

CMSINFO/2401/008

January 24, 2024

To
BSE Limited
Listing Department,
1st Floor, PJ Towers, Dalal Street,
Fort, Mumbai – 400 001

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (East),
Mumbai – 400 051

Scrip Code: 543441

Symbol: CMSINFO

Sub: Earnings Call Presentation for the quarter and nine months ended December 31, 2023

Dear Sir/Madam,

Further to our letter no. CMSINFO/2401/004 dated 19th January 2024 and pursuant to Regulation 30 of Listing Regulations, please find attached Investor Presentation on Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2023 which will be discussed during the ensuing Earnings Conference Call with the Senior Management team of the Company, scheduled to be held on Thursday, January 25, 2024 at 01:00 PM (IST) (**‘the Call’**).

For details on how to join the Call, please refer to the invite issued by us along with the aforesaid letter.

You are requested to kindly take the same on your record.

Thanking You,

Yours faithfully,

For **CMS Info Systems Limited**

Debashis Dey
Company Secretary & Compliance Officer

Encl: a/a

Earnings Presentation

Q3/9M-FY24

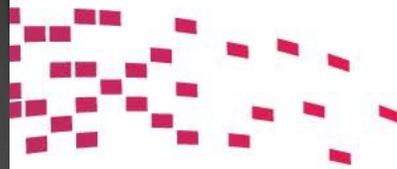


ACCELERATING TRANSFORMATION





Q3/9M-FY24 FINANCIAL OVERVIEW



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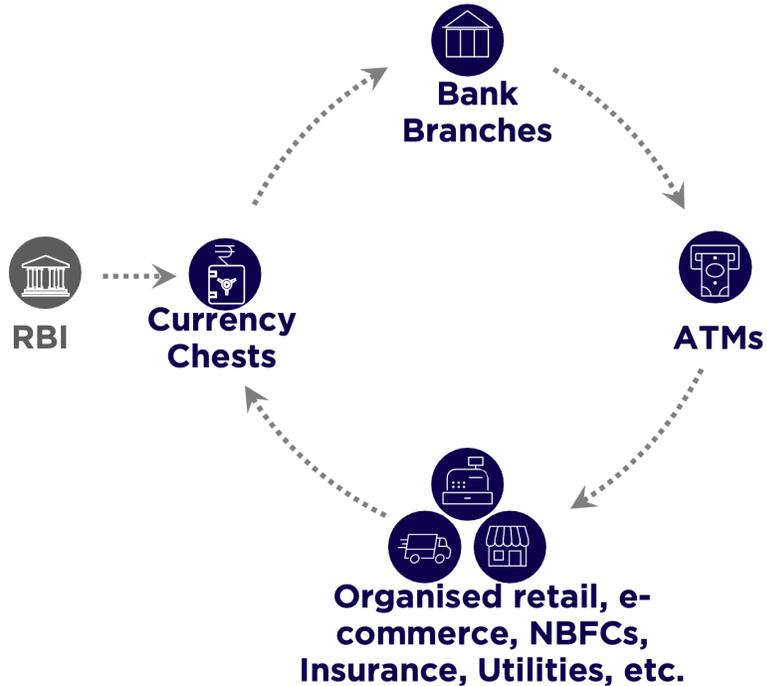


Integrated Business Services Platform Catering To BFSI & Retail Sectors



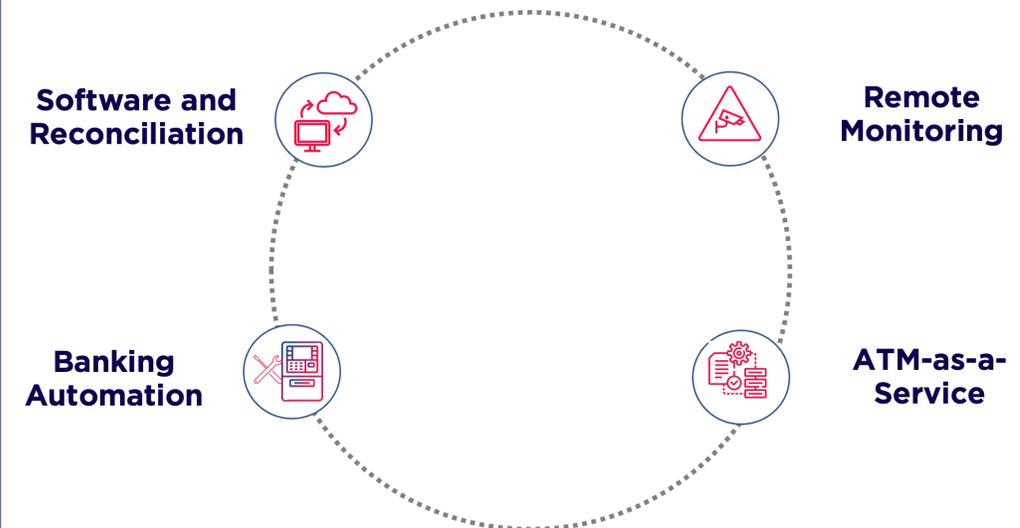
Cash Logistics

60% revenue share in Q3-FY24
(78% in FY19)



Managed Services and Tech Solutions

40% revenue share in Q3-FY24⁽¹⁾
(22% in FY19)



7 business offerings; 6 >INR 100 Crore revenue

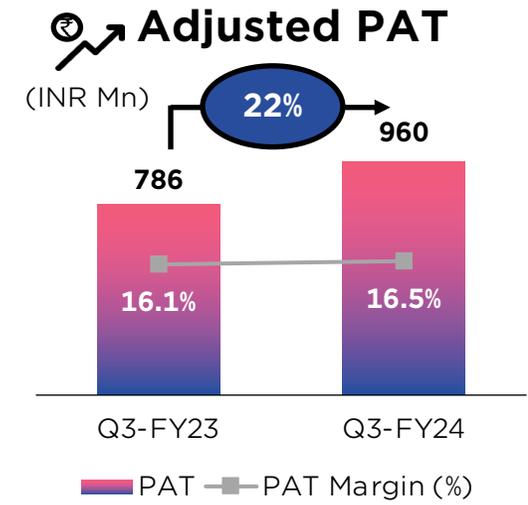
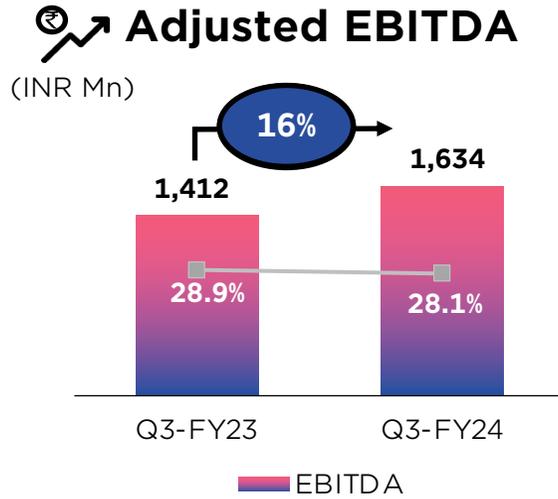
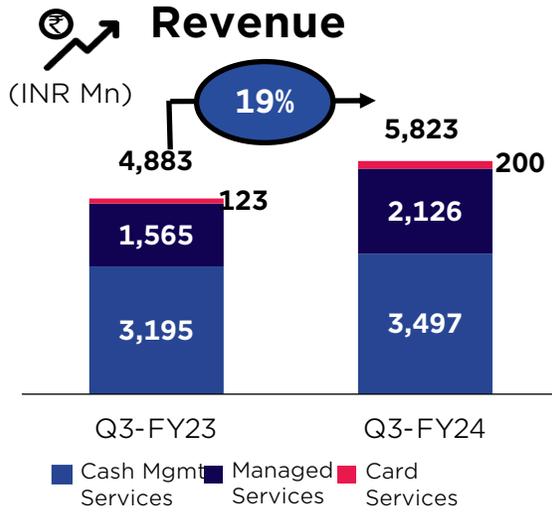
ACCELERATING TRANSFORMATION

