

Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor,
Opposite Neco Garden Society, Viman Nagar, Pune 411014.
Tel: +91 20 66813232 | Email: info@quickheal.com
CIN - L72200MH1995PLC091408

Ref No.: QHTL/Sec/SE/2020-21/42

November 06, 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 November 06, 2020

Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on November 06, 2020 at the registered office/ through video conferencing which commenced at 02:30 P.M. and concluded at 05:55 PM, has approved following:

1. Unaudited Consolidated and Standalone Financial Results of the Company for the quarter and half year ended September 30, 2020.
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 half year ended September 30, 2020, from our Statutory Auditors, M/s MSKA & Associates, Chartered Accountants.

As permitted, this letter is being submitted under Sd/- mode due to work from home as per the Government advisory on Covid-19 and as a part of safety measure.

This is for your information and records.

For Quick Heal Technologies Limited

Sd/-

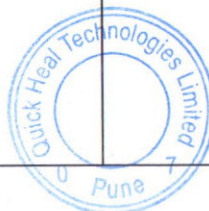
A. Srinivasa Rao
Company Secretary

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 HALF YEAR ENDED SEPTEMBER 30, 2020

(₹ in million, except earning per share)

Sr. No	Particulars	Quarter ended			Half Year ended		Year ended
		September 30, 2020 (Unaudited)	June 30, 2020 (Unaudited)	September 30, 2019 (Unaudited)	September 30, 2020 (Unaudited)	September 30, 2019 (Unaudited)	March 31, 2020 (Audited)
1	Income						
	Revenue from operations	844.13	734.62	985.77	1,578.75	1,561.77	2,861.38
	Other income	58.25	63.15	73.38	121.40	157.84	315.96
	Total income	902.38	797.77	1,059.15	1,700.15	1,719.61	3,177.34
2	Expenses						
	Cost of raw materials consumed	3.82	1.05	1.79	4.87	7.97	8.16
	Purchase of security software products	29.64	6.60	24.48	36.24	32.75	95.94
	Changes in inventories of security software products	(2.97)	16.84	10.57	13.87	14.16	(3.86)
	Employee benefits expense	280.99	261.53	255.10	542.52	521.42	1,014.19
	Depreciation and amortisation expense	48.79	46.51	55.30	95.30	106.93	216.77
	Other expenses	141.79	127.24	216.25	269.03	379.65	833.03
	Total expenses	502.06	459.77	563.49	961.83	1,062.88	2,164.23
3	Profit / (loss) before exceptional items and tax (1-2)	400.32	338.00	495.66	738.32	656.73	1,013.11
4	Exceptional items	-	-	-	-	-	-
5	Profit / (loss) before tax (3-4)	400.32	338.00	495.66	738.32	656.73	1,013.11
6	Tax expense						
	Current tax						
	Pertaining to profit for the current period	107.21	98.91	110.14	206.12	151.92	211.44
	Deferred tax	4.76	(10.49)	18.17	(5.73)	18.48	57.56
	Total tax expense	111.97	88.42	128.31	200.39	170.40	269.00
7	Profit / (loss) for the period (5-6)	288.35	249.58	367.35	537.93	486.33	744.11
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	0.30	1.00	0.60	1.30	4.56	9.73
	Other comprehensive income to be reclassified to profit or loss in subsequent periods:						
	Exchange differences on translation of foreign operations	(2.43)	(0.08)	0.41	(2.51)	(0.91)	2.16
	Total other comprehensive income	(2.13)	0.92	1.01	(1.21)	3.65	11.89
9	Total comprehensive income (after tax) (7+8)	286.22	250.50	368.36	536.72	489.98	756.00
10	Paid-up equity share capital (face value of ₹10 each)	642.03	642.03	642.03	642.03	642.03	642.03
11	Other equity (as per balance sheet of previous accounting year)	-	-	-	-	-	5,798.65
12	Earnings per share of ₹10 each: (not annualised except for the year ended March)						
	a) Basic	4.49	3.89	5.72	8.38	7.26	11.34
	b) Diluted	4.49	3.89	5.72	8.38	7.26	11.34



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QUICK HEAL TECHNOLOGIES LIMITED

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NOTES TO THE STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2020**Notes to financial results:**

- 1 The above financial results for the quarter and period ended September 30, 2020 have been subjected to limited review by the statutory auditors of the Group and reviewed by the Audit Committee and approved by the Board of Directors of the Parent Company at the meeting held on November 6, 2020.
- 2 During the 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 ₹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 to 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 ₹1,223.07 million (excluding penalty of ₹626.97million 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 ₹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.

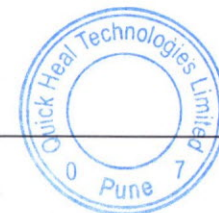
Based on this latest judgement of CESTAT, New Delhi, technical circular issued by government authorities and an independent legal opinion obtained by the Company in earlier years, the Company is confident to set aside for balance period from April 01, 2014 to June 30, 2017. Accordingly no provision/contingent liability has been recognized/disclosed in the financial statements.
- 3 The Group 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 Group 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".
- 4 **Estimated uncertainty relating to COVID-19 outbreak**
The management has made an assessment of the impact of COVID-19 on the Company's operations, financial performance and position as at and for the quarter ended September 30, 2020 and has concluded that the impact is primarily on the operational aspects of the business. In assessing the recoverability of receivables including receivables, investments, and other assets, the Company has considered internal and external information up to the date of approval of these financial results including status of existing and future customer orders, cash flow forecasts, commitments with suppliers, etc. The Company has performed sensitivity analysis on the assumptions used and based on current indicators of future economic conditions, the Company expects to gradually recover the carrying amount of these assets. The Company has also considered the impact of subsequent events in its assessment and concluded that there is no significant impact which is required to be recognised in the financial results. Accordingly, no further adjustments have been made to the financial results.

Considering the dynamic nature of the issue, the impact of the global health pandemic may be different from that estimated as at the date of approval of these financial results and the Company will continue to closely monitor any material changes to future economic conditions
- 5 Air Marshal (Retd) Bhushan Nilkanth Gokhale was appointed as an Additional Director in Independent category w.e.f August 12, 2020
- 6 Previous period's figures have been regrouped / reclassified wherever necessary to make them comparable with the current period's classification / disclosure.

For and on behalf of the Board of Directors

Place: Pune

Date: November 6, 2020




Kailash Katkar
Managing Director
& Chief Executive Officer
DIN: 00397191

QUICK HEAL TECHNOLOGIES LIMITED

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STATEMENT OF CONSOLIDATED ASSETS AND LIABILITIES AS AT SEPTEMBER 30, 2020

(₹ in million, except earning per share)

	As at September 30, 2020 (Unaudited)	As at March 31, 2020 (Audited)
Assets		
Non-current assets		
(a) Property, plant and equipment	1,427.40	1,485.09
(b) Capital work-in-progress	34.00	34.00
(c) Intangible assets	70.86	99.81
(d) Financial assets		
(i) Investments	172.78	353.32
(ii) Loans and security deposits	3.82	3.81
(iii) Other financial assets	4.03	3.91
(e) Deferred tax assets (net)	31.16	25.86
(f) Income tax assets (net)	206.73	167.92
(g) Other non-current assets	4.50	5.32
	1,955.28	2,179.04
Current assets		
(a) Inventories	46.69	62.40
(b) Financial assets		
(i) Investments	3,658.79	2,745.22
(ii) Trade receivables	1,327.97	1,131.62
(iii) Cash and cash equivalents	126.55	100.72
(iv) Bank balances other than (iii) above	563.04	699.53
(v) Loans and security deposits	8.03	7.74
(vi) Interest accrued	12.77	15.26
(c) Other current assets	102.08	24.13
	5,845.92	4,786.62
Total assets	7,801.20	6,965.66
Equity and liabilities		
Equity		
(a) Equity share capital	642.03	642.03
(b) Share application money pending allotment	-	-
(c) Other equity		
(i) Retained earnings	5,253.96	4,707.81
(ii) Securities premium	593.84	593.84
(iii) Amalgamation reserve	26.45	26.45
(iv) General reserve	450.26	450.26
(v) Capital redemption reserve	63.64	63.64
(vi) Other reserves	(46.95)	(43.35)
Total equity	6,983.23	6,440.68
Liabilities		
Non-current liabilities		
(a) Net employee defined benefit liabilities	6.86	4.62
(b) Other non-current liabilities	0.30	19.63
	7.16	24.25
Current liabilities		
(a) Financial liabilities		
(i) Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises	16.38	4.73
(b) Total outstanding dues creditors other than micro enterprises and enterprises	485.35	382.54
(ii) Other financial liabilities	18.15	9.04
(b) Other current liabilities	142.54	86.68
(c) Net employee defined benefit liabilities	11.42	3.94
(d) Income tax liabilities (net)	136.97	13.80
	810.81	500.73
Total liabilities	817.97	524.98
Total equity and liabilities	7,801.20	6,965.66



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QUICK HEAL TECHNOLOGIES LIMITED

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CIN: L72200MH1995PLC091408

CASH FLOW STATEMENT FOR THE HALF YEAR ENDED SEPTEMBER 30, 2020

(₹ in million, except earning per share)

	Half year ended		Year ended
	September 30, 2020 (Unaudited)	September 30, 2019 (Unaudited)	March 31, 2020 (Audited)
A. Cash flow from operating activities			
Profit before tax	738.32	656.73	1,013.11
Adjustment to reconcile profit before tax to net cash flows:			
Exceptional items			
Net (gain) / loss foreign exchange differences	(2.51)	(0.94)	0.95
Employee share based payments expense	5.83	9.25	1.70
Depreciation and amortization expense	95.30	106.93	216.77
Interest income	(46.07)	(46.46)	(81.29)
Provision for doubtful debts and advances	(44.85)	5.42	62.83
Bad debts / property, plant and equipment written off	33.09	1.11	2.37
(Profit) / Loss on sale of property, plant and equipment	0.03	(0.81)	(5.30)
Dividend income	-	(63.08)	(67.92)
Exchange difference on translation of foreign currency cash and cash equivalents	(0.37)	0.39	(2.80)
Net (gain) on sale of investment	(17.76)	(0.25)	(28.36)
Net (gain) / loss on FVTPL current investment	(30.68)	(12.68)	(66.28)
Operating profit before working capital changes	730.33	655.61	1,045.78
Movements in working capital:			
(Increase)/decrease in trade receivables	(184.59)	(5.92)	54.91
(Increase)/decrease in inventories	15.71	9.37	(8.46)
(Increase)/decrease in loans	(0.31)	(0.50)	(0.71)
(Increase)/decrease in other financial assets	(16.84)	(1.24)	0.13
(Increase)/decrease in other assets	(71.97)	(1.64)	15.32
Increase/(decrease) in net employee defined benefit liabilities	11.46	(10.15)	(18.03)
Increase/(decrease) in trade payables	109.30	(35.27)	(0.49)
Increase/(decrease) in other current liabilities	36.53	18.11	(49.09)
Cash generated from operations	629.62	628.37	1,039.36
Direct taxes paid (net of refunds)	(121.76)	(165.41)	(333.72)
Net cash flow from operating activities (A)	507.86	462.96	705.64
B. Cash flow from investing activities			
Purchase of property, plant and equipment and intangible assets (including capital work-in-progress and capital advances)	(0.18)	(25.16)	(113.22)
Proceeds from sale of property, plant and equipment	0.07	2.73	10.98
Investments in non-current investments (other)	-	(24.63)	(57.09)
Net Proceeds from Sale of Non Current Investments (other)	180.54	-	-
Purchase of current investments	(4,720.79)	(1,680.01)	(6,621.26)
Sale of current investments	3,855.66	2,855.24	7,572.85
(Increase)/decrease in bank balances other than cash and cash equivalents	136.49	205.83	519.43
Interest received	65.28	46.55	96.71
Dividends received	-	63.08	67.92
Net cash (used in) investing activities (B)	(482.93)	1,443.63	1,476.32
C. Cash flow from financing activities			
Dividend paid on equity shares	0.53	(128.32)	(384.68)
Tax on equity dividend paid	-	(26.86)	(79.65)
Proceeds from issuance of equity shares (including securities premium and Buy back)	-	0.29	0.25
Payout on Buyback of equity shares	-	(1,750.00)	(1,750.00)
Share application money pending allotment	-	-	-
Net cash flow (used in) financing activities (C)	0.53	(1,904.89)	(2,214.08)
Net (decrease) in cash and cash equivalents (A+B+C)	25.46	1.70	(32.12)
Cash and cash equivalents at the beginning of the year	100.72	130.04	130.04
Effect of exchange differences on cash and cash equivalents held in foreign currency	0.37	(0.39)	2.80
Cash and cash equivalents at the end of the year	126.55	131.35	100.72
Components of cash and cash equivalents			
Cash on hand	0.58	0.43	0.63
Balances with banks			
On current account	119.27	123.90	77.45
On EEFC account	4.97	6.08	3.09
Cheques on hand	1.73	0.94	19.55
Total cash and cash equivalents	126.55	131.35	100.72

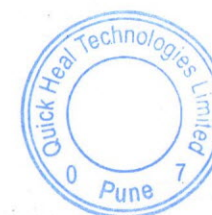


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STATEMENT OF STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2020

(₹ in million, except per share data)

Sr. No	Particulars	Quarter ended			Half year ended		Year ended
		September 30, 2020 (Unaudited)	June 30, 2020 (Unaudited)	September 30, 2019 (Unaudited)	September 30, 2020 (Unaudited)	September 30, 2019 (Unaudited)	March 31, 2020 (Audited)
1	Income						
	Revenue from operations	828.60	734.40	976.89	1,563.00	1,548.38	2,834.04
	Other income	57.19	62.63	72.95	119.82	157.22	313.41
	Total income	885.79	797.03	1,049.84	1,682.82	1,705.60	3,147.45
2	Expenses						
	Cost of raw materials consumed	3.82	1.05	1.79	4.87	7.97	8.16
	Purchase of security software products	27.02	6.60	24.48	33.62	32.75	95.94
	Increase / (decrease) in inventories of security software products	(2.96)	16.84	2.30	13.88	6.17	(16.18)
	Employee benefits expense	277.11	257.54	250.72	534.65	514.85	999.90
	Depreciation and amortisation expense	48.74	46.50	55.25	95.24	106.86	216.64
	Other expenses	136.28	124.12	211.59	260.40	370.50	815.42
	Total expenses	490.01	452.65	546.13	942.66	1,039.10	2,119.88
3	Profit / (Loss) before exceptional items and tax (1-2)	395.78	344.38	503.71	740.16	666.50	1,027.57
4	Exceptional items (refer note 3)	-	-	-	-	-	23.17
5	Profit / (Loss) before tax (3-4)	395.78	344.38	503.71	740.16	666.50	1,004.40
6	Tax expense						
	Current tax						
	Pertaining to profit for the current period	107.01	98.54	109.88	205.55	151.50	210.45
	Deferred tax	4.76	(10.49)	18.17	(5.73)	18.48	57.56
	Total tax expense	111.77	88.05	128.05	199.82	169.98	268.01
7	Profit / (Loss) for the period (5-6)	284.01	256.33	375.66	540.34	496.52	736.39
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	0.30	1.00	0.60	1.30	4.56	9.73
	Other comprehensive income to be reclassified to profit or loss in subsequent periods	-	-	-	-	-	-
	Total other comprehensive income	0.30	1.00	0.60	1.30	4.56	9.73
9	Total comprehensive income (after tax) (7+8)	284.31	257.33	376.26	541.64	501.08	746.12
10	Paid-up equity share capital (face value of ₹ 10 each)	642.03	642.03	642.03	642.03	642.03	642.03
11	Other equity (as per balance sheet of previous accounting year)						5,840.10
12	Earnings per share of ₹ 10 each: (not annualised except for the year ended March)						
	a) Basic	4.43	3.99	5.85	8.42	7.41	11.23
	b) Diluted	4.43	3.99	5.85	8.42	7.41	11.22



QUICK HEAL TECHNOLOGIES LIMITED

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CIN: L72200MH1995PLC091408

NOTES TO THE STATEMENT OF STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2020

Notes to financial results:

- 1 The above financial results for the quarter and half year ended September 30, 2020 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 November 06, 2020.
- 2 During the 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 ₹ 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 to 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 ₹ 1,223.07 million (excluding penalty of ₹ 626.97million 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 ₹ 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 latest 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 to set aside for balance period from April 01, 2014 to June 30, 2017. Accordingly no provision/contingent liability has been recognized/disclosed in the financial statements..

