

Ref No.: QHTL/Sec/SE/2019-20/46

August 08, 2019

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 August 08, 2019**

Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on August 08, 2019 which commenced at 02.30 PM and concluded at 8:03 PM, has approved following:

1. Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 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 ended June 30, 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

**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 AND ITS SUBSIDIARIES FOR THE QUARTER ENDED JUNE 30, 2019**

(INR in million, except per share data)

| Sr. No | Particulars                                                                                       | Quarter ended                |                             | Year ended                   |                             |
|--------|---------------------------------------------------------------------------------------------------|------------------------------|-----------------------------|------------------------------|-----------------------------|
|        |                                                                                                   | June 30, 2019<br>(Unaudited) | March 31, 2019<br>(Audited) | June 30, 2018<br>(Unaudited) | March 31, 2019<br>(Audited) |
| 1      | <b>Income</b>                                                                                     |                              |                             |                              |                             |
|        | Revenue from operations                                                                           | 576.00                       | 860.01                      | 530.88                       | 3,149.26                    |
|        | Other income                                                                                      | 84.46                        | 85.15                       | 64.09                        | 326.67                      |
|        | <b>Total income</b>                                                                               | <b>660.46</b>                | <b>945.16</b>               | <b>594.97</b>                | <b>3,475.93</b>             |
| 2      | <b>Expenses</b>                                                                                   |                              |                             |                              |                             |
|        | Cost of raw materials consumed                                                                    | 6.17                         | 11.42                       | 5.32                         | 30.56                       |
|        | Purchase of security software products                                                            | 8.27                         | 33.98                       | 18.54                        | 115.96                      |
|        | Changes in inventories of security software products                                              | 3.60                         | (9.58)                      | (8.17)                       | (19.40)                     |
|        | Employee benefits expense                                                                         | 266.32                       | 239.59                      | 254.77                       | 988.51                      |
|        | Depreciation and amortisation expense                                                             | 51.63                        | 56.32                       | 59.22                        | 235.49                      |
|        | Other expenses                                                                                    | 163.40                       | 198.39                      | 171.18                       | 754.62                      |
|        | <b>Total expenses</b>                                                                             | <b>499.39</b>                | <b>530.12</b>               | <b>500.86</b>                | <b>2,105.74</b>             |
| 3      | <b>Profit / (loss) before exceptional items and tax (1-2)</b>                                     | <b>161.07</b>                | <b>415.04</b>               | <b>94.11</b>                 | <b>1,370.19</b>             |
| 4      | Exceptional items                                                                                 | -                            | -                           | -                            | -                           |
| 5      | <b>Profit / (loss) before tax (3-4)</b>                                                           | <b>161.07</b>                | <b>415.04</b>               | <b>94.11</b>                 | <b>1,370.19</b>             |
| 6      | <b>Tax expense</b>                                                                                |                              |                             |                              |                             |
|        | Current tax                                                                                       |                              |                             |                              |                             |
|        | Pertaining to profit for the current period                                                       | 41.78                        | 146.99                      | 29.75                        | 447.25                      |
|        | Adjustments of tax relating to earlier periods                                                    | -                            | 31.28                       | -                            | 45.99                       |
|        | Deferred tax                                                                                      | 0.31                         | (40.70)                     | 3.24                         | (41.29)                     |
|        | <b>Total tax expense</b>                                                                          | <b>42.09</b>                 | <b>137.57</b>               | <b>32.99</b>                 | <b>451.95</b>               |
| 7      | <b>Profit / (loss) for the period (5-6)</b>                                                       | <b>118.98</b>                | <b>277.47</b>               | <b>61.12</b>                 | <b>918.24</b>               |
| 8      | <b>Other comprehensive income, net of tax</b>                                                     |                              |                             |                              |                             |
|        | <b>Other comprehensive income not to be reclassified to profit or loss in subsequent periods:</b> |                              |                             |                              |                             |
|        | Re-measurement of defined benefit plans                                                           | 3.96                         | 0.42                        | (4.69)                       | (3.23)                      |
|        | Net (loss) or gain on FVTOCI assets                                                               | -                            | -                           | -                            | (29.52)                     |
|        | Exchange differences on translation of foreign operations                                         | (1.32)                       | 0.17                        | 2.30                         | 2.73                        |
|        | <b>Total other comprehensive income</b>                                                           | <b>2.64</b>                  | <b>0.59</b>                 | <b>(2.39)</b>                | <b>(30.02)</b>              |
| 9      | <b>Total comprehensive income (after tax) (7+8)</b>                                               | <b>121.62</b>                | <b>278.06</b>               | <b>58.73</b>                 | <b>888.22</b>               |
| 10     | Paid-up equity share capital (face value of INR 10 each)                                          | 642.01                       | 705.63                      | 704.70                       | 705.63                      |
| 11     | Other equity (as per balance sheet of previous accounting year)                                   |                              |                             |                              | 7,191.79                    |
| 12     | <b>Earnings per share of INR 10 each:</b><br>(not annualised for the quarter)                     |                              |                             |                              |                             |
|        | a) Basic                                                                                          | 1.70                         | 3.94                        | 0.87                         | 13.03                       |
|        | b) Diluted                                                                                        | 1.70                         | 3.94                        | 0.87                         | 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**

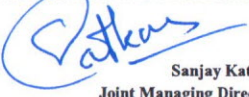
**NOTES TO THE STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED AND ITS SUBSIDIARIES FOR THE QUARTER ENDED JUNE 30, 2019**

**Notes to financial results:**

- 1 The above financial results for the quarter ended June 30, 2019 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 Group at the meeting held on August 08, 2019.
- 2 In accordance with the SEBI (Listing Obligations and Disclosure Requirements) (Amendments) Regulations, 2018 dated May 09, 2018 the company has prepared and published the quarterly consolidated financial results for the first time for the quarter ended June 30, 2019. Thus, the quarterly financial results reported above for the quarter ended June 30, 2018 and quarter ended March 31, 2019 were not subjected to limited review.
- 3 During the previous year ended March 31, 2019, the Group has 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. The Group has replied the notice of demand to Commissioner of Goods and Service Tax, Pune.  
  
During the earlier years, the Group had similarly received 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. The Group 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.  
  
Based on technical circular issued by government authorities and an independent legal opinion obtained by the Group in earlier years, the Group is of the view that the said claim would be set aside. Accordingly no provision (including interest and penalty) has been recognised and the demand has been disclosed as contingent liability in the financial statements.
- 4 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.
- 5 The Board of Directors of the Group 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, during the three months ended June 30, 2019, the Group 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 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".
- 7 Mr. Pradeep V Bhide resigned as Independent Director of the Parent Company w.e.f. April 01, 2019.  
Mr. Manu Parpia resigned as Independent Director of the Parent Company w.e.f. May 11, 2019.
- 8 Figures for the quarter ended March 31, 2019 are the balancing figures between the audited figures of the financial year ended March 31, 2019 and unaudited and non reviewed figures for the nine month ended December 31, 2018.

Place: Pune  
Date: August 08, 2019

For and on behalf of the Board of Directors

  
**Sanjay Katkar**  
**Joint Managing Director**  
**& Chief Technology 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

**STATEMENT OF STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER ENDED JUNE 30, 2019**

(INR in million, except per share data)

| Sr. No | Particulars                                                                                       | Quarter ended                |                             | Year ended                   |                             |
|--------|---------------------------------------------------------------------------------------------------|------------------------------|-----------------------------|------------------------------|-----------------------------|
|        |                                                                                                   | June 30, 2019<br>(Unaudited) | March 31, 2019<br>(Audited) | June 30, 2018<br>(Unaudited) | March 31, 2019<br>(Audited) |
| 1      | <b>Income</b>                                                                                     |                              |                             |                              |                             |
|        | Revenue from operations                                                                           | 571.49                       | 853.54                      | 527.88                       | 3,129.03                    |
|        | Other income                                                                                      | 84.27                        | 84.80                       | 63.75                        | 325.00                      |
|        | <b>Total income</b>                                                                               | <b>655.76</b>                | <b>938.34</b>               | <b>591.63</b>                | <b>3,454.03</b>             |
| 2      | <b>Expenses</b>                                                                                   |                              |                             |                              |                             |
|        | Cost of raw materials consumed                                                                    | 6.18                         | 8.78                        | 1.80                         | 29.51                       |
|        | Purchase of security software products                                                            | 8.27                         | 31.34                       | 19.22                        | 114.26                      |
|        | Increase / (decrease) in inventories of security software products                                | 3.87                         | (4.26)                      | (2.94)                       | (14.84)                     |
|        | Employee benefits expense                                                                         | 264.13                       | 235.75                      | 250.87                       | 971.38                      |
|        | Depreciation and amortisation expense                                                             | 51.61                        | 56.27                       | 59.14                        | 235.27                      |
|        | Other expenses                                                                                    | 158.91                       | 192.75                      | 166.20                       | 734.58                      |
|        | <b>Total expenses</b>                                                                             | <b>492.97</b>                | <b>520.63</b>               | <b>494.29</b>                | <b>2,070.16</b>             |
| 3      | <b>Profit before exceptional items and tax (1-2)</b>                                              | <b>162.79</b>                | <b>417.71</b>               | <b>97.34</b>                 | <b>1,383.87</b>             |
| 4      | Exceptional items (refer note 4)                                                                  | -                            | 43.17                       | -                            | 93.17                       |
| 5      | <b>Profit before tax (3-4)</b>                                                                    | <b>162.79</b>                | <b>374.54</b>               | <b>97.34</b>                 | <b>1,290.70</b>             |
| 6      | <b>Tax expense</b>                                                                                |                              |                             |                              |                             |
|        | Current tax                                                                                       |                              |                             |                              |                             |
|        | Pertaining to profit for the current period                                                       | 41.62                        | 146.70                      | 29.69                        | 446.36                      |
|        | Adjustments of tax relating to earlier periods (Net)                                              | -                            | 31.28                       | -                            | 45.99                       |
|        | Deferred tax                                                                                      | 0.31                         | (40.70)                     | 3.24                         | (41.29)                     |
|        | <b>Total tax expense</b>                                                                          | <b>41.93</b>                 | <b>137.28</b>               | <b>32.93</b>                 | <b>451.06</b>               |
| 7      | <b>Profit for the period (5-6)</b>                                                                | <b>120.86</b>                | <b>237.26</b>               | <b>64.41</b>                 | <b>839.64</b>               |
| 8      | <b>Other comprehensive income, net of tax</b>                                                     |                              |                             |                              |                             |
|        | <b>Other comprehensive income not to be reclassified to profit or loss in subsequent periods:</b> |                              |                             |                              |                             |
|        | Re-measurement of defined benefit plans                                                           | 3.96                         | 0.42                        | (4.69)                       | (3.23)                      |
|        | Net (loss) or gain on FVTOCI assets (refer note 4)                                                | -                            | -                           | -                            | (29.52)                     |
|        | <b>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</b>     |                              |                             |                              |                             |
|        | Exchange differences on translation of foreign operations                                         | -                            | -                           | -                            | -                           |
|        | <b>Total other comprehensive income</b>                                                           | <b>3.96</b>                  | <b>0.42</b>                 | <b>(4.69)</b>                | <b>(32.75)</b>              |
| 9      | <b>Total comprehensive income (after tax) (7+8)</b>                                               | <b>124.82</b>                | <b>237.68</b>               | <b>59.72</b>                 | <b>806.89</b>               |
| 10     | Paid-up equity share capital (face value of INR 10 each)                                          | 642.01                       | 705.63                      | 704.70                       | 705.63                      |
| 11     | Other equity (as per balance sheet)                                                               |                              |                             |                              | 7,243.12                    |
| 12     | <b>Earnings per share of INR 10 each:</b><br>(not annualised except for the year ended March)     |                              |                             |                              |                             |
|        | a) Basic                                                                                          | 1.73                         | 3.37                        | 0.91                         | 11.91                       |
|        | b) Diluted                                                                                        | 1.73                         | 3.37                        | 0.91                         | 11.90                       |

**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 STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER ENDED JUNE 30, 2019**

**Notes to financial results:**

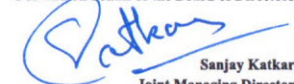
- 1 The above financial results for the quarter ended June 30, 2019 have been subjected to limited review by the statutory auditors of the Company and reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on August 08, 2019.
- 2 During the previous year ended March 31, 2019, the Company has 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. The Company has replied the notice of demand to Commissioner of Goods and Service Tax, Pune.  
  
 During the earlier years, the Company had similarly received 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. The 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.  
  
 Based on technical circular issued by government authorities and an independent legal opinion obtained by the Company in earlier years, the Company is of the view that the said claim would be set aside. Accordingly no provision (including interest and penalty) has been recognised and the demand has been disclosed as contingent liability 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 (INR in million)

| Particulars                                           | Standalone                   |                             |                              |                             |
|-------------------------------------------------------|------------------------------|-----------------------------|------------------------------|-----------------------------|
|                                                       | Quarter ended                |                             |                              | Year ended                  |
|                                                       | June 30, 2019<br>(Unaudited) | March 31, 2019<br>(Audited) | June 30, 2018<br>(Unaudited) | March 31, 2019<br>(Audited) |
| Impairment of investment in wholly owned subsidiaries | -                            | 43.17                       | -                            | 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 of the Company 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 Company 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. The 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, during the three months ended June 30, 2019, 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 Mr. Pradeep V Bhide resigned as Independent Director of the Company w.e.f. April 01, 2019.  
 Mr. Manu Parpia resigned as Independent Director of the Company w.e.f. May 11, 2019.
- 8 Figures for the quarter ended March 31, 2019 are the balancing figures between the audited figures of the financial year ended March 31, 2019 and published year to date figures of nine month ended December 31, 2018.

