



## **COVERAGE REPORT**


**BLS IN Print Media – Mar-Apr 2017**

BLS International[BLS International]	18 Apr 2017	The Financial Express	New Delhi	Financial	English	<a href="#">Circuit limit of CL Educate, 18 others revised</a>	11
BLS International[BLS International]	2 Apr 2017	Business World	National	Periodical	English	<a href="#">Taking On The Goliath</a>	<a href="#">74, 75, 76, 77</a>
BLS International[BLS International]	31 Mar 2017	Express Travel World	National	Periodical	English	<a href="#">Our business has expanded to 48 countries</a>	17
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**Date: 18/04/2017**

**Publication: The Financial Express**

**Link: <http://backendportal.conceptbiu.com/mv/ad/4028-396471>**



## Circuit limit of CL Educate, 18 others revised

Tuesday 18th April, 2017

THE FINANCIAL EXPRESS

Publication	The Financial Express	Edition	New Delhi	Language	English
Source	Bureau	Supplement	NA	Page	11
CCM	10	MAV	12,720	Circulation	27,000

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### Circuit limit of CL Educate, 18 others revised

BSE ON Monday revised the circuit limit for shares of 19 companies, including CL Educate, in order to curb excessive volatility. The new limits, effective on Tuesday, will ensure stock prices do not fluctuate beyond a prescribed level during a session. According to a BSE circular, a circuit limit of 20% has been set for CL Educate. CL Educate, which operates across segments in the education industry including test preparation and vocational training, had debuted on BSE as well as NSE on March 31. The exchange has set a circuit limit of 10% for Ansal Properties & Infrastructure, Onesource Techmedia, BLS International Services, Aditya Consumer Marketing and India-bulls Wholesale Services.

Date: 02/04/2017

Publication: Business World

Link: <http://backendportal.conceptbiu.com/mv/ad/4028-348620>

**Taking On The Goliath**  
Weekend Special

Business World | October 2016 | Page 34

**IN DEPTH / VISA OUTSOURCING**



# TAKING ON THE GOLIATH

**Delhi-based BLS International is nudging its way forward amidst older players in the visa outsourcing and identity management business**  
By Ashish Sinha

**IN THE AFTERMATH OF THE** September 11, 2001 attacks on the twin towers in New York, the United States of America and some other nations decided to outsource their visa application processes as a security measure. VFS Global was among the first to open the Indian consulate in 2005. Seven years later, it has a tough competitor in Delhi-based BLS International, which is competing for business both in India and across key global markets.

Market leader VFS Global, a wholly-owned subsidiary of the Kapsal Group, headquartered in Zurich, Switzerland is still leading from the front but off late BLS International has had some serious success.

"We recently won the global visa outsourcing contract from Spain MADIC (Ministry of Foreign Affairs and Cooperation - Spain), marking our widespread reach in Europe," said Shikhar Aggarwal, Joint Managing Director, BLS International. The agreement project worth over \$1000 crore from the Spanish government is another feather in the cap of BLS International.

But VFS Global is going steady. Its spokesperson said, "For India, we have seen a steady rise in the past years, which is in line with the growth perspective of the outbound travel market. Increase in travel from the growing middle class and increased travel from Tier 2 and Tier 3 cities."

**Travel Boom**  
For both VFS and BLS, the visa services business is booming, thanks to a healthy growth in travel. After all, there are over 60 million valid passport holders in India, of whom nearly a third are active travellers. Finance ministry data indicates that around 21 million Indians travelled abroad for business or tourism in 2016. Nearly 80 per cent of the visa applications were processed by either VFS Global or BLS International, said Aggarwal. Other operators like Thomas Cook or Cox and Kings also operate in this space but none match the scale and size of VFS and BLS in their ability to handle millions of visa applications each year. Their source of revenue is the processing fee.