(1) For Q3-FY24; Managed services revenue comprises of Managed services, Cards (other business) and Tech solutions revenues

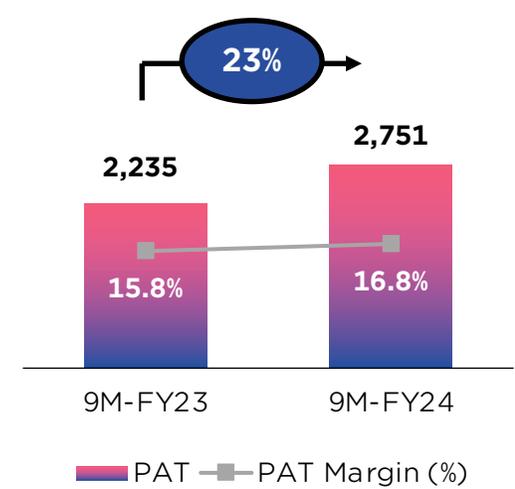
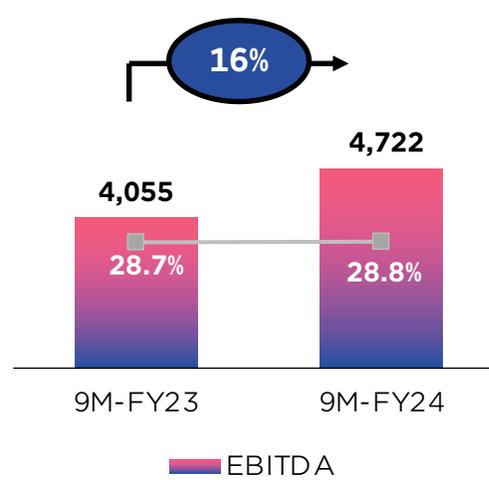
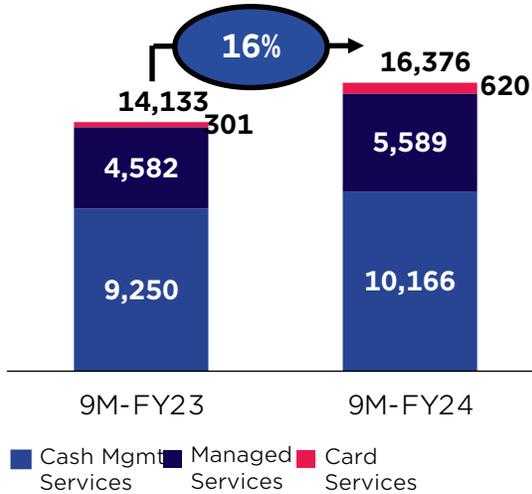


Q3/9M-FY24 Financial Highlights

Q3-FY24



9M-FY24



EBITDA and PAT adjusted for ESOP/Share based payment to employees

ACCELERATING TRANSFORMATION

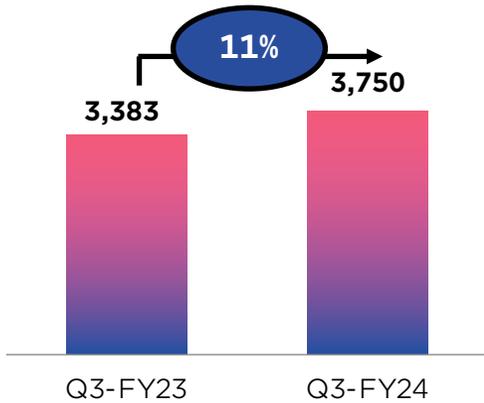
Quarterly Operational Highlights: Cash Logistics Business



Q3-FY24

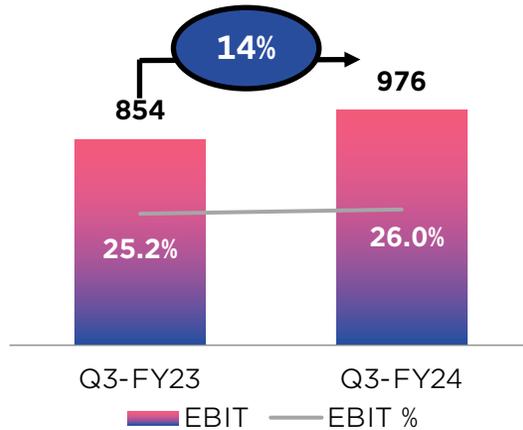
Revenue

INR Mn

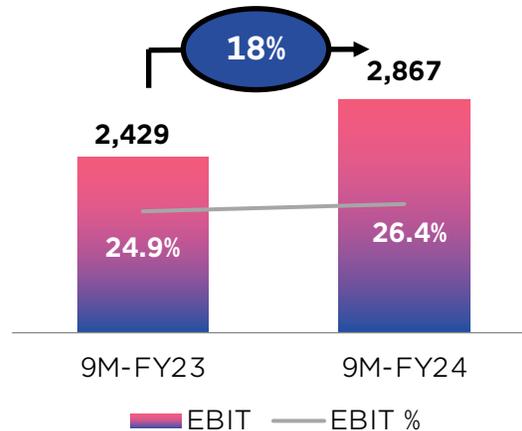
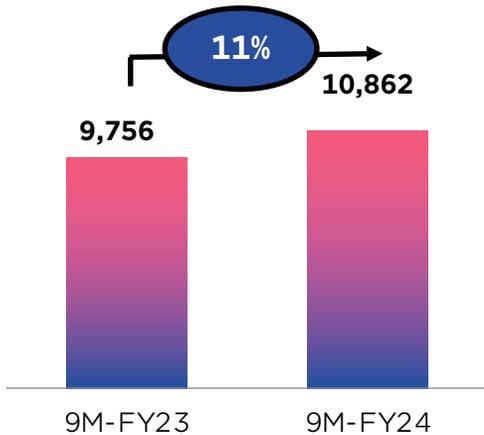


EBIT

INR Mn



9M-FY24

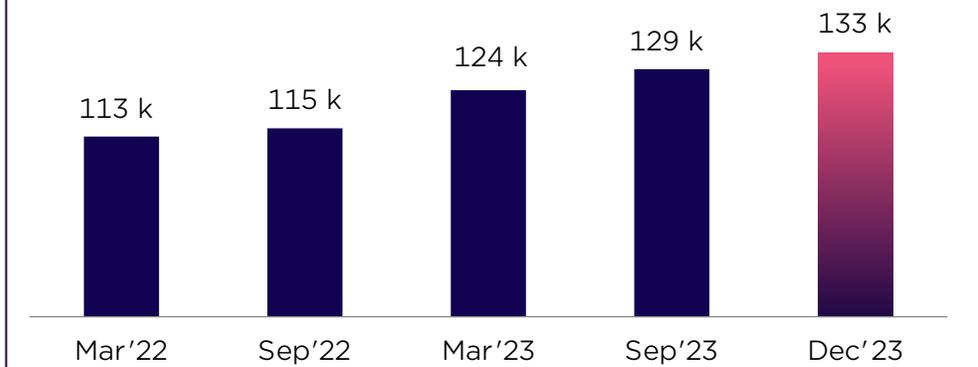


Cash Logistics: Operational Highlights

- Added 4,000 business points, 10% growth YoY
- Compliance status: 85% ATMs compliant; Cassette Swap implementation 15%
- Infrastructure upgrade: 500 vans added in 9M-FY24

