

August 06, 2026

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: Investor Presentation

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 an Investor Presentation with respect to Un-audited financial results of the Company for the first quarter ended June 30, 2026.

You are requested to take the same on your records.

For **BLS E-Services Limited**

.....
Neha Baid
Company Secretary and Compliance Officer
ICSI Membership No.-A33753

Encl: As above

BLS E-SERVICES LIMITED



Investor Presentation

Q1FY27

BSE : 544107 | NSE : BLSE



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Q1FY27 Performance Highlights



Results Snapshot – Q1FY27 vs Q1FY26

Total Income at
Rs. 310 Crores
Up 23.3%

EBITDA* at
Rs. 27 Crores
8.7% Margin

PAT at
Rs. 19 Crores
6.0% Margin

Gross Transaction Value ^ at
Rs. 29,500+ Crores
Up 12.6%

Loan Disbursement worth
Rs. 8,700+ Crores
Up 20.8%

Total BCs / CSPs
46,800+

[^] Gross Transaction Value includes value of loans disbursed

* EBITDA includes Other Income

Key Business Updates – Q1FY27

No. of touchpoints increased to 1,58,600+ in Q1FY27 as compared to 1,44,000+ in Q1FY26

Business Correspondents CSPs increased to 46,800+ as on 30th June 2026 as compared to 45,000+ as on 30th June 2025

Gross Transaction Value^ for Q1FY27 stood at Rs. 29,500+ Crores compared to Rs. 26,200+ Crores in Q1FY26

Facilitated Loan Disbursement of Rs. 8,700+ Crores in Q1FY27 as compared to Rs. 7,200+ Crores in Q1FY26

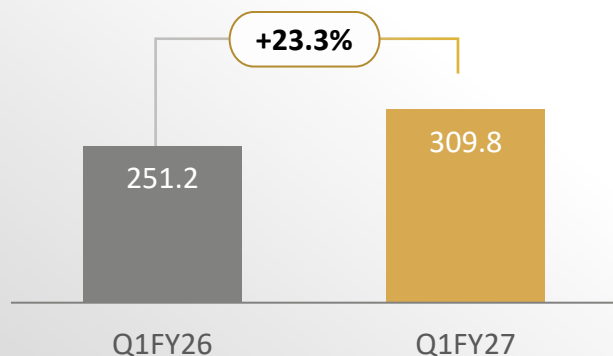
BLSe completed the acquisition of 100% stake in Atyati Technologies Private Limited (“Atyati”), one of the largest companies operating over 25,900 CSPs and provides technology platforms for financial inclusion, focusing on rural banking, last-mile agent banking, and doorstep banking services.

- Starfin India won a mandate from Tamil Nadu Grama Bank to expand CSPs across Tamil Nadu.
- Partnered with Coverfox to offer digital insurance products through its network.
- Secured a West Bengal government contract for beneficiary verification under AB PM-JAY and Ayushman Vay Vandana.

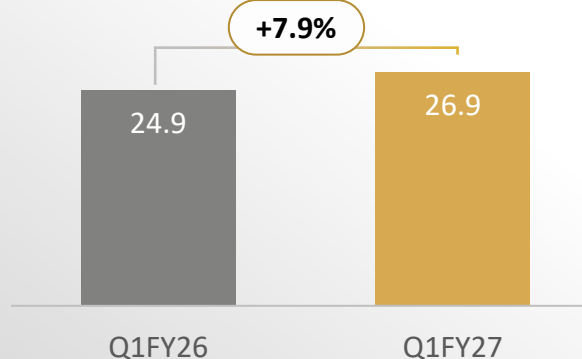
Consolidated Financial Highlights – Q1FY27 vs Q1FY26

in Rs. Crores

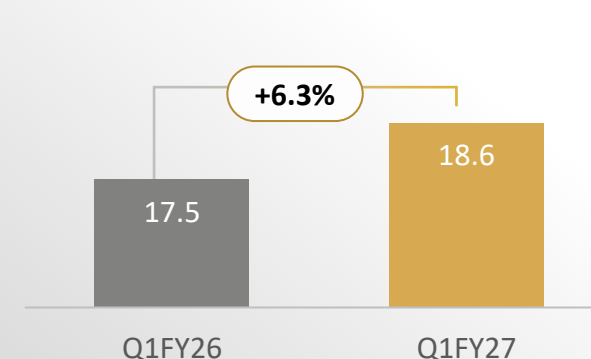
Total Income & YoY Growth (%)



EBITDA* & YoY Growth (%)



PAT & YoY Growth (%)



- ▶ Total Income stood at Rs. 309.8 Crores in Q1FY27, as compared to Rs. 251.2 Crores in Q1FY26 registering a growth of 23.3% YoY. This significant growth was primarily driven by the expanded scale of the Business Correspondent segment
- ▶ EBITDA* increased to Rs. 26.9 Crores in Q1FY27 from Rs. 24.9 Crores in Q1FY26
- ▶ PAT stood at Rs. 18.6 Crores in Q1FY27 as compared to Rs. 17.5 Crores in Q1FY26

Consolidated P&L Statement – Q1FY27

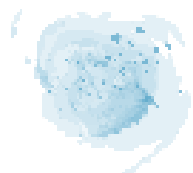
in Rs. Crores

Particulars	Q1FY27	Q1FY26	YoY	FY26	FY25	YoY
Revenue from Operations	304.1	244.0	24.6%	1,117.8	519.4	115.2%
Other Income	5.7	7.2		25.0	25.7	
Total Income	309.8	251.2	23.3%	1,142.8	545.0	109.7%
Cost of Services	266.7	211.8		980.8	401.3	
Employee Benefit Expenses	11.2	9.8		42.7	37.1	
Other Expenses	5.0	4.7		19.4	20.5	
EBITDA*	26.9	24.9	7.9%	99.9	86.1	16.0%
<i>EBITDA Margin* (%)</i>	<i>8.7%</i>	<i>9.9%</i>		<i>8.7%</i>	<i>15.8%</i>	
Operating EBITDA	21.2	17.7	19.7%	74.9	60.5	23.8%
<i>Operating EBITDA Margin (%)</i>	<i>7.0%</i>	<i>7.3%</i>		<i>6.7%</i>	<i>11.6%</i>	
Finance Costs	0.1	0.2		0.7	0.8	
Depreciation	1.4	1.4		6.3	6.2	
PBT before Exceptional Items	25.3	23.4	8.3%	92.9	79.1	17.4%
<i>PBT Margin (%)</i>	<i>8.2%</i>	<i>9.3%</i>		<i>8.1%</i>	<i>14.5%</i>	
Tax Expenses	6.7	5.8		23.7	20.3	
PAT	18.6	17.5	6.3%	69.3	58.8	17.8%
<i>PAT Margin (%)</i>	<i>6.0%</i>	<i>7.0%</i>		<i>6.1%</i>	<i>10.8%</i>	

