

Ref No.: QHTL/Sec/SE/2019-20/75

February 05, 2020

The Manager,
Corporate Services,
BSE Limited,
14th 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: Outcome of Board Meeting February 05, 2020

Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on February 05, 2020 which commenced at 03.00 PM and concluded at 7:45 PM, has approved following:

1. Unaudited Consolidated and Standalone Financial Results of the Company for the quarter and nine months ended December 31, 2019.
2. A copy of the Press Release being issued in respect of aforesaid financial results.
3. A Presentation in respect of aforesaid financial results
4. Pursuant to Regulation 33 of SEBI Regulations, we have enclosed herewith Limited Review Report for the un-audited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended December 31, 2019, from our Statutory Auditors, M/s MSKA & Associates, Chartered Accountants.

This is for your information and records.

For Quick Heal Technologies Limited


A. Srinivasa Rao
Company Secretary



Encl: As Above

FOR IMMEDIATE RELEASE

Quick Heal Technologies Limited announces 9MFY20 results, PAT improves 3.7% YoY to Rs 664m

PUNE, February 05, 2019: Quick Heal Technologies Limited (“Quick Heal”), one of the leading providers of IT Security & Data Protection solutions to consumers, businesses and Government, reported its reviewed and unaudited results for the quarter and nine months ended 31st December 2019.

Consolidated Financial Highlights:

Particulars (Rs. million)	9MFY19	9MFY20	YoY Change
Revenue	2,289	2,219	-3.08%
EBITDA	893	838	-6.13%
EBITDA Margin	39.00%	37.77%	-123 bps
PAT	641	664	3.65%
PAT Margin	27.99%	29.93%	194 bps

Mr. Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited, said; *“During 9M FY20, we continue to see slowdown in the market leading to severe pricing pressure. We are strengthening our team to drive the next level of growth while we continue to build innovative, value-added security solutions for our customers while delivering value to our shareholders. We are constantly improving our R&D abilities organically whilst also cautiously looking for inorganic opportunities in the cyber security space.”*

Mr. Nitin Kulkarni, Chief Financial Officer, Quick Heal Technologies Limited, added *“Our constant focus on improving financial and operational efficiencies across the business is consistently showing positive results. We have reported improved EBITDA and PAT margins this quarter along with improved average revenue per license. We hope to drive more efficiencies from these initiatives in coming quarters as well.”*

Segmental Performance for nine months ended 31st December 2019

- Retail segment revenue at Rs. 1,876 million as compared to Rs. 1,924 million in the corresponding period of the previous year
 - ✓ Contributes 80% to total Revenue

- Enterprise and Government segment revenue at Rs. 468 million as compared to Rs. 490 million in the corresponding period previous year
 - ✓ Contributes 20% to Total Revenue

Key updates for the quarter:

- **Service tax case update:** The Hon'ble Customs, Excise & Service Tax Appellate Tribunal has set aside the Service Tax demand for Rs. 561 mln which was earlier confirmed by order dated 28 January, 2016 issued to Quick Heal Technologies Limited by DGCEI, New Delhi.
- **Quick Heal leadership:** Ms. Reetu Raina joined us this quarter as Chief Human Resources Officer. She will be responsible for driving HR function and steer the company's people, operations, culture and recruitment initiatives.
- **Awards & Recognition:** During this quarter, Quick Heal was recognised as the 'Cyber Security Product Pioneer in India' by NASSCOM's Data Security Council of India (DSCI) at the DSCI Excellence Awards 2019.
- **Strategic Investment –** Quick Heal has completed its strategic investment in L7 Defense, an Israel based cybersecurity start-up. L7 Defense specializes in Next Generation Web Application Firewall (NG-WAF) and Application Program Interface (API) Security to safeguard businesses against Botnet and Distributed Denial of Service (DDoS) attacks.

About Quick Heal Technologies Limited

Quick Heal Technologies Limited is one of the leading providers of IT Security and Data Protection Solutions with a strong footprint in India and an evolving global presence. Incorporated in the year 1995, with a registered office in Pune, it is an all-round player in cybersecurity with presence in B2B, B2G and B2C segments and multiple product categories – endpoints, network, data and mobility.

It helps in simplifying security by delivering the best in class protection against advanced cyber-threats to millions of its customers and enterprises. Quick Heal's portfolio includes solutions under the widely recognized brand names 'Quick Heal' and 'Seqrite' across various operating systems and devices.

For more information about the Company, please visit our website www.quickheal.co.in.

Safe Harbor Statement

This document may contain forward-looking statements about Quick Heal Technologies Limited, which are based on the beliefs, opinions, and expectations of the company's management as the date of this press release and the companies do not assume any obligation to update their forward-looking statements if those beliefs, opinions, expectations, or other circumstances should change. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

For further details please contact

Company

Quick Heal Technologies Limited

CIN No: L72200MH1995PLC091408

Mr. Akash Gosavi

Email Id: akash.gosavi@quickheal.co.in

Tel. No.: +91 020 6681 3287

The background of the slide is a dark blue digital network. It features a glowing globe at the bottom, composed of many small dots connected by lines. Above the globe, there is a complex web of white lines and dots, with various icons scattered throughout. These icons include a lightbulb, a smartphone, a cloud, a Wi-Fi symbol, a padlock, a mail icon, a gear, and a person silhouette. The overall aesthetic is high-tech and futuristic.

Quick Heal

Investor Presentation

Q3 & 9M FY20 – February 2020

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Quick Heal Technologies Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward- looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

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1 Q3FY20 and 9MFY20 Earnings Highlights

2 Company Overview

3 Industry Overview

4 The Quick Heal Advantage

5 Q3FY20 and 9MFY20 Earnings

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Q3 & 9M FY20 Earnings highlights

- The first nine months of the financial year have been challenging given overall slowdown in the economy coupled with some headwinds on the distribution side.
- **Service tax case update:** The Hon'ble Customs, Excise & Service Tax Appellate Tribunal has set aside the Service Tax demand for Rs. 561 mln which was earlier confirmed by order dated 28 January, 2016 issued to Quick Heal Technologies Limited by DGCEI, New Delhi.
- **Revenue:**
 - Q3FY20 Revenue at Rs. 657 mln down 1.5% from Rs. 667 mln in Q3FY19
 - 9MFY20 Revenue at Rs. 2,219 mln down 3.1% from Rs. 2,289 mln in 9MFY19
 - Retail – 80%
 - Enterprise & Government – 20%
- **EBITDA:** 9MFY20 EBITDA at Rs. 838 mln down 6.1% from Rs. 893 mln in 9MFY19. EBITDA Margin at 37.8% down 123bps from 39.0% in 9MFY19.
- **PAT:** 9MFY20 PAT at Rs. 664 mln up 3.7% from Rs. 641 mln in 9MFY19. PAT Margin at 29.9% up 194bps from 28.0% in 9MFY19.
- **Average revenue per licences:**
 - Retail at Rs. 523 up 8.6% from 9MFY19
 - Enterprise at Rs. 635 up 11.2% from 9MFY19
- **New enterprise customers with more than 500 users added in 9M FY20:**

Users	Q1	Q2	Q3
500 to 1,000	12	16	14
1,000 to 5,000	9	12	8
5,000 to 10,000	1	1	2

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Company at a glance

Vision

To be the trusted global leader in securing the digital world

Mission

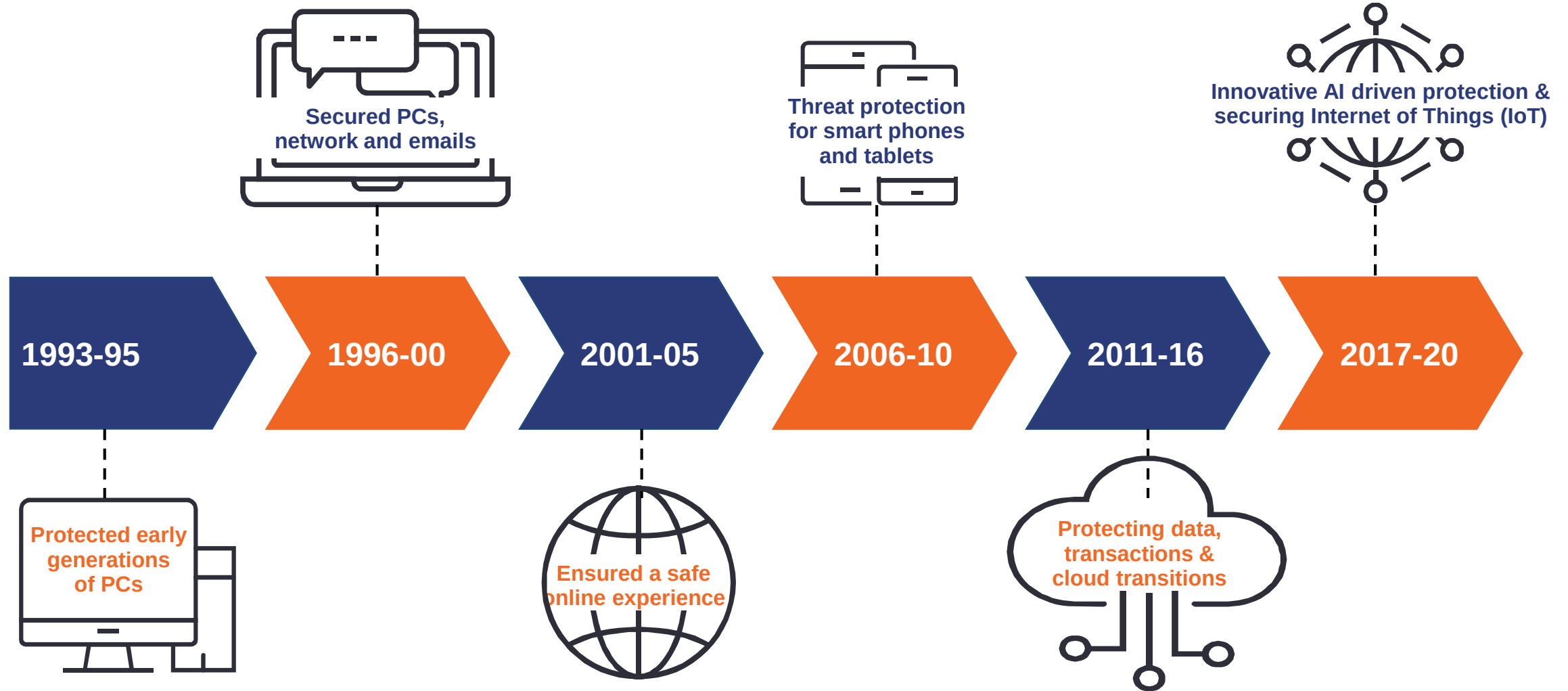
Secure our Customers by providing Innovative, most preferred and valued Security Solutions, Services and Knowledge

Protect information and interactions on all types of networks, devices & things globally

