

Date: February 3, 2026

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- Q3 FY 2025-26

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 for the quarter ended December 31, 2025.

The above information will also be available on the website of the Company at www.bluspring.com.

Request you to please take the same on record.

Yours sincerely,

For **Bluspring Enterprises Limited**

Arjun Sunil Makhecha

Company Secretary & Compliance Officer

Membership no. ACS 29253

Encl: as above

Bluspring Enterprises Limited

Regd. Office: 3/3/2, Bellandur Gate, Sarjapur Main Road, Bengaluru – 560103, Karnataka

Tel: 080-6105 6001 | E-mail: corporatesecretarial@bluspring.com | CIN: L81100KA2024PLC184648



BLUSPRING ENTERPRISES LIMITED

Q3 FY26 Investor Presentation

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This presentation contains statements that constitute forward looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company including to reflect actual results, changes in assumptions or changes in factors affecting these statements. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. This presentation may contain certain currency exchange rates and the same have been provided only for the convenience of readers.

Agenda

- 1 Company Overview**
- 2 Quarterly Highlights**
- 3 Segment-wise Updates**
- 4 Financials**
- 5 Looking Ahead**

1**Company Overview**

About Bluspring Enterprises Limited



India's leading integrated infrastructure management company offering a diversified range of services

Integrated Facility Management

POWERED BY



Telecom Network Services

POWERED BY



Food and Hospitality

POWERED BY



Engineering Asset Management

POWERED BY



Integrated Security Solutions

POWERED BY




What We Do

Facility and Food



Services offered:

- Soft & Hard Services
- Pest Control & Landscaping
- On-site and central kitchen
- Event Catering


 60% | ₹ 1,511 Cr

Telecom & Industrial



Services offered:

- O&M, Installation & Commissioning
- Digital Consulting
- Network Deployment & Tower Infra Management


 19% | ₹ 458 Cr

Security



Services offered:

- Man-guarding
- Electronic Security
- Event Management
- Security Audits

 19% | ₹ 489 Cr



foundit (Investment)

foundit Jobs Career Solutions Prep Learn Career Advice


Over 8,00,000 openings delivered perfectly

Q Search by Skills, Company or Job Title Location Experience Search



Services offered:

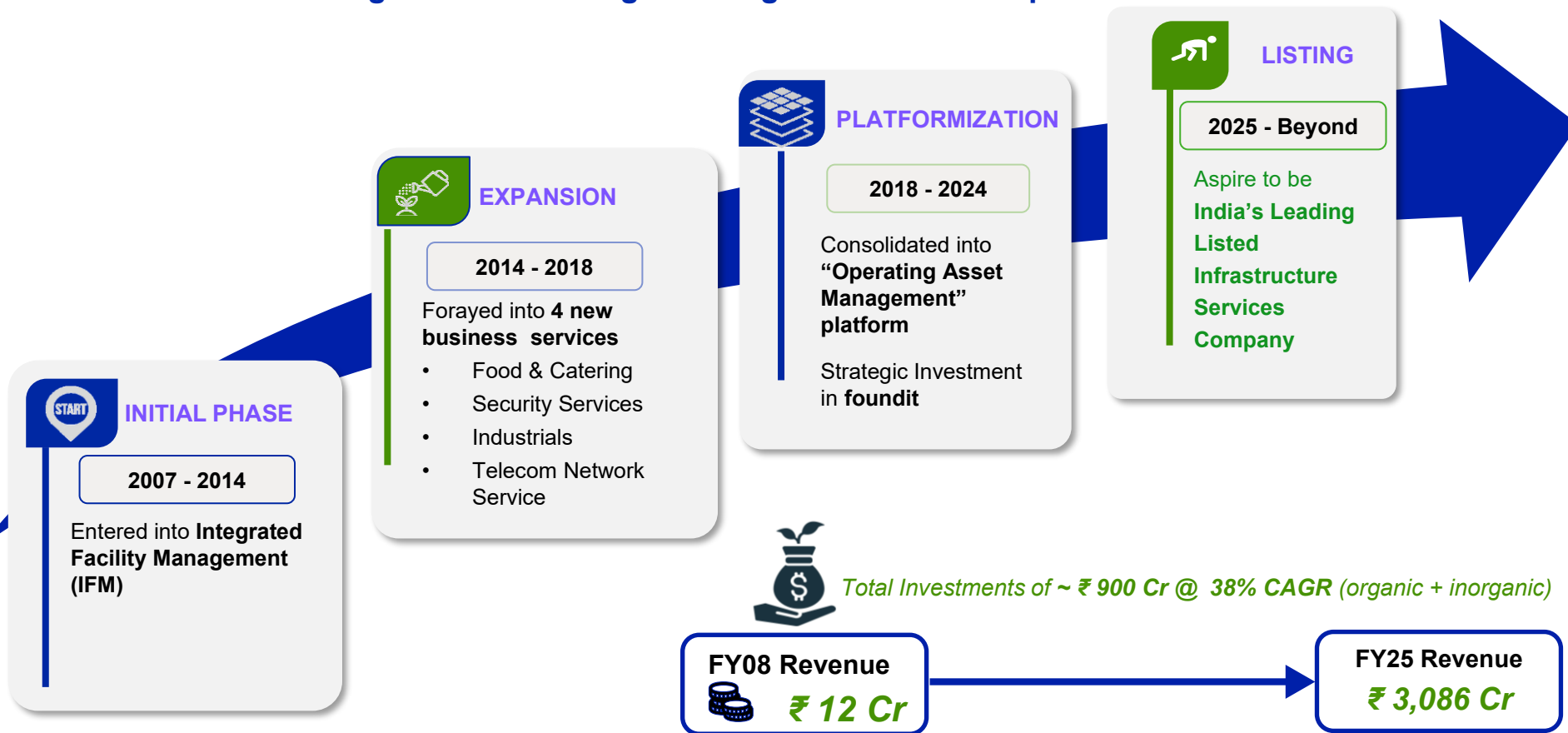
- AI powered Job Search
- Enterprise and Tele sales
- Courses & Skill Assessments
- Resume services

