Quick Heal
Security Simplified

Quick Heal Technologies Ltd.
(Formerly Known as Quick Heal Technologies Pvt. Ltd.)
Regd. Office: Marvel Edge, Office No. 7010 C & D,
7th Floor, Viman Nagar, Pune 411014,
Tel.: +91 206681 3232 Email : info@quickheal.com
CIN - L72200MH1995PLC091408

Ref No.: QHTL/Sec/SE/2018-19/44

12th November, 2018

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 12th November, 2018

Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on 12th November, 2018 which commenced at 03:00 PM and concluded at 7:52 PM, has approved following:

1. Unaudited Standalone Financial Results of the Company for the quarter and half year ended 30th September, 2018.
2. A copy of the Press Release being issued in respect of aforesaid financial results.
3. Result Presentation in respect of aforesaid financial results.
4. Pursuant to Regulation 33 of SEBI Regulations, we have enclosed herewith Limited Review Report for the Unaudited Standalone Financial Results of the Company for the quarter and half year ended 30th September, 2018, from our Statutory Auditors, M/s S R B C & CO LLP, Chartered Accountants.

This is for your information and records.

For Quick Heal Technologies Limited

Raghav Mulay
Company Secretary

Encl: As Above

Quick Heal Technologies Limited (Formerly known as Quick Heal Technologies Pvt. Ltd.)

QUICK HEAL TECHNOLOGIES LIMITED

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

STATEMENT OF STANDALONE ASSETS AND LIABILITIES AS AT SEPTEMBER 30, 2018

	As at September 30, 2018 (Unaudited)	As at March 31, 2018 (Audited)
Assets		
Non-current assets		
(a) Property, plant and equipment	1,651.20	1,610.96
(b) Capital work-in-progress	-	138.72
(c) Intangible assets	101.93	118.31
(d) Investments in subsidiaries	147.16	184.50
(e) Financial assets		
(i) Investments	194.80	175.75
(ii) Loans and security deposits	3.81	3.18
(iii) Other financial assets	3.97	2.92
(f) Deferred tax assets (net)	77.51	43.70
(g) Income tax assets (net)	26.74	33.90
(h) Other non-current assets	0.13	0.14
	2,207.25	**2,312.08**
Current assets		
(a) Inventories	47.01	47.15
(b) Financial assets		
(i) Investments	3,123.02	2,889.04
(ii) Trade receivables	1,168.79	1,027.41
(iii) Cash and cash equivalents	114.94	83.47
(iv) Bank balances other than (iii) above	1,478.48	1,507.24
(v) Loans and security deposits	8.26	8.13
(vi) Interest accrued	37.54	39.00
(c) Other current assets	41.14	23.59
	6,019.18	**5,625.03**
Total assets	**8,226.43**	**7,937.11**
Equity and liabilities		
Equity		
(a) Equity share capital	704.89	703.88
(b) Share application money pending allotment	0.29	-
(c) Other equity	6,829.49	6,667.44
Total equity	**7,534.67**	**7,371.32**
Liabilities		
Non-current liabilities		
(a) Net employee defined benefit liabilities	14.64	21.04
(b) Other non-current liabilities	19.33	-
	33.97	**21.04**
Current liabilities		
(a) Financial liabilities		
(i) Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises	-	-
(b) Total outstanding dues creditors other than micro enterprises and enterprises	392.64	322.72
(ii) Other financial liabilities	20.05	15.61
(b) Other current liabilities	162.08	131.24
(c) Net employee defined benefit liabilities	16.11	13.10
(d) Income tax liabilities (net)	66.91	62.08
	657.79	**544.75**
Total liabilities	**691.76**	**565.79**
Total equity and liabilities	**8,226.43**	**7,937.11**

Quick Heal Technologies Limited (Formerly known as Quick Heal Technologies Pvt. Ltd.) Pune

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 FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2018

(INR in million)

Sr. No.	Particulars	Standalone					
		Quarter ended			Six month ended		Year ended
		September 30, 2018 (Unaudited)	June 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	September 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	March 31, 2018 (Audited)
1	**Income**						
	Revenue from operations	1,088.56	527.88	1,045.32	1,616.44	1,342.54	3,162.22
	Other income	86.35	63.75	56.94	150.10	111.57	298.75
	Total income	**1,174.91**	**591.63**	**1,102.26**	**1,766.54**	**1,454.11**	**3,460.97**
2	**Expenses**						
	Cost of raw materials consumed	10.31	1.80	1.59	12.11	3.99	10.55
	Purchase of security software products	41.42	19.22	17.22	60.64	24.75	93.96
	Increase / (decrease) in inventories of security software products	(5.36)	(2.94)	22.64	(8.30)	22.41	22.02
	Employee benefits expense	243.51	250.87	256.93	494.38	512.65	996.76
	Depreciation and amortisation expense	60.12	59.14	67.63	119.26	131.73	268.82
	Other expenses	195.90	166.20	144.02	362.10	333.72	801.62
	Total expenses	**545.90**	**494.29**	**510.03**	**1,040.19**	**1,029.25**	**2,193.73**
3	**Profit / (loss) before exceptional items and tax (1-2)**	**629.01**	**97.34**	**592.23**	**726.35**	**424.86**	**1,267.24**
4	Exceptional items (refer note 4)	50.00	-	-	50.00	-	75.09
5	**Profit / (loss) before tax (3-4)**	**579.01**	**97.34**	**592.23**	**676.35**	**424.86**	**1,192.15**
6	**Tax expense**						
	Current tax						
	Pertaining to profit for the current period	191.27	29.69	179.11	220.96	127.11	363.68
	Adjustments of tax relating to earlier periods (Net)	14.71	-	-	14.71	-	-
	Deferred tax	(4.01)	3.24	20.40	(0.77)	15.88	39.69
	Total tax expense	**201.97**	**32.93**	**199.51**	**234.90**	**142.99**	**403.37**
7	**Profit / (loss) for the period (5-6)**	**377.04**	**64.41**	**392.72**	**441.45**	**281.87**	**788.78**
8	**Other comprehensive income, net of tax**						
	Other comprehensive income not to be reclassified to profit or loss in subsequent periods:						
	Re-measurement of defined benefit plans	1.36	(4.69)	2.55	(3.33)	0.13	7.35
	Net (loss) or gain on FVTOCI assets (refer note 4)	(29.52)	-	-	(29.52)	-	(37.13)
	Total other comprehensive income	**(28.16)**	**(4.69)**	**2.55**	**(32.85)**	**0.13**	**(29.78)**
9	**Total comprehensive income (after tax) (7+8)**	**348.88**	**59.72**	**395.27**	**408.60**	**282.00**	**759.00**
10	Paid-up equity share capital (face value of INR 10 each)	704.89	704.70	701.89	704.89	701.89	703.88
11	Other equity (as per balance sheet of previous accounting year)						6,667.44
12	**Earnings per share of INR 10 each:** (not annualised except for the year ended March)						
	a) Basic	5.35	0.91	5.60	6.26	4.02	11.23
	b) Diluted	5.34	0.91	5.58	6.25	4.00	11.20

Quick Heal Technologies Limited (Formerly known as Quick Heal Technologies Pvt. Ltd.) Pune

QUICK HEAL TECHNOLOGIES LIMITED
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CIN: L72200MH1995PLC091408

STATEMENT OF FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2018

Notes to financial results

1 The above financials results for the quarter and six month ended September 30, 2018 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 meetings held on November 12, 2018.