Build a healthy business and organization



Over 25 years of simplifying security



Two complementary brands

Quick Heal

Security Simplified



Home, SOHO & SME



Mobile

9MFY20 Revenue – Rs. 1,876 mln

SECURITE

Enterprise Security Solutions by Quick Heal



Enterprise & Government

9MFY20 Revenue – Rs. 468 mln

Platforms



Desktop



Laptop



Mobile &
Tablet



Server



Router

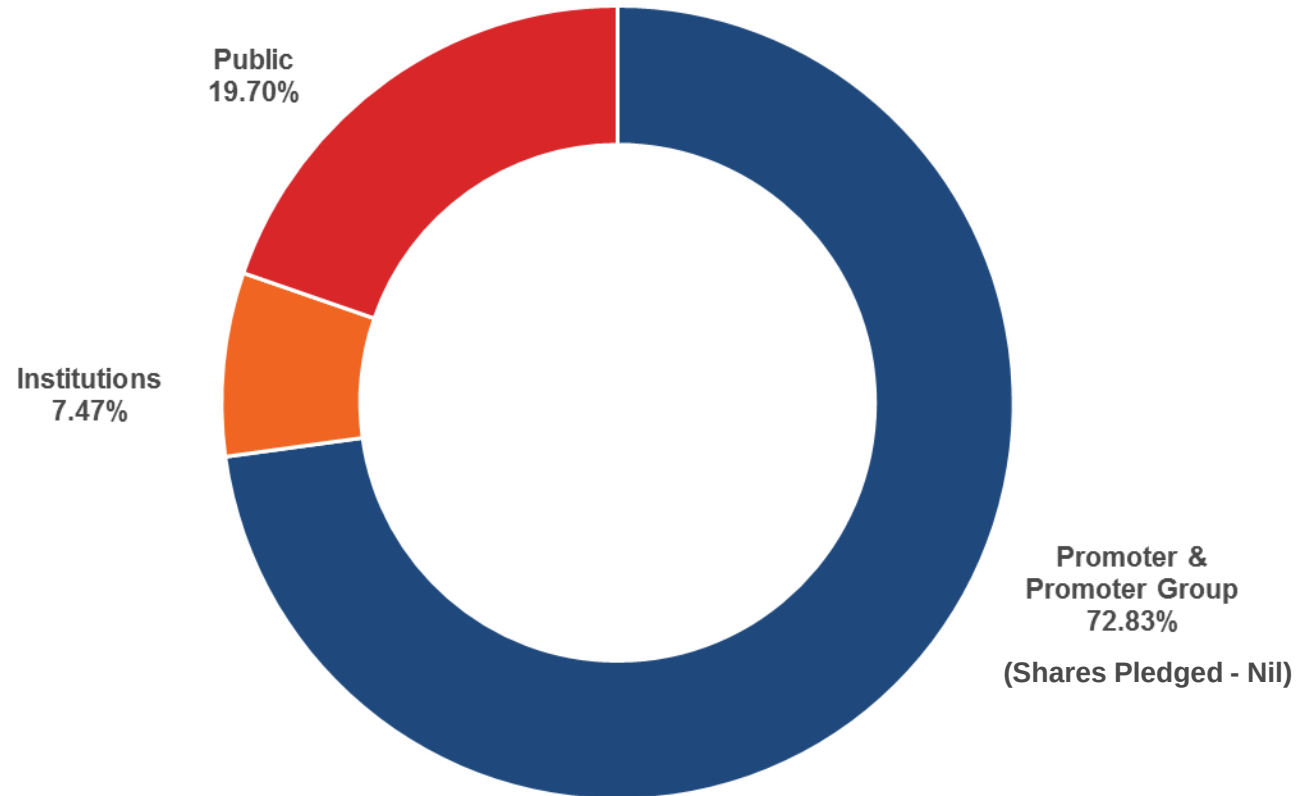


Network



Consumer IoT
Devices

Shareholding structure – December 2019



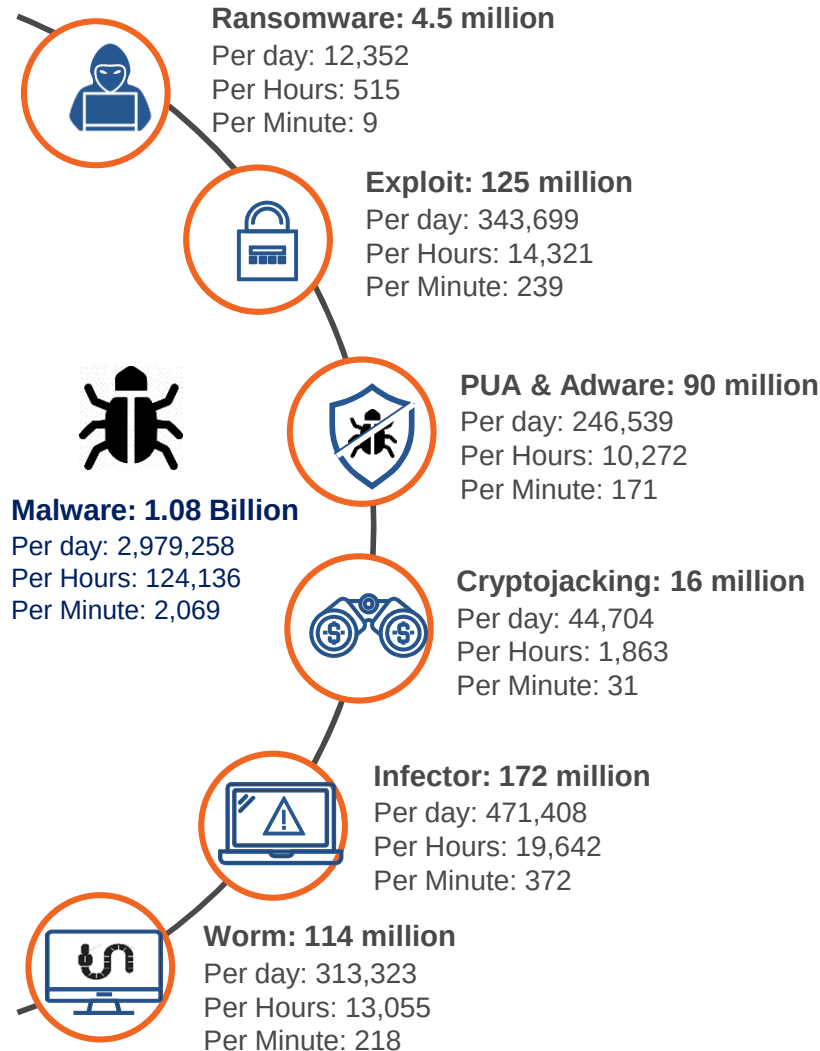
Share Information (as at 31st December 2019)	
NSE Ticker	QUICKHEAL
BSE Ticker	539678
Market Cap (INR mln)	8,173
% free-float	27.2%
Free-float market cap (INR mln)	2,221
Total Debt (INR mln)	-
Cash & Cash Equivalents (INR)	4,034
Enterprise Value (INR mln)	4,139
Shares Outstanding	6,42,03,618
3M ADTV (Shares)	1,97,931
3M ADTV (INR mln)	26.3
Industry	IT Software Products

Source: NSE & BSE website; Company publications

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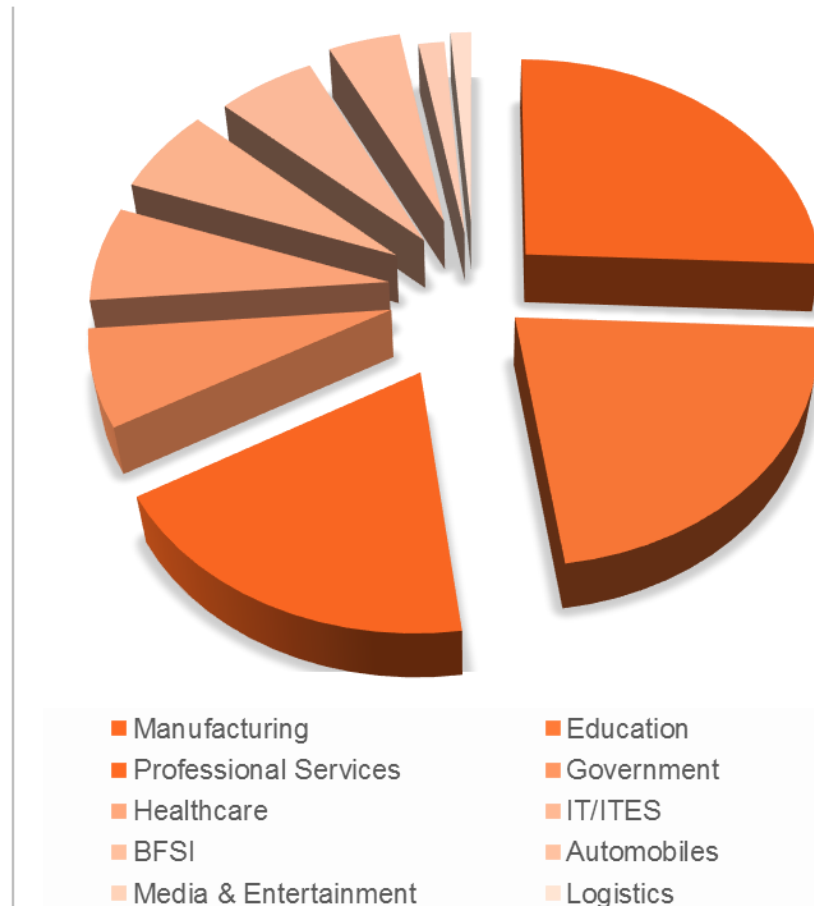
2019 Cyber threat landscape shows that...

2019 detection statistics



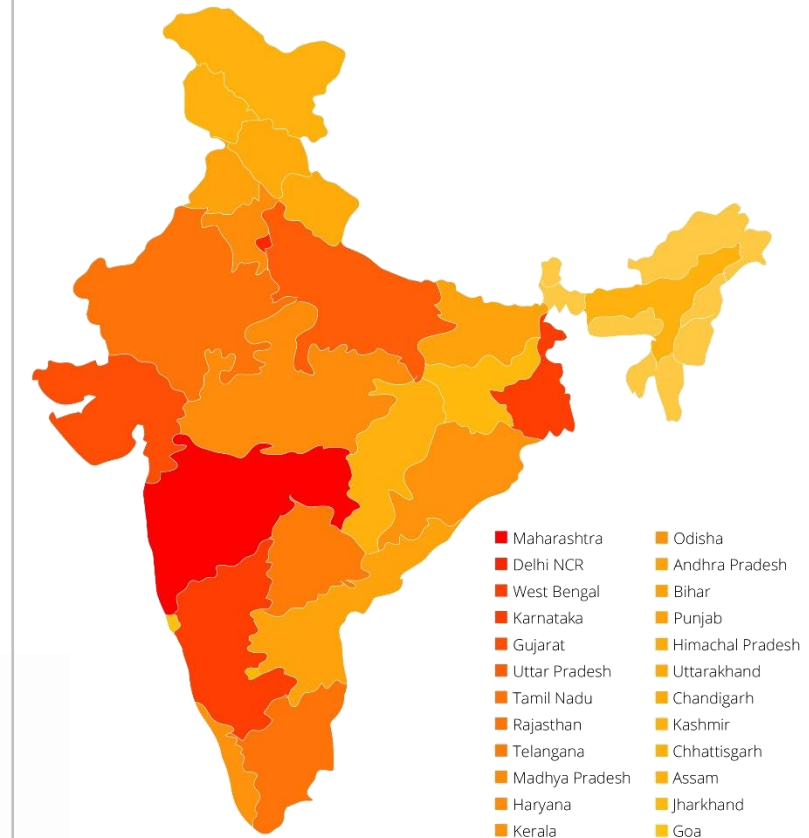
Source: Quick Heal Annual Threat Report 2020

Industries most at risk



Source: Seqrite Annual Threat Report 2020

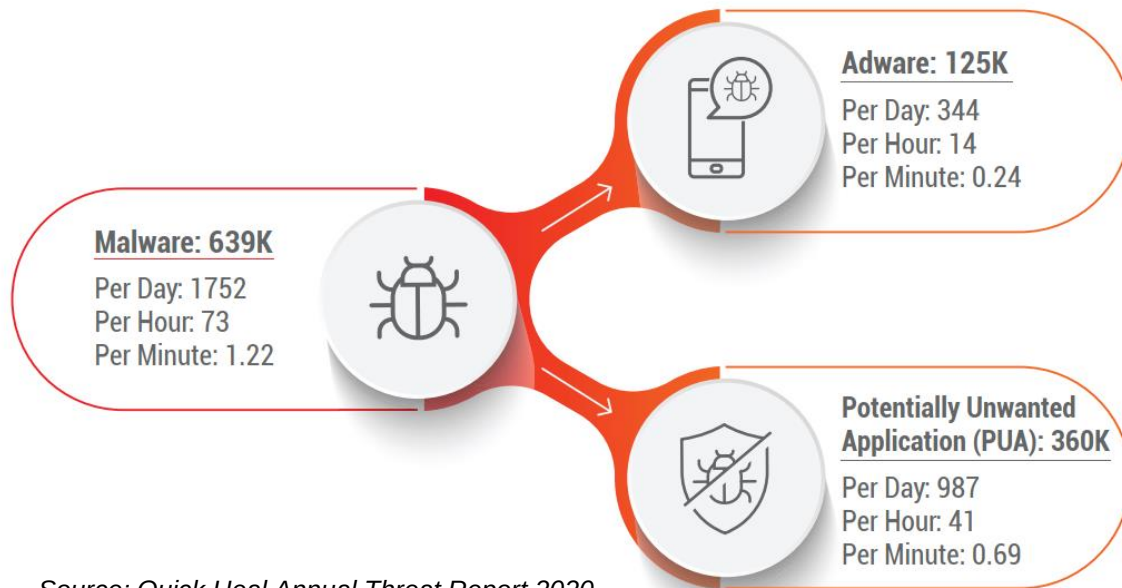
States most at risk



Source: Quick Heal Annual Threat Report 2020

...cyber-attacks continue to grow in scale and sophistication...

Detection statistics for Mobile



Source: Quick Heal Annual Threat Report 2020



The Average cost of a data breach in India has gone up to INR 119 million, an increase of 7.9% from 2017

Source: PWC & DSCI report – Cybersecurity India Market

Selected cyber attack incidents in 2019

1,852 Cyber Attacks Hit India Each Minute Last Year; Mumbai, Delhi Most Affected

Pune: Techie falls for gift bait, loses Rs 7.17 lakh to cybercrooks

Over 3.13 lakh cybersecurity incidents reported till Oct. 2019: Minister

India confirms malware attack at Kudankulam nuclear power plant

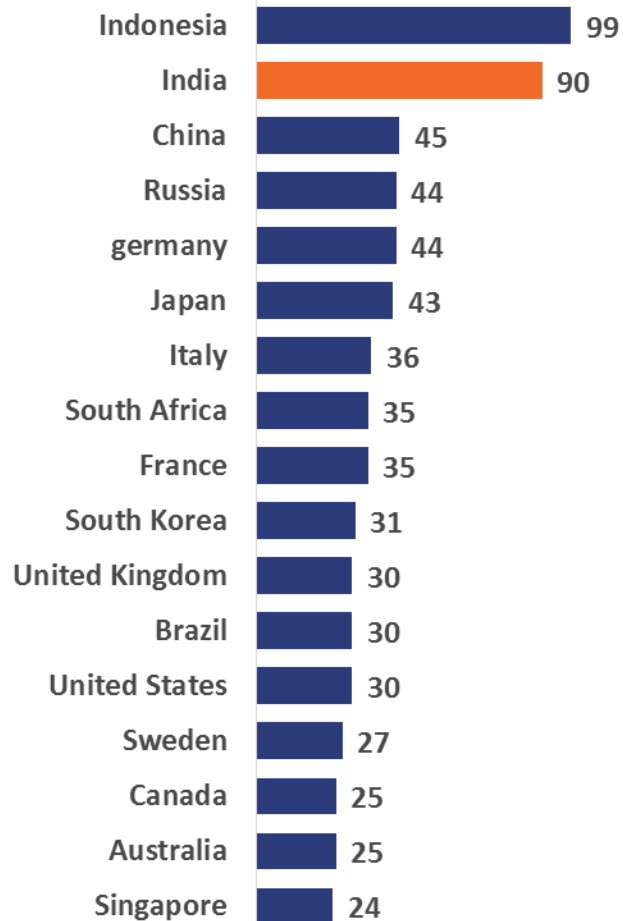
Amazon India admits to data breach affecting its sellers

Marriott discloses massive data breach affecting up to 500 million guests

Source: Reputed News Outlets

... together with rapid growth in India's digital adoption...

