



CMS INFO SYSTEMS LIMITED

IPO NOTE

ISSUE KEY HIGHLIGHTS

PRICE*:	Rs.205– Rs.216	ISSUE OPENS:	21 st Dec 2021
ISSUE SIZE:	Rs.1100 crores	ISSUE CLOSE:	23 rd Dec 2021

Particulars	No of Shares @ Higher Band (Cr)	No of Shares @ Lower Band (Cr)	%age	Higher band Amount (`Cr)	Lower band Amount (`Cr)
QIB	2.55	2.68	50%	550.00	550.00
NIB	0.76	0.80	15%	165.00	165.00
Retail	1.78	1.88	35%	385.00	385.00
Total Issue	5.09	5.37	100%	1,100.00	1,100.00

Issue Details:

Industry	Security Services
Promoters:	Sion Investment Holdings Pte. Limited
Capital Structure:	
Fresh Issue (@Higher Band)	-
Offer for Sale (@Higher Band)	Rs. 1100 Cr.
Total Issue as % of total capital (Post-Issue) (@Higher Band)	34.41%
Post Issue No. of Shares @ Higher Band (Cr.)	14.8
Post Issue Market Cap @ Higher Band (Rs. Cr.)	3,197
Face Value	10
Issue Route	Book Build Issue
Bid Lot (Shares)	69
Lead Managers	Axis Capital, DAM Capital, Jefferies India, JM Financial
Registered Office	Thane
Registrar	Link Intime India Pvt Ltd
Listing	BSE and NSE
Key Investment Details for Retail Investors: (UPI or ASBA)	
Min No. of Shares application	69
Amount on the Min. Application (Rs.)	₹14,904

An Indicative timetable post issue closing:

Particulars	On or about
Finalization of Basis of Allotment	28-Dec-2021
Refunds/un-blocking of ASBA Accounts	29-Dec-2021
Credit of Equity Shares to DP Ac	30-Dec-2021
Trading Commences	31-Dec-2021

Shareholding %:

Particulars	Pre-Issue	Post Issue
Promoters	100.00	65.59
Public	-	34.41
Total	100.00	100.00

Objects of the Offer:

Objects	Amt (Rs.Cr)
• Achieve the benefits of listing the Equity Shares on the Stock Exchanges	[.]
Total	[.]

Business Overview:

- CMS Info Systems Limited ("CMS") was incorporated on March 26, 2008. 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 based on number of ATM points as of March 31, 2021.
- For Fiscal Year 2021, their total currency throughput, or the total value of the currency passing through all of their ATM and retail cash management businesses, amounted to ₹9,158.86 billion.
- Company's business includes **installing, maintaining and managing assets and technology solutions** on end-to-end outsourced basis for banks under long term contracts.
- CMS operates their business in 3 segments:
 - **Cash management services:** which includes end-to-end ATM replenishment services; cash pick-up and delivery; network cash management and verification services;
 - **Managed services:** which includes banking automation product sales, deployment and associated annual maintenance; end-to-end Brown Label deployment and managed services for banks;
 - **Others:** which includes end-to-end financial cards issuance and management for banks and card personalisation services.
- Company's cash management business is largely route-based in nature and managed services business on the other hand is largely recurring in nature.
- As on August 31, 2021, company has pan-India fleet of **3,965 cash vans and the network of 238 branches and offices** which cover all of India's states and union territories, except remote union territory of Lakshwadeep. Also, through their network, CMS served more than 141,977 business points across their ATM cash management, retail cash management and managed services businesses.
- CMS is also supported by their Promoter-Sion Investment Holdings Pte. Ltd, which acquired the company in 2015 and is an affiliate of Baring Private Equity Asia, a private equity firm that has over US\$27 billion assets under management as of June 30, 2021.

Brief Financial Details*:

(₹ In Cr)

Particulars	As at Aug' 31,	As at Mar' 31,		
	2021(05)	2021(12)	2020(12)	2019(12)
Equity Share Capital	148.00	148.00	148.00	148.00
Reserves	911.37	836.48	702.39	597.90
Net worth	1059.37	984.48	850.39	745.90
Revenue from Operations	626.29	1,306.09	1,383.24	1,146.16
Revenue Growth (%)	-	-5.58%	20.68%	-
EBITDA as stated	153.09	309.44	258.96	211.09
Adj. EBITDA	151.06	305.48	265.90	213.98
Profit Before Tax	113.43	237.75	195.06	149.93
Net Profit for the period	84.47	168.52	134.71	96.41
Net Profit Margin (%)	13.49%	12.90%	9.74%	8.41%
EPS – Basic (₹)	5.71 [^]	11.39	9.10	6.50
EPS – Diluted (₹)	5.49 [^]	11.09	8.87	6.33
RoNW (%)	7.97% [^]	17.12%	15.84%	12.89%
NAV (₹)	71.58	66.52	57.46	50.40

Source: RHP *Restated Consolidated, ^not annualised.

