

August 04, 2025

To, National Stock Exchange of India Ltd., Exchange Plaza, C-1 Block G, Bandra Kurla Complex Bandra [E], Mumbai – 400051	To, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai -400 001
NSE Scrip Symbol: BLSE	BSE Scrip Code: 544107

Subject: Press Release

Dear Sir / Madam,

Pursuant to Regulation 30 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed a Press Release dated August 04, 2025 with respect to Financial & Operational Performance of the Company for the First Quarter ended June 30, 2025.

You are requested to take the same on your records.

For **BLS E-Services Limited**

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Neha Baid
Company Secretary and Compliance Officer
ICSI Membership No. A-33753

BLS E-Services Limited reports Q1FY26 Financial & Operational Performance**BLS E-Services Continues Growth Momentum in Q1FY26**

Total Income stood at Rs. 251.2 Crores marking a significant rise of 205.3% YoY

PAT grows by 38.7% YoY to Rs. 17.5 Crores

New Delhi, 04th Aug 2025: BLS E-Services Limited (BLSe), a technology-enabled digital service provider, announced its consolidated financial results for the quarter ended 30th June 2025.

Speaking about the performance and recent updates, Mr. Shikhar Aggarwal, Chairman, BLS E-Services Ltd. said: “We are pleased to deliver a strong start to FY26, as our Q1 performance reflects the depth and resilience of our business model. Total Income for the quarter grew significantly by 205.3% year-on-year, due to healthy traction in our businesses and consolidation of Aadifidelis Solutions. Our focus on operational discipline and value-led service delivery also led to an EBITDA growth of 33.5%, while our Profit After Tax (PAT) increased by 38.7% YoY, reaffirming the scalability and strength of our platform.

I am excited to share that during the quarter, we have signed a definitive agreement with Sub-K Impact Solutions Ltd to acquire their Customer Service Points of SBI and HDFC Bank in a strategic slump sale which is subject to customary approvals. This acquisition will strengthen our CSP network across Andhra Pradesh, Telangana, Rajasthan, Maharashtra, Odisha, and Karnataka—serving nearly 5 million customers.

Our Business Correspondent and Business Facilitator models continue to drive financial inclusion. We have onboarded over 10,000 retailers, entered into strategic partnerships with Bajaj Finserv and HDFC Bank, alongside innovations like ReKYC, MicroATMs, and the CSP Plus rollout in Odisha, and have further deepened our rural outreach.

Beyond banking, we are expanding our digital footprint with a new project in Chhattisgarh for digitizing Sub-Registrar offices, streamlining land record registrations for enhanced transparency, launching Aadhaar enrolment in Rajasthan, and partnering with Delhivery for nationwide courier services. I thank our teams and partners for their unwavering dedication as we continue empowering communities through technology and collaboration.

Our continuous endeavour is to empower and create meaningful change for our partners, stakeholders, and the communities we serve, specifically in the regional rural areas of India. Through our services, we are dedicated to driving positive, lasting impact in society.”

CIN:

L74999DL2016PLC298207

Registered Office: G-4B-1 Extension, Mohan Co-Operative Industrial Estate, Mathura Road, New Delhi - 110044

Corporate Office: Plot No. 865, Udyog Vihar, Phase – V, Gurugram, Haryana – 122016

info@blseservices.com

www.blseservices.com

Consolidated Financial Highlights:

Particulars (Rs. Crores)	Q1FY26	Q1FY25	YoY	FY25	FY24	YoY
Revenue from Operations	244.0	75.4	223.8%	519.4	301.5	72.3%
Total Income	251.2	82.3	205.3%	545.0	309.6	76.0%
EBITDA*	24.9	18.7	33.5%	86.1	49.9	72.5%
EBITDA Margin* (%)	9.9%	22.7%		15.8%	16.1%	
Operating EBITDA	17.7	11.7	51.1%	60.5	41.8	44.5%
Operating EBITDA Margin (%)	7.3%	15.6%		11.6%	13.9%	
Profit after Tax (PAT)	17.5	12.6	38.7%	58.8	33.5	75.4%
PAT Margin (%)	7.0%	15.4%		10.8%	10.8%	

*Including Other Income

Q1FY26

- In Q1FY26, the company recorded consolidated total income of Rs. 251.2 Crores, reflecting a robust year-on-year increase of 205.3% over Rs. 82.3 Crores in Q1FY25. This significant growth was primarily driven by the expanded scale of the Business Correspondent segment as well as the strategic acquisition of Aadifidelis Solutions.
- EBITDA strengthen substantially to Rs. 24.9 Crores, up 33.5% YoY, from Rs. 18.7 Crores in Q1FY25. EBITDA Margin stood at 9.9% in Q1FY26.
- PAT demonstrated notable growth of 38.7%, reaching Rs. 17.5 Crores, underscoring strong financial discipline and sustained profitability.

