Date: May 17, 2025

To
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Sandra Kurla Complex,
Sandra (E), Mumbai - 400 051

Sub: Outcome of investor/analyst meeting held on May 17, 2025

NSE Code: BLUEPEBBLE

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI notification dated May 05, 2021, we wish to inform you that, Blue Pebble Limited (the 'Company') interacted with various investors of the Company on Saturday, May 17, 2025.

During this investor meeting, the Company reiterated the information that was generally available in public domain and no additional information was shared with the investor. Please find attached the presentation placed before investors during the meeting and the weblink of audio/video recording of the meeting held on Saturday, May 17, 2025.

https://www.bluepebble.in/investor-relations/corporate-announcements/

Further, the transcript of the aforesaid Earnings Conference call will be intimated to the Stock Exchanges in due course and will be uploaded on the website of the Company at the aforesaid link.

Please take the above matters on your record.

For Blue pebble Limited

NALIN GAGRANI
Digitally signed by NALIN GAGRANI
Date: 2025.05.17 16:12:14 +05'30'

_____
NALIN GAGRANI
Managing Director
Director
DIN: 06981749
Place: Mumbai

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DRIVING INNOVATION IN WORKSPACE DESIGN

INVESTOR PRESENTATION

BLUEPEBBLE.IN

17 MAY 2025

FY 24 - 25

AGENDA

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EXECUTIVE SUMMARY

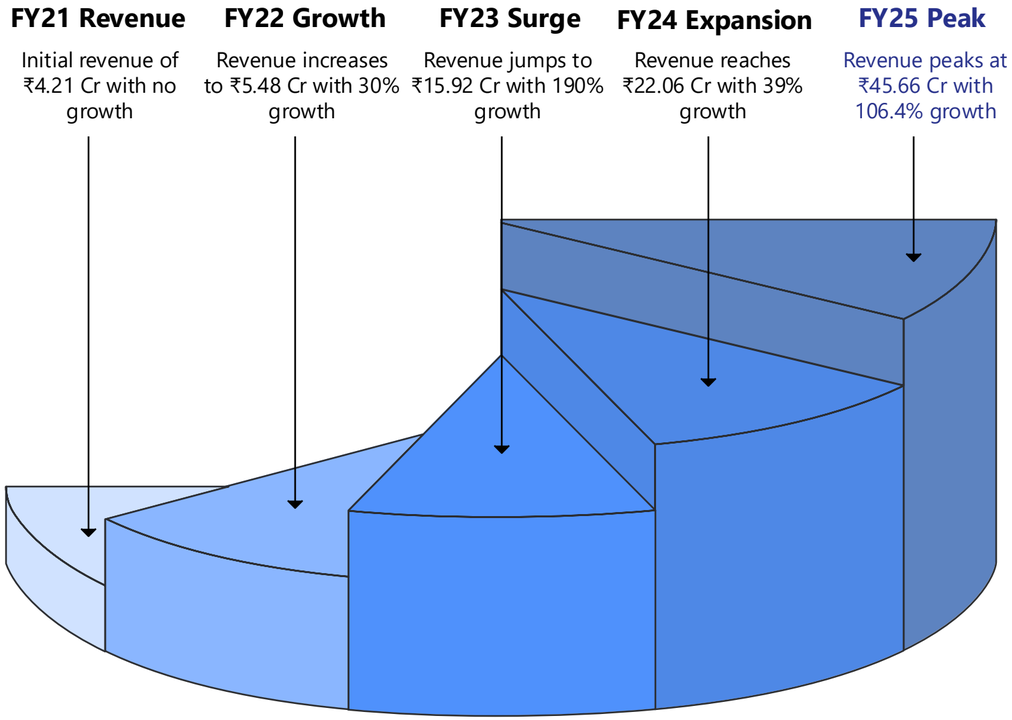
Blue Pebble continues to cement its leadership in design and strategic storytelling, earning recognition across top industry platforms and reinforcing our position as a trusted partner for innovative, high-impact workplace experiences.

Our financial and operational execution delivered record revenue, robust margins, and a strong order backlog.

- ***Revenue:*** *₹45.66 Cr in FY24-25 YOY Growth of 107%*
- ***EBITDA Margin:*** *Registering a 27% increase*
- ***PAT Margin:*** *Grew by 35%*
- ***Order Book:*** *10.3 Cr as of April 2025*
- ***CAGR (FY21-25):*** *81.9 %*

