

Date: June 11, 2025

To,
BSE Limited,
1st Floor, New Trading Ring,
Rotunda Building, PJ Towers,
Dalal Street, Mumbai - 400 001
Scrip Code: 544414

National Stock Exchange of India Limited
Exchange Plaza, Bandra- Kurla Complex,
Bandra (East), Mumbai - 400 051
NSE Symbol: BLUSPRING

Dear Sir/Madam,

Sub: Investors Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investors Presentation. The above information will also be available on the website of the Company at <https://www.bluspring.com/investors/>.

Kindly take the above information on record.

Yours sincerely

For **Bluspring Enterprises Limited**

Arjun Makhecha
Company Secretary & Compliance Officer
Encl: a/a

BLUSPRING ENTERPRISES LIMITED

Powering India's Infrastructure Growth

Investor Presentation

June 2025

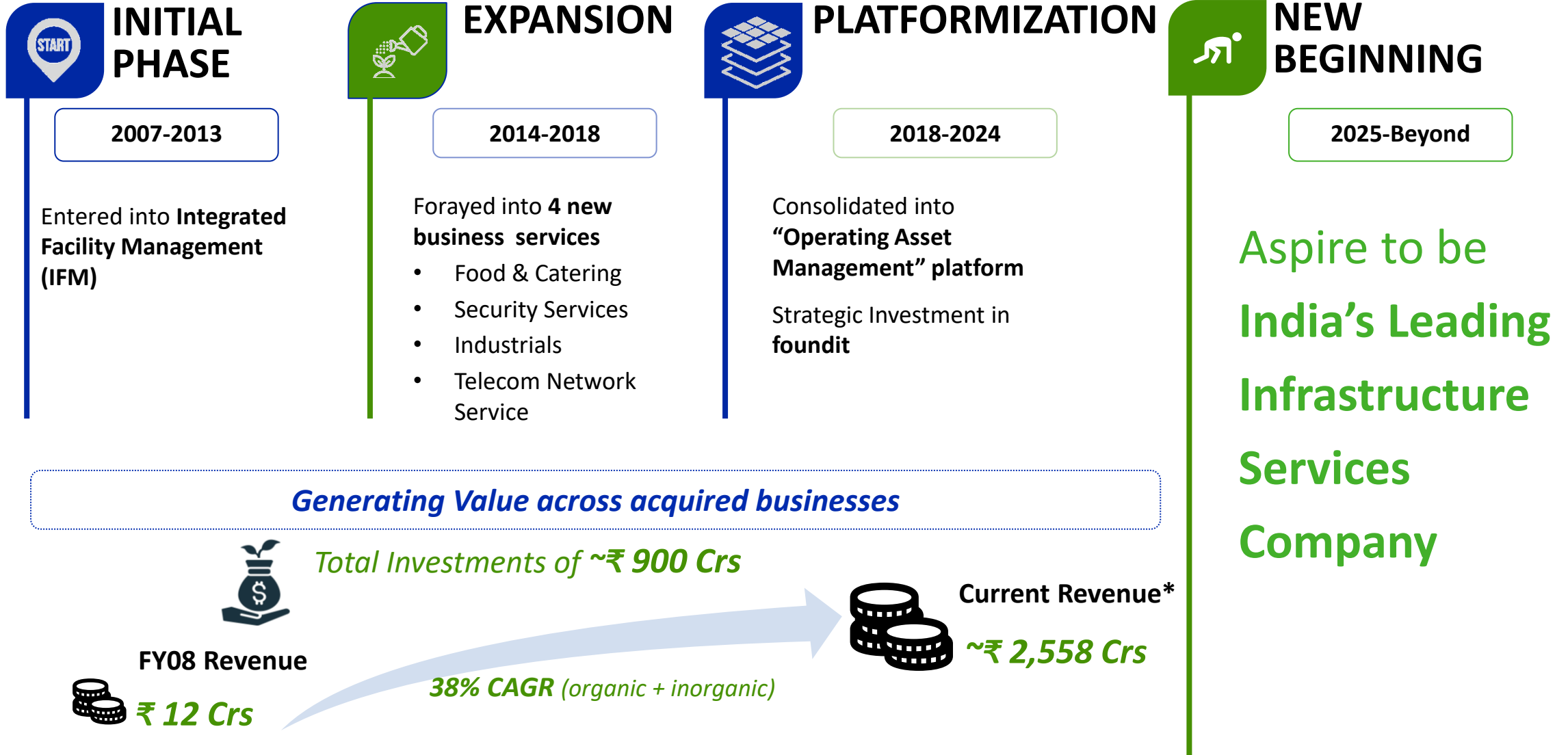


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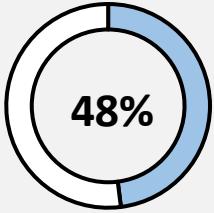
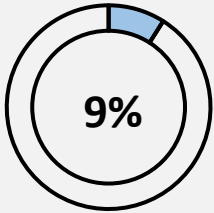
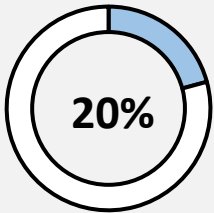
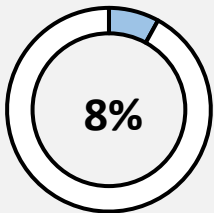
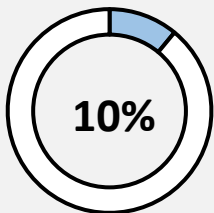
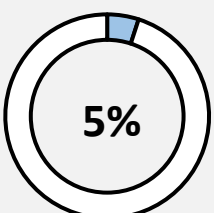
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Bluspring's evolution into *India's leading infrastructure services company*



