



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 - 400 050, INDIA.

Tel. : +91 22 4290 9700 Fax : +91 22 4290 9701 www.abmindia.com CIN - L67190MH1993PLC113638

Ref: ABMHO/CSD/BSE/SG/1931

Date: 11/08/2023

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 ended 30th June, 2023.

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: 2023.08.11
22:49:05 +05'30'

**(Sarika Ghanekar)
Company Secretary**

Encl: a/a



**Earnings Release
Mumbai, August 11, 2023**



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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 has also forayed into Cybersecurity and Agritech. ABM announced its results on August 11, 2023, for the Quarter ended June 30, 2023.

Summary of Key Financial Parameters:

1. ABM reported Rs. 21 crores of consolidated revenue from operations for Q1 FY 2023-24, with a growth of 16% Y-o-Y. For the period reported, ABM posted consolidated EBITDA, PBT & PAT (rounded figures) of Rs. 5 crore, Rs.4 crore, and Rs. 3 crore respectively with a Y-o-Y growth of 44%, 53%, 31% respectively.
2. ABM has achieved approx. 29% Gross Profit Margin and 15% Net profit Margin in the current quarter despite of very challenging situation being faced due to an increase in manpower cost, attrition .
3. ABM's Cloud-based Cybersecurity subsidiary Instasafe Technologies Private. Ltd. posted results for Q-1 with a revenue of Rs. 3 crore & Profit of Rs. 0.32 crore as compared to same quarter of previous year with revenue & loss of Rs. 1.69 crore & Rs. 0.36 crore, respectively.

Operations of the Company:

Operating cost is decreased Y-o-Y. The decrease in operating cost represents the increased efficiency in execution. Employee benefits expenses increased due to employees' yearly salary increments and the company's hiring of additional resources in its new initiative of Technical Manpower Augmentation to enable the adoption of technology for the end-users.

Smart City tenders were not floated as per ordinary course due to delayed extension to Smart City 2.0 Mission. Political developments in the home state of Maharashtra has created uncertainties in many ongoing opportunities. These factors can continue to hurt revenues and profitability in Financial Year 2023-24 significantly.

Update on M and A :

The progress of the acquisition of the Silicon Valley-based Agritech start-up Scanit is satisfactory. The second tranche of the primary fund infusion is completed. Scanit is experiencing good traction from potential customers and large agritech

companies in the USA. Scanit is building teams and distributors for enhancing market reach across the US and other markets .

Significant Achievements:

1. ABM implemented BMC new Market rent revision policy into the system & BMC leasehold system is live now

ABM played an active role in assisting BMC with the implementation of their Market Rent Revision policy within three months. The change in the policy was that the revised rent differed area-wise. ABM was appreciated by BMC for this seamless transition that did not interfere with its services.

Furthermore, ABM also helped BMC in making the leasehold system online. Previously, the leasehold was collected manually and now it is collected through CFC counters which has a customized system.

2. ABM has achieved SEI CMMI Service (Level 3) Certification

ABM is now a SEI CMMI Service (Level 3) company which indicates that the processes for Services, Operations & Maintenance projects & Internal Support Functions are well characterized and understood, described in standards-procedures-tools and methods, established and improved over time.



3. ABM initiated the "Capacity Building Program" in the Prayagraj Smart City Project

ABM has now started a "Capacity Building Program" for the Prayagraj Smart City Limited departmental end users along with hands on training. The onsite team has been highly efficient in taking up this initiative and so far, they have successfully completed the training sessions on two modules viz Water License along with Basic IT Training.





4. ABM won a New Work Order - eSamiksha Project, Chhattisgarh Infotech Promotion Society

ABM bagged a new work order for providing a technical support to eSamiksha project of CHiPS(Chhattisgarh Infotech Promotion Society) eSamiksha is a Digital Governance Platform for Easy, Instant and Secure Exchange of Information.



Media contact:

Corporate Communication:

Email id: corporatecommunication@abmindia.com