Place: Pune  
 Date: August 08, 2019

For and on behalf of the Board of Directors

  
**Sanjay Katkar**  
 Joint Managing Director  
 & Chief Technology Officer

| QUICK HEAL TECHNOLOGIES LIMITED                                                                                                                     |                                                                                            |                              |                             |                                                             |
|-----------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|------------------------------|-----------------------------|-------------------------------------------------------------|
| Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014<br>CIN: L72200MH1995PLC091408 |                                                                                            |                              |                             |                                                             |
| STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED AND ITS SUBSIDIARIES FOR THE QUARTER ENDED JUNE 30, 2019             |                                                                                            |                              |                             |                                                             |
| (INR in million, except per share data)                                                                                                             |                                                                                            |                              |                             |                                                             |
| Sr. No                                                                                                                                              | Particulars                                                                                | Quarter ended                |                             | Year ended                                                  |
|                                                                                                                                                     |                                                                                            | June 30, 2019<br>(Unaudited) | March 31, 2019<br>(Audited) | June 30, 2018<br>(Unaudited)<br>March 31, 2019<br>(Audited) |
| 1                                                                                                                                                   | <b>Income</b>                                                                              |                              |                             |                                                             |
|                                                                                                                                                     | Revenue from operations                                                                    | 576.00                       | 860.01                      | 530.88                                                      |
|                                                                                                                                                     | Other income                                                                               | 84.46                        | 85.15                       | 64.09                                                       |
|                                                                                                                                                     | <b>Total income</b>                                                                        | <b>660.46</b>                | <b>945.16</b>               | <b>594.97</b>                                               |
| 2                                                                                                                                                   | <b>Expenses</b>                                                                            |                              |                             |                                                             |
|                                                                                                                                                     | Cost of raw materials consumed                                                             | 6.17                         | 11.42                       | 5.32                                                        |
|                                                                                                                                                     | Purchase of security software products                                                     | 8.27                         | 33.98                       | 18.54                                                       |
|                                                                                                                                                     | Changes in inventories of security software products                                       | 3.60                         | (9.58)                      | (8.17)                                                      |
|                                                                                                                                                     | Employee benefits expense                                                                  | 266.32                       | 239.59                      | 254.77                                                      |
|                                                                                                                                                     | Depreciation and amortisation expense                                                      | 51.63                        | 56.32                       | 59.22                                                       |
|                                                                                                                                                     | Other expenses                                                                             | 163.40                       | 198.39                      | 171.18                                                      |
|                                                                                                                                                     | <b>Total expenses</b>                                                                      | <b>499.39</b>                | <b>530.12</b>               | <b>500.86</b>                                               |
| 3                                                                                                                                                   | <b>Profit / (loss) before exceptional items and tax (1-2)</b>                              | <b>161.07</b>                | <b>415.04</b>               | <b>94.11</b>                                                |
| 4                                                                                                                                                   | Exceptional items                                                                          | -                            | -                           | -                                                           |
| 5                                                                                                                                                   | <b>Profit / (loss) before tax (3-4)</b>                                                    | <b>161.07</b>                | <b>415.04</b>               | <b>94.11</b>                                                |
| 6                                                                                                                                                   | <b>Tax expense</b>                                                                         |                              |                             |                                                             |
|                                                                                                                                                     | Current tax                                                                                |                              |                             |                                                             |
|                                                                                                                                                     | Pertaining to profit for the current period                                                | 41.78                        | 146.99                      | 29.75                                                       |
|                                                                                                                                                     | Adjustments of tax relating to earlier periods                                             | -                            | 31.28                       | -                                                           |
|                                                                                                                                                     | Deferred tax                                                                               | 0.31                         | (40.70)                     | 3.24                                                        |
|                                                                                                                                                     | <b>Total tax expense</b>                                                                   | <b>42.09</b>                 | <b>137.57</b>               | <b>32.99</b>                                                |
| 7                                                                                                                                                   | <b>Profit / (loss) for the period (5-6)</b>                                                | <b>118.98</b>                | <b>277.47</b>               | <b>61.12</b>                                                |
| 8                                                                                                                                                   | <b>Other comprehensive income, net of tax</b>                                              |                              |                             |                                                             |
|                                                                                                                                                     | Other comprehensive income not to be reclassified to profit or loss in subsequent periods: |                              |                             |                                                             |
|                                                                                                                                                     | Re-measurement of defined benefit plans                                                    | 3.96                         | 0.42                        | (4.69)                                                      |
|                                                                                                                                                     | Net (loss) or gain on FVTOCI assets                                                        | -                            | -                           | -                                                           |
|                                                                                                                                                     | Exchange differences on translation of foreign operations                                  | (1.32)                       | 0.17                        | 2.30                                                        |
|                                                                                                                                                     | <b>Total other comprehensive income</b>                                                    | <b>2.64</b>                  | <b>0.59</b>                 | <b>(2.39)</b>                                               |
| 9                                                                                                                                                   | <b>Total comprehensive income (after tax) (7+8)</b>                                        | <b>121.62</b>                | <b>278.06</b>               | <b>58.73</b>                                                |
| 10                                                                                                                                                  | Paid-up equity share capital (face value of INR 10 each)                                   | 642.01                       | 705.63                      | 704.70                                                      |
| 11                                                                                                                                                  | Other equity (as per balance sheet of previous accounting year)                            |                              |                             | 7,191.79                                                    |
| 12                                                                                                                                                  | <b>Earnings per share of INR 10 each:</b><br>(not annualised for the quarter)              |                              |                             |                                                             |
|                                                                                                                                                     | a) Basic                                                                                   | 1.70                         | 3.94                        | 0.87                                                        |
|                                                                                                                                                     | b) Diluted                                                                                 | 1.70                         | 3.94                        | 0.87                                                        |

| Unaudited standalone financial information |                         |                              |                             |                                                             |
|--------------------------------------------|-------------------------|------------------------------|-----------------------------|-------------------------------------------------------------|
| (INR in million, except per share data)    |                         |                              |                             |                                                             |
| Sr. No                                     | Particulars             | Quarter ended                |                             | Year ended                                                  |
|                                            |                         | June 30, 2019<br>(Unaudited) | March 31, 2019<br>(Audited) | June 30, 2018<br>(Unaudited)<br>March 31, 2019<br>(Audited) |
| 1                                          | Revenue from operations | 571.49                       | 853.54                      | 527.88                                                      |
| 2                                          | Profit before tax       | 162.79                       | 374.54                      | 97.34                                                       |
| 3                                          | Profit after tax        | 120.86                       | 237.26                      | 64.41                                                       |

**Notes to financial results:**

- 1 The above financial results for the quarter ended June 30, 2019 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 Group at the meeting held on August 08, 2019.
- 2 In accordance with the SEBI (Listing Obligations and Disclosure Requirements) (Amendments) Regulations, 2018 dated May 09, 2018 the company has prepared and published the quarterly consolidated financial results for the first time for the quarter ended June 30, 2019. Thus, the quarterly financial results reported above for the quarter ended June 30, 2018 and quarter ended March 31, 2019 were not subjected to limited review.
- 3 During the previous year ended March 31, 2019, the Group has 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. The Group has replied the notice of demand to Commissioner of Goods and Service Tax, Pune.  
  
During the earlier years, the Group had similarly received 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. The Group 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.  
  
Based on technical circular issued by government authorities and an independent legal opinion obtained by the Group in earlier years, the Group is of the view that the said claim would be set aside. Accordingly no provision (including interest and penalty) has been recognised and the demand has been disclosed as contingent liability in the financial statements.
- 4 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.
- 5 The Board of Directors of the Group 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.
- 6 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".
- 7 Mr. Pradeep V Bhide resigned as Independent Director of the Parent Company w.e.f. April 01, 2019.  
Mr. Manu Parpia resigned as Independent Director of the Parent Company w.e.f. May 11, 2019.
- 8 Figures for the quarter ended March 31, 2019 are the balancing figures between the audited figures of the financial year ended March 31, 2019 and unaudited and non reviewed figures for the nine month ended December 31, 2018.

For and on behalf of the Board of Directors

  
Sanjay Katkar  
Joint Managing Director  
& Chief Technology Officer

Place: Pune

Date: August 08, 2019

FOR IMMEDIATE RELEASE

## Quick Heal Technologies Limited announces Q1 FY20 results

**PUNE, August 8, 2019:** Quick Heal Technologies Limited (“Quick Heal”), India’s leading provider of IT Security Software Products and Solutions to consumers, businesses and Government, reported its reviewed and unaudited results for the quarter ending 30<sup>th</sup> June 2019.

During the quarter, the overall demand for cybersecurity products and solutions in India was not in line with our expectations. We observed generic slowdown in demand which resulted in pricing pressure in the SMB and consumer segment. We also witnessed slowdown in Government buying due to India’s General Elections. The performance highlights are as below:

### Consolidated Financial Highlights:

| Particulars (Rs. million) | Q1 FY20 | Q1 FY19 | YoY Change |
|---------------------------|---------|---------|------------|
| Revenue                   | 576.00  | 530.88  | 8.50%      |
| EBITDA                    | 128.24  | 89.24   | 43.70%     |
| EBITDA Margin             | 22.26%  | 16.81%  | +545 bps   |
| PAT                       | 118.98  | 61.12   | 94.67%     |
| PAT Margin                | 20.66%  | 11.51%  | +915 bps   |

**Mr. Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited,** said; *“Despite sluggish economic scenario and moderate market growth, we are pleased to report steady growth for the quarter and kick start FY20 on a positive note. Our profit margins for the quarter have almost doubled, while our revenue has seen growth of 8.5% YoY. On the revenue front, retail segment grew by 8% with volume growth of 4%. Enterprise and Government business witnessed marginal growth of 2% on account of rising pricing pressure and slowdown in Government buying due to general election. However, volume growth for the segment stood at 7%. With growing importance of cybersecurity and data protection in India and globally, we expect better realisations and volume growth going forward.”*

**Mr. Nitin Kulkarni, Chief Financial Officer, Quick Heal Technologies Limited,** added *“At Quick Heal, we have been continuously working on improving financial and operational efficiencies which reflects in our Q1 performance. Our growth in profitability is mainly attributable to changing product mix, strict cost optimization measures and focused research and development initiatives. During the quarter, we have concentrated on improving our collections which has resulted in lowering our receivable by Rs. 22 crores.”*

**Mr. Vijay Mhaskar, Chief Operating Officer, Quick Heal Technologies Limited,** commented *“With constant focus on developing cutting edge products and solutions, we are happy to share that the company was granted a US Patent for our ground-breaking Anti-Ransomware technology. The patent approval*

*makes us the first Indian company to indigenously develop and granted a patent for Anti-Ransomware Technology. As cyber-threats continue to evolve in scale and sophistication, we will continue to innovate and deliver best-in-class protection against the rising menace of cybercriminals.”*

#### **Segmental Performance for quarter ended 30<sup>th</sup> June 2019**

- Retail segment revenue up at Rs. 457 million as compared to Rs. 423 million in the corresponding period of the previous year
  - ✓ Contributes 76% to Total Revenue
- Enterprise and Government segment revenue up at Rs. 146 million as compared to Rs. 144 million in the corresponding period previous year
  - ✓ Contributes 24% to Total Revenue

#### **Awards and Accreditations: -**

- Quick Heal Technologies Granted US Patent for Anti-Ransomware Technology by the United States Patent and Trademark Office (USPTO) (U.S. Patent No. US20160378988A1)

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

Quick Heal Technologies Limited is one of the leading providers of IT security software products and solutions to individuals, businesses and Government. Incorporated in 1995 with a registered office in Pune, Quick Heal has a network of over 25,000 channel partners as on 30<sup>th</sup> June 2019. It conducts sales and marketing activities across India.

Quick Heal's portfolio includes solutions under the widely recognized brand names 'Quick Heal' and 'Seqrte' across various operating systems and devices.