Business Points - Cash Logistics

#, as of date



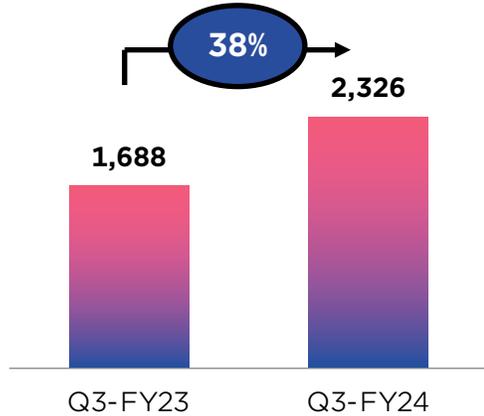
Quarterly Operational Highlights: Managed Services + Card Services Business



Q3-FY24

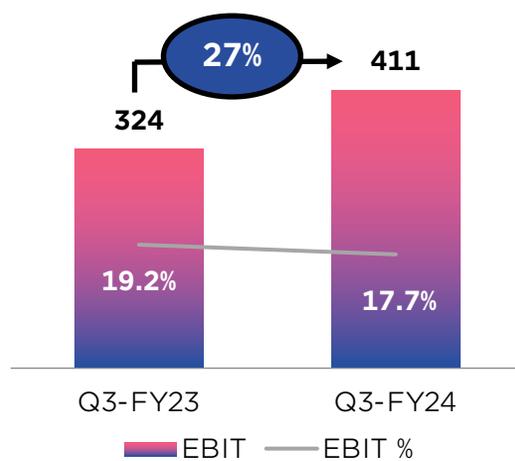
Revenue

INR Mn

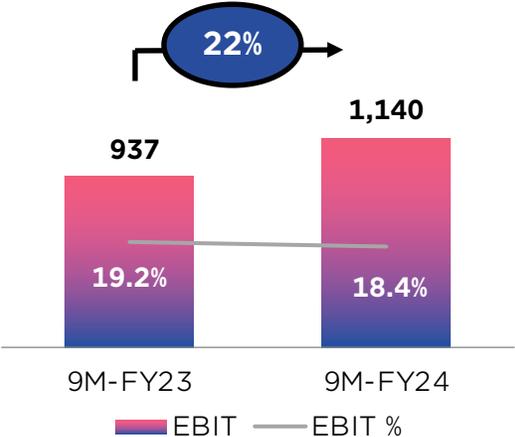
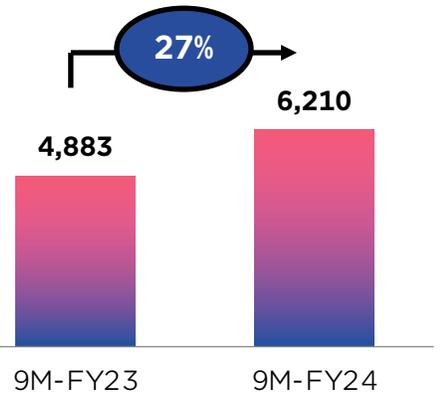


EBIT

INR Mn



9M-FY24



Managed Services: Operational Highlights

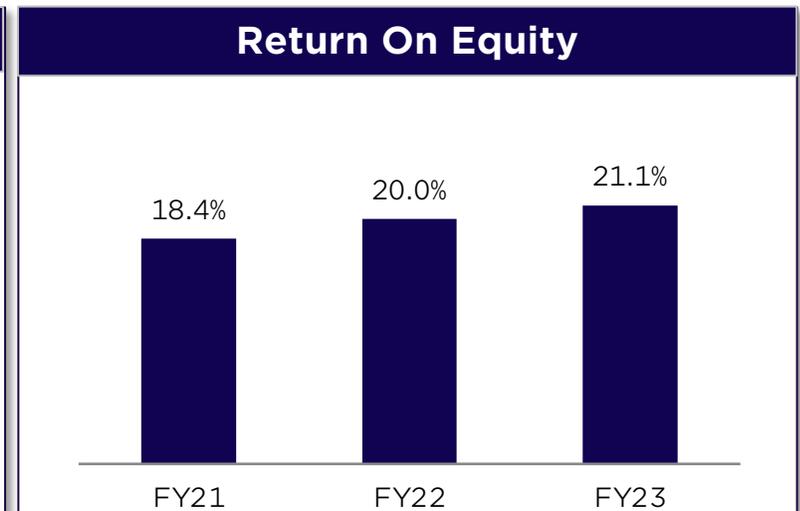
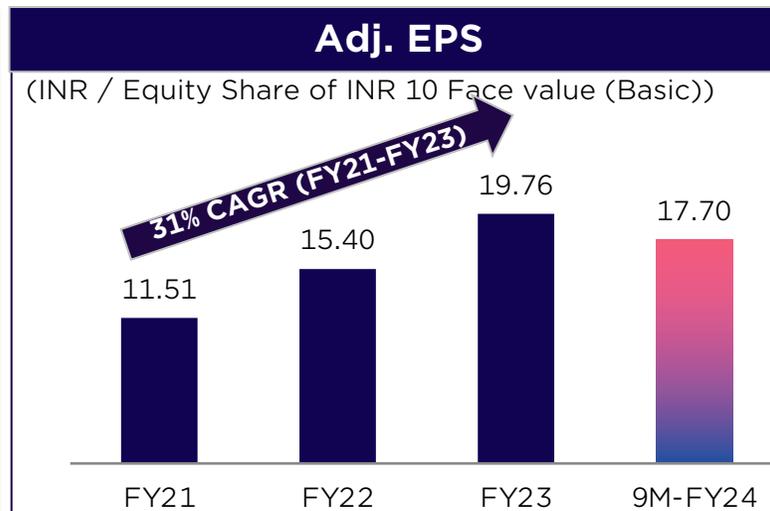
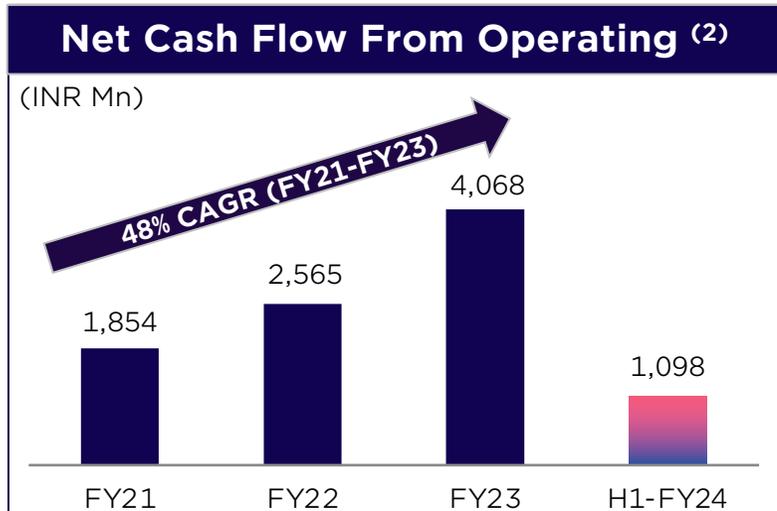
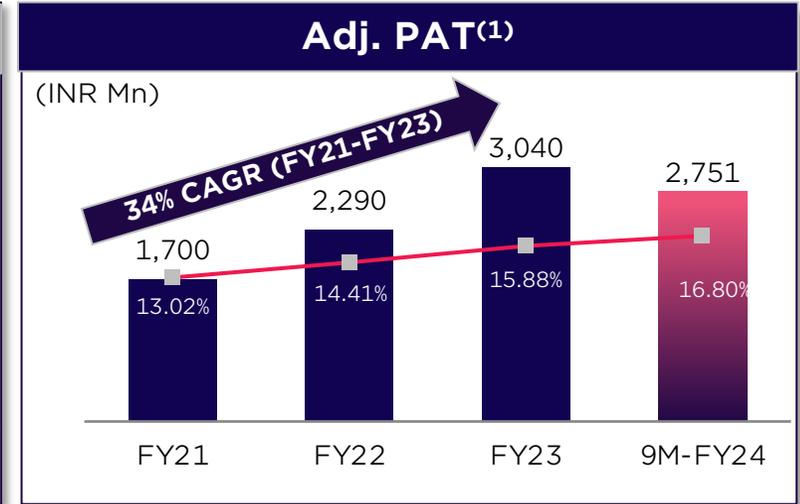
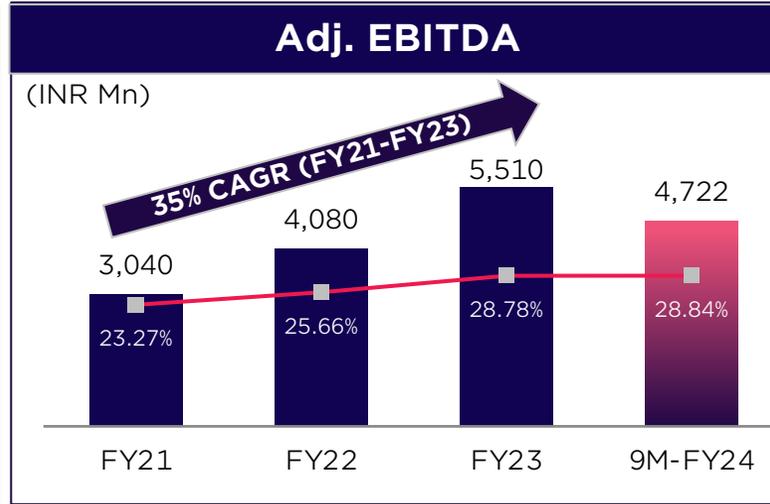
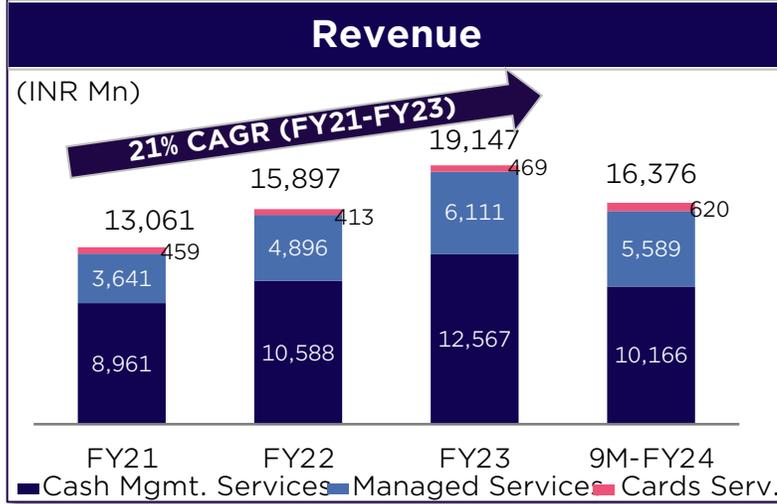
- New business wins of INR 600 crore in the quarter
- 9M-FY24 new business wins now at INR 1,250 Cr
- Won mandate for ALGO AIoT Remote Monitoring Solution for 2,000 new sites

