

**Ref: ABMHO/CSD/BSE/SG/3620****Date: 16/11/2021**

To,  
The Listing Department,  
Bombay Stock Exchange Ltd.  
Floor 2<sup>nd</sup>, 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 half year ended 30<sup>th</sup> September, 2021.

Kindly take the above on your record.

Thanking You,

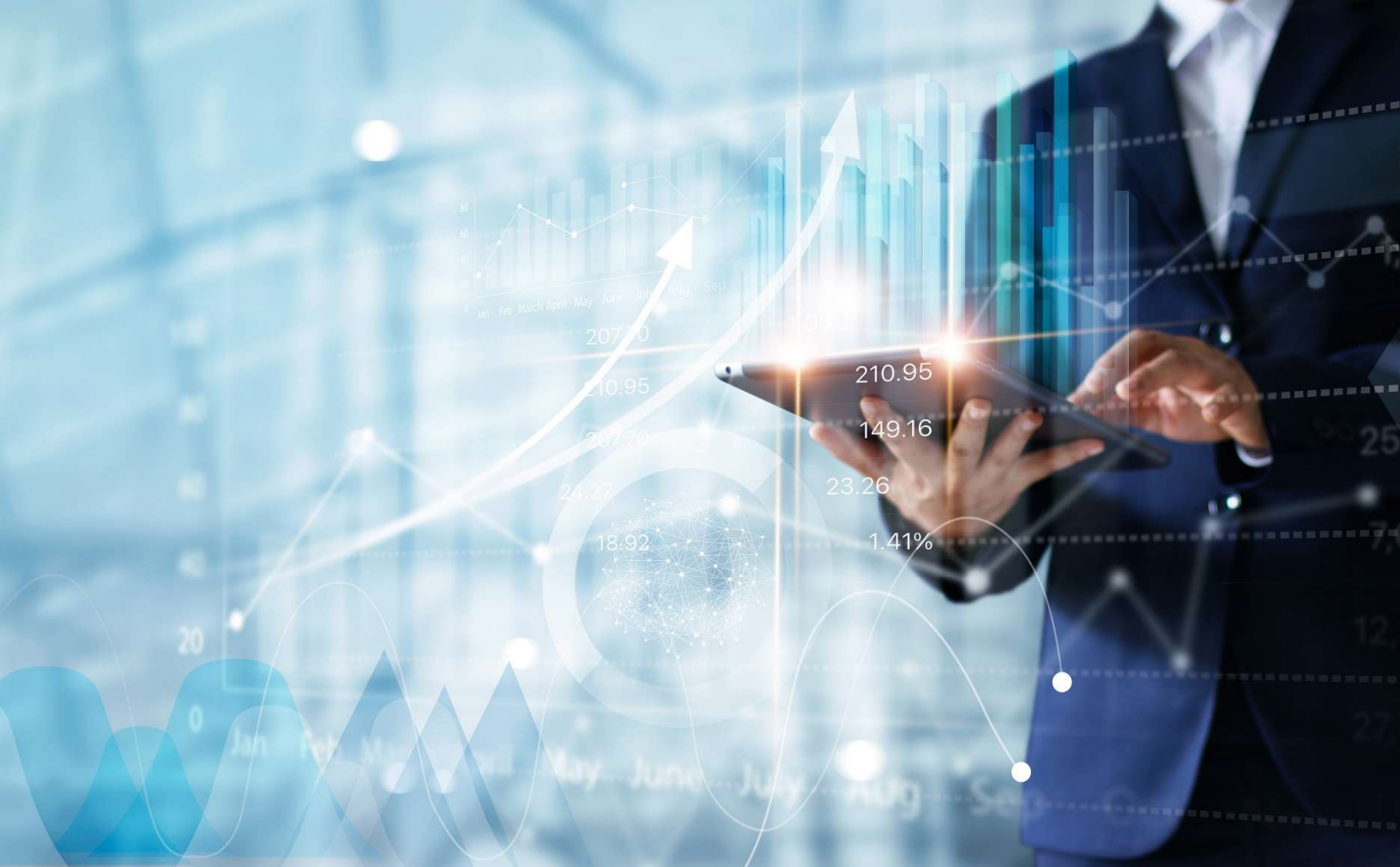
Yours faithfully,

**For ABM Knowledgeware Limited**

SARIKA  
ABHIJIT  
GHANEKAR

Digitally signed by  
SARIKA ABHIJIT  
GHANEKAR  
Date: 2021.11.16  
18:37:26 +05'30'

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



# Earnings Release

Mumbai, November 16, 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 - 400050, INDIA.

Tel: +91 22 - 4290 9700 Fax: +91 22 - 4290 9701 [www.abmindia.com](http://www.abmindia.com) CIN No. L67190MH1993PLC113638



## 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 November 12, 2021, for Quarter ended September 30, 2021.**

1. ABM reported Rs. 26.13 Cr of consolidated revenue from operations for Q2-FY 2021-22, registering growth of 16.3% Q-o-Q. For the period reported, ABM posted an improved performance resulting in consolidated Q-o-Q EBITDA, PBT & PAT growth of 52%, 57%, and 77% respectively. Revenue for six months ended 30<sup>th</sup> September, 2021 was Rs. 48.60 Cr as compared to Rs. 41.89 Cr in the corresponding six months of the previous year with growth of 16%. For six months ended 30<sup>th</sup> September, 2021, EBITDA, PBT & PAT is down compared to half year ended 30<sup>th</sup> September, 2020. This is because of abnormally high EBITDA margin for half year ended 30<sup>th</sup> September, 2020. The performance therefore is not comparable.
2. Operating cost is increased by 95% on Y-o-Y basis for Sept-21. A major portion of the increase in Operating Cost of Six months - FY 2021-2022 as compared to six months - FY 2020-21 represents the cost of services provided by the consortium partner in the contract of implementing a large technology upgradation project. The increase in operating cost also includes cost payable to cloud infrastructure required in the project as a part of the scope. Also increase in Employee benefits expenses is due to employee’s yearly salary increment and also hiring of additional resources by our subsidiary Instasafe Technologies.
3. ABM’s Cloud based Cybersecurity subsidiary Instasafe Technologies Private Limited reported improved performance for Sept-21 with net profit of Rs. 0.75 Cr as compared to loss of Rs. (1.17) Cr. in Q-2 FY 2021-2022.
4. Some of the significant ABM’s achievements, project success, in the Quarter (Jul – Sep 21) are:
  - The successful implementation and migration of the existing SAP landscape for a large public sector customer in western India.
  - Two Smart Cities in north India started delivering more services to citizens of those cities by use of digital technologies
  - Go Swift “Single Window Clearance System Portal” implemented for a state in eastern India was integrated with “The National Single Window Portal” (NSWS).

Recently, ABM was awarded “#SKOCH CEOs Choice Award” for contribution to Digital Municipalities.

SKOCH CEOs Choice Award was organized by SKOCH group and CAII to extend gratitude to corporates who contributed in building 'Digital India'. It was held on 30<sup>th</sup> October, 2021 at India Habitat Centre in New Delhi. ABM got recognized for 'Contributions to Digital Municipalities' by SKOCH group and CAII for its contribution to the growth of e-Governance.



## 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 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 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 Private 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 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. Company has Rs.210+ Cr. order book to be executed in next 3-4 years. However, the government, which is the primary customer for the company, has slowed down tendering for new projects during the 1<sup>st</sup> and 2<sup>nd</sup> waves of the pandemic. Therefore, it can have a medium-term impact on the company's revenues.

### Media contact:

### Corporate Communications:

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