For more information about the Company, please visit our website [www.quickheal.co.in](http://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**

|                |                                    |
|----------------|------------------------------------|
| <b>Company</b> | <b>Investor Relations Advisors</b> |
|----------------|------------------------------------|

|                                                                                                                                                                                                                        |                                                                                                                                                                                                             |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Quick Heal Technologies Limited</b><br>CIN No: L72200MH1995PLC091408<br>Mr. Akash Gosavi<br>Email Id: <a href="mailto:akash.gosavi@quickheal.co.in">akash.gosavi@quickheal.co.in</a><br>Tel. No.: +91 020 6681 3287 | <b>Strategic Growth Advisors Pvt. Ltd.</b><br>CIN No: U74140MH2010PTC204285<br>Mr. Jigar Kavaiya<br>Email Id: <a href="mailto:jigar.kavaiya@sgapl.net">jigar.kavaiya@sgapl.net</a><br>Tel No: +91 992602034 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|



Quick Heal

# Investor Presentation

## Q1 FY20

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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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# Journey over last two and half decades

## Presence in B2C, B2B and B2G segments



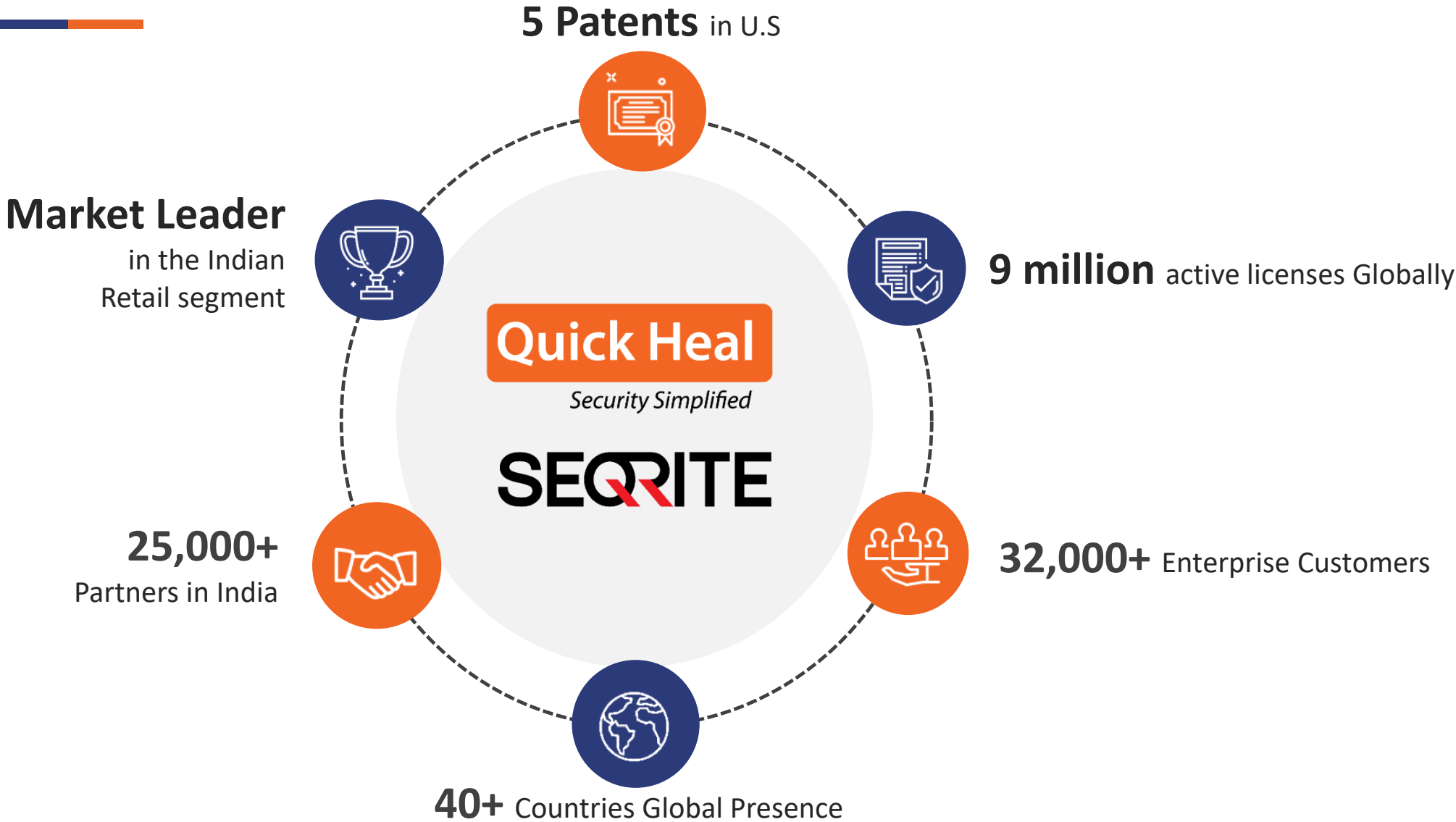


# Value Proposition

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# 25 Years of Quick Heal Technologies...



## ...with a Vision & Mission

---



### 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

---

...of offering Complete Security Solutions

## Segments



Home and SOHO



SME



Government and Enterprise

## Platforms



Desktop



Laptop



Mobile



Server



Router



Network



Consumer IoT  
Devices

...supported by Skilled Professionals



### **Research & Development Team**

Working on identifying new threats and devising innovative solutions and features across retail, enterprise and mobile segments with more than 2 decades of experience



### **Sales and Marketing Team**

Working closely with our customers and Channel Partners to identify new sales prospects, sell solutions and provide after-sales support.

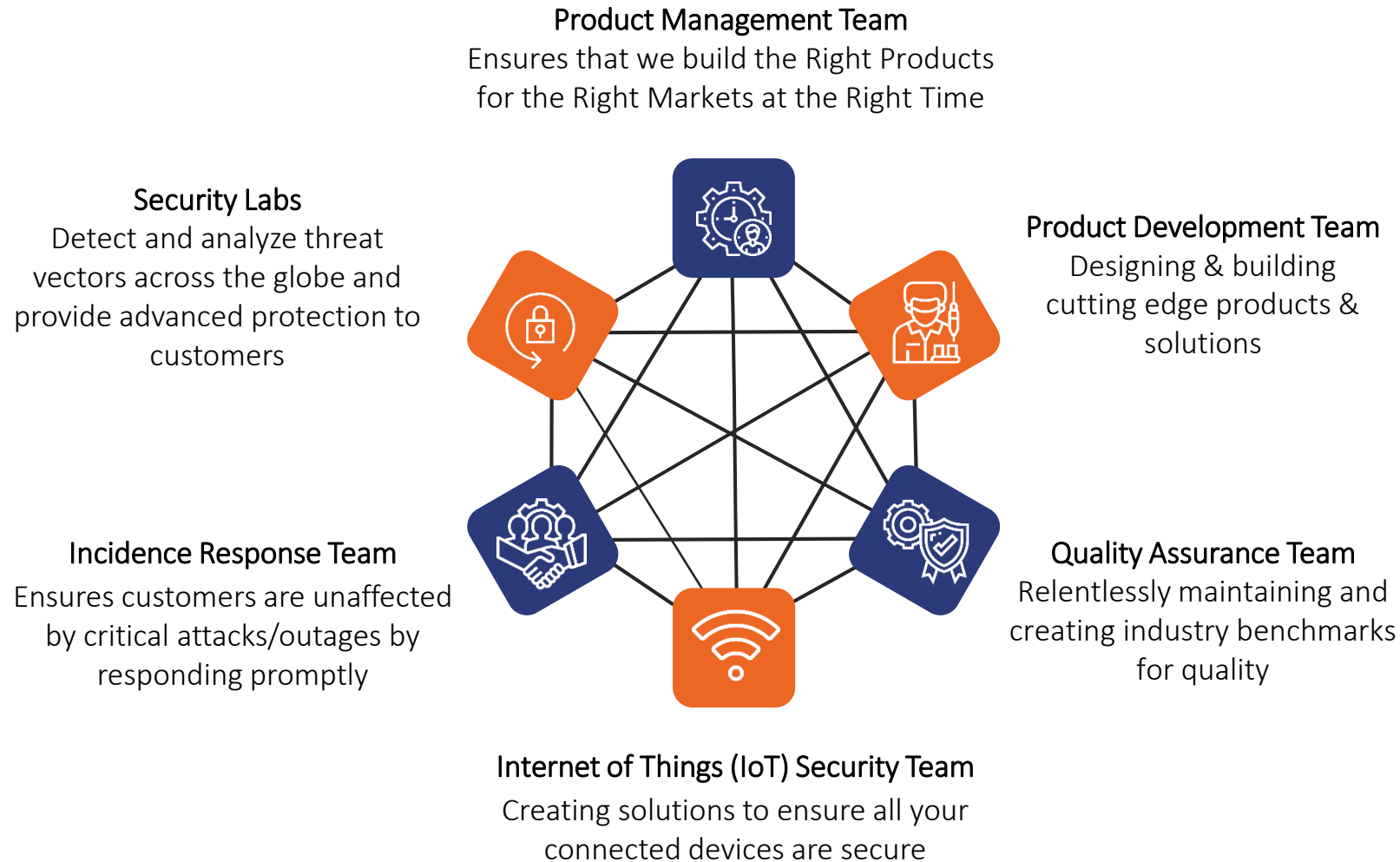


### **Technical Support Team**

Provide efficient multilingual and instant technical support, after sales service and effective guidance to domestic and overseas customers

## ...with strong Research & Development leading to Innovations

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## ...striving for excellence in customer experience



ISO 20000  
certified customer  
support process



Remote Access  
Support



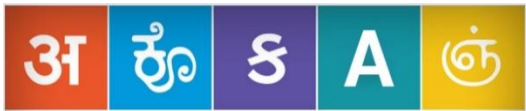
Onsite support  
pan India - Key  
Differentiator



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

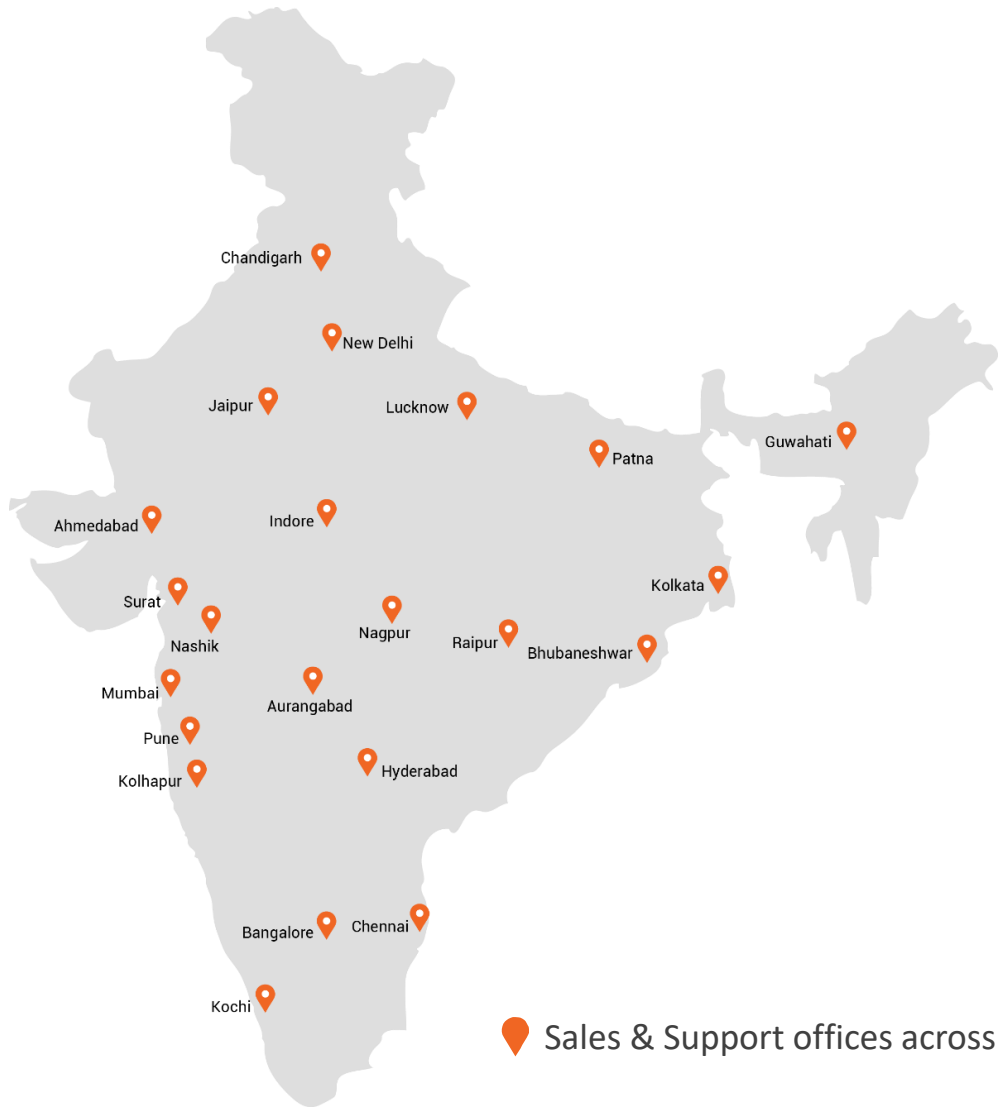


Availability of data sheets, product videos  
and manuals on website for providing  
information on technical specifications,  
installation guide, upgrade mechanisms



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

# ...Sales & Distribution to increase Market Share



 Sales & Support offices across India

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

25,000+  
Total Retail Partners

450+  
Enterprise Partners

100+  
Government Partners

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

## ...guided by Experienced Board of Directors



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

**Dr. KAILASH KATKAR**  
MD & CEO



Spearheads the creation and subsequent development of the core product technology

**Dr. SANJAY KATKAR**  
Joint MD & CTO



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

**Mr. SHAILESH LAKHANI**  
Non-Exe. Director



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

**Mr. MEHUL SAVLA**  
Independent Director



Certified bank forensic accounting professional and anti – money laundering expert

**Ms. APURVA JOSHI**  
Independent Director



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

**Ms. PRITI RAO**  
Independent Director



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

**Mr. AMITABHA MUKHOPADHYAY**  
Independent Director

## ... and Strong Leadership Team



**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. Vijay Mhaskar**  
**COO**

Responsible for formulating & driving the overall business strategy and operations across all business verticals

20+ years of experience in accelerating engineering processes & leading several successful products at Avaya, Symantec, Saba Inc., Clarice Technologies

A Gold Medalist in Electrical Engineering & holds a Masters degree in Technology from IIT, Mumbai



**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 Strong Leadership Team



**Mr. Nagesh Ayyagari**  
**Vice President – Engineering, R&D**

Seasoned technology professional with a reputation for building and inspiring high-performance teams that delivered inline with company

20+ years of experience in leadership positions at Mphasis Software, McAfee, and Oracle

Has management degrees from IIM, Bangalore and ESADE Business School & has done project management from UCB



**Kuldeep Raina, Vice President, 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

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



**Mr. Deepak Mishra**  
**Head, Retail Sales**

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

19+ years of experience in FMCG, Beverages, Telecom and IT Industries

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

...giving Competitive edge 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   |
| Iran                             | Cambodia    | Paraguay      |
| Jordan                           | Hong Kong   | Spain         |
| Oman                             | Myanmar     | United States |
| Turkey                           | Philippines |               |

...certified by Global Agencies

International & ISO Certifications



...trusted by our Customers

---

*“Our products help secure the endpoints, data and networks used by millions of customers”*

## Some of the industries we cater to:



**Manufacturing**



**BFSI**



**IT & ITES**



**Pharma & Healthcare**



**Automotive**



**Education**



**Gems & Jewellery**



**Hospitality**

---

# ...creating Specialized workforce at Quick Heal Academy

**Quick Heal**  
Security Simplified

**SECURITE**  
Enterprise Security Solutions by Quick Heal

## Popular Courses:

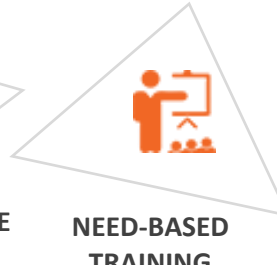
- ✓ Cyber Security and Forensics
- ✓ Cyber Threat Intelligence
- ✓ Malware Analysis & Reverse Engineering
- ✓ Security Operations Centre (SOC)
- ✓ Electronic Crime Scene Investigation



## Offerings:



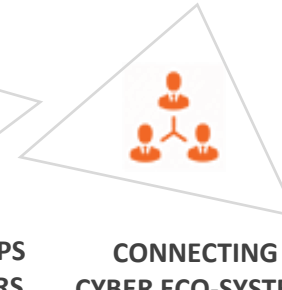
**CORPORATE  
TRAINING**



**NEED-BASED  
TRAINING**



**WORKSHOPS  
& SEMINARS**



**CONNECTING  
CYBER ECO-SYSTEM**

## Recent Developments

- Training for Faculty Members and School Students of Maharashtra Cosmopolitan Education Society.
- Conducted workshop on cyber security for college students.
- Designing online content for employees of a large corporate.