Orderbook trend

(INR Crore, as of date)



Strong Growth and Compounding Track Record



EBITDA and PAT adjusted for ESOP/Share based payment to employees

ACCELERATING TRANSFORMATION

(1) PAT margin has been calculated as PAT / Total income (Revenue from operations + Other income) (2) Higher inventory of ATM equipment (due to more orders in hand & Covid-19 induced delay in installations) resulted in lower cash flow in FY21



Our Journey: Transforming into a Business Services Platform

9x Revenue growth

11x EBITDA growth

Revenue: ₹ 1,915 Cr
Adj. PAT Margin : 15.9%

Revenue: ₹ 216 Cr
Adj. PAT Margin: 10.5%



Restructure

Growth

Resilience

Accelerated expansion

Established a strong core in Cash Logistics

- ↑ in Pvt bank outsourcing
- 4x ATM market growth
- Market players doubled

Grew TAM by expanding into Managed Services

- Demonetization
- NPA crisis; PSU bank mergers
- RBI standards

High growth Launched AIoT business

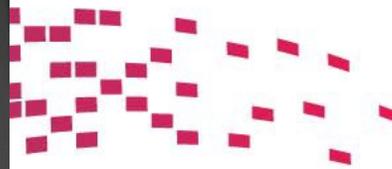
- ↑ in PSU bank outsourcing
- COVID pandemic
- Industry consolidation

Industry

ACCELERATING TRANSFORMATION



COMPANY OVERVIEW



ACCELERATING TRANSFORMATION



Market Leadership Translating into Strong Financial Metrics



Key highlights

Only Integrated Banking Solutions provider with end-to-end offerings

#1 across Cash Logistics, AIoT in Banking and Algo MVS

PAN India Footprint; 16K+ Pin codes covered

Servicing leading banks like SBI, HDFC, ICICI & Axis

Highly qualified and experienced management supported by diverse board

Key statistics

INR 12.70 Tn

Currency handled in FY23

150,000+

Servicing Business Points

4,000+

Cash Vans

28.8%

FY23 Adj. EBITDA Margin

28%

FY20-23 PAT CAGR

INR 4,500 Mn

March'2023 Cash ⁽¹⁾

24.2%

FY23 ROCE

Zero Debt

Company for 4 years with AA credit rating

76%

FY23 OCF / EBITDA

ACCELERATING TRANSFORMATION

(1) Cash & Investments is inclusive of Cash & Cash Equivalents, Bank balance & Investments



Highly Qualified Management With A Diverse Board And Strong Governance

Experienced Directors



Shyamala Gopinath

Former Deputy Governor, RBI



Sayali Karanjkar

Non-Executive Independent Director, Co-founder of Paysense



Tapan Ray

MD & Group CEO of Gift City



Jimmy Mahtani

Partner at BPEA EQT



Ms. Manju Agarwal

Former DMD, SBI



Krzysztof Jamroz

Executive Chairman at Roadrunner



Ashish Agrawal

Partner at BPEA EQT



Strong Management With Deep Industry Know-How



Rajiv Kaul

Executive Vice Chairman, Whole Time Director & CEO
30+ years of industry experience



