

Ref No.: QHTL/Sec/SE/2016-17/13

11<sup>th</sup> May, 2016

The Manager,  
Corporate Services,  
BSE Limited,  
14<sup>th</sup> floor, P J Towers, Dalal Street,  
Mumbai - 400 001  
Ref: Security ID : QUICKHEAL  
Security Code : 539678

The Manager,  
Corporate Services,  
National Stock Exchange of India Limited,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai - 400 051  
Symbol: QUICKHEAL  
Series : EQ

**Subject: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

We wish to inform you that the Board of Directors at its meeting held on 11<sup>th</sup> May 2016 which commenced at 2.30 pm and concluded at 7.30 pm, has approved following:

1. Audited Financial Results of the Company for the financial year ended 31<sup>st</sup> March 2016 both Standalone and consolidated.
2. A copy of the Press Release being issued in respect of aforesaid financial results.
3. Pursuant to Regulation 33 of SEBI Regulations, we have enclosed herewith Audit Report for the audited financial results both standalone and consolidated for the financial year ended 31<sup>st</sup> March 2016 (including Form A for both standalone and consolidated) from our Statutory Auditors M/s S R B C & CO LLP, Chartered Accountants.
4. The Board has also recommended the final dividend of Rs. 2.50/- per share for the financial year ended 31<sup>st</sup> March 2016.

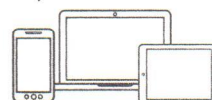
This is for your information and records.

For Quick Heal Technologies Limited

  
Vijay Shirode  
Company Secretary



Encl: As Above

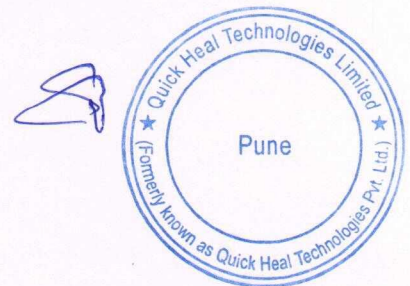


**STATEMENT OF FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2016**

(₹ in Millions)

