



ENSER COMMUNICATIONS LTD.

(formerly known as Enser Communications Pvt. Ltd.)

CIN: L64200MH2008PLC182752

May 27, 2026

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

Subject: Media Release titled “Enser Communications Reports Highest-Ever Revenue and Net Profit in FY26; Crosses Rs. 100 Crore Revenue Milestone”

Dear Sir/Madam,

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 Reports Highest-Ever Revenue and Net Profit in FY26; Crosses Rs. 100 Crore Revenue Milestone**” 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.

Thanking you,

Yours faithfully,

For Enser Communications Limited

Rajnish Omprakash Sarna
Managing Director
DIN: 02093291



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**Alisha Saraswat
Company Secretary & Compliance Officer**

Encl: a/a



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Press Release -Enser Communications Reports Highest-Ever Revenue and Net Profit in FY26; Crosses Rs. 100 Crore Revenue Milestone

New Delhi, May 27, 2026: Enser Communications Limited (“Enser” or “the Company”), a fast-growing Business Process Management and intelligent solutions company, is pleased to announce its financial results for FY26. The Company has crossed the Rs. 100 Crore revenue milestone for the first time, delivering its highest-ever revenue and net profit performance, reflecting strong execution, scalable growth, and expanding client relationships.

On a proforma basis, including the full-year contribution of Indus Management Consultants, consolidated revenue stands at approximately Rs. 123 Crore, further underscoring the strength of Enser’s diversified portfolio and expanding operating platform.

A. FINANCIAL PERFORMANCE HIGHLIGHTS

Performance Review for FY2026 vs. FY2025

(Standalone Results)

- Revenue increased by 21.84% to Rs. 8,568.36 Lakhs compared to Rs. 7032.65 Lakhs
- EBIDTA* at Rs. 1,775.86 lakhs compared to Rs. 1,363.23 lakhs, higher by 30.27%
- PBT at Rs. 1,184.18 Lakhs as compared to Rs. 1,120.15 lakhs, higher by 5.72%
- Net Profit after tax at Rs.881.45 Lakhs compared to Rs. 818.20 Lakhs, higher by 7.73%

(Consolidated Results)

- Revenue increased by 19.59% to Rs. 10,115.64 Lakhs compared to Rs. 8,458.43 Lakhs
- EBIDTA* at Rs. 1,989.25 lakhs compared to Rs. 1,493.60 lakhs, higher by 33.18%
- PBT at Rs. 1,348.67 Lakhs as compared to Rs. 1,200.30 lakhs, higher by 12.36%
- Net Profit after tax at Rs.1,000.64 Lakhs compared to Rs. 877.67 Lakhs, higher by 14.01%

(Results with full year performance of Indus Management Consultants Pvt. Ltd) ^{Note-2}

- Revenue increased by 44.46% to Rs. 12,218.73 Lakhs compared to Rs. 8,458.43 Lakhs
- EBIDTA* at Rs. 2,209.13 lakhs compared to Rs. 1,493.60 lakhs, higher by 47.91%
- PBT at Rs. 1,547.90 Lakhs as compared to Rs. 1,200.30 lakhs, higher by 28.96%
- Net Profit after tax at Rs.1,149.73 Lakhs compared to Rs. 877.67 Lakhs, higher by 31.00%

*EBIDTA includes other income

B. MANAGEMENT COMMENTARY

Mr. Rajnish Sarna, Managing Director, Enser Communication Ltd., commented on Company’s Financial Performance:

“FY26 has been a landmark year for Enser Communications as we crossed the ₹100 Crore revenue milestone for the first time, reflecting the strength of our execution capabilities, customer trust, and resilient business model. Over the last five years, the Company has delivered strong growth while consistently expanding its market presence across sectors and geographies.



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As the Indian business ecosystem evolves rapidly, we remain focused on broadening our service and product offerings to position Enser as a comprehensive, single-point solutions partner for evolving customer needs.

A key strategic focus is the development of scalable sales expansion engines through a combination of domain-led human expertise and AI-integrated solutions. We believe this approach will further strengthen client relationships, enhance scalability, and drive long-term growth.