Pankaj Khandelwal

President & CFO
27+ years of industry experience



Anush Raghavan

President - Cash Management
15+ years of industry experience



Manjunath Rao

President - Managed Services
35+ years of industry experience



Sanjay Singh

Chief Human Resources Officer (CHRO)
30+ years



Rajeev Bhatia

Chief Information Officer (CIO)
20+ years of industry experience



ACCELERATING TRANSFORMATION

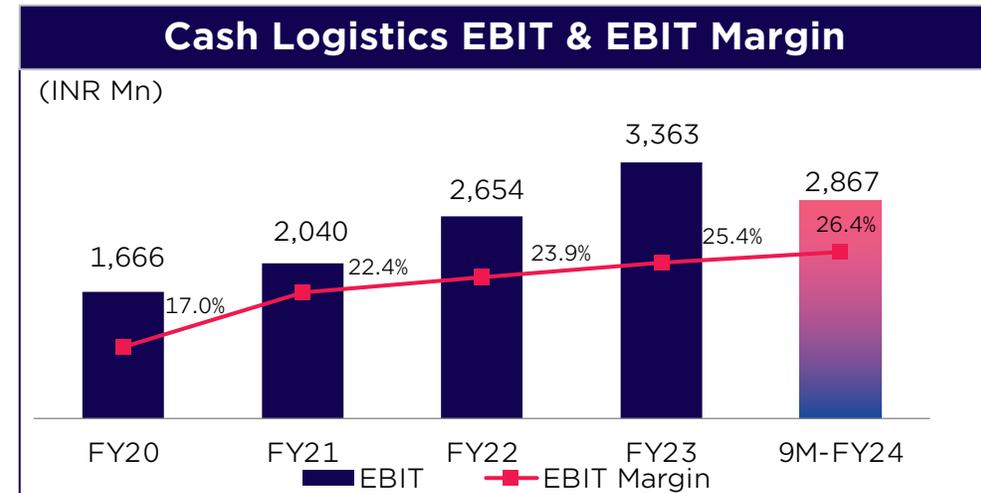
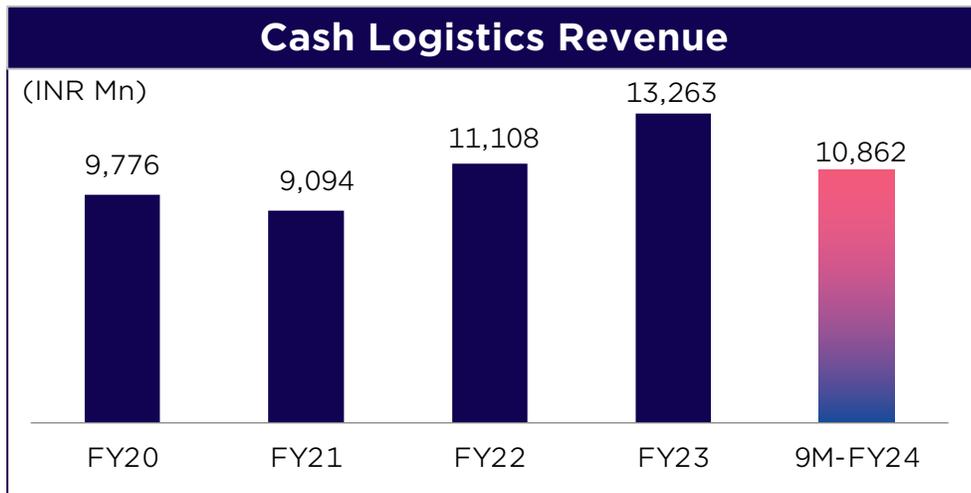
Leader In Cash Logistics Services In India



**ATM Cash Management
#1 Player***

**Retail Cash Management
(RCM)
#1 Player***

**Cash-in-Transit (CIT)
#1 Player***



ACCELERATING TRANSFORMATION

*As per company estimates





Our Cash Logistics Network

World class scale, quality and risk management



ATM

- Revenue model linked to # of visits per ATM (<2% variance)
- Annuity revenue model, >90% fixed
- 72,000+ ATMs, Replenished every alternate day, Avg. ₹ 1.4 Cr / ATM per month

RETAIL

- Partner with Transaction banking to offer solutions for corporates & retail (Cash-X)
- Annuity revenue model linked to volume & points; >70% fixed
- 52,000+ business commerce points, Avg. ₹ 37 L collection & processing per month

CIT

- Bulk currency transit across the banking network
- Revenue model: 80% fixed; 3-5 year contracts
- 12,000+ bank branches served every day

One Of The Few Integrated Players In India With A Strong Technology Edge

Banking Automation Solutions



ATM As-a-Service



Software Solutions #1 in ATM

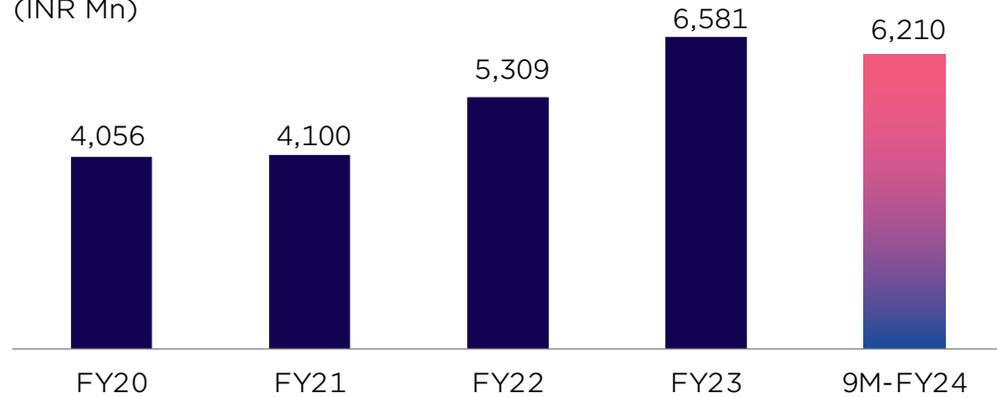


AI based Remote Monitoring #1 in ATM



Managed Services Revenue

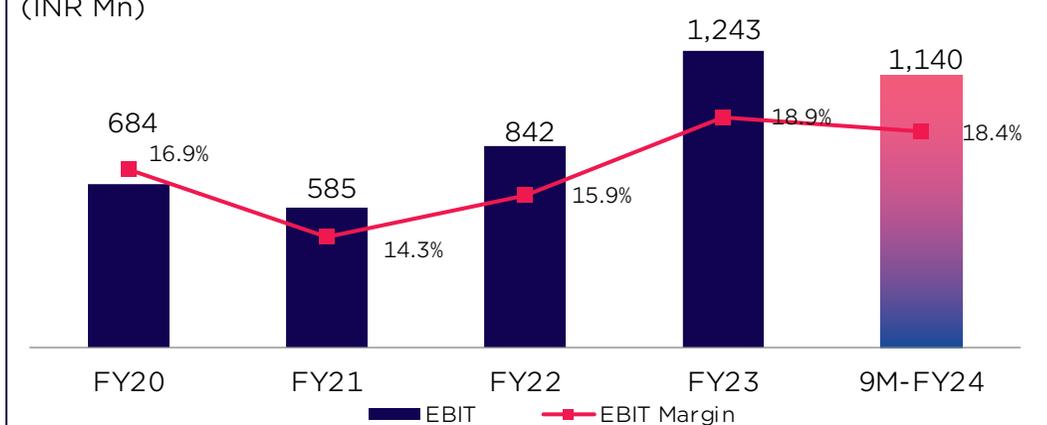
(INR Mn)



Managed Services + Card Services (as per Segment Result)

Managed Services EBIT & EBIT Margin

(INR Mn)



ACCELERATING TRANSFORMATION

Our Capabilities across Managed Services and Technology Solutions

India is the World's 3rd Largest ATM market



Banking Automation

- ATMs, Currency recyclers, Self-service kiosks
- 1:2 branch to ATM ratio
- Product sale + 7-10 yr maintenance revenue



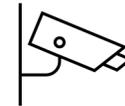
ALGO Software

- MVS - Unified & dynamic interface and management
- ATM access security software
- SaaS-like business model
- License sale + 7-10 yr maintenance rev.