2 During the earlier periods, the Company had received statements of demands of service tax under the provisions of Finance Act, 1994 for INR 1,223.07 million (excluding penalty of INR 626.97 million and pre-deposit if any) covering the period from March 01, 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 01, 2011 to March 31, 2014 and with the Customs, Excise and Service Tax Appellate Tribunal, Mumbai for the period April 01, 2014 to March 31, 2016. Based on technical circular issued by the government authorities and an independent legal opinion, the Company is confident of getting this claim set aside and accordingly no provision has been considered necessary in this regard and also for the subsequent period till June 30, 2017 (before implementation of GST).

In addition to above, during the earlier period, the Company had received letter for submission of the sales information pertaining to period April 01, 2016 to March 31, 2017 and from April 01, 2017 to June 30, 2017 respectively. Accordingly, the Company had submitted the required information during the earlier periods.

3 Effective April 1, 2018, the Company has adopted Ind AS 115 revenue from contracts with customers under the modified retrospective approach without adjustment of comparatives. The standards is applied to contracts that remains in force as at April 01, 2018. The application of the standards did not have any significant impact on the retain earnings as at April 01, 2018 and financial results for the current quarter and six month ended.

4 **Impairment of investments**

Included in exceptional items

Particulars	Quarter ended			Six month ended		Year ended
	September 30, 2018 (Unaudited)	June 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	September 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	March 31, 2018 (Audited)
Impairment of investment in wholly owned subsidiaries	50.00	-	-	50.00	-	75.09

Further, the decline in fare value of investment of INR 29.52 million (March 31, 2018; INR 37.13 million) has been included in Other Comprehensive income.

5 The Company is engaged in providing security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. retail, enterprise & government and mobile. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Company has structured its operations into one operating segment viz. anti-virus and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".

6 Post implementation of Goods and Services Tax (GST) w.e.f. July 1, 2017, "Revenue from operations" has been disclosed net of GST.

For and on behalf of the Board of Directors

Kailash Katkar
Managing Director
& Chief Executive Officer

Place: Pune
Date: November 12, 2018

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

ABRIDGED STATEMENT OF FINANCIAL RESULTS

(INR in million)

Sr. No.	Particulars	Standalone					
		Quarter ended			Six month ended		Year ended
		September 30, 2018 (Unaudited) (Refer note 2)	June 30, 2018 (Unaudited)	September 30, 2017 (Unaudited) (Refer note 2)	September 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	March 31, 2018 (Audited)
1	Total income from operations (net)	1,088.56	527.88	1,045.32	1,616.44	1,342.54	3,162.22
2	Net profit/(loss) for the period before tax (before exceptional items)	629.01	97.34	592.23	726.35	424.86	1,267.24
3	Net profit/(loss) for the period before tax (after exceptional items)	579.01	97.34	592.23	676.35	424.86	1,192.15
4	Net profit/(loss) for the period after tax (after exceptional items)	377.04	64.41	392.72	441.45	281.87	788.78
5	Total Comprehensive Income for the period [comprising profit/(loss) for the period (after tax) and other comprehensive income (after tax)]	348.88	59.72	395.27	408.60	282.00	759.00
6	Reserves (excluding Revaluation Reserve as shown in the Balance Sheet of previous year)	-	-	-	-	-	6,667.44
7	Equity share capital (Face value of ₹ 10 each)	704.89	704.70	701.89	704.89	701.89	703.88
8	Earnings per share (before and after extraordinary items) (of ₹10 each) - not annualised						
	Basic:	5.35	0.91	5.60	6.26	4.02	11.23
	Diluted:	5.34	0.91	5.58	6.25	4.00	11.20

Notes:

1 The above is an extract of the detailed format of Half year and Quarter Financial Results filed with the Stock Exchange under Regulation 33 of the Securities and Exchange Board of India ('SEBI') (Listing obligations and Disclosure Requirements ('LODR') Regulations, 2015. The full format of the audited standalone financial results of the Company are available on the Stock Exchange's website (**www.bseindia.com** and **www.nseindia.com**) and also on the Company's website - **www.quickheal.co.in.**

2 The above financials results for the quarter and six month ended September 30, 2018 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 meetings held on November 12, 2018.

For and on behalf of the Board of Directors
Sd/-
Kailash Katkar
Managing Director
& Chief Executive Officer

Place: Pune
Date: November 12, 2018

S R B C & CO LLP
Chartered Accountants

C - 401, 4th Floor
Panchshil Tech Park, Yerwada
(Near Don Bosco School)
Pune - 411 006, India
Tel : +91 20 6603 6000

Limited Review Report - Ind AS Standalone Financial Results

Review Report to
The Board of Directors
Quick Heal Technologies Limited

1. We have reviewed the accompanying statement of unaudited standalone Ind AS financial results of Quick Heal Technologies Limited (the 'Company') for the quarter ended September 30, 2018 and year to date from April 01, 2018 to September 30, 2018 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular').

2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, read with the Circular is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to express a conclusion on the Statement based on our review.

3. We conducted our review in accordance with the Standard on Review Engagements (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 Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and 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, prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of the Regulation, read with the Circular, including the manner in which it is to be disclosed, or that it contains any material misstatement.

SRBC & CO LLP ★ CHARTERED ACCOUNTANTS ★ SRBc

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S R B C & CO LLP
Chartered Accountants

5. We draw attention to note 2 of the Statement, wherein it is stated that the Company had received statements of demand of service tax under the provision of Finance Act, 1994 for INR 1,223.07 million (excluding penalty of INR 626.97 million) for the period from March 01, 2011 to March 31, 2016. Our conclusion is not qualified in respect of this matter.

For S R B C & CO LLP
Chartered Accountants
ICAI Firm registration number: 324982E/E300003

per Tridevlal Khandelwal
Partner
Membership No.: 501160

Place: Pune
Date: November 12, 2018

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FOR IMMEDIATE RELEASE

Quick Heal Technologies Limited reports 20% increase in revenue during H1 FY19

- Revenue grew YoY by 20% to Rs. 1,622 million
- EBITDA grew YoY by 58% to Rs. 686 million with a Margin of 42%
- PAT grew YoY by 77% to Rs. 482 million with an improvement in Margin to 30%

PUNE, November 12, 2018: Quick Heal Technologies Limited ("Quick Heal"), India's leading IT Security Software Products and Solutions provider, reported its reviewed and un-audited results for the quarter and half year ending 30th September 2018.

