

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER

A. For Equity Issues

Name of the Issuer: Enser Communications Limited

- | | | |
|----|--|--|
| 1. | Type of issue (IPO/ FPO) | SME IPO |
| 2. | Issue size (Rs. Lakh) | Rs. 1617.00 Lakh |
| 3. | Grade of issue along with name of the rating agency | Not Applicable as IPO on SME Platform of NSE |
| 4. | Subscription level (number of times). If the issue was undersubscribed, please clarify how the funds were arranged. | 8.53 Times |
| 5. | QIB holding (as a % of total outstanding capital) as disclosed to stock exchange. | |
| | <i>(i) allotment in the issue</i> | Nil |
| | <i>(ii) at the end of the 1st Quarter immediately after the listing of the issue</i> | Nil |
| | <i>(iii) at the end of 1st FY</i> | Nil |
| | <i>(iv) at the end of 2nd FY*</i> | Nil |
| | <i>(v) at the end of 3rd FY</i> | Nil |

(At the end of second financial year, Alternate Investment Fund held 0.46% of total outstanding capital)

6. **Financials of the issuer (as per the annual consolidated financial results submitted to stock exchange)**
(Rs. in Lakhs)

<i>Parameters</i>	<i>FY 24</i>	<i>FY 25</i>	<i>FY 26</i>
<i>Income from operations</i>	4607.57	7032.35	NA
<i>Net Profit for the period</i>	527.27	818.20	NA
<i>Paid-up equity share capital</i>	871.61	1743.21	NA
<i>Reserves excluding revaluation reserves</i>	1714.77	1661.37	NA

7. **Trading status in the scrip of the issuer (whether frequently traded (as defined under Regulation 2 (j) of SEBI (SAST) Regulations, 2011) or infrequently traded/ delisted/ suspended by any stock exchange, etc.)**
- | | |
|-----------------------------------|---|
| <i>(i) at the end of 1st FY</i> | Not Ascertainable as the Company got Listed on March 22, 2024 |
| <i>(ii) at the end of 2nd FY</i> | Infrequently traded |
| <i>(iii) at the end of 3rd FY</i> | Not Applicable |

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER

- | | | |
|-----|--|------------------|
| 8. | Change, if any, in directors of issuer from the disclosures in the offer document | |
| | <i>(i) at the end of 1st FY</i> | No change |
| | <i>(ii) at the end of 2nd FY</i> | No change |
| | <i>(iii) at the end of 3rd FY</i> | Not Applicable |
| 9. | Status of implementation of project/ commencement of commercial production (as submitted to stock exchange) | |
| | <i>(i) as disclosed in the offer document</i> | Rs. 725.00 Lakh |
| | <i>(ii) Actual implementation</i> | Rs. 725.00 Lakh |
| | <i>(iii) Reasons for delay in implementation, if any</i> | Not Available |
| 10. | Status of utilization of issue proceeds (as submitted to stock exchange) | |
| | <i>(i) as disclosed in the offer document</i> | Rs. 1617.00 Lakh |
| | <i>(ii) Actual utilization</i> | Rs. 1617.00 Lakh |
| | <i>(iii) Reasons for deviation, if any</i> | Not Available |
| 11. | Comments of monitoring agency, if applicable (See Regulation 262 of SEBI (ICDR) Regulations, 2018) | |
| | <i>(i) Comments on use of funds</i> | Not Applicable |
| | <i>(ii) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document</i> | Not Applicable |
| | <i>(iii) Any other reservations expressed by the monitoring agency about the end use of funds</i> | Not Applicable |

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER

12. Price- related data

Issue price (Rs):

70 per equity share

[illegible]

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER

13. ***Basis for Issue Price and Comparison with Peer Group*** (Source of accounting ratios of peer group may be indicated; source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)

Accounting ratio	Name of company	As disclosed in the offer document	At the end of 1st FY	At the end of 2nd FY	At the end of 3rd FY
<i>EPS</i>	Issuer (as on September 30, 2023)	3.55	8.39	0.94	NA
	Peer Group:				
	One Point One Solutions Ltd.	0.47	1.12	1.15	NA
	Hinduja global solutions Ltd.	62.84	(6.09)	(69.38)	NA
	eClerx Services Ltd.	76.45	74.11	75.87	NA
<i>P/E</i>	Issuer (as on September 30, 2023)	19.72	7.53	22.97	NA
	Peer Group:				
	One Point One Solutions Ltd.	108.08	47.67	40.98	NA
	Hinduja global solutions Ltd.	16.09	(121.40)	(6.70)	NA
	eClerx Services Ltd.	33.81	31.77	36.62	NA
<i>RoNW</i>	Issuer (as on September 30, 2023)	0.33%	20.38%	24.03%	NA
	Peer Group:				
	One Point One Solutions Ltd.	0.16%	15.07%	6.74%	NA
	Hinduja global solutions Ltd.	0.05%	(0.93%)	(8.86%)	NA
	eClerx Services Ltd.	0.32%	26.73%	26.48	NA
<i>NAV per share based on balance sheet</i>	Issuer (as on September 30, 2023)	10.84	29.67	39.06	NA
	Peer Group:				
	One Point One Solutions Ltd.	2.78	6.94	15.59	NA
	Hinduja global solutions Ltd.	839.16	666.82	589.14	NA
	eClerx Services Ltd.	241.25	308.49	284.92	NA

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER

14 Any other material information

- i. Enser Communications Limited has informed the Exchange regarding the Trading Window closure pursuant to SEBI (Prohibition of Insider Trading) Regulations, 2015.
- ii. Enser Communications Limited has informed the Exchange about Certificate under Regulation 74(5) of SEBI (Depositories and Participants) Regulations, 2018 for quarter ended March 31, 2024.
- iii. Enser Communications Limited has informed the Exchange regarding 'Non-applicability Certificate for Corporate Governance pursuant to Regulation 27(2) as per SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for the quarter ended 31st March 2024.
- iv. Enser Communications Limited has Submitted to the Exchange a copy of Disclosure under Regulation 31(4) of the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011.
- v. Enser Communications Limited has informed the Exchange regarding a press release dated May 07, 2024, titled " Enser Communications Limited entered into Memorandum of Understanding to launch cloud-based Customer Interaction solutions
- vi. Enser Communications Limited has informed the Exchange regarding a press release dated October 11, 2024, titled "Enser Communications inaugurates advanced facility in Jaipur, Enhancing Cost Efficiency and Strategic Growth Potential."
- vii. Enser Communications Limited has informed the Exchange that the Board of Directors at its meeting held on November 11, 2024, has considered and approved subdivision of 17432118 equity shares of 10 each into 87160590 equity shares of 2 each

Note: For further updates and information, please refer stock exchange websites i.e. www.nseindia.com