REVENUE GROWTH TRENDS

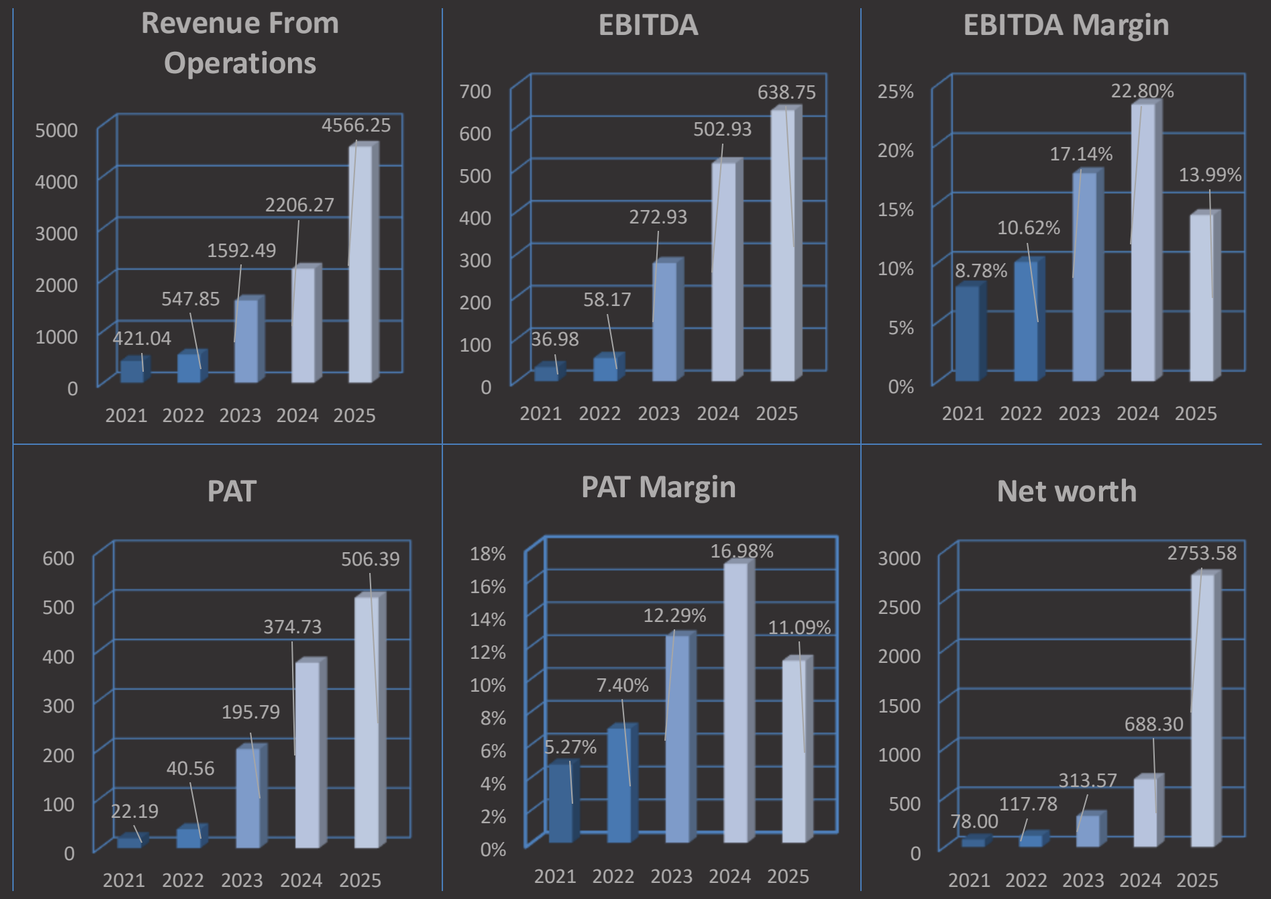
In **FY2024–25**, Blue Pebble delivered a transformative revenue leap to **₹45.66 Cr**, underscoring the scalability of our design-build model and the strength of our sector diversification. This growth trajectory reflects both our deepening client engagements and strategic entries into new verticals.



4-Year CAGR (FY21–25): ~81.9 %

FINANCIAL PERFORMANCE

In FY25, we delivered **record topline growth** and margin expansion, driven by disciplined cost control and a well-balanced project mix. Our performance reflects both the scalability and resilience of our business model across market cycles.



