

Date: 15<sup>th</sup> May 2024

To,  
**The Listing Department,**  
**National Stock Exchange of India Limited,**  
Exchange Plaza, 5<sup>th</sup> Floor, plot No. C/1,  
G Block, Bandra-Kurla Complex,  
Bandar (E), Mumbai-400051,  
Maharashtra, India.

**Symbol: BLUEPEBBLE**

**SUB: Key Highlights and Management Commentary on Financials for FY 2023-24.**

Dear Sir/Madam,

Ref: Reg. 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Pursuant to the above-captioned subject please find enclosed herewith the Key Highlights and Management Commentary on financials for FY 2023-24.

A copy of the above is being also made available on the Company's website i.e. [www.bluepebble.in](http://www.bluepebble.in)

You are requested to kindly take the above information on record.

Thanking you,  
Yours Faithfully  
For **Blue Pebble Limited**

**Rupal Samdani**  
**Company Secretary and Compliance Officer**  
**M No. 66064**

**Place: Mumbai**

## **Blue Pebble Limited**

Works: 112, Nirman Industrial Estate, Malad Link Road, Malad (W), Mumbai-400064 Maharashtra

**Registered Office:** 1701/1702, Peninsula Park, Plot A-4, off Veera Desai Road, Andheri (W), Mumbai 400053 Maharashtra.

**CIN : U74999MH2017PTC299497 | Mobile : +91 9768199800 | E-mail : [info@bluepebble.in](mailto:info@bluepebble.in)**



### Blue Pebble - Business Highlights FY 23-24

Over the years, Blue Pebble has demonstrated significant growth across crucial performance indicators, reflecting our resilience, strategic initiatives, and unwavering commitment to excellence. We continue to strive for progress and innovation in all our endeavors.

#### Financial Highlights:

- 1. FY 2023-24, Revenue from operations increased by 38.5% YOY (22.06 Cr vs 15.92Cr)
- 2. FY 2023-24, PAT increased by 91.4% YOY (3.75 Cr vs 1.96 Cr)
- We would like to highlight 3 of our major projects - the Bank of America, Chennai worth 2.3Cr, American Express, Gurugram worth 2.2Cr and State Street (Mumbai & Pune) worth 1Cr were impacted due to unforeseen delays in the project timelines, the billing and completion for these projects earlier scheduled for the quarter January-March has been pushed to first quarter of this financial year.

#### Order Book as on date:

- The robust order book of Blue Pebble as on date is Rs. 8 Cr for different projects, the company's order book not only reflects current demand but also signifies a promising outlook for future revenue streams and business growth.
- Apart from the above, our focus remains on expanding our customer base, which is at core of our marketing strategies. With consistent efforts this order book will also increase in current Fiscal Period.

#### Major Ongoing Projects:

- AMEX, Gurugram
- BOA, Chennai
- State Street, Mumbai & Pune
- ICICI Direct, Mumbai
- Table Space across multiple locations (Pune, Mumbai, Noida, Chennai)
- Infosys, Bangalore
- Bank of New York Milan, Pune
- HDFC Securities, HDB, Mumbai
- VISA Bangalore

#### Capacity Expansion:

- To meet the increasing demand of our ongoing projects, we at Blue Pebble have strategically acquired additional machinery. We are currently in the final stages of securing extra space to accommodate the requirements of this new equipment. This capacity expansion was a key part of our IPO Proceeds' objectives.

#### Future Goal:

- As we look towards the future, Blue Pebble is committed to focus on operational efficiency to drive sustainable growth and profitability.
- Looking at the current market dynamics & the business potential, we are steadfast in our commitment to bolstering infrastructure, particularly in the commercial office sector. The verticals outlined in our future projections are a testament to this commitment. We are excited to share that we have some incredible initiatives in the pipeline, poised to significantly enhance our capabilities and drive our growth trajectory.

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