



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/992

Date: 26/05/2023

To,
The Listing Department,
Bombay Stock Exchange Ltd.
Floor 2TM, 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 31st March, 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: 2023.05.26
19:57:44 +05'30'

**(Sarika Ghanekar)
Company Secretary & Compliance officer**

Encl: a/a



**Earnings Release
Mumbai, May 26, 2023**



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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 has also forayed into Cybersecurity and Agritech. ABM announced its results on May 26, 2023, for the Quarter ended March 31, 2023.

Summary of Key Financial Parameters:

Post-pandemic sluggishness in the new tenders has impacted the performance. Smart City tenders were not floated as per ordinary course due to delayed extension to Smart City 2.0 Mission. Political instability in the home state of Maharashtra has created uncertainties in many ongoing opportunities. These factors can continue to hurt revenues and profitability in '24 also before scaling up.

1. ABM reported Rs. 19 crores of consolidated revenue from operations for Q4 FY 2022-23, which is down by 11% Q-o-Q. For the period reported, ABM posted consolidated Q-o-Q EBITDA, PBT & PAT (rounded figures) Rs. 4 crores, Rs.4 crore and Rs. 3 crore respectively. Revenue for 12 months ended 31st March '23 was Rs. 80 crore as compared to Rs. 96 Cr in the corresponding 12 months of the previous year. However, ABM focused on the efficiency of execution and could improve the annual Gross Profit Margins substantially to set off lower revenues to some extent.

Consolidated				
Particulars	Q 4 (31.03.2023)	Q 4 (31.03.2022)	12 Months (31.03.2023)	12 Months (31.03.2022)
Net Turnover	1,915.70	2,171.80	7,974.29	9,559.72
Gross Profit Margin	35.30%	27.69%	39.10%	29.14%
Operating Margin	11.09%	8.19%	17.21%	15.23%
Net Profit Margin	17.08%	10.37%	16.66%	15.15%

2. ABM has achieved approx. 35% Gross Profit and 17% Net profit in the current quarter



3. ABM's Cloud-based Cybersecurity subsidiary Instasafe Technologies Private. Ltd. posted results for Q-4 with a revenue of Rs. 3 crore & Profit of Rs. 0.28 Cr as compared Q-o-Q revenue & profit of Rs. 5 crore & Rs. 1 crore, respectively.

Operations of the Company:

Operating cost is substantially decreased Y-o-Y. The decrease in operating cost represents the increased efficiency in execution and the corresponding reduction in the cost due to lower revenues. 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 technical experts augmentation for enabling the adoption of technology for their end-users.

Update on M and A :

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

Significant Achievements:

- **ABM is now CMMI-SVC Level 3 certified**



It is a proud moment to announce that ABM is now appraised by Capability Maturity Model Integration (CMMI) – SVC Level 3. An appraisal at Maturity Level 3 indicates that the processes for Services, Operations & Maintenance projects and Internal Support Functions are well characterized and understood, described in standards-procedures- tools and methods, established and improved over the time. CMM is one of the efforts of capacity building within ABM. This CMMI L3 for Services will help strengthening Operations and Maintenance support to our customers and improve Support Functions for internal customers. Some of the e- government projects with BPR or complex back end processes don't sustain after implementation due to various reasons. One of them is quality Operations and Maintenance support to users.

Media contact:

Corporate Communication:

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