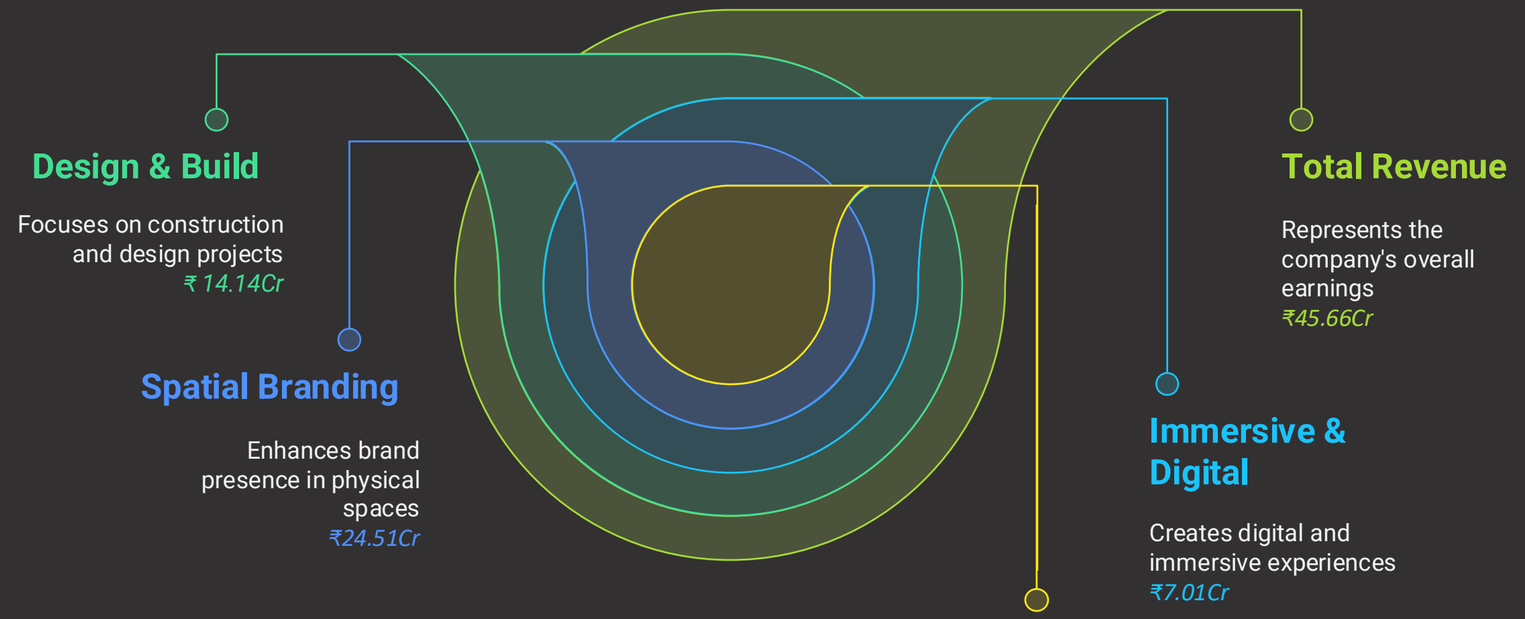
All figures in ₹ Lacs

REVENUE MIX

Revenue Growth: More than doubled from ₹22.06 Cr in FY24 to ₹45.66 Cr in FY25. Spatial Branding contributed 53.7% of total revenue, followed by Design & Build at 31.0% and Immersive & Digital Experiences at 15.4%, reflecting a well-balanced and diversified vertical mix.

New Vertical Structure:

1. Spatial Branding
2. Immersive & Digital Experiences
3. Design & Build
4. Platform Offering



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AWARD WINNING PROJECT

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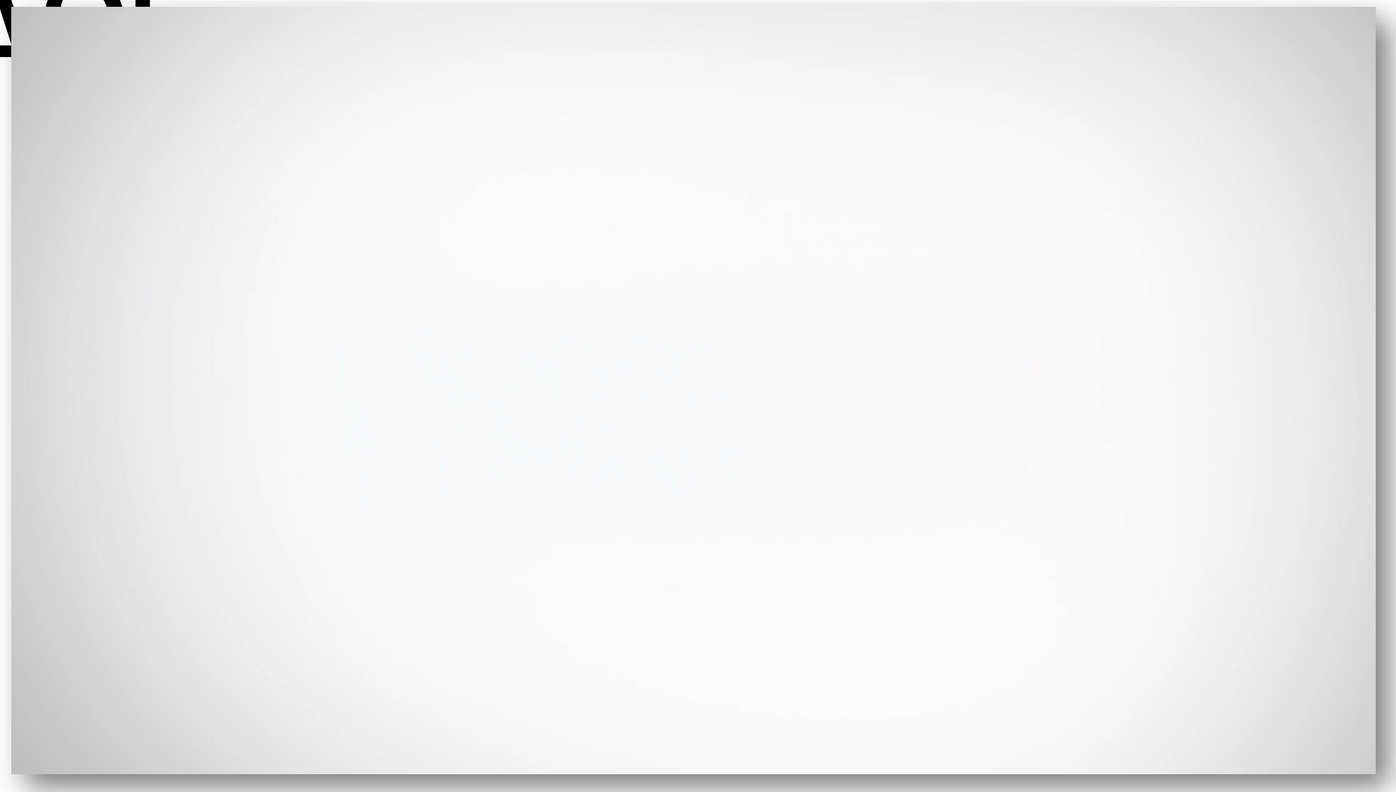
STRATEGIC CASE STUDY

