

# BLUSPRING ENTERPRISES LIMITED

*Powering India's Infrastructure Growth*

**Investor Presentation**

**June 2025**

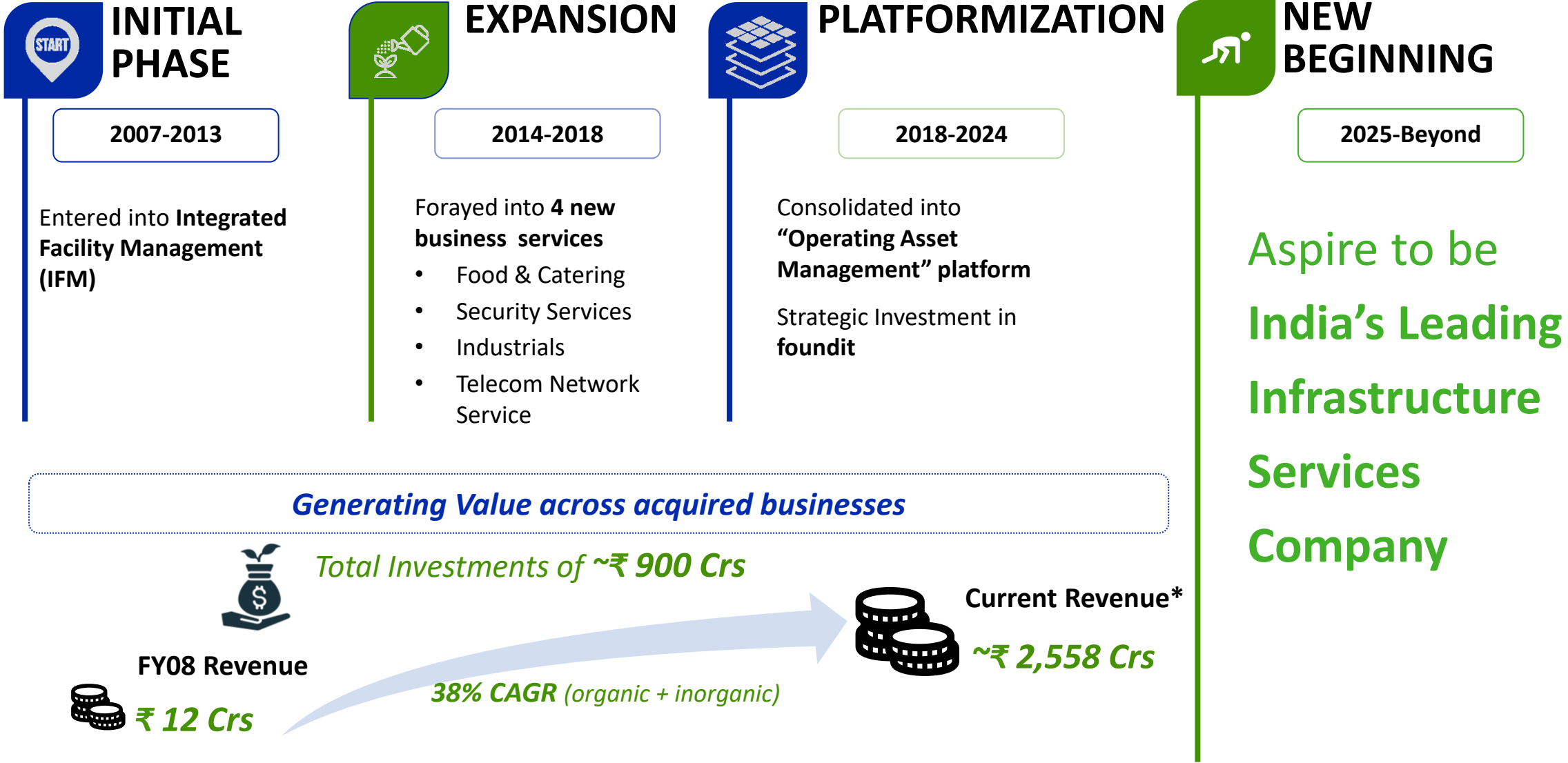


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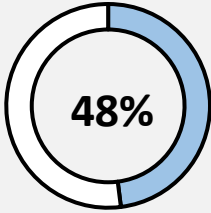
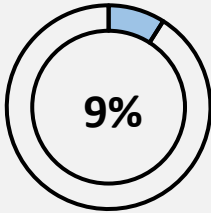
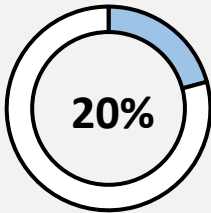
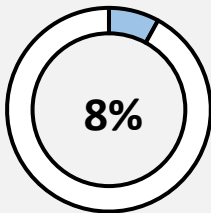
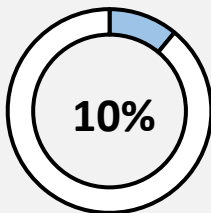
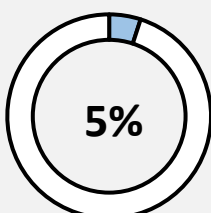
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# Bluspring's evolution into *India's leading infrastructure services company*



