

Media Release

**CMS Info Systems Limited reports 25% revenue growth in Q4’FY24**  
 Clocks FY24 revenue growth of 18% and net profit growth of 23% with highest-ever new order wins of INR 1,850 Cr

**Mumbai, 15 May 2024:** CMS Info Systems Limited, India’s leading business services company offering banking logistics and technology solutions, announces its financial results for the quarter and year ended March 31, 2024, today.

**Key highlights:**

- Strong Q4’FY24 growth of 56% in Managed Services & Technology Solutions business segment.
- Our technology solutions are helping us deepen enterprise relationships in BFSI, leading to INR 1,850 Cr new-order wins in FY24.
- 11% revenue growth in Cash Logistics business segment, adding 13,000 business points. Retail segment has on-boarded 40+ new retail clients in FY24.
- Recommended final dividend of INR 3.25/- per equity share of face value of INR 10/- each fully paid up, total dividend for FY24 would be INR 5.75/-.

Q4’FY24 Consolidated Financial Performance	FY24 Consolidated Financial Performance
<ul style="list-style-type: none"> <li>• Revenue at INR 627 Cr, +25.1% YoY</li> <li>• Adj. EBITDA* at INR 168.6 Cr, +16.2% YoY</li> <li>• Adj. PAT* at INR 99.4 Cr, +23.3% YoY</li> <li>• Adj PAT Margin* at +15.9%</li> </ul>	<ul style="list-style-type: none"> <li>• Revenue at INR 2,265 Cr, +18.3% YoY</li> <li>• Adj. EBITDA* at INR 641 Cr, +16.4% YoY</li> <li>• Adj. PAT* at INR 374.5 Cr, +23.1% YoY</li> <li>• Adj PAT Margin* at +16.5%</li> </ul>

\*Adjusted for ESOP expenses.

Commenting on the performance of the Company, **Mr. Rajiv Kaul – Executive Vice Chairman, Whole Time Director and CEO, CMS Info Systems** said, “This is our eighth consecutive quarter with 20%+ YoY earnings growth. Our Managed Services & Technology Solutions business segment now contributes 39% of our overall revenues. We are seeing strong growth in our Retail, AIoT Remote Monitoring Solution and Managed Services segments. We are reasonably confident of meeting the upper end of our FY25 revenue guidance of INR 2500-2700 Cr.”

**Segmental Financial Performance:**

	Cash Logistics Business		Managed Services & Technology Solutions Business <sup>#</sup>	
	Revenue	EBIT	Revenue	EBIT
<b>Q4’FY24</b>	INR 388.2 Cr YoY Growth: 11%	INR 98.4 Cr YoY Growth: 5%	INR 264.7 Cr YoY Growth: 56%	INR 43.4 Cr YoY Growth: 42%
<b>FY24</b>	INR 1,474 Cr YoY Growth: 11.2%	INR 385.8 Cr YoY Growth: 15%	INR 885.6 Cr YoY Growth: 34.6%	INR 157.4 Cr YoY Growth: 27%

<sup>#</sup>Including Cards Services

**Results for the quarter ended March 31, 2024, and of full fiscal year 2024 are prepared under Ind AS, along with segment results, are available in the Investor Relations section of our website [www.cms.com](http://www.cms.com).**

**Analyst Conference Call:**

The earnings conference call will be held on Friday, May 17, 2024 at 12:00 pm (IST) to discuss the Financial Results and performance of the Company for Q4’FY24 and FY24. The earnings conference call will be accessible from all networks and countries through universal access dial-ins +91 22 6280 1366 / +91 22 7115 8267 and can be accessed [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](http://www.cms.com).

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

<b>INR Cr.</b>	<b>Q4’FY24</b>	<b>Q3’FY24</b>	<b>Q4’FY23</b>	<b>FY24</b>	<b>FY23</b>
Reported PAT	91.4	87.1	79.9	347.1	297.2
Add : Non-cash ESOP Expenses (Net of Tax)	8	8.9	0.7	27.4	6.9
<b>Adj. PAT</b>	<b>99.4</b>	<b>96.0</b>	<b>80.6</b>	<b>374.5</b>	<b>304.2</b>

**About CMS Info Systems Limited (CMSINFO):**

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

CMSINFO businesses include ATM and Retail Cash Management, Banking Automation, ATM-as-a-service, AIoT Remote Monitoring, Software Solutions and Card Issuance, Management & Personalization.

CMSINFO is committed to enable financial inclusion by providing access to formal banking services and driving seamless physical payments in India.

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