Consolidated Financial Highlights:

Particulars (Rs. million)	H1 FY19	H1 FY18	YoY Change
Revenue	1,622.20	1,353.79	19.83%
EBITDA	685.71	434.27	57.90%
EBITDA Margin	42.27%	32.08%	+1,019 bps
PAT	482.14	271.74	77.43%
PAT Margin	29.72%	20.07%	+965 bps

Segmental Performance for the half year ended 30th September 2018

- Retail segment revenue up 20% to Rs. 1,379 million as compared to Rs.1,154 million in the corresponding period of the previous year
  - ✓ Contributes 80% to Total Revenue

- Enterprise and Government segment revenue up 8% to Rs. 335 million as compared to Rs. 309 million in the corresponding period previous year
  - ✓ Contributes 20% to Total Revenue

Mr. Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited, said; "There has been a steady momentum in the business which is visible from our H1FY19 performance. We have been actively engaging with the channel ecosystem, which has resulted in a better performance in Retail as well as Enterprise & Government segment. The Retail segment has grown by 20% on YoY basis whereas the Enterprise segment has grown by 8% on YoY basis. We continue to remain focused on the growth of both retail and enterprise segments and are confident of continuing on the growth path in the coming quarters."

Mr. Nitin Kulkarni, Chief Financial Officer, Quick Heal Technologies Limited, added "We have been actively working on various strategies to fuel growth in the business and at the same time also maintain strict cost controls. The strategy has paid off in H1 FY19, wherein we have witnessed 20% growth in revenues and increase in EBITDA and PAT margins by 1,019 bps and 965 bps respectively."

Mr. Vijay Mhaskar, Chief Operating Officer, Quick Heal Technologies Limited, commented "The cyber threat landscape has been presenting new challenges every day and to ensure security of the digital world, we have been regularly enhancing the features of our existing products as well as launching new products to counter the threat landscape. The launch of Secure Web Gateway is a testimony to our commitment and ability to create customised solutions for the diversified needs of our customers. We are constantly working towards faster growth in Enterprise & Government segment and are confident of replicating our success of retail business on the Enterprise side as well."

Awards and Accreditations:-

- Seqrite Endpoint Security certified as 'Approved Corporate Endpoint Protection for Windows' by 'AV-Test'

About Quick Heal Technologies Limited

Quick Heal Technologies Limited is one of the leading providers of IT security software products and solutions in India. Incorporated in 1995 with a registered office in Pune, Quick Heal has a network of over 23,500+ channel partners as on 30th September 2018. It conducts sales and marketing activities across India.

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

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

Safe Harbor Statement

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

For further details please contact

Company	Investor Relations Advisors
Quick Heal Technologies Limited CIN No: L72200MH1995PLC091408 Mr. Akash Gosavi Email Id: akash.gosavi@quickheal.co.in Tel. No.: +91 020 6681 3287	**Strategic Growth Advisors Pvt. Ltd.** CIN No: U74140MH2010PTC204285 Mr. Jigar Kavaiya / Mr. Rahul Agarwal Email Id: jigar.kavaiya@sgapl.net rahul.agarwal@sgapl.net Tel No: +91 77383 59389 / +91 79770 90416

Quick Heal

Investor Presentation

November 2018

Safe Harbor

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.

Value Proposition

20+ Years of Quick Heal Technologies…

Our Brands

Quick Heal
Security Simplified

SEQRITE

Business Segments

Home and SOHO

SME

Government and Enterprise

Platforms

Desktop

Laptop

Mobile

Notepad

Server

34% Market Share in Retail Segment in India	**8.8 Mn+** Number of Active Licenses globally
32,000+ Enterprise Customers	**4** No. of Patents in US
23,500+ No. of Partners in India	**40 Countries** Global Presence

* Market Share Source : Zinnov Research

...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

Quick Heal
Security Simplified

SEQRITE

Retail

- 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

Mobile

- Quick Heal Total Security for Android
- Quick Heal Antivirus for Mobile
- Quick Heal Mobile Security for Android
- Quick Heal Tablet Security for Android
- Fonetastic Pro
- Quick Heal Optimizer for iOS
- Quick Boost for iOS

SME / Enterprise

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

Enhance and Innovate Computer and Network Security Solutions through Strong Customer-focused Approach

...supported by Skilled Professionals

Sales and Marketing Team

311 members

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

Research & Development Team

360 members

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

Technical Support Team

206 members

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

Product Management Team
Ensures that we build the Right Products for the Right Markets at the Right Time

Internet of Things (IoT) Security Team
Creating solutions to ensure all your connected devices are secure

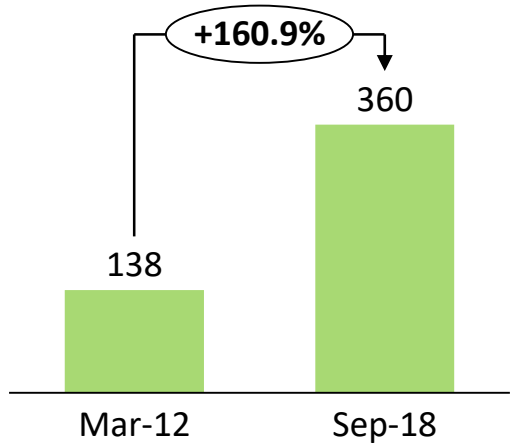
Product Development Team
Designing & building cutting edge products & solutions

Incidence Response Team
Ensures customers are unaffected by critical attacks/outages by responding promptly

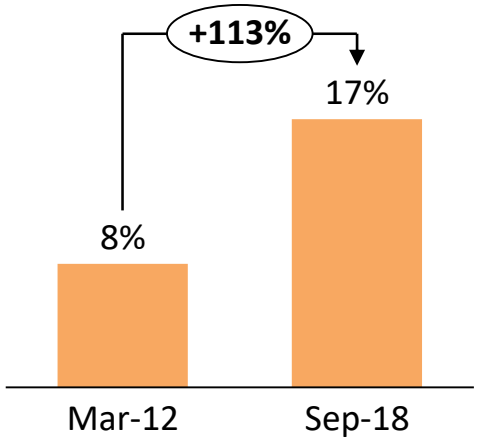
Quality Assassurance Team
Relentlessly maintaining and creating industry benchmarks for quality

Security Labs
Detect and analyze threat vectors across the globe and provide advanced protection to customers

