

Media Release

CMS Info Systems reports strong Q4 revenue growth at 6.5% on a sequential basis

Mumbai, 19 May 2025: CMS Info Systems Limited, India's leading business services company offering logistics and technology solutions & services, announces its financial results for the quarter and year ended March 31, 2025, today.

Key highlights:

- Strong momentum in new wins with INR 500 Cr in Q4; Total wins for the year at INR 1200 Cr
- Significantly strengthened market position, now among top 3 Tech Managed Service Providers
- OCF/EBITDA at 76%; Cash & cash equivalents at INR 1,000 Cr+ in March'25 vs March'24 at INR 784 Cr
- Total dividend of INR 9.50/share (payout ratio of 42%)

| Q4'FY25 Consolidated Financial Performance | FY'25 Consolidated Financial Performance |
|---|--|
| <ul style="list-style-type: none"> • Revenue at INR 619 Cr, +6.5% QoQ • EBITDA at INR 163.2 Cr, +1.7% QoQ • PAT at INR 97.6 Cr, +4.7% QoQ • PAT Margin at 15.8% | <ul style="list-style-type: none"> • Revenue at INR 2,424.5 Cr, +7% YoY • EBITDA at INR 633.3 Cr, +4.8% YoY • PAT at INR 372.4 Cr, +7.3% YoY • PAT Margin at 15.4% |

Mr. Rajiv Kaul – Executive Vice Chairman, Whole Time Director and CEO, CMS Info Systems said, "Growth in Q4 accelerated with a 6.5% increase in revenue over Q3. New order wins gained momentum crossing INR 500 crore for the quarter. FY25 has been a year of consolidation and modest growth, following three years of outperformance. We maintained high PAT margins, gained market share and expanded our addressable market in retail and Vision AI.

With the order win momentum and industry consolidation, we aim for a 14-17% services revenue CAGR over the next couple of years."

Segmental Financial Performance:

| | Cash Logistics | | Managed Services & Tech Solutions [#] | |
|----------------|-----------------------------------|------------------------------------|--|---------------------------------|
| | Revenue | EBIT | Revenue | EBIT |
| Q4'FY25 | INR 413.8 Cr QoQ Growth: 2.3% | INR 102 Cr QoQ Growth: (-) 1.4% | INR 244.4 Cr QoQ Growth: 16.4% | INR 38.9 Cr QoQ Growth: 3.5% |
| FY25 | INR 1595.2 Cr YoY Growth: 8.2% | INR 401.3 Cr YoY Growth: 4.2% | INR 957.4 Cr YoY Growth: 8.1% | INR 157.1 Cr YoY Growth: 0% |

[#]Including Cards Services

Results for the quarter ended March 31, 2025, and of full fiscal year 2025 are 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 Tuesday, May 20, 2025 at 4:00 pm (IST) to discuss the Financial Results and performance of the Company for Q4'FY25 and FY25. 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.

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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