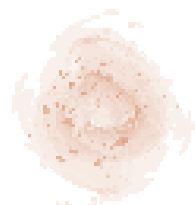
Company Overview



BLS E-Services at a Glance



BLS E-Services Limited (BLSe) is a leading digital service provider to governments and financial institutions in the G2C, B2C, B2B categories, through its tech-enabled integrated business model



BLSe is not just a service provider, but also an enabler of equitable access and empowered citizenship, extending the reach of its services from cities to the country's farthest corners

BLSe operates under four Business Segments

Business Correspondent (BC) Services

Provides essential banking products and services including savings and recurring deposit accounts, cash deposits, withdrawals, remittances, transfers, bill collection solutions, and others

Loan Disbursement

Significantly enhanced the Loan Disbursement business through the acquisition of Aadifidelis Solutions, which facilitates personal loans, business loans, and credit products

E-Governance Services

Provides citizen-centric services for state and central government such as birth and death certificates, PAN and Aadhaar enrolments and property registrations

Assisted E-Services

Provides services including PoS solutions, ticketing and assisted e-commerce, promoting financial inclusion and digital adoption

Rs. **1,143** Crores
FY26 Total Income

67%
FY23-26 Total Income CAGR

Rs. **100** Crores
FY26 EBITDA*

8.7%
FY26 EBITDA Margin*

Rs. **69** Crores
FY26 PAT

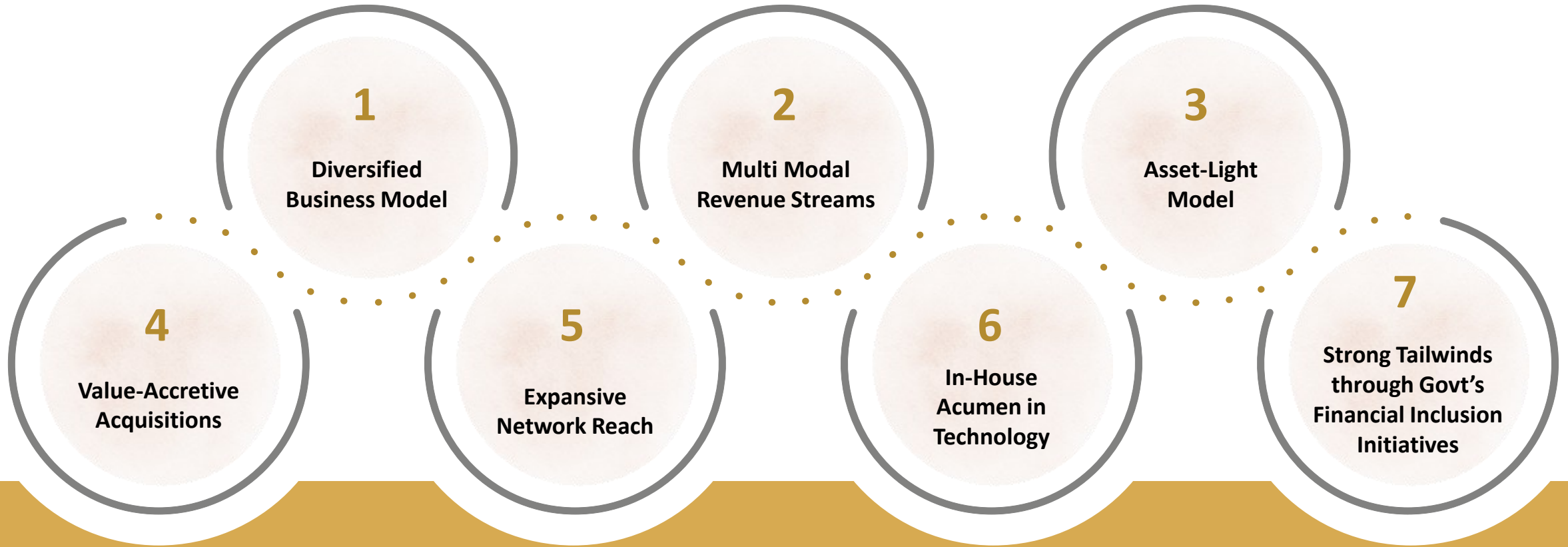
6.1%
FY26 PAT Margin

Key

Strengths

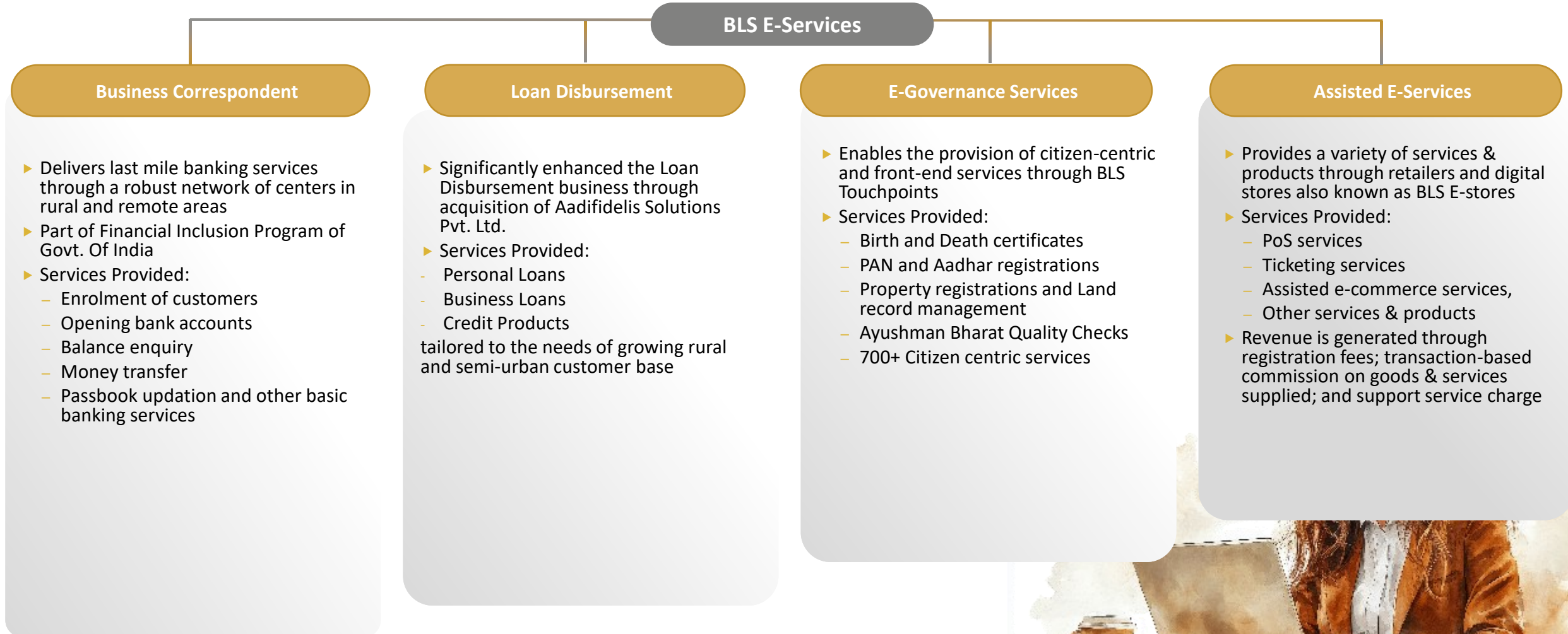


Key Strengths



1. Diversified Business Model

Supporting state governments in empowering citizens, the Company facilitates access to more than 750 digitally delivered government services



1a. Business Correspondent Services

Delivering last mile banking services to unserved and underserved rural and remote population as a part of the Financial Inclusion Program of Govt. of India

Comprehensive range of solutions

- ▶ Channels and distribution strategies
- ▶ Sales force recruitment and tracking