Growth In Country Digital Adoption Index % growth, 2014-17



Source: McKinsey Institute – Digital India, March 2019

India no. 1 globally

1.2b

People enrolled in the world's largest unique digital identity program

India no. 2 globally, behind China



12.3b

App downloads
in 2018



1.17b

Wireless phone
subscribers



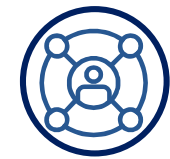
560m

Internet
Subscribers



354m

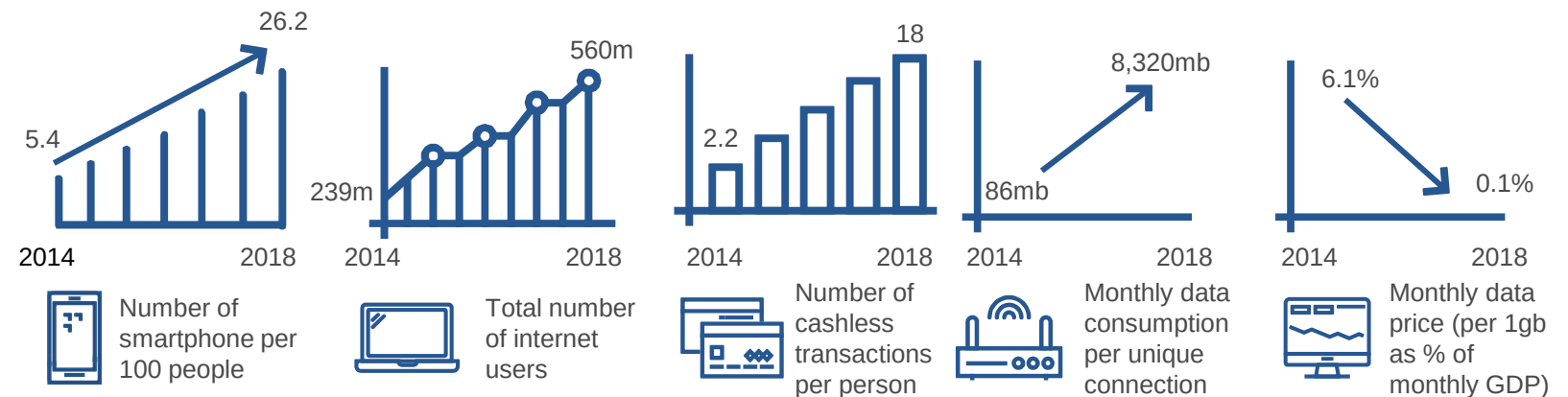
Smartphone
devices



294m

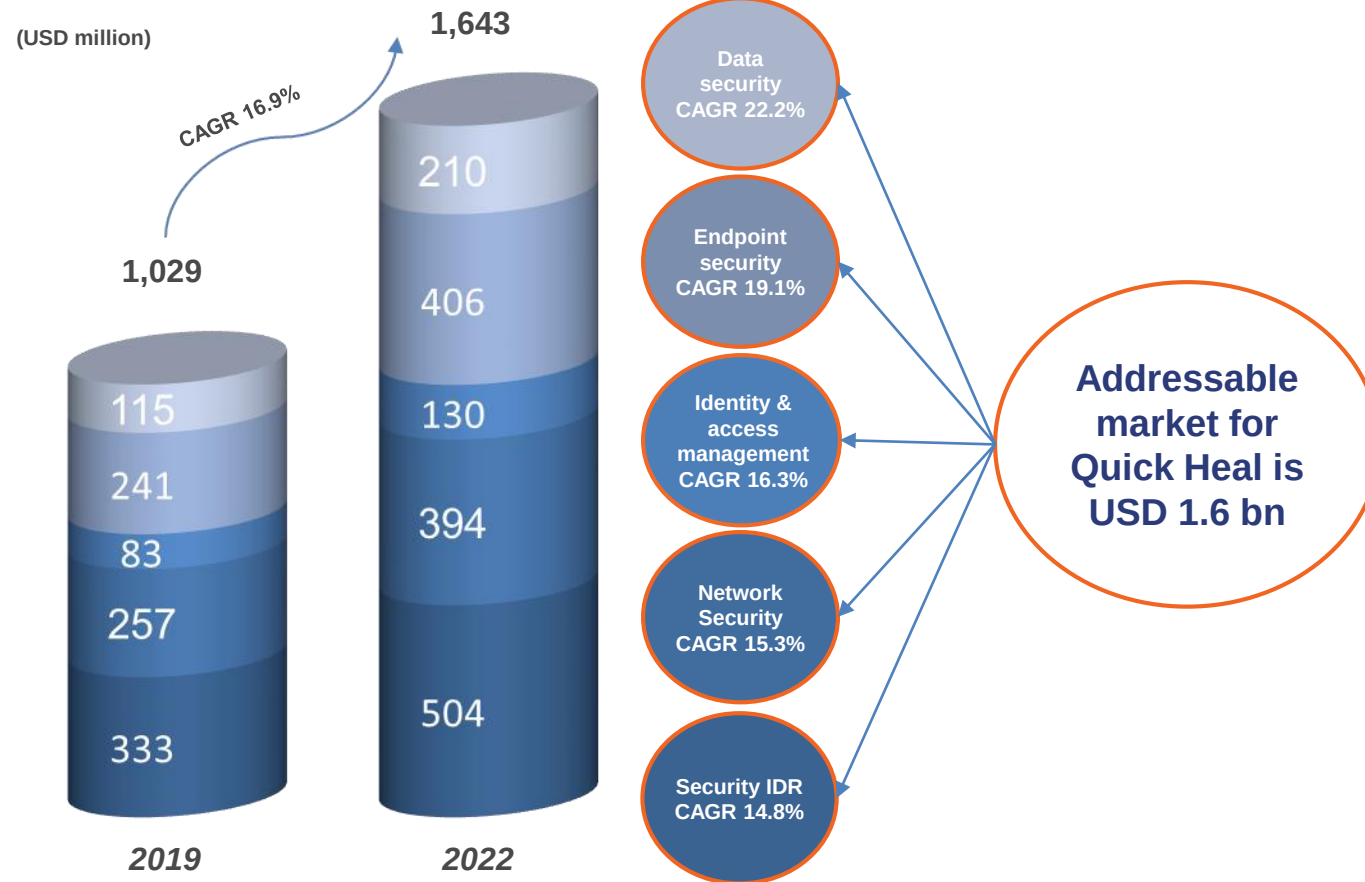
Users engaged in
Social media

Digital usage in India is soaring as costs tumble

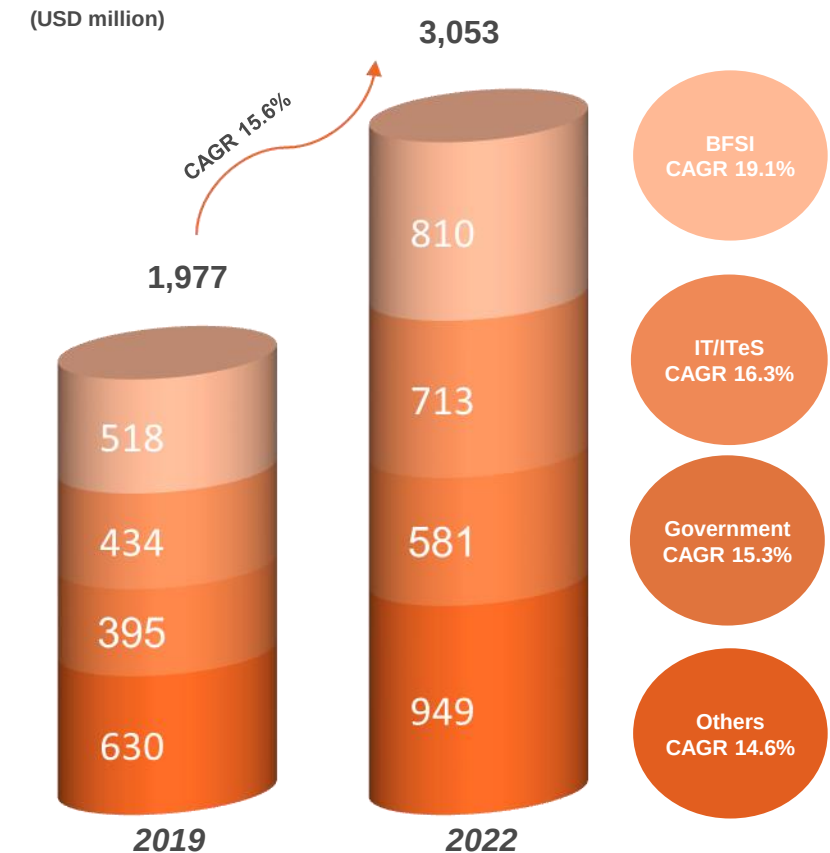


...is expected to increase Cybersecurity spending in India

Expected growth of Cybersecurity products in India



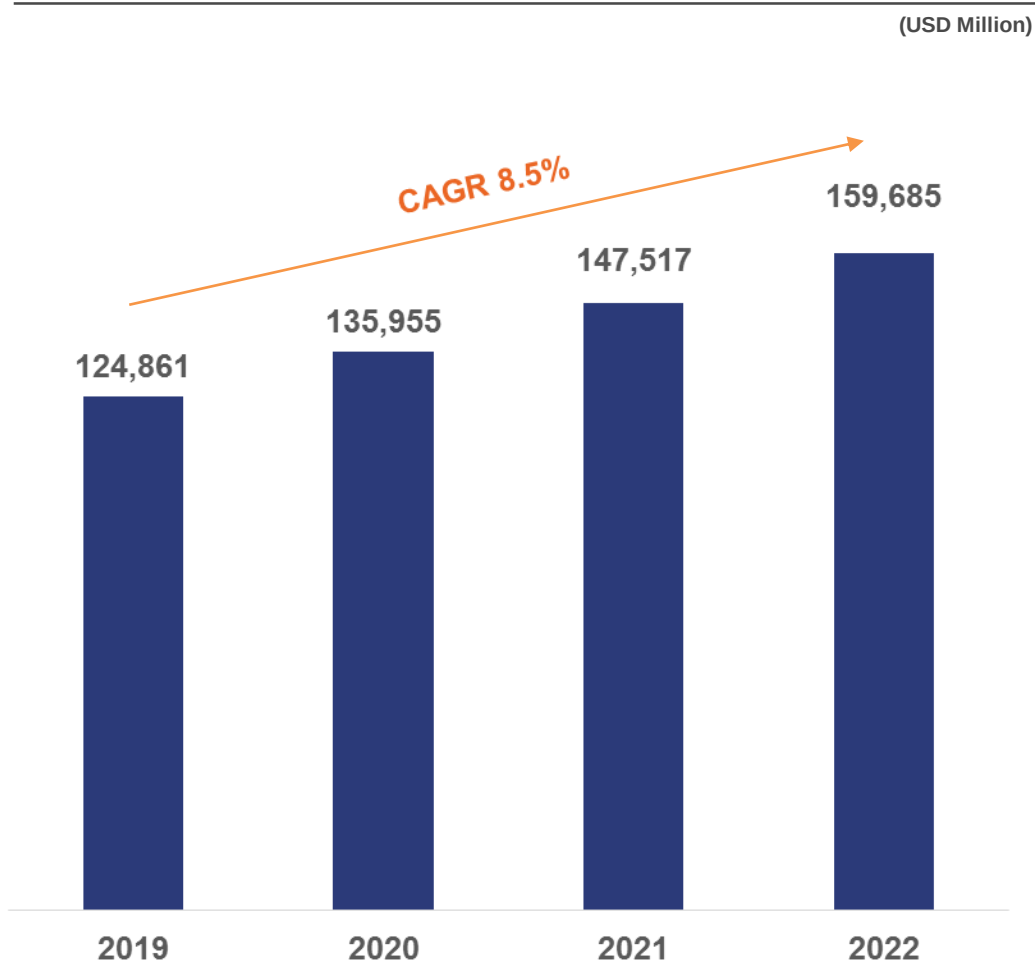
Expected sectoral expenditure on Cybersecurity



Cybersecurity market in India is expected to grow at ~16% CAGR between 2019 to 2022 and become a \$3bn market with security product market estimated to grow at ~17% to become \$1.6bn market. Quick Heal is well placed to capitalise on this opportunity.

Global cybersecurity market along with cyber threat predictions for 2020

Globally cybersecurity market to grow at 8.5% CAGR



Source: Gartner

Threat Predictions for 2020

- 01 Increase in web skimming attacks
- 02 Look out for more Bluekeep-like wormable exploits
- 03 Deepfakes to cyber-frauds
- 04 APT attacks on critical infrastructures
- 05 Increase in threat landscape because of 5G
- 06 Attacks against Windows 7 to increase
- 07 Increased use of LOLBins
- 08 Increase in Office Macro-based attacks over office exploits
- 09 Ransomware to darken the cloud

Source: Seqrite Threat Predictions 2020

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Quick Heal is well positioned to leverage its strengths to capture the future opportunities



Market leader in the Indian Retail Segment



Growing product portfolio



Robust footprint across India



AI & cloud powered security



Superior retention rate in Enterprise segment



Strong and experienced management



Debt free balance sheet



ISO certified customer support process



State-of-the-art threat detection and prevention powered by patented technologies

Strong threat detection and prevention capabilities...

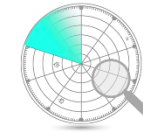


Powers **SIGNATURE-LESS** and **SIGNATURE-BASED** detections

Our best and the most innovative malware hunting engine brings together the best of the best!



Advanced DNA Scan



Patented Behavior Detection System



Multilayered Defense

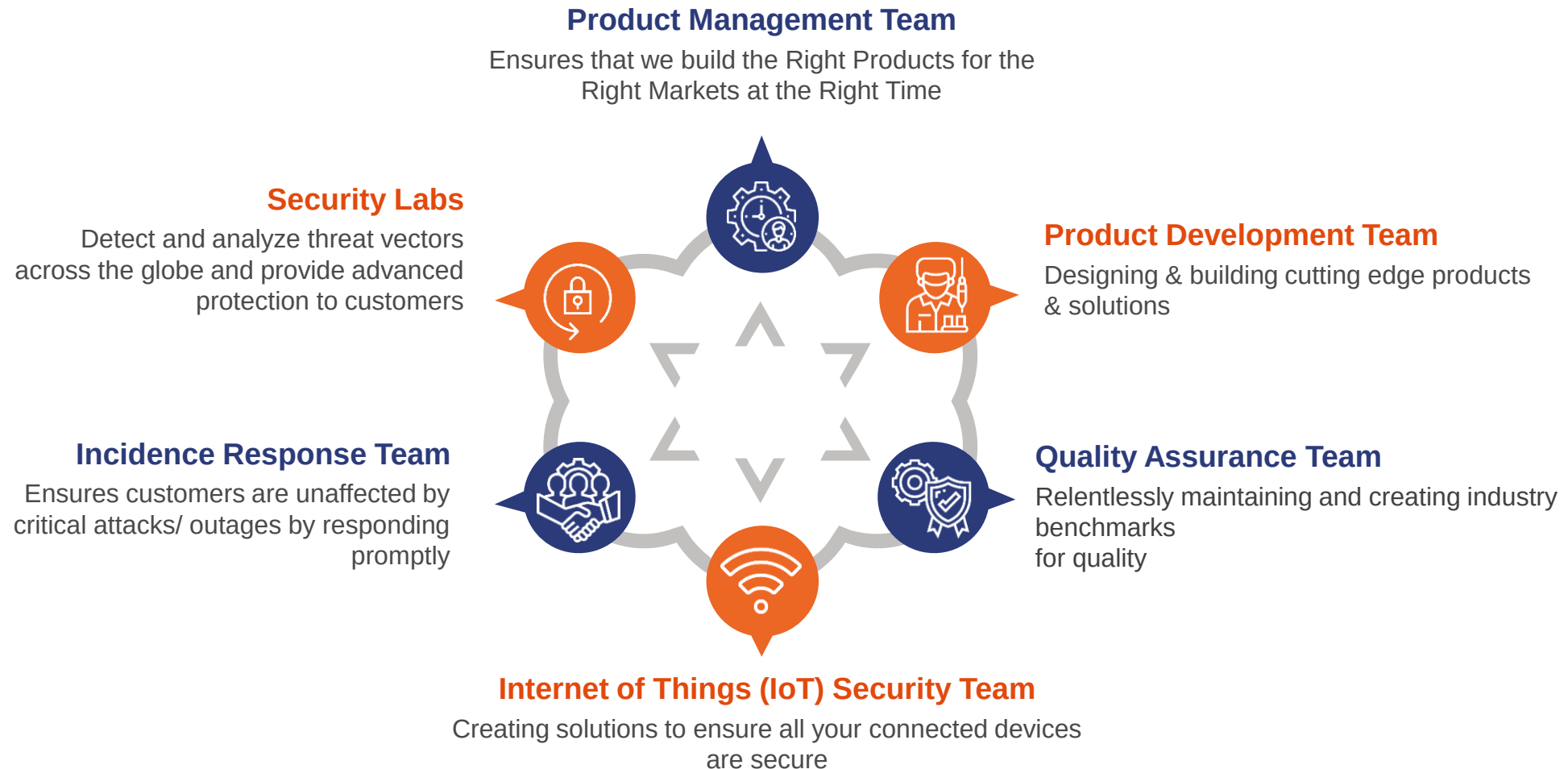


Seed Analysis



Cloud Based Deep Learning Module

...with State-of-the-Art R&D leading to Innovations



25+ years of experience coupled with vast distribution network across India has helped us understand security market and issues faced by millions of users in depth which has led to consistent introduction of better products for our customers

Comprehensive product portfolio across business segments

Quick Heal

Security Simplified

HOME, SOHO

- Quick Heal Total Security
- Quick Heal Internet Security
- Quick Heal Antivirus Pro
- Quick Heal Total Security For Mac
- Quick Heal Antivirus for Server
- Quick Heal PCTuner 3.0
- Quick Heal Total Security Multi Device
- Quick Heal Home Security

