

Ref: ABMHO/CSD/BSE/SG/1912**Date: 08/08/2021**

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 ended 30th June, 2021.

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: 2021.08.08
20:13:59 +05'30'

(Sarika Ghanekar)
Company Secretary

Encl: a/a



Earnings Release

Mumbai, August 08, 2021



ABM KNOWLEDGEWARE LIMITED

CMMI Level – 5 | ISO 9001 : 2015 | ISO 27001:2013 | ISO 20000-1:2011 Compliant Software & Services Company

Registered Office: ABM House, Plot No. 268, Linking Road, Bandra (West), Mumbai - 400 050,INDIA.

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About 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 August 06, 2021, for the first quarter of FY 2021-22 ended June 30, 2021

During the quarter ABM was recognised as “Best Tech Brands 20-21” by Economic Times.

1. ABM reported Rs. 22.47 Cr of consolidated revenue from operations for Q1-FY 22, registering a growth of 44% YoY. In Q1-FY 22, EBITDA, PBT & PAT are down by 35.85%, 38.34% & 31.87% respectively as compared to Q1-FY21. However, Q1-FY 21 had an abnormally high EBITDA Margin of 50%+, against a normal annualised range of 25-30%. The performance is therefore not comparable with the previous year on a Q1 to Q1 basis. However, during March 2021 quarter, ABM posted an improved performance resulting in consolidated EBITDA and PBT growth of 44.72% 20.94% respectively. PAT growth is 39.67% before Non-Controlling Interest. During the period reported, ABM generated a healthy consolidated EBITDA of Rs 5.35 Cr and consolidated net profit (after tax and non-controlling interest) of Rs 4.13 Cr. This performance needs to be viewed in light of the adverse impact of the pandemic on the eGovernment sector in which ABM operates.
2. A major portion of the increase in Operating cost Q1-FY 22 compared to Q1-FY 21 represents the cost of services provided by the consortium partner in the contract of implementing a large technology up-gradation project. ABM is executing this project in consortium with a large reputed MNC IT company. ABM is the lead bidder in the consortium. The increase in operating cost also includes cost payable to cloud infrastructure required in the project as a part of the scope .
3. ABM’s Cloud-based Cybersecurity subsidiary Instasafe Technologies Pvt. Ltd., which is currently at the development stage, incurred a loss in Q1-FY 22.
4. Some of the significant achievements of our cybersecurity subsidiary during Q1-FY 22 are:
 - InstaSafe added multiple new-age customers from Cloud Computing, Data Analytics space having global footprints. Existing customers also grew with upsells, reposing their continued trust in the Instasafe solution and its scalability feature.
 - InstaSafe became the only brand from Asia to make it to the Growth stage of Zero Trust Network Access Category in Forrester Research in their 2021 Edition
 - The third time in a row, InstaSafe was featured among Asia's 100 fastest technology companies by Deloitte APAC Technology Fast 500™, with an astounding 574% over the last three years growth.
 - InstaSafe became a part of Huawei Cloud Partner Program, Singapore. This will open up opportunities to cater to Singapore and other Southeast Asian countries.
 - InstaSafe became a Hewlett Packard Enterprise (HPE) Hybrid IT Server Partner after undergoing thorough testing on HPE Servers. In addition, it testifies the reliability of InstaSafe solution across all cloud servers.



About ABM Knowledgeware Limited

Business of the company

ABM deals in E-government, SAP services and Cybersecurity (through its subsidiary). ABM has recently won a Digital Project Management System (DPMS) project for a large Infrastructure project.

In e-Government, ABM is a category leader in e Municipality space with nearly 25% 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 delivered 4Cr+ citizens services annually. ABM has the unique distinction of having the most 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 P Limited 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 recognised by leading analysts like Forrester Research.

ABM is executing its first Digital Project Management System (DPMS) contract by deploying Cutting-edge technologies for 5DBIM. 'Time and Cost' overrun are prevalent in most of the Infra Projects. Real Time Tracking and Monitoring of such projects using technology would go a long way in solving these problems and saving billions of Rupees and Time for the Government / Taxpayers money.

ABM's business segments like e-Government and DPMS have a scope of replication in more geographies depending on the overall economic conditions, refinement of project management and procurement methodologies in the govt sector, and suitable investment by ABM in technology platforms. Instasafe is in the development stage and constantly monitors the dynamic and changing business/cyber threats and tries to adapt to growing needs. The cybersecurity space is growing and needs continuous investments to remain competitive. This is posing challenges during the developmental stage. In the next 2-3 years, DPMS & Cyber security have the potential of doubling the revenue of ABM, subject to overall healthy macro-economic conditions, faster reduced impact of COVID and several such other favorable factors.

ABM has a strong, debt-free balance sheet to support securing large contracts & pursue inorganic growth opportunities at the appropriate time. ABM has Rs220+ Crs. Order book to be executed in next 3-4 years. However, the Government, which is the primary customer, has slowed down tendering the new projects during the 1st and 2nd waves of the pandemic. This can have a medium-term impact on ABM's revenues.

Media contact:

Corporate Communications:

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