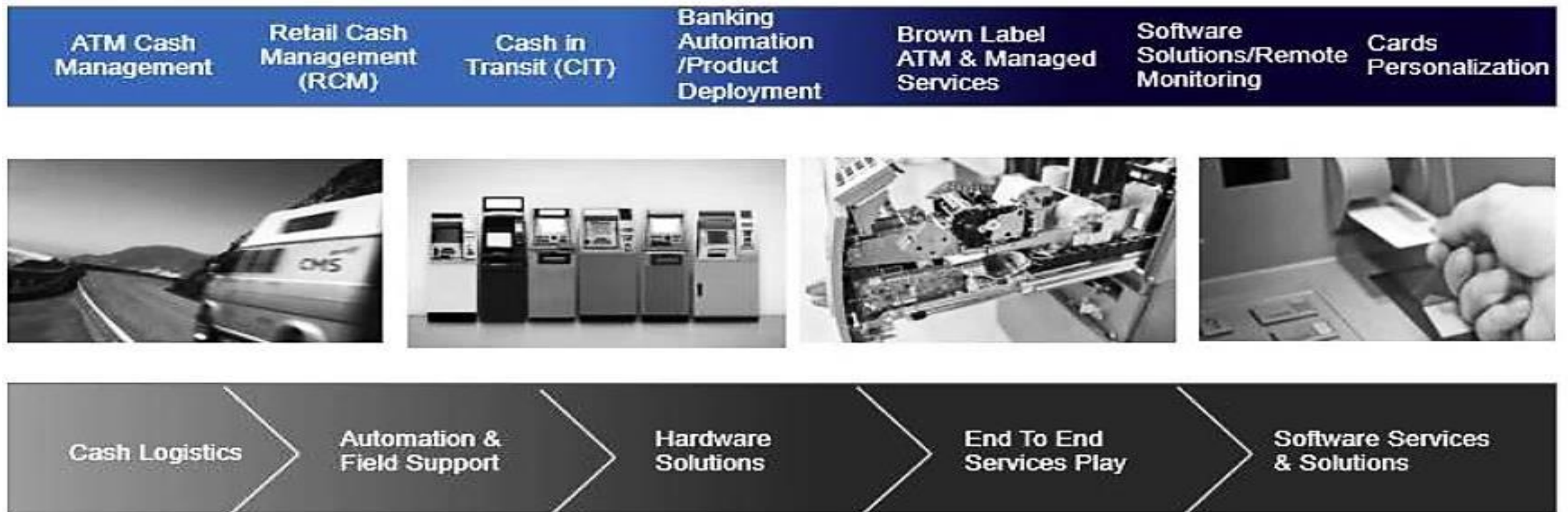
Offer Details:

Offer for Sale (₹ 1,100 Cr)	Upto 53,658,537~ - 50,925,926^ Equity Shares
Sion Investment Holdings Pte. Limited – Promoter	Upto 53,658,537~ - 50,925,926^ Equity Shares

Revenue From Operations: Services

Particulars	Revenue (₹ in Cr)	% to Total	Revenue (₹ in Cr)	% to Total	Revenue (₹ in Cr)	% to Total	Revenue (₹ in Cr)	% to Total
Sale of ATM and ATM Sites	62.04	9.91%	162.28	12.42%	135.45	9.79%	66.41	5.79%
Sale of products	25.25	4.03%	68.3	5.23%	119.85	8.66%	43.7	3.81%
- ATM Spares and related Products	19.78		53.63		111.03		31.68	
- Cards	5.4		14.37		7.68		11.86	
- Others	0.07		0.3		1.14		0.16	
Sale of services	539	86.06%	1,075.51	82.35%	1,127.94	81.54%	1,036.05	90.39%
- ATM and Cash management services	446.76		896.13		977.65		892.17	
- AMC services	81.21		147.89		114.59		97.35	
- Card Personalisation	11.03		31.49		35.7		46.54	
Total for Revenue from Operations	626.29	100.00%	1,306.09	100.00%	1,383.24	100.00%	1,146.16	100.00%

Breakdown Of The Business Segments:



Comparison With Listed Industry Peers (As On 31st March 2021):

Name of the Company	Consolidated/ Standalone	Total Income for FY 2021 (₹ Cr)	Face Value	EPS (Basic)	NAV	P/E~	RoNW (%)
CMS Info Systems Ltd	Consolidated	1,321.92	10	11.39	66.52	[·]	17.12%
Listed Peers							
SIS Ltd	Consolidated	9,605.10	5	24.85	123.45	18.83	20.06%
Unlisted Peers							
AGS Transact Technologies Ltd	Consolidated	1,797.15	10	4.62	47.11	NA	10.29%
Radiant Cash Management Services Ltd	Consolidated	224.16	1	3.2	12.55	NA	25.52%

Source: RHP; P/E Ratio has been computed based on the closing market price of equity shares on BSE on December 10, 2021.

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