

Ref: ABMH0/CSD/BSE/SG/ 0222**Date: 03/02/2023**

To,
The Listing Department,
Bombay Stock Exchange Ltd.
Floor 2nd, P J Towers,
Dalal Street, Fort,
Mumbai- 400 001.

Ref: ABMKNOWLEDG: 531161**Sub: Announcement under Regulation 30 of SEBI (LODR),
Regulations, 2015****Dear Sirs,**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we are enclosing herewith a copy of the Earning Release for the Quarter and nine months ended 31st December, 2022.

Kindly take the above on your record.

Thanking You,

Yours faithfully,

For ABM Knowledgeware Limited

SARIKA
ABHIJIT
GHANEKAR

Digitally signed by
SARIKA ABHIJIT
GHANEKAR
Date: 2023.02.03
20:14:09 +05'30'

**(Sarika Ghanekar)
Company Secretary****Encl: a/a**



Earnings Release

Mumbai, February 03, 2023



ABM KNOWLEDGEWARE LIMITED

SEI CMMI Level 5 | ISO 20000-1: 2018 | ISO 9001:2015 | ISO 27001:2013 Compliant Software & Services Company

Registered Office: ABM House, Plot No. 268, Linking Road, Bandra (West), Mumbai - 400050, INDIA.

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Analysis Of The Financial Results

ABM Knowledgeware Limited (BSE 531161) 'ABM' is one of the few Information Technology (IT) services companies operating in the niche of e-government since 1998. ABM announced its results on February 03, 2023, for the Quarter ended December 31, 2022.

Summary of Key Financial Parameters:

1. ABM reported Rs. 21.64 crore of consolidated revenue from operations for Q3 FY 2022-23, which is up by 2% Q-o-Q. ABM reported consolidated EBITDA, PBT & PAT of Rs. 6.58 crores, Rs. 5.79 crores and Rs. 3.42 crores respectively.
2. ABM's Cloud-based Cybersecurity subsidiary Instasafe Technologies Private Ltd. posted results for Q-3 with a revenue of Rs. 4.81 crores & Profit of Rs. 1.12 Crores as compared Q-o-Q revenue & profit of Rs. 4.24 crore & Rs. 0.53 crore respectively.

Operations of the Company:

Operating cost is decreased by 63% on Y-o-Y. The decrease in operating cost represents the absence of service cost incurred during implementation phase, which was excuted in previous year as a part of the project scope.

Employee benefits expenses increased due to employee's yearly salary increment and also hiring of additional resources by the company in its new initiative of supply of technical experts for enabling the adoption of technology for their end-users.

Update on Foreign acquisition:



The acquisition progress of the Silicon Valley-based Agritech start-up is satisfactory. Scanit experiencing good traction from potential customers and large agritech companies in USA.

1. Significant Achievements:

- **Industry Consultation with the Hon'ble Governor of Maharashtra**



A few entrepreneurs from various sectors (IT, Education, Pharmacy, etc) were invited to meet Maharashtra Governor, Hon'ble Shri Bhagat Singh Koshyari at Raj Bhavan. It was a moment of honor for the Founder and Managing Director of ABM to be a part of this delegation. It was a very productive meeting. All participants explained perspectives of their respective businesses and how those are contributing to the overall progress of the economy. MD, ABM also explained his views on 'how e-governance can play a vital role in achieving the goal of a \$5 Trillion economy by 2025?', which was duly acknowledged by Hon'ble Shri Bhagat Singh Koshyari.

- **ABM is empanelled with IT Nodal Agency of Maharashtra Government**



Maharashtra Information Technology Corporation (MahaIT), is the nodal agency of Govt. of Maharashtra to bolster efficient and effective implementation of ICT initiatives and to establish a robust e-Governance eco-system framework in the state. ABM has been empanelled with MahaIT for providing Technical resources for managing, executing and supporting the projects in various state departments.

- **ABM in Media (Mobile App for Prayagraj Municipal Corporation):**

Prayagraj Municipal Corporation services will now be just a click away through a Mobile App which has been developed by ABM.



The screenshot shows a newspaper article from Amar Ujala, dated 19 November 2022. The headline reads: "बस एक क्लिक पर दूर होगी हर परेशानी, मिलेगी सुविधाएं" (Just one click away, every problem will be solved, facilities will be provided). The article discusses the launch of a mobile app for the Prayagraj Municipal Corporation, highlighting its features like digital services, star ratings for staff, and various utility services. It mentions that the app is available in Hindi and English and is user-friendly. The article also notes that the app is a result of a partnership between the corporation and ABM.

About ABM Knowledgeware Limited

Business of the Company

ABM deals in E-government, SAP services and Cybersecurity (through its subsidiary).

In e-Government, ABM is a category leader in e-Municipality space with almost 28% of Municipal bodies and Smart Cities in India using ABM implemented solutions. ABM has developed expertise in offering G2B and G2C solutions with 10-fold increase in citizen engagement on a pan-India basis within a decade. ABM solutions deliver 4Cr+ citizens services annually. ABM has the unique distinction to have the greatest number of state-wide e-Municipality projects in India. ABM also has some large SAP implementation projects to its credit.

ABM's subsidiary Instasafe Technologies Pvt. Ltd. operates in the cutting-edge Cloud-based (Software as A Service) cybersecurity solutions in India with recent success in the USA market. Instasafe has been recognized by leading analysts like Forrester Research.

The Company has a strong, debt-free balance sheet to support securing large contracts & pursue inorganic growth opportunities at the appropriate time. The company has Rs.150 Cr+ order book to be executed in the next 3-4 years. However, the government, the company's primary customer, had slowed down tendering for new projects during long stretch of the pandemic. Therefore, it can have a medium-term impact on the company's revenue.

Media contact:

Corporate Communication:

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