What we do




































 Integrated Facility Management	 Food & Catering Services	 Security Services	 Industrial Maintenance	 Telecom & Networking	 foundit
<ul style="list-style-type: none"> Soft Services Hard Services Pest Control Landscaping 	<ul style="list-style-type: none"> On-site Kitchen Central Kitchen Events catering 	<ul style="list-style-type: none"> Man-guarding Electronic Security Event Management Security Audits 	<ul style="list-style-type: none"> O&M Installation and Commissioning Digital Consulting 	<ul style="list-style-type: none"> Network Deployment, Architecture & Assurance Tower Infra Management 	<ul style="list-style-type: none"> AI powered Job Search Courses & Skill Assessments
					
 <p>₹ 1,276 Cr</p>	 <p>₹ 249 Cr</p>	 <p>₹ 546 Cr</p>	 <p>₹ 219 Cr</p>	 <p>₹ 268 Cr</p>	 <p>₹ 124 Cr</p>

Infrastructure Services that drive growth through Smart and Secure Experiences

Investment

Positioned to lead with our Service offerings

Range of service offerings vis-à-vis India's leading players

	 IFM	 F&C	 Security	 Industrial	 Telecom
Bluspring					
India's Leading FM co.					
India's Leading F&B co.					
India's Leading Security co.					
India's Leading Industrial co.					
India's Leading Telecom co.					