"A combination of tourism, education, business, and visit to family and

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Date: 31/03/2017

Publication: Express Travel World

Link: <http://backendportal.conceptbiu.com/mv/ad/4028-205012>

## 'Our business has expanded to 48 countries

Express Travel World

Friday 31st March, 2017

Publication	Express Travel World	Edition	National	Language	English
Source	Mohit Rathod	Supplement	NA	Page	17
CCM	83	MAV	135,000	Circulation	18,000

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# 'OUR BUSINESS HAS EXPANDED TO 48 COUNTRIES'

In an exclusive interaction, **Karan Aggarwal**, executive director, BLS International Services (BLS), specialist provider for outsourcing of visa, passport and attestation services, shares about the company's market position, growth and future plans

By Mohit Rathod

### What is BLS' current market presence?

Our business has expanded to 48 countries worldwide. To name a few we are present in Canada, Russia, China, the UAE, Austria, Hong Kong, Kenya, Lithuania, Malaysia, Norway, Oman, Philippines, Poland, Singapore and Azerbaijan. The latest feather in our cap has been of bagging a contract from Ministry of Foreign Affairs and Cooperation - Spain, under a five-year contract worth 175 million Euro, where BLS International will open an estimated 129 Spanish visa application centres across 43 countries. The company expects to process approximately 1.8 million applications annually. At present India, Spain, China and Russia are our biggest contributors in terms of service delivery and collection of applications.



Karan Aggarwal

### What has been the growth marked over the years?

With the increase in number of travellers globally, the application numbers will rise with each passing year of the operations. Every year we add millions of applications to our

credit. For the third quarter and nine months ended December 31, 2016, the company reported net profit of ₹167 crore for Q3'17, up by 30.34 per cent, as compared to ₹127 crore in the corresponding quarter of last fiscal. Total income for the quarter ended December 31, 2016 stood at ₹62.80 crore, up by 10.82 per cent, as compared to ₹46.9 crore in the same period last year.

### What sets BLS International apart from competing companies?

At BLS, our endeavour is always to facilitate affordable services to our customers while creating value for our stakeholders, invest in human capital and best practices to develop a truly global enterprise. We are in sync with the Government of India vision of 'Digital India' by providing 2174

Seva Kendras as part of the e-governance initiative across Punjab. It has helped us reach people living in the small of town and provide them hassle free citizen services. BLS plays the catalyst in making travelling easy and effortless.

### How important is the MICE/business travel segment for BLS?

MICE is the fastest growing segment in the travel and tourism industry. India is an attractive MICE destination. Dubai, Malaysia and Hong Kong are the most sought after MICE destinations. With our widespread operations in these countries, the customers prefer our services for a smooth application procedure.

### What is the company's strategy ahead?

The vision of BLS

International is to become the number one government-to-consumer service provider globally, partnering with governments around the world and also to achieve the 'Digital India' objective through e-governance and service delivery through Seva Kendras. With the constant growth in the visa outsourcing industry, BLS International aims to enhance its global foot print. BLS International in 2017 aims at expanding its foreign mission category through bagging Canada. We are already up and running with 2259 VACs including our e-governance project. We aim at opening 150 visa offices for Spain in 45 countries. Our future strategy is to be established as a market leader in outsourcing and technology services for diplomatic missions and governments industry.

Date: 31/03/2017

Publication: Trav Talk

Link: <http://backendportal.conceptbiu.com/mv/ad/4028-235531>

## BLS targets 4 mn visas by 2018

May 13 4:56pm, 2017

Publication	Trav Talk	Editor	Arvind	Language	English
Source	Business	Equipment	NA	Page	15
ID	47	Size	47,308	Creation	30/05

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# BLS targets 4 mn visas by 2018

BLS International Services aims at processing nearly 4 million visa applications by 2018. The company currently works with nine client governments.

**TT BUREAU**

Outsourcing and technology services provider, BLS International Services caters to various government agencies and claims to be the only Indian player and second largest in the world which deals with visa and passport application processing or consular and attestation services for client governments. Its Executive Director **Karan Aggarwal** believes that the company's USP lies in its endeavour to facilitate affordable services to its customers while creating value for the stakeholders and investment in human capital.