MOBILE SOLUTIONS

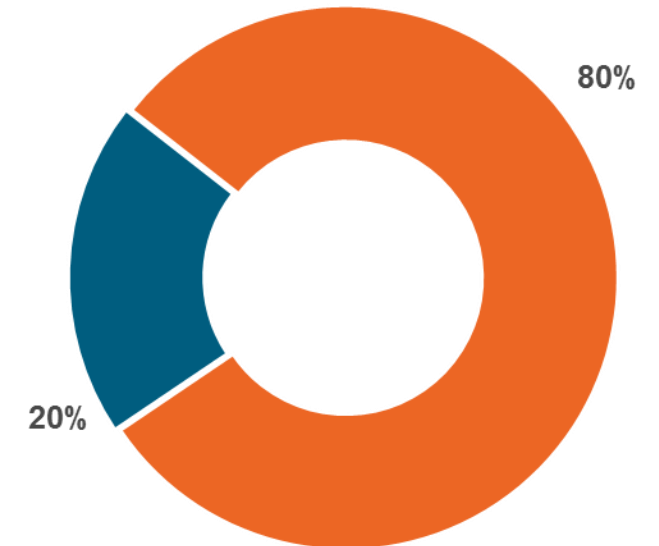
- Quick Heal Total Security for Android
- Quick Heal Anti Virus for mobile
- Quick Heal Mobile Security for Android
- Quick Heal Tablet Security for Android
- Quick Heal Optimizer for iOS
- Quick Boost for iOS

SEQRITE
Enterprise Security Solutions by Quick Heal

ENTERPRISE & GOVERNMENT

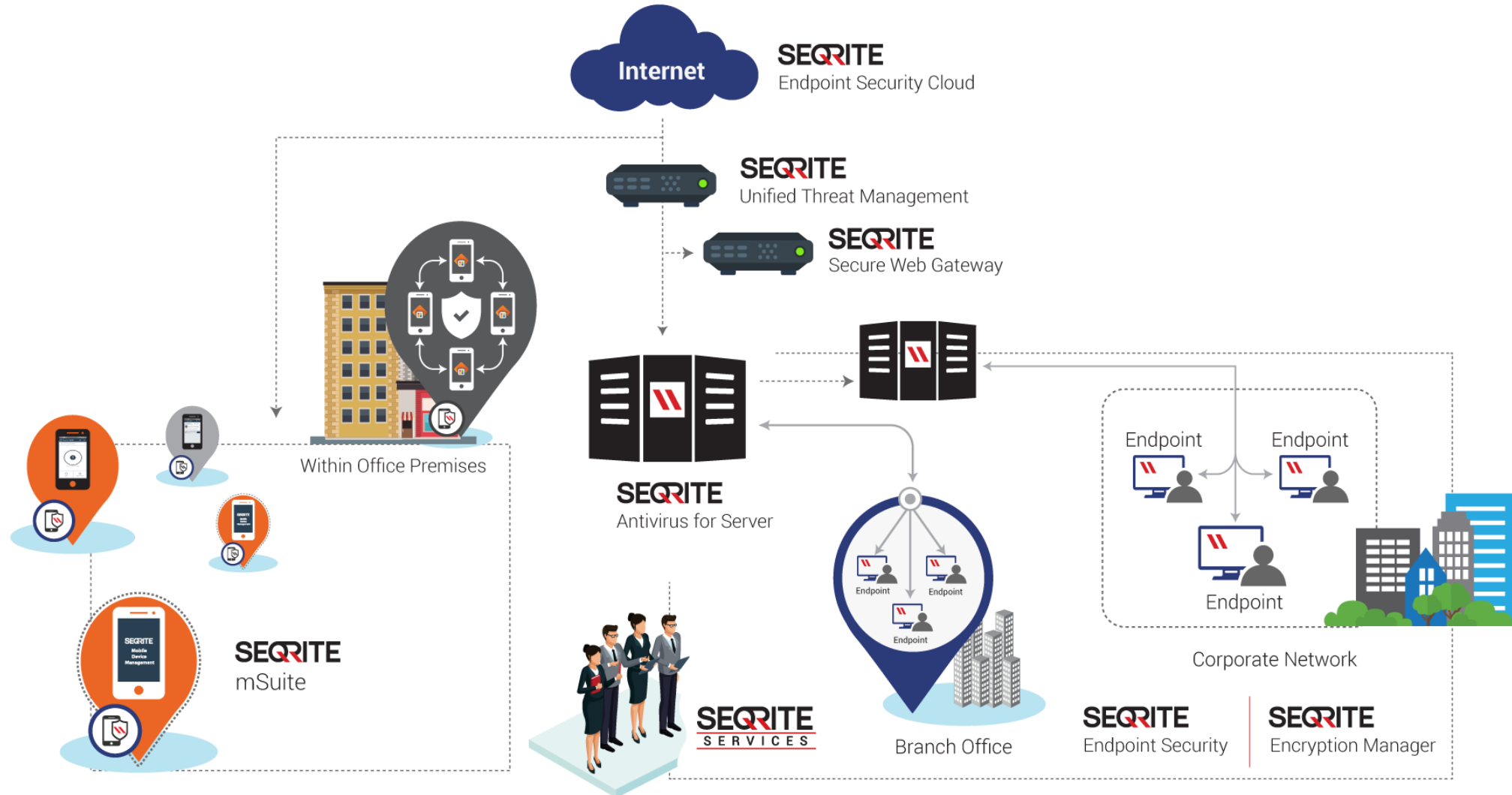
- Seqrite Endpoint Security
- Seqrite Endpoint Security Cloud
- Seqrite UTM
- Seqrite mSuite
- Seqrite Encryption
- Seqrite Secure Web Gateway
- Data Loss Prevention (DLP) Windows & MAC
- Seqrite Services

9M FY20 Revenue Break-up

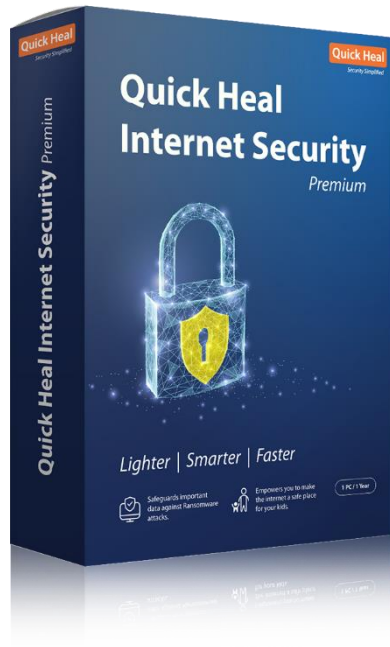
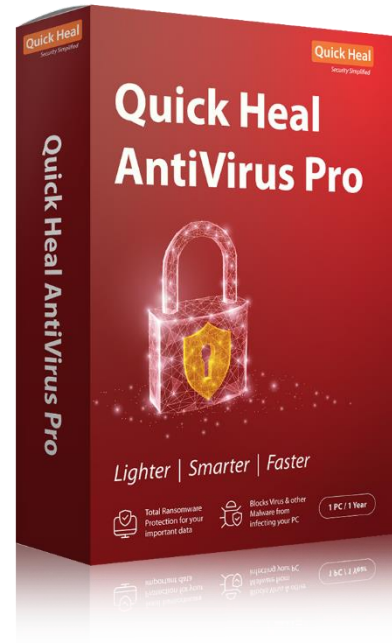
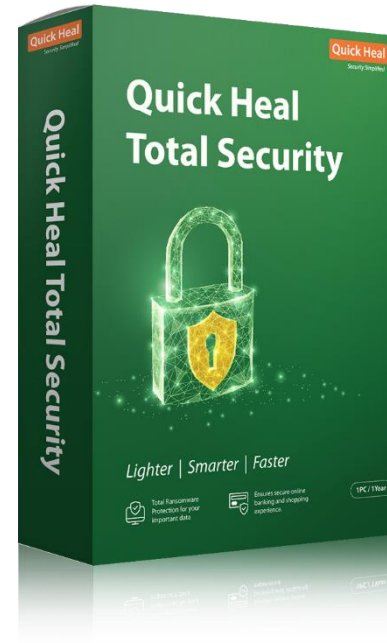
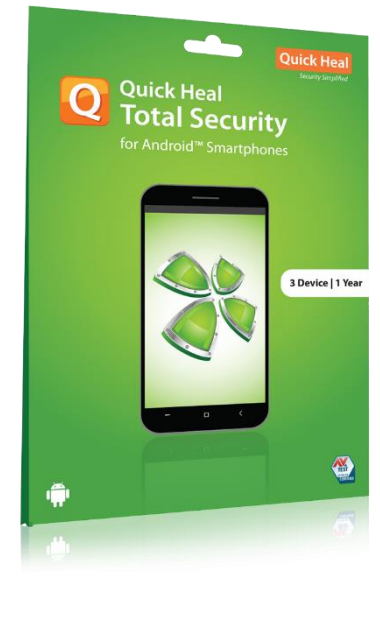


■ Retail ■ Enterprise & Government

Product Portfolio – Enterprise & Government



Product Portfolio – Home, SOHO & Mobile



Robust sales & distribution network in India and...

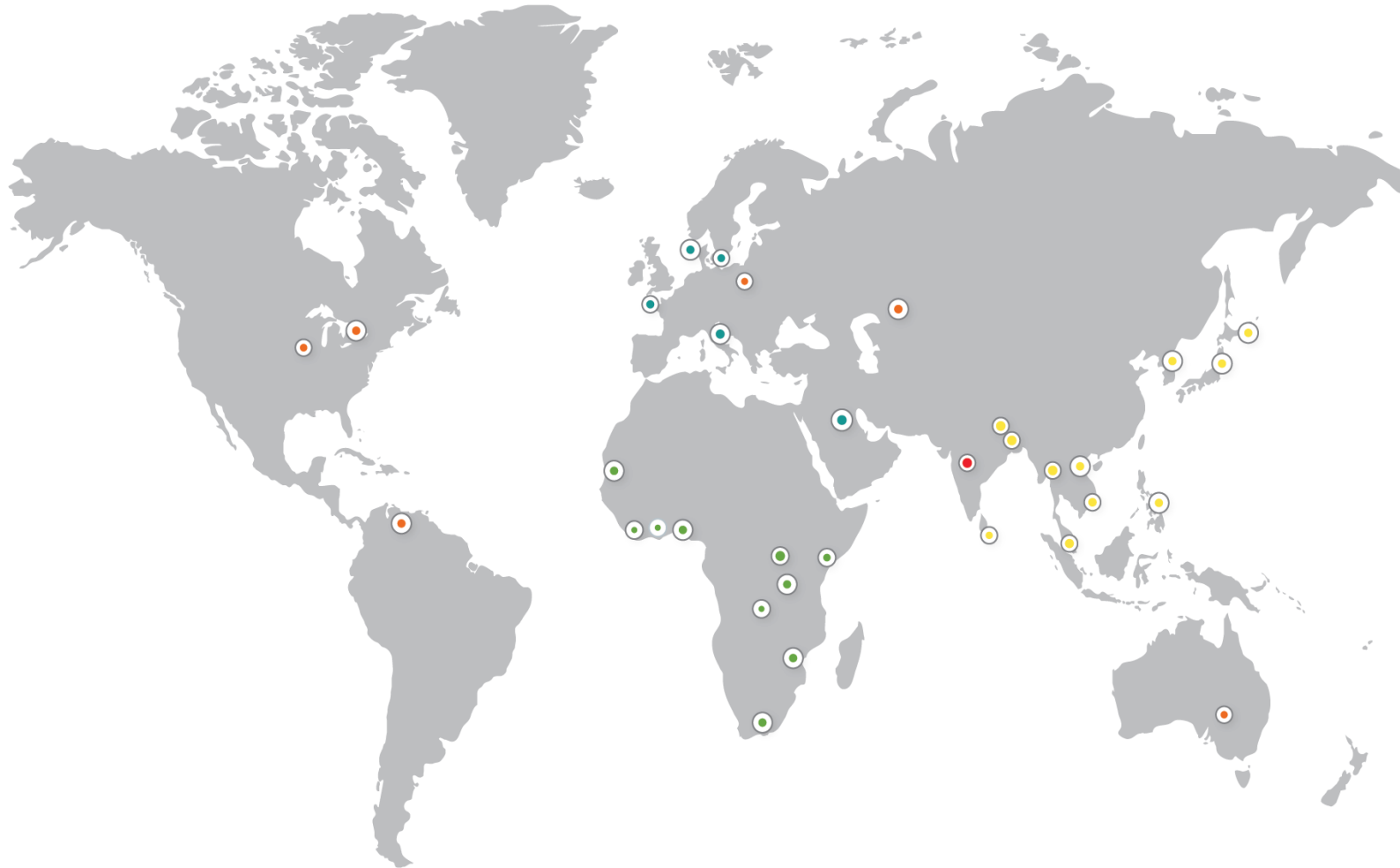


Disclaimer: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Established a **robust & diversified network** and a **dynamic ecosystem of Channel Partners** in cities & towns across India to reach our end-customers

Strong internal Sales & Marketing team work closely with Customers and Channel Partners to identify new sales prospects, sell solutions and provide after-sales support

...evolving presence globally



Quick Heal Global Presence

- India (HO)** Quick Heal Technologies Limited
- USA** Quick Heal Technologies America Inc
- Kenya** Quick Heal Technologies Africa Limited
- UAE** Quick Heal Technologies (MENA) FZE
- Japan** Quick Heal Japan KK

International Partner Locations

- | | | |
|----------------------------------|-------------|---------------|
| Kenya | Colombia | South Korea |
| Australia | Panama | Sri Lanka |
| Macau | Venezuela | Thailand |
| Malaysia | Japan | Vietnam |
| New Zealand | Gambia | Poland |
| Qatar | Italy | Aruba |
| Singapore | Mauritius | France |
| Democratic Republic Of The Congo | Togo | Germany |
| Nigeria | Uganda | Lithuania |
| South Africa | Zambia | Mexico |
| United Arab Emirates | Bangladesh | Netherlands |
| Jordan | Cambodia | Paraguay |
| Oman | Hong Kong | Spain |
| Turkey | Myanmar | United States |
| | Philippines | |

Committed to deliver exceptional customer experience



**ISO 20000
certified customer
support process**



**Remote
Access
Support**



**Onsite support
pan India - Key
Differentiator**



**Maintain High Levels
of User Satisfaction
and Retention**



**Multi Channel
Support Services**



➤ Multi-lingual end user support in English, Hindi and several other major regional Indian languages



➤ Availability of data sheets, product videos and manuals on website for providing information on technical specifications, installation guide, upgrade mechanisms



➤ Release of various articles, technical papers, quarterly threat reports and conducting webinars in the area of security software

Experienced Board of Directors...



Dr. Kailash Katkar

MD & CEO

Drives the strategic direction for the company while nurturing a strong leadership team to drive its execution



Dr. Sanjay Katkar

Joint MD & CTO

Spearheads the creation and subsequent development of the core product technology



Mr. Shailesh Lakhani

Non-Executive Director

Serves as the MD at Sequoia Capital India. Previously, he worked at Redknee's India subsidiary as the Managing Director



Mr. Amitabha Mukhopadhyay

Independent Director

Over three decades of experience in corporate finance, legal and litigation, strategy and M&A. Served as the Group CFO of Thermax



Ms. Priti Rao

Independent Director

Has 20+ years of diverse experience in building and delivering a range of IT services for customers located across five continents



Mr. Mehul Savla

Independent Director

Serves as Director for RippleWave Equity Advisors LLP. Previously worked at JP Morgan, ICICI Securities and SEBI



Ms. Apurva Joshi

Independent Director

Certified bank forensic accounting professional and anti – money laundering expert

...along with strong Management...