SPATIAL BRANDING

At the Global Business Services campus at DT2 Chennai, **vibrant and colorful environmental graphics breathe life into the contemporary office space by celebrating the rich art, culture, and heritage of Tamil Nadu.**

This project is a testament to the power of design in storytelling, where every wall and corridor narrates tales of the region's deep-rooted traditions and history.



BANK OF AMERICA

Client

Location: Chennai

Area: 10,00,000 SQFT

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STRATEGIC DIVERSIFICATION

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STRATEGIC CA STUDY

INTERIOR FITOUT

The **3M headquarters in Bangalore** stands as a tribute to its extensive range of patented innovations that impact consumers worldwide.

Every wall was transformed into a dynamic canvas, celebrating the brand's ingenuity through striking art installations crafted from everyday 3M products like **Scotch-Brite pads, Post-it notes, median markers, vinyl tapes, and floor pads.**

In just **90 days**, we executed a **full turnkey** delivery for 3M's Bangalore headquarters—encompassing **HVAC, MEP, IT, Access Control, CCTV, Civil Works, Flooring, Carpet Installation, Workstations, Chairs, and loose furniture.**

High-end finishes and furnishings from **Featherlite and Herman Miller** ensured an uncompromising standard of quality and ergonomics.



3M Science. Applied to Life.™

Client

Location: Bangalore

Area: 35,000 SQFT

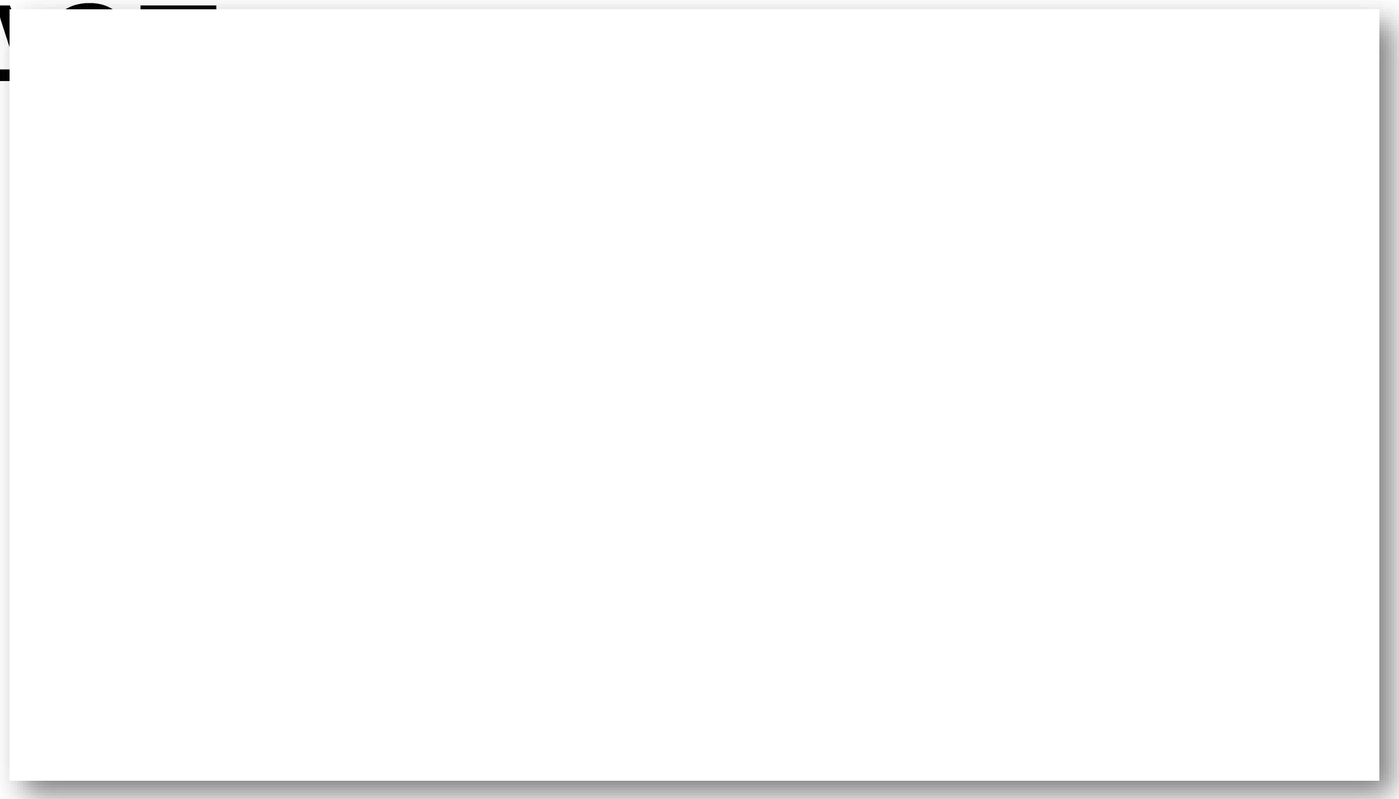
STRATEGIC CA
STUDY

INTERIOR FITOUT