## Academy Partners



### Savitribai Phule Pune University

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



### Maharashtra Cosmopolitan Education Society

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



### Quantum University

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



### Chitkara University

MoU with Chitkara University

Introduced an additional stream in Cyber Security for the four-year Undergraduate program



### Gujarat Forensic Sciences University

MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017



### Deen Dayal Upadhyaya College

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

## ...Awards and Accreditations as testimony to Innovation

2017



- Quick Heal Total Security receives BEST+++ certification from AVLab
- Seqrite Endpoint Security: Best Overall Speed 2017: Silver Award for the Performance Test
- Seqrite Endpoint Security is Approved Corporate Endpoint Protection for Windows by AV-Test
- Approved Windows Security Product for year 2017 by AV-Comparatives
- Seqrite Endpoint Security is ICSAlabs certified product for year 2017

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



- 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



# Product Offerings

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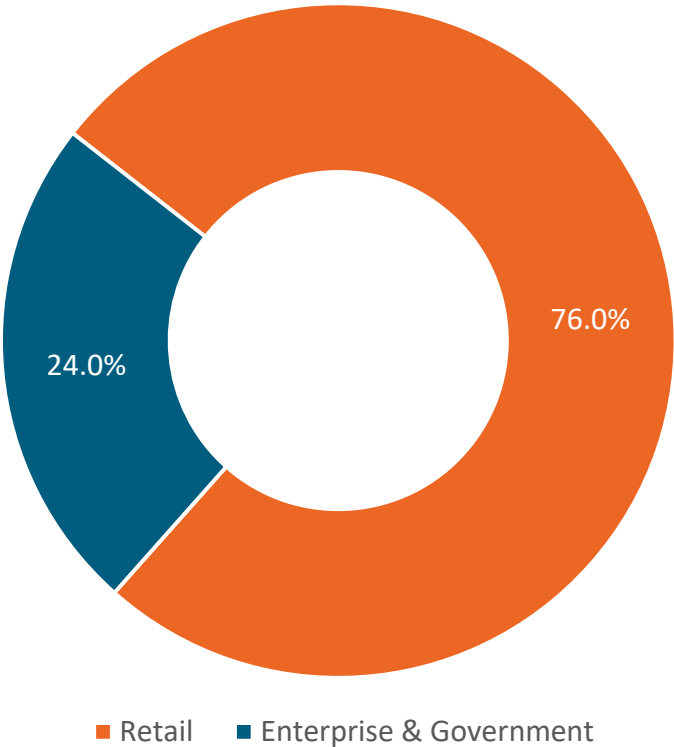
# Product Portfolio across Business Segments

Quick Heal

Security Simplified

- 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

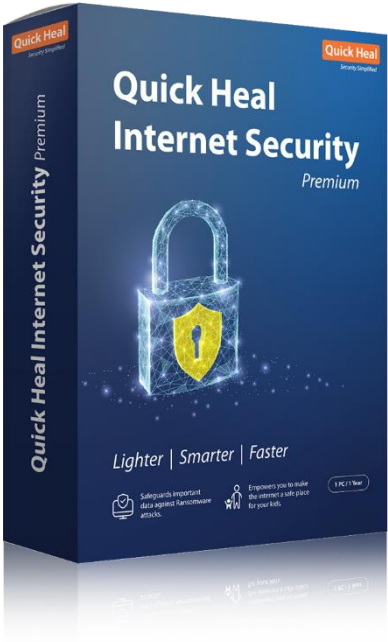
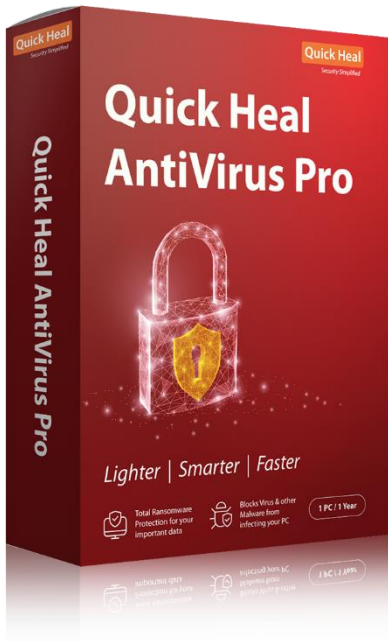
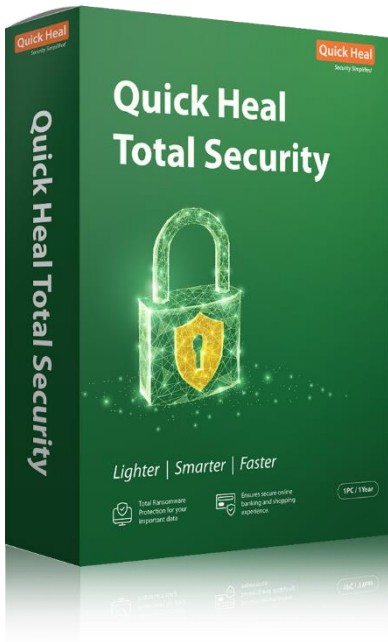
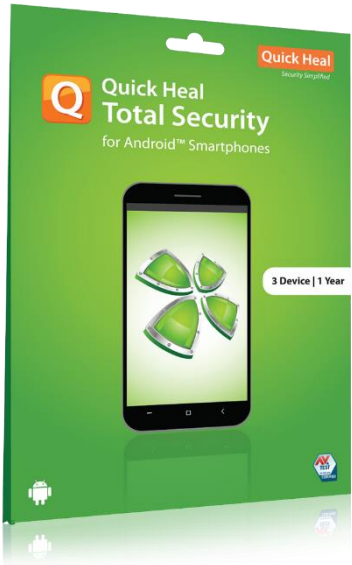
Q1 FY20 Revenue Break-up



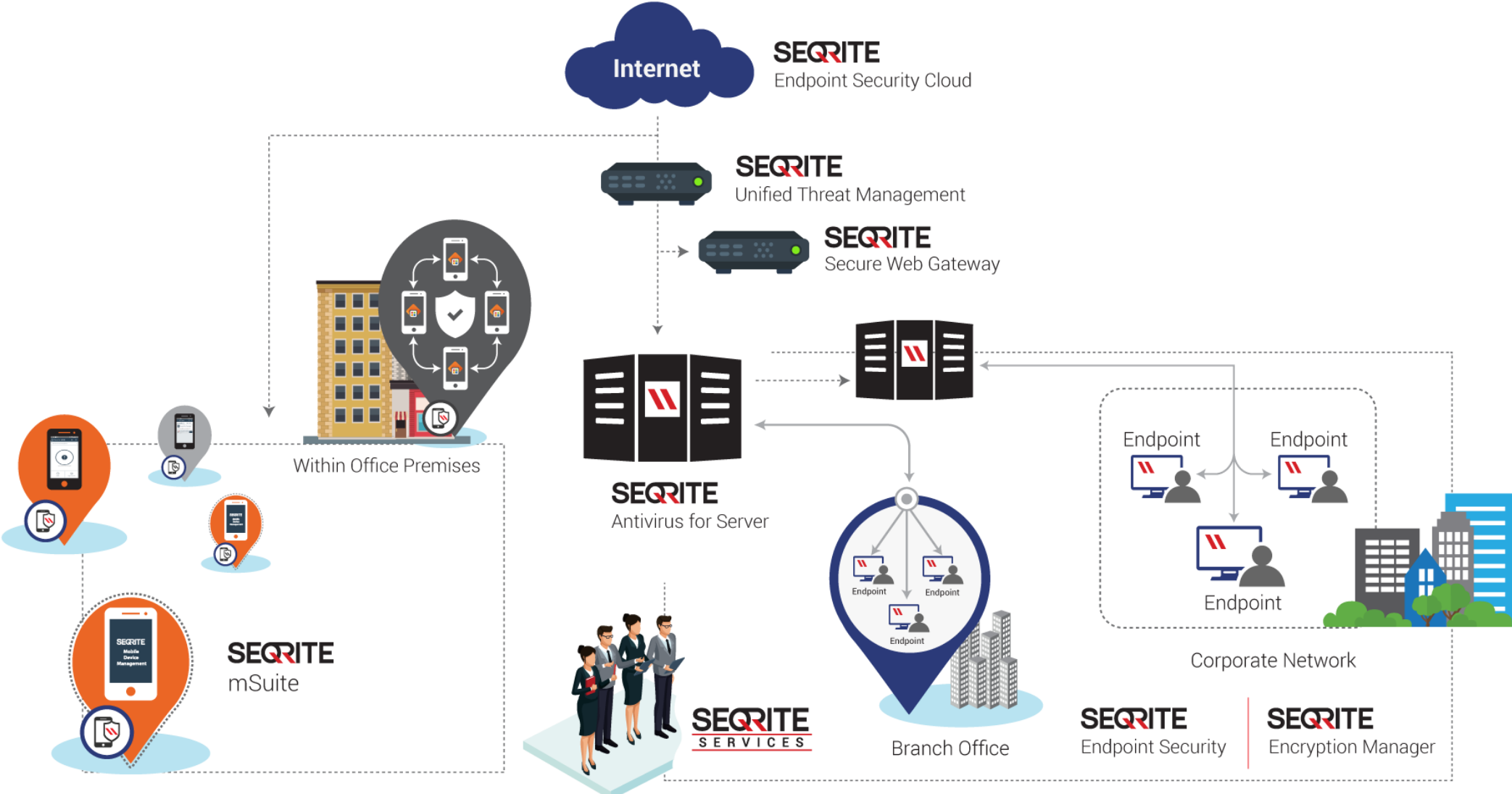
SEQRITE

- 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

# Retail / SMB – Drives Scalability



# Enterprise Business – Drives Sustainability





# Future Opportunities

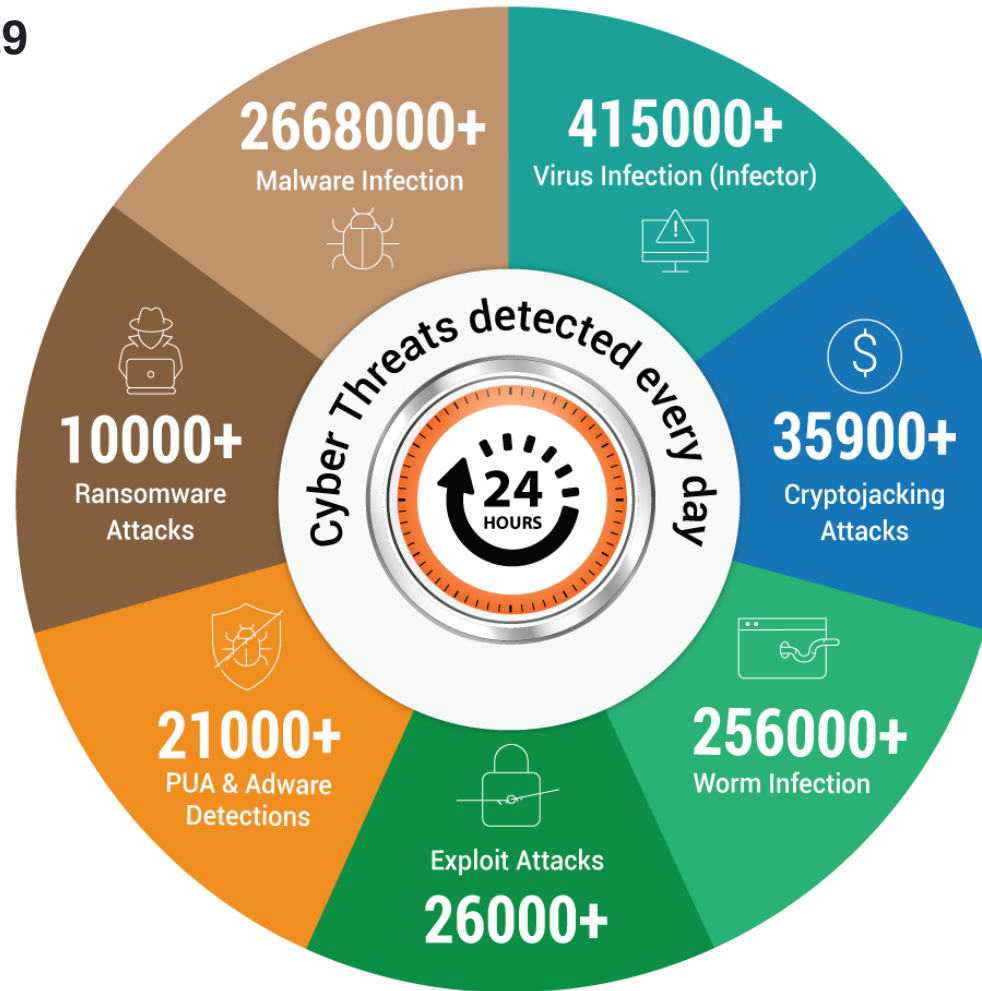
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# Turning Problems into Possibilities...