Dr. Kailash Katkar

MD & CEO

Co-founder of the Company

Has been the driving force in growing Quick Heal Technologies since its inception

A proven leader with a profound proficiency in developing strong client relationships, passion for building outstanding teams and a disciplined focus on operations & execution of strategy



Dr. Sanjay Katkar

Joint MD & CTO

Co-founder of the Company

Leads the global technology strategy & is responsible for the core research & development of the products

Has served as the Director of Association of Anti-Virus Researchers, Asia and is a distinguished speaker at various industry forums

Holds Master's degree in Computer Science from University of Pune



Mr. Nitin Kulkarni

CFO

25+ years of experience in managing different aspects of finance function in IT and Manufacturing Industry

Previously held leadership positions at Tech Mahindra, KPIT, Atlas Copco India and Persistent Systems

A member of the Institute of Chartered Accountants of India

...and seasoned Leadership team



Ms. Reetu Raina

Chief Human Resources Officer

Responsible for driving HR function and steer the company's people operations, culture and recruitment initiatives

Ms. Raina holds extensive industry experience and has worked across sectors such as Telecom, BFSI, and IT

She has held leadership roles with domain-leading brands such as TATA, HDFC Bank, and Amdocs. She was the Head of HR for Network Software at Sterlite Technologies



Mr. Deepak Mishra

Head, Retail Sales

Responsible for enhancing market share and driving channel strategy for the retail brand

Has extensive exposure in Sales and Distribution, channel management, and building a robust distribution to drive productivity and profitability

20 years of experience in FMCG, Beverages, Telecom and IT Industries



Mr. Kuldeep Raina

Head, Global Enterprise Sales

Responsible for leading the enterprise and government sales strategy and managing the vertical on a global level

Passionate technocrat with a rich flare of selling with tenacity to drive targets in dynamic business environment

20 years of diverse sales experience including leadership roles in IT Security companies

Strong brand recognition...

2018



- Seqrite received **Best Enterprise IT Security Brand** award at **11th NCN innovative product award 2018**
- Quick Heal Total Security (Windows) achieved one of the best protection rate in **AV-Comparatives test**
- Seqrite Endpoint Security certified as '**Approved Corporate Endpoint Protection**' for Windows by '**AV-Test**'
- Seqrite received best cybersecurity brand award at **National Summit on Digital Innovation & Cybersecurity Summit**

2019



- Quick Heal Technologies recognized by **NASSCOM's DSCI** as '**Cybersecurity Product Pioneer in India**'
- Seqrite received the '**Best Performance 2018**' award for its Endpoint Security Solution from **AV-Test Institute in Germany**
- Quick Heal granted **Patent for Anti-Ransomware Technology** U.S. Patent No. US20160378988A1
- Quick Heal granted **Patent for its Signatureless Behavior-based Detection Technology** U.S Patent No. US20170124327A1
- Seqrite Endpoint Security certified as '**Approved Corporate Endpoint Protection**' for Windows by '**AV-Test**'

...backed by Certifications, Patents and...

International & ISO Certifications



Patented Technologies

- **USPTO 10,387,649**
Signatureless Behaviour-based Detection Technology
- **USPTO 10,311,234**
Anti-Ransomware technology
- **USPTO 8,973,136**
System and method for protecting computer systems from malware attacks
- **USPTO 8,914,908**
A completely automated computer implemented system and method for piracy control based on update requests
- **USPTO 8,347,389**
System for protecting devices against virus attacks
- **USPTO 7,945,955**
Virus detection in mobile devices having insufficient resources to execute virus detection software

...our prestigious customers



INDIAN NAVY



UrbanClap



Fino
Fino Payments Bank



BITS Pilani
Pilani | Dubai | Goa | Hyderabad



SUN
GROUP



SHARDA
UNIVERSITY
Beyond Boundaries



Justdial



राजस्थान पत्रिका
www.rajasthanpatrika.com



NUCLEAR POWER CORPORATION OF INDIA LIMITED
(A Government of India Enterprise)
Department of Atomic Energy



SERUM INSTITUTE OF INDIA PVT. LTD.
Cyrus Poonawalla Group

Trusted by over 9 million users across the world

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Quick Heal Academy to drive the next generation of cyber security experts



Popular Courses

- ✓ Cyber Security and Forensics
- ✓ Cyber Threat Intelligence
- ✓ Malware Analysis & Reverse Engineering
- ✓ Security Operations Centre (SOC)
- ✓ Electronic Crime Scene Investigation

Offerings



CORPORATE TRAINING



WORKSHOPS & SEMINARS



NEED-BASED TRAINING



CONNECTING CYBER
ECO-SYSTEM

Academy Partners



Savitribai Phule Pune University

Designed 'M-Tech in Information Security'
Program for Savitribai Phule Pune University



Quantum University

MoU with Quantum University for a joint B.Tech
(Hons.) with specialization in Cyber Security



Gujarat Forensic Sciences University

MoU with Gujarat Forensic Sciences University
during Vibrant Gujarat 2017



Maharashtra Cosmopolitan Education Society

The society runs 30 institutes from its ultra
modern campaigns located in Maharashtra



Chitkara University

MoU with Chitkara University
Introduced an additional stream in Cyber Security
for the four-year Undergraduate program



Deen Dayal Upadhyaya College

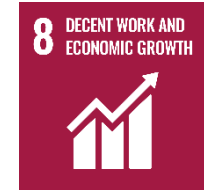
MoU with Deen Dayal Upadhyaya College, a
constituent college of the University of Delhi

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Securing the future through our community initiatives

16,00,000+ Cybersecurity
Lives directly impacted since 2016

- Cybersecurity Awareness
- Securing Futures through secured programming



20,000+ Education
Lives directly impacted since 2016

- Life Skills Education
- Shaalangan Counselling Centre



2,500+ Hunger and Poverty
Lives impacted since 2016

Project Disha – works with Paud's Katkari Tribe



1 Q3FY20 and 9MFY20 Earnings Highlights

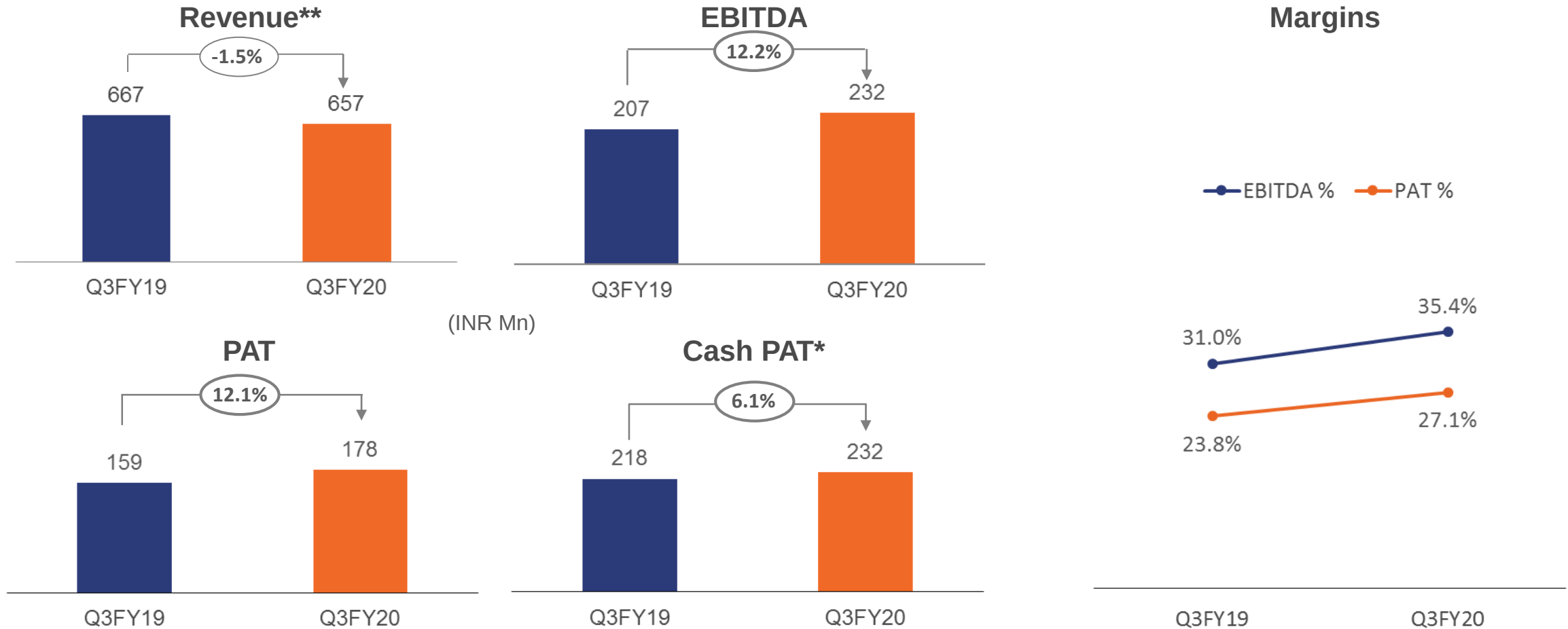
2 Company Overview

3 Industry Overview

4 The Quick Heal Advantage

5 Q3FY20 and 9MFY20 Earnings

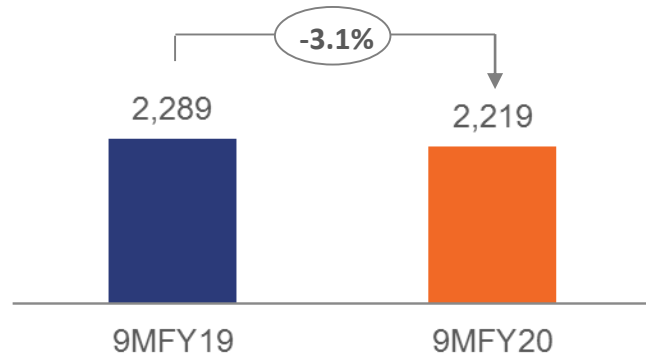
Q3FY20 – Consolidated performance highlights



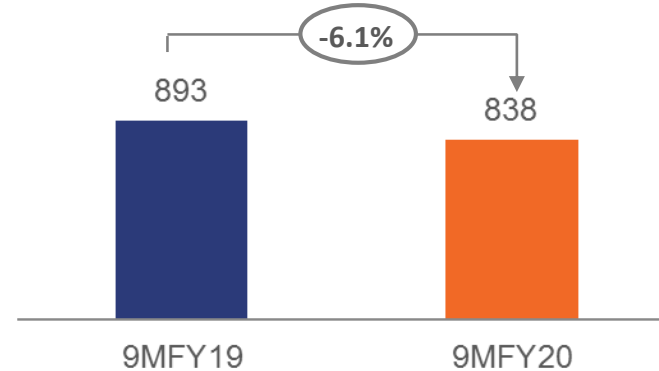
Revenue down 1.5% on account overall slowdown in the economy and issues faced on the distribution side

9MFY20 – Consolidated performance highlights

Revenue**

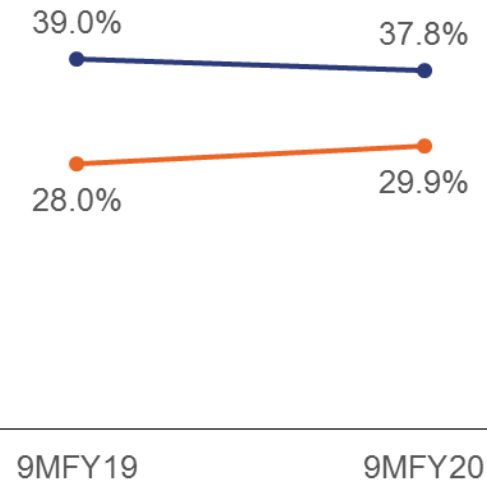


EBITDA



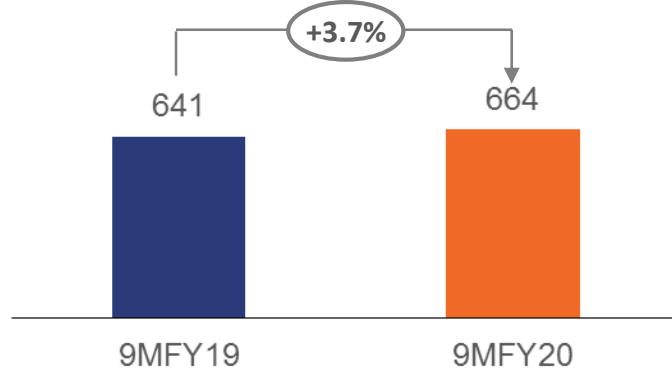
Margins

EBITDA % PAT %

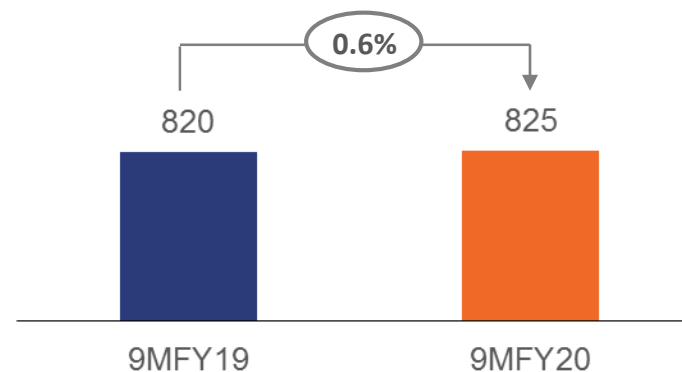


PAT

(INR Mn)

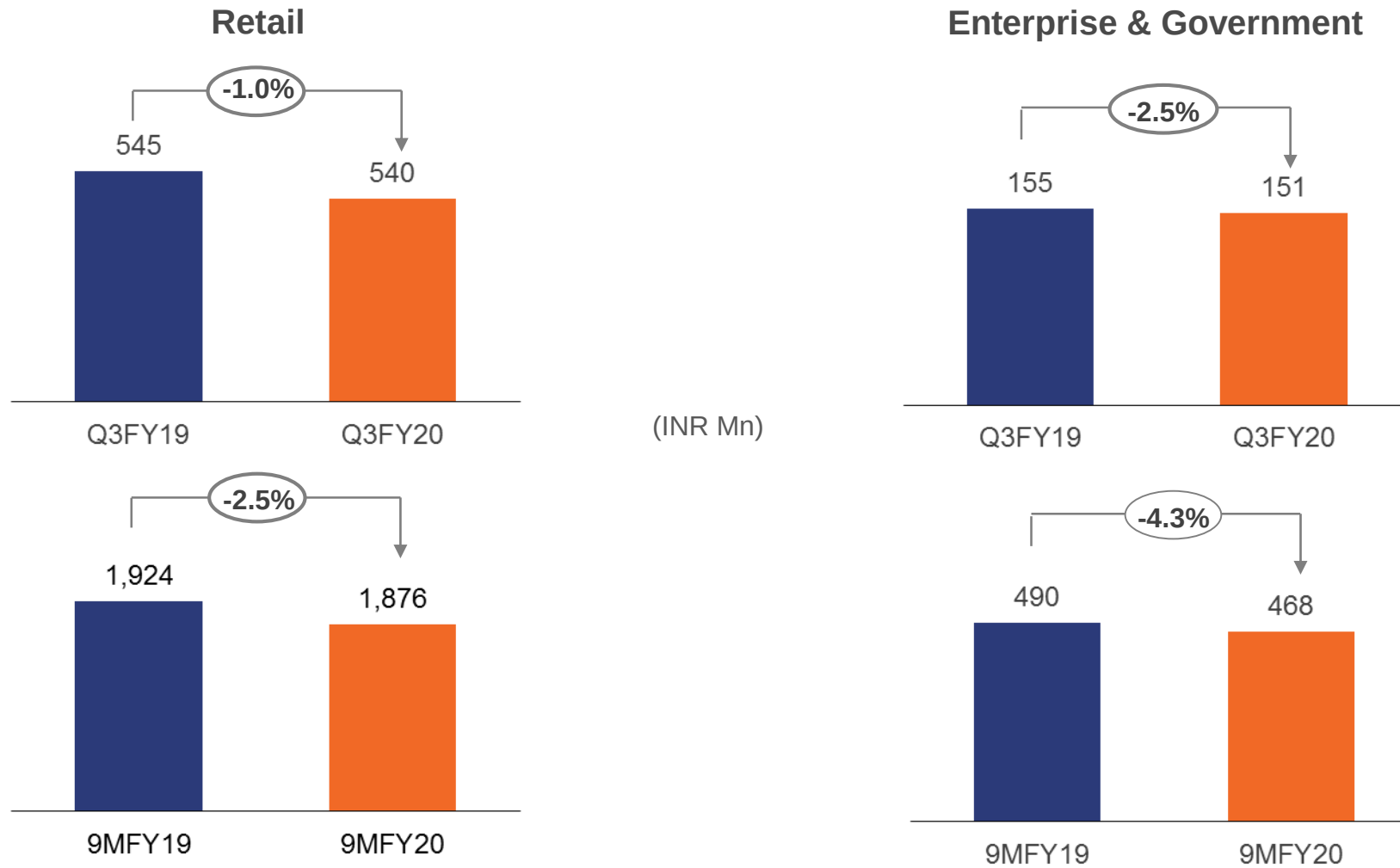


Cash PAT*



Despite degrowth in the revenue, PAT margins increased by 194bps driven by operational efficiency coupled with lower depreciation & tax