The **Adani Mundra** facility fitout exemplifies our ability to deliver complex turnkey projects within aggressive timelines and in challenging environments. Completed in just **120 days,** this project was executed in a remote SEZ location with restricted material access and limited infrastructure—situated over 60 kms from the nearest urban centre.

Despite these constraints, we successfully managed end-to-end delivery including HVAC, MEP, IT infrastructure, Access Control, CCTV, Civil Works, Flooring, Carpeting, Modular Workstations, Ergonomic Seating, and Loose Furniture.

This project stands as a benchmark for seamless execution under high-stakes conditions, demonstrating our operational agility, disciplined project management, and commitment to excellence.



adani

Client

Location: Mundra

Area: 25,000 SQFT

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STRATEGIC INVESTMENTS

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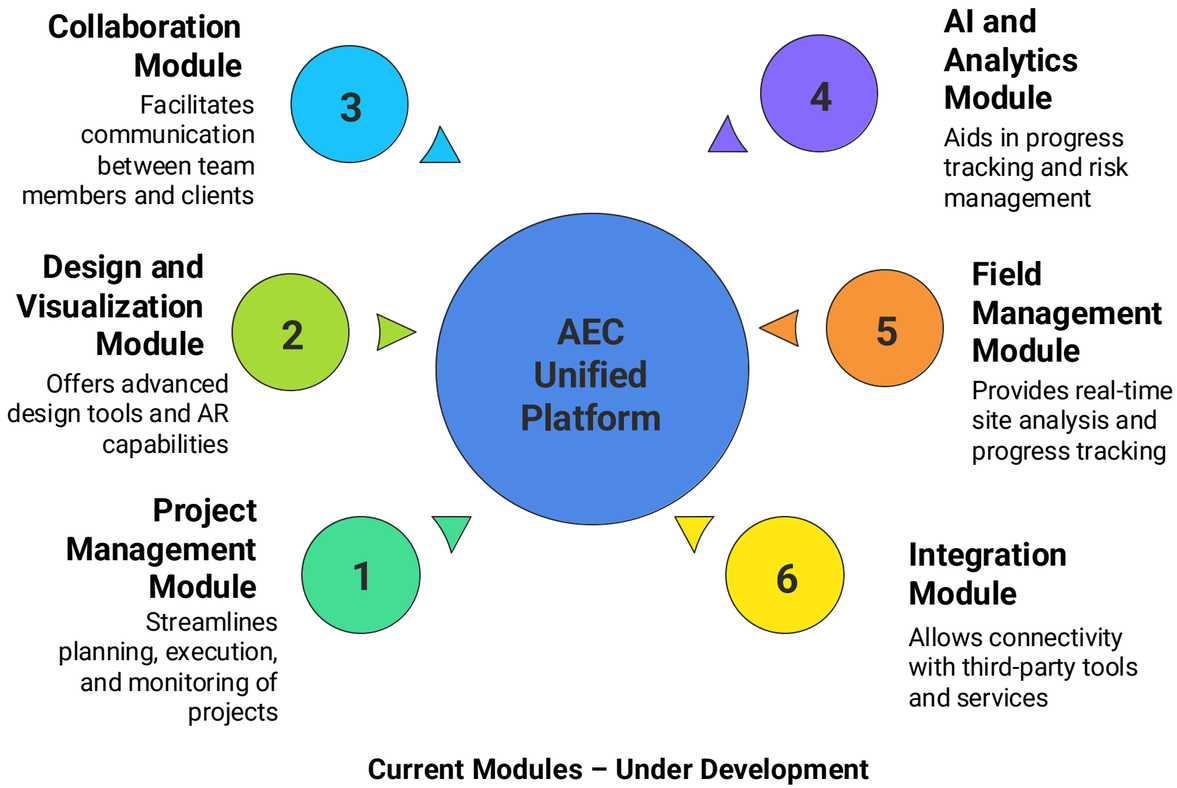
AEC PLATFORM

A comprehensive platform designed to streamline and unify architecture, engineering, and construction (AEC) workflows.

Vision: To revolutionize the AEC industry by integrating advanced technology, project management, and collaboration tools into a single platform.

Goal: Enhance efficiency, reduce project delays, and improve communication across all stakeholders in the AEC ecosystem.



Current Modules – Under Development

Factory Operations & Machines

We've established a 7,500 sq. ft. state-of-the-art fabrication facility designed to bring all production capabilities in-house, ensuring unmatched quality control, faster turnaround times, and cost efficiencies.