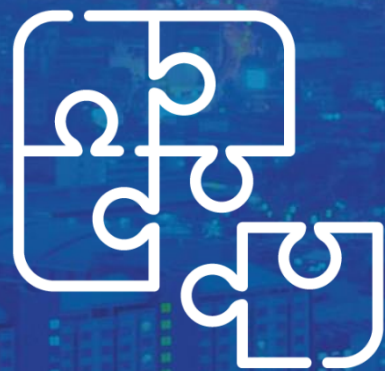
## Cybersecurity Predictions - 2019

- Threats to become more **sophisticated** and equipped with advanced **AI-led capabilities**
- Increase in **web skimming attacks**
- Projected rise in **Ransomware** attacks targeting **critical infrastructure**
- An increase in targeted **IoT-based attacks**
- Increase in targeted **cybercrimes** during important public events
- Cryptomining** and **cloud-based attacks** to rise
- Mobile landscape** expected to become more threat-prone in 2019
- Rise in targeted attacks to exploit **supply chain vulnerabilities**
- Attacks on the **financial sector** to increase
- Data protection** to become essential due to **data-centric attacks**



## Future Opportunities

- Government** working on strong **data protection regulations**
- Enterprises** are increasingly adopting **security solutions** to combat advanced cyber-threats
- Cyber-attacks** cost the world **\$45 billion** in 2018
- Increase in Mobile Transactions:** According to **RBI data**, **mobile banking transactions** hit **6,200.32 million** in **2018-19**
- Proliferation of **smart devices** will raise **cybersecurity risks**. By **2020**, it is anticipated, the **IoT** may comprise as many as **30 billion devices**
- By **2022**, **6 billion people** will be **vulnerable to cyber-attacks**



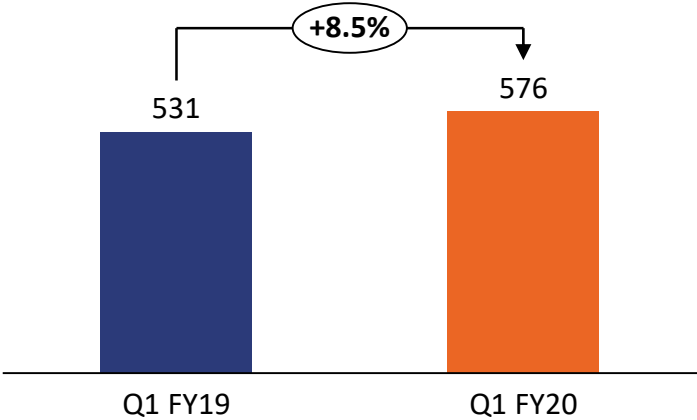
## Q1 FY20 Financials Highlights

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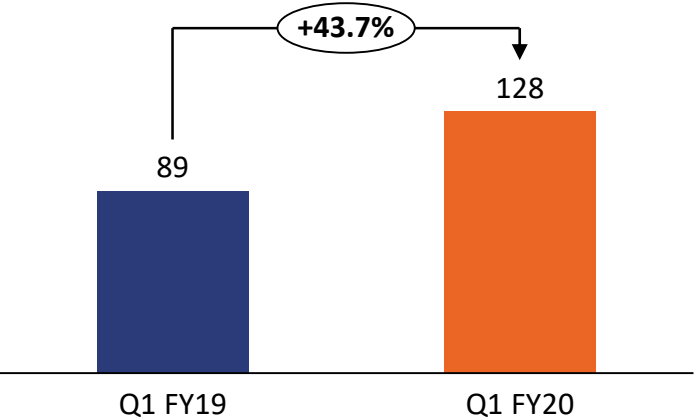


# Q1 FY20 – Quarterly Consolidated Performance Highlights

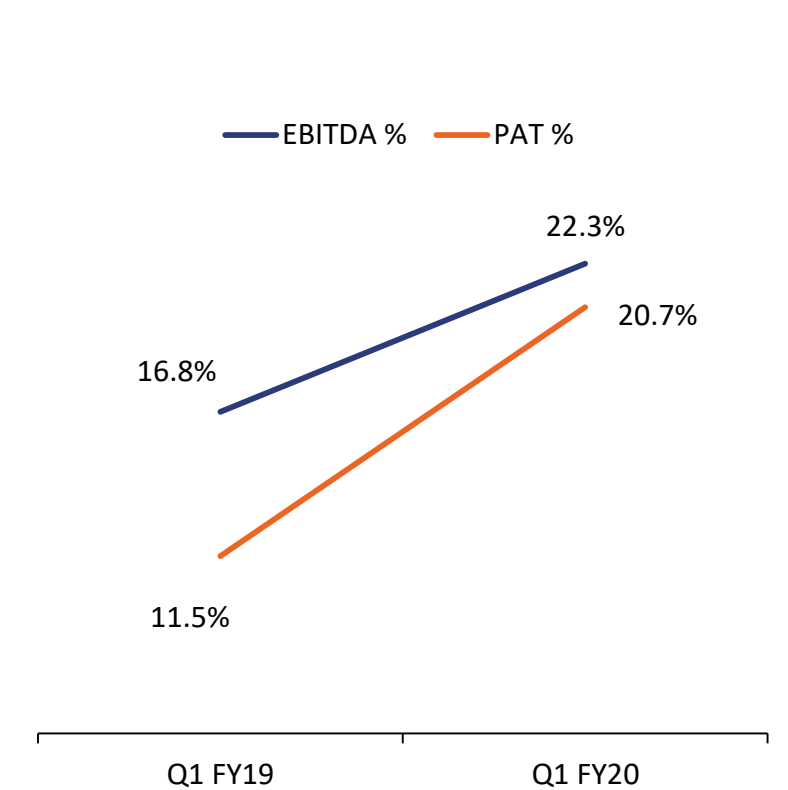
Revenue (Rs. mln)



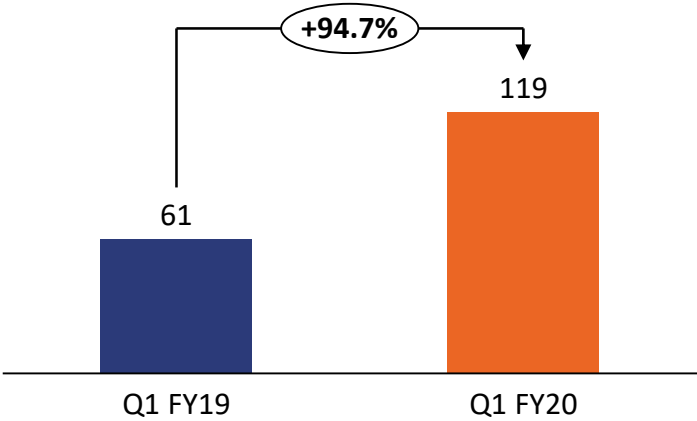
EBITDA (Rs. mln)



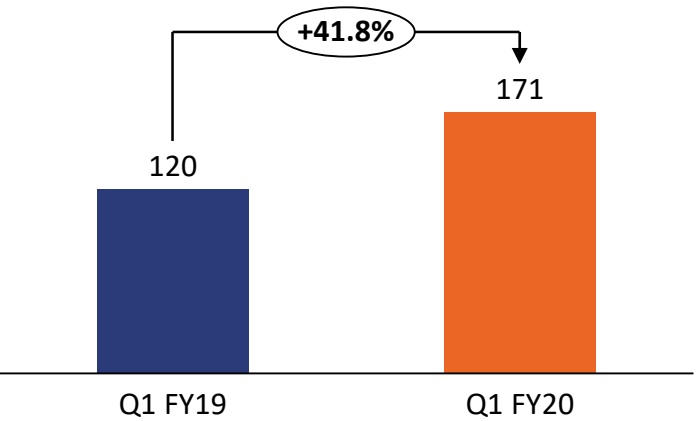
Margins (%)



PAT (Rs. mln)



Cash PAT\* (Rs. mln)

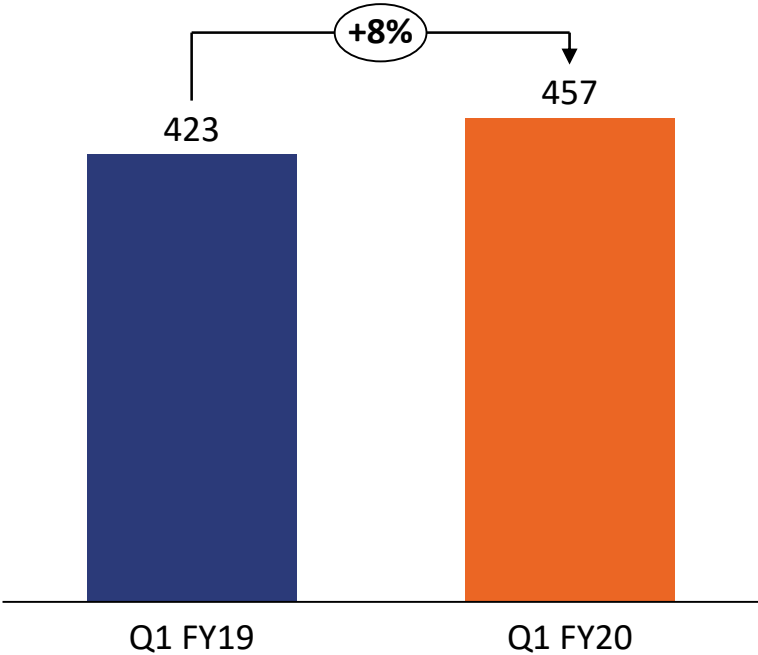


\* Cash PAT = PAT + Depreciation

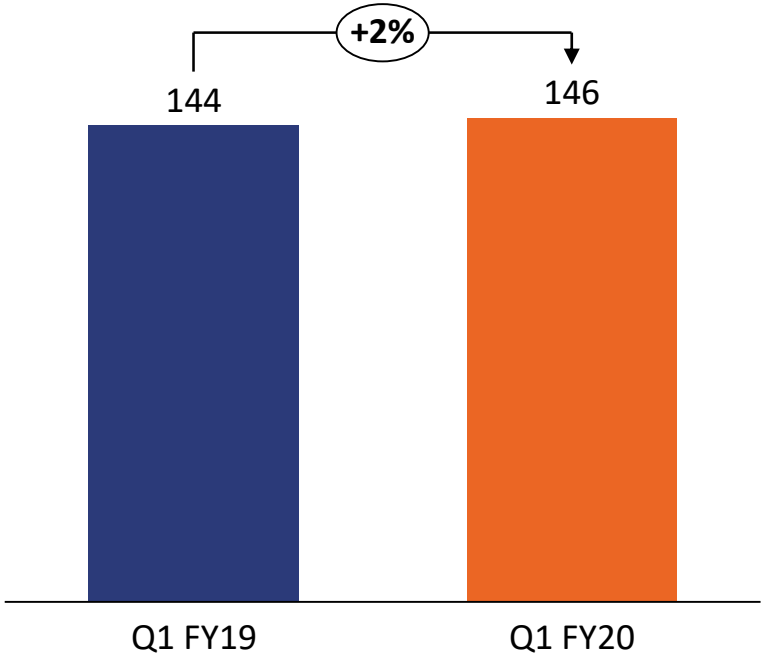
As per Ind AS

# Segment Performance - Revenue Break-up

Retail (Rs. mln)



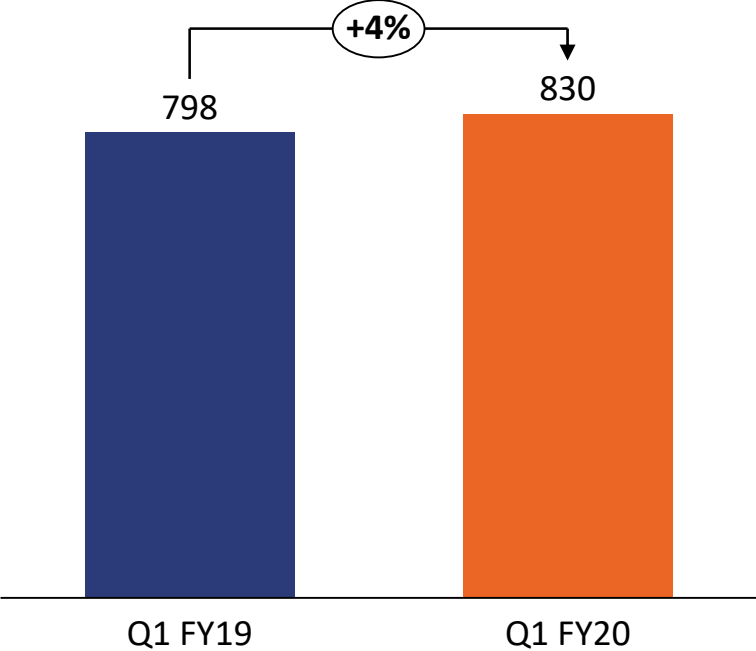
Enterprise & Govt. (Rs. mln)