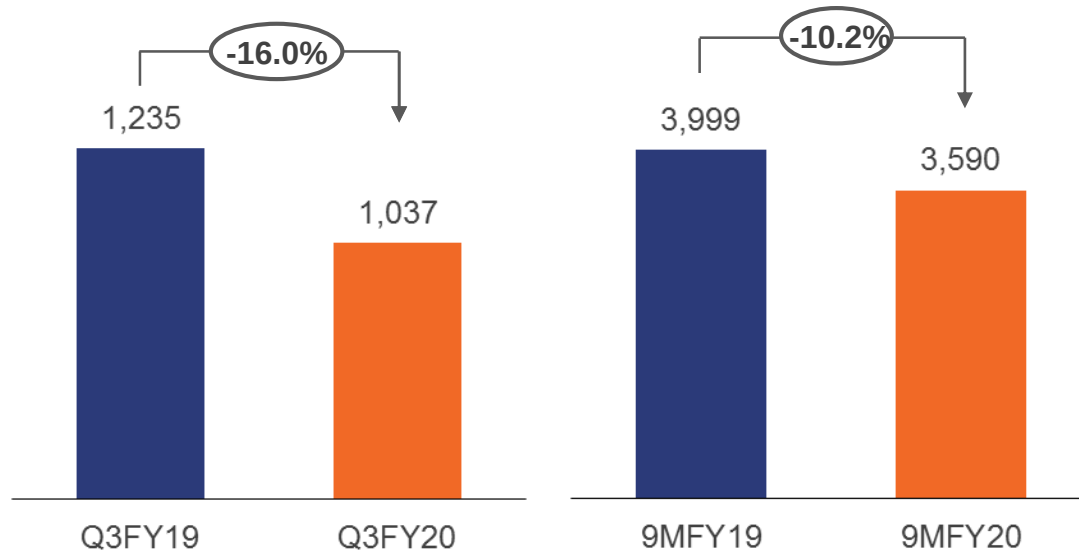
Q3 & 9M FY20 Segment performance – revenue break-up



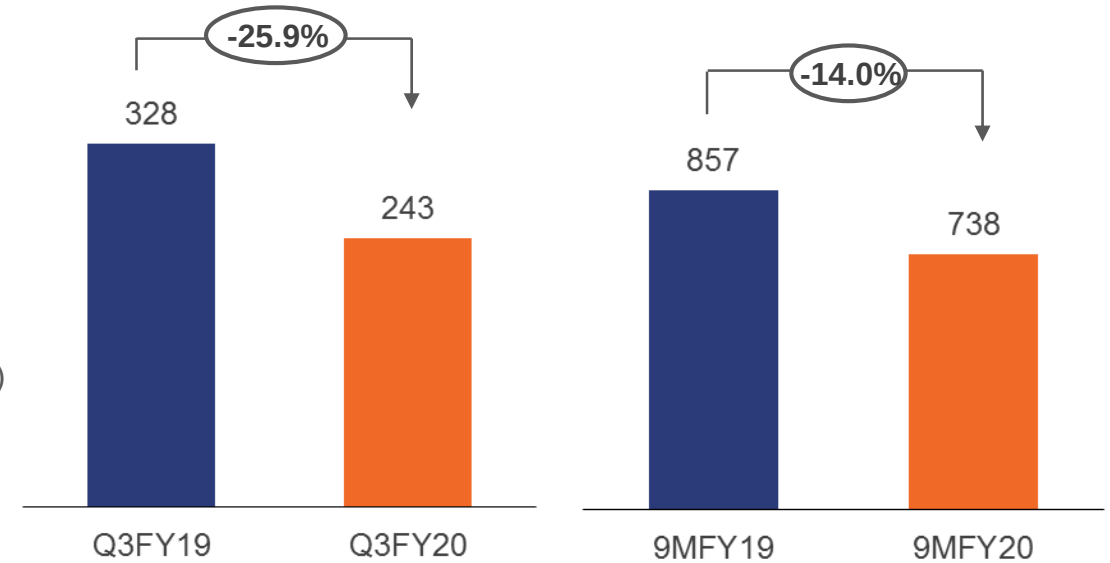
Based on net revenues before adjusting for sales incentives

Q3 & 9M FY20 Segment performance – licenses sold analysis

Retail



Enterprise & Government



Q3FY20 – Profitability statement

PARTICULARS (Rs. mIn)	Standalone			Consolidated		
	Q3FY19	Q3FY20	% change	Q3FY19	Q3FY20	% change
Total Revenue	659.05	651.35	-1.17%	667.05	657.07	-1.50%
Direct Cost	33.11	20.87		34.32	20.87	
Gross Profit	625.94	630.48	0.73%	632.73	636.20	0.55%
Gross Margin	94.98%	96.80%	182bps	94.85%	96.82%	197bps
Operating Cost						
Research and Development (R&D)	125.83	125.18		125.83	125.18	
Sales and Marketing (S&M)	169.19	149.84		174.90	153.90	
General Administration (G&A)	121.47	121.06		124.92	124.87	
Total Expenditure	416.49	396.08	4.90%	425.65	403.95	5.10%
EBITDA	209.45	234.40	11.91%	207.08	232.25	12.15%
EBITDA Margin	31.78%	35.99%	421bps	31.04%	35.35%	431bps
Depreciation	59.74	53.90		59.79	53.91	
EBIT	149.71	180.50	20.56%	147.29	178.34	21.08%
EBIT Margin	22.72%	27.71%	499bps	22.08%	27.14%	506bps
Other Income	90.10	75.07		90.58	75.70	
Profit Before Tax (PBT before exceptional items)	239.81	255.57	6.57%	237.87	254.04	6.80%
Exceptional Item	-	-		0.00	0.00	
Profit Before Tax (PBT after exceptional items)	239.81	255.57		237.87	254.04	
Tax	78.88	75.94		79.25	76.19	
Profit After Tax (PAT)	160.93	179.63	11.62%	158.62	177.85	12.12%
PAT Margin	24.42%	27.58%	316bps	23.78%	27.07%	329bps

9MFY20 – Profitability statement

PARTICULARS (Rs. mIn)	Standalone			Consolidated		
	9MFY19	9MFY20	% change	9MFY19	9MFY20	% change
Total Revenue	2,275.49	2,199.73	-3.33%	2,289.25	2,218.84	-3.08%
Direct Cost	112.88	81.97		111.16	89.99	
Gross Profit	2,162.61	2,117.76	-2.07%	2,178.09	2,128.85	-2.26%
Gross Margin	95.04%	96.27%	123bps	95.14%	95.94%	80bps
Operating Cost						
Research and Development (R&D)	407.67	400.25		407.67	400.25	
Sales and Marketing (S&M)	478.79	484.19		493.87	496.76	
General Administration (G&A)	371.19	382.77		383.75	393.76	
Total Expenditure	1,257.65	1,267.22	-0.76%	1,285.29	1,290.78	-0.43%
EBITDA	904.96	850.54	-6.01%	892.80	838.07	-6.13%
EBITDA Margin	39.77%	38.67%	-110bps	39.00%	37.77%	-123bps
Depreciation	179.00	160.76		179.17	160.84	
EBIT	725.96	689.78	-4.98%	713.63	677.23	-5.10%
EBIT Margin	31.90%	31.36%	-55bps	31.17%	30.52%	-65bps
Other Income	240.20	232.29		241.52	233.54	
Profit Before Tax (PBT before exceptional items)	966.16	922.07	-4.56%	955.15	910.77	-4.65%
Exceptional Item	50.00	-		0.00	0.00	
Profit Before Tax (PBT after exceptional items)	916.16	922.07		955.15	910.77	
Tax	313.78	245.92		314.38	246.59	
Profit After Tax (PAT)	602.38	676.15	12.25%	640.77	664.18	3.65%
PAT Margin	26.47%	30.74%	427bps	27.99%	29.93%	194bps

NOTE: Certain figures have been re-grouped wherever necessary

Q3FY20 – Ratio analysis

In %	Standalone		Consolidated	
	Q3FY19	Q3FY20	Q3FY19	Q3FY20
Expenses				
Direct Cost / Revenue	5.02%	3.20%	5.15%	3.18%
R&D / Revenue	19.09%	19.22%	18.86%	19.05%
S&M / Revenue	25.67%	23.00%	26.22%	23.42%
G&A / Revenue	18.43%	18.59%	18.73%	19.00%
Total Cost / Revenue	63.20%	60.81%	63.81%	61.48%
Margin				
Gross Margin	94.98%	96.80%	94.85%	96.82%
EBITDA	31.78%	35.99%	31.04%	35.35%
EBIT	22.72%	27.71%	22.08%	27.14%
PBT (Before Exceptional Item)	36.39%	39.24%	35.66%	38.66%
PBT (After Exceptional Item)	36.39%	39.24%	35.66%	38.66%
PAT	24.42%	27.58%	23.78%	27.07%

9MFY20 – Ratio analysis

In %	Standalone		Consolidated	
	9MFY19	9MFY20	9MFY19	9MFY20
Expenses				
Direct Cost / Revenue	4.96%	3.73%	4.86%	4.06%
R&D / Revenue	17.92%	18.20%	17.81%	18.04%
S&M / Revenue	21.04%	22.01%	21.57%	22.39%
G&A / Revenue	16.31%	17.40%	16.76%	17.75%
Total Cost / Revenue	55.27%	57.61%	56.14%	58.17%
Margin				
Gross Margin	95.04%	96.27%	95.14%	95.94%
EBITDA	39.77%	38.67%	39.00%	37.77%
EBIT	31.90%	31.36%	31.17%	30.52%
PBT (Before Exceptional Item)	42.46%	41.92%	41.72%	41.05%
PBT (After Exceptional Item)	40.26%	41.92%	41.72%	41.05%
PAT	26.47%	30.74%	27.99%	29.93%

Consolidated Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	31 Dec 2018	31 Dec 2019
Share Holder's Funds:		
Equity Share Capital	705.53	642.03
Share application money pending allotment	0.00	0.00
Reserves and Surplus	6,908.34	6,025.54
Total Shareholder Funds	7,613.87	6,667.57
Non-Current Liabilities		
Net employee defined benefit liabilities	19.20	4.54
Other Non Current Liabilities	19.53	19.63
Total Non-Current Liabilities	38.73	24.17
Current Liabilities:		
Trade and Other Payables	401.24	343.08
Other Financial Liabilities	16.53	24.92
Other Current Liabilities	103.96	123.77
Net employee defined benefit liabilities	16.47	18.04
Current tax liabilities (Net)	14.09	13.43
Total Current Liabilities	552.29	523.24
Total Equity & Liabilities	8,204.89	7,214.98

ASSETS (Rs mln)	31 Dec 2018	31 Dec 2019
Non-Current Assets:		
Property, plant and equipment	1,605.91	1,522.74
Capital work-in-progress	5.12	38.23
Intangible assets	88.58	50.97
Non-current financial assets		
Investments in MF ,Tax-Free Bonds	301.53	348.32
Loan and Security Deposits	3.81	3.81
Bank Balances	4.09	3.92
Deferred tax assets (net)	77.51	45.87
Other non current assets	61.57	86.89
Total Non-Current Assets	2,148.12	2,100.75
Current assets:		
Inventories	58.59	45.60
Investment in Mutual Fund	3,275.42	2,675.92
Trade and other receivables	1,030.98	1,218.56
Bank Balances & Cash and Cash Equivalents	124.00	108.44
Investment in Fixed Deposit	1,413.36	923.00
Loan and security deposits	7.33	8.11
Interest accrued on FDR and Tax-Free Bonds	61.82	45.56
Other Current assets	85.27	89.04
Total Current Assets	6,056.77	5,114.23
Total Assets	8,204.89	7,214.98

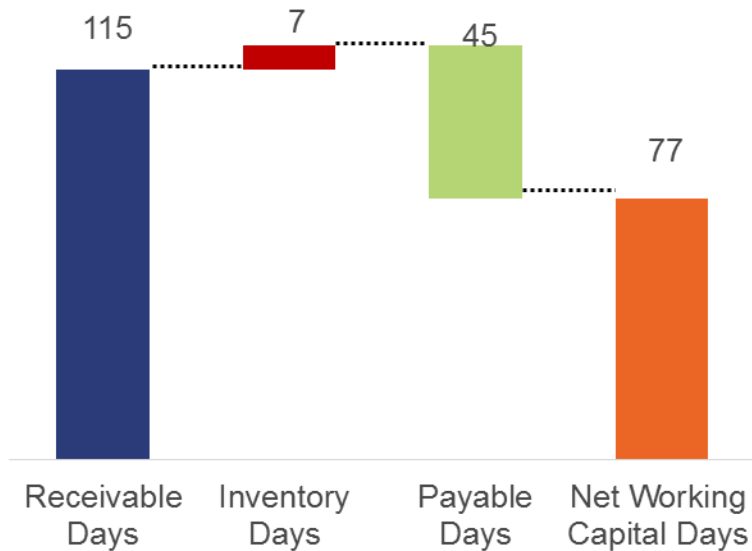
Standalone Balance Sheet

EQUITY AND LIABILITIES (Rs mln)	31 Dec 2018	31 Dec 2019
Share Holder's Funds:		
Equity Share Capital	705.53	642.03
Share application money pending allotment	0.00	0.00
Reserves and Surplus	6,999.98	6,088.47
Total Shareholder Funds	7,705.51	6,730.50
Non-Current Liabilities		
Net employee defined benefit liabilities	19.20	4.54
Other Non Current Liabilities	19.53	19.63
Total Non-Current Liabilities	38.73	24.17
Current Liabilities:		
Trade and Other Payables	397.73	339.73
Other Financial Liabilities	27.87	24.92
Other Current Liabilities	100.57	122.83
Net employee defined benefit liabilities	16.47	18.04
Current tax liabilities (Net)	13.63	13.03
Total Current Liabilities	556.27	518.55
Total Equity & Liabilities	8,300.51	7,273.22