Equipped with high-end UV printers, Latex printing machines, CNC routers, precision laser cutters, a dedicated paint booth, and advanced finishing tools, this fully integrated setup empowers us to handle complex custom fabrication and large-scale production with ease.

This strategic investment not only enhances our production agility and scalability but also reinforces our commitment to innovation, precision, and vertical integration—critical levers as we gear up for accelerated growth.


Laser Machine


HP Latex 700 & 800


EFI Pro 30h Hybrid






UV Braille Embossing Machine


CNC Router




Paint Booth

Factory Operations & Machines

Purchase of UV Braille Embossing Machine (JFX200-1213 EX)

High-speed UV curing for tactile graphics with textured printing and Braille embossing.
Enables accessibility-compliant (DAN Compliant) signage with <0.5s cure time per character.
Integrates with digital workflows for batch customization

Operational Impact & ROI

Capacity Expansion: +20 % annual volume potential with existing footprint.
Cost Efficiency: - Incremental savings for large scale manufacturing of DAN compliant braille signages.
Sustainability: – Product certified for gold standard of low chemical emissions.



ORDERBOOK

Active Order Book: Currently exceeds ₹10.3 Cr. as of April 25

Client Loyalty: Strong foundation of repeat clients, reflecting high satisfaction and trust.

New Wins: Fresh orders from recently launched verticals indicate early traction and market acceptance.

Growth Pipeline: Diversified order pipeline positions us for sustained growth and deeper client penetration in upcoming quarters.

Infosys

BANK OF AMERICA

Table Space

AIR INDIA

TATWA
An ISO 9001:2008 Company

accelya

YASHODA HOSPITALS

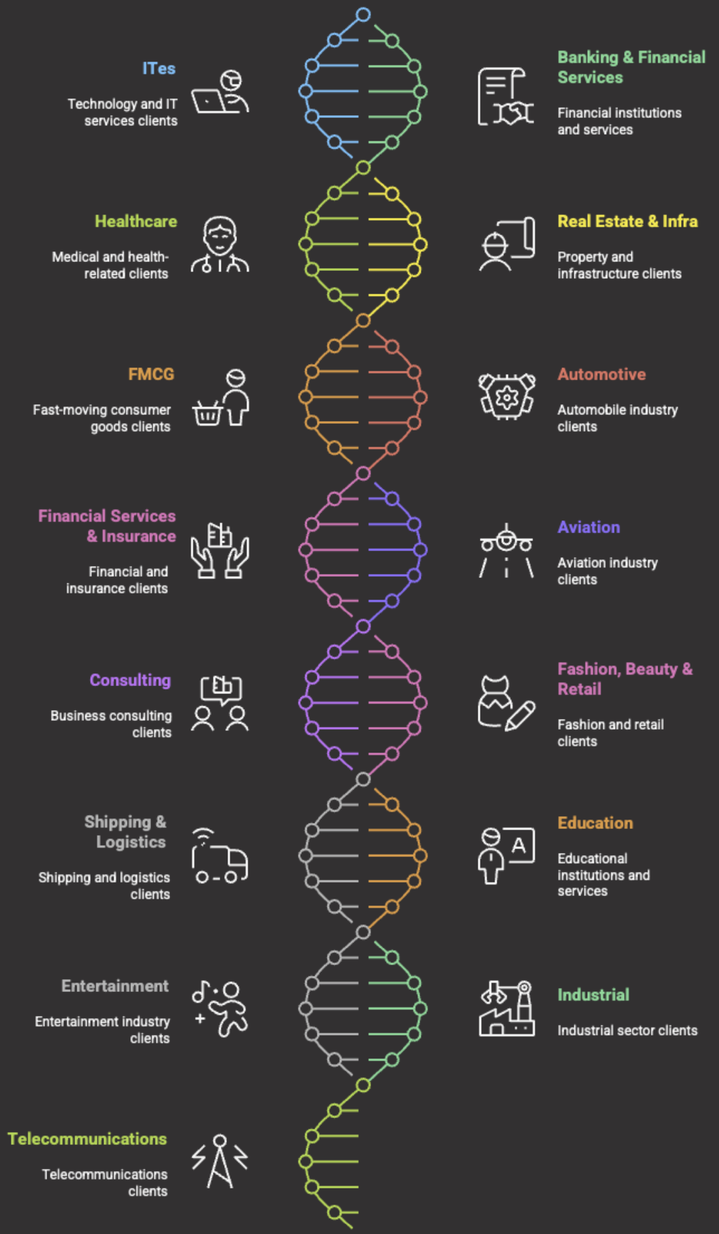
VISA



Financial Contribution of Upcoming Projects FY25-26

NEW CLIENTS

And many more...



Client Portfolio by Industry

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BRAND BUILDING

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INDUSTRY ENAGAEMENT

At the 22nd Smart Office India Summit, our panel on ‘Hybrid & Hyperconnected Workplaces’ generated 7+ high-value leads.

Blue Pebble proudly associated with the 22nd Smart Office India Summit in March. The evening facilitated valuable networking and discussions on the future of next-gen workspaces.