- ▶ Customer database maintenance
- ▶ Business and market intelligence
- ▶ Back-end sales support services

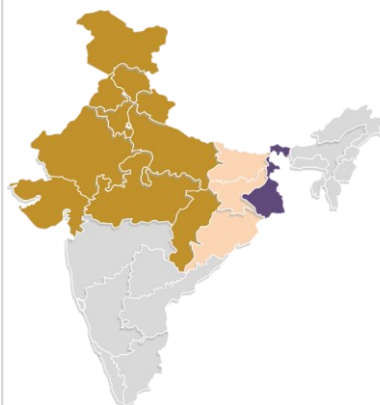
Advantage gained by our clients

- ▶ Highly motivated workforce
- ▶ Cutting edge processes – higher productivity and efficiency & RoI
- ▶ Improve businesses competitiveness in their markets
- ▶ Huge network of partners and channels
- ▶ Clear understanding of how the services offered will impact their sales

Existing Customers



SBI - Reaching further Uttarakhand Gramin Bank - Expanding footprints



Total network of
46,800+ BCs[^]
spread across
India*

Business Correspondent Coverage *

No. of Services Offered [^]	300+
Rural / Semi rural codes (#) [^]	30,800+
Urban Code (#) [^]	16,000+
Transaction Volumes (in Mn) (for FY26)	~ 130+

*as on June 30, 2026

[^]Including services offered, rural/semi-rural codes, urban codes and BCs of ASPL

1a. Loan Disbursement Business

BLS E-Services significantly enhanced the Loan Disbursement business through the acquisition of 57% controlling stake in Aadifidelis Solutions Pvt. Ltd., having a strong network and proven partnerships across leading banks and NBFCs

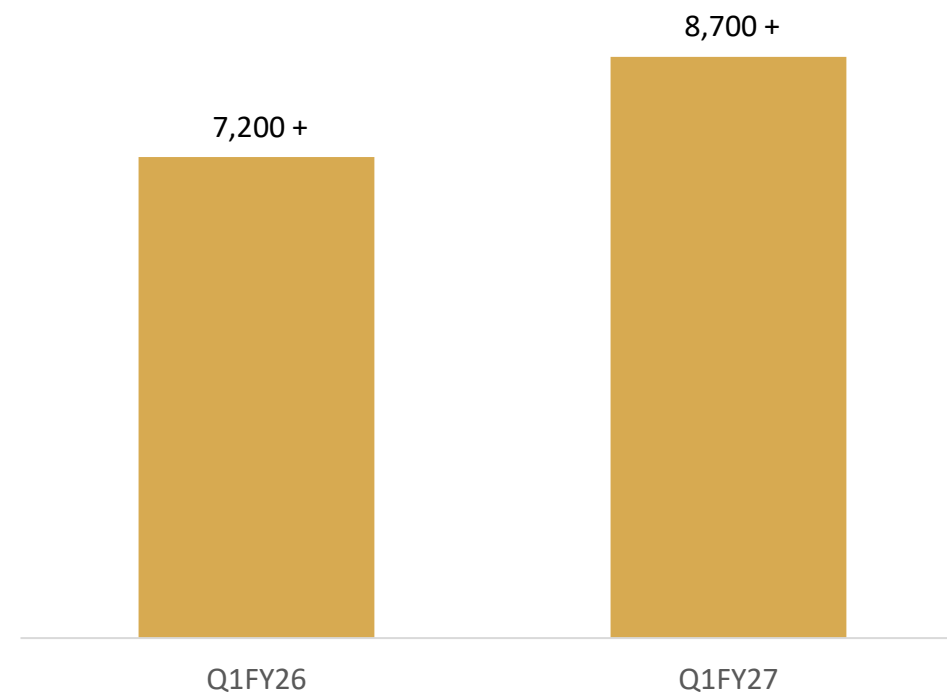
About Aadifidelis Solutions

- ▶ One of the leading loan disbursement companies in India
- ▶ Facilitates personal loans, business loans, and credit products tailored to the needs of its growing rural and semi-urban customer base
- ▶ Pan-India Presence in 24+ States & UTs
- ▶ Empanelled with 100+ Financial Institutions
- ▶ 9,400+ Channel partners

Aadifidelis' Partners



Loan Disbursement (Rs. Crores)



1b. E – Governance Services

- ▶ A trusted partner for government initiatives the platform simplifies citizen access to over 700+ services across Departments through over 24,000+ BLS Touchpoints in Uttar Pradesh, Karnataka, Gujarat, West Bengal and Rajasthan

One stop shop platform to offer citizen centric services of all the Government Departments. Majorly: Identity enrolment & updation, certificates, etc.



