

Media Release

CMS Info Systems reports robust Q3’FY24 with 19% Revenue & 22% PAT* YoY growth

Delivers seventh consecutive quarter with 20% YoY earnings growth

Mumbai, 24th January 2024: CMS Info Systems Limited, India’s leading business services company offering banking logistics and technology services, announces its results for Q3-FY2024.

Q3-FY2024 Consolidated Financial Performance:

Revenue	Adj. EBITDA*	Adj. PAT*	Adj. PAT Margin*
INR 582 Crore YoY Growth: 19%	INR 163 Crore YoY Growth: 16%	INR 96 Crore YoY Growth: 22%	16.5% YoY Growth: 40 BPS
<small>*Adjusted for ESOP expenses.</small>			

Q3-FY2024 Segmental Performance:

Cash Logistics Business:

Revenue	EBIT
INR 375 Crore YoY Growth: 11%	INR 98 Crore YoY Growth: 14%

Managed Services & Technology Solution Business#:

Revenue	EBIT
INR 233 Crore YoY Growth: 38%	INR 41 Crore YoY Growth: 27%
<small>#Including Cards Services.</small>	

Q3-FY2024 Key Highlights:

- New business wins of INR 600 crore in the quarter, YTD new business wins now at INR 1,250 crore in Managed Services & Technology Solution business
- Won mandate for ALGO AIoT Remote Monitoring Solution for 2,000 new sites
- Added 4,000 business points in cash logistics, 10% YoY growth
- Continue to strengthen our infrastructure, added 500 vans to our fleet (YTD)

Commenting on the performance of the Company, **Mr. Rajiv Kaul – Executive Vice Chairman, Whole Time Director and CEO** said, “We are happy with the strong growth in revenue and PAT, driven by growth across our platform. We are seeing the benefits from both increased formalization and refresh cycle in the banking sector. Our integrated platform is helping us execute large order book. We have also won new orders and our total order book has grown to INR 4,400 Cr. Our solutions and technology automation capabilities are helping us forge deeper enterprise relationships. Basis the execution and order book, we aim to grow between 17% - 19% in FY24 and have total revenues in the range of Rs. 2250-2300 Cr revenues for FY24.”

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***Adjusted for ESOP expenses. Calculation of Adj. PAT below.**

<i>INR Cr.</i>	Q3'FY24	Q2'FY24	Q3'FY23
Reported PAT	87.1	84.4	75.8
Add : Non-cash ESOP Expenses (Net of Tax)	8.9	7.9	2.8
Adj. PAT	96.0	92.3	78.6

Results for the quarter ending December 31, 2023, prepared under Ind AS, along with segment results, are available in the Investor Relations section of our website www.cms.com.

Analyst Conference Call:

The earnings conference call will be held on Thursday, January 25, 2024 at 1:00 pm (IST) to discuss the Financial Results and performance of the Company for Q3 FY24. The earnings conference call will be accessible from all networks and countries through universal access dial-ins +91 22 6280 1342 / +91 22 7115 8243 also accessible [here](#). Further, the analyst(s)/institutional investor(s) presentation will be submitted to Stock Exchanges and hosted on the Company's website at www.cms.com.

About CMS Info Systems Limited:

CMS Info Systems Limited (BSE: CMSINFO | 543441, NSE: CMSINFO) is a leading business services company providing logistics and technology solutions to banks, financial institutions, organized retail and e-commerce companies in India with presence across Cash Logistics, ATM Managed Services and Technology Solutions.

CMS businesses include ATM and Retail Cash Management, Currency Chest Automation, Bullion Logistics, Banking Automation Solutions, Brown Label ATM and Managed Services, Multi-vendor Software Solution, ATM Security Software, AI-based Remote Monitoring Services and Card Issuance, Management and Personalization.

CMS is India's largest cash management company based on number of ATM points and number of retail pick-up points as well as one of the largest ATM cash management companies worldwide.

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