 2% | ₹ 59 Cr



Our Evolution

Strong track record of generating value across acquired businesses



We drive
tangible impact
for our
customers



1,000+
Clients



366 Mn+ Sq. Ft.
Space Managed



182k+
Meals Served per Day



2.4k+
Sites Secured



100+ Hospitals
Managed



237k
Telecom Network Nodes
Maintained per month



2,000+ MW
Power Capacity Served



39 MTPA
Metal Capacity Served



13 Mn+
Job Seekers

Board of Directors



Ajit Isaac

Chairman and
Non-Executive
Director



**Gopalakrishnan
Soundarajan**

Non-Executive
Director

Director, Hamblin Watsa
Investment Counsel & CEO,
Fairfax India



Anish Thurthi

Non-Executive
Director

Director, Fairbridge
Capital Private Limited



Dinkar Gupta

Independent
Director

IPS Officer of the 1987
batch of the Punjab
cadre & former Director
General of NIA



N. Suresh Krishnan

Independent
Director

MD at Paradeep Phosphates
Limited, Chairman of FAI &
member with Boards
of Directors of IFA
and ZMPPL



Srivathsala K.N.

Independent
Director

Member of the Board of
Campus Fund & serves
on the Governing Council
of AIC Nitte College of
Engineering



Sanjay Anandaram

Independent
Director

Executive Board Member
of MOSIP, Governing body member
of TIE Bengaluru
& Leads the digital diplomacy
initiative at ISPIRT

Management Team



Kamal Pal Hoda

Executive Director
& CEO

Quess (CFO), Hindustan Zinc
(CFO-Mines)



Rapul Sridhar

Chief Financial
Officer

Quess (Finance Head),
Goldman Sachs



Priyanka Priyadarshini

Group Head - HR

OTIS Elevators, HDFC Life



Nitin Trikha

CEO, IFM & Food and
Hospitality Services

Sodexo (COO), Convergys



Ramneek Teng

CEO, Engineering Asset
Management Services

Indigrid, Bharti Enterprises



Amitabh Kundan

CEO, Integrated
Security Services

G4S, Airtel



Ashish Kapoor

Director & CEO,
Telecom Networks Services

Nokia Siemens Networks, Airtel



..with Steadfast Commitment to Corporate Governance..

50% of directors are Independent



Independent
Directors

Non-Executive
Directors



Chairman &
Non-Executive
Director



CEO & Executive
Director

Auditors

Deloitte.



Grant Thornton

Consulting partners



.. along with Strong Institutional Backing and Promoter Holding



Ajit Issac*
(Founder promoter)



FAIRFAX*
FINANCIAL HOLDINGS LIMITED
(Investor promoter)



58.2%

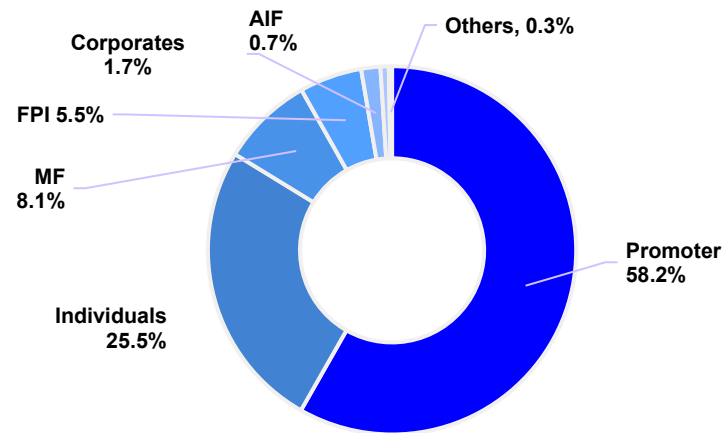
Marquee Investors | Holdings

Tata MF | 7.2%

**Ashish Dhawan |
5.0%**






**Ellipsis Partners LLC |
3.7%**

Well-Diversified Investor Base



Total: 14,89,49,413 Shares

Key Differentiators

				
<p>Compliance without Compromise</p> <p>Statutory, labour, safety & sectoral compliance embedded by design.</p> <p>Eliminates operational & reputational risk.</p>	<p>Agility at National Scale</p> <p>Rapid mobilisation, ramp-up/down, multi-city execution.</p> <p>Speed without quality dilution.</p>	<p>Integrated Offerings</p> <p>One partner, one contract, one digital spine.</p> <p>Simplified governance & vendor reduction.</p>	<p>People + Technology Engine</p> <p>90,000+ trained workforce powered by a unified digital stack.</p> <p>Predictable outcomes, visibility, control.</p>	<p>Services proven across Sectors</p> <ul style="list-style-type: none">• 8+ sectors with PAN India Presence• Single governance framework• Zero compromise on safety, training, and compliance