| Sr. No. | Particulars                                                                                                            | Standalone                    |                                  |                               |                             |                             | Consolidated                  |                                  |                               |                             |                             |
|---------|------------------------------------------------------------------------------------------------------------------------|-------------------------------|----------------------------------|-------------------------------|-----------------------------|-----------------------------|-------------------------------|----------------------------------|-------------------------------|-----------------------------|-----------------------------|
|         |                                                                                                                        | Quarter ended                 |                                  |                               | Year ended                  |                             | Quarter ended                 |                                  |                               | Year ended                  |                             |
|         |                                                                                                                        | March 31, 2016<br>(Unaudited) | December 31, 2015<br>(Unaudited) | March 31, 2015<br>(Unaudited) | March 31, 2016<br>(Audited) | March 31, 2015<br>(Audited) | March 31, 2016<br>(Unaudited) | December 31, 2015<br>(Unaudited) | March 31, 2015<br>(Unaudited) | March 31, 2016<br>(Audited) | March 31, 2015<br>(Audited) |
| 1       | <b>Income from operations</b>                                                                                          |                               |                                  |                               |                             |                             |                               |                                  |                               |                             |                             |
|         | a) Net sales (net of excise duty)                                                                                      | 1,307.36                      | 569.99                           | 1,036.50                      | 3,344.68                    | 2,840.67                    | 1,314.37                      | 584.49                           | 1,041.07                      | 3,380.70                    | 2,861.16                    |
|         | b) Other operating income                                                                                              | -                             | -                                | -                             | -                           | -                           | -                             | -                                | -                             | -                           | -                           |
|         | <b>Total income from operations (net) (a+b)</b>                                                                        | <b>1,307.36</b>               | <b>569.99</b>                    | <b>1,036.50</b>               | <b>3,344.68</b>             | <b>2,840.67</b>             | <b>1,314.37</b>               | <b>584.49</b>                    | <b>1,041.07</b>               | <b>3,380.70</b>             | <b>2,861.16</b>             |
| 2       | <b>Expenses</b>                                                                                                        |                               |                                  |                               |                             |                             |                               |                                  |                               |                             |                             |
|         | a) Cost of materials consumed                                                                                          | 51.53                         | 27.01                            | 68.44                         | 133.34                      | 158.02                      | 58.12                         | 37.79                            | 65.34                         | 162.97                      | 170.85                      |
|         | b) Changes in inventories of finished goods                                                                            | 0.98                          | (0.37)                           | (15.35)                       | 10.25                       | (11.44)                     | (3.81)                        | 0.64                             | (7.44)                        | 5.66                        | (13.07)                     |
|         | c) Employee benefits expense                                                                                           | 222.26                        | 207.47                           | 174.16                        | 832.80                      | 625.54                      | 230.69                        | 216.34                           | 181.66                        | 864.15                      | 641.08                      |
|         | d) Depreciation and amortisation expense                                                                               | 63.16                         | 60.21                            | 83.67                         | 236.78                      | 201.83                      | 63.33                         | 60.25                            | 83.72                         | 237.11                      | 202.00                      |
|         | e) Sales incentive                                                                                                     | 93.24                         | 37.73                            | 136.40                        | 236.34                      | 223.08                      | 93.24                         | 37.73                            | 136.95                        | 236.34                      | 223.67                      |
|         | f) Advertisement and sales promotion                                                                                   | 74.80                         | 88.96                            | 69.69                         | 253.93                      | 287.71                      | 71.33                         | 92.43                            | 69.84                         | 253.96                      | 288.09                      |
|         | g) Other expenses                                                                                                      | 270.03                        | 192.44                           | 183.23                        | 804.62                      | 614.69                      | 282.97                        | 196.74                           | 187.12                        | 832.98                      | 632.47                      |
|         | <b>Total expenses</b>                                                                                                  | <b>776.00</b>                 | <b>613.45</b>                    | <b>700.24</b>                 | <b>2,508.06</b>             | <b>2,099.43</b>             | <b>795.87</b>                 | <b>641.92</b>                    | <b>717.19</b>                 | <b>2,593.17</b>             | <b>2,145.10</b>             |
| 3       | <b>Profit from operations before other income, finance costs and exceptional items (1-2)</b>                           | <b>531.36</b>                 | <b>(43.46)</b>                   | <b>336.26</b>                 | <b>836.62</b>               | <b>741.24</b>               | <b>518.50</b>                 | <b>(57.43)</b>                   | <b>323.88</b>                 | <b>787.53</b>               | <b>716.05</b>               |
| 4       | Other income                                                                                                           | 31.58                         | 22.08                            | 16.78                         | 93.47                       | 81.83                       | 35.50                         | 21.64                            | 17.60                         | 98.04                       | 82.21                       |
| 5       | <b>Profit from ordinary activities before finance costs and exceptional items (3+4)</b>                                | <b>562.94</b>                 | <b>(21.38)</b>                   | <b>353.04</b>                 | <b>930.09</b>               | <b>823.07</b>               | <b>554.00</b>                 | <b>(35.79)</b>                   | <b>341.48</b>                 | <b>885.57</b>               | <b>798.26</b>               |
| 6       | Finance costs                                                                                                          | -                             | -                                | -                             | -                           | -                           | -                             | -                                | -                             | -                           | -                           |
| 7       | <b>Profit from ordinary activities after finance costs but before exceptional items (5-6)</b>                          | <b>562.94</b>                 | <b>(21.38)</b>                   | <b>353.04</b>                 | <b>930.09</b>               | <b>823.07</b>               | <b>554.00</b>                 | <b>(35.79)</b>                   | <b>341.48</b>                 | <b>885.57</b>               | <b>798.26</b>               |
| 8       | Exceptional items                                                                                                      | -                             | -                                | -                             | -                           | -                           | -                             | -                                | -                             | -                           | -                           |
| 9       | <b>Profit from ordinary activities before tax (7+8)</b>                                                                | <b>562.94</b>                 | <b>(21.38)</b>                   | <b>353.04</b>                 | <b>930.09</b>               | <b>823.07</b>               | <b>554.00</b>                 | <b>(35.79)</b>                   | <b>341.48</b>                 | <b>885.57</b>               | <b>798.26</b>               |
| 10      | Tax expense                                                                                                            | 175.82                        | 0.53                             | 110.12                        | 301.48                      | 260.07                      | 175.82                        | 0.63                             | 110.34                        | 301.57                      | 260.21                      |
| 11      | <b>Net profit from ordinary activities after tax (9-10)</b>                                                            | <b>387.12</b>                 | <b>(21.91)</b>                   | <b>242.92</b>                 | <b>628.61</b>               | <b>563.00</b>               | <b>378.18</b>                 | <b>(36.42)</b>                   | <b>231.14</b>                 | <b>584.00</b>               | <b>538.05</b>               |
| 12      | Extraordinary items (net of tax expense)                                                                               | -                             | -                                | -                             | -                           | -                           | -                             | -                                | -                             | -                           | -                           |
| 13      | <b>Net profit for the period/year (11-12)</b>                                                                          | <b>387.12</b>                 | <b>(21.91)</b>                   | <b>242.92</b>                 | <b>628.61</b>               | <b>563.00</b>               | <b>378.18</b>                 | <b>(36.42)</b>                   | <b>231.14</b>                 | <b>584.00</b>               | <b>538.05</b>               |
| 14      | Paid-up equity share capital (face value of ₹ 10 each)                                                                 | 700.30                        | 622.42                           | 610.70                        | 700.30                      | 610.70                      | 700.30                        | 622.42                           | 610.70                        | 700.30                      | 610.70                      |
| 15      | Reserves excluding revaluation reserves as per balance sheet of previous accounting year                               | 5,475.33                      | 3,048.91                         | 2,765.61                      | 5,475.33                    | 2,765.61                    | 5,368.95                      | 2,951.90                         | 2,703.70                      | 5,368.95                    | 2,703.70                    |
| 16      | <b>Earnings per share of ₹ 10 each:</b><br>(Before and after extraordinary items)<br>(not annualised for the quarters) |                               |                                  |                               |                             |                             |                               |                                  |                               |                             |                             |
|         | a) Basic                                                                                                               | 6.21                          | (0.35)                           | 3.98                          | 10.08                       | 9.22                        | 6.07                          | (0.59)                           | 3.78                          | 9.37                        | 8.81                        |
|         | b) Diluted                                                                                                             | 6.21                          | (0.35)                           | 3.92                          | 10.08                       | 9.09                        | 6.06                          | (0.59)                           | 3.73                          | 9.36                        | 8.69                        |