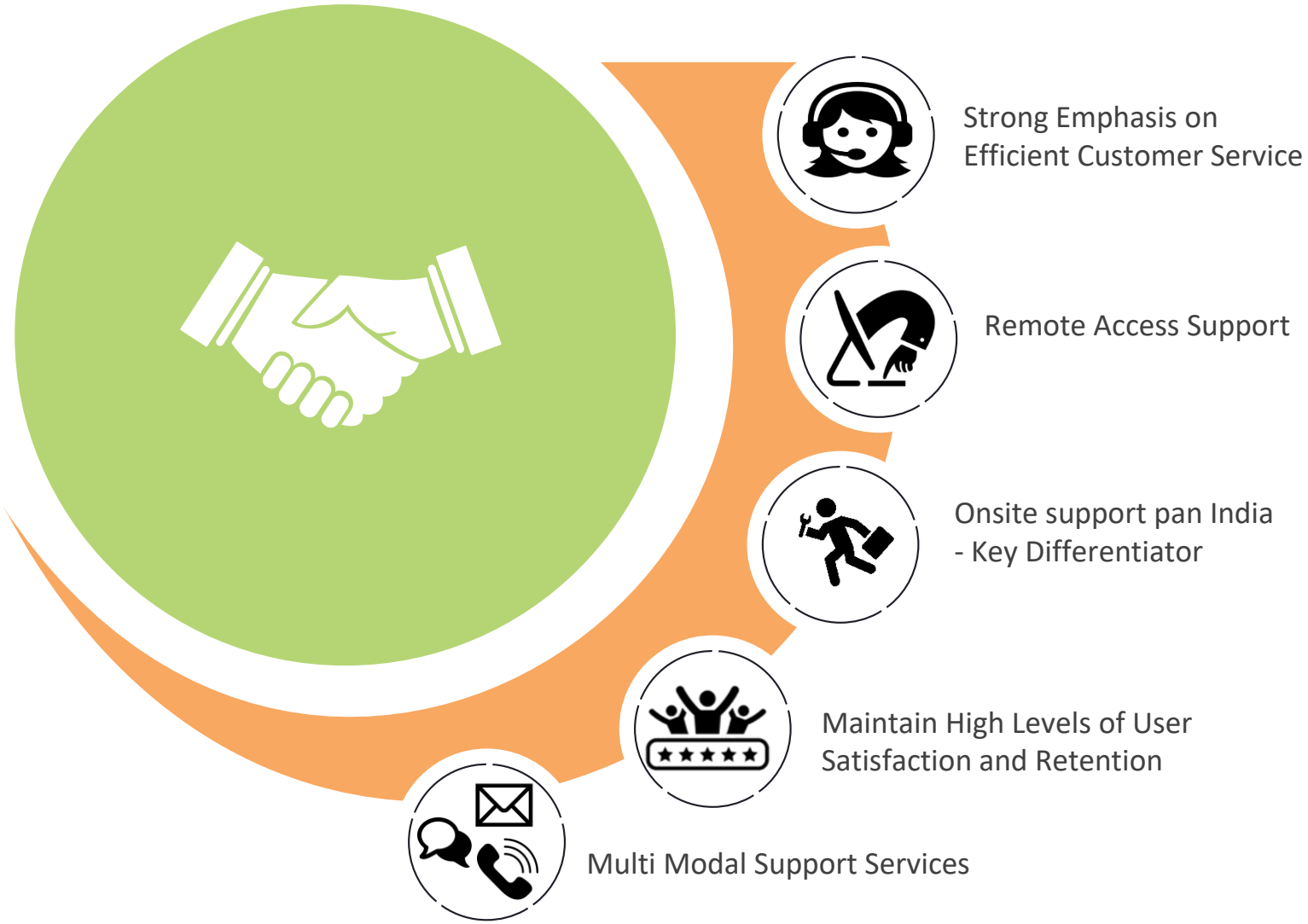
R&D Team Members



R&D Spend as % of Sales



...striving for excellence in customer service



Strong Emphasis on Efficient Customer Service

Remote Access Support

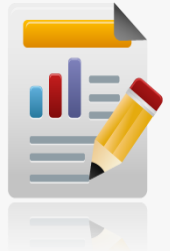
Onsite support pan India - Key Differentiator

Maintain High Levels of User Satisfaction and Retention

Multi Modal 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

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

23,480
Total Retail Partners

330
Enterprise Partners

Strong **Internal Sales & Marketing Team** of **311 Employees** work closely with Customers and Channel Partners to identify new sales prospects, sell solutions and provide after-sales support

70
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

Dr. KAILASH KATKAR
MD & CEO

Drives the strategic direction for the company while nurturing a strong leadership team to drive it's execution

Mr. SANJAY KATKAR
Joint MD & CTO

Spearheads the creation and subsequent development of the core product technology

Mr. PRADEEP BHIDE
Independent director

Ex-IAS officer and served in senior positions at the State Government and Central Government

Mr. MANU PARPIA
Independent Director

Founded Geometric Limited and has 35+ years of experience in the PLM and Engineering arena

Ms. PRITI RAO
Independent Director

Has 24 years of diverse experience in building and delivering a range of IT services for customers located across five continents

Mr. SHAILESH LAKHANI
Non Executive Director

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

Mr. MEHUL SAVLA
Independent Director

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

Dr. APURVA JOSHI
Independent director

Certified bank forensic accounting professional and anti – money laundering expert

… and Strong Leadership Team

Dr. Kailash Katkar | Managing Director & CEO

- Has been a driving force in growing Quick Heal Technologies since it's 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

Mr. Sanjay Katkar | Joint Managing Director & 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

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

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

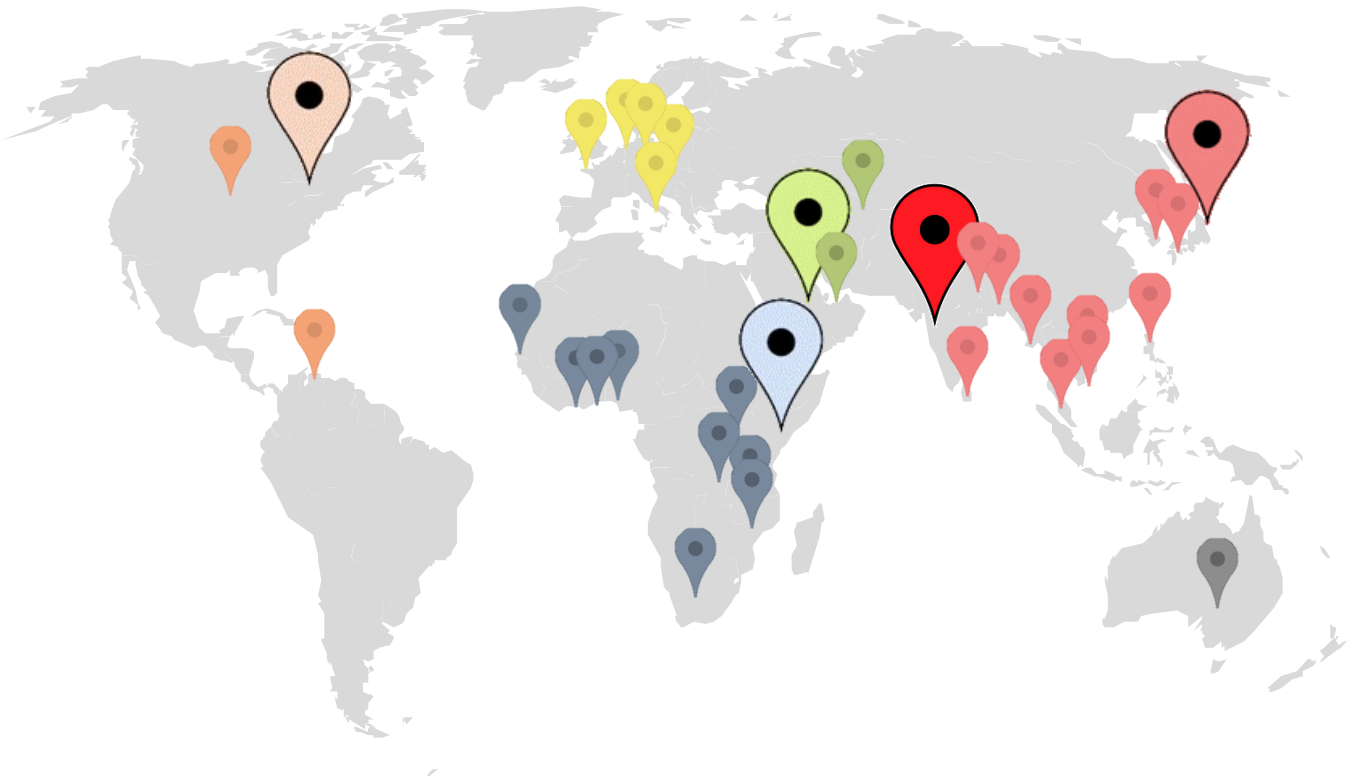
Mr. Jyotish Werulkar | Head, Enterprise Sales