Brands that Trust Us



adani



FOXCONN



TATA STEEL

Cognizant



Mahindra Rise.

amazon



manipalhospitals
LIFE'S ON



SIEMENS

S&P Global simpliwork

2**Quarterly Highlights**

Q3 FY26 Key Financial Highlights (excl. foundit)

Revenue : INR 844 Cr

▲ 10% YoY | ▲ 1% QoQ

EBITDA Margin: 3.8%

▲ 4 bps YoY | ▲ 37 bps QoQ

Headcount: 91,000+

▲ 4% YoY | ▲ 1% QoQ

PAT* : INR 19 Cr

▲ 54% YoY | ▲ 14% QoQ

PAT Margin* : 2.2%

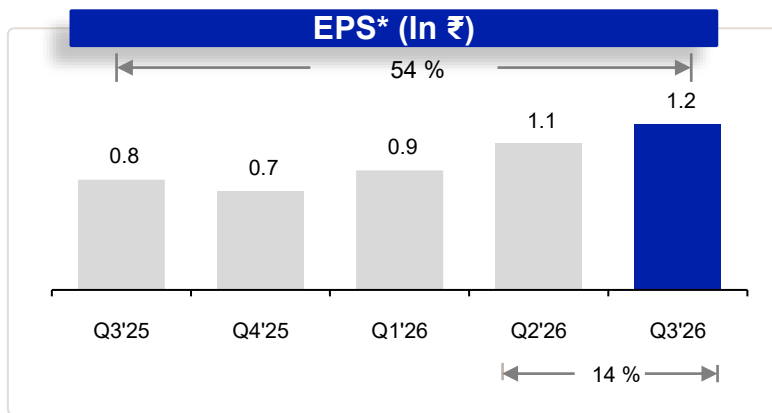
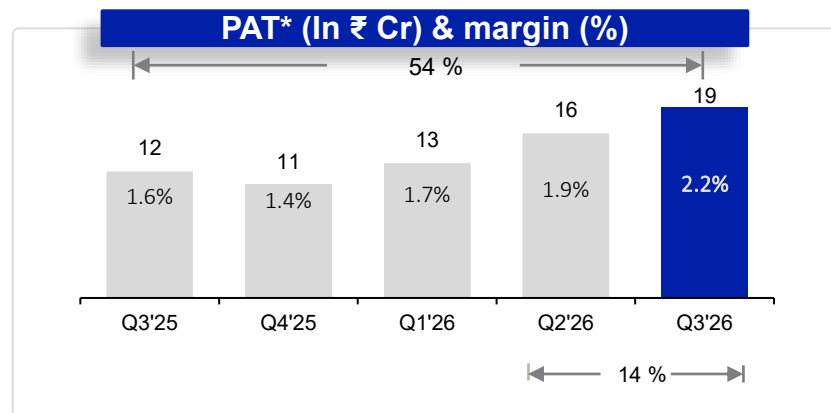
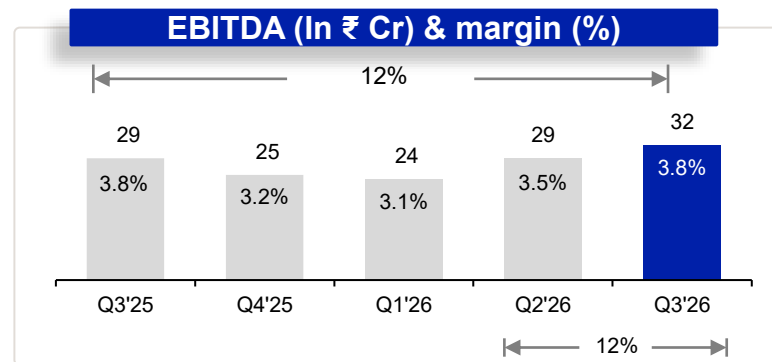
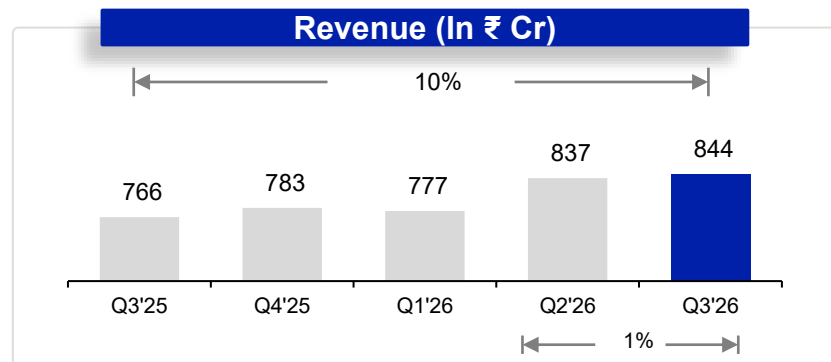
▲ 62 bps YoY | ▲ 25 bps QoQ

EPS*: INR 1.2

▲ 54% YoY | ▲ 14% QoQ

*Note: Adjusted for one time exceptional items

Q3 FY26 Financial Updates (excl. foundit)