1,000+
Clients

378Mn+ Sq. Ft
Space Managed

180k+ Daily
Meals Served

2.8k+
Sites Secured

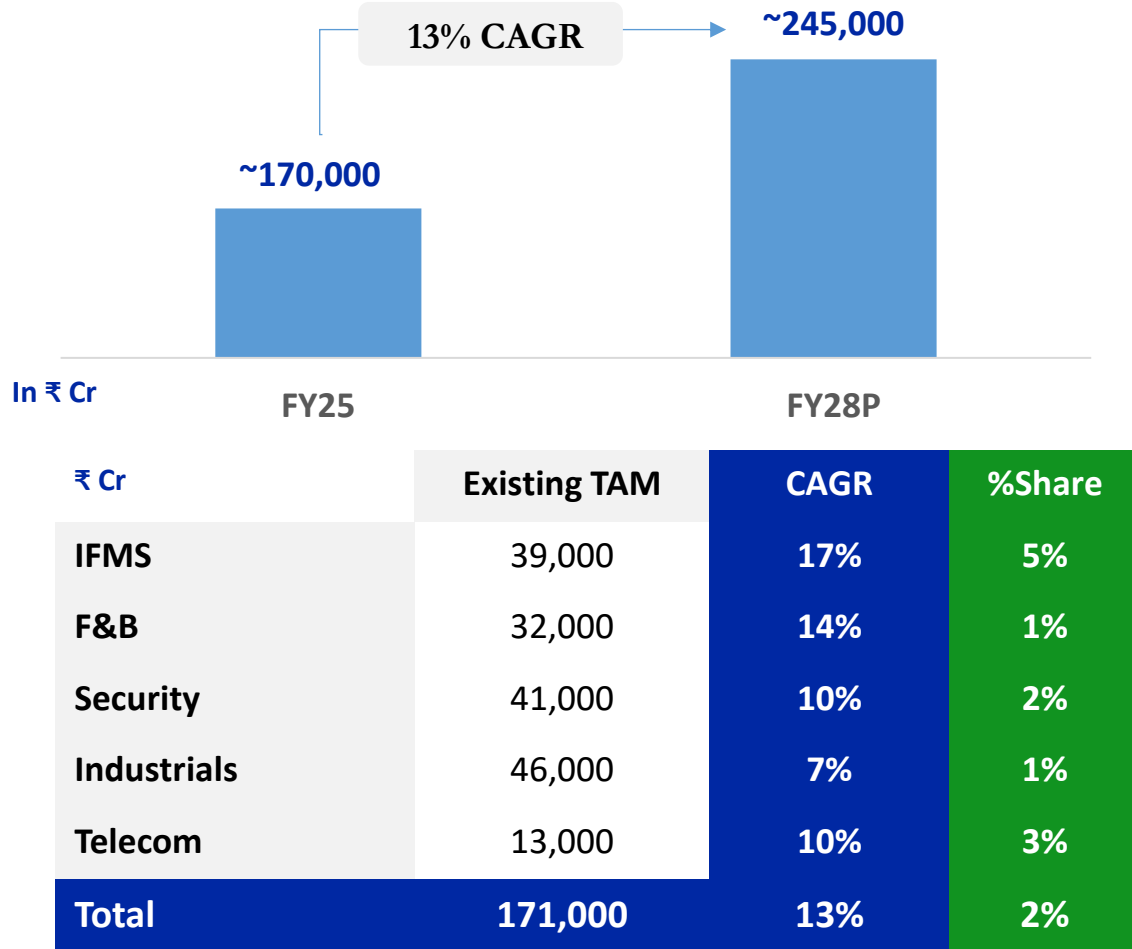
39 MTPA
Metal Production
Capacity Served

237k monthly
Network nodes
maintained

Comprehensive infrastructure services provider driving tangible impact for clients

Macro-economic development setting up stage for growth

TAM estimated at ~₹170k Cr; projected CAGR of 13% over next 3 years



Source: KPMG Analysis

Macroeconomic tailwinds



Rising Urbanization

40% of India's to be urbanized by 2030, up from a 34% today



Accelerating India's investments

India expected to ₹ 136 lakh crore between 2023-30 in infrastructure push, driving industrial & manufacturing capacity



Expanding outsourcing IFM

~54% of total IFM market to be outsourced by 2028 from ~50% in FY23



Healthcare Push

Private hospital players expected to add over 30,000 beds in the next 5 years

Market opportunity intertwined with India's growth story

Led by a seasoned management team...



Kamal Pal Hoda
Executive Director & CEO

Seasoned leader with 20+ years of expertise in core business and finance. He is a Chartered Accountant and a fellow member of the Institute of Chartered Accountants of India (ICAI) and worked in industries spanning across Mining, Manufacturing & Business Services



Prapul Sridhar
Chief Financial Officer

16+years of experience across finance functions. Chartered Accountant having proven track record of leading high-performing teams and driving growth. Prior to his tenure at BEL, has held roles in the technology, consultancy and Business Service sectors.



Priyanka Priyadarshini
CHRO

20 years of diverse experience across various industries with a solid track record in program management, team and performance management, culture development, change management, employee engagement and L&D



Nitin Trikha
IFM & Food and Catering Services

20+ years of expertise people-intensive industries. He has developed a deep expertise in optimizing facility operations and food & catering across diverse industries.



Ramneek Teng
Industrial Asset Management Service

24+ years of expertise in delivering safe, compliant, and sustainable asset management solutions. He was earlier associated with IndiGrid



Amitabh Kundan
Security Services

20+ years of experience working in key impact areas including Operational Excellence, Financial Management, Liaising, & Leadership. He was associated with G4S Secure Solutions in the Mumbai Hub before his stint with BEL



Ashish Kapoor
Telecom Network Service

26 years of experience and founder of Vedang. a leading player in the Indian telecom sector. Ashish's combination of technical expertise and strategic foresight has been key to Vedang's success

Deep industry expertise and strong track record of execution

...with a high-pedigree board



Ajit Isaac

30+ Exp.

