

Media Release

CMS Info Systems reports steady Q3’FY25 performance - 7% PAT growth, margin expands to 16% Cash Logistics grows 8% with 150 BPS market share gain

Mumbai, 5th February 2025: CMS Info Systems Limited, India’s leading business services company offering logistics and technology solutions & services, announced its financial results today.

Financial Performance:

<i>Consolidated</i>	Revenue		PAT	
9M’FY25	INR 1,805 Cr YoY Growth: 10.3%		INR 275 Cr YoY Growth: 7.5% Margin: 15.2%	
Q3’FY25	INR 581.5 Cr YoY Growth: Flat		INR 93 Cr YoY Growth: 7.0% Margin: 16.0%	
<i>Segmental</i>	Cash Logistics Business		Managed Services & Technology Solutions Business [#]	
	<i>Revenue</i>	<i>EBIT</i>	<i>Revenue</i>	<i>EBIT</i>
9M’FY25	INR 1,181 Cr YoY Growth: 8.8%	INR 299 Cr YoY Growth: 4.4%	INR 713 Cr YoY Growth: 14.8%	INR 118 Cr YoY Growth: 3.7%
Q3’FY25	INR 404 Cr YoY Growth: 7.8%	INR 103 Cr YoY Growth: 6.2%	INR 210 Cr YoY Growth: -9.7%	INR 38 Cr YoY Growth: -8.5%

[#]Including Cards Services

Key Highlights:

- **Strengthening market share in core business** – Revenue market share of 42% (YTD gain of 150+ basis points) and business points growth of 10% to 146,000 in Q3’FY25.
- **Strong new order-win momentum maintained** - INR 300 Cr in Q3, YTD wins of INR 700 Cr
- **Expanding AIoT RMS business beyond BFSI** - Won mandate with a large quick commerce brand for AI-led surveillance of dark stores/warehouses.

Commenting on the performance of the company, **Mr. Rajiv Kaul – Exec. Vice Chairman, WTD and CEO** said, “FY25 is a consolidation year on the back of strong 20%+ revenue CAGR between FY21-FY24. In the first nine months of this year, we achieved 10.3% revenue growth and 7.5% PAT growth. We are gaining market share, maintaining world-class margins and increasing share of recurring revenue streams. We are also making the right long-term investments with an increase in our Tech spends from 1% to 1.5% of revenues. As we gain momentum from order win execution, market share growth, and the expansion of our AIoT platform, we are positioned well for strong growth in FY26.”

Regd. Office: T-151, 5th Floor, Tower No. 10, Sector-11, Railway Station Complex, CBD Belapur, Navi Mumbai-400 614

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LinkedIn: [CMS Info Systems](https://www.linkedin.com/company/cms-info-systems) | **Twitter:** [@systems_cms](https://twitter.com/systems_cms) | **Facebook:** [ConnectingCommerce](https://www.facebook.com/ConnectingCommerce) | **Instagram:** [cmsinfosystems](https://www.instagram.com/cmsinfosystems)

Results for the quarter ending December 31, 2024, 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, February 6, 2025, at 12.00 pm (IST) to discuss the Financial Results and performance of the Company for Q3'FY25. The earnings conference call will be accessible from all networks and countries through universal access dial-in +91 22 6280 1259 / +91 22 7115 8160 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 (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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