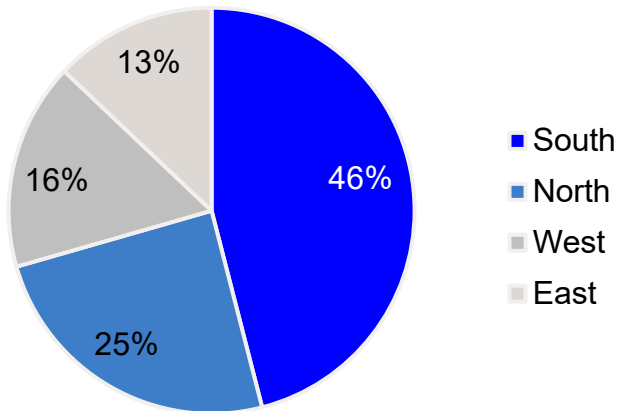
*Adjusted PAT and adjusted EPS for the periods Q3FY25, Q4FY25, Q1FY26, Q3FY26 excludes one-time exceptional item

Diversified Revenue Mix across Sectors (excl.foundit)

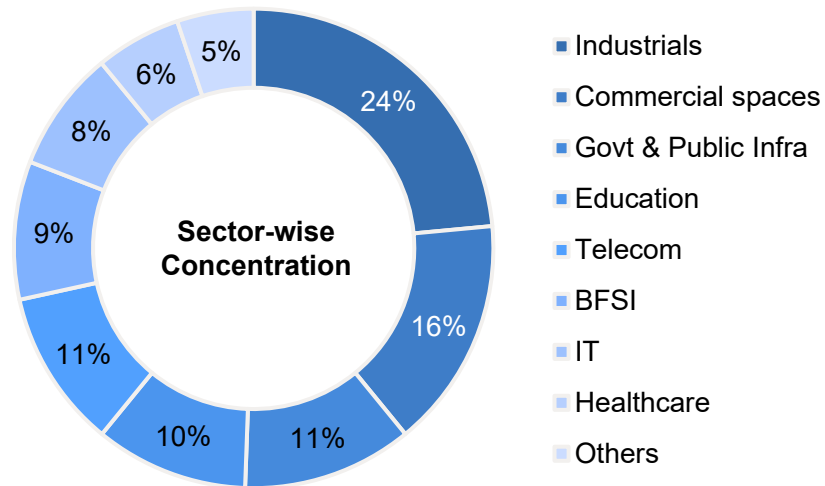
Client and Zonal distributions

Clients	Revenue contribution
Top 10	29%
Top 20	41%
Top 30	49%

Zone-wise Concentration



Diversification across sectors



3

Segment-wise Updates

Q3 FY26 Financial Highlights (excl. foundit)

Figures In ₹ Cr

Revenue	Q3 FY26	YoY	QoQ
Facility & Food	521	▲ 11%	▲ 1%
Telecom & Industrials	151	▲ 2%	▼ 3%
Security	173	▲ 15%	▲ 3%
Total	844	▲ 10%	▲ 1%

EBITDA	Q3 FY26	YoY	QoQ
Facility & Food	23	▲ 8%	▲ 13%
Telecom & Industrials	15	▲ 36%	▲ 17%
Security	4	▼ 2%	▼ 15%
Total	43	▲ 15%	▲ 10%

Consolidated

EBITDA	32	▲ 12%	▲ 12%
EBITDA Margin %	3.8%	▲ 4 bps	▲ 37 bps
HC	91k	▲ 4%	▲ 1%

Adjusted. PAT	19	▲ 54%	▲ 14%
Adj. PAT Margin %	2.2%	▲ 62 bps	▲ 25 bps
Adj. EPS	1.2	▲ 54%	▲ 14%

Key commentary

1. FM & Food:

- Revenue: 11% YoY growth due to new contract mobilization of business with an ACV of ₹ 79 Cr
- EBITDA: 8% YoY growth due to addition of new business and 13% QoQ largely due to good performance of education sector of food business

2. Telecom & Industrials:

- Revenue: Telecom business impacted by slowdown in new network roll out
- EBITDA: 36% YoY growth and 17% QoQ growth due to cost optimization and ECL improvement

- 3. Security:** 15% YoY revenue growth due to new HC additions of 12% YoY i.e. 2,575. EBITDA down by 15% QoQ due to certain one-off provisioning towards receivables

9M FY26 Financial Highlights (excl. foundit)

Figures In ₹ Cr

Revenue	9M FY26	9M FY25	YoY	EBITDA	9M FY26	9MFY25	YoY
Facility & Food	1,511	1,342	▲ 13%	Facility & Food	63	67	▼ 6%
Telecom & Industrials	458	415	▲ 10%	Telecom & Industrials	39	33	▲ 18%
Security	489	429	▲ 14%	Security	13	13	▼ 3%
Total	2,458	2,186	▲ 12%	Total	115	114	▲ 1%

Consolidated

EBITDA	85	85	▲ 0%	Adjusted PAT	48	40	▲ 21%
EBITDA Margin %	3.5%	3.9%	▼ 42 bps	Adj. PAT Margin %	1.9%	1.8%	▲ 14 bps
HC	91k	88k	▲ 4%	Adj. EPS	3.2	2.7	▲ 21%

Key commentary

1. FM & Food:

- Revenue: 13% YoY growth due to addition of new clients with an ACV of ₹ 188 Cr
- EBITDA: Impacted due to investments in new leadership and descoping of a high margin client