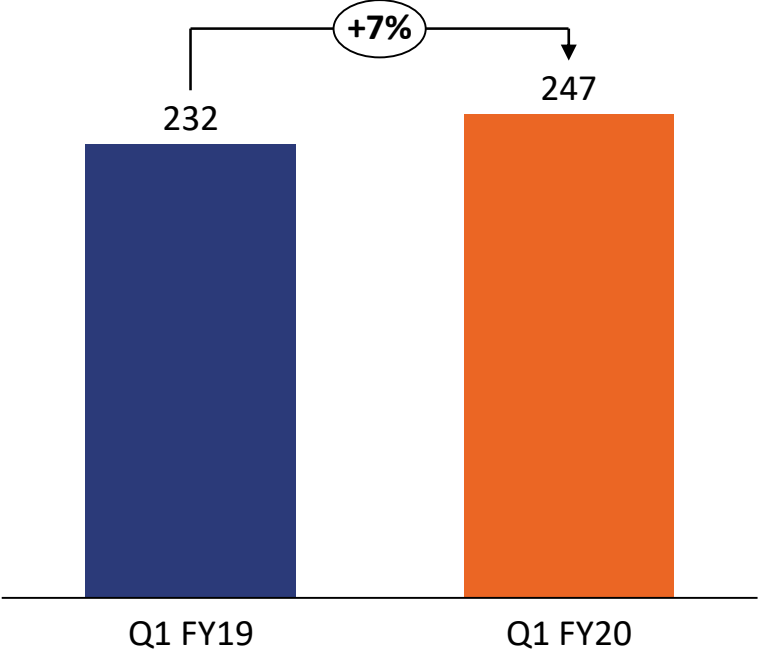
Based on net revenues before adjusting for sales incentives

# Segment Performance - Licenses Sold Analysis

Retail (in 000's)



Enterprise & Govt. (in 000's)



# Q1 FY20 - Profitability Statement

| PARTICULARS (Rs. mln)          | Standalone    |               |                 | Consolidated  |               |                 |
|--------------------------------|---------------|---------------|-----------------|---------------|---------------|-----------------|
|                                | Q1 FY20       | Q1 FY19       | YoY             | Q1 FY20       | Q1 FY19       | YoY             |
| <b>Total Revenue</b>           | <b>571.49</b> | <b>527.88</b> | <b>8.26%</b>    | <b>576.00</b> | <b>530.88</b> | <b>8.50%</b>    |
| Direct Cost                    | 27.49         | 25.48         |                 | 27.21         | 23.11         |                 |
| <b>Gross Profit</b>            | <b>544.00</b> | <b>502.40</b> | <b>8.28%</b>    | <b>548.79</b> | <b>507.77</b> | <b>8.08%</b>    |
| <b>Gross Margin</b>            | <b>95.19%</b> | <b>95.17%</b> | <b>+2 bps</b>   | <b>95.28%</b> | <b>95.65%</b> | <b>-37 bps</b>  |
| Operating Cost                 |               |               |                 |               |               |                 |
| Research and Development (R&D) | 137.90        | 142.31        |                 | 137.90        | 142.31        |                 |
| Sales and Marketing (S&M)      | 132.05        | 149.27        |                 | 135.47        | 153.50        |                 |
| General Administration (G&A)   | 143.92        | 118.10        |                 | 147.18        | 122.73        |                 |
| <b>Total Expenditure</b>       | <b>413.87</b> | <b>409.67</b> |                 | <b>420.55</b> | <b>418.53</b> |                 |
| <b>EBITDA</b>                  | <b>130.13</b> | <b>92.73</b>  | <b>40.33%</b>   | <b>128.24</b> | <b>89.24</b>  | <b>43.70%</b>   |
| <b>EBITDA Margin</b>           | <b>22.77%</b> | <b>17.57%</b> | <b>+520 bps</b> | <b>22.26%</b> | <b>16.81%</b> | <b>+545 bps</b> |
| Depreciation                   | 51.61         | 59.14         |                 | 51.63         | 59.22         |                 |
| <b>EBIT</b>                    | <b>78.52</b>  | <b>33.59</b>  | <b>133.76%</b>  | <b>76.61</b>  | <b>30.02</b>  | <b>155.20%</b>  |
| <b>EBIT Margin</b>             | <b>13.74%</b> | <b>6.36%</b>  | <b>+738 bps</b> | <b>13.30%</b> | <b>5.65%</b>  | <b>+765 bps</b> |
| Other Income                   | 84.27         | 63.75         |                 | 84.46         | 64.09         |                 |
| <b>Profit Before Tax (PBT)</b> | <b>162.79</b> | <b>97.34</b>  |                 | <b>161.07</b> | <b>94.11</b>  |                 |
| Tax                            | 41.93         | 32.93         |                 | 42.09         | 32.99         |                 |
| <b>Profit After Tax (PAT)</b>  | <b>120.86</b> | <b>64.41</b>  | <b>87.64%</b>   | <b>118.98</b> | <b>61.12</b>  | <b>94.67%</b>   |
| <b>PAT Margin</b>              | <b>21.15%</b> | <b>12.20%</b> | <b>+895 bps</b> | <b>20.66%</b> | <b>11.51%</b> | <b>+915 bps</b> |

NOTE: Certain figures have been re-grouped wherever necessary

# Ratio Analysis

| In %                          | Standalone |         | Consolidated |         |
|-------------------------------|------------|---------|--------------|---------|
|                               | Q1 FY20    | Q1 FY19 | Q1 FY20      | Q1 FY19 |
| <b>Expenses</b>               |            |         |              |         |
| Direct Cost / Revenue         | 4.81%      | 4.83%   | 4.72%        | 4.35%   |
| R&D / Revenue                 | 24.13%     | 26.96%  | 23.94%       | 26.81%  |
| S&M / Revenue                 | 23.11%     | 28.29%  | 23.52%       | 28.91%  |
| G&A / Revenue                 | 25.18%     | 22.37%  | 25.55%       | 23.12%  |
| Total Cost / Revenue          | 72.42%     | 77.61%  | 73.01%       | 78.84%  |
|                               |            |         |              |         |
| <b>Margin</b>                 |            |         |              |         |
| Gross Margin                  | 95.19%     | 95.17%  | 95.28%       | 95.65%  |
| EBIDTA                        | 22.77%     | 17.57%  | 22.26%       | 16.81%  |
| EBIT                          | 13.74%     | 6.36%   | 13.30%       | 5.65%   |
| PBT (Before Exceptional Item) | 28.49%     | 18.44%  | 27.96%       | 17.73%  |
| PBT (After Exceptional Item)  | 28.49%     | 18.44%  | 27.96%       | 17.73%  |
| PAT                           | 21.15%     | 12.20%  | 20.66%       | 11.51%  |

# Standalone Balance Sheet

| EQUITY AND LIABILITIES (Rs. mln)      | June 30, 2018   | June 30, 2019   |
|---------------------------------------|-----------------|-----------------|
| <b>Share Holder's Funds:</b>          |                 |                 |
| Equity Share Capital                  | 704.70          | 642.01          |
| Reserves and Surplus                  | 6,731.62        | 5,685.02        |
| <b>Total Shareholder Funds</b>        | <b>7,436.32</b> | <b>6,327.03</b> |
| <b>Non-Current Liabilities</b>        |                 |                 |
| Other Non Current Liabilities         | 14.65           | 19.53           |
| <b>Total Non-Current Liabilities</b>  | <b>14.65</b>    | <b>19.53</b>    |
| <b>Current Liabilities:</b>           |                 |                 |
| Trade and Other Payables              | 279.39          | 368.5           |
| Other Financial Liabilities           | 18.91           | 33.75           |
| Other Current Liabilities             | 100.25          | 122.26          |
| Current tax liabilities (Net)         | 10.67           | 13.03           |
| <b>Total Current Liabilities</b>      | <b>409.22</b>   | <b>537.54</b>   |
| <b>Total Equity &amp; Liabilities</b> | <b>7,860.19</b> | <b>6,884.10</b> |

| ASSETS (Rs mln)                            | June 30, 2018   | June 30, 2019   |
|--------------------------------------------|-----------------|-----------------|
| <b>Non-Current Assets:</b>                 |                 |                 |
| Property, plant and equipment              | 1567.95         | 1602.18         |
| Capital work-in-progress                   | 131.62          | 36.63           |
| Intangible assets                          | 116.40          | 63.64           |
| <b>Non-current financial assets</b>        |                 |                 |
| Investments in MF & Tax-Free Bonds         | 397.69          | 423.89          |
| Loan and Security Deposits                 | 3.61            | 3.75            |
| Bank Balances                              | 2.92            | 3.93            |
| Deferred tax assets (net)                  | 42.93           | 84.76           |
| Other non current assets                   | 65.57           | 92.83           |
| <b>Total Non-Current Assets</b>            | <b>2,328.69</b> | <b>2,311.61</b> |
| <b>Current assets:</b>                     |                 |                 |
| Inventories                                | 48.29           | 36.08           |
| Investment in Mutual Fund                  | 3,014.18        | 2,044.32        |
| Trade and other receivables                | 775.04          | 1028.60         |
| Bank Balances & Cash and Cash Equivalents  | 74.19           | 186.68          |
| Investment in Fixed Deposit                | 1,541.77        | 1,152.55        |
| Loan and security deposits                 | 8.05            | 6.33            |
| Interest accrued on FDR and Tax-Free Bonds | 44.56           | 46.16           |
| Other Current assets                       | 25.42           | 71.77           |
| <b>Total Current Assets</b>                | <b>5,531.50</b> | <b>4,572.49</b> |
| <b>Total Assets</b>                        | <b>7,860.19</b> | <b>6,884.10</b> |

NOTE: Certain figures have been re-grouped wherever necessary

# Consolidated Balance Sheet

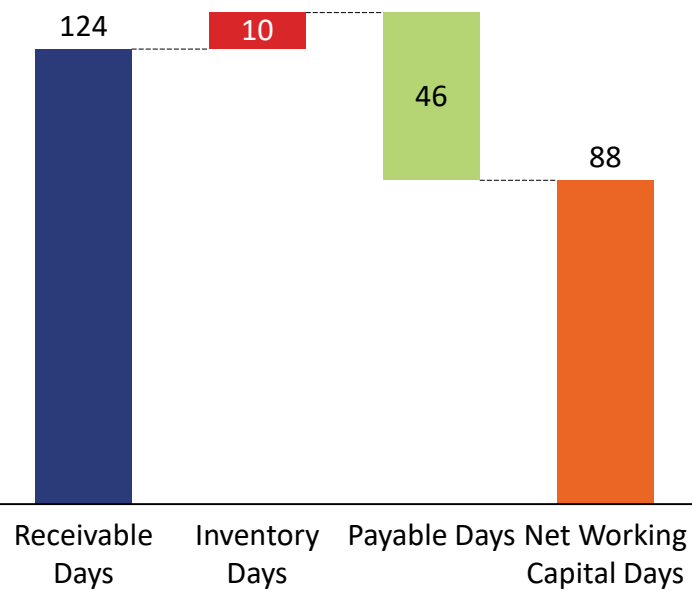
| EQUITY AND LIABILITIES (Rs. mln)      | June 30, 2018   | June 30, 2019   |
|---------------------------------------|-----------------|-----------------|
| <b>Share Holder's Funds:</b>          |                 |                 |
| Equity Share Capital                  | 704.70          | 642.01          |
| Reserves and Surplus                  | 6,597.98        | 5,630.50        |
| <b>Total Shareholder Funds</b>        | <b>7,302.68</b> | <b>6,272.51</b> |
| <b>Non-Current Liabilities</b>        |                 |                 |
| Other Non Current Liabilities         | 14.65           | 19.53           |
| <b>Total Non-Current Liabilities</b>  | <b>14.65</b>    | <b>19.53</b>    |
| <b>Current Liabilities:</b>           |                 |                 |
| Trade and Other Payables              | 283.86          | 371.60          |
| Other Financial Liabilities           | 9.45            | 33.75           |
| Other Current Liabilities             | 100.32          | 128.41          |
| Current tax liabilities (Net)         | 10.84           | 13.27           |
| <b>Total Current Liabilities</b>      | <b>404.47</b>   | <b>547.03</b>   |
| <b>Total Equity &amp; Liabilities</b> | <b>7,721.80</b> | <b>6,839.07</b> |

| ASSETS (Rs mln)                                  | June 30, 2018   | June 30, 2019   |
|--------------------------------------------------|-----------------|-----------------|
| <b>Non-Current Assets:</b>                       |                 |                 |
| Property, plant and equipment                    | 1,568.93        | 1,602.50        |
| Capital work-in-progress                         | 131.62          | 36.63           |
| Intangible assets                                | 116.64          | 63.85           |
| <b>Non-current financial assets</b>              |                 |                 |
| Investments in MF ,Tax-Free Bonds & Subsidiaries | 213.19          | 313.59          |
| Loan and Security Deposits                       | 3.18            | 3.75            |
| Bank Balances                                    | 2.92            | 3.93            |
| Deferred tax assets (net)                        | 42.96           | 84.76           |
| Other non current assets                         | 65.88           | 92.83           |
| <b>Total Non-Current Assets</b>                  | <b>2,145.32</b> | <b>2,201.84</b> |
| <b>Current assets:</b>                           |                 |                 |
| Inventories                                      | 61.70           | 48.89           |
| Investment in Mutual Fund                        | 3,014.18        | 2,044.32        |
| Trade and other receivables                      | 770.41          | 1032.73         |
| Bank Balances & Cash and Cash Equivalent         | 108.90          | 233.05          |
| Investment in Fixed Deposit                      | 1,541.77        | 1,152.55        |
| Loan and security deposits                       | 9.21            | 7.00            |
| Interest accrued on FDR and Tax-Free Bonds       | 44.56           | 46.16           |
| Other Current assets                             | 25.75           | 72.53           |
| <b>Total Current Assets</b>                      | <b>5,576.48</b> | <b>4,637.23</b> |
| <b>Total Assets</b>                              | <b>7,721.80</b> | <b>6,839.07</b> |