- Responsible for leading and driving the enterprise channel strategy & for building and managing the entire enterprise sales vertical in India
- 14+ years of experience in sales and business development at IBM, Acer India, AMD India
- Holds an MBA from University of Pune

Mr. Gurudutt Jakhmola | Head, Government Sales

- A veteran Business Development professional with 16+ years of work experience in Government, Enterprise & SMB segment
- His core competencies include OEM Strategic Alliances, national/regional distribution and local Re-seller Network
- 18+ years of experience at firms such as Hutch, HP, and Reliance Broadcast Network Ltd

...giving Competitive edge Globally



Quick Heal Global Offices

01	**INDIA (HO)** Quick Heal Technologies Ltd.	04	**UAE** Seqrite Technologies DMCC
02	**USA** Quick Heal Technologies America Inc	05	**JAPAN** Quick Heal Japan KK.
03	**KENYA** Quick Heal Technologies Africa Ltd.		

International Partner Locations

Benin	Bangladesh	Austria
Ghana	Japan	France
Gambia	Cambodia	Italy
Kenya	Korea	Netherlands
Malawi	Sri Lanka	Poland
Togo	Myanmar	Australia
Uganda	Malaysia	United Arab Emirates
South Africa	Nepal	Iran
Zambia	Philippines	United States
Zimbabwe	Vietnam	Venezuela

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…certified by Global Agencies

International Certifications

&

ISO Certifications

...trusted by our Customers

Our products help secure the networks used by millions of customers.
Some of the industries we cater to:

...creating Specialized workforce at Quick Heal Academy

Quick Heal Academy
Creating a Safer Digital World

Popular Courses:

- ✓ Cyber Security and Forensics
- ✓ Cyber Threat Intelligence
- ✓ Malware Analysis & Reverse Engineering
- ✓ Cyber Law
- ✓ Electronic Crime Scene Investigation

Offerings:

Workshops:

- Trained faculty members of a renowned university
- SOC Training @Pune (100% freshers placed)
- Started a "45 day Industrial Training"
- Conducting cyber awareness training for a large conglomerate

Academy Partners:

Savitribai Phule Pune University

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

Maharashtra Cosmopolitan Education Society

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

MIT-ADT University

- Conducted a training programme on Cyber Crime Investigation for BE graduates

Chitkara University

- MoU with Chitkara University
- Introduced an additional stream in Cyber Security for the 4-year Undergraduate program

Quantum Global Campus

- MoU with Quantum Global Campus for a joint B. Tech programme

Gujarat Forensic Sciences University

- MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017

…Awards & Accreditations as testimony to Delivery

- Best Make in India Brand, 14th VARINDIA IT Forum
- 12th Annual Info Security PG's 2016 Global Excellence Awards, USA
- Best Antivirus, 9th NCN Most Innovative Product of the Year Award
- Top Trademark Driven Industry (Small & Medium Enterprise) by CII Industrial Intellectual Property Awards

- 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

- 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'

Product Offerings

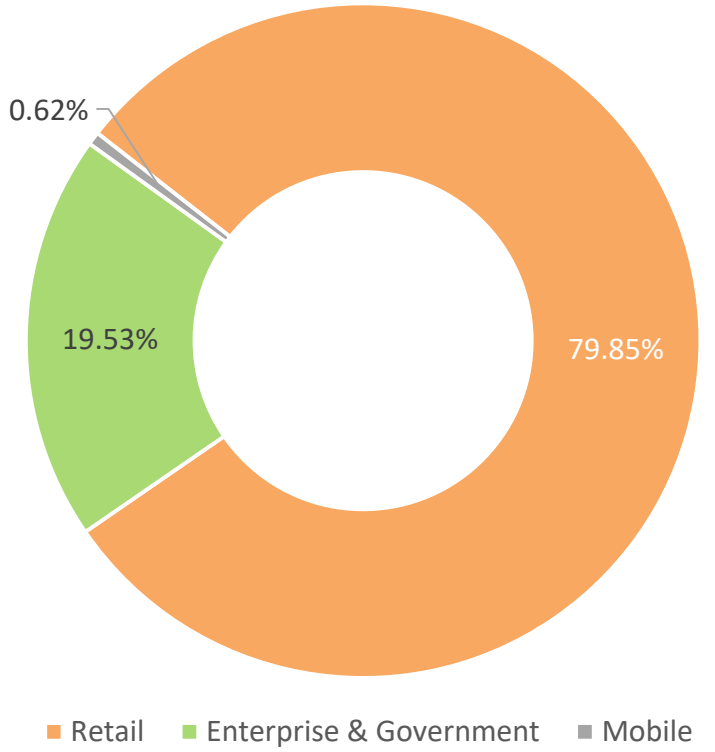
Product Portfolio across Business Segments

Retail / SMB → Retail / SMB

Mobile Security → Mobile

Seqrite Endpoint Security
Seqrite Endpoint Security Cloud
Seqrite UTM
Seqrite Secure Web Gateway
Seqrite Endpoint Encryption
Seqrite Data Loss Prevention
Seqrite Mobile Device Management
→ SME, Enterprise & Government

Revenue Break-up – H1 FY19



Retail / SMB – Drives Scalability

- Core Protection
- Privacy Protection
- Safe Banking Features
- Web Security
- Parental Controls
- Stealth Mode
- Email Security
- Anti- Key Logger
- Track My Laptop
- Data Theft Protection
- PCTuner
- Improved Scan Engine
- Virtual Keyboard
- PC2 Mobile Scan
- QH Remote Device Management