Chairman and Non-Executive Director

(Founder & Chairman of Qess, entrepreneur and philanthropist)



Anish Thurthi

20+ Exp.

Non-Executive Director

(Seasoned finance and investment professional)



Gopalakrishnan Soundarajan

30+ Exp.

Non-Executive Director

(Seasoned finance and investment leader)



Sanjay Anadaram

30+ Exp.

Non-Executive Independent Director

(Strategy, Technology and investment leader)



Kamal Pal Hoda

20+ Exp.

CEO and Executive Director

(Seasoned leader in business and finance roles)



Srivathsala K.N

25+ Exp.

Non-Executive Independent Director

(Seasoned finance and accounts professional)



Dinkar Gupta

~40 Exp.

Non-Executive Independent Director

(Former DG-NIA having rich experience in security sector)



N.Suresh Krishnan

35+ Exp.

Non-Executive Independent Director

(Business leader of listed company with deep operational exp.)

Strong Board with diverse experience in corporate governance

Key Differentiators



Breadth of services and pan-India presence

- ❑ **Most diversified** service provider among established players
- ❑ Offices present in **18 States**
- ❑ **53% of manpower** deployed in Tier 2/3 cities



Operational Excellence

- ❑ **Fastest sourcing** and on-boarding process in industry
- ❑ **Strict compliance standards** with strong HSE record
- ❑ Employer of choice with **30% employees** with **5+ years tenure**



Diversified and Strong Clientele

- ❑ Well established **15+ years** old brands
- ❑ **Strong Anchor Clients** in H&E, Industrials and Telecom
- ❑ Healthy business retention at **95%+**



Digital Transformation

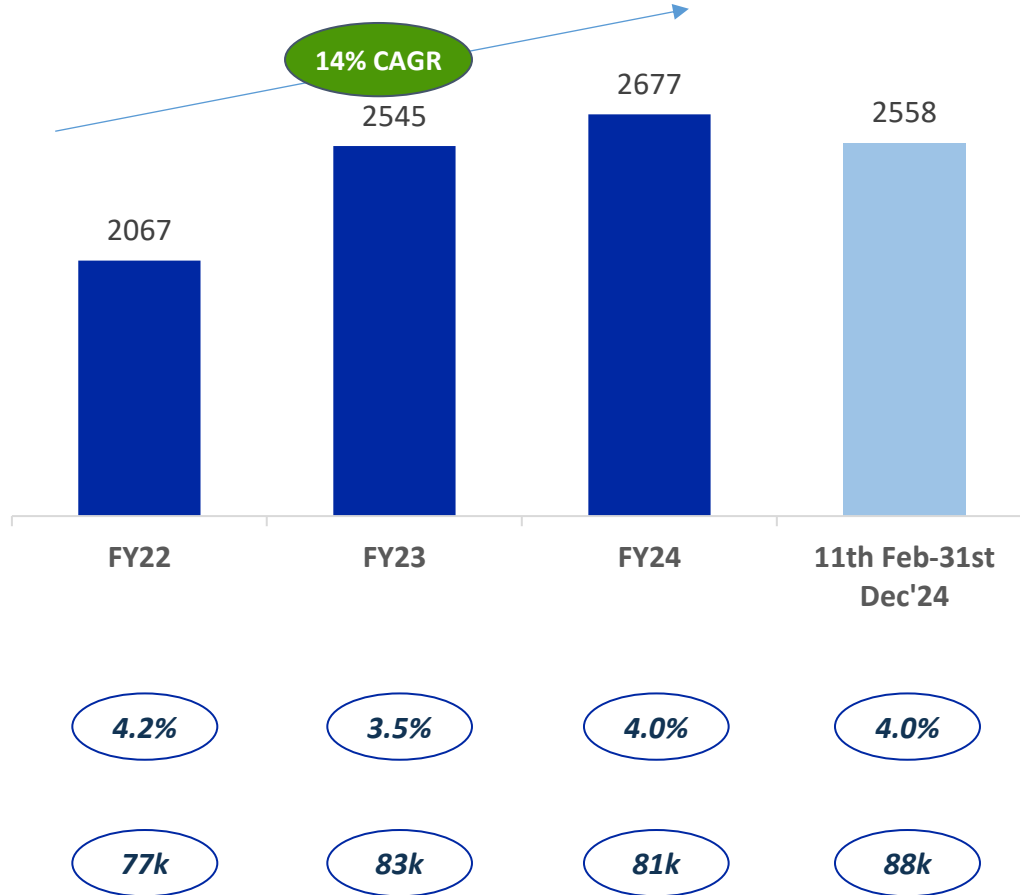
- ❑ **Mobile-first solutions** for associates
- ❑ **AI-powered analytics, IoT and ML** to drive operational efficiencies and customer experience
- ❑ **Digital-first offerings** across all service lines towards **energy management**