NOTE: Certain figures have been re-grouped wherever necessary

# Working Capital Analysis

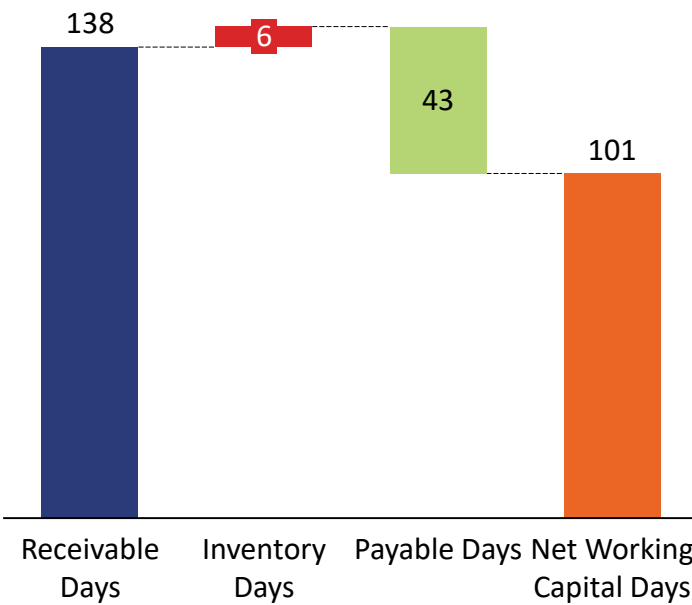
At the end of June 2018\*



\*Note:

- Debtor days = [(Debtors/ Sales) X (91 days)]
- Inventory days = [(Inventory/Sales) X (91 days)]
- Creditor days = [(Creditor/Sales) X (91 days)]

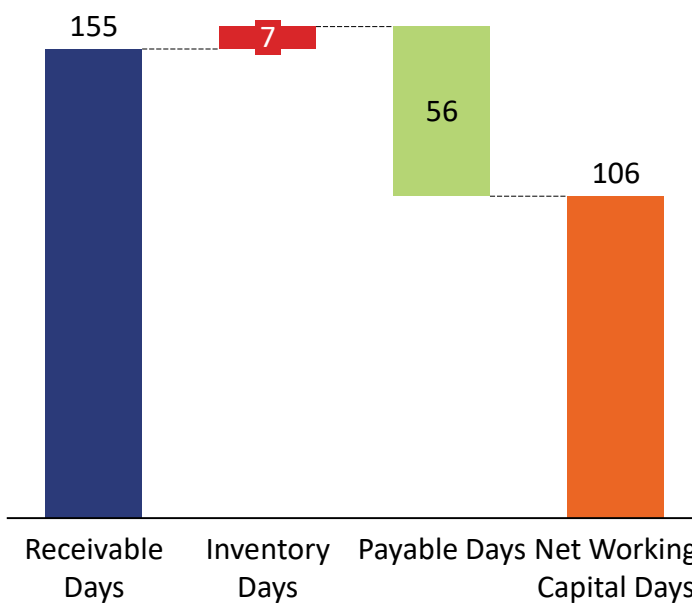
At the end of March 2019\*\*



\*\*Note:

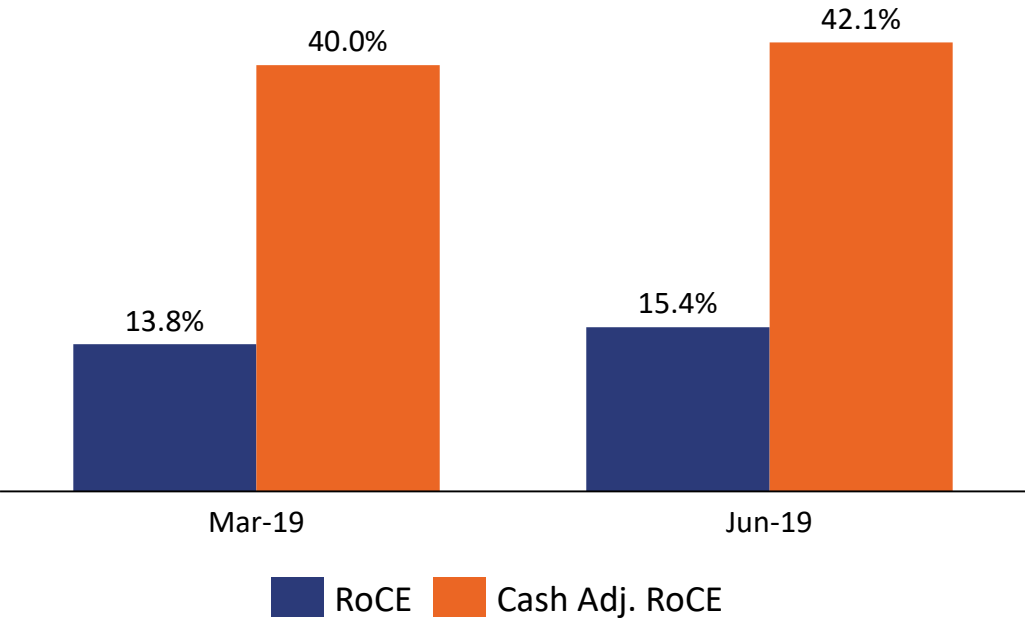
- Debtor days = [(Debtors/ Sales) X (365 days)]
- Inventory days = [(Inventory/Sales) X (365 days)]
- Creditor days = [(Creditor/Sales) X (365 days)]

At the end of June 2019\*

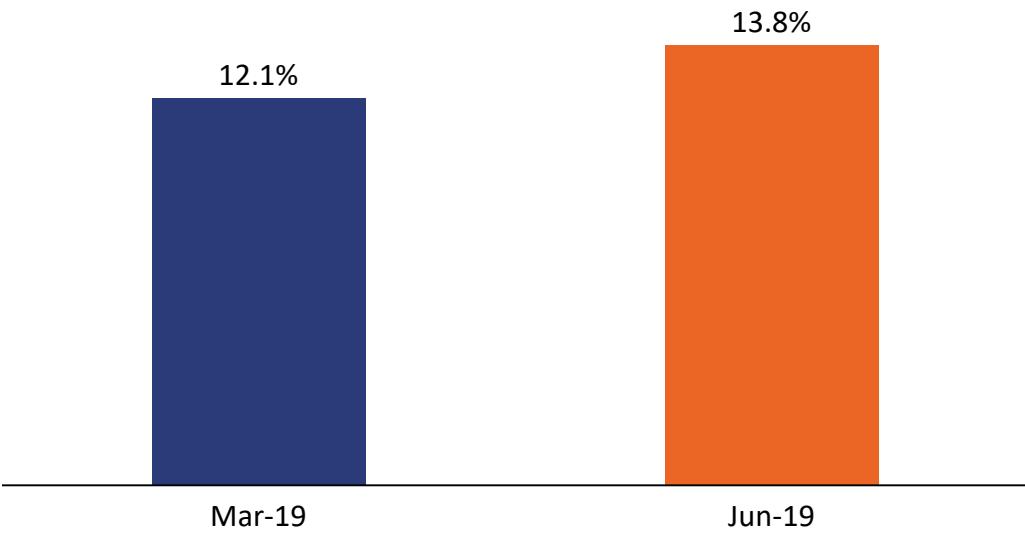


# Consolidated Results – Return Ratio Analysis

Return on Capital Employed (%)\*



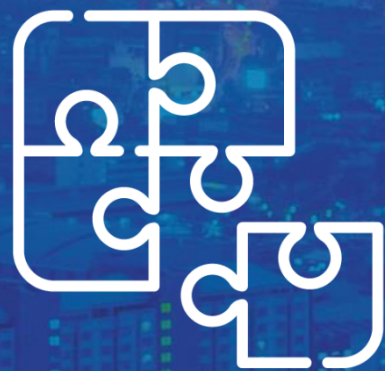
Return on Equity (%)\*



**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



# Historical Financial Performance

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# Consolidated Profitability Statement

| Particulars (Rs. mln)          | FY19            | FY18            | YoY             |
|--------------------------------|-----------------|-----------------|-----------------|
| <b>Total Revenue</b>           | <b>3,149.26</b> | <b>3,183.15</b> | <b>-1.06%</b>   |
| Direct Cost                    | 151.5           | 167.38          |                 |
| <b>Gross Profit</b>            | <b>2,997.76</b> | <b>3,015.77</b> | <b>-0.60%</b>   |
| <b>Gross Margin</b>            | <b>95.19%</b>   | <b>94.74%</b>   | <b>+45 bps</b>  |
| Operating Cost                 |                 |                 |                 |
| Research and Development (R&D) | 541.22          | 558.11          |                 |
| Sales and Marketing (S&M)      | 694.74          | 735.69          |                 |
| General Administration (G&A)   | 482.79          | 518.56          |                 |
| <b>Total Expenditure</b>       | <b>1,718.75</b> | <b>1,812.36</b> |                 |
| <b>EBITDA</b>                  | <b>1,279.01</b> | <b>1,203.41</b> | <b>6.28%</b>    |
| <b>EBITDA Margin</b>           | <b>40.61%</b>   | <b>37.81%</b>   | <b>+281 bps</b> |
| Depreciation                   | 235.49          | 269.27          |                 |
| <b>EBIT</b>                    | <b>1,043.52</b> | <b>934.14</b>   | <b>11.71%</b>   |
| <b>EBIT Margin</b>             | <b>33.14%</b>   | <b>29.35%</b>   | <b>+380 bps</b> |
| Other Income                   | 326.67          | 300.02          |                 |
| <b>PBT</b>                     | <b>1,370.19</b> | <b>1,234.16</b> |                 |
| Tax                            | 451.95          | 404.11          |                 |
| <b>PAT</b>                     | <b>918.24</b>   | <b>830.05</b>   | <b>10.62%</b>   |
| <b>PAT Margin</b>              | <b>29.16%</b>   | <b>26.08%</b>   | <b>+308 bps</b> |

NOTE: Certain figures have been re-grouped wherever necessary

# Consolidated Ratio Analysis

| In %                          | FY19   | FY18   |
|-------------------------------|--------|--------|
| <b>Expenses</b>               |        |        |
| Direct Cost / Revenue         | 4.81%  | 5.26%  |
| R&D / Revenue                 | 17.19% | 17.53% |
| S&M / Revenue                 | 22.06% | 23.11% |
| G&A / Revenue                 | 15.33% | 16.29% |
| Total Cost / Revenue          | 54.58% | 56.94% |
|                               |        |        |
| <b>Margin</b>                 |        |        |
| Gross Margin                  | 95.19% | 94.74% |
| EBIDTA                        | 40.61% | 37.81% |
| EBIT                          | 33.14% | 29.35% |
| PBT (Before Exceptional Item) | 43.51% | 38.77% |
| PBT (After Exceptional Item)  | 43.51% | 38.77% |
| PAT                           | 29.16% | 26.08% |

# Consolidated Balance Sheet

| EQUITY AND LIABILITIES (Rs. mln)          | 31-Mar-19       | 31-Mar-18       |
|-------------------------------------------|-----------------|-----------------|
| <b>Share Holder's Funds:</b>              |                 |                 |
| Equity Share Capital                      | 705.63          | 703.88          |
| Share application money pending allotment | 0.17            | 0.00            |
| Reserves and Surplus                      | 7,191.79        | 6,534.79        |
| <b>Total Shareholder Funds</b>            | <b>7,897.59</b> | <b>7,238.67</b> |
|                                           |                 |                 |
| <b>Non-Current Liabilities</b>            |                 |                 |
| Net employee defined benefit liabilities  | 18.37           | 21.04           |
| Other Non Current Liabilities             | 19.53           | 0.00            |
| <b>Total Non-Current Liabilities</b>      | <b>37.90</b>    | <b>21.04</b>    |
| <b>Current Liabilities:</b>               |                 |                 |
| Trade and Other Payables                  | 387.76          | 327.06          |
|                                           |                 |                 |
| Other Financial Liabilities               | 34.23           | 11.99           |
|                                           |                 |                 |
| Other Current Liabilities                 | 135.87          | 132.60          |
|                                           | 21.22           | 13.10           |
| Net employee defined benefit liabilities  |                 |                 |
| Current Tax Liabilities (Net)             |                 |                 |
|                                           | 13.70           | 62.68           |
| <b>Total Current Liabilities</b>          | <b>592.78</b>   | <b>547.43</b>   |
| <b>Total Equity &amp; Liabilities</b>     | <b>8,528.27</b> | <b>7,807.14</b> |

| ASSETS (Rs mln)                           | 31-Mar-19       | 31-Mar-18       |
|-------------------------------------------|-----------------|-----------------|
| <b>Non-Current Assets:</b>                |                 |                 |
| Property, plant and equipment             | 1,570.04        | 1,611.97        |
| Capital work-in-progress                  | 106.33          | 138.72          |
| Intangible assets                         | 77.08           | 118.54          |
| <b>Non-current financial assets</b>       |                 |                 |
| Investments                               | 296.23          | 175.75          |
| Loan and Security Deposits                | 3.75            | 3.28            |
| Bank Balances                             | 4.04            | 2.92            |
| Deferred tax assets (net)                 | 86.69           | 43.70           |
| Other non current assets                  | 46.06           | 34.04           |
| <b>Total Non-Current Assets</b>           | <b>2,190.22</b> | <b>2,128.92</b> |
| <b>Current assets:</b>                    |                 |                 |
| Inventories                               | 53.94           | 56.24           |
| Investment in Mutual Fund                 | 3,602.17        | 2,889.04        |
| Trade and other receivables               | 1,250.52        | 1,030.88        |
| Bank Balances & Cash and Cash Equivalents | 101.67          | 122.14          |
| Investment in Fixed Deposit               | 1,247.33        | 1,507.24        |
| Loans and Security Deposits               | 7.09            | 8.72            |
| Interest accrued                          | 30.59           | 39.00           |
| Other Current assets                      | 44.74           | 24.96           |
| <b>Total Current Assets</b>               | <b>6,338.05</b> | <b>5,678.22</b> |
| <b>Total Assets</b>                       | <b>8,528.27</b> | <b>7,807.14</b> |

