any action taken based on such a statement.