2. Telecom & Industrials:

10% YoY growth in Revenue and 18% in EBITDA due to addition of new contracts along with margin expansion in industrial and higher share of one-time activity-based in telecom contracts in Q2 along with measures to reduce cost & reversal of ECL

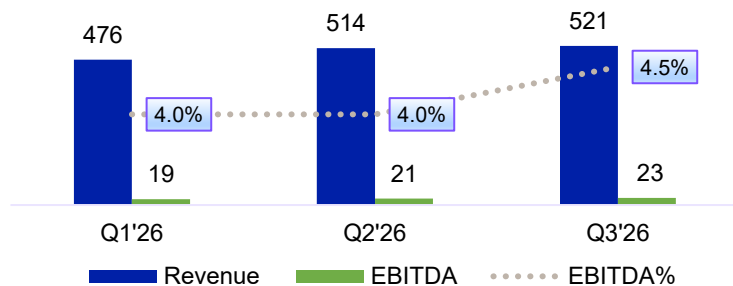
3. Security:

14% YoY revenue growth was on account of strong headcount addition of 12% YoY i.e. 2,575 HCs

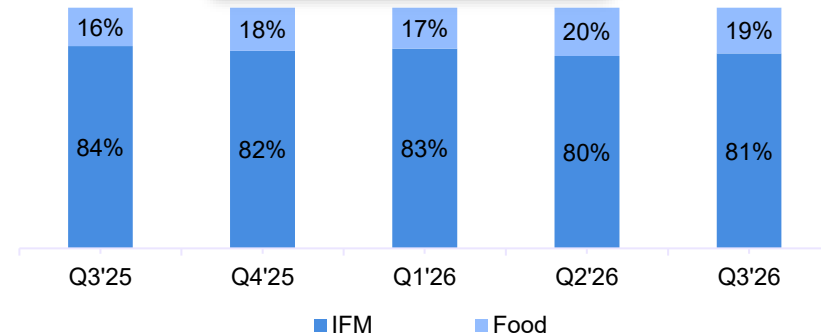
Facility and Food Services – Business Performance

Financial Performance (₹ cr)

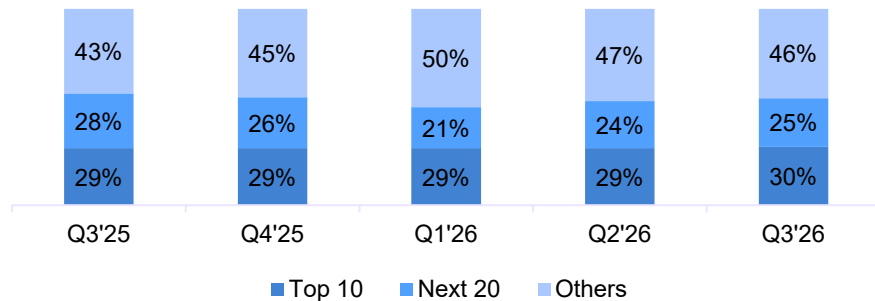
Revenue and EBITDA Trend



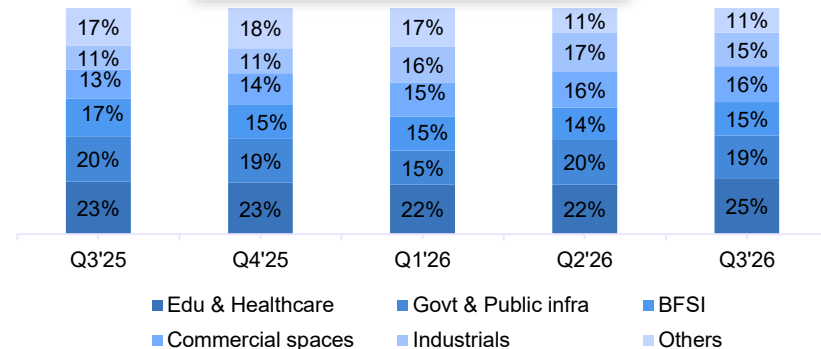
Revenue Distribution



Client concentration%



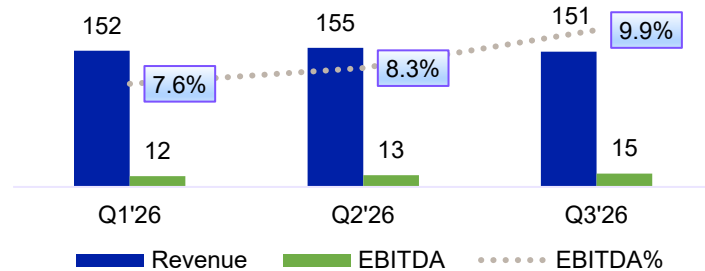
Sector-wise concentration%



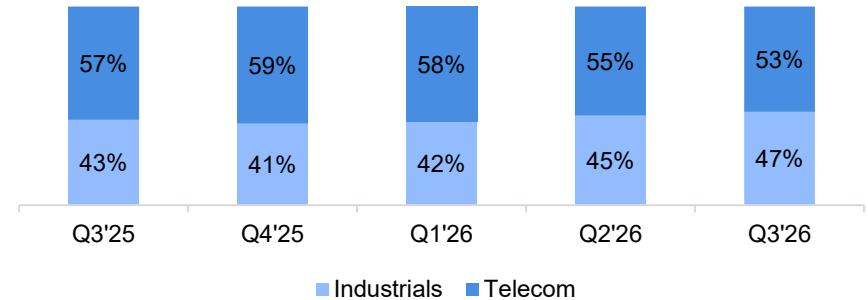
Telecom and Industrial Services – Business Performance