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**QUICK HEAL TECHNOLOGIES LIMITED**

Regd. Office : Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune 411014

CIN: U72200MH1995PLC091408

**STATEMENT OF ASSETS AND LIABILITIES**

(₹ in millions)

| Sr. No.  | Particulars                                | Standalone                           |                                      | Consolidated                         |                                      |
|----------|--------------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
|          |                                            | As at<br>March 31, 2016<br>(Audited) | As at<br>March 31, 2015<br>(Audited) | As at<br>March 31, 2016<br>(Audited) | As at<br>March 31, 2015<br>(Audited) |
| <b>A</b> | <b>EQUITY AND LIABILITIES</b>              |                                      |                                      |                                      |                                      |
| 1        | <b>Shareholders' funds</b>                 |                                      |                                      |                                      |                                      |
|          | (a) Share capital                          | 700.30                               | 610.70                               | 700.30                               | 610.70                               |
|          | (b) Reserves and surplus                   | 5,475.33                             | 2,765.61                             | 5,368.95                             | 2,703.70                             |
|          | <b>Sub-total - Shareholders' funds</b>     | <b>6,175.63</b>                      | <b>3,376.31</b>                      | <b>6,069.25</b>                      | <b>3,314.40</b>                      |
| 2        | Share application money pending allotment  | -                                    | -                                    | -                                    | -                                    |
| 3        | <b>Non-current liabilities</b>             |                                      |                                      |                                      |                                      |
|          | (a) Long-term borrowings                   | -                                    | -                                    | -                                    | -                                    |
|          | (b) Deferred tax liabilities (net)         | -                                    | -                                    | -                                    | -                                    |
|          | (c) Other long-term liabilities            | -                                    | -                                    | -                                    | -                                    |
|          | (d) Long-term provisions                   | -                                    | -                                    | -                                    | -                                    |
|          | <b>Sub-total - Non-current liabilities</b> | <b>-</b>                             | <b>-</b>                             | <b>-</b>                             | <b>-</b>                             |
| 4        | <b>Current liabilities</b>                 |                                      |                                      |                                      |                                      |
|          | (a) Short-term borrowings                  | -                                    | -                                    | -                                    | -                                    |
|          | (b) Trade payables                         | 528.05                               | 369.21                               | 531.80                               | 373.65                               |
|          | (c) Other current liabilities              | 142.28                               | 74.59                                | 143.29                               | 74.96                                |
|          | (d) Short-term provisions                  | 409.64                               | 516.69                               | 409.64                               | 516.69                               |
|          | <b>Sub-total - Current liabilities</b>     | <b>1,079.97</b>                      | <b>960.49</b>                        | <b>1,084.73</b>                      | <b>965.30</b>                        |
|          | <b>TOTAL - EQUITY AND LIABILITIES</b>      | <b>7,255.60</b>                      | <b>4,336.80</b>                      | <b>7,153.98</b>                      | <b>4,279.70</b>                      |
| <b>B</b> | <b>ASSETS</b>                              |                                      |                                      |                                      |                                      |
| 1        | <b>Non-current assets</b>                  |                                      |                                      |                                      |                                      |
|          | (a) Fixed assets                           | 1,965.49                             | 1,847.04                             | 1,967.86                             | 1,848.04                             |
|          | (c) Non-current investments                | 164.20                               | 93.09                                | 34.15                                | 4.15                                 |
|          | (d) Deferred tax assets (net)              | 71.64                                | 48.50                                | 71.64                                | 48.50                                |
|          | (e) Long-term loans and advances           | 181.15                               | 175.87                               | 177.71                               | 172.31                               |
|          | (f) Other non-current assets               | 2.00                                 | 1.24                                 | 2.00                                 | 1.24                                 |
|          | <b>Sub-total - Non-current assets</b>      | <b>2,384.48</b>                      | <b>2,165.74</b>                      | <b>2,253.36</b>                      | <b>2,074.24</b>                      |
| 2        | <b>Current assets</b>                      |                                      |                                      |                                      |                                      |
|          | (a) Current investments                    | 1,083.96                             | 1,296.08                             | 1,083.96                             | 1,296.08                             |
|          | (b) Inventories                            | 53.68                                | 69.62                                | 66.69                                | 78.42                                |
|          | (c) Trade receivables                      | 991.10                               | 676.57                               | 945.81                               | 647.55                               |
|          | (d) Cash and bank balances                 | 2,630.57                             | 73.43                                | 2,690.55                             | 126.40                               |
|          | (e) Short-term loans and advances          | 92.77                                | 53.74                                | 94.56                                | 55.39                                |
|          | (f) Other current assets                   | 19.04                                | 1.62                                 | 19.04                                | 1.62                                 |
|          | <b>Sub-total - Current assets</b>          | <b>4,871.12</b>                      | <b>2,171.06</b>                      | <b>4,900.61</b>                      | <b>2,205.46</b>                      |
|          | <b>TOTAL - ASSETS</b>                      | <b>7,255.60</b>                      | <b>4,336.80</b>                      | <b>7,153.98</b>                      | <b>4,279.70</b>                      |