- ▶ Efficient and cost-effective methods of service delivery
- ▶ Enhance transparency and responsiveness of the Government to citizen needs
- ▶ Convenience to citizens by reducing the travel time to avail services from haphazardly located service delivery centres.
- ▶ Bring uniformity across states and reducing the need for intermediaries



- ▶ BLS Touchpoints on behalf of Uttar Pradesh Government in India
- ▶ Services of all UP-Government Departments through 22,000+ BLS Touchpoints
- ▶ 330+ G2C & B2C services provided through BLS Touchpoints



1c. Assisted E-Services

BLS e offers a wide array of assisted digital services, delivered through BLS Touchpoints, designed as one-stop solutions for daily needs. Focus on cross-selling and up-selling a broad portfolio of services via a tech-enabled platform, BLS Sewa

Access to Services including:

- ▶ Bill payments
- ▶ Insurance
- ▶ Recharges
- ▶ Credit Cards
- ▶ Ayushman Bharat registrations
- ▶ E-commerce facilitation
- ▶ IRCTC train bookings
- ▶ Telemedicine consultations
- ▶ E-learning
- ▶ Passport and visa processing
- ▶ Micro-loans
- ▶ Others

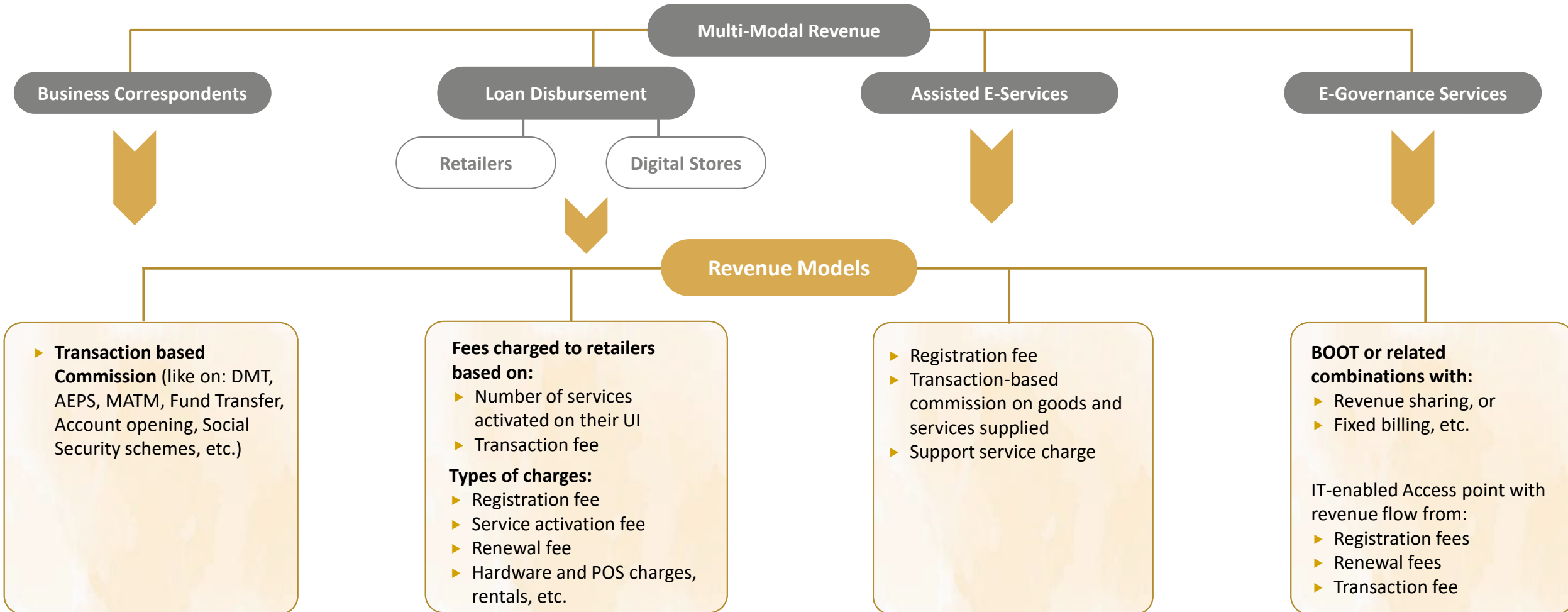
Impact & Value Addition:

Empowers BLS Touchpoints and local retailers with additional income streams by cross-selling 330+ value added services

Enhances digital and financial inclusion by making essential services accessible at the grassroots level



2. Multi Modal Revenue Stream



3. Asset Light Model

Merchant-Led Model

BLS E-Services operates on a proven asset-light and merchant-led business model that ensures scalability with minimal capital outlay

Operational Flexibility & Scalability

The model reduces fixed costs and supports rapid expansion, even in remote and underserved areas

Cross-Selling & Customer Loyalty

Merchants build community trust, enabling cross-selling of multiple services and increasing revenue per customer

Technology-driven Platform

Technology acts as the backbone, with proprietary platforms simplifying merchant onboarding, operations and training all while keeping capital and operational costs low

Low Capex Intensity

The model relies on merchants who own or lease BLS touchpoints and stores, enabling rapid expansion without significant capex on physical infrastructure

Scalable Revenue Growth

Growth achieved without proportional increase in assets or branches, with capital-light expansion driving strong returns



4. Value Accretive Acquisitions

Starfin India Private Limited

- ▶ Acquired in 2018
- ▶ 100.0% stake
- ▶ Business Correspondent business
- ▶ Delivers national business correspondent services for multiple banks, while also engaging in insurance partnerships, e-Governance projects, e-commerce facilitation, courier collaborations, utility payments and other citizen-focused services