Financial Performance (₹ cr)

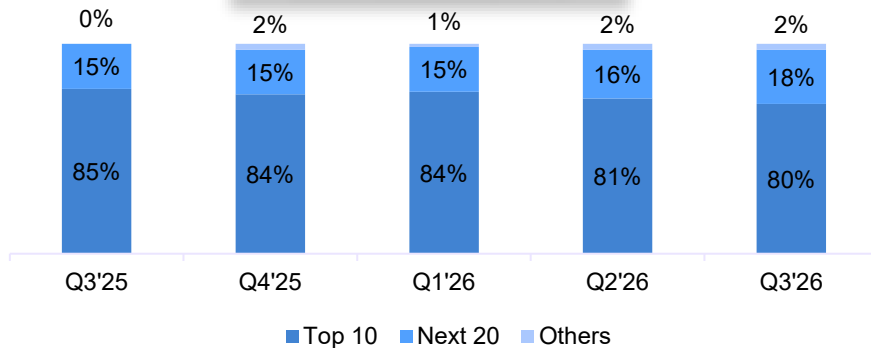
Revenue and EBITDA Trend



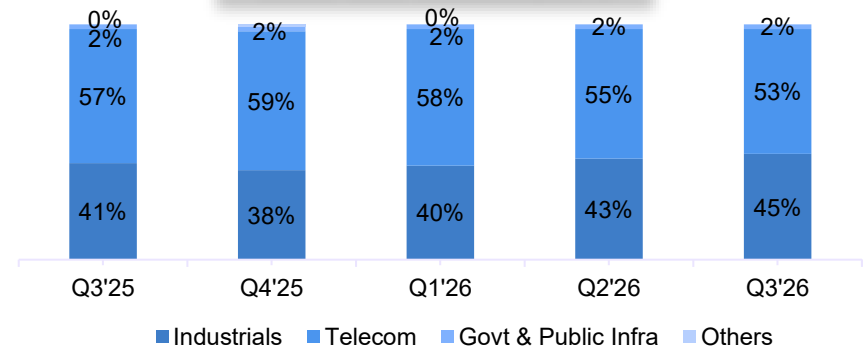
Revenue Distribution



Client concentration%



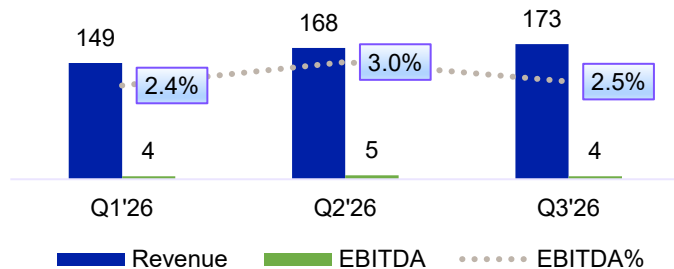
Sector-wise concentration%



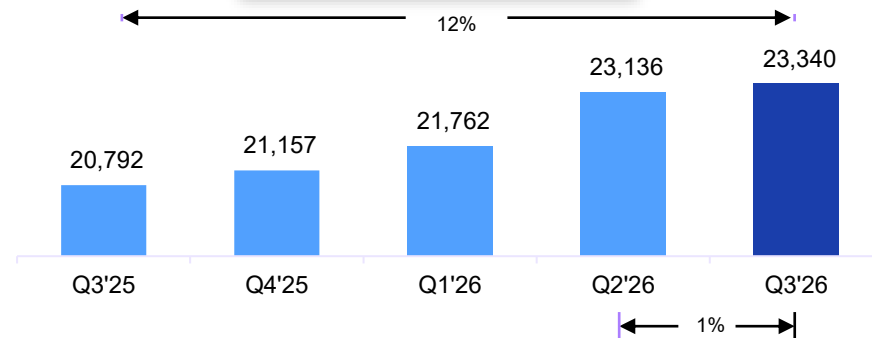
Security Services – Business Performance

Financial Performance (₹ cr)