3 Impairment of investments

Included in exceptional items

(₹ in million)

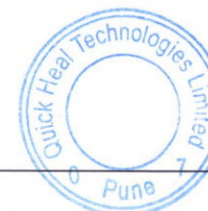
Particulars	Standalone					
	Quarter ended		Half year ended		Year ended	
	September 30, 2020	June 30, 2020	September 30, 2019	September 30, 2020	September 30, 2019	March 31, 2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Impairment of investment in wholly owned subsidiaries	-	-	-	-	-	23.17

- 4 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".
- 5 Air Marshal (Retd) Bhushan Nilkanth Gokhale was appointed as an Additional Director in Independent category w.e.f August 12, 2020.
- 6 **Estimated uncertainty relating to COVID-19 outbreak**
The management has made an assessment of the impact of COVID-19 on the Company's operations, financial performance and position as at and for the quarter ended September 30, 2020 and has concluded that the impact is primarily on the operational aspects of the business. In assessing the recoverability of receivables including receivables, investments, and other assets, the Company has considered internal and external information up to the date of approval of these financial results including status of existing and future customer orders, cash flow forecasts, commitments with suppliers, etc. The Company has performed sensitivity analysis on the assumptions used and based on current indicators of future economic conditions, the Company expects to gradually recover the carrying amount of these assets. The Company has also considered the impact of subsequent events in its assessment and concluded that there is no significant impact which is required to be recognised in the financial results. Accordingly, no further adjustments have been made to the financial results.

Considering the dynamic nature of the issue, the impact of the global health pandemic may be different from that estimated as at the date of approval of these financial results and the Company will continue to closely monitor any material changes to future economic conditions
- 7 Previous period's figures have been regrouped / reclassified wherever necessary to make them comparable with the current period's classification / disclosure.

For and on behalf of the Board of Directors

Place: Pune
Date: November 06, 2020




Kailash Katkar
Managing Director
& Chief Executive Officer
DIN: 00397191

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 ASSETS AND LIABILITIES AS AT SEPTEMBER 30, 2020		
	(₹ in million, except per share data)	
	As at September 30, 2020 (Unaudited)	As at March 31, 2020 (Audited)
Assets		
Non-current assets		
(a) Property, plant and equipment	1,427.18	1,484.82
(b) Capital work-in-progress	34.00	34.00
(c) Intangible assets	70.68	99.61
(d) Investments in subsidiaries	115.01	100.64
(e) Financial assets		
(i) Investments	172.78	353.32
(ii) Loans and security deposits	3.82	3.81
(iii) Other financial assets	4.03	3.91
(f) Deferred tax assets (net)	31.16	25.86
(g) Income tax assets (net)	206.73	167.92
(h) Other non-current assets	4.50	5.32
	2,069.89	2,279.21
Current assets		
(a) Inventories	46.47	62.19
(b) Financial assets		
(i) Investments	3,658.79	2,745.22
(ii) Trade receivables	1,315.42	1,132.26
(iii) Cash and cash equivalents	67.19	35.57
(iv) Bank balances other than (iii) above	563.04	699.53
(v) Loans and security deposits	7.96	7.08
(vi) Interest accrued	12.77	15.30
(c) Other current assets	101.53	23.42
	5,773.17	4,720.57
Total assets	7,843.06	6,999.78
Equity and liabilities		
Equity		
(a) Equity share capital	642.03	642.03
(b) Share application money pending allotment	-	-
(c) Other equity		
(i) Retained earnings	5,296.15	4,747.59
(ii) Securities premium	593.84	593.84
(iii) Amalgamation reserve	26.45	26.45
(iv) General reserve	450.26	450.26
(v) Capital redemption reserve	63.64	63.64
(vi) Other reserves	(42.77)	(41.68)
Total equity	7,029.60	6,482.13
Liabilities		
Non-current liabilities		
(a) Net employee defined benefit liabilities	6.86	4.62
(b) Other non-current liabilities	0.30	19.63
	7.16	24.25
Current liabilities		
(a) Financial liabilities		
(i) Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises	16.38	4.73
(b) Total outstanding dues creditors other than micro enterprises and enterprises	483.91	378.87
(ii) Other financial liabilities	18.15	9.04
(b) Other current liabilities	140.07	83.79
(c) Net employee defined benefit liabilities	11.42	3.94
(d) Income tax liabilities (net)	136.37	13.03
	806.30	493.40
Total liabilities	813.46	517.65
Total equity and liabilities	7,843.06	6,999.78



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			
CASH FLOW STATEMENT FOR THE HALF YEAR ENDED SEPTEMBER 30, 2020			
(₹ in million, except per share data)			
Particulars	Half year ended		Year ended
	September 30, 2020	September 30, 2019	March 31, 2020
	(Unaudited)	(Unaudited)	(Audited)
A. Cash flow from operating activities			
Profit before tax	740.16	666.50	1,004.40
Adjustment to reconcile profit before tax to net cash flows:			
Exceptional items	-	-	23.17
Net (gain) / loss foreign exchange differences	(1.48)	0.56	(0.28)
Employee share based payments expense	5.83	9.25	1.70
Depreciation and amortization expense	95.24	106.86	216.64
Interest income	(46.07)	(46.45)	(81.28)
Provision for doubtful debts and advances	(45.26)	5.42	63.50
Bad debts / property, plant and equipment written off	33.09	1.09	1.64
(Profit) / loss on sale of property, plant and equipment	0.03	(0.81)	(5.29)
Dividend income	-	(63.08)	(67.92)
Net (gain) on sale of investment	(17.76)	(0.25)	(28.36)
Net (gain) / loss on FVTPL current investment	(30.68)	(12.68)	(66.28)
Operating profit before working capital changes	733.10	666.41	1,061.64
Movements in working capital:			
(Increase)/decrease in trade receivables	(169.51)	(5.60)	52.52
(Increase)/decrease in inventories	15.72	1.38	(20.78)
(Increase)/decrease in loans	(0.89)	(0.47)	(0.71)
(Increase)/decrease in other financial assets	(0.12)	0.15	0.13
(Increase)/decrease in other assets	(72.25)	(2.53)	14.63
Increase/(decrease) in net employee defined benefit liabilities	11.46	(10.29)	(17.93)
Increase/(decrease) in trade payables	111.64	(36.68)	(1.23)
Increase/(decrease) in other current liabilities	36.95	19.38	(47.60)
Cash generated from operations	666.10	631.75	1,040.67
Direct taxes paid (net of refunds)	(121.02)	(164.82)	(332.83)
Net cash flow from operating activities (A)	545.08	466.93	707.84
B. Cash flow from investing activities			
Purchase of property, plant and equipment and intangible assets (including capital work-in-progress and capital advances)	(0.18)	(26.09)	(113.92)
Proceeds from sale of property, plant and equipment	0.06	2.54	10.61
Investments in subsidiaries	(14.37)	(6.89)	(13.51)
Investments in non-current investments (other)	-	(24.63)	(34.34)
Net Proceeds from Sale of Non Current Investments (other)	180.54	-	-
Purchase of current investments	(4,720.79)	(1,680.01)	(6,621.26)
Sale of current investments	3,855.66	2,855.24	7,550.10
(Increase)/decrease in bank balances other than cash and cash equivalents	136.49	206.31	519.91
Interest received	48.60	45.16	96.67
Dividends received	-	63.08	67.92
Net cash (used in) investing activities (B)	(513.99)	1,434.71	1,462.18
C. Cash flow from financing activities			
Dividend paid on equity shares	0.53	(128.32)	(384.68)
Tax on equity dividend paid	-	(26.86)	(79.65)
Proceeds from issuance of equity shares (including securities premium)	-	0.24	0.25
Payout for buyback of shares	-	(1,750.00)	(1,750.00)
Share application money pending allotment	-	-	-
Net cash flow (used in) financing activities (C)	0.53	(1,904.94)	(2,214.08)
Net (decrease) in cash and cash equivalents (A+B+C)	31.62	(3.30)	(44.06)
Cash and cash equivalents at the beginning of the year	35.57	79.63	79.63
Cash and cash equivalents at the end of the year	67.19	76.33	35.57
Components of cash and cash equivalents			
Cash on hand	0.58	0.42	0.63
Balances with banks			
On current account	59.91	68.89	12.30
On EEFC account	4.97	6.08	3.09
Cheques on hand	1.73	0.94	19.55
Total cash and cash equivalents	67.19	76.33	35.57



[Handwritten signature]

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'), its subsidiaries, (the Holding Company and its subsidiaries together referred to as the 'Group') for the quarter ended September 30, 2020 and the year to-date results for the period from April 1, 2020 to September 30, 2020 ('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').
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. 83.85 million as at September 30, 2020 and total revenue of Rs. 22.04 million and Rs.25.27 million, total net profit/(loss) after tax of Rs. 3.16 million and Rs. (2.47) million and total comprehensive income/(loss) of Rs. Rs. 3.16 million and Rs. (2.47) million for the quarter ended September 30, 2020 and for the period from April 1, 2020 to September 30, 2020, respectively, and cash outflow of Rs. 6.16 million for the period from April 1, 2020 to September 30, 2020, as considered in the consolidated unaudited financial results. 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.

For MSKA & Associates
Chartered Accountants
ICAI Firm Registration No.105047W

NITIN MANOHAR JUMANI
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MANOHAR JUMANI
Date: 2020.11.06 15:43:43
+05'30'

Nitin Manohar Juman
Partner
Membership No.: 111700
UDIN: 20111700AAAADL3917
Place: Pune
Date: November 06, 2020

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 September 30, 2020 and the year to-date results for the period April 1, 2020 to September 30, 2020 ('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.

For MSKA & Associates
Chartered Accountants
ICAI Firm Registration No.105047W

NITIN
MANOHAR
JUMANI



Digitally signed by NITIN
MANOHAR JUMANI
Date: 2020.11.06
15:43:07 +05'30'

Nitin Manohar Juman
Partner
Membership No.: 111700
UDIN: 20111700AAAADK8631

Place: Pune
Date: November 6, 2020



Quick Heal

Security Simplified

INVESTOR PRESENTATION

Q2FY21

November 2020

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Agenda

01



Q2FY21 Earnings Highlights

02



Company Overview

03



Industry Overview

04



The Quick Heal Advantage

05



Q2FY21 Earnings

Quick Heal

Security Simplified

SECURITE
Enterprise Cybersecurity Solutions by Quick Heal

Q2 FY21 EARNINGS HIGHLIGHTS

Q2 & H1FY21 Earnings Highlights

As the economy slowly starts coming out of the lockdown, we are seeing improvement in demand on Retail as well as on Enterprise side. We continue to remain cautiously optimistic in the current uncertain environment.

REVENUE

Q2FY21 Revenue at

₹ **844** mln

up 15% from ₹ 735 mln
in Q1FY21

H1FY21 Revenue at

₹ **1,579** mln

up 1.1% from ₹ 1,562 mln
in H1FY20

H1FY21 Revenue split



EBITDA

H1FY21 EBITDA at

₹ **712** mln

up 17.6% from ₹ 606 mln
in H1FY20

EBITDA margin at

45.1%

in H1FY21 up 632 bps from
38.9% in H1FY20

PAT

H1FY21 PAT at

₹ **538** mln

up 10.6% from ₹ 486 mln in
H1FY20

PAT margin at

34.1%

In H1FY21 up 293 bps from
31.1% in H1FY20

Average revenue per licence for H1FY21:

Retail at

₹ **477**

Down 8.8% from H1FY20

Enterprise at

₹ **679**

Up 5.8% from H1FY20

New enterprise customers with more than 500 users added in FY21:

			Total
Q1	3	0	3
Q2	14	5	19

Quick Heal

Security Simplified

SECURITE
Enterprise Cybersecurity Solutions by Quick Heal

COMPANY OVERVIEW

Company at a glance



Vision

To be the trusted global leader in securing the digital world

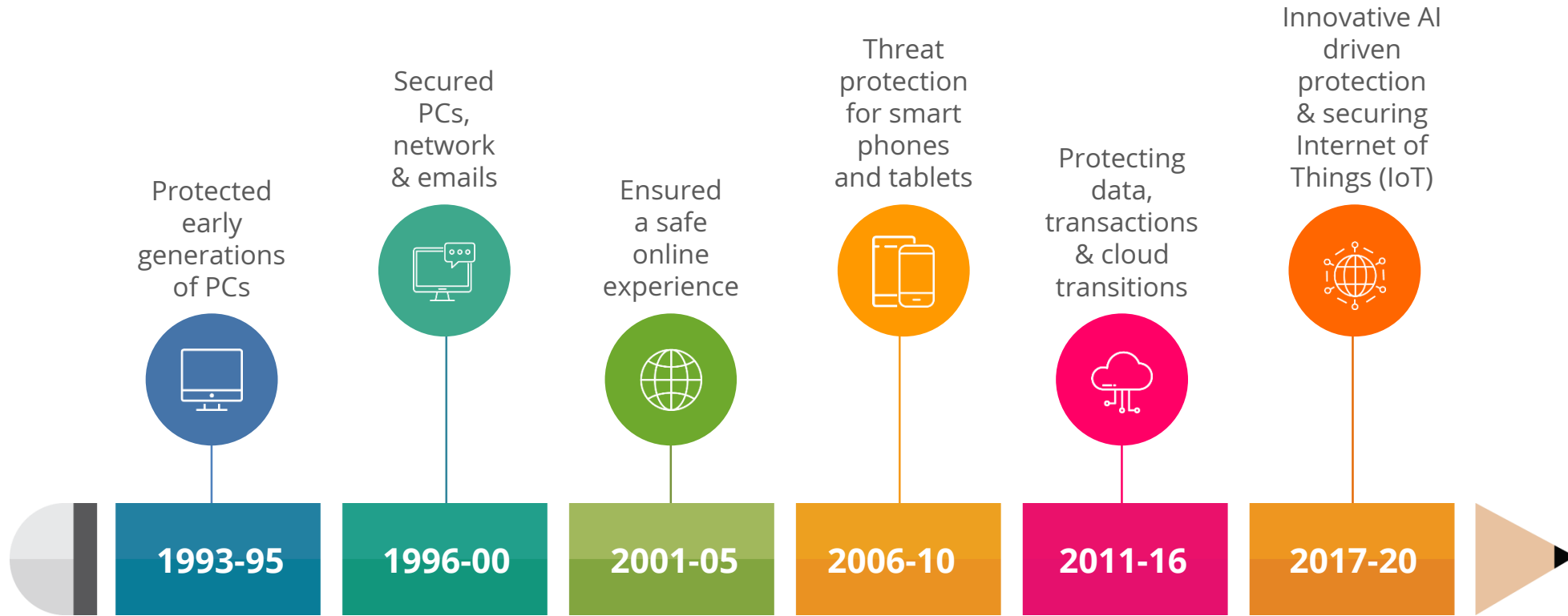
Mission

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

Our journey



Over 25 years
of simplifying security

Scripting a new success story

In the cybersecurity industry

Quick Heal



₹ **1,435** mln
H1FY21 Revenue*



SEQRITE



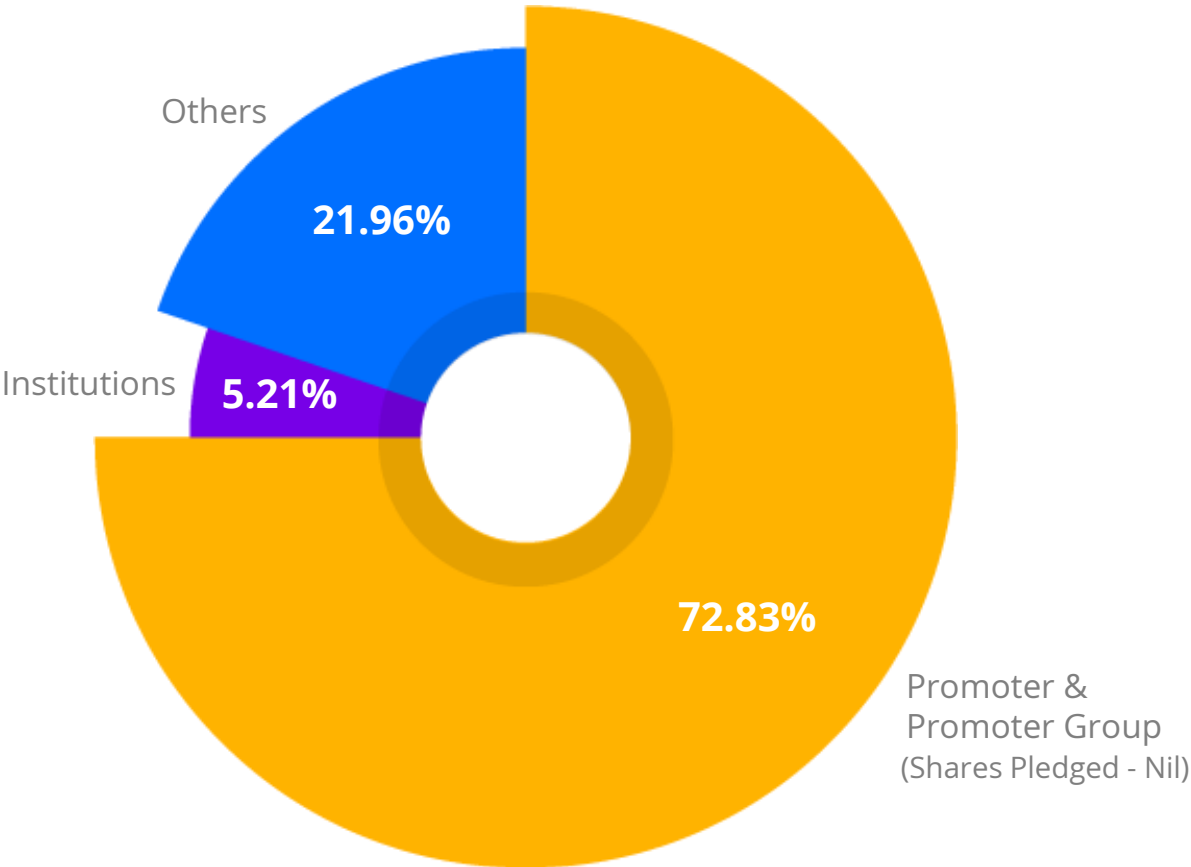
₹ **284** mln
H1FY21 Revenue*

- India's first listed cybersecurity products company
- A "Make in India" product configured to secure countries, cities and companies
- Quick Heal – undisputed leader in the retail segment
- Seqrite making inroads in the SMB & enterprise segment
- Quick Heal Security Labs - a team of highly efficient security researchers, analysts and engineers leverages a combination of AI, cloud and patented technologies to deliver timely and advanced protection
- Solutions to secure across platforms

*Based on net revenues before adjusting for sales incentives

Shareholder information

Shareholding structure – 30th September 2020



Shareholder Information (as on 30th September 2020)

NSE Ticker	QUICKHEAL
BSE Ticker	539678
Market Cap (INR mln)	10,147
% Free-float	27.17%
Free-float market cap (INR mln)	2,757
Total Debt (INR mln)	-
Cash & Cash Equivalents (INR mln)	4,479
Shares Outstanding	6,42,03,618
3M ADTV (Shares)*	8,00,873
3M ADTV (INR mln)*	109.3
Industry	IT Software Products

*Source: NSE

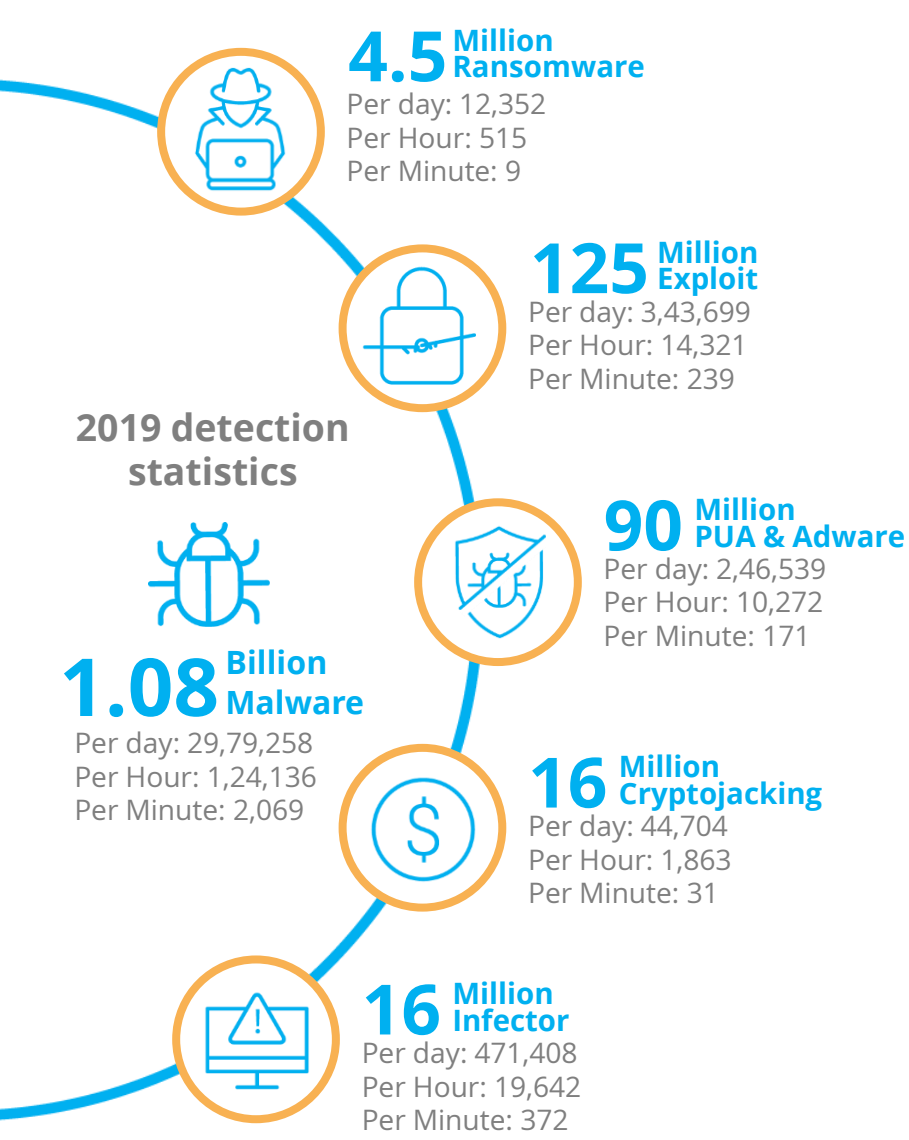


Quick Heal

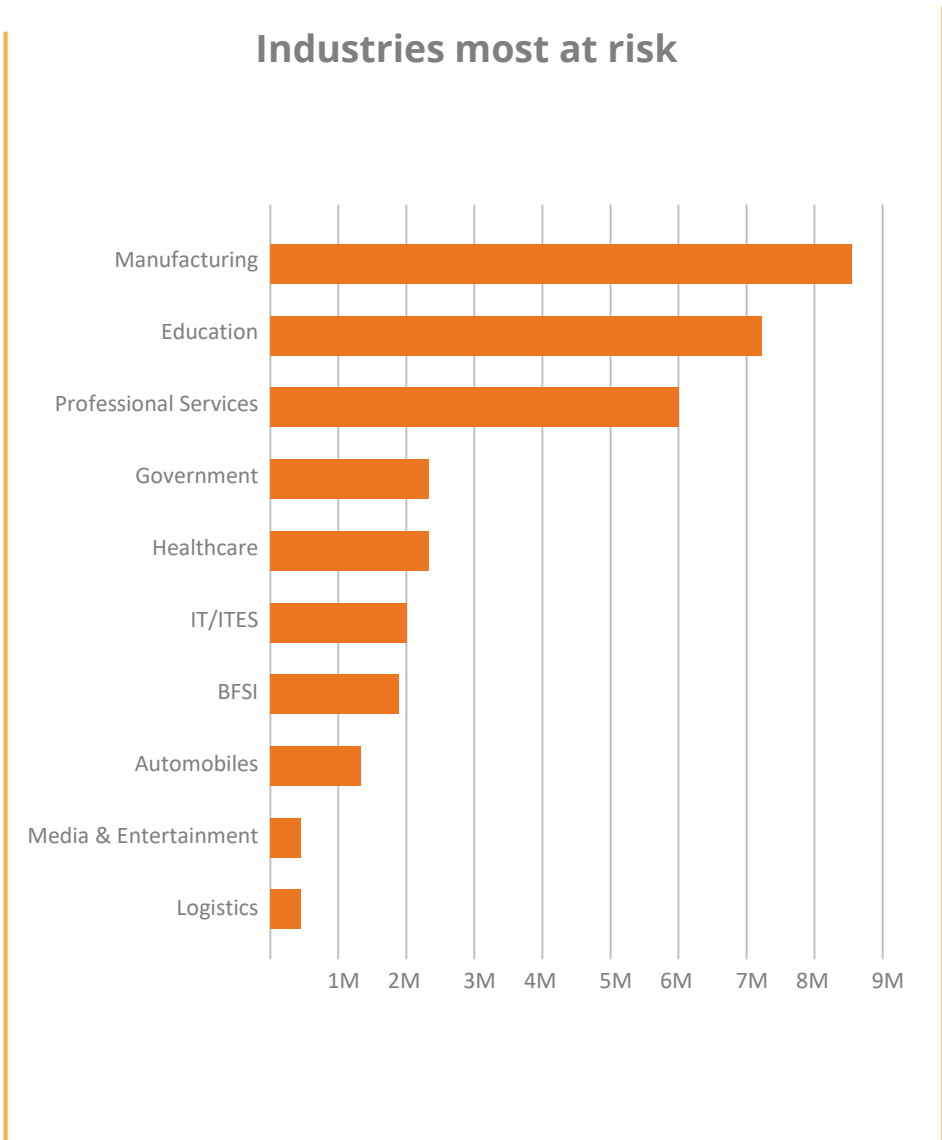
Security Simplified

INDUSTRY OVERVIEW

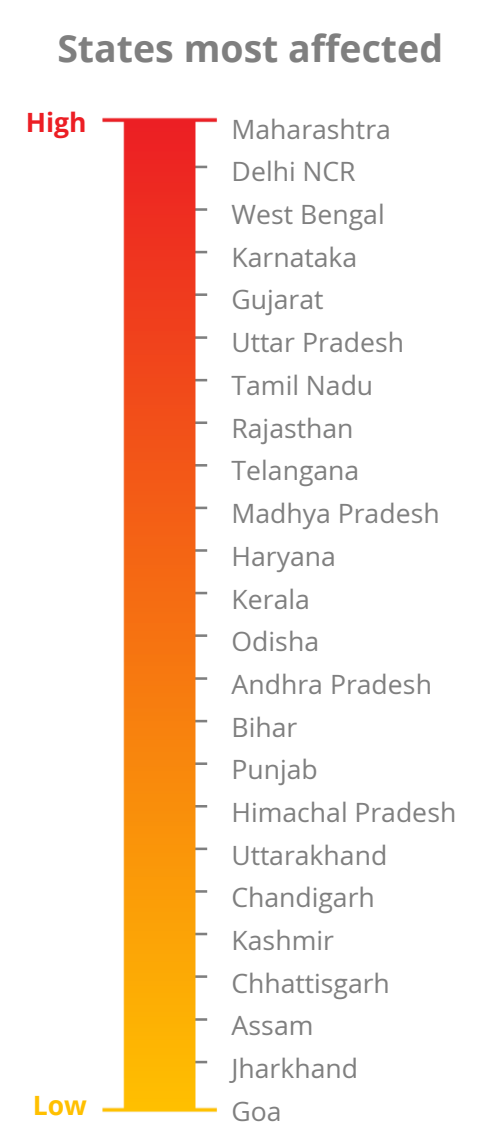
2019 Cyber threat landscape shows that...