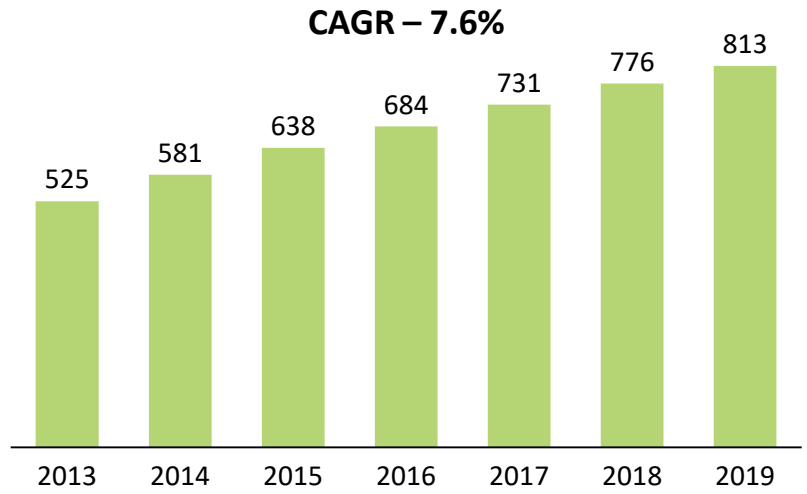
Mobile Security – Huge Future Opportunity

- Growth Opportunities
  - Customers understanding the need for Mobile Security
  - Vast Untapped Market Potential

- Background Scan
- Security & Privacy Advisor
- SafePe
- Cloud Backup
- Call & Message Filter
- Register with TRAI
- Anti-Theft Technology
- Cloud Backup
- Remote Device Management

Mobile Internet User Base

In million



Source : www.Statista.com

Enterprise Business – Drives Sustainability

SEQRITE
Endpoint Security (EPS)

SEQRITE
Endpoint Security Cloud

SEQRITE
Unified Threat Management (UTM)

SEQRITE
Mobile Device Management (MDM)

SEQRITE
Endpoint Encryption Solutions

SEQRITE
Secure Web Gateway

- Security Vulnerabilities
- Insider Threats
- Ransomware Attacks
- Infected External Devices
- Malicious Internet Traffic
- Phishing Attacks
- Data Breaches
- Dos & DDos ATTACKS
- ADVANCED PERSISTENT THREATS
- MOBILE MALWARE & MALICIOUS MOBILE APPS

SEQRITE SERVICES

PRO-ACTIVE SERVICES

- Technical Audit
- Security Management
- Compliance Audit
- Security Consulting
- Red Team Audit

ACTIVE SERVICES

- Real Time Monitoring
- Security Operations Centre (SOC) Operations

RE-ACTIVE SERVICES

- CERT as a Service
- Digital Forensics
- Incident Response

...with Revenue Visibility

Improve Market Share

Expand range of Security Solutions

Strengthen Sales Teams

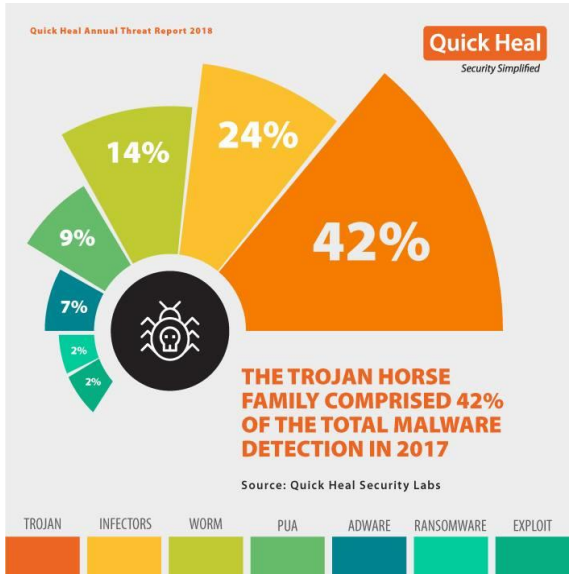
Expand Channel Partner network

Identify New SMB & Enterprise Opportunities

Safeguard digital assets of Customers

Future opportunities

Turning Problems into Possibilities…



Cybersecurity Predictions - 2018

- Ransomware will be more vicious
- Crpytojacking – a new menace to deal with
- Increase in threats to mobile devices
- Artificial Intelligence – its use and misuse
- Internet of Things (IoT) will still remain an easy picking for attackers
- DDoS attacks will get more menacing
- Small and medium-sized businesses will remain in the kill zone for cybercriminals in 2018
- Brute-force attacks traditional but still effective
- Biometric authentication data at risk

Future Opportunities

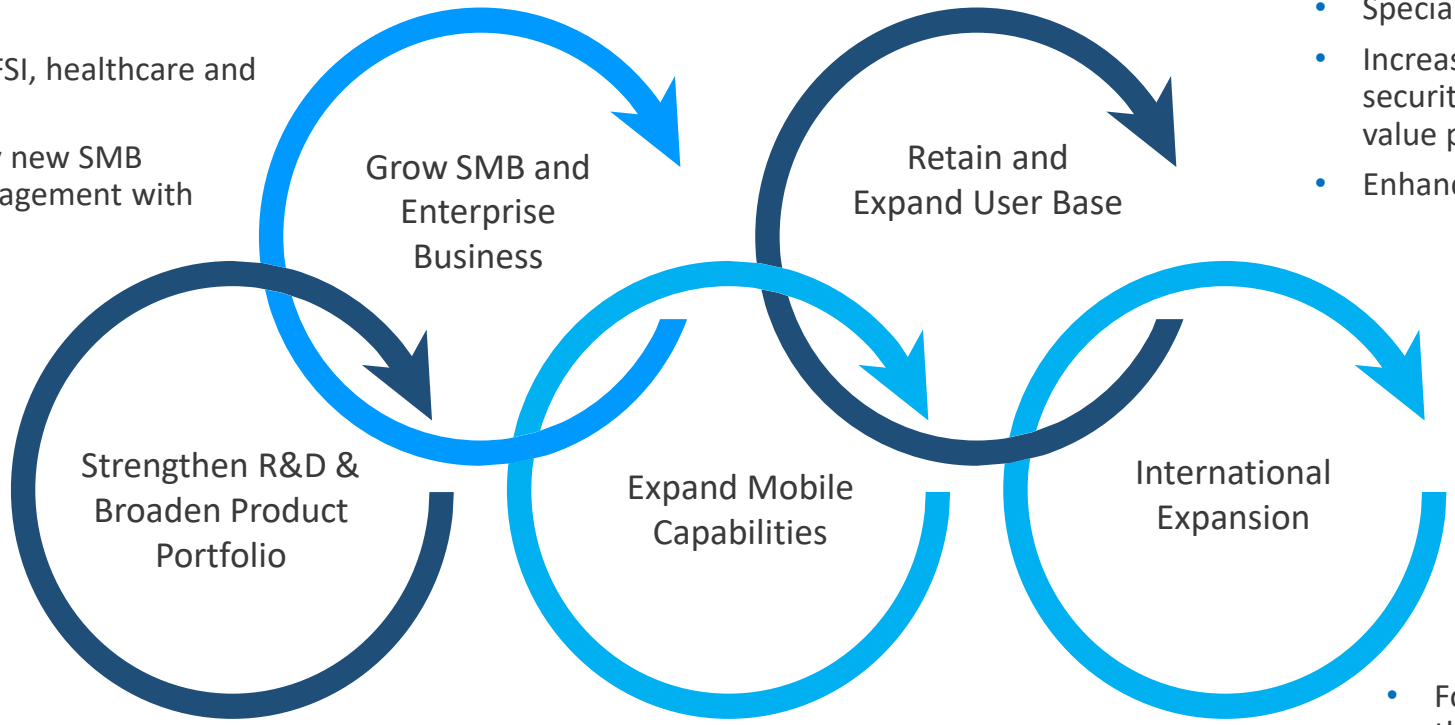
- Government working on strong data protection regulations
- Enterprises are increasingly adopting security solutions to combat advanced cyber-threats
- By 2022, India's digital economy is expected to grow to USD 1 trillion
- **Increase in Cyber Threats in Q3 2019:**
  - 288 million cyber threats targeted Individuals and Businesses
  - The main trends include increase of ransomware attacks via Remote Desktop Protocol (RDP) and cryptocurrency mining
  - Over 7000 Ransomware and 33,000 cryptojacking hits detected on a daily basis
- **Increase in Mobile Transactions**: According to RBI data, mobile wallet transactions hit record 14,632 crore in June 2018
- 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