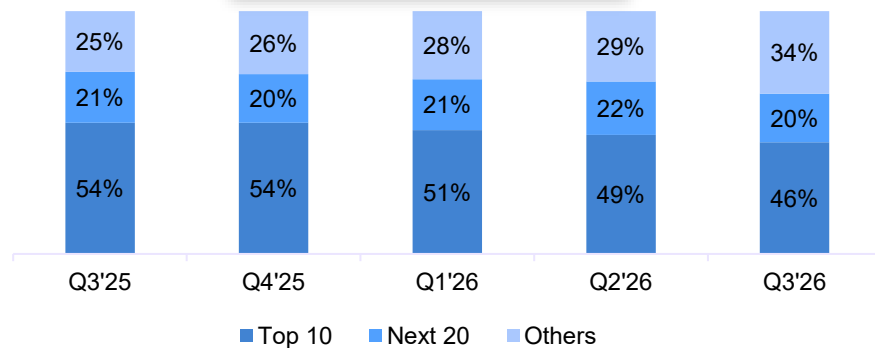
Revenue and EBITDA Trend



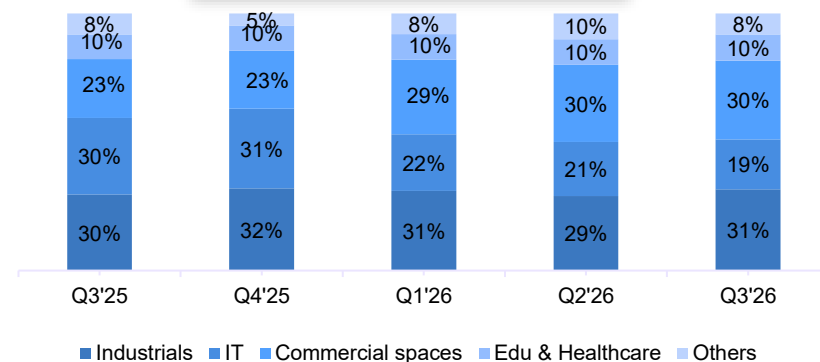
Headcount



Client concentration%



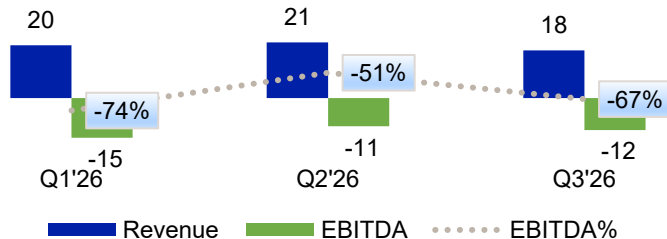
Sector-wise concentration%



Foundit – Business Performance

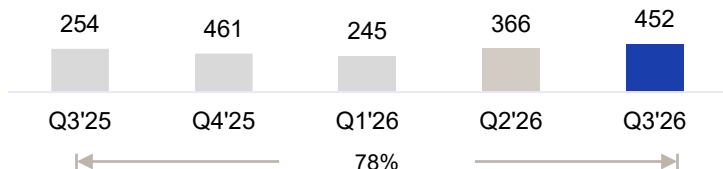
Financial Performance (₹ cr)

Revenue and EBITDA* Trend



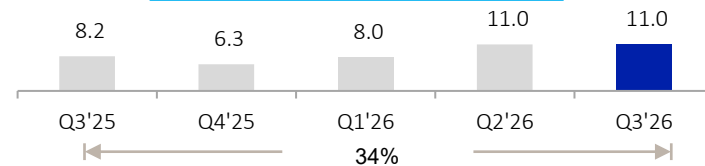
Candidate Metrics

New Search Profiles ('000)

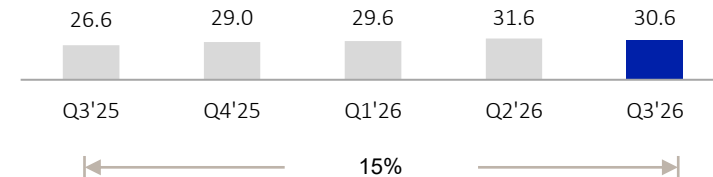


Recruiter Metrics

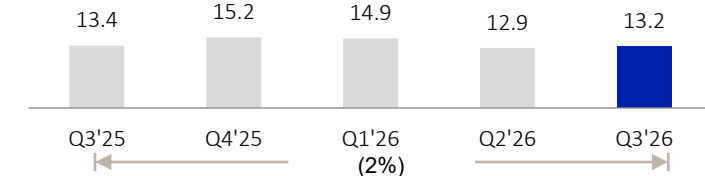
Total Applications (Mn)



6 Month Active Users (Mn)



1 Month Active Users (Mn)



Income Statement (excl. foundit)

Particulars (in ₹ Cr)	Q3 FY26	Q2 FY26	QoQ	Q3 FY25	YoY	9M FY26	9M FY25	YoY
Revenue	844	837	▲ 1%	766	▲ 10%	2,458	2,186	▲ 12%
EBITDA	32	29	▲ 12%	29	▲ 12%	85	85	▲ 0%
EBITDA Margin %	3.8%	3.5%	▲ 37 bps	3.8%	▲ 4 bps	3.5%	3.9%	▼ 42 bps
Depreciation & amortisation	(7)	(8)	▼ 11%	(7)	▼ 0%	(24)	(21)	▲ 10%
Interest	(10)	(6)	▲ 58%	(4)	▲ 119%	(20)	(19)	▲ 6%
Other Income	0.2	0.2	-	0.4	-	0.5	2	-
Exceptional Items	(28)	-	-	(156)	-	(29)	(156)	-
PBT	(12)	15	-	(138)	-	13	(108)	-
Tax	3	1	-	(6)	-	6	(8)	-
PAT	(9)	16	▼ 158%	(143)	▲ 93%	19	(116)	▲ 116%
PAT Margin %	(1.1%)	1.9%	-	(18.7%)	-	0.8%	(5.3%)	-
Adjusted PAT	19	16	▲ 14%	12	▲ 54%	48	40	▲ 21%
Adjusted PAT %	2.2%	1.9%	▲ 25 bps	1.6%	▲ 62 bps	1.9%	1.8%	▲ 14 bps
Adjusted EPS (in ₹)	1.2	1.1	▲ 14%	0.8	▲ 54%	3.2	2.7	▲ 21%