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**QUICK HEAL TECHNOLOGIES LIMITED**  
 Regd. Office : Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune 411014  
 CIN: U72200MH1995PLC091408

**STATEMENT OF FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2016**

- 1 Pursuant to Initial Public Offering (IPO), 14,057,719 equity shares of ₹ 10 each were allotted at a price of ₹ 321 per equity share consisting of fresh issue of 7,788,161 equity shares and offer for sale of 6,269,558 equity shares by the selling shareholders. The equity shares of the Company were listed on the BSE Limited ('BSE') and National Stock Exchange of India Limited ('NSE') w.e.f. February 18, 2016. The Company has incurred expenses of ₹ 172.44 million related to fresh issue of equity shares which has been adjusted against securities premium account in terms of Section 52 of the Companies Act, 2013.
- 2 The aforesaid financial results for the year ended March 31, 2016 have been subjected to statutory audit by the auditors of the Company and reviewed by the Audit Committee and approved by the Board of Directors of the Company at the respective meetings held on May 11, 2016. The figures for the quarter ended March 31, 2016 and March 31, 2015 have been derived by deducting the audited figures in respect of the full financial year up to March 31, 2016 and March 31, 2015 and the unaudited / unreviewed year-to-date figures upto December 31, 2015 and December 31, 2014 respectively, as prepared by the management, being the date of the end of previous quarter which was not liable to be published and be subjected to limited review. Further, the figures for the quarter ended December 31, 2015 and March 31, 2015 have not been subjected to review or audit by the statutory auditors of the Company.
- 3 During the current year, the Company received two statement of demands of service tax under the provision of Finance Act, 1994 for ₹ 846.06 million (excluding penalty of ₹ 560.72 million stated in one of the demands) covering the period from March 01, 2011 to March 31, 2015 on supply of anti-virus software in Compact Disk. The Company has filed an appeal with Customs, Excise and Service Tax Appellate Tribunal, New Delhi against one of the demand and is in the process of filing a reply against second demand notice with the appropriate authorities. Based on recent technical circular issued by government authorities and an independent legal opinion, the Company is confident of getting this claim set aside and accordingly no provision have been considered necessary in this regards and also for the subsequent period till March 31, 2016.
- 4 a) One of the erstwhile distributor of the Company, had filed a title suit in February 2016 before the Civil Judge (Senior Division) at Serampore Court, Hooghly District, West Bengal against the Company and others, claiming Intellectual Property Rights to one of the brand names (Quick Heal-Total Security) and alleging illegal usage of said brand name by the Company. The Company is seeking dismissal of the said Title Suit.  
 b) In February 2016, certain individuals who are relative of one of the erstwhile distributor instituted a suit before the City Civil Court, Calcutta claiming ownership of certain shares of the Company.  
 c) In February 2016, one of the erstwhile distributor instituted a suit at High Court, Calcutta against the Company and others claiming ' 16,100 million for various reasons including loss of business profits, loss of capital assets and infrastructure etc.

With respect to the above matters, the Company believes that the suits are frivolous and is seeking dismissal of the suits. The Company also believes that they have a sufficient and strong arguments on facts as well as on point of law and accordingly no provision in this regard has been recognised in the financial results.