Source : Quick Heal Annual Threat Report

Future Strategy

Future Direction

- Tailored products and service offerings for SMB and enterprise users
- Focus on manufacturing, BFSI, healthcare and hospitality industries
- Reach out to SMBs, identify new SMB opportunities, increase engagement with channel partners



- Special focus on Tier II and Tier III towns
- Increase penetration and adoption of security solutions by offering unique value propositions
- Enhance customer experience

- Ongoing efforts on new technologies such as IoT and home security automation
- 4 US patents to its credit; awaiting 3 patents in India
- Develop and promote software-as-a-service model

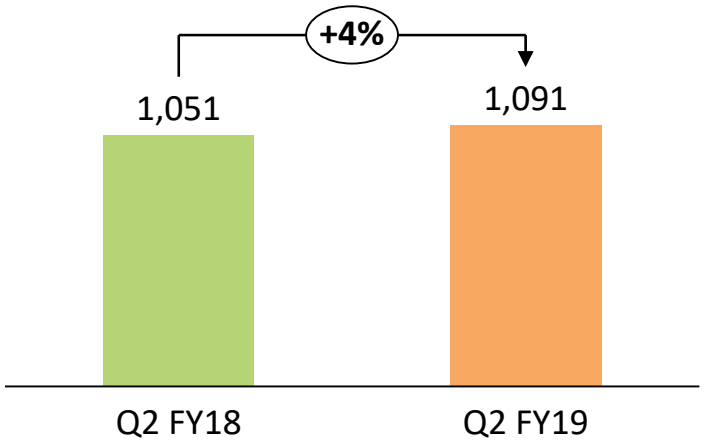
- Develop products for various platforms
- Monetize free solutions for mobile devices

- Focus on international expansion through consistent brand building and marketing effort
- Exploring opportunities in Africa, Middle East & South East Asia

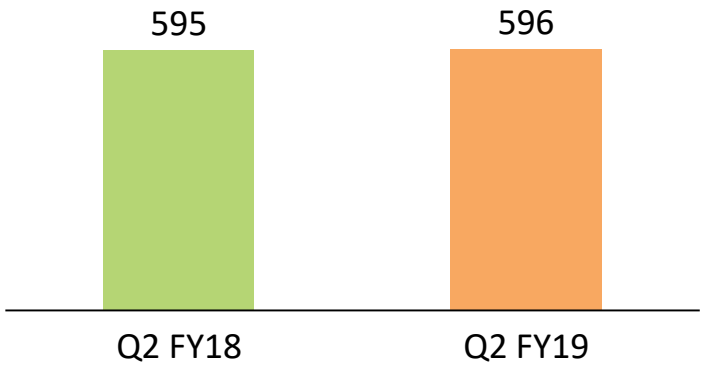
Q2 & H1 FY19 Highlights

Q2 FY19 – Quarterly Consolidated Performance Highlights

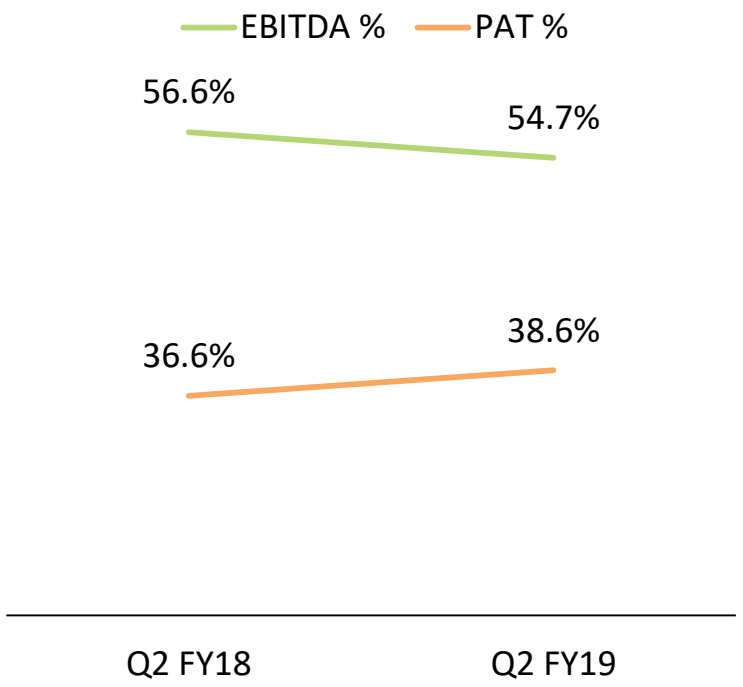
Revenue (Rs. mln)



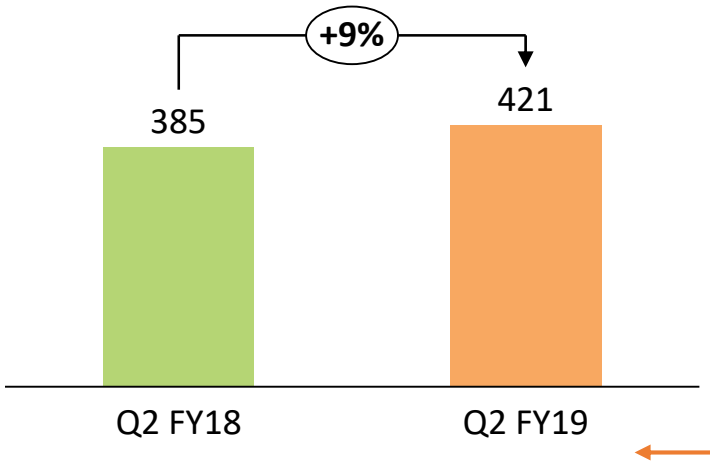
EBITDA (Rs. mln)