Other Key Highlights:

- At the end of the quarter, the company's network comprised over 1,44,000+ touchpoints and 45,000+ Customer Service Points (CSPs) within the Business Correspondent segment.
- The business witnessed Gross transaction value of over Rs. 26,200 Crores during the quarter which includes loan distribution of approximately Rs. 7,200 Crores. This is compared to GTV of approximately Rs. 20,000 Cr in Q1FY25 which included loan distribution of approximately Rs 780 Crores.
- During the quarter, the company, through its subsidiary Zero Mass Private Limited, entered into a definitive agreement to acquire Customer Service Points (CSPs) of State Bank of India (SBI) and HDFC Bank under the Business Correspondence (BC) segment from Sub-K Impact Solutions Limited. The acquisition, structured as a slump sale, involves a total consideration of approximately Rs. 6.5 Crores. The transaction's completion is contingent upon relevant regulatory/statutory approvals, and the fulfilment of certain conditions precedent.

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- BLS E-Services introduced several key initiatives, including ReKYC for inoperative accounts and loan lead generation through Bank CRM systems. The company also implemented new incentive structures to boost the rollout of MicroATMs, Social Security Schemes, and deposit mobilization, furthering financial inclusion. A major milestone was the mandate for Phase-3 rollout of CSP Plus model infrastructure in Odisha's gram panchayats, reinforcing BLS's rural outreach. Additionally, the company is actively increasing the participation of Women CSPs (Customer Service Points) to promote gender inclusivity in financial services.
- The company expanded its partnerships by signing up with Bajaj Finserv for EMI Cards and rolling out new loan types with HDFC Bank, enhancing financial accessibility for customers.
- Additionally, BLS successfully leveraged lead generation synergies between BLS and Aadifidelis, driving efficiency and scalability.
- During the said period, the company initiated a new project in Chhattisgarh for digitizing Sub-Registrar offices, streamlining land record registrations for enhanced transparency.
- Additionally, the company activated Aadhaar enrolment services under the Rajasthan eMitra project, expanding its digital identity solutions to more citizens.
- The company launched nationwide courier pickup and delivery services in partnership with Delhivery, offering added convenience to customers.
- During the quarter, BLS E-Services' commitment to financial inclusion and innovation was recognized with prestigious accolades, including: The Times Business Award: Financial Inclusion, SBI Financial Inclusion: Certificate of Excellence for PMJDY and BW Fintech Award 2025 – Financial Inclusion Fintech of the Year.
- These achievements underscore BLS's leadership in driving financial and digital inclusion while delivering cutting-edge services. The company remains committed to empowering communities through technology and partnerships.

About BLS E-Services Limited:

BLS E-Services, a subsidiary of BLS International, stands as a leading technology-enabled digital service provider in India, offering a diverse range of services that encompass Business Correspondent (BC / Rural Banking Outlets) services, Assisted E-services, and E-Governance Services. These offerings are all geared towards grass-roots empowerment, revolutionizing how essential services are accessed.

Through its robust network, BLS E-Services plays a pivotal role in facilitating access to a wide spectrum of essential public utility services, social welfare programs, healthcare, finance, education, agriculture, and banking services. This array of services caters to governments (G2C) and businesses (B2B), while also catering to the diverse needs of citizens (B2C) across urban, semi-urban, rural, and remote areas. Operating within a unique integrated business model, BLS E-Services bridges the digital gap in areas with low internet penetration by offering solutions through phygital strategy, i.e., physical, and digital.

BSE: 544107; NSE: BLSE. Website: www.blsecurities.com

For more information, please contact:

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Certain statements 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, industry risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. BLS E-Services Ltd. will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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