



Earnings Release

Mumbai, Aug 12, 2022



ABM KNOWLEDGEWARE LIMITED

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

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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 August 12, 2022, for the Quarter ended June 30, 2022.

Summary of Key Financial Parameters:

ABM reported Rs. 17.68 crore of consolidated revenue from operations for Q1 FY 2022-23, which is down by 18.57% Q-o-Q. Despite of decline in revenue ABM posted an improved performance resulting in consolidated Q-o-Q EBITDA, PBT and PAT growth of 3.75%, 1.31% and 6.30% respectively.

Operations of the Company:

1. As a result of sustained efforts, ABM has won more orders in the last quarter. The unexecuted Order Book now stands at Rs 200 Crs (approx.) as of 1st July 2022. Kindly refer to the section below elaborating on achievements in the last quarter.
2. Despite the adverse conditions, ABM has achieved approx. 31% Gross Profit and 13% Net profit in the current quarter.
3. For current quarter, Manpower cost has increased by 18% as compared to Q-1 of FY 2021-22 due to additional hiring and increment in salary.

IT industry continue to face unprecedented attrition coupled with abnormal variations in the benchmark salaries. This will have material impact on the operations as well as margins of the IT companies. Backlog of order booking of last two years due to Pandemic, will also impact the performance of the company in medium term.

Operating Costs:

4. Operating cost is decreased by 45% on a Q-o-Q basis in current quarter. This is largely due to absence of implementation services provided by the consortium partner in the contract of implementing a large technology up-gradation project.

Significant Achievements:

Significant Achievements in the Qtr (Apr – June 2022) are –

1. ABM wins another order from North (New Delhi) – SFAC



ABM has made an entry into a new sector - Agriculture Industry. ‘Small Farmers Agri-Business Consortium’ (SFAC), A society under Ministry of Agriculture & Farmers Welfare, GOI awarded ABM this project. The scope includes Design & Development of Integrated MIS Portal under the Central Sector Scheme of Formation and Promotion of 10,000 Farmer Producer Organizations. It will comprise of the Farmer Producer Organization's (FPO) Website, FPO Integrated Web Platform and FPO Mobile App. Around 85% of the land holdings belong to small and marginal farmers. FPOs enable member-farmers to reap benefit of economies of scale in purchase of inputs, processing and marketing and getting better price for their produce. The solution will enable FPOs monitor various schemes.

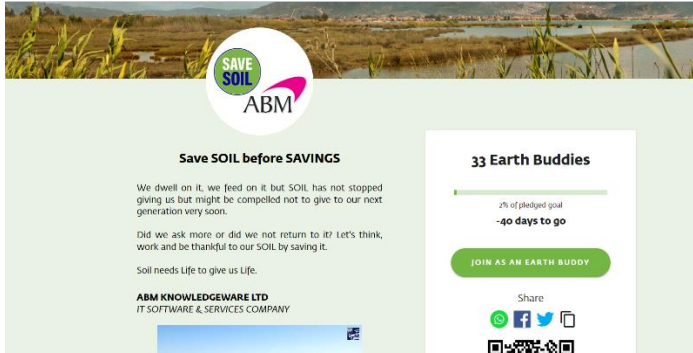
2. ABM marked strong presence in Haryana by winning a state-wide order - TCP



ABM won the order of ‘Software development of services’ for Town & Country Planning Department, Haryana. This is a state-wide project covering all Municipal Bodies and Town & Country Planning authorities across the state of Haryana. The scope of work involves automating all offline services of Licensing, Change of Land Use (CLU), NOC and Online Building Plan approvals through an efficient, user friendly and transparent online platform. The project has to be implemented in 8 months and Operations and Maintenance support has to be provided for 3 years.

3. ABM supported 'SAVE SOIL' Movement.

ABM supported ‘Save Soil’ which is a global movement launched by Sadhguru, to address the soil crisis by bringing together people from around the world to stand up for Soil Health, and supporting leaders of all nations to institute national policies and actions toward increasing the organic content in cultivable Soil. *We have already lost over 50% of the world's agricultural soil – the source of 95% of our food, and we may lose all of it in the next 45-60 years. But we can reverse this situation if we act now.*



4. ABM participated in 'Smart Cities, Smart Urbanization' event (18-20 April 2022) in Surat.

It was held to inform the future trajectory of smart urban development in India and was focused on Digital Governance, Innovation, Reimagining Public Spaces, Climate Smart Cities, and Smart Finance. ABM grabbed this opportunity to connect with various dignitaries from MoHUA and Smart Cities.



5. ABM participated in Drone Expo 2022, Rajasthan – June

'Drone Expo-2022' was organized at Techno Hub, Jaipur under 'iStart Rajasthan' of the Department of Information Technology and Communications, in which more than 50 drone manufacturers showcased the capabilities of their drones. Business Development Team from ABM participated in it and got the opportunity to grasp new knowledge and to grow network.



About ABM Knowledgeware Limited

Business of the company

ABM deals in E-government, SAP services, CoE for Industry 4.0 for technical institutions , 5DBIM.

In e-Government, ABM is a category leader in e-Municipality space with almost 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 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.

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