- 5 The consolidated financial results include the result of Quick Heal Technologies America Inc., USA; Quick Heal Technologies Africa Limited, Kenya; Quick Heal Technologies MENA FZE, Dubai; Quick Heal Technologies Japan K.K., Japan.
- 6 The Board of Directors, at its meeting held on May 11, 2016 has proposed a final dividend of ₹ 2.5 per equity share of face value of ₹ 10 each.
- 7 As permitted by paragraph 4 of Accounting Standard - 17, 'Segment reporting', specified under section 133 of the Companies Act, 2013, read together with rule 7 of the Companies (Accounts) Rules, 2014, if a single financial report contains both consolidated financial statement and standalone financial statement of the parent, segment information need to be presented only on the basis of the consolidated financial statements. Thus, disclosure required by Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 on segment wise revenue and assets has been given for consolidated financial statements.

The Company is engaged in providing security software solutions. Based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Company has structured its operations into one business segment. The Company has identified India and outside India as two geographical segments for secondary segment reporting. All assets and liabilities of the Company except trade receivables are situated in India. The details in relation to the identified geographical segments are as follows:

| (₹ in Millions) |                               |                 |                   |                 |                 |
|-----------------|-------------------------------|-----------------|-------------------|-----------------|-----------------|
| Sr. No.         | Particulars                   | Consolidated    |                   |                 |                 |
|                 |                               | Quarter ended   |                   | Year ended      |                 |
|                 |                               | March 31, 2016  | December 31, 2015 | March 31, 2016  | March 31, 2015  |
|                 |                               | (Unaudited)     | (Unaudited)       | (Unaudited)     | (Audited)       |
|                 | <b>Income from operations</b> |                 |                   |                 |                 |
| a               | Within India                  | 1,279.97        | 557.57            | 1,020.81        | 3,280.03        |
| b               | Outside India                 | 34.41           | 26.92             | 20.25           | 100.67          |
|                 | <b>Total</b>                  | <b>1,314.37</b> | <b>584.49</b>     | <b>1,041.07</b> | <b>3,380.70</b> |

| (₹ in Millions)                                          |                                                                                        |                                                    |                                       |
|----------------------------------------------------------|----------------------------------------------------------------------------------------|----------------------------------------------------|---------------------------------------|
| 8 Details of utilisation of IPO proceeds are as follows: |                                                                                        |                                                    |                                       |
| Sr. No.                                                  | Particulars                                                                            | Fund allocated to the activities as per prospectus | Unutilised money as on March 31, 2016 |
| a                                                        | Advertising and sales promotion                                                        | 1,110.00                                           | 1,110.00                              |
| b                                                        | Capital expenditure on research and development                                        | 418.80                                             | 413.01                                |
| c                                                        | Purchase, development and renovation of office premises in Kolkata, Pune and New Delhi | 275.95                                             | 256.39                                |
| d                                                        | General corporate purposes                                                             | 537.76                                             | 537.76                                |
|                                                          | <b>Total</b>                                                                           | <b>2,342.51</b>                                    | <b>2,317.16</b>                       |

- 9 The standalone and consolidated financial results of the Company are available on the Company's website [www.quickheal.co.in](http://www.quickheal.co.in) and also on the website of BSE [www.bseindia.com](http://www.bseindia.com) and NSE [www.nseindia.com](http://www.nseindia.com), where the shares of the Company are listed.
- 10 Earnings per share have been computed in accordance with the principles laid down by the Accounting Standard (AS-20) "Earnings Per Share".
- 11 Previous year/ period's figures have been regrouped/ rearranged, wherever necessary, to make them comparable with those of current period/year.

For and on behalf of the Board of Directors

Place: Pune  
 Date: May 11, 2016



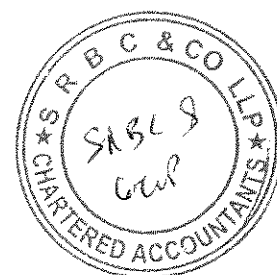
*[Signature]*  
**Kailash Katkar**  
 Managing Director  
 & Chief Executive Officer

**Auditor's Report on Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

To  
Board of Directors of  
Quick Heal Technologies Limited,

1. We have audited the yearly standalone financial results of **Quick Heal Technologies Limited** ('the Company') for the year ended March 31, 2016, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. These standalone year to date financial results have been prepared on the basis of the annual standalone financial statements, which are the responsibility of the Company's management and have been approved by the Board of Directors. Our responsibility is to express an opinion on these standalone financial results based on our audit of such annual standalone financial statements, which have been prepared in accordance with recognition and measurement principles laid down in Accounting Standards, specified under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, this year to date standalone financial results:
  - i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
  - ii. give a true and fair view of the net profit and other financial information for the year ended March 31, 2016.
4. We report that the accompanying unaudited standalone financial results for the corresponding three months period ended March 31, 2016, December 31, 2015 and March 31, 2015 respectively are based on management's certified accounts and have not been subjected to any review/audit.