*Adjusted PAT and adjusted EPS excludes one-time exceptional item

Income Statement (Bluspring Consolidated)

Particulars (in ₹ Cr)	Q3 FY26	Q2 FY26	QoQ	Q3 FY25	YoY	9M FY26	9M FY25	YoY
Revenue	863	857	▲ 1%	791	▲ 9%	2,517	2,285	▲ 10%
EBITDA	24	17	▲ 38%	21	▲ 16%	53	62	▼ 14%
EBITDA Margin %	2.8%	2.0%	▲ 76 bps	2.6%	▲ 16 bps	2.1%	2.7%	▼ 61 bps
Depreciation & amortisation	(11)	(13)	▼ 12%	(11)	▼ 2%	(36)	(34)	▲ 7%
Interest	(11)	(8)	▲ 42%	(7)	▲ 60%	(26)	(26)	▲ 3%
Other Income	2	5	▼ 60%	1	▲ 80%	8	4	▲ 129%
Exceptional Items	(30)	-	-	(156)	-	(31)	(156)	-
PBT	(26)	2	-	(152)	-	(32)	(149)	-
Tax	3	1	-	(6)	-	6	(7)	-
PAT	(23)	4	▼ 761%	(158)	▲ 85%	(27)	(156)	▲ 83%
PAT Margin %	(2.7%)	0.4%	-	(20.0%)	-	(1.1%)	(6.8%)	-
Adjusted PAT	7	4	▲ 89%	(3)	▲ 359%	4	(1)	▲ 653%
Adjusted PAT %	0.8%	0.4%	▲ 36 bps	(0.3%)	▲ 110 bps	0.2%	(0.0%)	▲ 20 bps
Adjusted EPS (in ₹)	0.4	0.2	▲ 89%	(0.2)	▲ 359%	0.3	(0.1)	▲ 653%

*Adjusted PAT and adjusted EPS excludes one-time exceptional item

5

Looking Ahead

The Opportunity



Indian Economy

Economy is expected to grow from USD 4 trillion now to USD 7.3 trillion by 2030



Accelerating India's investments

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



Rising Urbanization

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



Expanding outsourcing IFM

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

GCCs in India

2025	2030
1,750-1,900 GCCs	2,200-2,300 GCCs

Manufacturing as a % of GDP

2025	2030
~13%	~17%

Private hospital beds

2025	2030
~2.4 Mn	~2.8-3.1 Mn

Grade A Office stock

2025	2030
880 mn sq ft	1.2-1.3 bn sq ft

Private educational institutions

2025	2030
~3.18 lakh	~3.6-3.85 lakh

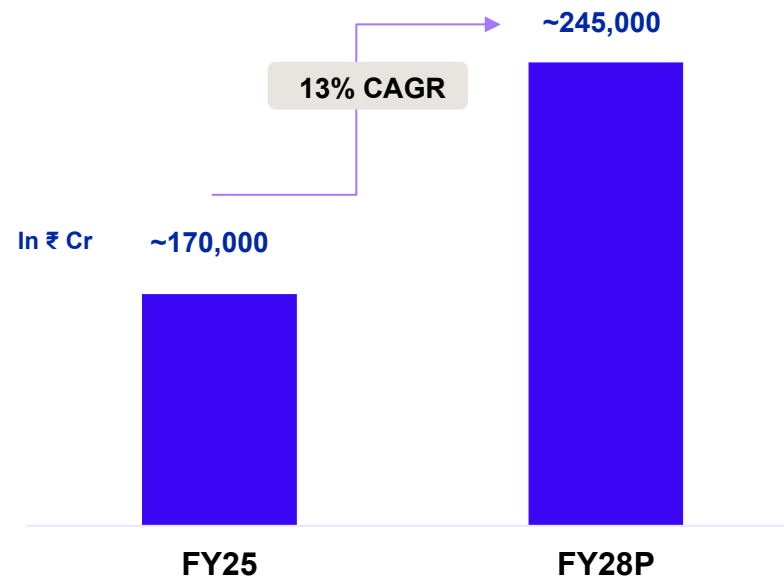
Size of Telecom Industry

2025	2030
~2.4 Mn	~3.1 Mn

Macro-economic development setting up stage for growth

FY25 TAM estimated at ~₹170k Cr; projected CAGR of 13% over next 3 years

₹ Cr	FY25 TAM	%Share	CAGR
IFMS	39,000	5%	17%
F&B	32,000	1%	14%
Security	41,000	2%	10%
Industrials	46,000	1%	7%
Telecom	13,000	3%	10%
Total	170,000	2%	13%



Market opportunity intertwined with India's growth story

Key Focus Areas

Facilities and Food

- Focus on higher margin variable fee contracts and clients that focus on KPIs
- Target MNCs, GCCs, IT, education, healthcare and manufacturing sector

Telecom & Industrials

- Move towards handling end to end plant operations in industrial
- Explore upcoming verticals of satcoms, fibre optics, data centres, telecom logistics and renewable energies in telecom

Security Services

- Evolve beyond manpower into surveillance
- Focus on higher margin clients in GCCs, MNCs, IT, retail and manufacturing space who emphasize on high compliance standards

Foundit

- Increase revenues through planned surgical marketing spends



Thank You

