



**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/2592**

**Date: 03/11/2023**

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, 2023.

Kindly take the above on your record.

Thanking You,

Yours faithfully,

**For ABM Knowledgeware Limited**

**(Sarika Ghanekar)**  
**Company Secretary**

**Encl: a/a**



**Earnings Release  
Mumbai, November 03, 2023**



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400050, INDIA.

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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 November 03, 2023, for the Quarter ended September 30, 2023.

### **Summary of Key Financial Parameters:**

1. ABM reported Rs. 23 crores of consolidated revenue from operations for Q2 FY 2023-24, with a growth of 9% Y-o-Y. For the period reported, ABM posted consolidated EBITDA, PBT & PAT (rounded figures) of Rs. 6 crore, Rs.5 crore and Rs. 3 crore 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 Limited posted results for Q-2 with a revenue of Rs. 3 crore & Profit of Rs. 0.47 crore as compared to same quarter of previous year with revenue & Profit of Rs. 4.24 crore & Rs. 0.54 crore, respectively.

### **Operations of the Company:**

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.

We have dedicated ourselves to enhancing employee utilisation, boosting productivity, and driving cost-efficiency throughout our organisation. Our commitment to growth, efficiency, and innovation remains unwavering as we strive to enhance our profitability further.

Our proactive approach to recruiting and nurturing talented fresh graduates, coupled with our efforts to reduce attrition. We are training and reskilling our people so they can be ready for an AI-driven future.

We are developing technical manpower augmentation as a revenue stream for assisting customers in transformation of business and to partially de-risk the fixed cost govt. contract business of the Company.

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 24 and 25 significantly.

## **Significant Achievements:**

### **1. ABM as a Silver Partner at Technology Sabha:**



ABM participated as a Silver Partner in the 34th Edition of Technology Sabha, an Express Group initiative. The event was held in Jaipur and the focus was on 'Celebrating India's Techade'. 150+ delegates from various Govt. Organizations and PSUs PAN India participated in it. Mr. Kalpesh Shah, VP, Presales was one of the speakers at the event and he addressed the delegates on "Data Driven Governance and its importance in making proactive decisions". Mr. Suresh Maharaj (Assistant Vice President - Sales (North)), Mr.

Adesh Sonny (General Manager – Sales) and Mr. Rajendra Shah (Deputy General Manager – Sales) too attended this event.

### **2. Lok Adalat Revenue Collection Hits Record in Madhya Pradesh:**

In the state of Madhya Pradesh, ABM is responsible for the demand generation of water and property tax along with sending timely reminders to the citizens to pay their taxes. That being said, ABM also ensures that the SAP system is up and running on the due date. Through the settlement of these taxes pending in the National Lok Adalat, Madhya Pradesh Urban Local Bodies (ULBs) have received a revenue of Rs. 86,86,29,000. This revenue will be essential in carrying out development work in various ULBs.

### **3. UDC – HURUN Stars of Mumbai Awards:**



On August 31, 2023, ABM Knowledgeware Ltd.'s Managing Director, Mr. Prakash Rane was honoured with an award by UDC - HURUN Stars of Mumbai 2023 for his outstanding contribution towards the Economy of Mumbai in the Software sector.

## **Media contact:**

Corporate Communication:

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