Source: Quick Heal Annual Threat Report 2020

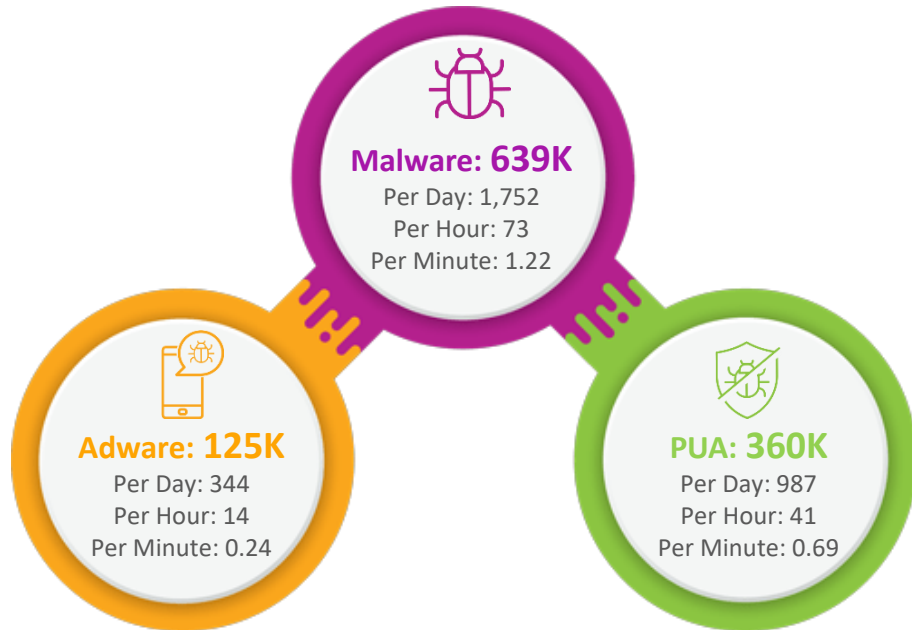


Source: Seqrite Threat Report 2020



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

Detection statistics for Mobile



₹ 140 mln

The Average cost of a data breach in India.
An increase of **9.4%** from 2019

Source: IBM

Cyber-attacks that grabbed headlines **NEW**

Seqrite uncovers a new APT targeting India's defence forces - dubbed as 'Operation SideCopy'

Dr Reddy's Laboratories has shut all its key plants across the world due to a data breach

Haldiram's witnessed a ransomware attack on its servers by unidentified hackers who have allegedly stolen crucial data and demanded a ransom of \$7,50,000

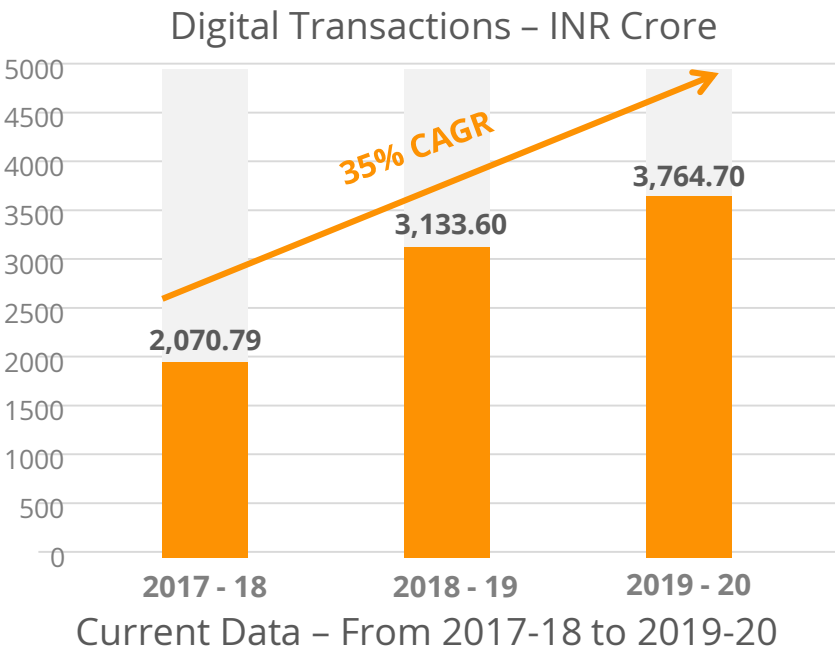
Ransomware attacks double in Q2 2020: Seqrite

Cyber crimes in India caused ₹ 1.25 lakh cr loss last year

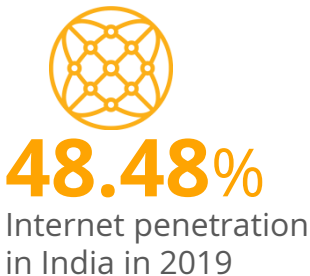
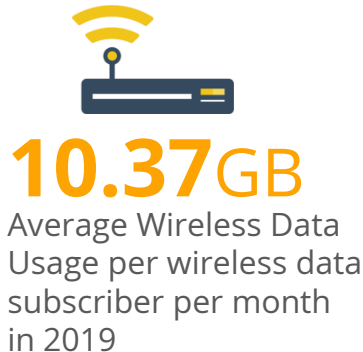
PTI services disrupted after massive attack on servers

Source: Reputed News Outlets

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

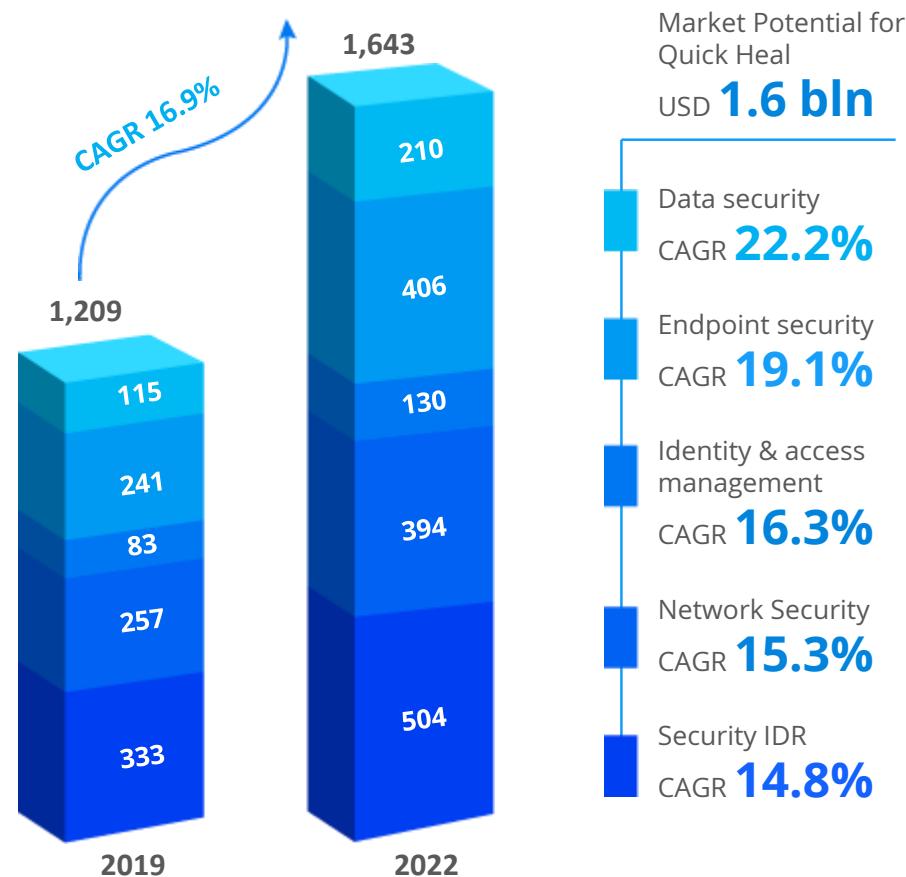


India in Numbers

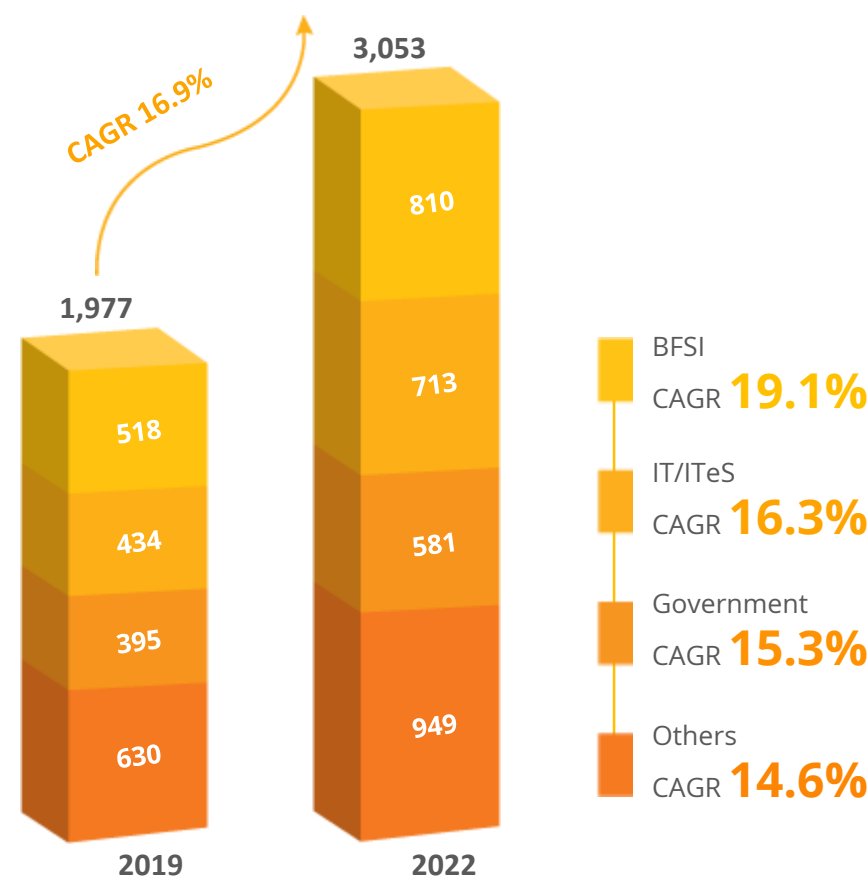


...is expected to increase Cybersecurity spending in India

Expected growth of Cybersecurity products in India
(USD mln)



Expected sectoral expenditure on Cybersecurity
(USD mln)

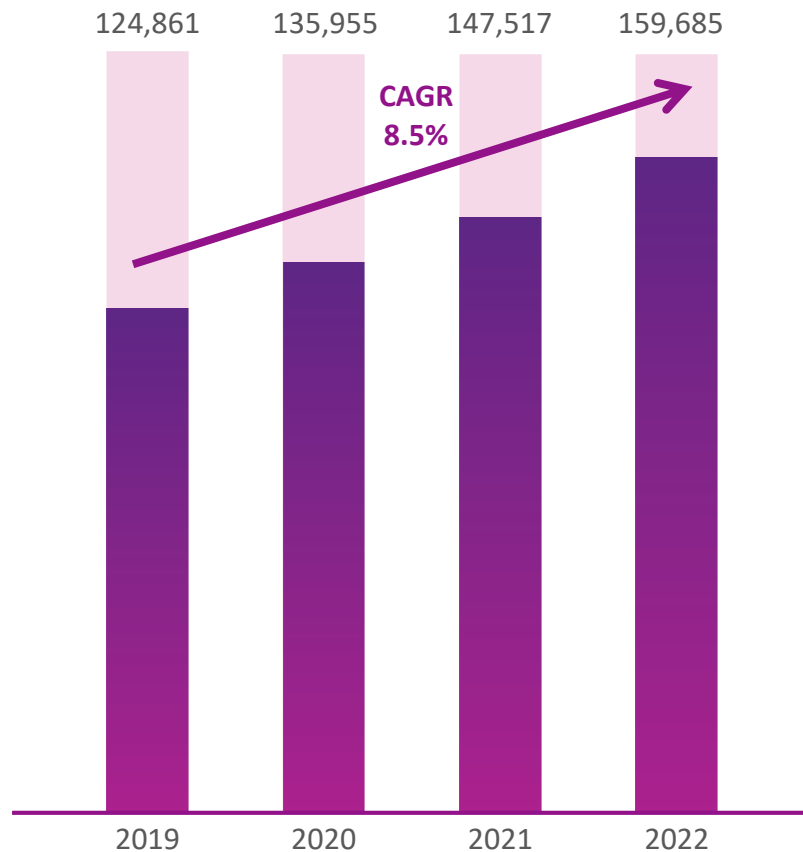


Cybersecurity market in India is expected to grow at ~16% CAGR between 2019 to 2022 and become a \$3 bln market with security product market estimated to grow at ~17% to become \$1.6 bln market. Quick Heal is well placed to capitalise on this opportunity.

Global cybersecurity market

along with cyber threat predictions for 2020

Globally cybersecurity market to grow
at 8.5% CAGR
(\$ mln)



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 Report 2020

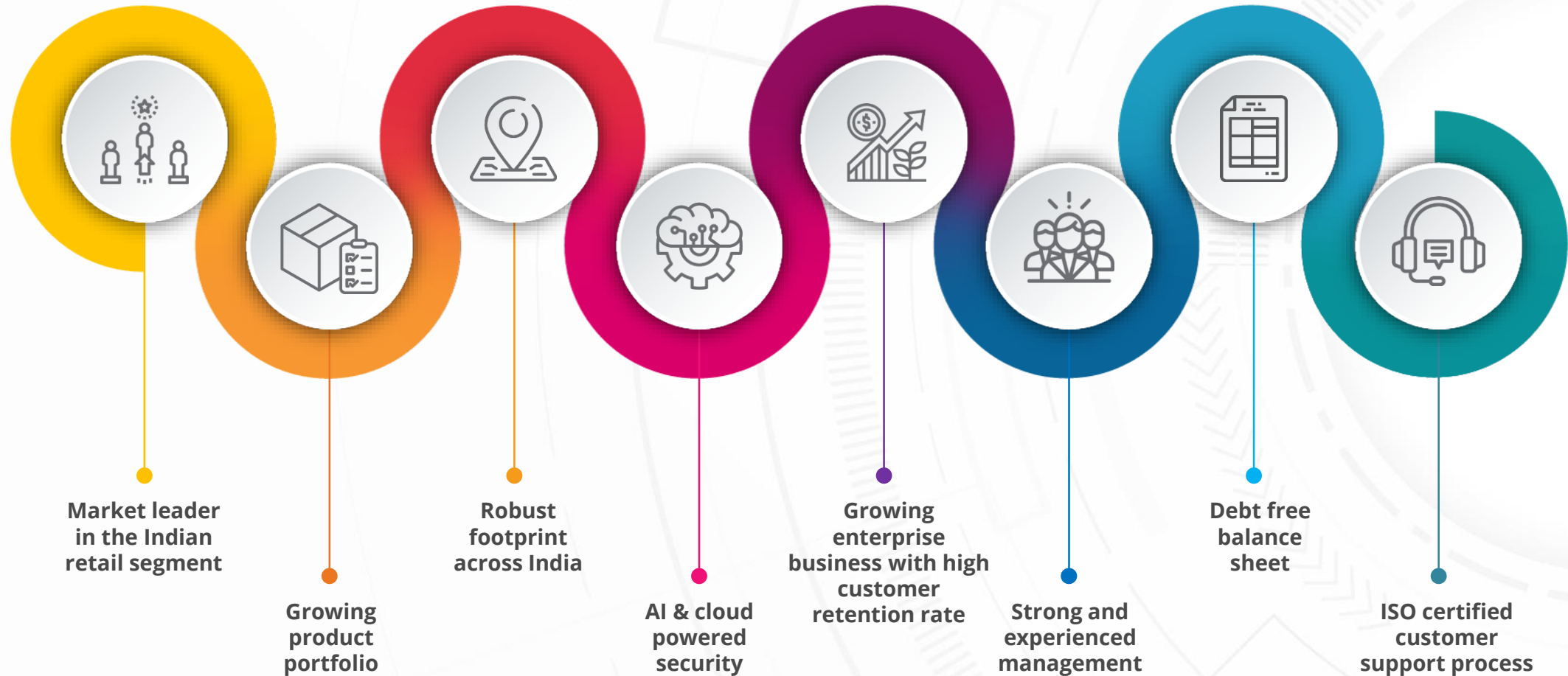


Quick Heal
Security Simplified

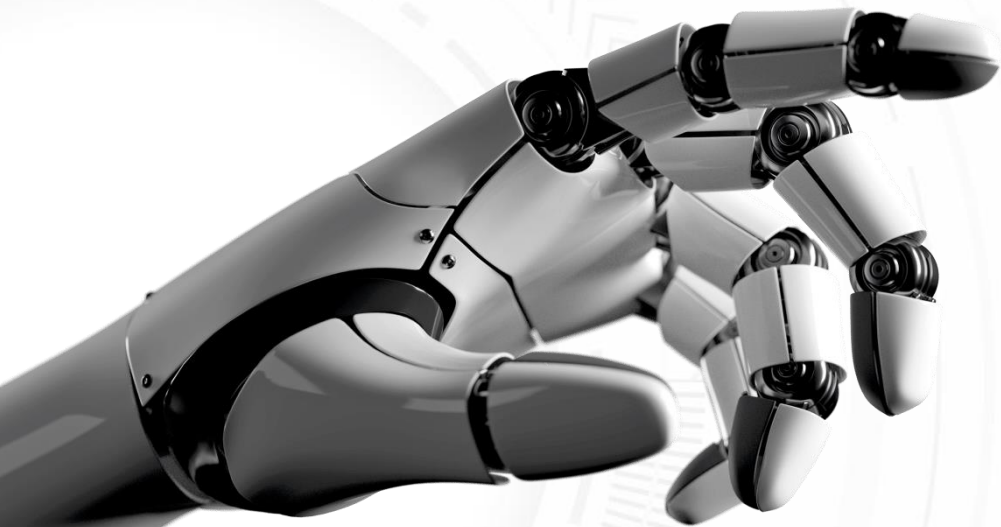
SEQRITE
Enterprise Cybersecurity Solutions by Quick Heal

THE QUICK HEAL ADVANTAGE

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



Strong threat detection and prevention capabilities...