100.0% Stake acquired for Rs 12.4 Crores

Strategic Entry into BC Business

Zero Mass Private Limited

- ▶ Acquired in 2022
- ▶ 90.9% stake
- ▶ Business Correspondent business
- ▶ ZMPL focuses on banking correspondent operations through a wide network of service points for various banks, supporting core customer services

90.9% Stake acquired for Rs. 110.1 Crores

Significant expansion of the BC Business

Aadifidelis Solutions Private Limited

- ▶ Acquired in 2024
- ▶ 57.0% stake
- ▶ Loan Disbursement business
- ▶ ASPL is one of the leading loan disbursement companies in India engaged in disbursement and processing of loans for corporates and individuals in India

57.0% Stake acquired for Rs. 123 Crores

Strategic entry into Loan Disbursement

5. Expansive Network Reach

Business Correspondents (BC) Services (including Loan Disbursement)

46,800+

Business
Correspondents
(as on June 30,
2026)

30,800+

Rural / Semi-Urban
Codes

16,000+

Urban Codes

300+

Services Offered

165

Bank/NBFC Tie-ups
(as on June 30, 2026)

**Rs. 1,11,000 +
Crores**

Gross Transaction Value in
FY26

130+

Million Transactions
in FY26

E-Governance Services

700+

G2C & B2C Services

24,000+

BLS Touchpoints in UP &
Other States

Punjab

West Bengal

Rajasthan

Uttar Pradesh

Gujarat

Birth and death registrations, PAN
issuance, property registrations, Identity
Enrolment, etc.

Assisted E-services

1,58,600+

Total BLS Touchpoints
(as on June 30, 2026)

IRCTC bookings, e-commerce,
insurance, telemedicine, education
and others services



6. Cross-selling and Up-selling under Digital Services

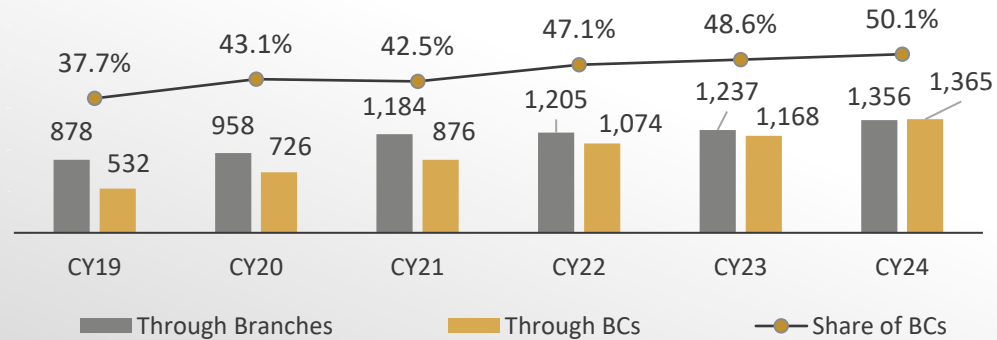
We intend to become the “Go to Market Platform” for various business verticals including fintech and digital platforms. The assisted digital convenience stores (BLS Touchpoints) act as the “One-stop solution” for availing various products & services on the digital platform called BLS Sewa app



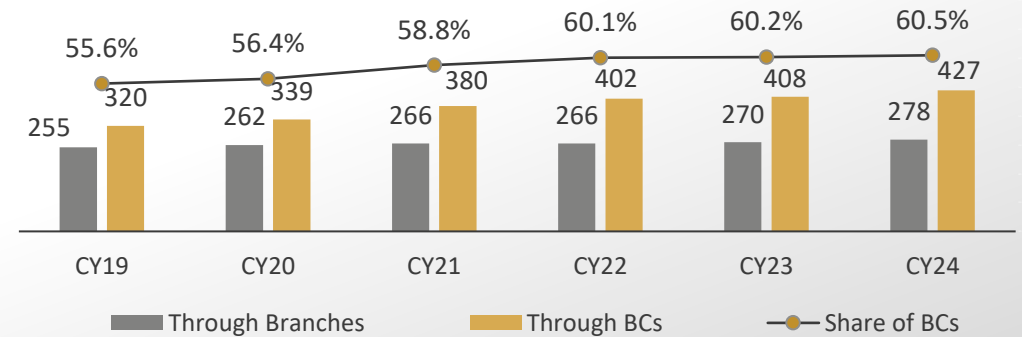
7a. Tailwinds in BC Industry – Driving Financial Inclusion in Remote Areas

BC's Handle 60.5% of BSDA Transactions in CY24, up from 55.6% in CY19, highlighting their role in Financial Inclusion

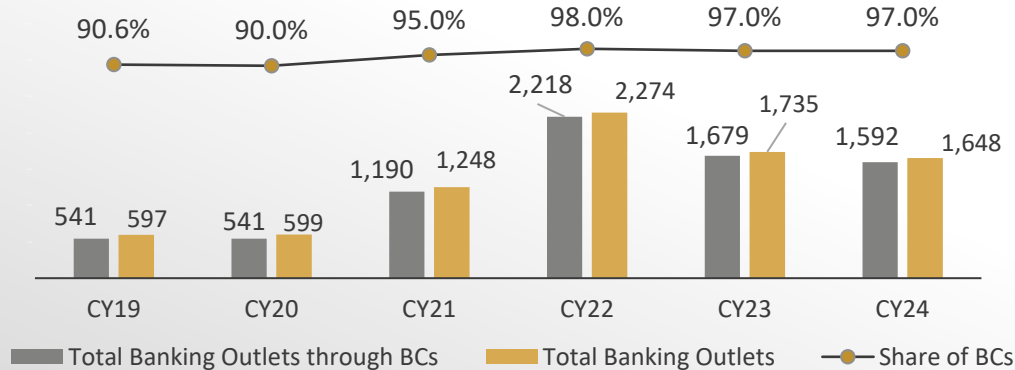
Transaction in BSBDA through BCs by Value (INR Bn)



