

May 15, 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 May 14, 2025 with respect to Audited Consolidated and Standalone financial results of the Company for the Fourth Quarter and year ended March 31, 2025.

You are requested to take the same on your records.

For **BLS E-Services Limited**

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**Rahul Sharma**  
**Executive Director and Chief Financial Officer**  
**DIN: 06879073**

## BLS E-Services Limited reports Q4 & FY25 Financial & Operational Performance

### BLS E-Services Surpasses Rs. 500 Crore Revenue Milestone in FY25

*Total Income surged by 76.0% YoY to Rs. 545.0 Crores*

*PAT grew by 75.4% YoY to Rs. 58.8 Crores*

*Company declares a maiden dividend of Rs. 1 per share*

**New Delhi, 14<sup>th</sup> May 2025:** BLS E-Services Limited (BLSe), a technology-enabled digital service provider, announced its audited consolidated financial results for the quarter and full year period ended 31<sup>st</sup> March 2025.

#### Consolidated Financial Highlights:

Particulars (Rs. Crores)	Q4FY25	Q4FY24	YoY	FY25	FY24	YoY
Revenue from Operations	239.2	73.6	224.8%	519.4	301.5	72.3%
<b>Total Income</b>	<b>245.2</b>	<b>78.7</b>	<b>211.5%</b>	<b>545.0</b>	<b>309.6</b>	<b>76.0%</b>
<b>EBITDA*</b>	<b>25.4</b>	<b>16.0</b>	<b>59.3%</b>	<b>86.1</b>	<b>49.9</b>	<b>72.5%</b>
<b>EBITDA Margin* (%)</b>	<b>10.4%</b>	<b>20.3%</b>		<b>15.8%</b>	<b>16.1%</b>	
Operating EBITDA	19.4	10.9	78.3%	60.5	41.8	44.5%
Operating EBITDA Margin (%)	8.1%	14.8%		11.6%	13.9%	
<b>Profit after Tax (PAT)</b>	<b>17.3</b>	<b>10.9</b>	<b>58.7%</b>	<b>58.8</b>	<b>33.5</b>	<b>75.4%</b>
PAT Margin (%)	7.1%	13.9%		10.8%	10.8%	

*\*Including Other Income*

**Speaking about the performance and recent updates, Mr. Shikhar Aggarwal, Chairman, BLS E-Services Ltd. said:** “We are delighted to report a remarkable performance in FY25, as we achieved several milestones during the fiscal year. FY25 marked our highest-ever financial performance, as we surpassed Rs. 500 Crores milestone in Total Income during the year, which was reported at Rs. 545 Crores, a notable YoY growth of 76%. The successful completion and consolidation of Aadifidelis Solutions Pvt Ltd (ASPL) is another milestone we achieved, which also aided to our topline growth. EBITDA and PAT too witnessed a robust growth of 72.5% and 75.4% respectively, in FY25.

As we move forward, our strategic focus is on enhancing digital infrastructure to improve accessibility and penetrate new market segments. We foresee a significant opportunity with the government increasingly outsourcing G2C services to third parties, amidst the growing need for scalability, cost-efficiency and last-mile connectivity. The Indian Government is focussed on expanding financial inclusion through schemes like Pradhan Mantri Jan Dhan Yojana, Direct Benefit Transfer, and others.

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

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www.blseservices.com

*We believe we are aptly positioned to capture the significant opportunities in the industry and are dedicated to providing technology-enabled services for the underserved rural communities at the grassroot levels in the country.”*

**Key Financial Highlights:****FY25**

- The company's Total Income stood at Rs. 545.0 Crores in FY25 as compared to Rs. 309.6 Crores in FY24, a growth of 76.0% YoY, primarily due to consolidation of Aadifidelis, acquired in November 2024
- EBITDA registered a growth of 72.5% to Rs. 86.1 Crores from Rs. 49.9 Crores in FY24. EBITDA Margin stood at 15.8% in FY25, compared to 16.1% in FY24
- PAT surged to Rs. 58.8 Crores as compared to Rs. 33.5 Crores in FY24, a growth of 75.4% YoY. PAT Margin was at 10.8% in FY25

**Q4FY25**

- Consolidated Total Income for the quarter was at Rs. 245.2 Crores as compared to Rs. 78.7 Crores reported in Q4FY24, a growth of 211.5%, driven by higher transaction volume and value in BC business and also due to consolidation of Aadifidelis acquired in November 2024
- EBITDA stood at Rs. 25.4 Crores compared to Rs. 16.0 Crores in Q4FY24, up by 59.3% YoY. EBITDA Margin stood at 10.4% in Q4FY25
- PAT grew by 58.7% to Rs. 17.3 Crores, as compared to Rs. 10.9 Crores reported in Q4FY24. PAT Margin stood at 7.1% in Q4FY25

**Other Key Highlights:**

- During FY25, BLSe facilitated approximately 14.0 Crore transactions translating into a Gross Transaction Value of over Rs. 87,000 Crores, as compared to 13.4 Crore transactions with a Gross Transaction Value of over Rs. 72,000 Crores in FY24
- The Gross Transaction Value of over Rs. 87,000 Crores includes approximately Rs. 12,000 Crores in loan disbursements by BLSe and ASPL for various banks & financial institutions during FY25
- The company's vast network stands at 1,42,000+ touchpoints, along with 44,800+ Customer Service Points (CSP) under the Business Correspondent segment, at the end of FY25
- During the quarter, the company established key partnerships with Canara Bank, Central Bank of India, SBI (for Home Loan Counsellor services), MeraDoc (for Healthcare services), SBI General Insurance, Aditya Birla Health Insurance, and Bajaj Finserv (for EMI Card distribution)

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**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](http://www.blsecurities.com)

**For more information, please contact:**

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**Disclaimer:**

*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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