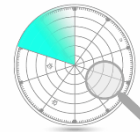
GoDeep.AI

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



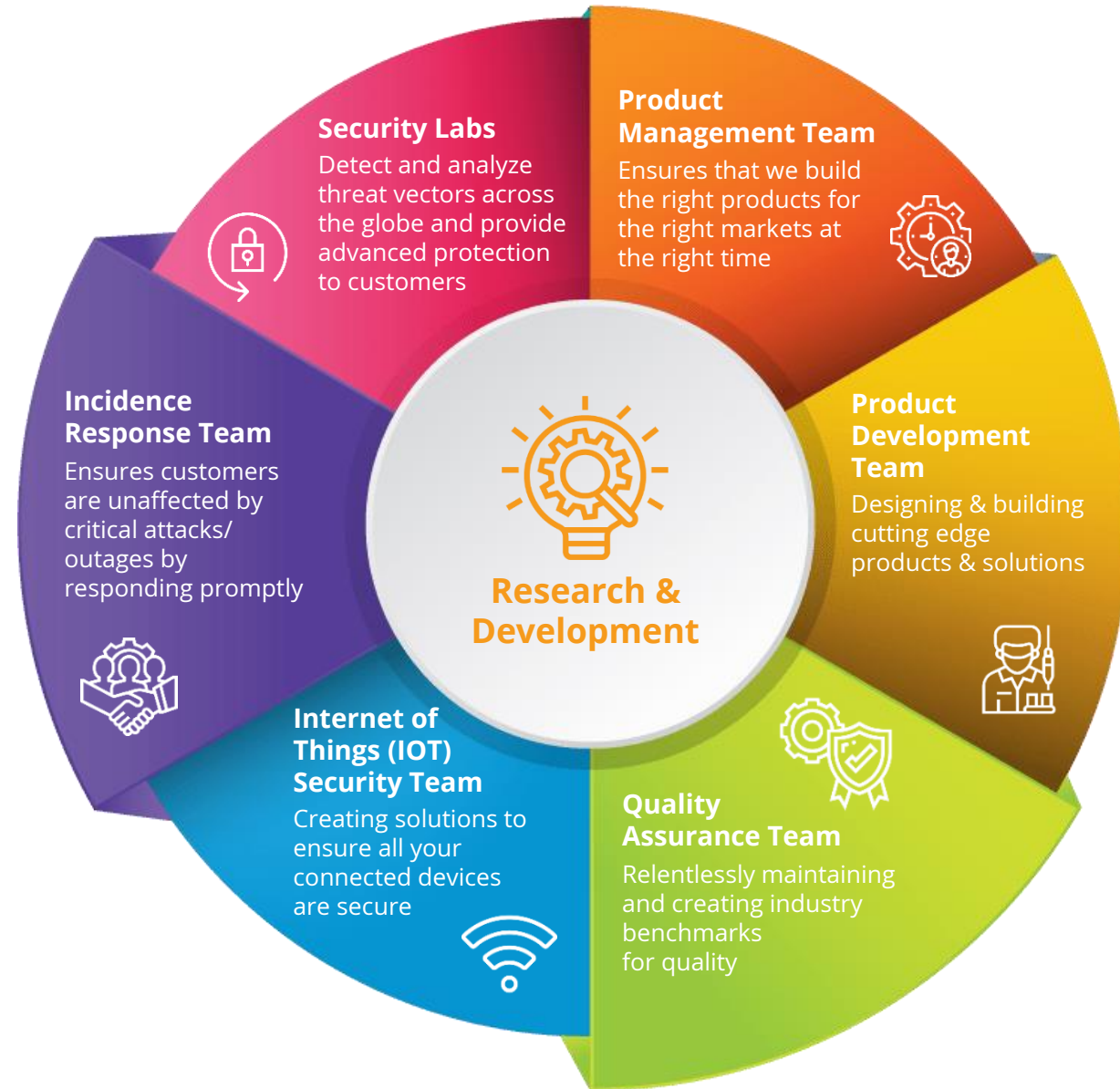
Cloud Based
Deep Learning Module

...with State-of-the-Art

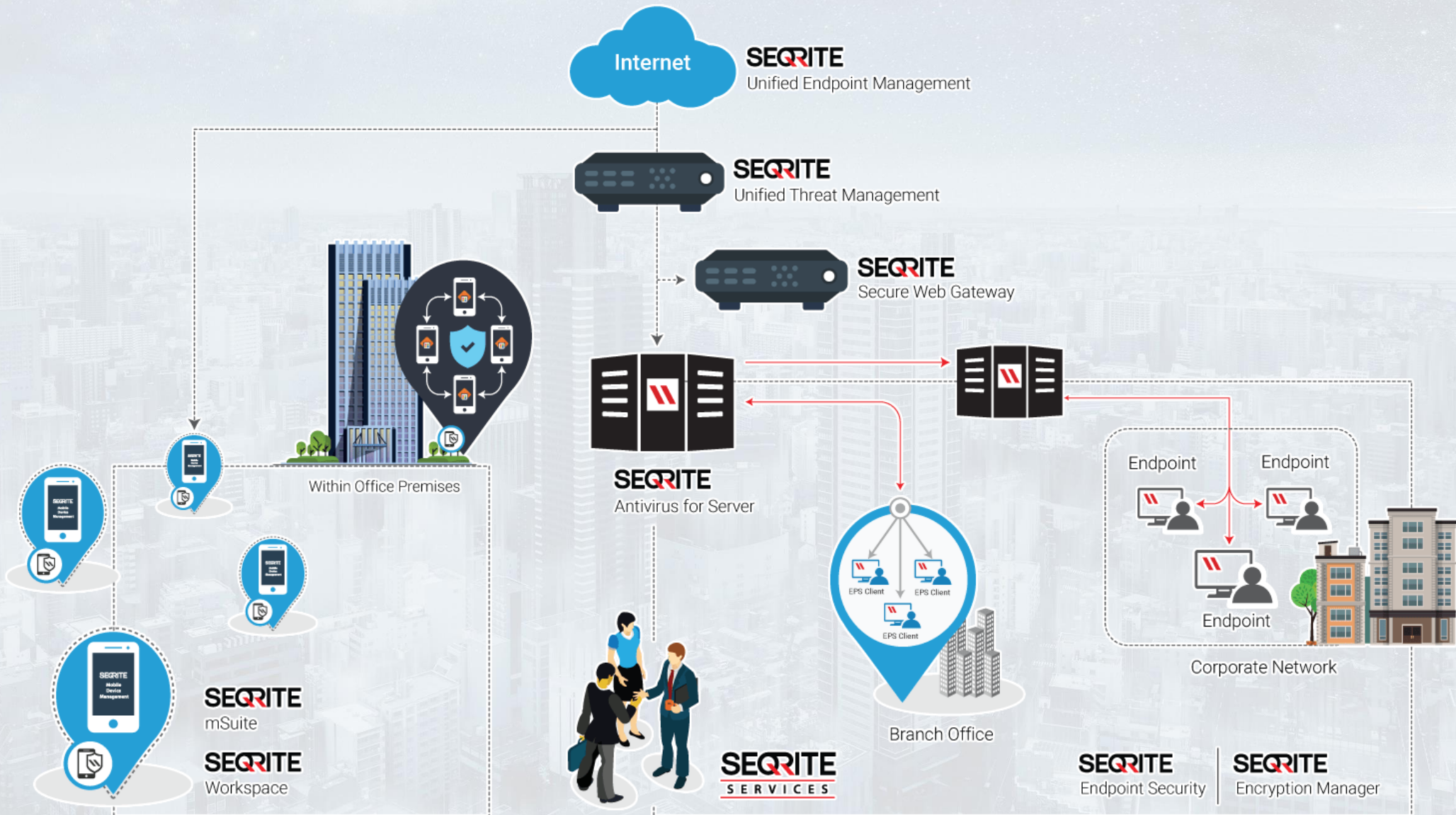
Research & Development

leading to Innovations

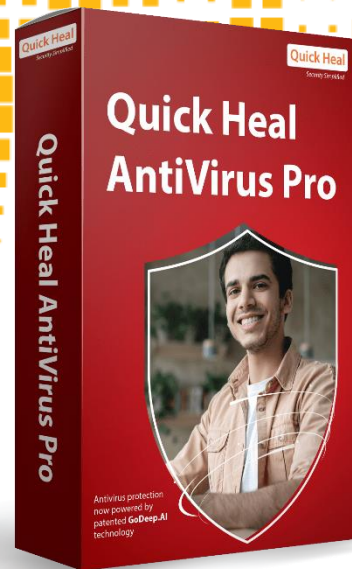
25+ years of experience coupled with vast distribution network across India has helped us understand security market and issues faced by millions of users in depth which has led to consistent introduction of innovative products and solutions for our customers



Product Portfolio – Enterprise & Government



Product Portfolio – Home, SOHO & Mobile



Robust sales & distribution network in India



QUICK HEAL Global Presence



India (HO)
Quick Heal Technologies
Limited

USA
Quick Heal Technologies
America Inc.

Japan
Quick Heal Japan KK

Kenya
Quick Heal Technologies
Africa Limited

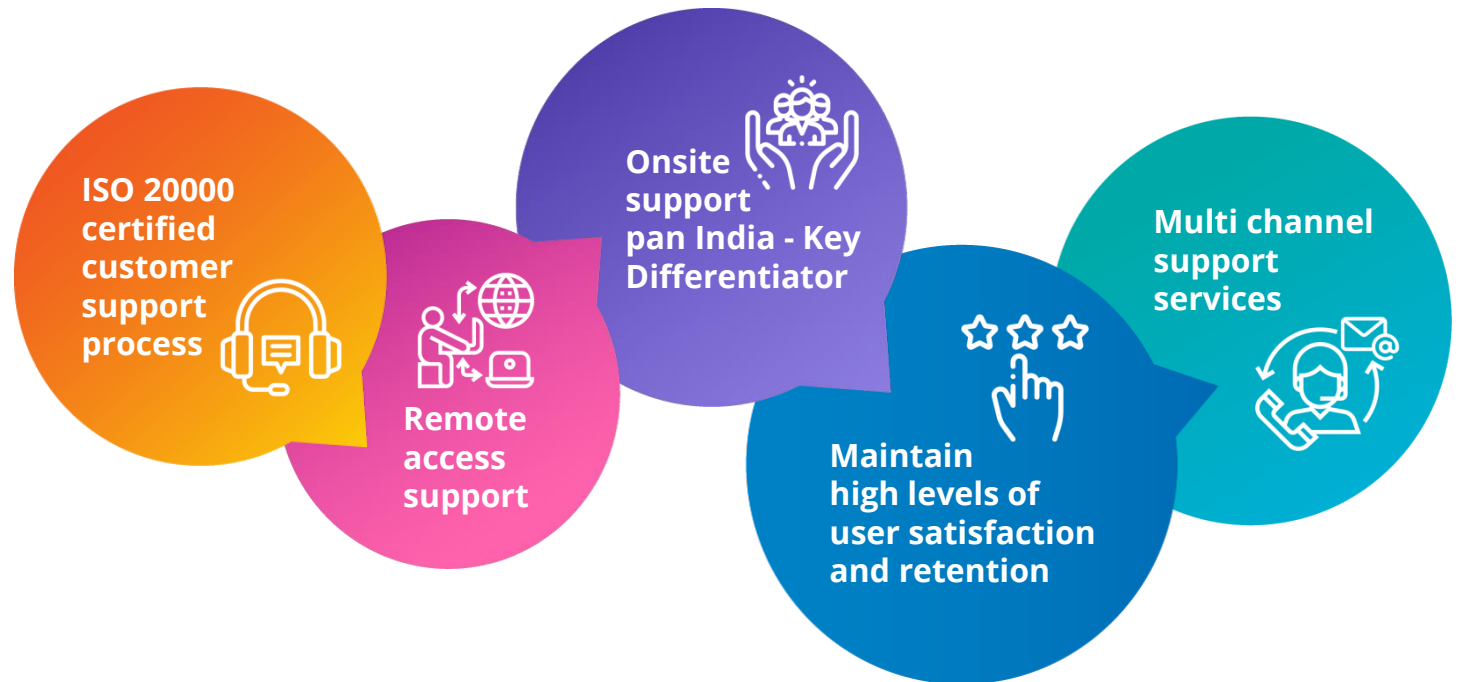
UAE
Seqrite Technologies
DMCC

For product sold countries refer annexure (slide no: 48)



Committed to deliver exceptional **customer experience**

- 1** Multi-lingual end user support in English, Hindi and several other major regional Indian languages
- 2** Availability of data sheets, product videos and manuals on website for providing information on technical specifications, installation guide, upgrade mechanisms
- 3** 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



**Air Marshal (Retd)
Bhushan Nilkanth Gokhale**
Independent Director

Served on the board of defense PSUs and adviser to government institutions. Appointed as Independent Security Advisor in Ministry of Home Affairs.



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 the University of Pune.

...and seasoned Leadership team



Mr. Nitin Kulkarni
CFO

25+ years of experience in managing different aspects of finance 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.



Ms. Reetu Raina
CHRO

Responsible for driving HR and steering 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 at Sterlite Technologies.



Mr. Sanjay Agrawal
CPO

Responsible for driving the overall product vision and strategy in line with market expectations.

Sanjay is an entrepreneurial engineering and product leader with two decades of experience and proven success in building cybersecurity products for the global markets.

A computer engineering graduate from University of Illinois, Sanjay holds a Ph.D. and M.S. from Stanford University in Electrical Engineering and Computer Science (EECS).