ATM-as-a-Service

- 60% bank owned, 3-5 yrs fixed revenue
- 40% BLA; 7-10 yrs, txn-based revenue
- **CMS**: 20-25% revenue fixed rate; ~30% of BLA at bank branches (high predictability)



AIoT Remote Monitoring

- <40% ATMs and <30% branches secured today
- 100% fixed recurring





Favourable macro-economic and industry trends



- 1 | Fastest growing large economy: 6.1% avg. growth forecast next 5 years**
- 2 | Growth in domestic consumption: drives 2/3rd of GDP**
- 3 | Banks at the center of growing economy: in expansion mode**
- 4 | Retail growth and formalization to fuel consumption**
- 5 | Cash based payments have a large share in loans, insurance, retail, ecommerce**



Mid-term growth drivers



Cash Logistics

- 100,000 ATMs yet to be outsourced for Cash Mgmt.
- Growth in organised retail; Direct2Retail and Cash-X solutions

ATM Managed Services

- PSU banking refresh cycle: 80,000+ ATM refresh cycle
- Pvt. Sector branch expansion: 20,000+ new ATMs
- Total outsourcing deals: ~100,000 ATMs will shift from bank capex to BLA

AIoT Remote Monitoring

- >60% of ATMs & bank branches
- Expansion to NBFC, Insurance, Retail
- Legacy base refresh cycle

Inorganic

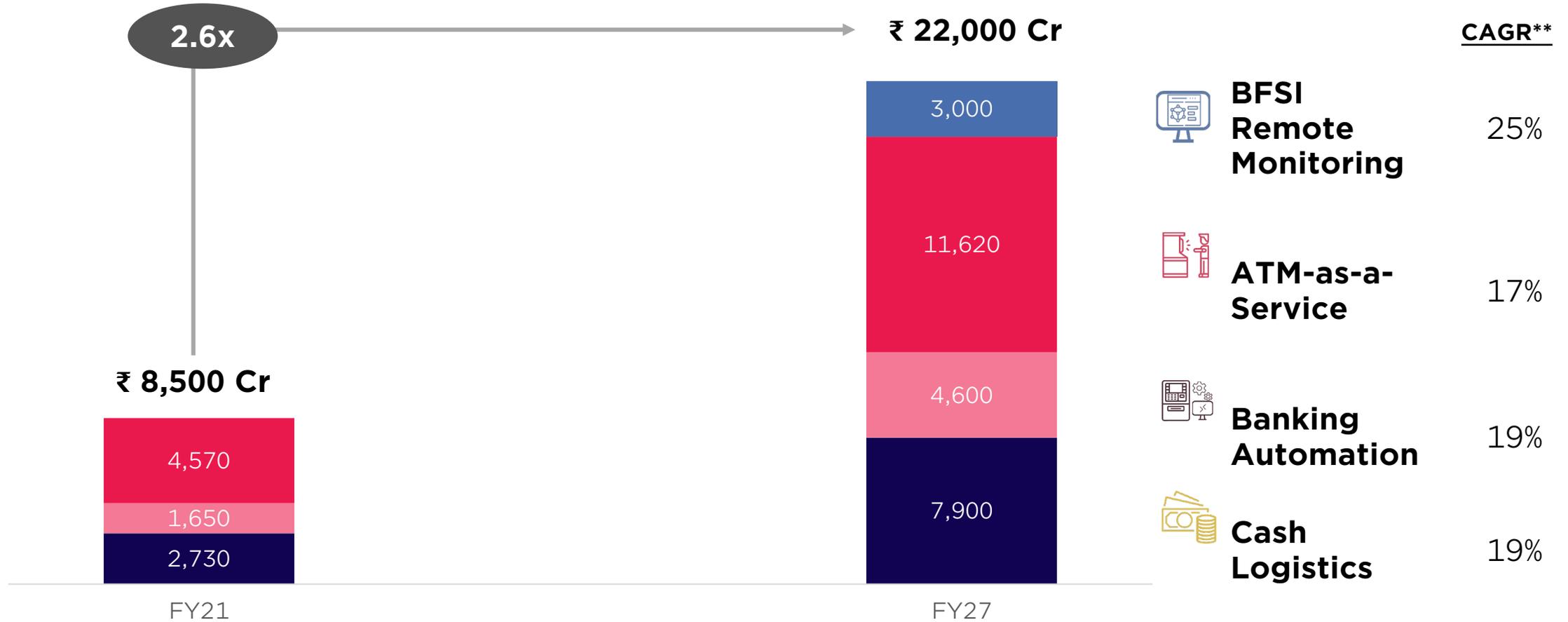
- Track record of programmatic M&A: Rs. 250 Cr in 6 acquisitions with <3 year payback
- Industry consolidation
- M&A areas: Business Services, Fintech, Financial Inclusion



Market Growth: Higher outsourcing create a large TAM Opportunity



INR Crore



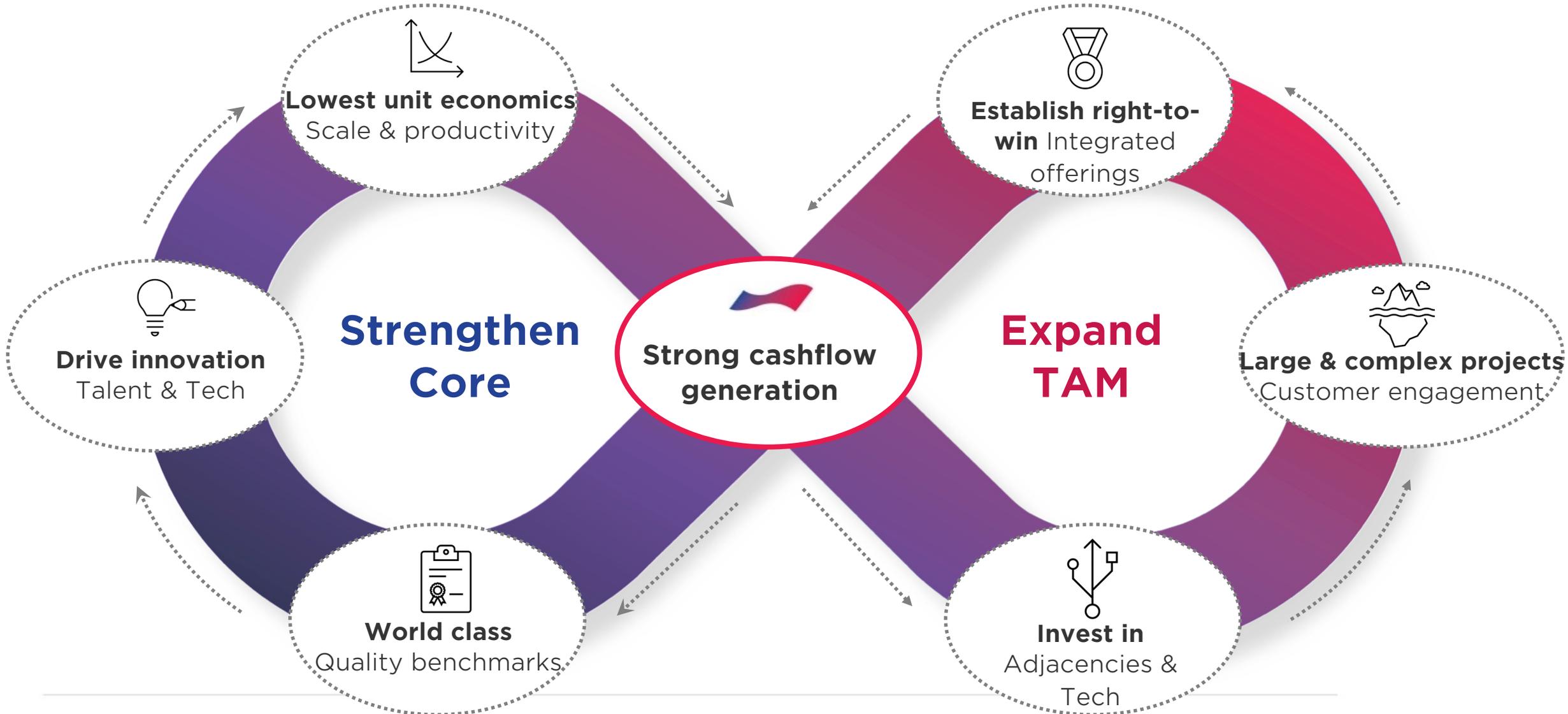
Total TAM is lower than gross sum because of some overlap between Cash Management and BLA