Recognized as a preferred partner for operational excellence by diverse set of clients

Financial Highlights

Figures In ₹ Cr

Steady financial performance with...



...healthy balance sheet metrics

For the period 11th Feb 2024 to 31st Dec 2024

EPS (₹/share)	3.6
Net Cash	5
Net worth	753
ROCE	9.6%

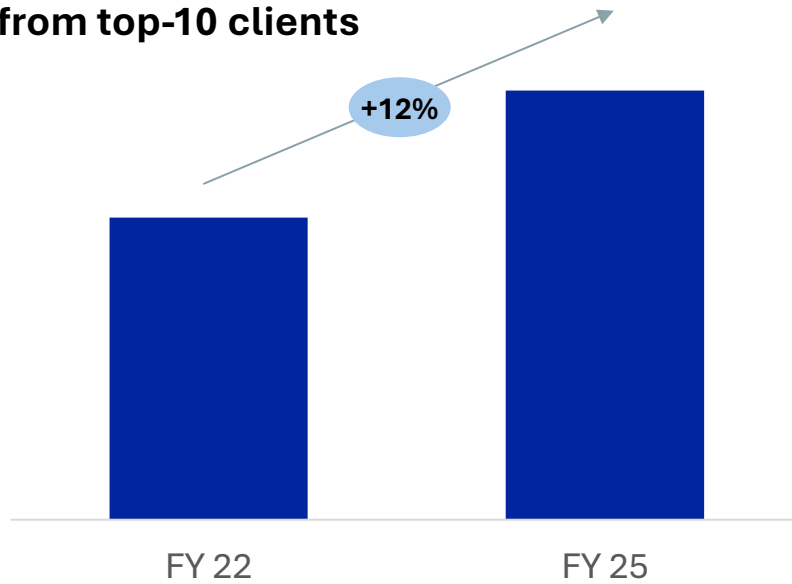
Stable financial baseline with focused efforts underway to accelerate profitability

Balanced and Diversified Business Mix

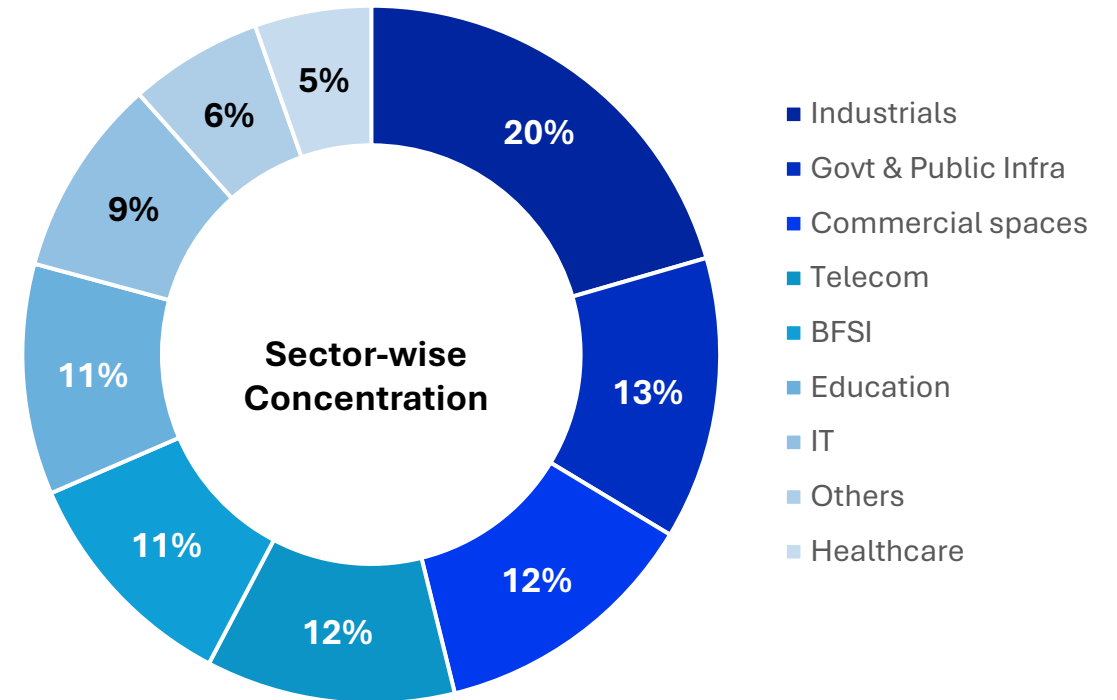
We have a healthy diversified client base...