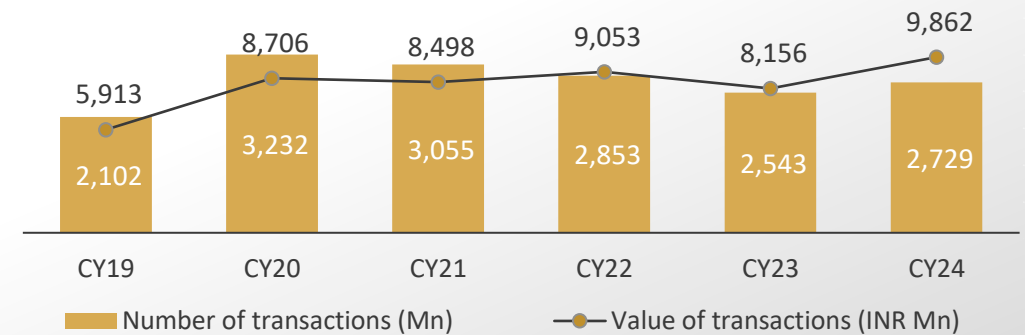
Transaction in BSBDA through BCs by Volume (Mn)



Rising BC-ICT Transactions at Village Banking Outlets ('000s)



BC- ICT Transactions in villages reached 2,729 Mn in CY24 indicating digital banking growth



7b. India's E-Governance– Enhancing Service Delivery Through Technology & Transparency

Transaction in BSBDA through BCs by Value (INR Bn)

Particulars	EGDI	OSI
China	0.8119	0.8876
Russia	0.8162	0.7368
Brazil	0.7910	0.8964
South Africa	0.7357	0.7487
India	0.5883	0.7934

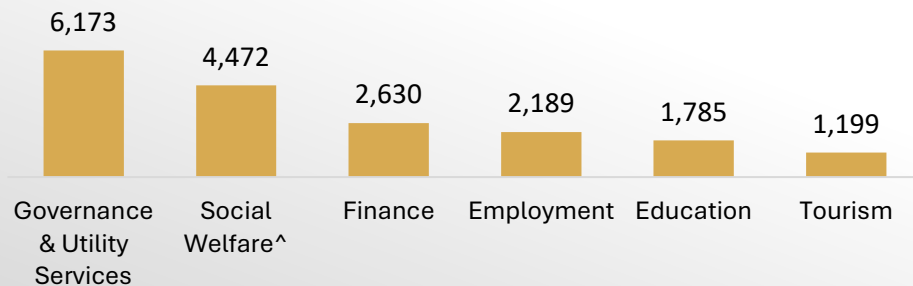
Transaction in BSBDA through BCs by Volume (Mn)

Particulars	EGDI	OSI
EGDI Composite Score	0.3834	0.5883
Rank	118	105

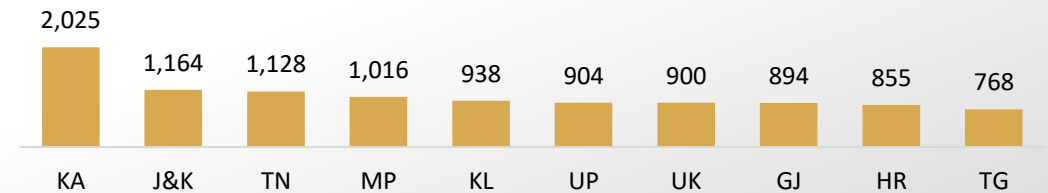
The E-Government Development Index (EGDI) is the weighted average of normalised scores on the three most important dimensions of e-Government:

- ▶ The Scope and quality of online services as online Service Index (OSI)
- ▶ The Status of the development of telecommunication infrastructure or the Telecommunication Infrastructure Index (TII)

E-services across state/UTs in India (CY24)



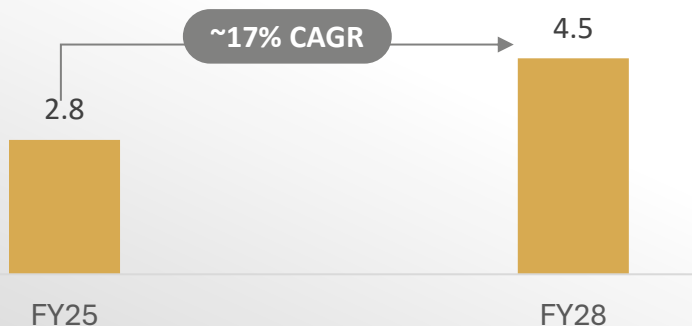
Top 10 states/UTs and their status of e-services provided to citizen



7c. Tailwinds in Loan Disbursement Markets

India's loan disbursement market, including banking and non-banking financial companies (NBFCs), plays a pivotal role in fuelling economic growth through credit disbursement across retail, MSME, housing, and other segments

India Systemic Credit Market (USD Tn.)



Segments	Market Size (FY25, USD Bn)	Share of Total Retail Credit
MSME Loans	~510	52%
Housing Loans	~459	46%
Auto Loans	~145	15%
Personal Loans	~176	18%
Gold Loans	~149	15%
Microfinance	~46	5%

Key Growth Drivers

Economic Expansion and Rising Incomes:

India's GDP growth at 6.3-6.4% for FY 2025-27 boosts disposable incomes and consumerism, driving demand for personal and housing loans

Digitalisation and Fintech Boom:

The fintech market, valued at USD 111 Billion, is projected to reach USD 421 Billion by 2029, with digital lending improving efficiency and inclusion via UPI

Financial Inclusion Initiatives:

Programmes like Pradhan Mantri Jan Dhan Yojana (PMJDY) have opened 541 Million accounts, facilitating credit access in rural/semi-urban areas (67% of accounts)

Urbanisation and Sector-Specific Demand:

Increasing urbanisation fuels housing and auto loans, while gold loans surge due to cultural affinity and economic volatility



Key Investment Highlights



Asset Light Model

01

Merchant led business model wherein all the BLS touch points & BLS E-stores are either owned or leased by merchants

BLSe provide them with necessary technology and other infrastructure (as applicable) enabling them to extend services to the end consumers

Cross-selling & Up-selling opportunities

02

BLSe's ability to bring together the advantages of G2C, B2B and B2C models within a single platform, provides a significant opportunity to cross sell and up-sell wide range of products & services to the citizens through its vast network

Diverse sources of revenue and negligible customer acquisition and retention costs

03

BLSe charge consumers with a service fee and transactional commission. Further charge merchants a registration fee, renewal fee, new service activation fee, etc other than the transaction fee for use of services available on their portal