...and seasoned Leadership team



Mr. Bibhuti Kar

Head of Research and Development

Responsible for driving company's development efforts leading a team of talented engineering professionals and security researchers.

Bibhuti brings with him over two and a half decades of rich experience in the global high-tech industry.

An alumnus of IIT Kharagpur with a master's in ECE, he has worked on missile communication systems with DRDO.



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 for sales and ability to drive targets in dynamic business environment.

Over two decades of diverse sales experience including leadership roles in cybersecurity companies.



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.

Over two decades of experience in FMCG, Beverages, Telecom and IT Industries.



Mr. Bijoe George

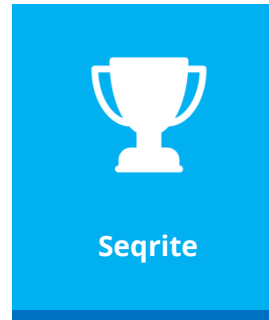
Head, Global Marketing

Marketing strategist with over two decades of rich data-driven, integrated marketing experience.

Leading marketing transformation to deliver strategic value. Has extensive experience working on technology brands that include Cisco, HPE, Infosys, Citrix to name a few.

Bijoe loves the interplay between strategy, technology and creative while delivering results, big ideas and big wins.

Strong brand recognition...



Best Enterprise IT Security Brand at the 11th NCN Innovative Product Award 2018



Best Protection rate In AV-Comparatives Test 2018



Certified as **'Approved Corporate Endpoint Protection'** for Windows by 'AV-Test' 2018



Best cybersecurity brand award at National Summit on Digital Innovation & Cybersecurity Summit 2018



Recognized by NASSCOM's DSCI as **'Cybersecurity Product Pioneer in India'** 2019



'Best Performance 2018' award for its Endpoint Security Solution from AV-Test Institute in Germany 2019



Granted Patent for **Anti-Ransomware Technology** 2019 U.S. Patent No. US20160378988A1



Granted Patent for its **Signatureless Behavior-based Detection Technology** 2019 U.S Patent No. US20170124327A1



Certified as **'Top Product'** for business users by **'AV-Test'** in 2020



Certified as **'Top Product'** for consumers by **'AV-Test'** in 2020

...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 marquee customers



INDIAN NAVY



BITS Pilani
Pilani | Dubai | Goa | Hyderabad



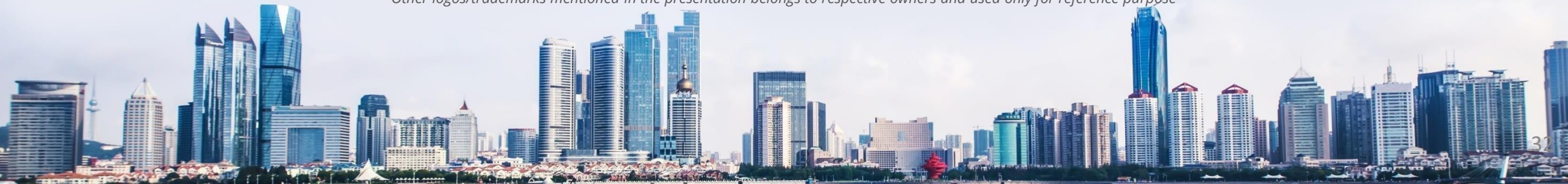
NUCLEAR POWER CORPORATION OF INDIA LIMITED
(A Government of India Enterprise)
Department of Atomic Energy



SERUM INSTITUTE OF INDIA PVT. LTD.
Cyrus Poonawalla Group

Trusted by over 9 million users across the world

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Securing the future through our community initiatives

22,87,000+

Lives directly impacted since 2016



Cybersecurity

- Cybersecurity Awareness
- Securing Futures through secured programming



20,000+

Lives directly impacted since 2016



Education

- Life Skills Education
- Shaalangan Counselling Centre



2,500+

Lives impacted since 2016



Eradicating Extreme Hunger & Poverty

Project Disha works with Paud's Katkari Tribe



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



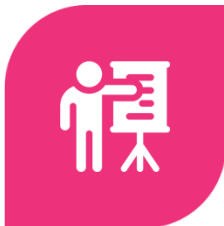
Popular Courses

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

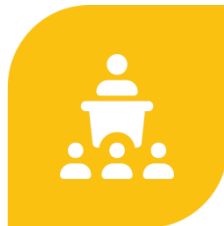
Offerings



CORPORATE
TRAINING



NEED-BASED
TRAINING



WORKSHOPS
& SEMINARS



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

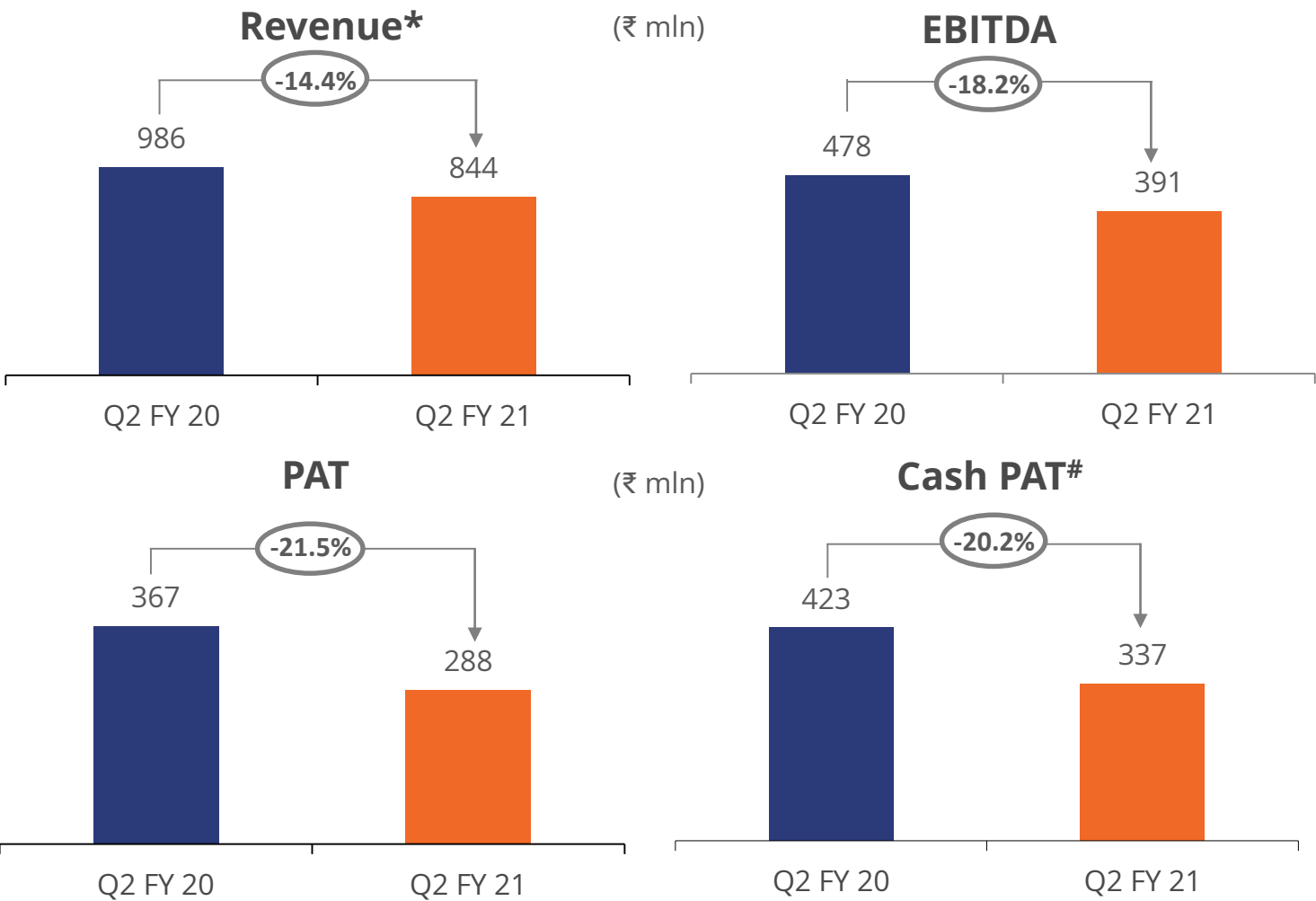
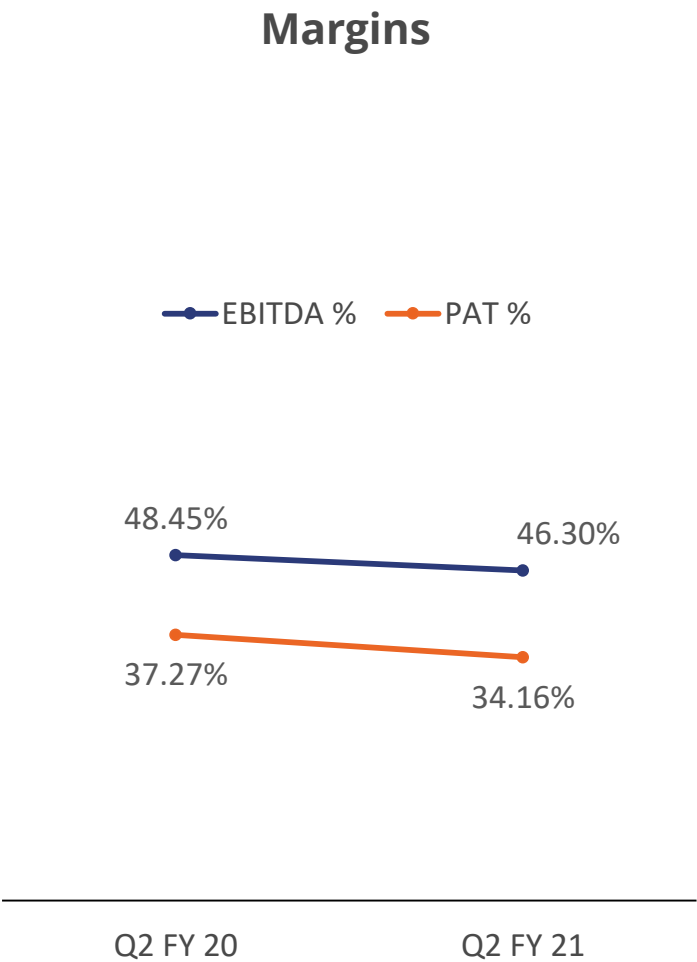


Deen Dayal Upadhyaya College

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

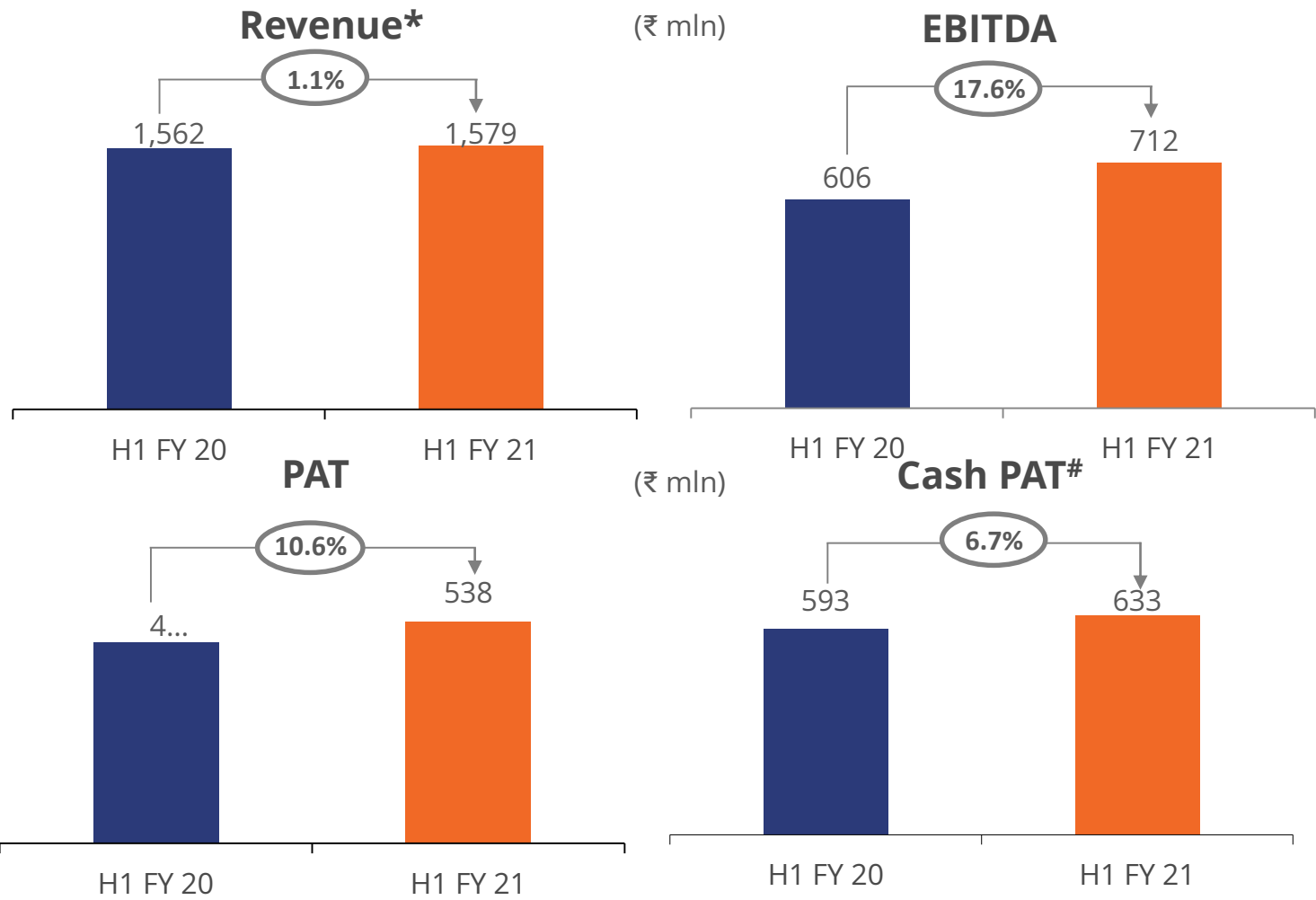
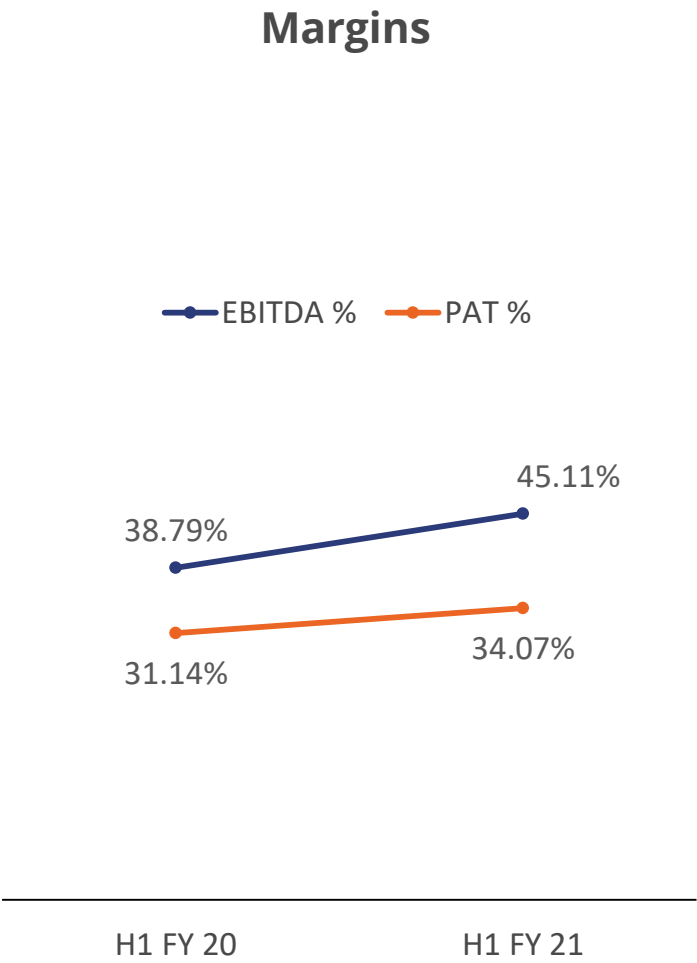
Q2 & H1FY21 EARNINGS