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# **S R B C & CO LLP**

Chartered Accountants

5. We draw attention to note 3 of standalone financial results wherein it is stated that the Company has received statements of demand of service tax under the provision of Finance Act, 1994 for Rs. 846.06 million (excluding penalty of Rs. 560.72 million stated in one of the demands) for the period from March 01, 2011 to March 31, 2015 and as more fully discussed therein and based on matter stated therein including legal opinion obtained by the Company, no provision has been considered by the management in these standalone financial results including similar liability for the subsequent period till March 31, 2016. Our opinion is not qualified in respect of this matter.

**For S R B C & CO LLP**

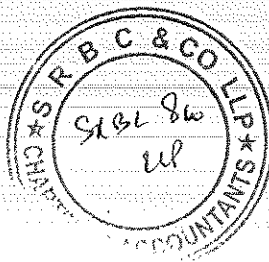
**Chartered Accountants**

**ICAI Firm Registration Number: 324982E/E300003**



per **Pradevlal Khandelwal**  
Partner

Membership Number: 501160



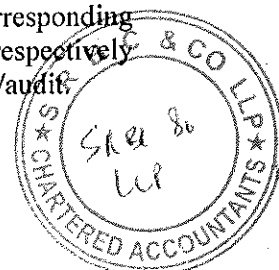
Place: Pune

Date: May 11, 2016

**Auditor's Report on Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

To  
Board of Directors of  
Quick Heal Technologies Limited

1. We have audited the yearly consolidated financial results of **Quick Heal Technologies Limited** ('the Company') for the year ended March 31, 2016, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. These consolidated year to date financial results have been prepared on the basis of consolidated annual financial statements, which are the responsibility of the Company's management and have been approved by the Board of Directors. Our responsibility is to express an opinion on these consolidated financial results based on our audit of such consolidated annual financial statements, which have been prepared in accordance with recognition and measurement principles laid down in Accounting Standards, specified under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as consolidated financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. We did not audit the financial statements of four subsidiaries included in the consolidated annual financial results, whose consolidated financial statements reflect total assets of Rs. 109.51 million as at March 31, 2016 and as well as the total revenue of Rs. 71.35 million as at March 31, 2016. These financial statements and other financial information have been audited by other auditors whose reports have been furnished to us, and our opinion on the year to date financial results, to the extent they have been derived from such financial statements is based solely on the report of such other auditors.
4. In our opinion and to the best of our information and according to the explanations given to us, this year to date consolidated financial results:
  - i. include the year to date financial results of the following entities
    - a. Quick Heal Technologies Africa Limited, Kenya
    - b. Quick Heal Technologies (MENA) FZE, UAE
    - c. Quick Heal Technologies America Inc., USA
    - d. Quick Heal Technologies Japan K. K., Japan
  - ii. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
  - iii. give a true and fair view of the net profit and other financial information for the year ended March 31, 2016.
5. We report that the accompanying unaudited consolidated financial results for the corresponding three months period ended March 31, 2016, December 31, 2015 and March 31, 2015 respectively are based on management's certified accounts and have not been subjected to any review/audit.



# **S R B C & CO LLP**

Chartered Accountants

6. We draw attention to note 3 of consolidated financial results wherein it is stated that the Company has received statements of demand of service tax under the provision of Finance Act, 1994 for Rs. 846.06 million (excluding penalty of Rs. 560.72 million stated in one of the demands) for the period from March 01, 2011 to March 31, 2015 and as more fully discussed therein and based on matter stated therein including legal opinion obtained by the Company, no provision has been considered by the management in these consolidated financial results including similar liability for the subsequent period till March 31, 2016. Our opinion is not qualified in respect of this matter.

**For S R B C & CO LLP**

**Chartered Accountants**

**ICAI Firm Registration Number: 324982E/E300003**



per **Tridevlal Khandelwal**  
Partner

Membership Number: 501160

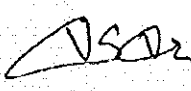
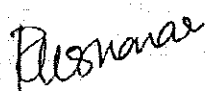
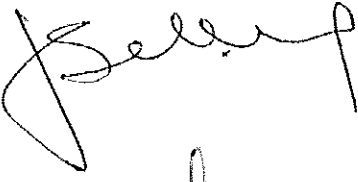