In line with this vision, the Company continues to make calibrated investments towards market expansion and capability enhancement. While these initiatives may have a measured near-term impact on margins, they are expected to strengthen our market positioning and support sustainable profitability over the long term.”

C. OTHER DEVELOPMENT

1. AI Integration, Reinforced by Irreplaceable Human Advantage

Enser powers customer acquisition, onboarding, and retention through a seamless fusion of Artificial Intelligence and Human Intelligence, enabling BFSI organizations to deliver faster, smarter, and more personalized customer experiences. By combining intelligent automation with human expertise, Enser streamlines the complete onboarding journey while improving operational efficiency and customer engagement.

A key differentiator is Enser’s Human-in-the-Loop integration model, where complex or exception-based cases are seamlessly escalated to trained human agents. This ensures that no lead is lost, customer interactions remain compliant, and decision-making maintains the right balance between automation and human oversight at every touchpoint.

As an AI-integrated revenue partner for the BFSI sector, Enser identifies high-impact processes suitable for automation, helping financial institutions reduce operational costs, improve turnaround times, and accelerate revenue generation. The platform enables organizations to scale efficiently while maintaining service quality, regulatory compliance, and customer trust.

2. Strategic Acquisition of Indus Management Consultants Pvt. Ltd. to Expand Business Portfolio

Indus Management Consultants Private Limited provides corporate training, executive education, skill development, and workforce solutions across India and international markets. Its services include vocational, technical, managerial, and behavioural training, along with recruitment, assessment, upskilling, and personnel outsourcing. Enser Communications Limited is acquiring a 70% stake in Indus Management Consultants Pvt. Ltd.

The acquisition marks Enser’s entry into corporate training and workforce outsourcing, supporting diversification, operational synergies, and expansion of its human capital capabilities.

To provide stakeholders with a clearer view of the acquisition’s strategic and financial impact, the FY26 vs FY25 financials presented above include the proforma full-year performance, unaudited of Indus Management Consultants, enabling a more meaningful assessment of the combined business going forward.



REGISTERED OFFICE: 3rd Floor, A Wing, Millennium Business Park Building 2, Sector 2, Opposite Ramada Gate, Mahape, Thane, Maharashtra – 400701

CORPORATE OFFICE: 8th Floor, South Tower B, Splendor Spectrum One, Sector – 58, Gurugram, Haryana – 122102

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3. Other Growth Initiatives

- Enser is actively pursuing international market expansion, with Dubai positioned as a strategic gateway to the broader global markets. This expansion enables closer engagement with BFSI clients in the region while unlocking access to high-margin revenue opportunities and strengthening the company's international presence.
- As part of its long-term growth strategy, Enser also plans to initiate operations in the Philippines during FY 2026–27. The Philippines offers a highly skilled talent pool and cost-competitive delivery capabilities, making it an ideal location to support scalable nearshore operations for global clients while enhancing service efficiency and operational resilience.
- Enser Communications Limited has acquired a 51% stake in IVRedge Services Private Limited, a technology-driven company specializing in cloud telephony, IP PBX, voice, messaging, and enterprise communication solutions that enable scalable and efficient business communications. The acquisition strengthens Enser's presence in cloud-based telephony and next-generation communication infrastructure, enhancing its technology stack, deepening cloud capabilities, and positioning the company to capture high-growth opportunities in enterprise communication and digital transformation markets.
- Enser Communications Limited has incorporated Farmkeen Agritech Pvt. Ltd., a new entity, in the agri-tech space with a 75% stake. The platform is designed to build a digital ecosystem connecting farmers, agri-experts, students, and agritech stakeholders. Farmkeen enables knowledge sharing, expert consultation, market insights, and collaboration across the agriculture value chain, supported by digital tools for education, supply chain engagement, and demand generation. This initiative strengthens Enser's diversification into the high-growth agri-tech sector, expanding its presence beyond communications into technology-led ecosystem platforms and unlocking new opportunities in rural digitization and agricultural value-chain enablement.

About the Company: Enser is an emerging player of Business Process Management (BPM) Industry, offering cutting-edge solutions designed to enhance customer experience 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 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.

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For further information, you may please visit www.enser.co.in

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