Q2FY21 – Consolidated Performance Highlights



*As per Ind AS # Cash PAT = PAT + Depreciation

H1FY21 – Consolidated Performance Highlights

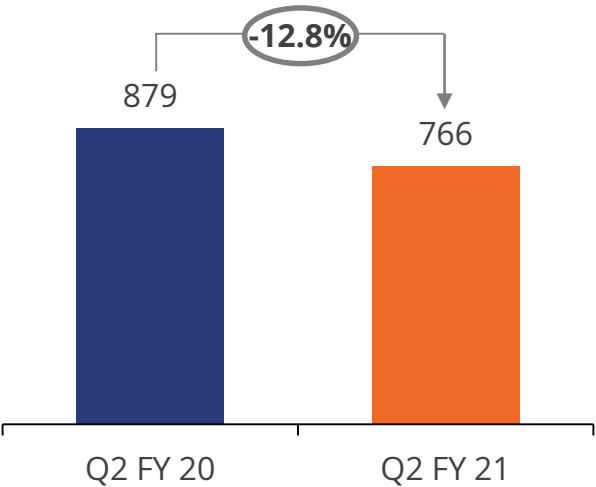


*As per Ind AS # Cash PAT = PAT + Depreciation

Q2FY21 Segment performance

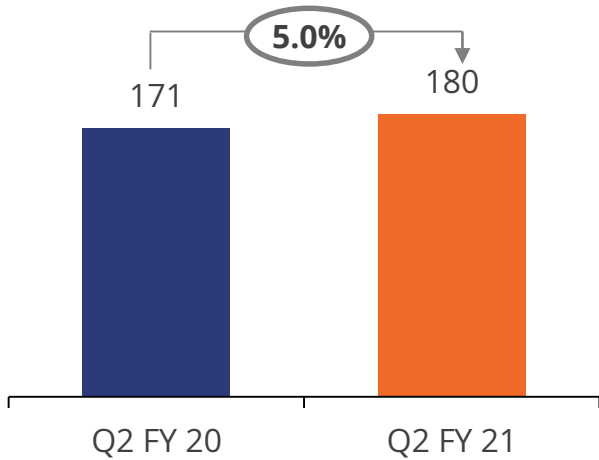
Retail

Revenue
break-up

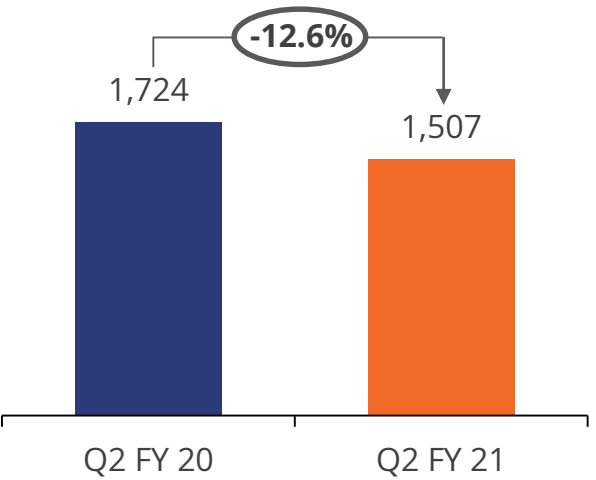


Enterprise & Government

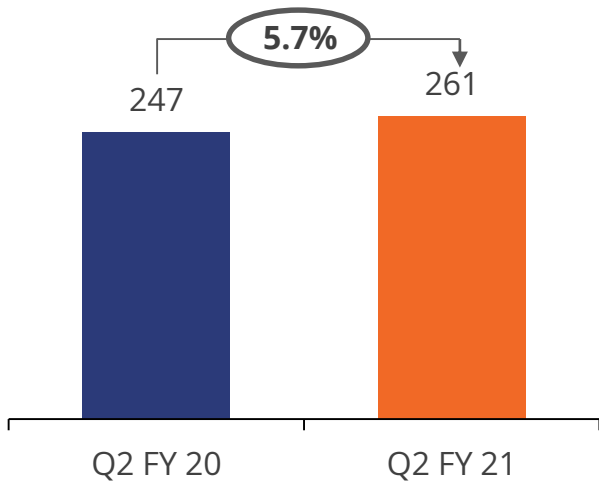
(₹ mln)



Licenses Sold
Analysis



(in 000's)

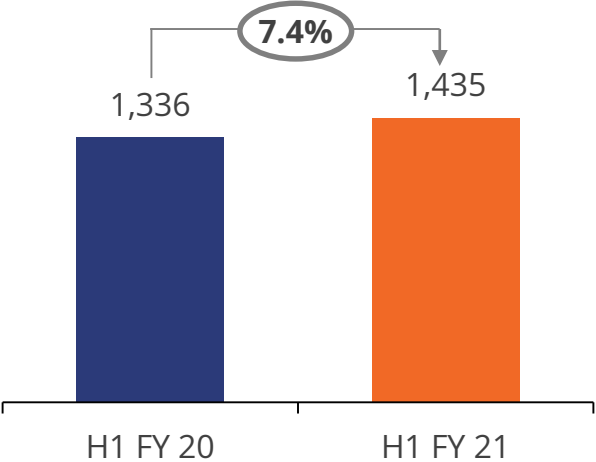


Based on net revenues before adjusting for sales incentives

H1FY21 Segment performance

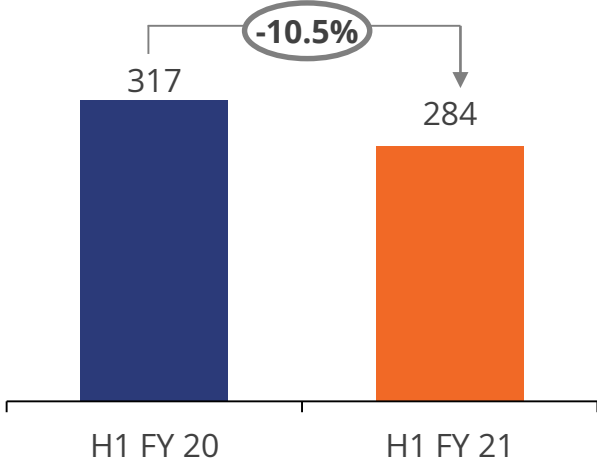
Retail

Revenue break-up

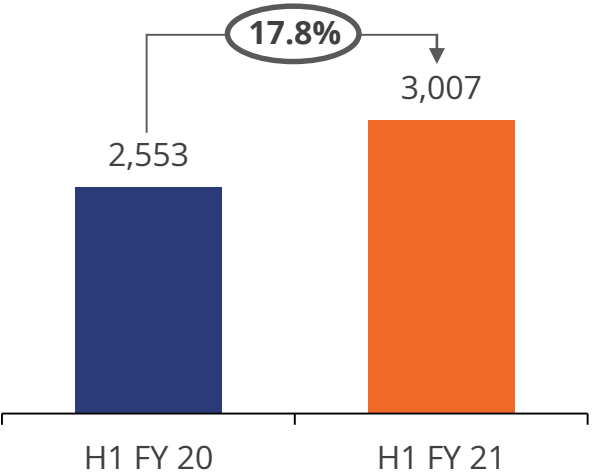


Enterprise & Government

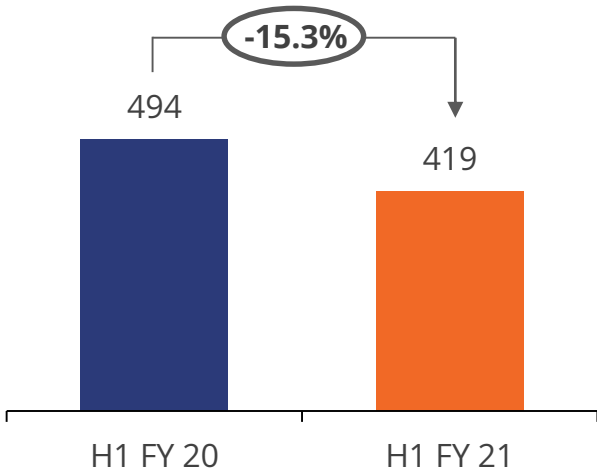
(₹ mln)



Licenses Sold Analysis



(in 000's)



Based on net revenues before adjusting for sales incentives

Q2FY21 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	Q2FY20	Q2FY21	% change	Q2FY20	Q2FY21	% change
Total Revenue	976.89	828.60	-15.18%	985.77	844.13	-14.37%
Direct Cost	33.61	33.48		41.91	36.11	
Gross Profit	943.28	795.12	-15.71%	943.86	808.02	-14.39%
Gross Margin	96.56%	95.96%	-60bps	95.75%	95.72%	-3bps
Operating Cost						
Research and Development (R&D)	138.00	160.24		138.00	160.24	
Sales and Marketing (S&M)	201.48	138.28		206.57	142.24	
General Administration (G&A)	117.78	109.27		121.70	114.68	
Total Expenditure	457.26	407.79	10.82%	466.27	417.16	10.53%
EBITDA	486.02	387.33	-20.31%	477.59	390.86	-18.16%
EBITDA Margin	49.75%	46.75%	-301bps	48.45%	46.30%	-215bps
Depreciation	55.25	48.74		55.30	48.79	
EBIT	430.77	338.59	-21.40%	422.29	342.07	-19.00%
EBIT Margin	44.10%	40.86%	-323bps	42.84%	40.52%	-232bps
Other Income	72.95	57.19		73.38	58.25	
Profit Before Tax (PBT before exceptional items)	503.72	395.78	-21.43%	495.67	400.32	-19.24%
Exceptional Item	-	-		-	-	
Profit Before Tax (PBT after exceptional items)	503.72	395.78	-21.43%	495.67	400.32	-19.24%
Tax	128.05	111.77		128.31	111.97	
Profit After Tax (PAT)	375.67	284.01	-24.40%	367.36	288.35	-21.51%
PAT Margin	38.46%	34.28%	-418bps	37.27%	34.16%	-311bps

NOTE: Certain figures have been re-grouped wherever necessary

Q2FY21 – Ratio analysis

In %	Standalone		Consolidated	
	Q2FY20	Q2FY21	Q2FY20	Q2FY21
Expenses				
Direct Cost / Revenue	3.44%	4.04%	4.25%	4.28%
R&D / Revenue	14.13%	19.34%	14.00%	18.98%
S&M / Revenue	20.62%	16.69%	20.96%	16.85%
G&A / Revenue	12.06%	13.19%	12.35%	13.59%
Total Cost / Revenue	46.81%	49.21%	47.30%	49.42%
Margin				
Gross Margin	96.56%	95.96%	95.75%	95.72%
EBITDA	49.75%	46.75%	48.45%	46.30%
EBIT	44.10%	40.86%	42.84%	40.52%
PBT (Before Exceptional Item)	51.56%	47.76%	50.28%	47.42%
PBT (After Exceptional Item)	51.56%	47.76%	50.28%	47.42%
PAT	38.46%	34.28%	37.27%	34.16%

Consolidated Balance Sheet

EQUITY AND LIABILITIES (₹ mln)	Sep 30, 2019	Sep 30, 2020
Share Holder's Funds:		
Equity Share Capital	642.03	642.03
Share application money pending allotment	-	-
Reserves and Surplus	5,849.78	6,341.20
Total Shareholder Funds	6,491.81	6,983.23
Non-Current Liabilities		
Net employee defined benefit liabilities	4.64	6.86
Other Non Current Liabilities	19.63	0.30
Total Non-Current Liabilities	24.27	7.16
Current Liabilities:		
Trade and Other Payables	352.53	501.73
Other Financial Liabilities	17.53	18.15
Other Current Liabilities	153.88	142.54
Net employee defined benefit liabilities	18.67	11.42
Current tax liabilities (Net)	38.32	136.97
Total Current Liabilities	580.93	810.81
Total Equity & Liabilities	7,097.01	7,801.20

ASSETS (₹ mln)	Sep 30, 2019	Sep 30, 2020
Non-Current Assets:		
Property, plant and equipment	1,565.26	1,427.40
Capital work-in-progress	36.63	34.00
Intangible assets	51.09	70.86
Non-current financial assets		
Investments in MF ,Tax-Free Bonds	320.86	172.78
Loan and Security Deposits	3.81	3.82
Bank Balances	3.89	4.03
Deferred tax assets (net)	66.65	31.16
Other non current assets	85.24	211.23
Total Non-Current Assets	2,133.43	1,955.28
Current assets:		
Inventories	44.57	46.69
Investment in Mutual Fund	2,439.87	3,658.79
Trade and other receivables	1,249.94	1,327.97
Bank Balances & Cash and Cash Equivalents	131.91	128.09
Investment in Fixed Deposit	1,012.57	561.50
Loan and security deposits	7.52	8.03
Interest accrued on FDR and Tax-Free Bonds	31.98	12.77
Other Current assets	45.22	102.08
Total Current Assets	4,963.58	5,845.92
Total Assets	7,097.01	7,801.20

NOTE: Certain figures have been re-grouped wherever necessary

Standalone Balance Sheet

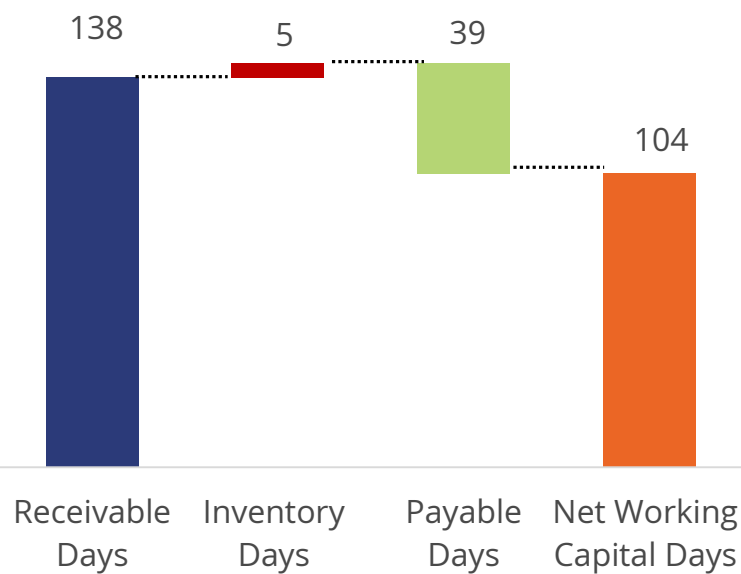
EQUITY AND LIABILITIES (₹ mln)	Sep 30, 2019	Sep 30, 2020
Share Holder's Funds:		
Equity Share Capital	642.03	642.03
Share application money pending allotment	-	-
Reserves and Surplus	5,912.19	6,387.57
Total Shareholder Funds	6,554.22	7,029.60
Non-Current Liabilities		
Net employee defined benefit liabilities	4.64	6.86
Other Non Current Liabilities	19.63	0.30
Total Non-Current Liabilities	24.27	7.16
Current Liabilities:		
Trade and Other Payables	348.17	500.29
Other Financial Liabilities	17.53	18.15
Other Current Liabilities	150.77	140.07
Net employee defined benefit liabilities	18.43	11.42
Current tax liabilities (Net)	37.82	136.37
Total Current Liabilities	572.72	806.30
Total Equity & Liabilities	7,151.21	7,843.06