Place: Pune

Date: May 11, 2016

**Compliance under Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

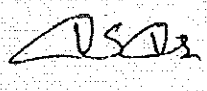
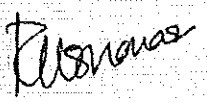
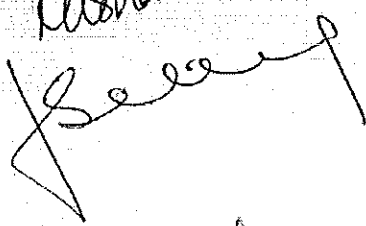
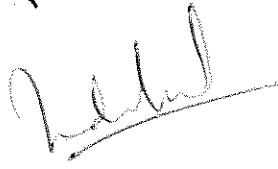
**Form A (for audit report with unmodified opinion)**

|   |                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | Name of the Company                                                                                                                                                                                                                                                                                                                                                                             | Quick Heal Technologies Limited                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 2 | Annual financial statements for the year ended                                                                                                                                                                                                                                                                                                                                                  | 31 <sup>st</sup> March 2016 (Standalone)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 3 | Type of audit observation                                                                                                                                                                                                                                                                                                                                                                       | <p>Un-modified</p> <p>Included Emphasis of Matter as stated below</p> <p>We draw attention to note 3 of standalone financial results wherein it is stated that the Company has received statement of demands of service tax under the provision of Finance Act, 1994 for Rs. 846.06 million (excluding penalty of Rs. 560.72 million stated in one of the demands) for the period from March 01, 2011 to March 31, 2015 and as more fully discussed therein and based on matter stated therein including legal opinion obtained by the Company, no provision has been considered by the management in these standalone financial results including similar liability for the subsequent period till March 31, 2016. Our opinion is not qualified in respect of this matter.</p> |
| 4 | Frequency of observation                                                                                                                                                                                                                                                                                                                                                                        | Not Applicable                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 5 | <p>To be signed by -</p> <p>1. Mr. Kailash Katkar<br/>Managing Director &amp; CEO</p> <p>2. Mr. Rajesh Ghonasgi<br/>Chief Financial Officer</p> <p>3. Mr. Sunil Sethy<br/>Audit Committee Chairman</p> <p>4. Mr. Tridevjal Khandelwal<br/>Partner<br/>Membership Number: 501160<br/>S R B C &amp; CO LLP<br/>Chartered Accountants<br/>ICAI Firm Registration Number:<br/>324982E / E300003</p> | <br><br><br>                                                                                                                                                                                                                                                                                                                                                                                                                       |

Pune, 11<sup>th</sup> May 2016

**Compliance under Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Form A (for audit report with unmodified opinion)**

|   |                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|---|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | Name of the Company                                                                                                                                                                                                                                                                                                                                                    | Quick Heal Technologies Limited                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 2 | Annual financial statements for the year ended                                                                                                                                                                                                                                                                                                                         | 31 <sup>st</sup> March 2016 (Consolidated)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 3 | Type of audit observation                                                                                                                                                                                                                                                                                                                                              | <p>Un-modified</p> <p>Included Emphasis of Matter as stated below</p> <p>We draw attention to note 3 of standalone financial results wherein it is stated that the Company has received statement of demands of service tax under the provision of Finance Act, 1994 for Rs. 846.06 million (excluding penalty of Rs. 560.72 million stated in one of the demands) for the period from March 01, 2011 to March 31, 2015 and as more fully discussed therein and based on matter stated therein including legal opinion obtained by the Company, no provision has been considered by the management in these consolidated financial results including similar liability for the subsequent period till March 31, 2016. Our opinion is not qualified in respect of this matter.</p> |
| 4 | Frequency of observation                                                                                                                                                                                                                                                                                                                                               | Not Applicable                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 5 | To be signed by -                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|   | <p>1. Mr. Kailash Katkar<br/>Managing Director &amp; CEO</p> <p>2. Mr. Rajesh Ghonasgi<br/>Chief Financial Officer</p> <p>3. Mr. Sunil Sethy<br/>Audit Committee Chairman</p> <p>4. Mr. Tridevlal Khandelwal<br/>Partner<br/>Membership Number: 501160<br/>S R B C &amp; CO LLP<br/>Chartered Accountants<br/>ICAI Firm Registration Number:<br/>324982E / E300003</p> | <br><br><br>                                                                                                                                                                                                                                                                                                                                                                                                                        |

Pune, 11<sup>th</sup> May 2016

**FOR IMMEDIATE RELEASE**  
**May 11, 2016**

**Media Contacts:**  
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+919820061959,  
[andrew@conceptpr.com](mailto:andrew@conceptpr.com)

## Quick Heal Technologies Limited Reports

### 26% Revenue Growth and 43% EBITDA Growth in Q4 FY16

#### Q4 FY16

- Revenues grew by 26% on YoY basis to Rs 1,314.4 million
- EBITDA grew by 43% on YoY basis to Rs 581.8 million
- PAT grew by 64% on YoY basis to Rs 378.2 million

#### FY16

- Revenues grew by 18% on YoY basis to Rs 3,380.7 million
- EBITDA grew by 12% on YoY basis to Rs 1,024.6 million
- PAT grew by 9% on YoY basis to Rs 584.0 million

**PUNE, May 11, 2016:** Quick Heal Technologies Limited ("Quick Heal"), India's leading IT Security Software Products and Solutions provider, reported its audited results for the fourth quarter and full financial year ending 31<sup>st</sup> March, 2016.