NOTE: Certain figures have been re-grouped wherever necessary

# Standalone Profitability Statement

| Particulars (Rs. mln)                 | FY19            | FY18            | YoY              |
|---------------------------------------|-----------------|-----------------|------------------|
| <b>Total Revenue</b>                  | <b>3,129.03</b> | <b>3,162.22</b> | <b>-1.05%</b>    |
| Direct Cost                           | 153.23          | 164.43          |                  |
| <b>Gross Profit</b>                   | <b>2,975.80</b> | <b>2,997.79</b> | <b>-0.73%</b>    |
| <b>Gross Margin</b>                   | <b>95.10%</b>   | <b>94.80%</b>   | <b>+30 bps</b>   |
| Operating Cost                        |                 |                 |                  |
| Research and Development (R&D)        | 541.22          | 558.11          |                  |
| Sales and Marketing (S&M)             | 674.67          | 706.18          |                  |
| General Administration (G&A)          | 465.77          | 496.19          |                  |
| <b>Total Expenditure</b>              | <b>1,681.66</b> | <b>1,760.48</b> |                  |
| <b>EBITDA</b>                         | <b>1,294.14</b> | <b>1,237.31</b> | <b>4.59%</b>     |
| <b>EBITDA Margin</b>                  | <b>41.36%</b>   | <b>39.13%</b>   | <b>+ 223 bps</b> |
| Depreciation                          | 235.27          | 268.82          |                  |
| <b>EBIT</b>                           | <b>1,058.87</b> | <b>968.49</b>   | <b>9.33%</b>     |
| <b>EBIT Margin</b>                    | <b>33.84%</b>   | <b>30.63%</b>   | <b>+321 bps</b>  |
| Other Income                          | 325.00          | 298.75          |                  |
| <b>PBT (Before Exceptional Items)</b> | <b>1,383.87</b> | <b>1,267.24</b> |                  |
| Exceptional Items                     | 93.17           | 75.09           |                  |
| <b>PBT (After Exceptional Items)</b>  | <b>1290.70</b>  | <b>1192.15</b>  |                  |
| Tax                                   | 451.06          | 403.37          |                  |
| <b>PAT</b>                            | <b>839.64</b>   | <b>788.78</b>   | <b>6.45%</b>     |
| <b>PAT Margin</b>                     | <b>26.83%</b>   | <b>24.94%</b>   | <b>+189 bps</b>  |

NOTE: Certain figures have been re-grouped wherever necessary

# Standalone Ratio Analysis

| In %                           | FY19   | FY18   |
|--------------------------------|--------|--------|
| Expenses                       |        |        |
| Direct Cost / Revenue          | 4.90%  | 5.20%  |
| R&D / Revenue                  | 17.30% | 17.65% |
| S&M / Revenue                  | 21.56% | 22.33% |
| G&A / Revenue                  | 14.89% | 15.69% |
| Total Cost / Revenue           | 53.74% | 55.67% |
|                                |        |        |
| Margin                         |        |        |
| Gross Margin                   | 95.10% | 94.80% |
| EBIDTA                         | 41.36% | 39.13% |
| EBIT                           | 33.84% | 30.63% |
| PBT (Before Exceptional Items) | 44.23% | 40.07% |
| PBT (After Exceptional Items)  | 41.25% | 37.70% |
| PAT                            | 26.83% | 24.94% |

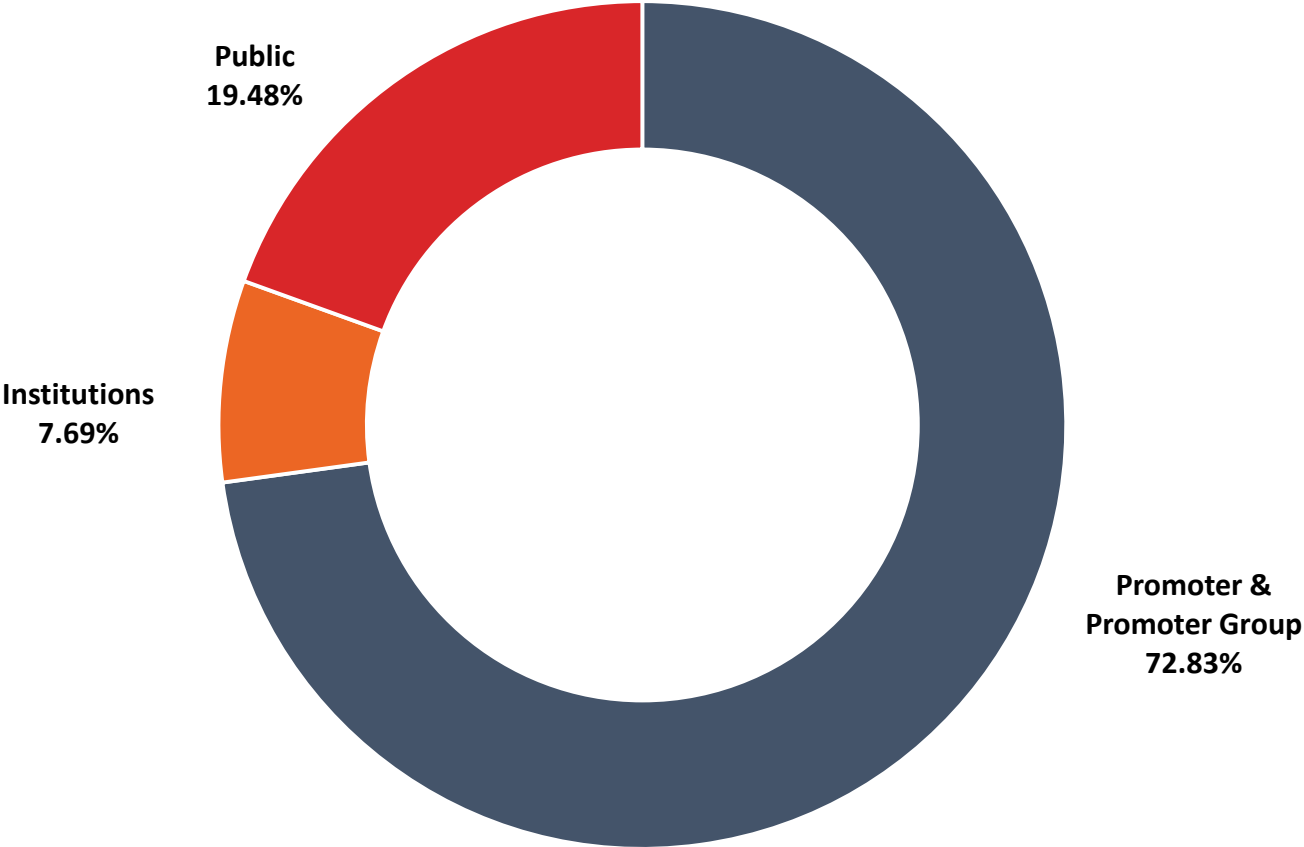
# Standalone Balance Sheet

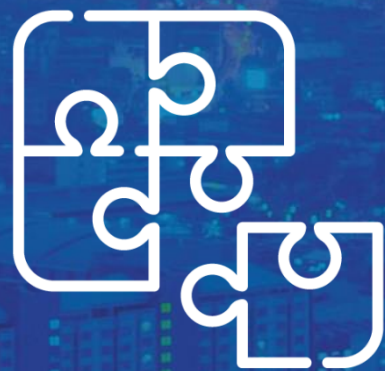
| EQUITY AND LIABILITIES (Rs. mln)          | 31-Mar-19       | 31-Mar-18       |
|-------------------------------------------|-----------------|-----------------|
| <b>Share Holder's Funds:</b>              |                 |                 |
| Equity Share Capital                      | 705.63          | 703.88          |
| Share application money pending allotment | 0.17            | 0.00            |
| Reserves and Surplus                      | 7,243.12        | 6,667.44        |
| <b>Total Shareholder Funds</b>            | <b>7,948.92</b> | <b>7,371.32</b> |
|                                           |                 |                 |
| <b>Non-Current Liabilities</b>            |                 |                 |
| Net employee defined benefit liabilities  | 18.37           | 21.04           |
| Other non current liabilities             | 19.53           | 0.00            |
| <b>Total Non-Current Liabilities</b>      | <b>37.90</b>    | <b>21.04</b>    |
| <b>Current Liabilities:</b>               |                 |                 |
| Trade and Other Payables                  | 384.83          | 322.72          |
|                                           |                 |                 |
| Other Financial Liabilities               | 34.23           | 15.61           |
|                                           |                 |                 |
| Other Current Liabilities                 | 131.49          | 131.24          |
|                                           | 21.12           | 13.10           |
| Net employee defined benefit liabilities  |                 |                 |
| Current Tax Liabilities (Net)             |                 |                 |
|                                           | 13.03           | 62.08           |
| <b>Total Current Liabilities</b>          | <b>584.70</b>   | <b>544.75</b>   |
| <b>Total Equity &amp; Liabilities</b>     | <b>8,571.52</b> | <b>7,937.11</b> |

| ASSETS (Rs mln)                           | 31-Mar-19       | 31-Mar-18       |
|-------------------------------------------|-----------------|-----------------|
| <b>Non-Current Assets:</b>                |                 |                 |
| Property, plant and equipment             | 1,569.69        | 1,610.96        |
| Capital work-in-progress                  | 106.33          | 138.72          |
| Intangible assets                         | 76.86           | 118.31          |
| <b>Non-current financial assets</b>       |                 |                 |
| Investments                               | 406.53          | 360.25          |
| Loan and Security Deposits                | 3.75            | 3.18            |
| Bank Balances                             | 4.04            | 2.92            |
| Deferred tax assets (net)                 | 86.69           | 43.70           |
| Non-current tax assets (net)              | 46.06           | 34.04           |
| <b>Total Non-Current Assets</b>           | <b>2,299.95</b> | <b>2,312.08</b> |
| <b>Current assets:</b>                    |                 |                 |
| Inventories                               | 41.41           | 47.15           |
| Investment in Mutual Fund                 | 3,602.17        | 2,889.04        |
| Trade and other receivables               | 1248.55         | 1,027.41        |
| Bank Balances & Cash and Cash Equivalents | 51.74           | 83.47           |
| Investment in Fixed Deposit               | 1,247.33        | 1,507.24        |
| Loans and Security Deposits               | 6.43            | 8.13            |
| Interest accrued                          | 30.60           | 39.00           |
| Other Current assets                      | 43.34           | 23.59           |
| <b>Total Current Assets</b>               | <b>6,271.57</b> | <b>5,625.03</b> |
| <b>Total Assets</b>                       | <b>8,571.52</b> | <b>7,937.11</b> |

NOTE: Certain figures have been re-grouped wherever necessary

# Shareholding Structure – June 2019





# Future Strategy

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## Enhanced Product Offerings

- Plan to push presence in mid-sized market on the back of new and enhanced product offerings
- Continue to innovate and add new products to the portfolio

## Offer Customised Solutions

- Offer customised security solutions to organisations across multiple industries, as well as to explore cross-selling and upselling opportunities of matured products

## Sustain Market Share

- On the retail side, our focus will be to sustain the market share in the retail segment and create a demand for the newly launched Quick Heal Home Security

## International Expansion

- Focus on international expansions through consistent brand building and marketing efforts
  - Looking forward towards exploring opportunities in Africa, Middle-East and South-East Asia.
-

**Quick Heal**

*Security Simplified*

CIN No: L72200MH1995PLC091408

**Company Secretary**

Mr. Srinivas Anasingaraju

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**Chief Financial Officer**

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# THANK YOU!



**Independent Auditor's Review Report on Consolidated Unaudited Quarterly 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 June 30, 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 June 30, 2018, 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 and based on the consideration of the review reports of the branch auditors and other auditors referred to in paragraph 6 below, 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. We draw attention to note 3 of the consolidated financial results, wherein it is stated that the Company has received notice of demand of service tax under the provision of the Finance Act, 1994 amounting to INR 1,610.50 million (excluding penalty of INR 626.97) for the period from March 01, 2011 to June 30, 2017.

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

7. The consolidated unaudited financial results includes the interim financial information of four subsidiaries which have not been reviewed by their auditors, whose interim financial information reflect total revenue of Rs. 9.00 million, total net loss after tax of Rs. 1.80 million and total comprehensive loss of Rs. 1.80 million for the quarter ended June 30, 2019, respectively as considered in the consolidated unaudited financial results. According to the information and explanations given to us by the Management, these interim financial informations are not material to the Group.

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

8. The statement of the Group for the quarter and 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 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

Partner

Membership No.111700

UDIN: 19111700AAAABJ9213



Place: Pune

Date: August 08, 2019

**Independent Auditor's Review Report on unaudited quarterly 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 June 30, 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.



# MSKA

## & Associates

Chartered Accountants

5. We draw attention to note 2 of the standalone financial results, wherein it is stated that the Company has received notice of demand of service tax under the provision of the Finance Act, 1994 amounting to INR 1,610.50 million (excluding penalty of INR 626.97) for the period from March 01, 2011 to June 30, 2017.

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

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

The statement of the Company for the quarter ended June 30, 2018 was reviewed by another reviewer whose report dated August 08, 2018 expressed an unmodified opinion on those statements.

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

For MSKA & Associates

Chartered Accountants

ICAI Firm Registration No.105047W

  
Nitish Manohar Juman

Partner

Membership No. 111700

UDIN: 19111700AAAABI8122



Place: Pune

Date: August 08, 2019