We connected with the industry leaders to collaborate and shape tomorrow's work environments.



THOUGHT LEADERSHIP

National Recognition & Insight

Our MD & Chairman was featured on ETNOW's prominent program, **'Leaders of Tomorrow'**, powered by Voicewhat. Reinforcing our intellectual leadership on 'immersive workplace ROI'. This feature underscored Mr. Gagrani's leadership and Blue Pebble's ongoing commitment to innovation in the design sector.



IDFC FIRST Bank Presents ET NOW LEADERS OF TOMORROW SEASON 12
POWERING ENTREPRENEURS FOR THE GLOBAL STAGE

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VOICEWHAT

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DRIVING INNOVATION IN WORKSPACE DESIGN

BUILDING A CULTURE OF GROWTH & INNOVATION

CULTURE & TALENT

Our people-first culture continues to fuel innovation. With a 95% employee satisfaction score, a 30% rise in female representation, and dynamic cross-functional ideation sessions, we're building a more inclusive, engaged, and forward-thinking workplace.



Blue Pebble Annual Awards 2025

AWARDS & ACCOLADES

These four prestigious accolades reinforce Blue Pebble's strategic momentum, operational excellence, and leadership vision as we scale into FY 2025–26.





Gold Winner | Spatial Design Category | CII Awards 2024

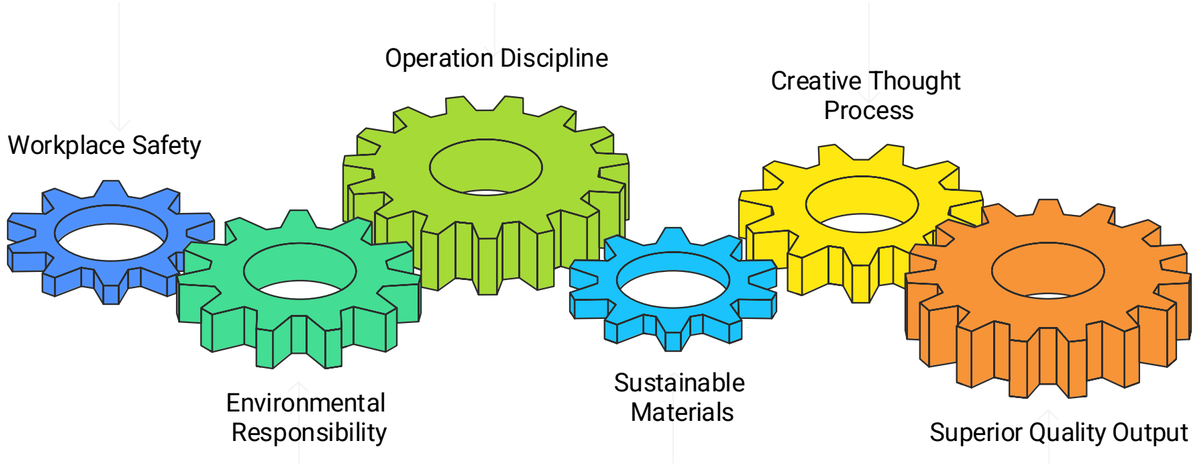
Winner | INDIA 5000 Business Award 2024

Winner | Visionary Entrepreneur of the Year 2024

Winner | National Sales Award | Graphics Portfolio

CERTIFICATIONS

We embed sustainability in every project—over 30 % material is reused, our factory is **ISO 9001,14001, 45001, GMP, Green Guard & BIFMA Level 1 & 2** compliant with certified processes, and a board with 40 % independent directors to ensure robust oversight.



BIFMA Level 1 & 2

GMP | Good Manufacturing Practice

Green Guard Compliant | Low Emitting Products

Quality Management System

Environmental Management System

Occupational Health & Safety System

CSR PROGRAM

As part of our commitment to social responsibility, we partnered with **The Arya Foundation** to support initiatives focused on healthcare, nutrition, and education for underserved communities.

Our contribution of **₹7.5 lakhs** helped enable free medical camps, daily food distribution, and access to educational facilities — underscoring our belief that sustainable growth must be inclusive and community-driven.