The company recently acquired a five-year contract from Spain MAEC (Ministry of Foreign Affairs and Cooperation-Spain) worth €175 million (₹1,300 crore). "Under this contract, we will open an estimated 129 Spanish visa application centres in 43 countries at 129 locations to support the Spanish Embassies and Consulates of Spain MAEC globally," comments Aggarwal.



**Karan Aggarwal**  
Executive Director  
BLS International Services

**We provide round the clock customer service. Our dedicated team for customer grievances makes sure to conduct various audit and surveys to ensure the same**

four million applications annually in FY 17-18 with the existing contracts. "Our business has expanded to 48 countries worldwide. To name a few we are present in Canada, Russia, China, the UAE, Austria, Hong Kong, Kenya, Lithuania, Malaysia, Norway, Oman, the Philippines, Poland, Singapore and Azerbaijan," adds Aggarwal. BLS International also announced the renewal order for four years from Russia and Singapore.

The vision of BLS International is to partner with governments around the world and also align with Digital India objective through e-Governance and service delivery through Seva Kendras. Commenting on the grievance redressal procedure, Aggarwal points out that the company addresses any issues that may come up. "We provide round the clock customer service helpline for any grievances or lapse in service. Our dedicated team for customer grievances makes sure to conduct various audit and surveys to ensure the same," he adds.

**Date: 31/03/2017**

**Publication: Voyager's World**

**Link: <http://backendportal.conceptbiu.com/mv/ad/4028-348882>**

**BLS International launches Spain VAC in Chennai**  
Friday 31st March, 2017

Voyager's World

Publication	Voyager's World	Edition	National	Language	English
Source	Bureau	Supplement	NA	Page	8
CDN	18	MM	25,000	Circulation	25,000

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## BLS International launches Spain VAC in Chennai

**B**LS International opened its first Spanish Visa Application Center (VAC) in Chennai, thus making it the third Spanish VAC opened after New Delhi and Mumbai after winning the global contract from the Government of Spain in December 2016. The visa center has been designed and staffed to provide quick, economical and hassle free visa services to the residents of Tamil Nadu, supported by experienced staff who work with the cutting-edge technology to process the applications and enable speedy biometrics capture. With PM Narendra Modi likely to visit Spain this May to boost strategic and investment partnership, these VACs will help increase tourism in Spain.



Date: 10/03/2017

Publication: Trinity Mirror

Link: <http://backendportal.conceptbiu.com/mv/ad/4028-132710>



**BLS opens Spain visa application center in Chennai**  
10/03/2017

**BLS opens Spain visa application center in Chennai**

Chennai, Mar 10: In a move to bring enhanced visa application services to the residents of Tamil Nadu, BLS International, a specialist provider for Outsourcing of Visa, Passport and Attestation Services to the Client Governments across the world, announced the opening of their first Spanish Visa Application Center (VAC) in Chennai.

After winning the global contract from the Government of Spain in December, 2016, this is the 3rd Spanish Visa Application center opened in India, after New Delhi and Mumbai.

The company currently operates 78 Spain Visa Application Centers spread across 37 countries.

The visa center has been designed and staffed to provide quick, economical & hassle free visa services to the residents of Tamil Nadu, supported by experienced staff who work with the cutting-edge technology to process the applications and enable speedy biometrics capture. It is envisaged in future that the center will offer value added services like SMS service alert, photocopy service and convenient courier services to the applicants. Shikhar Aggarwal, Joint Managing Director, BLS International Services Limited shares, "We aim to revolutionize the Spanish Visa application experience and the newly launched center in Chennai is yet another milestone. Since the commencement of the operations on the 19th December 2016, we have processed in excess of 200 applications per day across India and expect the numbers to grow by 20% this year.