#### Key Highlights

| Particulars (Rs Million) | Q4 FY16        | Q4 FY15        | YoY %          | FY16           | FY15           | YoY %           |
|--------------------------|----------------|----------------|----------------|----------------|----------------|-----------------|
| <b>Revenues</b>          | <b>1,314.4</b> | <b>1,041.1</b> | <b>26%</b>     | <b>3,380.7</b> | <b>2,861.2</b> | <b>18%</b>      |
| <b>EBITDA</b>            | <b>581.8</b>   | <b>407.6</b>   | <b>43%</b>     | <b>1,024.6</b> | <b>918.1</b>   | <b>12%</b>      |
| <b>EBITDA Margin %</b>   | <b>44.3%</b>   | <b>39.2%</b>   | <b>511 bps</b> | <b>30.3%</b>   | <b>32.1%</b>   | <b>-178 bps</b> |
| <b>PAT</b>               | <b>378.2</b>   | <b>231.1</b>   | <b>64%</b>     | <b>584.0</b>   | <b>538.1</b>   | <b>9%</b>       |
| <b>PAT Margin %</b>      | <b>28.8%</b>   | <b>22.2%</b>   | <b>657 bps</b> | <b>17.3%</b>   | <b>18.8%</b>   | <b>-153 bps</b> |
| <b>EPS (Rs)</b>          | <b>6.07</b>    | <b>3.78</b>    | <b>61%</b>     | <b>9.37</b>    | <b>8.81</b>    | <b>6%</b>       |

- Robust growth was displayed across all customer segments. Revenue from Retail, Enterprise & Government and Mobile segments accounted for 85.1%, 13.3% and 1.6% of total revenues respectively in FY16, displaying growth of 16%, 21% and 397% respectively.
- Number of licenses sold grew by 22% to 6.86 million in FY16. Licenses sold to Retail, Enterprise & Government and Mobile segments were 5.76 million, 0.92 million and 0.18 million respectively in FY16, displaying growth of 18%, 34% and 225% respectively.
- The Board of Directors approved a dividend of Rs 17.51 crore for FY16 (excluding dividend tax which is Rs. 3.50 crores), translating into dividend of Rs. 2.50 per equity share with face value of Rs 10, with a total dividend payout ratio of 36.1% of PAT.

**Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited, said;** *“We witnessed strong growth in revenues and licenses across all product segments. While we continued to increase our Retail market share, our Enterprise & Government segment also witnessed good customer demand and acceptance. We have achieved faster growth in the Enterprise & Government segment and also had a good start in the Mobile products segment. We are focussed on our R&D efforts and will continue to develop new products and introduce enhanced features. We are positive on maintaining our current growth momentum in the future as we see a lot of under-penetration and rising need for IT security in India”*

#### **Key Achievements / Awards**

- Received ISO 27001 and ISO 20000 certification for ‘Information Security Management System’ and ‘IT Service Management’ respectively.
- Signed MoU with the Indian Computer Emergency Response Team (‘CERT-IN’) to address the increasing complexity associated with computer / cyber security in India.
- Received ICSA Labs Excellence in ‘Information Security Testing’ Award for the 5<sup>th</sup> consecutive year.
- Mr Sanjay Katkar, Co-founder and Chief Technology Officer, was honoured with ‘Info Security Products Guide Global Excellence’ Award. He was named as the Product Development / Management Executive of the Year – gold winner in the 12<sup>th</sup> Annual 2016 Global Excellence Awards for his contribution to the worldwide Information Security sector
- Quick Heal’s Seqrite product line was announced as the silver winner in the category of ‘Security Products and Solutions for Small Businesses and SOHO’ at the ‘Info Security Products Guide Global Excellence’ Award 2016

#### **About Quick Heal Technologies Limited**

Quick Heal Technologies Limited is one of the leading providers of security software products and solutions in India. Incorporated in 1995 with a registered office in Pune, Quick Heal has over 1,300 employees and a network of over 20,000 channel partners as on 31<sup>st</sup> March 2016. It conducts sales and marketing activities out of 64 offices and warehouses across 36 cities in India and, through its subsidiaries that are present in Japan, Dubai, the United States of America, and Kenya.