Free Medical Camps

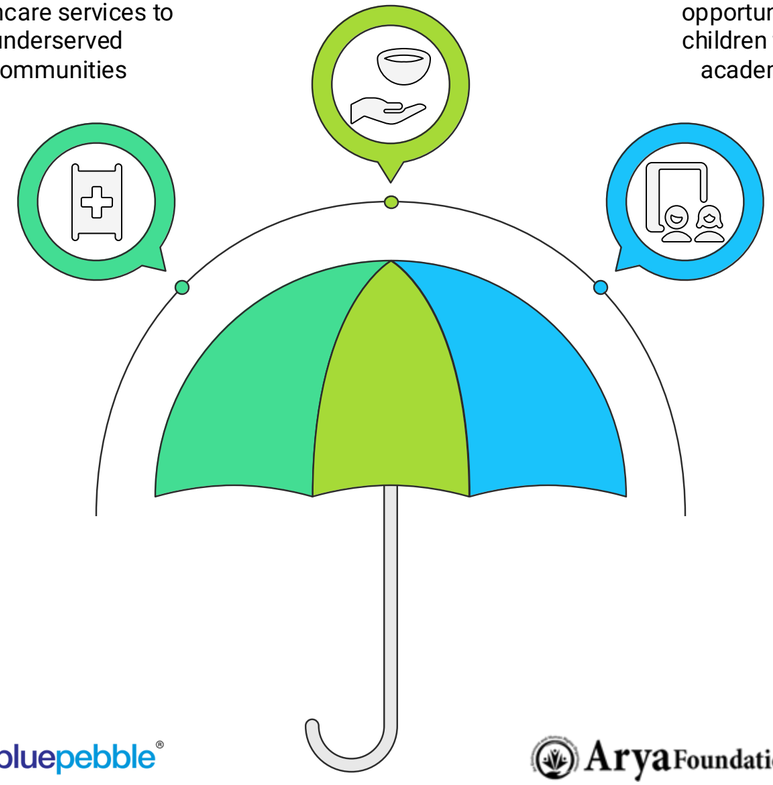
Providing essential healthcare services to underserved communities

Daily Food Distribution

Ensuring families receive nutritious meals to combat hunger

Access to Educational Facilities

Expanding educational opportunities for children to thrive academically



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Arya Foundation

OUTLOOK 2026

Team Expansion
Strategic hires across design, project management, and execution to fuel growth.

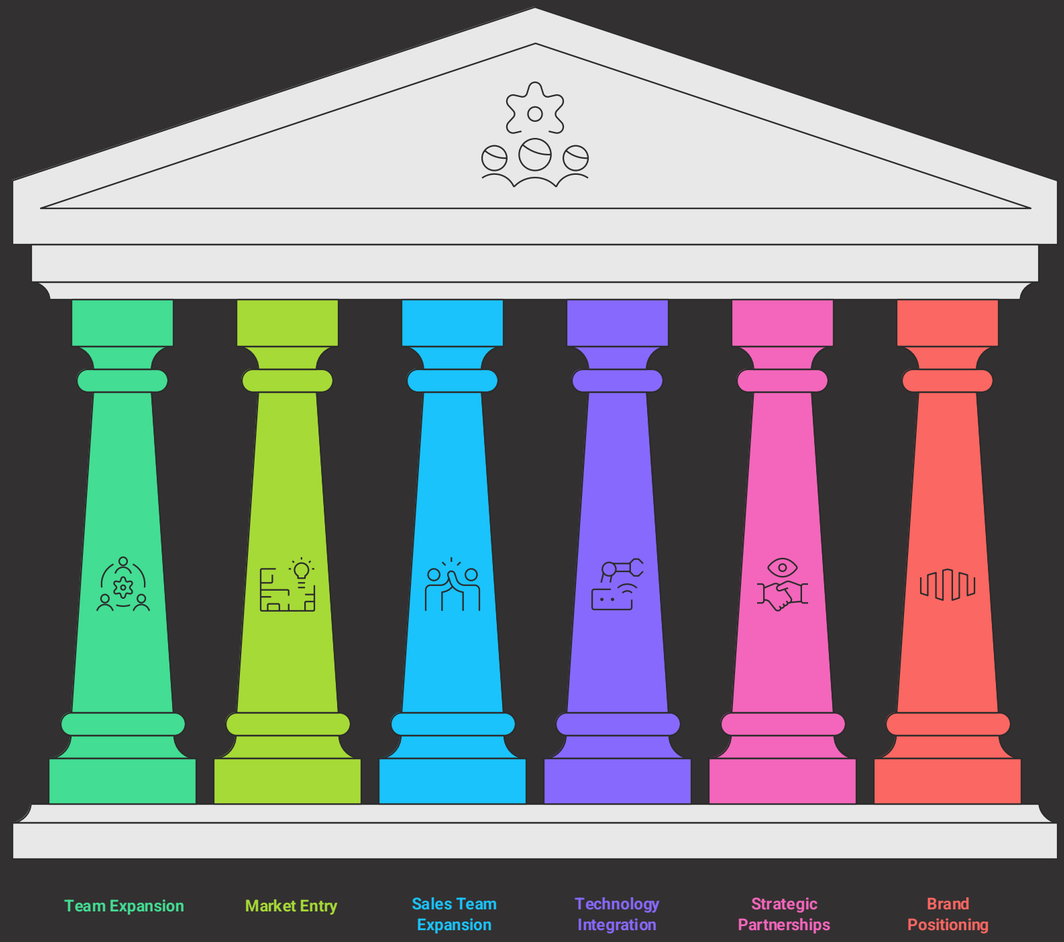
Foray into Hospitality & Retail
Turnkey Design + Build solutions tailored for high-impact customer experiences.

Sales Team Expansion
Regional growth with a sharpened focus on key accounts and business development.

Technology Integration
Deployment of project management tools, BIM integration, and client dashboards.

Strategic Partnerships
Collaborations with architects, vendors, and tech partners to expand capabilities.

Brand Positioning & Marketing
Revamped digital presence, portfolio showcases and thought leadership initiatives.



Strategic Growth Initiatives

THANK YOU

bluepebble™

Design | Build | Brand Solutions

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