ASSETS (₹ mln)	Sep 30, 2019	Sep 30, 2020
Non-Current Assets:		
Property, plant and equipment	1,564.99	1,427.18
Capital work-in-progress	36.63	34.00
Intangible assets	50.89	70.68
Non-current financial assets		
Investments in MF & Tax-Free Bonds & Subsidiaries	438.05	287.79
Loan and Security Deposits	3.81	3.82
Bank Balances	3.89	4.03
Deferred tax assets (net)	66.65	31.16
Other non current assets	85.24	211.23
Total Non-Current Assets	2,250.15	2,069.89
Current assets:		
Inventories	40.03	46.47
Investment in Mutual Fund	2,439.87	3,658.79
Trade and other receivables	1,248.17	1,315.42
Bank Balances & Cash and Cash Equivalents	76.89	68.73
Investment in Fixed Deposit	1,012.57	561.50
Loan and security deposits	6.84	7.96
Interest accrued on FDR and Tax-Free Bonds	31.98	12.77
Other Current assets	44.71	101.53
Total Current Assets	4,901.06	5,773.17
Total Assets	7,151.21	7,843.06

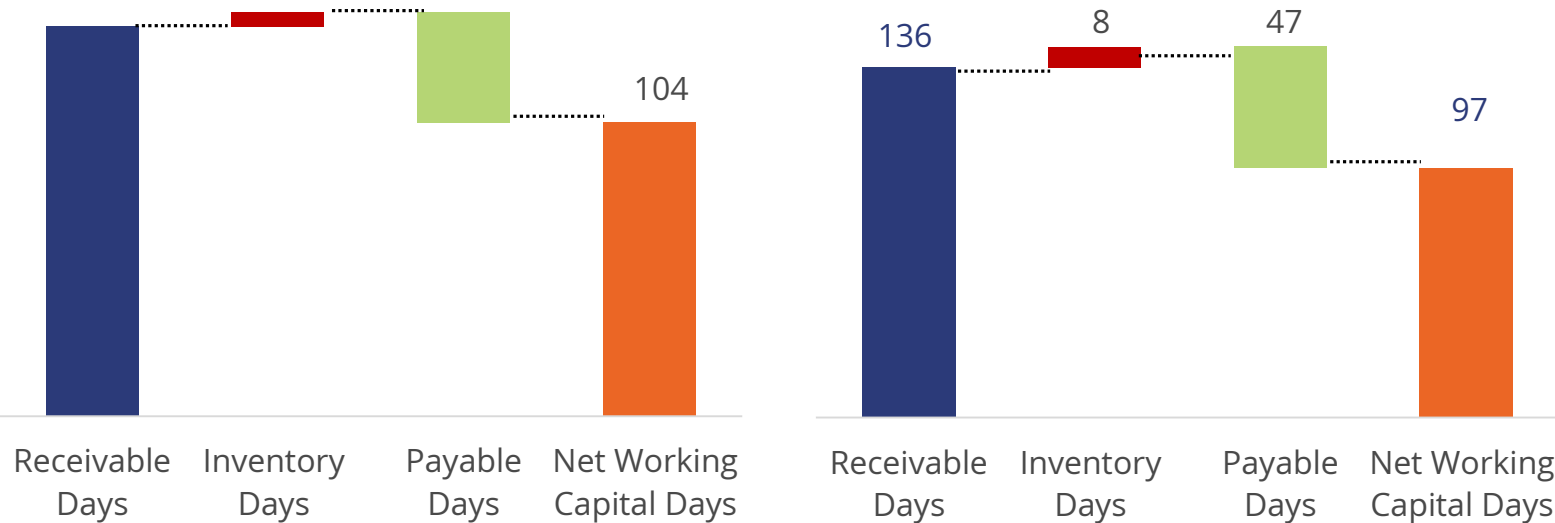
NOTE: Certain figures have been re-grouped wherever necessary

Working capital analysis

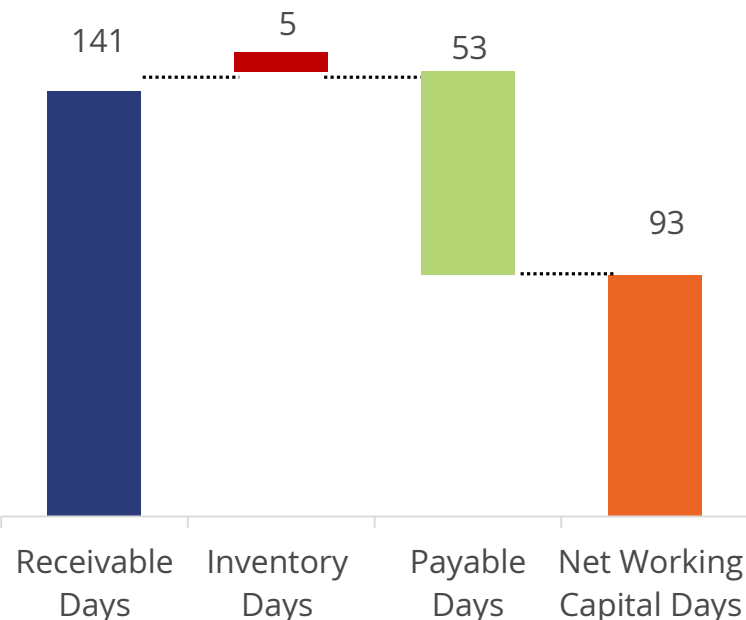
At the end of September, 2019*



At the end of March, 2020**



At the end of September, 2020*



Note**

Receivable Days = [(Debtors/ Sales) X (365 days)]
Inventory Days = [(Inventory/Sales) X (365 days)]
Payable Days = [(Creditor/Sales) X (365 days)]

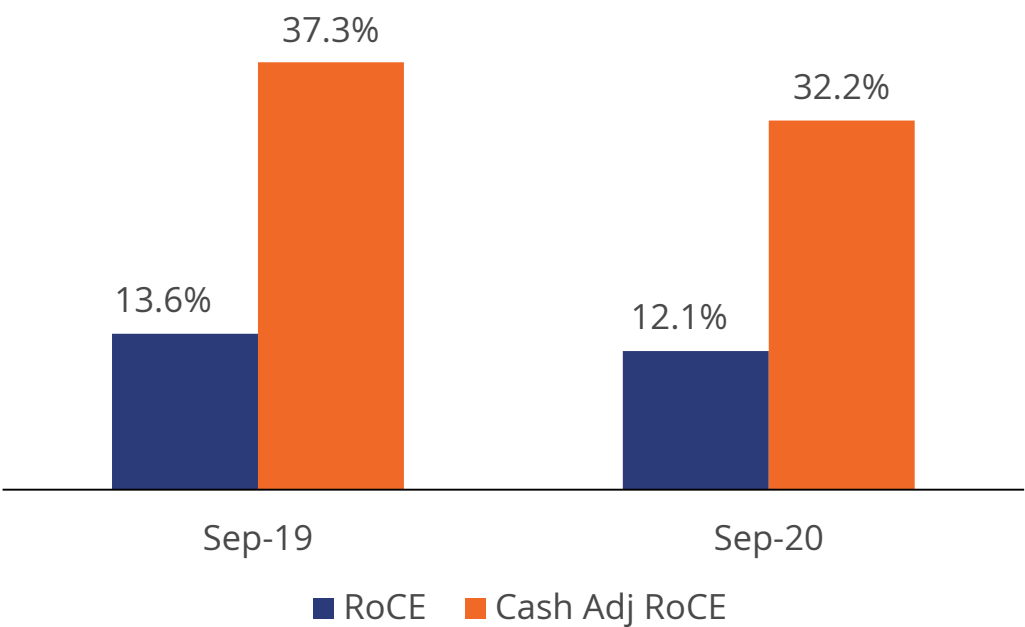
Note*

Receivable Days = [(Debtors/ Sales) X (183 days)]
Inventory Days = [(Inventory/Sales) X (183 days)]
Payable Days = [(Creditor/Sales) X (183 days)]

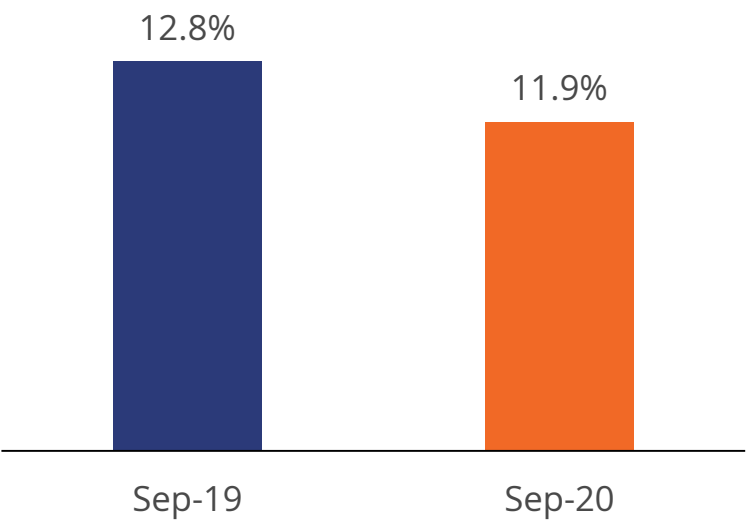
Calculation is based on net revenues before adjusting for sales incentives

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

Chief Financial Officer

Mr. Nitin Kulkarni
Nitin.Kulkarni@quickheal.co.in
+91-20-66813232

Company Secretary

Mr. Srinivas Anasingaraju
cs@quickheal.co.in
+91-20-66813232

CIN No: L72200MH1995PLC091408
www.quickheal.co.in

Annexure

Products Sold in following countries

- Italy
- Nigeria
- UAE
- Kenya
- Philippines
- Colombia
- Sri Lanka
- Singapore
- Congo
- Bangladesh
- Thailand
- Peru
- Australia
- Mexico
- Hong Kong
- Mauritius
- South Africa
- Jordan
- Malaysia
- Gambia
- Venezuela
- USA
- Guinea
- New Zealand
- Cambodia
- Ecuador
- Chile
- South Korea
- Paraguay
- Saudi Arabia
- Turkey
- Aruba
- Ghana
- Tanzania
- Canada
- Panama
- Myanmar
- Honduras
- Rwanda
- Germany
- Malta
- Uganda
- El Salvador
- Croatia
- Nicaragua
- Zambia
- Poland
- Netherlands

Sales & Support offices across India

- Chandigarh
- New Delhi
- Jaipur
- Lucknow
- Patna
- Guwahati
- Ahmedabad
- Indore
- Surat
- Nashik
- Nagpur
- Mumbai
- Pune
- Aurangabad
- Kolhapur
- Raipur
- Kolkata
- Bhubaneswar
- Hyderabad
- Bangalore
- Chennai
- Kochi



FOR IMMEDIATE RELEASE

Quick Heal Technologies Limited announces H1FY21 Results

- EBITDA up 17.6% to ₹712 mln with EBITDA margins expanding to ~45.1%
- PAT Margin improves to ~34.07%

Pune, November 6, 2020: Quick Heal Technologies Limited (“Quick Heal”), one of the leading providers of cybersecurity and data protection solutions to consumers, businesses and Government, reported its reviewed and unaudited results for the half year ended 30th September 2020.

Consolidated Financial Highlights:

The Company delivered good performance despite the macroeconomic risks arising from the Covid-19 pandemic situation.

Particulars (₹ million)	Q2FY21	Q1FY21	Q-o-Q Change	H1FY21	H1FY20	Y-o-Y Change
Revenue	844.13	734.62	14.91%	1,578.75	1,561.77	1.09%
EBITDA	390.86	321.36	21.63%	712.22	605.82	17.56%
EBITDA Margin	46.30%	43.75%	255 bps	45.11%	38.79%	632 bps
PAT	288.35	249.58	15.53%	537.93	486.33	10.61%
PAT Margin	34.16%	33.97%	19 bps	34.07%	31.14%	293 bps

Dr. Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited, said; *“We have delivered good performance despite the uncertainties posed by the Covid-19 pandemic. We recorded marginal revenue growth for the first half, however, EBITDA has grown strongly by 17.6%. Our enterprise business has picked up with a growth of 5% in Q2 as compared to last year. The recent discovery of ‘Operation SideCopy’, an Advanced Persistent Threat (APT) targeting defence forces, is a testament to our prowess in uncovering previously unseen and highly sophisticated threats. I am also happy to update that we have further strengthened our R&D leadership team with the appointment of global experts to drive expansion of next-generation security products and solutions.”*

Mr. Nitin Kulkarni, Chief Financial Officer, Quick Heal Technologies Limited, added *“We delivered good performance during volatile times as India slowly came out of the lockdown and we were able to*

resume our operations. Our margins have improved in H1 due to better overhead management and continuous cost optimisation efforts. We were able to manage our working capital in an efficient way which has resulted in better cash flow. Our balance sheet remains strong with zero debt and a cash and cash equivalents balance of Rs 448 cr."

Segmental Performance for half year ended 30th September 2020

- ✓ Retail segment revenue at ₹1,435 million compared to ₹1,336 in H1FY20. Retail segment contributed 83.5% to total revenue in H1FY21
- ✓ Enterprise and Government segment revenue at ₹284 million compared to ₹317 mln in H1FY20. Enterprise segment contributed 16.5% to total revenue in H1FY21

Key updates for the quarter:

- [Quick Heal Security Labs uncovered a new Advanced Persistent Threat \(APT\) targeting India's Defence Forces](#). Dubbed as 'Operation Sidecopy', threat actors behind this campaign were found misleading the security community by copying Tactics, Techniques, and Procedures (TTPs) that pointed at the Sidewinder APT group. However, researchers at Quick Heal Security Labs discovered strong evidence of 'Operation Sidecopy', having potential links with Pakistan backed – Transparent Tribe group. This is a breakthrough discovery making Quick Heal Technologies the first cybersecurity company to expose the real identity of these threat actor
- Quick Heal Technologies has further strengthened its R&D leadership team with the appointment of global experts, Mr. Sanjay Agrawal and Mr. Bibhuti Kar as Chief Product Officer and Head of Research and Development respectively
- Quick Heal Technologies appointed Air Marshal (Retd) Bhushan Nilkanth Gokhale as Additional Independent Director with effect from August 12, 2020

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 a 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 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 20 6681 3287