Proven track record of successfully integrating acquisitions

04

BLSe have a history of acquiring complementary businesses, that complement existing capabilities, revenue streams and marketing presence. Past acquisitions include Starfin and Zero Mass (ZMPL). Acquired 57% of Aadifidelis Solutions Pvt. Ltd., a loan disbursement and processing company in India

Network with Pan India presence

05

BLSe has Pan India presence through its widespread network of 156,800+ BLS Touchpoints and 46,800+ CSPs

Organic Growth

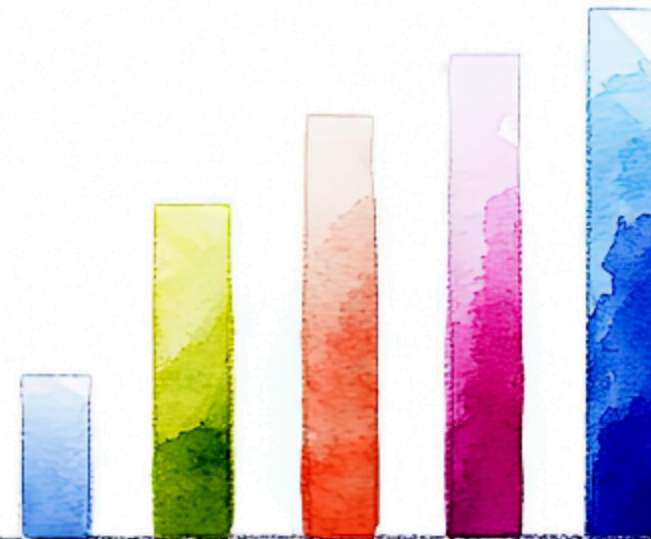
- ▶ Focus on volume led growth across the various verticals of BCs, Loan Disbursement, E-Gov & Assisted E-services
- ▶ Follow an aggressive strategy to win new government tenders for E-governance business
- ▶ New tie-ups with financial institutions viz Banks, Insurance companies, NBFC, etc.
- ▶ Continue to engage with new vendors for expanding B2B2C service offerings of BLSe
- ▶ Enhance the quality of services thereby enhancing customer experience

Invest in technology to further build robust systems and processes

- ▶ Strengthen our technology infrastructure to develop new capabilities and consolidate our existing platforms
- ▶ Invest in technologies, infrastructure & manpower to tap exciting possibilities related to digitalization, last mile penetration & enhanced service experience

Inorganic Opportunities

- ▶ Actively scouting for strategic inorganic opportunities, which would provide synergy to the existing businesses, with an objective to maximize shareholder's value