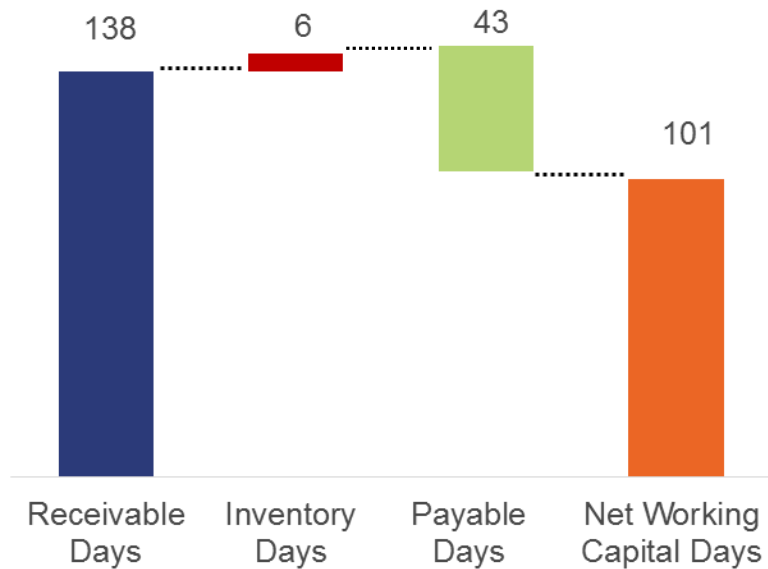
ASSETS (Rs mln)	31 Dec 2018	31 Dec 2019
Non-Current Assets:		
Property, plant and equipment	1,605.54	1,522.46
Capital work-in-progress	5.12	38.23
Intangible assets	88.36	50.78
Non-current financial assets		
Investments in MF & Tax-Free Bonds & Subsidiaries	455.00	465.51
Loan and Security Deposits	3.81	3.81
Bank Balances	4.09	3.92
Deferred tax assets (net)	77.51	45.87
Other non current assets	61.12	86.89
Total Non-Current Assets	2,300.55	2,217.47
Current assets:		
Inventories	45.93	41.04
Investment in Mutual Fund	3,275.42	2,675.92
Trade and other receivables	1,027.67	1,221.21
Bank Balances & Cash and Cash Equivalents	84.43	53.34
Investment in Fixed Deposit	1,413.36	923.00
Loan and security deposits	6.67	7.49
Interest accrued on FDR and Tax-Free Bonds	61.82	45.56
Other Current assets	84.66	88.19
Total Current Assets	5,999.96	5,055.75
Total Assets	8,300.51	7,273.22

Working capital analysis

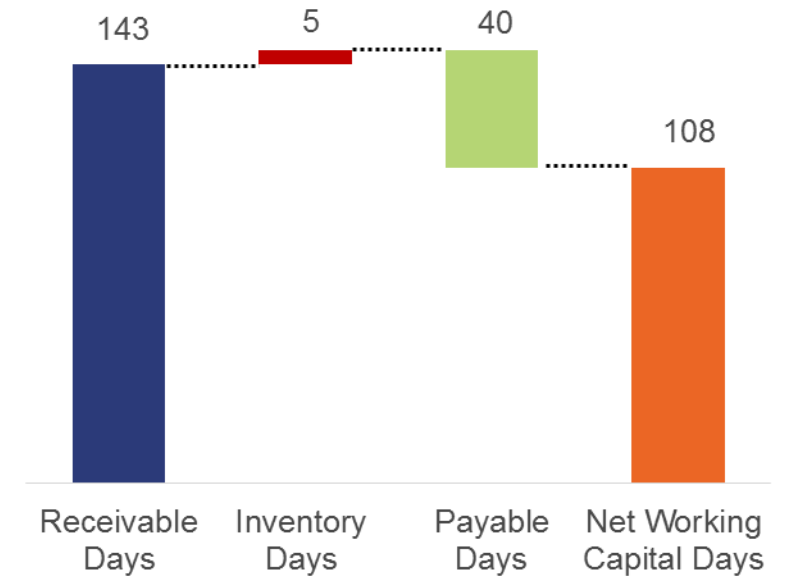
At the end of December 2018



At the end of March 2019



At the end of December 2019



Receivable Days = $[(\text{Debtors} / \text{Sales}) \times (275 \text{ days})]$

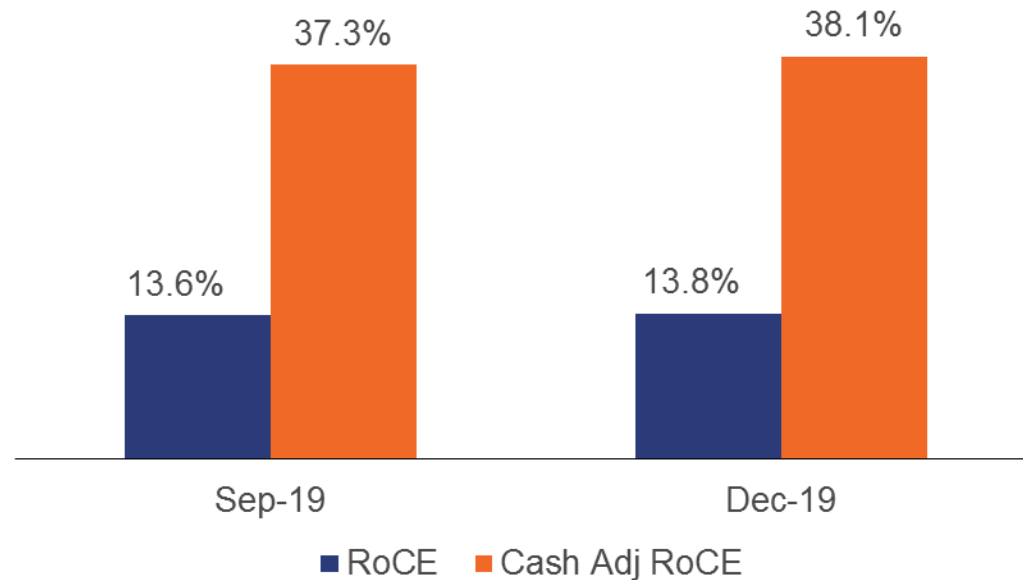
Inventory Days = $[(\text{Inventory} / \text{Sales}) \times (275 \text{ days})]$

Payable Days = $[(\text{Creditor} / \text{Sales}) \times (275 \text{ days})]$

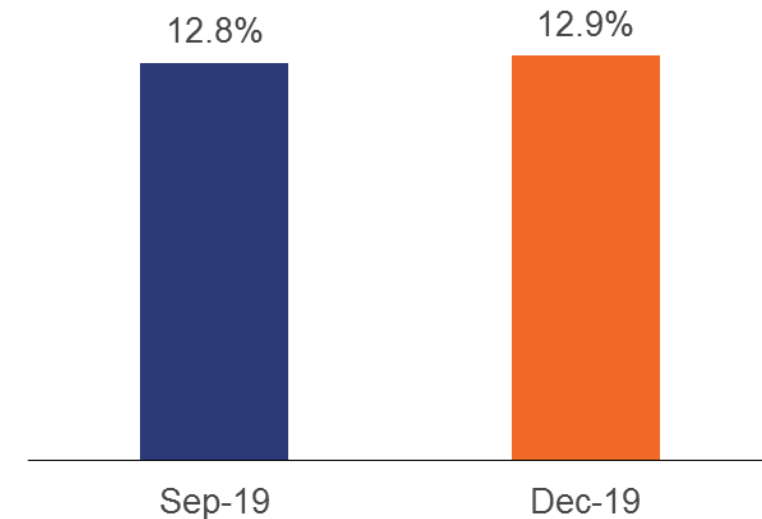
Calculation is based on net revenues before adjusting for sales incentives

Return ratio analysis

Return on Capital Employed*



Return on Equity*



- Company is continuously evaluating strategic inorganic opportunities to invest across the cybersecurity ecosystem
- Till such time the company invests its surplus cash in mutual funds, tax free-bonds and fixed deposits

RoCE = EBIT / Avg. Capital Employed (Equity + Debt)

Cash Adj. RoCE = EBIT / Avg. Cash Adj. Capital Employed (Equity + Debt – Cash & Cash Equivalents)

ROE = PAT / Avg. Equity

* Calculated on trailing 12 months basis

Thank You

Quick Heal

Security Simplified

CIN No: L72200MH1995PLC091408

www.quickheal.co.in

Chief Financial Officer

Mr. Nitin Kulkarni

Nitin.Kulkarni@quickheal.co.in

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Company Secretary

Mr. Srinivas Anasingaraju

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+91-20-66813232

QUICK HEAL TECHNOLOGIES LIMITED
 Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014
 CIN: L72200MH1995PLC091408

STATEMENT OF STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019

Sr. No	Particulars	(INR in million, except earning per share)					
		Quarter ended			Nine months ended		Year ended
		December 31, 2019 (Unaudited)	September 30, 2019 (Unaudited)	December 31, 2018 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2018 (Unaudited)	March 31, 2019 (Audited)
1	Income						
	Revenue from operations	651.35	976.89	659.05	2,199.73	2,275.49	3,129.03
	Other income	75.07	72.95	90.10	232.29	240.20	325.00
	Total income	726.42	1,049.84	749.15	2,432.02	2,515.69	3,454.03
2	Expenses						
	Cost of raw materials consumed	-	1.79	8.62	7.97	20.73	29.51
	Purchase of security software products	17.49	24.48	22.28	50.24	82.92	114.26
	Increase / (decrease) in inventories of security software products	(1.01)	2.30	(2.28)	5.16	(10.58)	(14.84)
	Employee benefits expense	243.01	250.72	241.25	757.86	735.63	971.38
	Depreciation and amortisation expense	53.90	55.25	59.74	160.76	179.00	235.27
	Other expenses	157.46	211.59	179.73	527.96	541.83	734.58
	Total expenses	470.85	546.13	509.34	1,509.95	1,549.53	2,070.16
3	Profit before exceptional items and tax (1-2)	255.57	503.71	239.81	922.07	966.16	1,383.87
4	Exceptional items (refer note 4)	-	-	-	-	50.00	93.17
5	Profit before tax (3-4)	255.57	503.71	239.81	922.07	916.16	1,290.70
6	Tax expense						
	Current tax						
	Pertaining to profit for the current period	56.44	109.88	78.70	207.94	299.66	446.36
	Adjustments of tax relating to earlier periods (Net)	-	-	-	-	14.71	45.99
	Deferred tax	19.50	18.17	0.18	37.98	(0.59)	(41.29)
	Total tax expense	75.94	128.05	78.88	245.92	313.78	451.06
7	Profit for the period (5-6)	179.63	375.66	160.93	676.15	602.38	839.64
8	Other comprehensive income, net of tax						
	Other comprehensive income not to be reclassified to profit or loss in subsequent periods:						
	Re-measurement of defined benefit plans	3.92	0.60	(0.32)	8.48	(3.65)	(3.23)
	Net (loss) or gain on FVTOCI assets (refer note 4)	-	-	-	-	(29.52)	(29.52)
	Other comprehensive income to be reclassified to profit or loss in subsequent periods:						
	Exchange differences on translation of foreign operations	-	-	-	-	-	-
	Total other comprehensive income	3.92	0.60	(0.32)	8.48	(33.17)	(32.75)
9	Total comprehensive income (after tax) (7+8)	183.55	376.26	160.61	684.63	569.21	806.89
10	Paid-up equity share capital (face value of INR 10 each)	642.03	642.03	705.53	642.03	705.53	705.63
11	Other equity (as per balance sheet of previous accounting year)						7,243.12
12	Earnings per share of INR 10 each: (not annualised except for the year ended March)						
	a) Basic	2.80	5.85	2.28	10.24	8.54	11.91
	b) Diluted	2.80	5.85	2.28	10.23	8.53	11.90



NOTES TO THE STATEMENT OF STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019

Notes to financial results:

- 1 The above financial results for the quarter and nine months ended December 31, 2019 have been subjected to limited review by the statutory auditors of the Company and reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on February 5, 2020.
- 2 During the previous year ended March 31, 2019, Company had received notice of demand dated March 13, 2019, in relation to service tax under the provisions of Finance Act, 1994 for INR 387.43 million (excluding interest and penalties) covering the period from April 1, 2016 to June 30, 2017 on supply of anti-virus software in Compact Disk. Company replied the notice of demand to Commissioner of Goods and Service Tax, Pune.

 During the earlier years, Company received similar notice of demands in relation to service tax under the provisions of Finance Act, 1994 for INR 1,223.07 million (excluding penalty of INR 626.97 million and predeposit, if any) covering the period from March 1, 2011 to March 31, 2016 on supply of anti-virus software in Compact Disk. Company had filed an appeal with Customs, Excise and Service Tax Appellate Tribunal, New Delhi for the period March 1, 2011 to March 31, 2014 and with the Customs, Excise and Service Tax Appellate Tribunal, Mumbai for the period April 1, 2014 to March 31, 2016.

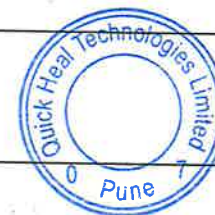
 The Hon'ble Customs, Excise & Service Tax Appellate Tribunal (CESTAT), Principal Bench, New Delhi, vide its judgment (Order No. 50022/2020) dated January 09, 2020 (Service Tax Appeal No. 51175 of 2016), has set aside the Service Tax demand for INR 560.71 million along with interest and penalty which was earlier confirmed by Directorate General of Central Excise Intelligence (DGCEI), New Delhi vide its Order of 2016 covering period from 2011 to 2014.

 Based on this judgement of CESTAT, New Delhi, technical circular issued by government authorities and an independent legal opinion obtained by the Company in earlier years, the Company is confident of also getting the claims set aside for balance period from April 01, 2014 to June 30, 2017. Accordingly no provision has been recognized/ disclosed in the financial statements.
- 3 Effective April 1, 2019, the Company has adopted Ind AS 116 "leases". The application of Ind AS 116 did not have any material impact on the financial results of the Company.
- 4 **Impairment of investments**
 Included in exceptional items

Particulars	Standalone					(INR in million)
	Quarter ended		Nine months ended		Year ended	
	December 31, 2019	September 30, 2019	December 31, 2018	December 31, 2019	December 31, 2018	March 31, 2019
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Impairment of investment in wholly owned subsidiaries	-	-	-	-	50.00	93.17
Further, the decline in fair value of investment of INR Nil million (March 31, 2019: INR 29.52 million) has been included in Other Comprehensive income.						
- 5 The Board of Directors at its meeting held on March 5, 2019 and the shareholders by way of postal ballot on April 13, 2019, approved the buy back of the Company fully paid equity shares of the face value of INR 10 each from its shareholder/beneficial owners of equity shares of the Quick Heal Technologies Limited including promoters and promoter group of the Company as on the record date, on a proportionate basis through the "tender offer" route at a price of INR 275 per share for an aggregate amount not exceeding INR 1,750 million. Company completed the Buy Back Process in June 2019 and has complied with all the requisite formalities with SEBI and ROC

 In accordance with section 69 of the Companies Act, 2013, the Company has created 'Capital Redemption Reserve' of INR 63.64 million equal to the nominal value of the shares bought back as an appropriation from Securities Premium Account.
- 6 The Company is engaged in providing security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. retail, enterprise & government and mobile. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Company has structured its operations into one operating segment viz. anti-virus and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
- 7 Previous year's figures have been regrouped / reclassified wherever necessary to makethem comparable with the current year's classification / disclosure.

