

8th August, 2018

National Stock Exchange of India Ltd.,
Exchange Plaza, C-1 Block G, Bandra
Kurla Complex Bandra [E], Mumbai –
400 051

BSE Ltd.,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001

**Metropolitan Stock Exchange of
India Ltd.,** Vibgyor Towers,
4th Floor, Plot No. C62,
G - Block, Opp. Trident Hotel,
Bandra Kurla, Complex, Bandra (E),
Mumbai – 400 098

Scrip Code: Reference: NSE Scrip Symbol: BLS; BSE Scrip Code: 540073; MSEI Scrip Symbol: BLS

**Subject: Submission of Press Release under Regulation 30 of SEBI (LODR) Regulations, 2015 of
Financial Results for the first Quarter ended on June 30th, 2018.**

Dear Sir / Madam,

In compliance with the provisions of Regulation 30 of SEBI (LODR) Regulations, 2015 we take the opportunity to inform your good office that BLS International Services Ltd. has made a Press Release regarding Financial Results for the first Quarter ended on June 30th, 2018.

You are requested to take the same on your records.

For BLS International Services Limited



Bala Ji
Company Secretary
M. No. A33952



Encl : Press Release Note



BLS International Registers Remarkable PATGrowth of 17% in the First Quarter of New Fiscal

The net profit stands at Rs. 34.03crore in Q1 FY19

Consolidated Results

For the Quarter ended June 30th, 2018 (Q1 FY19)

- Total Income stood at Rs. 202.22crore
- EBITDA of Rs. 50.46 crore; **growth of 14.77%**vs Q1 FY18
- Net Profit stood at Rs 34.03 crore; **growth of 17.09%**vs Q1 FY18
- EPS for Q1FY19 stood at Rs. 3.32, as compared to Rs. 2.84 for Q1FY18

New Delhi, August 8, 2018: BLS International Ltd., the world's largest Indian specialist service provider for outsourcing of visa and consular services, declared its financial results today for the first quarter ended June 30th, 2018.

The company reported **Net Profit of Rs. 34.03crore** for Q1 FY19, **up by 17.09%**, as compared to Rs. 29.06 crore in the corresponding quarter of last fiscal. The company's Q1 FY19**PAT margin** stood at a strong **16.83%**, as compared to 14.85% in Q1 FY18.

Total Income for the quarter ended June 2018 **stood at Rs. 202.22 crore** as compared to Rs. 195.76crore in the same period last year. The company's earnings before Interest, Tax, Depreciation and Amortization (**EBITDA**) in Q1 FY19 **stood at Rs. 50.46 crore** and **improved by 14.77%** from Rs. 43.96crore in Q1 FY18.

Earnings per share (EPS) for the quarter ended Q1 FY19 stood at **Rs. 3.32**, as compared with Rs. 2.84 (adjusted for 10:1 split) for the quarter ended Q1 FY18.

Commenting on the financial performance of the company **Mr. Shikhar Aggarwal, Joint Managing Director, BLS International Services Limited** said, *"First quarter of FY19 has been remarkable for us with 2 major contracts – firstly a strategic partnership with SopraSteria for contract with UK Government and secondly with the Ministry of Foreign Affairs Italy, showcasing our expansion in the European market.*

Being the face of government across the globe and providing best-in-class services coupled with remarkable results, is a reflection of the pace at which the company is growing. Our partnership with finest global organizations has helped in strengthening customer experience, increased data security,

For BLS International Services Limited


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manpower and organisation structuring, operational effectiveness and process improvements. We have seen that this focus has led to better profit realisation and we hope to sustain the momentum "

BLS International kick-started the first quarter of FY19 by a strategic alliance with SopraSteria for delivery of contract awarded by United Kingdom Visas & Immigration (UKVI) to enable visa renewals for individuals who are already in the UK. Under this alliance BLS International will be supporting SopraSteria and UKVI by providing many of the key deliverables in the contract, as well as a suite of added value services. UKVI is a division of the UK Home Office responsible for deciding who can visit and stay within the UK.

BLS International, also signed a contract with Ministry of Foreign Affairs Italy and commenced operation of processing Italy visa applications in Singapore on 2nd July 2018. These significant milestones were the major drivers of strong and sustainable growth for the company, and we believe to sustain the growth momentum in future.

The Spain global contract that BLS International bagged in December 2016 yielded strong results for the first quarter of FY19 as well. With a total of 124 BLS operated Spain VACs in 49 countries, the count of applications processed increased by 10% since BLS International took over Spain Visa application processing. The centres have regularly been fortified with wide range of Value Added Services (VAS) for the applicant's convenience.

The company has recently been awarded a new contract by the Punjab Government for a period of 5 years to operate 352 facilitation centres for providing 169 citizen centric services covering 16 districts of Punjab and working with 22 departments.

BLS is also under contract with Islamic Republic of Afghanistan in UAE representing the Afghanistan Mission in UAE, Qatar, Oman, Bahrain and Kuwait and Saudi Arabia. Under this partnership, the company is providing consular services through registration of Afghan citizens, etc.

BLS is an authorized Service Provider for attestation of documents by the Ministry of External Affairs, India. It also serves the Embassy of the State of Kuwait and High Commission of Malaysia and several others in the field of Visa/ Attestation of Documents/ Apostille in India.

The company supports the consular framework with streamlined processes and work flows. It has the necessary skilled human resources and technical capabilities (including complete biometric solutions) and financial capabilities to deliver efficient and optimal outsourcing solutions. Moreover, to ensure highly efficient project management, it assigns dedicated teams of skilled and experienced persons with relevant project management experience for each project.

About BLS International:

BLS International is amongst world's largest specialist service provider for outsourcing of visa, passport, consular, attestation and citizen services to the Governments and diplomatic missions globally since 2005. From pre-travel information processes, data processing and biometrics capture of applicants to acceptance of crucial travel documents, BLS plays the catalyst in making visa process easy and effortless. BLS has operations in more than 62 countries and provides services globally. The company has been listed in the Forbes Asia's 2018 list of 'Best under a Billion' top 200 publicly listed companies in the Asia-

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Pacific region. BLS is also an authorized Service Provider for attestation of documents by the Ministry of External Affairs, India.

Globally, BLS International serves client governments via visa & passport application centres across Asia, Africa, Europe, South America, North America and the Middle East for over 36 client governments. BLS International has operations certified by ISO 9001:2015 for Quality Management Systems, ISO 27001-2013 for Information Security Management Systems, ISO 23026:2015 for Systems and Software Engineering and ISO 14001:2015, OHSAS 18001:2007 & ISO 26000:2010 for Provision of Visa Processing, Attestation, Consular and Citizen Services. The company is listed on the National Stock Exchange (NSE), the Bombay Stock Exchange (BSE) and Metropolitan Stock Exchange of India Ltd.

Symbol: NSE - BLS - BSE: 540073 - MSEI: BLS Website: www.blsinternational.com

For BLS International Services Limited



Company Secretary