What we do

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

Infrastructure Services that drive growth through Smart and Secure Experiences

Investment

# Positioned to lead with our Service offerings

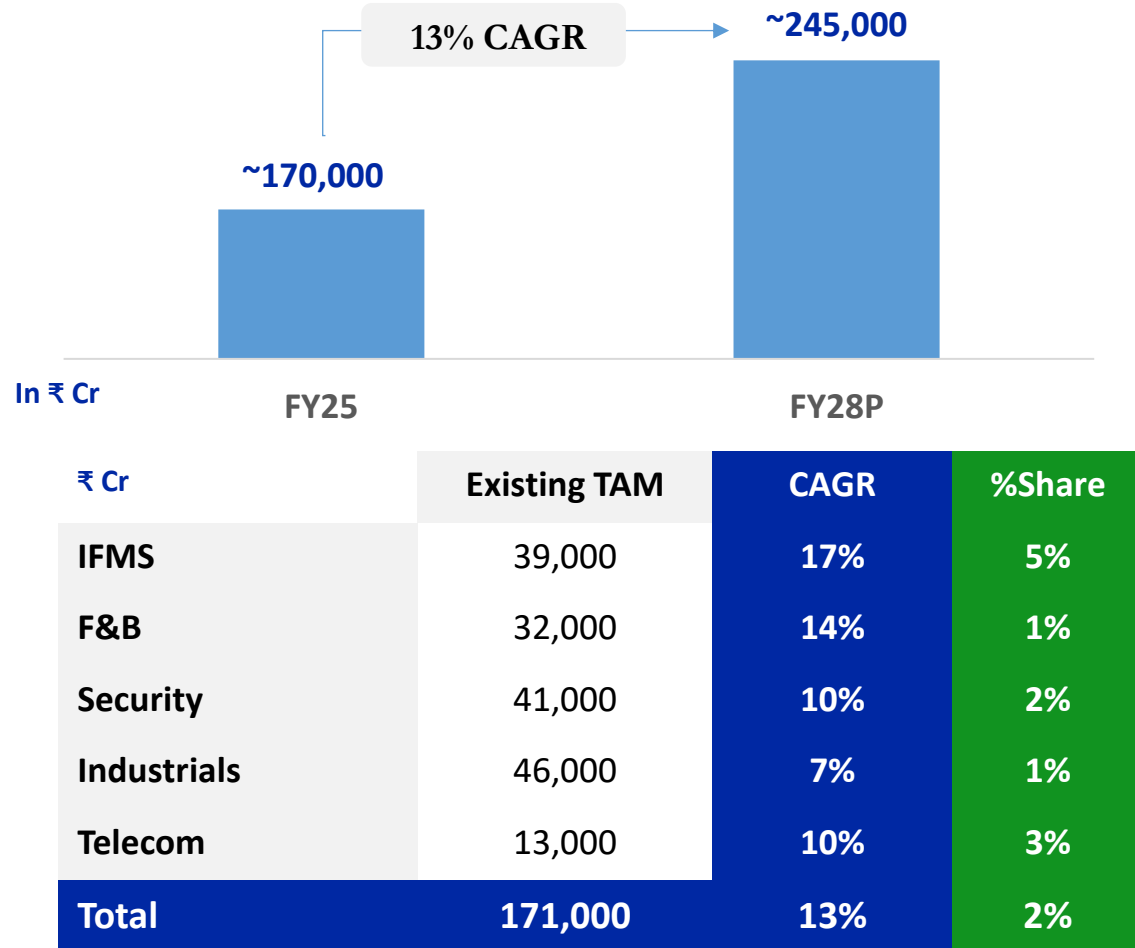
Range of service offerings vis-à-vis India’s leading players