**CAGR between FY21 and FY27

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Our Playbook: Accelerating growth & market expansion

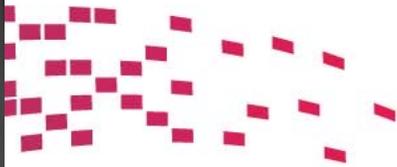


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HISTORICAL FINANCIAL OVERVIEW



ACCELERATING TRANSFORMATION



Quarterly Consolidated Financial Performance



<i>Particulars (All figures in INR Mn)</i>	Q3-FY24	Q2-FY24	Q-o-Q	Q3-FY23	Y-o-Y
Operating Income	5,823	5,437	7.1%	4,883	19.3%
Expenses	4,315	3,980	8.4%	3,529	22.3%
Operating EBITDA	1,508	1,457	3.5%	1,354	11.4%
Adj. EBITDA	1,634	1,573	3.6%	1,412	15.4%
EBITDA Margins (%)	25.90%	26.80%	(91)Bps	27.73%	(183)Bps
Adj. EBITDA Margins (%)	28.06%	28.93%	(87)Bps	28.91%	(85)Bps
Finance costs	39	41	(4.9)%	46	(15.2)%
Depreciation and amortisation expense	377	364	3.6%	324	16.4%
Other Income	78	83	(6.0)%	48	62.5%
Profit before tax	1,170	1,135	3.1%	1,032	13.4%
Tax	299	291	2.7%	274	9.1%
Profit After Tax	871	844	3.2%	758	14.9%
Adj. Profit After Tax	960	923	4.0%	786	22.1%
PAT Margins (%)	14.96%	15.52%	(56)Bps	15.52%	(56)Bps
Adj. PAT Margins (%)	16.49%	16.97%	(48)Bps	16.09%	40Bps
Other Comprehensive income for the year	(1)	2	NA	0	NA
Total Comprehensive Income for the year	870	845	3.0%	758	14.8%
Earning per equity share (nominal value of share Rs 10) - Diluted	5.37	5.24	2.5%	4.74	13.3%

EBITDA and PAT adjusted for ESOP/Share based payment to employees and non-operating IPO related expenses written off in FY20

ACCELERATING TRANSFORMATION



YTD Consolidated Financial Performance



<i>Particulars (All figures in INR Mn)</i>	9M-FY24	9M-FY23	Y-o-Y
Operating Income	16,376	14,133	15.9%
Expenses	11,936	10,196	17.1%
Operating EBITDA	4,440	3,937	12.8%
Adj. EBITDA	4,722	4,055	16.4%
EBITDA Margins (%)	27.11%	27.86%	(75)Bps
Adj. EBITDA Margins (%)	28.84%	28.69%	15Bps
Finance costs	122	141	(13.5)%
Depreciation and amortisation expense	1,105	964	14.6%
Other Income	229	101	NA
Profit before tax	3,442	2,933	17.4%
Tax	885	760	16.4%
Profit After Tax	2,557	2,173	17.7%
Adj. Profit After Tax	2,751	2,235	23.1%
PAT Margins (%)	15.61%	15.38%	23Bps
Adj. PAT Margins (%)	16.80%	15.82%	98Bps
Other Comprehensive income for the year	0	2	NA
Total Comprehensive Income for the year	2,557	2,175	17.6%
Earning per equity share (nominal value of share Rs 10) - Diluted	15.82	13.60	16.3%

EBITDA and PAT adjusted for ESOP/Share based payment to employees and non-operating IPO related expenses written off in FY20

ACCELERATING TRANSFORMATION



Historical Consolidated Income Statement



<i>Particulars (All figures in INR Mn)</i>	FY20	FY21	FY22	FY23	9M-FY24
Operating Income	13,832	13,061	15,897	19,147	16,376
Expenses	11,293	10,125	11,900	13,770	11,936
Operating EBITDA	2,539	2,936	3,997	5,377	4,440
Adj. EBITDA	2,640	3,040	4,080	5,510	4,722
EBITDA Margins (%)	18.36%	22.48%	25.14%	28.08%	27.11%
Adj. EBITDA Margins (%)	19.09%	23.27%	25.66%	28.78%	28.84%
Finance costs	73	82	144	196	122
Depreciation and amortisation expense	566	635	918	1,318	1,105
Other Income	50	158	79	147	229
Profit before tax	1,951	2,378	3,014	4,010	3,442
Tax	604	692	774	1,038	885
Profit After Tax	1,347	1,685	2,240	2,972	2,557
Adj. Profit After Tax	1,440	1,700	2,290	3,040	2,751
PAT Margins (%)	8.21%	12.89%	14.09%	15.52%	15.62%
Adj. PAT Margins (%)	10.41%	13.02%	14.41%	15.88%	16.80%
Other Comprehensive income for the year	(11)	(1)	4	4	0
Total Comprehensive Income for the year	1,336	1,684	2,244	2,976	2,557
Earning per equity share (nominal value of share Rs 10) - Diluted	8.87	11.09	14.33	18.67	15.82

EBITDA and PAT adjusted for ESOP/Share based payment to employees and non-operating IPO related expenses written off in FY20

ACCELERATING TRANSFORMATION



Historical Consolidated Balance Sheet



<i>(All figures in INR Mn)</i>	FY22	FY23	H1-FY24
Assets			
Non-current assets			
Property, plant and equipment	3,470	4,697	4,464
Capital work-in-progress	436	203	213
Right-of-use assets	1,800	1,826	1,644
Goodwill	2,061	2,061	2,061
Other Intangible assets	173	109	86
Intangible assets under development	1	0	2
Financial assets			
Investments	0	338	265
Other financial assets	331	319	380
Deferred tax assets (net)	304	369	380
Income tax assets (net)	226	196	188
Other non-current assets	210	112	198
Total of Non-current assets	9,012	10,230	9,881
Current assets			
Inventories	635	742	690
Financial assets			
Investments	1,235	2,455	2,897
Trade receivables	4,993	5,260	6,786
Cash and cash equivalents	643	963	745
Bank balances other than above	774	599	792
Other financial assets	276	30	76
Other current assets	989	733	667
Total of Current assets	9,545	10,782	12,653
Total Assets	18,557	21,012	22,534

<i>(All figures in INR Mn)</i>	FY22	FY23	H1-FY24
Equity share capital	1,531	1,544	1,565
Other equity	11,030	14,081	15,469
Total equity attributable to equity holders	12,561	15,625	17,034
Liabilities			
Non-current liabilities			
Financial liabilities			
Lease liabilities	1,468	1,528	1,364
Provisions	201	211	219
Other Liabilities	9	6	2
Total of Non-current liabilities	1,678	1,745	1,585
Current liabilities			
Financial liabilities			
Lease liabilities	461	505	512
Trade Payables			
Dues of micro enterprises and small enterprises	80	52	58
Dues of creditors other than micro enterprises and small enterprises	2,379	2,200	2,474
Other financial liabilities	1,066	597	538
Provisions	36	32	45
Other current liabilities	296	256	288
Income tax liabilities (net)			
Total of Current liabilities	4,318	3,642	3,915
Total Liabilities	5,996	5,387	5,500
Total Equity & Liabilities	18,557	21,012	22,534