Place: Pune
 Date: February 5, 2020



For and on behalf of the Board of Directors

[Signature]

Kailash Katkar
 Managing Director
 & Chief Executive Officer

Independent Auditor's Review Report on unaudited quarterly and year to date financial results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

**The Board of Directors
Quick Heal Technologies Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Quick Heal Technologies Limited ('the Company') for the quarter ended December 31, 2019 and the year to-date results for the period April 1, 2019 to December 31, 2019 ('the Statement') attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended ('the Regulation').
2. This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 'Interim Financial Reporting', prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether financial results are free of material misstatements. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited standalone financial results prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. The statement of the Company for the quarter and nine months ended December 31, 2018, was reviewed by another reviewer whose report dated February 13, 2019, expressed an unmodified opinion on those statements.



The statement of the Company for the year ended March 31, 2019, was audited by another auditor whose report dated May 10, 2019, expressed an unmodified opinion on those statements.

Our conclusion is not modified in respect of this matter.

For MSKA & Associates

Chartered Accountants

ICAI Firm Registration No.105047W



Nitin Manohar Jumani

Partner

Membership No.: 111700

UDIN: 20111700AAAAAF2222



Place: Pune

Date: February 05, 2020

QUICK HEAL TECHNOLOGIES LIMITED							
Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014							
CIN: L72200MH1995PLC091408							
STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019							
(INR in million, except earning per share)							
Sr. No	Particulars	Quarter ended			Nine Months ended		Year ended
		December 31, 2019 (Unaudited)	September 30, 2019 (Unaudited)	December 31, 2018 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2018 (Unaudited)	March 31, 2019 (Audited)
1	Income						
	Revenue from operations	657.07	985.77	667.05	2,218.84	2,289.25	3,149.26
	Other income	75.70	73.38	90.58	233.54	241.52	326.67
	Total income	732.77	1,059.15	757.63	2,452.38	2,530.77	3,475.93
2	Expenses						
	Cost of raw materials consumed	-	1.68	14.63	7.85	19.14	30.56
	Purchase of security software products	17.50	24.48	19.43	50.25	81.98	115.96
	Changes in inventories of security software products	(1.03)	10.68	(4.25)	13.25	(9.82)	(19.40)
	Employee benefits expense	246.96	255.10	245.80	768.38	748.92	988.51
	Depreciation and amortisation expense	53.91	55.30	59.79	160.84	179.17	235.49
	Other expenses	161.39	216.25	184.36	541.04	556.23	754.62
	Total expenses	478.73	563.49	519.76	1,541.61	1,575.62	2,105.74
3	Profit / (loss) before exceptional items and tax (1-2)	254.04	495.66	237.87	910.77	955.15	1,370.19
4	Exceptional items	-	-	-	-	-	-
5	Profit / (loss) before tax (3-4)	254.04	495.66	237.87	910.77	955.15	1,370.19
6	Tax expense						
	Current tax						
	Pertaining to profit for the current period	56.69	110.14	79.07	208.61	300.26	447.25
	Adjustments of tax relating to earlier periods	-	-	-	-	14.71	45.99
	Deferred tax	19.50	18.17	0.18	37.98	(0.59)	(41.29)
	Total tax expense	76.19	128.31	79.25	246.59	314.38	451.95
7	Profit / (loss) for the period (5-6)	177.85	367.35	158.62	664.18	640.77	918.24
8	Other comprehensive income, net of tax						
	Other comprehensive income not to be reclassified to profit or loss in subsequent periods:						
	Re-measurement of defined benefit plans	3.92	0.60	(0.32)	8.48	(3.65)	(3.23)
	Net (loss) or gain on FVTOCI assets	-	-	-	-	(29.52)	(29.52)
	Income tax effect on above	-	-	-	-	-	-
	Other comprehensive income to be reclassified to profit or loss in subsequent periods:						
	Exchange differences on translation of foreign operations	1.26	0.41	(1.79)	0.35	2.56	2.73
	Total other comprehensive income	5.18	1.01	(2.11)	8.83	(30.61)	(30.02)
9	Total comprehensive income (after tax) (7+8)	183.03	368.36	156.51	673.01	610.16	888.22
10	Paid-up equity share capital (face value of INR 10 each)	642.03	642.03	705.53	642.03	705.53	705.63
11	Other equity (as per balance sheet of previous accounting year)						7,191.79
12	Earnings per share of INR 10 each: (not annualised for the quarter)						
	a) Basic	2.77	5.72	2.25	10.06	9.09	13.03
	b) Diluted	2.77	5.72	2.25	10.05	9.08	13.02



Unaudited standalone financial information							
(INR in million, except earning per share)							
Sr. No	Particulars	Quarter ended			Nine Months ended		Year ended
		December 31, 2019 (Unaudited)	September 30, 2019 (Unaudited)	December 31, 2018 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2018 (Unaudited)	March 31, 2019 (Audited)
1	Revenue from operations	651.35	976.89	659.05	2,199.73	2,275.49	3,129.03
2	Profit before tax	255.57	503.71	239.81	922.07	916.16	1,290.70
3	Profit after tax	179.63	375.66	160.93	676.15	602.38	839.64

Notes to financial results:

- The above financial results for the quarter and nine months ended December 31, 2019 have been subjected to limited review by the statutory auditors and reviewed by the Audit Committee and approved by the Board of Directors at the meeting held on February 05, 2020.
- During the previous year ended March 31, 2019, Company had received notice of demand dated March 13, 2019, in relation to service tax under the provisions of Finance Act, 1994 for INR 387.43 million (excluding interest and penalties) covering the period from April 1, 2016 to June 30, 2017 on supply of anti-virus software in Compact Disk. Company replied the notice of demand to Commissioner of Goods and Service Tax, Pune.

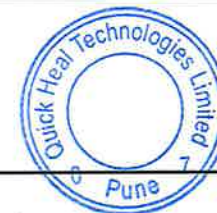
During the earlier years, Company received similar notice of demands in relation to service tax under the provisions of Finance Act, 1994 for INR 1,223.07 million (excluding penalty of INR 626.97 million and predeposit, if any) covering the period from March 1, 2011 to March 31, 2016 on supply of anti-virus software in Compact Disk. Company had filed an appeal with Customs, Excise and Service Tax Appellate Tribunal, New Delhi for the period March 1, 2011 to March 31, 2014 and with the Customs, Excise and Service Tax Appellate Tribunal, Mumbai for the period April 1, 2014 to March 31, 2016.

The Hon'ble Customs, Excise & Service Tax Appellate Tribunal (CESTAT), Principal Bench, New Delhi, vide its judgment (Order No. 50022/2020) dated January 09, 2020 (Service Tax Appeal No. 51175 of 2016), has set aside the Service Tax demand for INR 560.71 million along with interest and penalty which was earlier confirmed by Directorate General of Central Excise Intelligence (DGCEI), New Delhi vide its Order of 2016 covering period from 2011 to 2014.

Based on this judgement of CESTAT, New Delhi, technical circular issued by government authorities and an independent legal opinion obtained by the Company in earlier years, the Company is confident of also getting the claims set aside for balance period from April 01, 2014 to June 30, 2017. Accordingly no provision has been recognized/disclosed in the financial statements.
- Effective April 1, 2019, the Group has adopted Ind AS 116 "leases". The application of Ind AS 116 did not have any material impact on the financial results of the Group.
- The Board of Directors at its meeting held on March 5, 2019 and the shareholders by way of postal ballot on April 13, 2019, approved the buy back of the Parent Company fully paid equity shares of the face value of INR 10 each from its shareholder/beneficial owners of equity shares of the Quick Heal Technologies Limited (Parent Company) including promoters and promoter group of the Parent Company as on the record date, on a proportionate basis through the "tender offer" route at a price of INR 275 per share for an aggregate amount not exceeding INR 1,750 million. The Parent Company completed the Buy Back Process in June 2019 and has complied with all the requisite formalities with SEBI and ROC

In accordance with section 69 of the Companies Act, 2013, the Company has created 'Capital Redemption Reserve' of INR 63.64 million equal to the nominal value of the shares bought back as an appropriation from Securities Premium Account.
- The Company is engaged in providing security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. retail, enterprise & government and mobile. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Company has structured its operations into one operating segment viz. anti-virus and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
- Previous year's figures have been regrouped / reclassified wherever necessary to make them comparable with the current year's classification / disclosure.

Place: Pune
Date: February 05, 2020

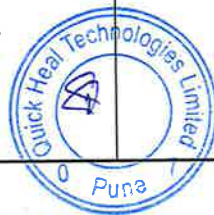


For and on behalf of the Board of Directors

[Signature]

Kailash Katkar
Managing Director
& Chief Executive Officer

QUICK HEAL TECHNOLOGIES LIMITED							
Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014 CIN: L72200MH1995PLC091408							
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11	Other equity (as per balance sheet of previous accounting year)	-	-	-	-	-	7,191.79
12	Earnings per share of INR 10 each: (not annualised for the quarter)						
	a) Basic	2.77	5.72	2.25	10.06	9.09	13.03
	b) Diluted	2.77	5.72	2.25	10.05	9.08	13.02



QUICK HEAL TECHNOLOGIES LIMITED

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

CIN: L72200MH1995PLC091408

NOTES TO THE STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019**Notes to financial results:**

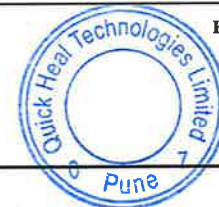
- 1 The above financial results for the quarter and nine months ended December 31, 2019 have been subjected to limited review by the statutory auditors and reviewed by the Audit Committee and approved by the Board of Directors at the meeting held on February 05, 2020.
- 2 During the previous year ended March 31, 2019, Company had received notice of demand dated March 13, 2019, in relation to service tax under the provisions of Finance Act, 1994 for INR 387.43 million (excluding interest and penalties) covering the period from April 1, 2016 to June 30, 2017 on supply of anti-virus software in Compact Disk. Company replied the notice of demand to Commissioner of Goods and Service Tax, Pune.

During the earlier years, Company received similar notice of demands in relation to service tax under the provisions of Finance Act, 1994 for INR 1,223.07 million (excluding penalty of INR 626.97 million and predeposit, if any) covering the period from March 1, 2011 to March 31, 2016 on supply of anti-virus software in Compact Disk. Company had filed an appeal with Customs, Excise and Service Tax Appellate Tribunal, New Delhi for the period March 1, 2011 to March 31, 2014 and with the Customs, Excise and Service Tax Appellate Tribunal, Mumbai for the period April 1, 2014 to March 31, 2016.

The Hon'ble Customs, Excise & Service Tax Appellate Tribunal (CESTAT), Principal Bench, New Delhi, vide its judgment (Order No. 50022/2020) dated January 09, 2020 (Service Tax Appeal No. 51175 of 2016), has set aside the Service Tax demand for INR 560.71 million along with interest and penalty which was earlier confirmed by Directorate General of Central Excise Intelligence (DGCEI), New Delhi vide its Order of 2016 covering period from 2011 to 2014.

Based on this judgement of CESTAT, New Delhi, technical circular issued by government authorities and an independent legal opinion obtained by the Company in earlier years, the Company is confident of also getting the claims set aside for balance period from April 01, 2014 to June 30, 2017. Accordingly no provision has been recognized/disclosed in the financial statements.
- 3 Effective April 1, 2019, the Group has adopted Ind AS 116 "leases". The application of Ind AS 116 did not have any material impact on the financial results of the Group.
- 4 The Board of Directors at its meeting held on March 5, 2019 and the shareholders by way of postal ballot on April 13, 2019, approved the buy back of the Parent Company fully paid equity shares of the face value of INR 10 each from its shareholder/beneficial owners of equity shares of the Quick Heal Technologies Limited (Parent Company) including promoters and promoter group of the Parent Company as on the record date, on a proportionate basis through the "tender offer" route at a price of INR 275 per share for an aggregate amount not exceeding INR 1,750 million. The Parent Company completed the Buy Back Process in June 2019 and has complied with all the requisite formalities with SEBI and ROC

In accordance with section 69 of the Companies Act, 2013, the Company has created 'Capital Redemption Reserve' of INR 63.64 million equal to the nominal value of the shares bought back as an appropriation from Securities Premium Account.
- 5 The Company is engaged in providing security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. retail, enterprise & government and mobile. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Company has structured its operations into one operating segment viz. anti-virus and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
- 6 Previous year's figures have been regrouped / reclassified wherever necessary to make them comparable with the current year's classification / disclosure.

Place: Pune
Date: February 05, 2020

For and on behalf of the Board of Directors

Kailash Katkar
Managing Director
& Chief Executive Officer

Independent Auditor's Review Report on Consolidated Unaudited Quarterly and year to date financial results of the Group, pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

**The Board of Directors
Quick Heal Technologies Limited**

1. We have reviewed the accompanying statement of consolidated unaudited financial results of Quick Heal Technologies Limited ('the Holding Company') and its subsidiaries, (the Holding Company and its subsidiaries together referred to as the 'Group') for the quarter ended December 31, 2019, and the year to-date results for the period from April 1, 2019 to December 31, 2019 ('the Statement'), being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended ('the Regulation').

Attention is drawn to the fact that the figures for the corresponding quarter ended December 31, 2018, and the corresponding year-to-date from April 1, 2018 to December 31, 2018, under Indian Accounting Standards ('Ind AS'), as reported in these consolidated unaudited financial results have been approved by the Holding Company's Board of Directors but have not been subjected to review.

2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting' ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.



4. The Statement includes the results of the following entities:

Sr. No	Name of the Company	Relationship with the Holding Company
1	Quick Heal Technologies Japan K.K.	Wholly Owned Subsidiary
2	Quick Heal Technologies America Inc.	Wholly Owned Subsidiary
3	Quick Heal Technologies Africa Limited	Wholly Owned Subsidiary
4	Seqrite Technologies DMCC	Wholly Owned Subsidiary

5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement.

6. The consolidated unaudited financial results include the interim financial results of 4 subsidiaries which have not been reviewed by their auditors, whose interim financial results reflect total assets of Rs. 66.41 million as at December 31, 2019 and total revenue of Rs. 11.34 million, and Rs. 35.32 million, total net loss after tax of Rs. 1.74 million and Rs. 19.34 million and total comprehensive loss of Rs. 1.74 million and Rs. 19.34 million for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, respectively, according to the information and explanations given to us by the Management, these interim financial results are not material to the Group.

Our conclusion on the Statement is not modified in respect of the above matter.

7. The statement of the Group for the year ended March 31, 2019, was audited by another auditor whose report dated May 10, 2019 expressed an unmodified opinion on those statements.

Our conclusion is not modified in respect of this matter.

For MSKA & Associates

Chartered Accountants

ICAI Firm Registration No. 105047W

Nitin Manohar Jumani

Partner

Membership No.: 111700

UDIN: 20111700AAAAAG4351

Place: Pune