	IFM	F&C	Security	Industrial	Telecom		
Bluspring	✓	✓	✓	✓	✓	1,000+ Clients	378Mn+ Sq. Ft Space Managed
India’s Leading FM co.	✓	✓	✗	✓	✗		
India’s Leading F&B co.	✓	✓	✗	✗	✗	180k+ Daily Meals Served	2.8k+ Sites Secured
India’s Leading Security co.	✓	✗	✓	✗	✗		
India’s Leading Industrial co.	✗	✗	✗	✓	✗	39 MTPA Metal Production Capacity Served	237k monthly Network nodes maintained
India’s Leading Telecom co.	✗	✗	✗	✗	✓		

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

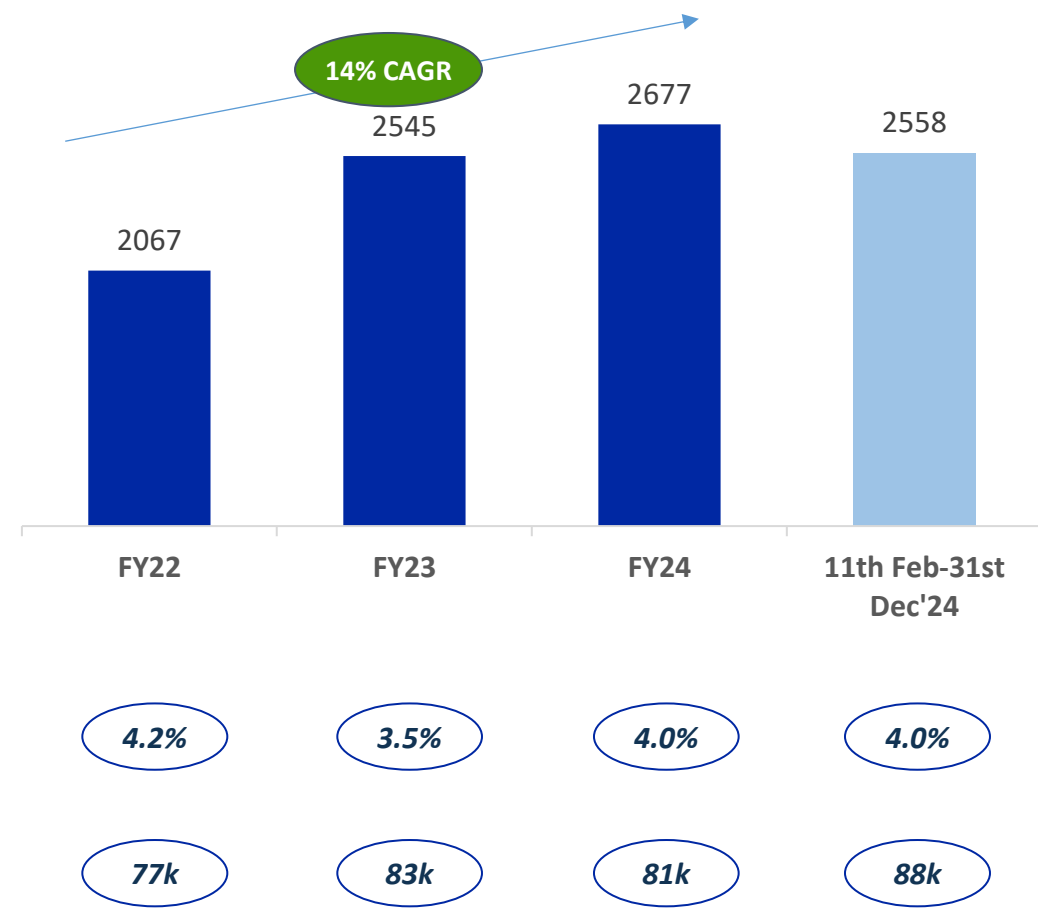
- ❑ **Mobile-first solutions** for associates
- ❑ **AI-powered analytics, IoT and ML** to drive operational efficiencies and customer experience
- ❑ **Digital-first offerings** across all service lines towards **energy management**

*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 11<sup>th</sup> Feb 2024 to 31<sup>st</sup> Dec 2024