Historical Consolidated Cash Flow Statement



<i>(All figures in INR Mn)</i>	FY22	FY23	H1-FY24
Cash flow from operating activities:			
Profit before tax	3,014	4,010	2,272
<i>Adjustments to reconcile profit before tax to net cash flow:</i>			
Depreciation and amortisation on Property, plant and equipment and Intangible asset	581	899	515
Depreciation on Right-of-use assets	338	419	213
Unrealised foreign exchange (gain) / loss	(1)	(1)	(0)
Lease rent concession	(2)	(3)	(5)
Impairment allowance for bad and doubtful receivables and deposits	595	848	180
Advances written off	-	-	-
Bad debts written off	204	137	256
Debit balance written off	21	-	-
(Profit) on disposal of property, plant and equipment (net)	(5)	(11)	(9)
Sundry balances written back	(8)	(20)	(2)
Impairment for doubtful claims receivables	8	4	13
Bad debts written back	-	-	-
Insurance claims receivables written off	14	12	5
Finance income	(33)	(70)	(68)
Profit on sale of current investments	(20)	(30)	(18)
Net change in fair value of current investments measured at FVTPL	(4)	(12)	(49)
Employee stock option compensation cost	61	93	139
Finance costs	144	196	83
Operating profit before working capital changes	4,907	6,471	3,525
Movement in working capital			
Increase / (Decrease) in trade payables and other liabilities	(421)	(824)	283
Increase / (Decrease) in provisions	21	12	22
(Increase) in inventories	265	(107)	52
(Increase) in trade receivables	(724)	(1,252)	(1,961)
(Increase) / Decrease in other assets and prepayments	(507)	853	(233)
Cash flow generated from operations	3,541	5,153	1,688
Direct taxes paid (net of refunds)	(976)	(1,085)	(590)
Net cash flow from operating activities	2,565	4,068	1,098

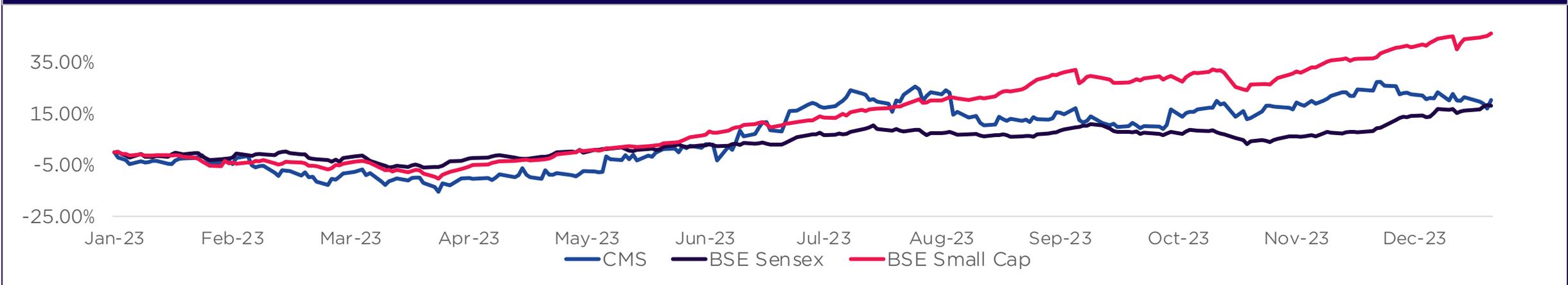
<i>(All figures in INR Mn)</i>	FY22	FY23	H1-FY24
Cash flow from investing activities			
Proceeds from sale of property, plant and equipment	7	20	12
Purchase of property, plant and equipment, Intangible assets (including CWIP and capital advances)	(2,840)	(1,933)	(411)
Purchase consideration paid on acquisition of business	-	-	-
Investment in mutual funds	(8,304)	(11,578)	(5,963)
Proceeds from redemption of mutual funds	8,217	10,400	5,676
Loan given to Others	(144)	-	-
Investment in deposits with banks	(844)	(1,072)	(598)
Proceeds from maturity of deposits with banks (including interest)	646	937	652
Net cash flow (used in) / from investing activities	(3,262)	(3,226)	(632)
Cash flows from financing activities			
Proceeds from Issue of Equity Shares	637	157	325
Dividend paid	(226)	(154)	(743)
Finance costs	(0)	-	-
Finance costs on lease liability	(144)	(184)	(83)
Payment of principal portion of lease liabilities	(262)	(341)	(183)
Net cash flow (used in) financing activities	5	(522)	(684)
Net (decrease) / increase in cash and cash equivalents	(692)	320	(218)
Cash and cash equivalents at the beginning of the year	1,335	643	963
Cash and cash equivalents at the end of the year	643	963	745

Capital Markets Information

(BSE - CMSINFO | 543441, NSE - CMSINFO)



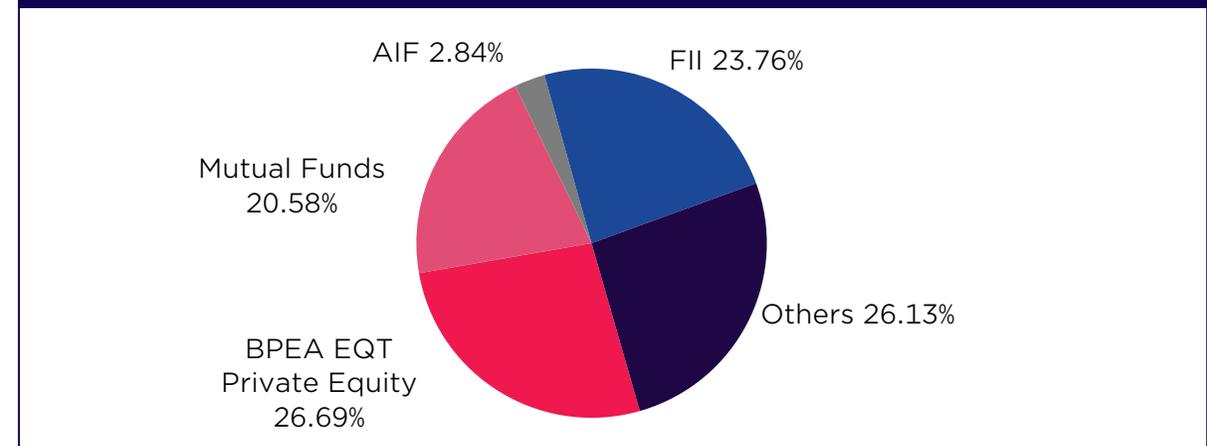
Share Price Movement (Up to 31st December, 2023)



Share Price Data (As on 31st December, 2023)

Face value (INR)	10.0
Market Price (INR)	382.20
52 Week H/L (INR)	421.05/261.10
Market Cap (INR Mn)	59,818.48
Equity Shares Outstanding (Mn)	15.65
Avg. trading volume ('000)	959.88

Shareholding Pattern (31st December, 2023)





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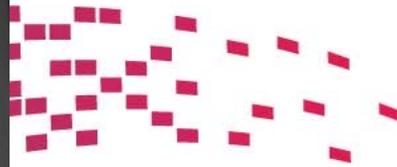
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