Clients	Revenue contribution
Top 10	28%
Top 20	41%
Top 30	51%

Revenue from top-10 clients



... alongside exposure across a range of sectors



Well-diversified and growing revenue base with no significant client or sector concentration risk

Integrated Facility Management

Operations	Employees	Serves Across	Presence	Turnover
Spaces Managed (sq.ft)	Associates	Clients	Sites Managed	Revenue
378 Mn+	51,000+	690+	7,000+	1,276 Cr.

Who We Are?



We are India's leading integrated facility Management service provider offering end-to-end solutions

What we do?

We create dynamic environment to facilitate productivity and sustainability while ensuring highest standards of quality and welfare

- Soft Services
- Hard Services / Engineering Services
- Production Support Services
- Hygiene Services
- Technology Enabled Services

Transforming facilities into high-performance environments, ensuring smooth operations while reducing costs



Who We Are?



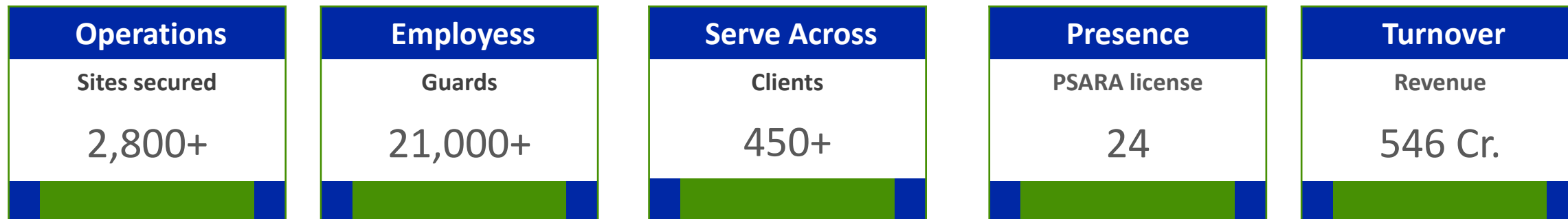
Among Top Food & Catering service providers in India providing 5-million-meals-monthly

What we do?

We specialize in corporate, institutional, and event catering with highest standards of hygiene with FSSAI and HACCP protocols

- Corporate Client Site Catering
- Central Kitchen Catering
- Events

Comprehensive food service management solutions in India



Who We Are?



We are India's leading digitally enabled Manned Guarding and Integrated Security Solution provider.

What we do?



We provide risk-based security solutions with interface of technology for better governance and proactive response

- Security Services
- Electronic Security Solution
- Command Center and Business Application Solutions

Certifications acquired

01	ISO 9001 - QMS Quality Management Systems
02	ISO 27001 - ISMS Information Security Management Systems
03	ISO 14001 - EMS - Environmental Management Systems
04	ISO 45001 - OHSAS-Occupational Health and Safety Management Systems.

25+ Years as India's Trusted Partner in Integrated Security Solutions

Operations	Employees	Serves Across	Presence	Turnover
Sites	Technical Manpower	Clients	No. of States	Revenue
40+	~4,800+	40+	13	219 Cr.

Who We Are?



We are powerful force in Industrial Asset Management, offering solutions in India, Middle East and South-east Asia

What we do?