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

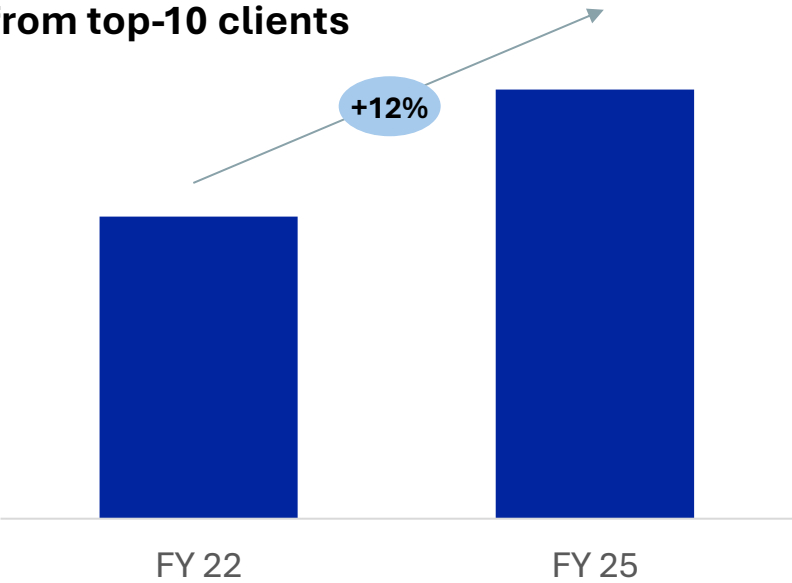
Stable financial baseline with focused efforts underway to accelerate profitability

# Balanced and Diversified Business Mix

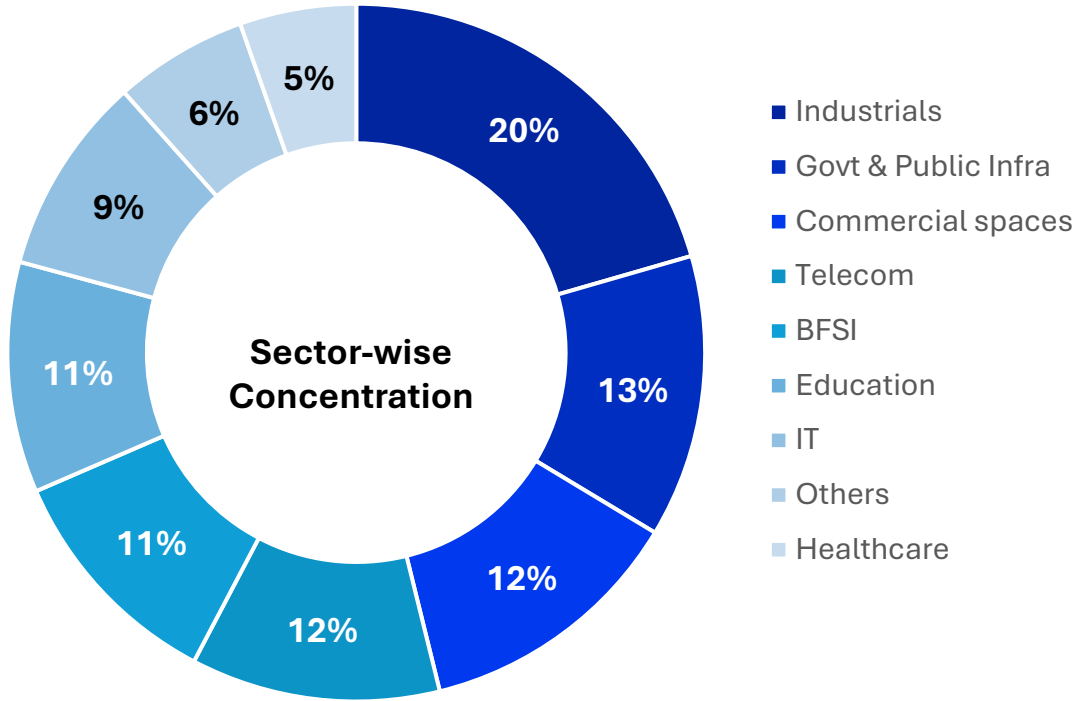
We have a healthy diversified client base...

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**

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***

Operations	Employees	Serves Across	Presence	Turnover
Meals served everyday	Trained Chefs	Clients	Sites Managed	Revenue
180k+	600+	120+	90+	249 Cr.

## 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***

Operations	Employess	Serve Across	Presence	Turnover
Sites secured	Guards	Clients	PSARA license	Revenue
2,800+	21,000+	450+	24	546 Cr.

## 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***



Operations	Operations	Serves Across	Presence	Turnover
Deployment Act/Mnth	Active I&C Teams	Circles	Towns & Cities	Revenue
10,000+	1,000+	22	71	268 Cr.

## 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**

foundit

Skillyst  
by foundit

**zuno**  
by foundit

**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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