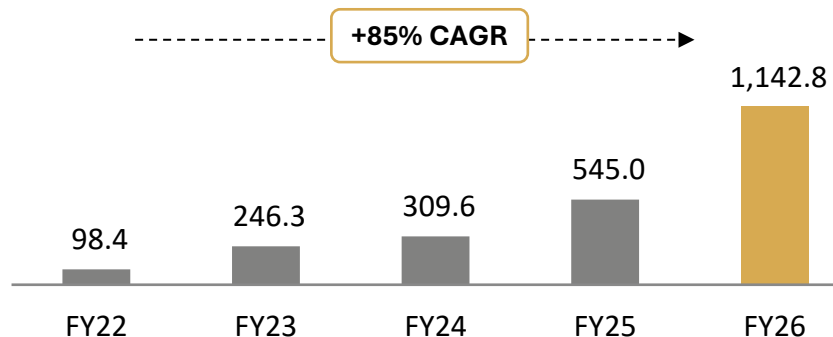
Historical Financial Highlights



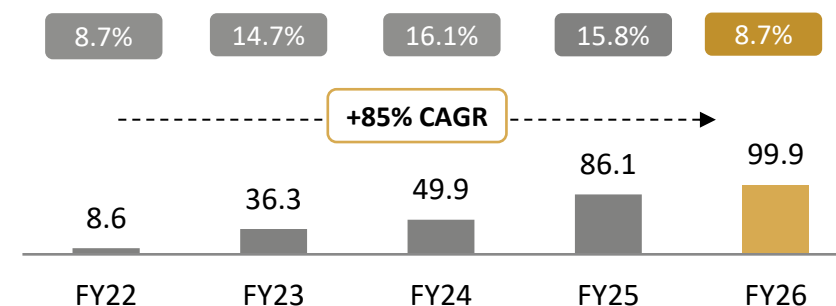
Consolidated Key Financial Highlights

in Rs. Crores

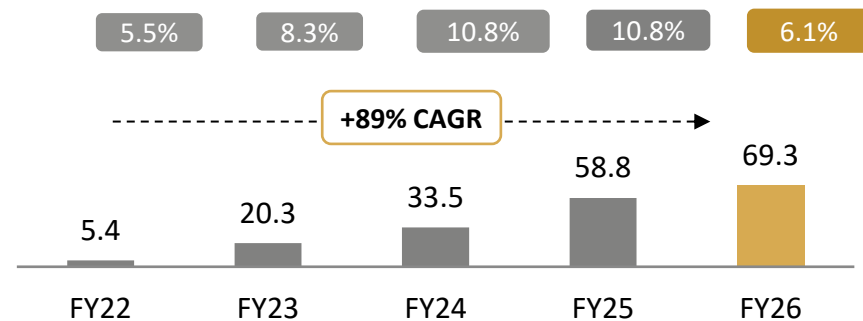
Total Income



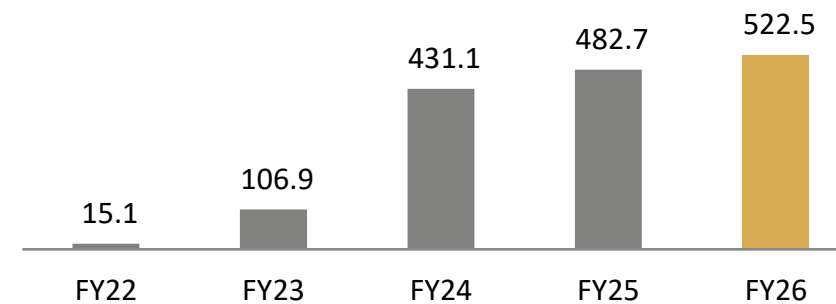
EBITDA* & EBITDA Margin*



PAT & PAT Margin



Net Worth



Consolidated Historical P&L Statement

in Rs. Crores

Particulars (in Rs. Crores)	FY22	FY23	FY24	FY25	FY26
Revenue from Operations	96.7	243.1	301.5	519.4	1,117.8
Other Income	1.7	3.2	8.1	25.7	25.0
Total Income	98.4	246.3	309.6	545.0	1,142.8
Cost of Services	63.5	161.7	207.6	401.3	980.8
Employee Benefit Expenses	6.4	23.2	29.7	37.1	42.7
Other Expenses	19.9	25.1	22.3	20.5	19.4
EBITDA*	8.6	36.3	49.9	86.1	99.9
EBITDA Margin* (%)	8.7%	14.7%	16.1%	15.8%	8.7%
Operating EBITDA	6.9	33.1	41.8	60.5	74.9
Operating EBITDA Margin (%)	7.1%	13.6%	13.9%	11.6%	6.7%
Finance Costs	1.0	3.9	0.9	0.8	0.7
Depreciation	0.8	2.8	3.4	6.2	6.3
PBT before Exceptional Items	6.8	29.6	45.7	79.1	92.9
PBT Margin (%)	6.9%	12.0%	14.8%	14.5%	8.1%
Tax Expenses	1.4	6.6	12.2	20.3	23.7
PAT	5.4	20.3	33.5	58.8	69.3
PAT Margin (%)	5.5%	8.3%	10.8%	10.8%	6.1%

Consolidated Historical Balance Sheet

in Rs. Crores

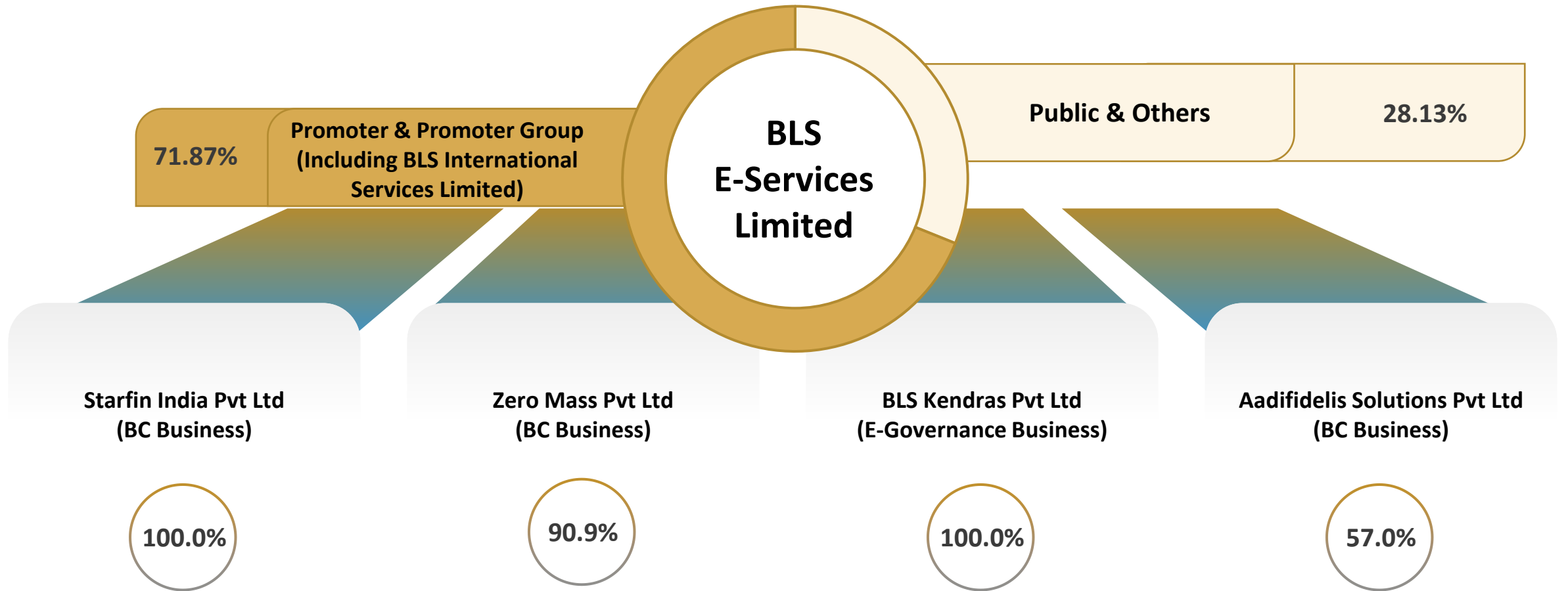
Consolidated (in Rs. Crores)	Mar-22	Mar-23	Mar-24	Mar-25	Mar-26
ASSETS					
Non-current assets					
Property, Plant and Equipment	0.2	1.1	4.7	5.5	7.2
Goodwill	8.0	81.5	81.5	167.0 *	167.0
Other Non-Current Assets	20.9	26.7	115.0	225.2	54.1
Current Assets					
Inventories	-	0.6	1.6	0.5	0.2
Trade Receivables	8.5	18.2	25.2	93.4	119.2
Other Current Assets	18.3	51.5	281.7	212.0	414.3
Total Assets	55.9	179.5	509.7	703.6	761.9
EQUITY & LIABILITIES					
Equity Share Capital	0.0	66.7	90.9	90.9	90.9
Other Equity	6.8	40.2	340.3	391.9	431.6
Share Capital pending allotment	8.3	-	-	-	-
Non-Controlling Interest	-	4.5	6.6	35.6	47.3
Total Equity	15.1	111.5	437.8	518.4	569.8
Long-term Borrowings	7.3	-	-	-	-
Other Non-Current Liabilities	5.8	4.1	6.1	5.3	5.0
Short-term Borrowings	1.5	-	-	-	-
Trade Payables	7.9	2.5	3.2	56.0	82.1
Other Financial Liabilities	15.2	53.4	53.8	110.6 *	88.7
Other Current Liabilities	3.2	8.0	8.8	13.4	16.3
Total Equity & Liabilities	55.9	179.5	509.7	703.6	761.9

*Restated Financials: The comparative figures have been restated in accordance with IND AS 103 'Business Combinations'

Annexures



Corporate Structure



Only key operational subsidiaries have been included

Thank You



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