We specialize in comprehensive asset management services across industries to maximize productivity, minimize downtime, and drive long-term impact

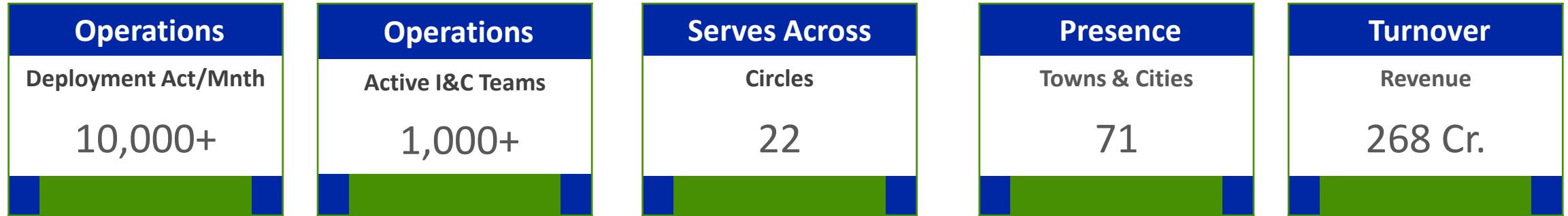
- Industrial Operations & Maintenance
- Installation & Commissioning
- Technology & Consulting

Certifications acquired

- 01 ISO 9001 :2015 Quality Management Systems
- 02 ISO 14001 : 2015 Environmental Management Systems
- 03 BS OHSAS 18001 : 2007 - Occupational health & Safety Management Systems

Delivering bespoke solutions that ensure dependable operations

Telecom and Networking Services



Who We Are?



We are India's leading telecom network planning and optimization company, directly engaging with telecom operators

What we do?



We specialize in end-to-end telecom infrastructure solutions, system integration, and network optimization

- Building Services
- Program / Project Management Services
- Network Assurance Services


Certifications acquired


01	ISO 9001 - QMS Quality Management Systems
02	ISO 14001 - EMS - Environmental Management Systems
03	OHSAS 18001 - Health & Safety Standards
04	ISO 27001 - Information Security Management Systems

India's leading providers of telecom network planning and optimization solutions

Investments Overview

Overview


 **AI-driven platform** for end-to-end recruitment solutions

 Serves **India, Middle East, APAC** regions


Investments


 **Acquired the business** in 2018


 **Raised funds** in 2022

 **Backed by Bluspring and marquee investors**

Foundit 2.0

 **Enriched datasets**

 **Smart search and discovery**

 **PrepAI 2.0**

A 360-degree Talent Management Platform







53 K
Total recruiter profiles


160 M
Total candidate profiles


 **4.5 Mn**
Quarterly recruiter search

 **9.2 Mn**
Quarterly profile updates

 **4.3 K**
Monthly active customers

 **13.4 Mn**
Monthly active seekers

 **93%**
CSAT score

 **44.7 Mn**
Quarterly user traffic

Be the trusted partner to enable and connect the right talent with the right opportunities

Foundational Principles and Strategic direction...

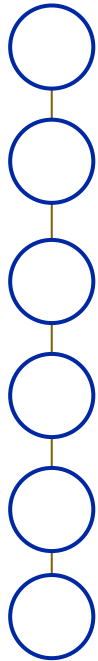
Vision

To be **India's largest** and most trusted organization in **Infrastructure Management Services**

Mission

Build a **leading infra services organization** by enhancing client productivity and optimizing processes

Laying the groundwork for long-term value-unlock



Brand positioning and enabling **large deals**

Hyperscale growth of **Foods business**

Pivot exposure towards **sunrise sectors** in **Industrial maintenance**

Profitable growth & **service excellence**






Unlock **synergistic** & **cross-selling** opportunities

Cultivate and strengthen **Culture**






Strategic direction to drive expansion, efficiency, and differentiation

...Guiding towards 2030 strategic objectives

Market Leading Growth

-  **3x of GDP Organic Growth**
-  **6% EBITDA Margin**
-  **50% EBITDA to OCF conversion**
-  **Debt <1.5x EBITDA**
-  **Strategic investments on emerging ecosystems**

Value creation for all

-  **ROE of 20%**
-  **Book value: 15% CAGR**
-  **Stable and long-term Promoters & Investors**
-  **Culture: Entrepreneurial, Focus, Integrity, Teamwork (e-FIT)**
-  **Continue to be a “Great Place To Work”**

Clear guiding principles and long-term targets position us for sustained, value-driven growth

Thank You

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Karnataka, India, 560 103

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