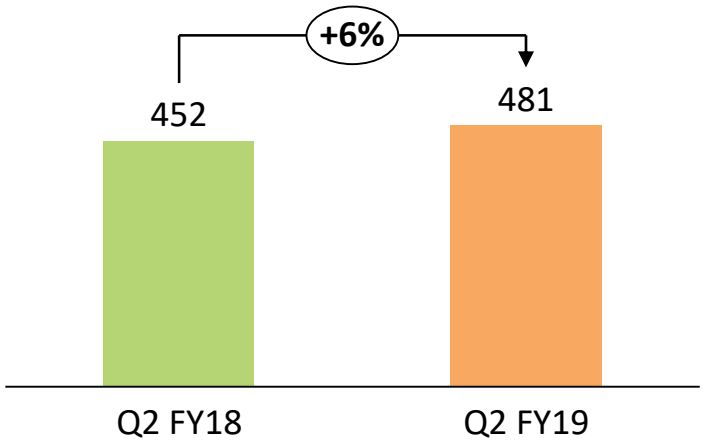
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)

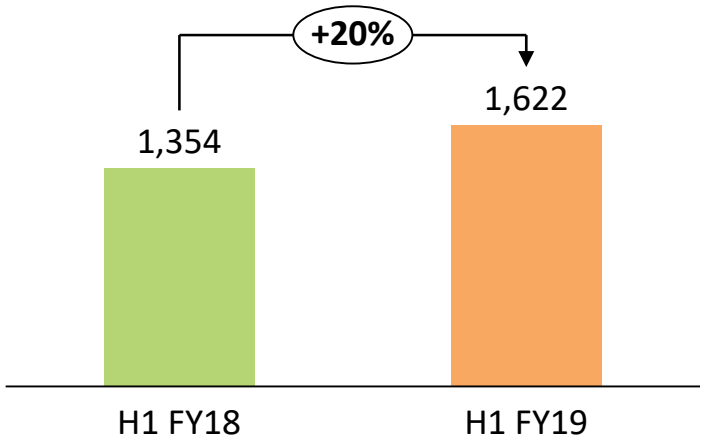


* Cash PAT = PAT + Depreciation

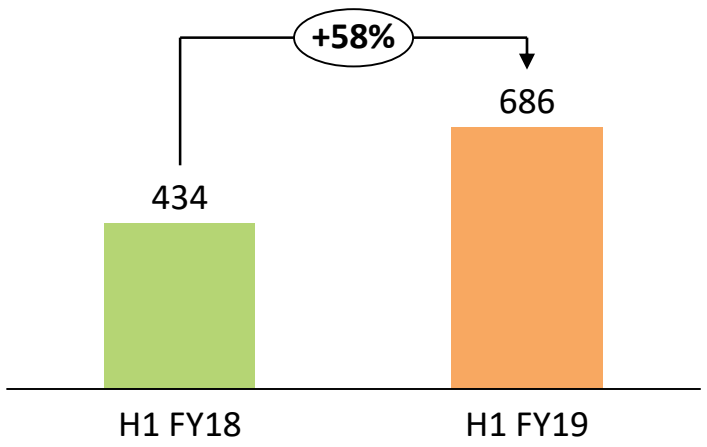
As per Ind AS

H1 FY19 – Annual Consolidated Performance Highlights

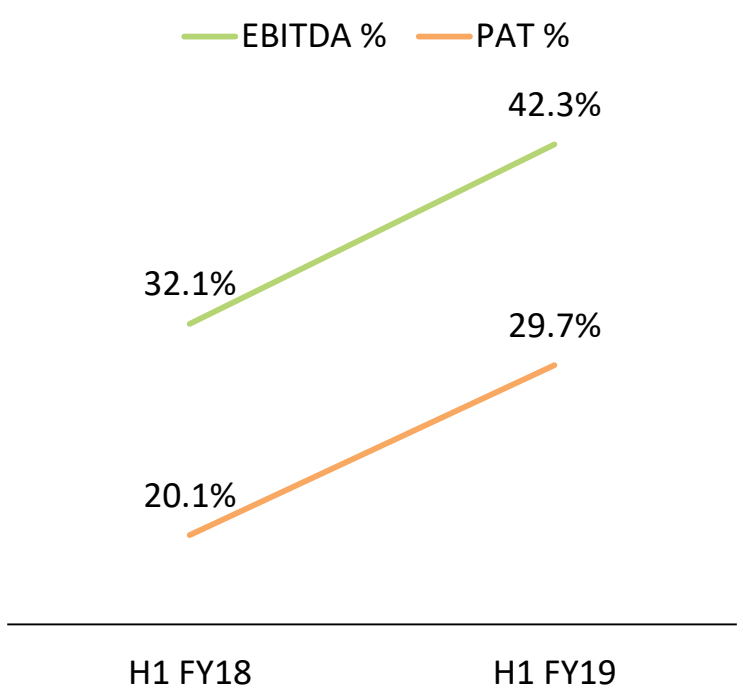
Revenue (Rs. mln)



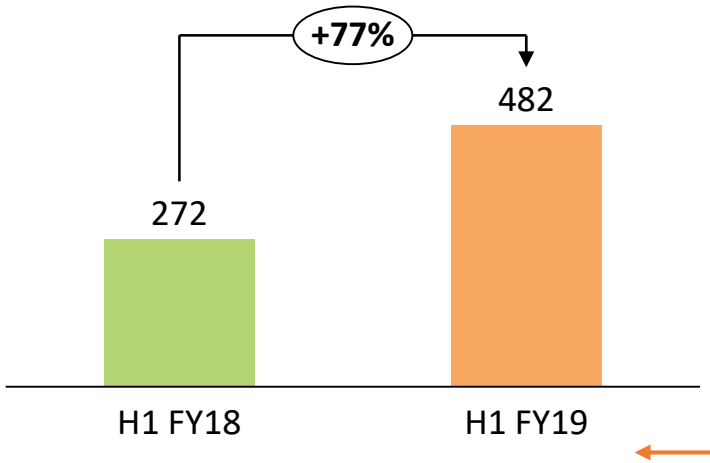
EBITDA (Rs. mln)



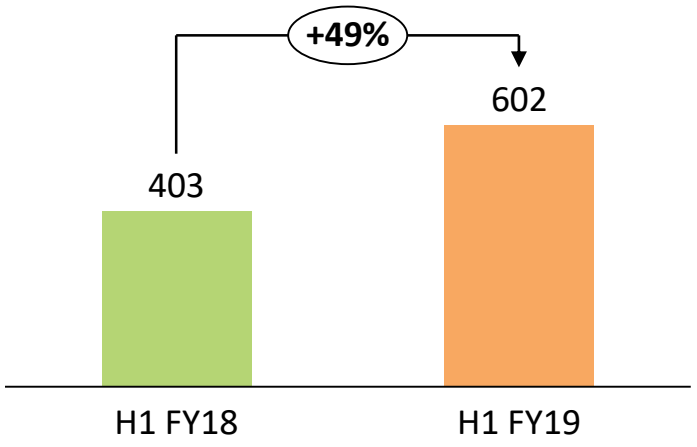
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)

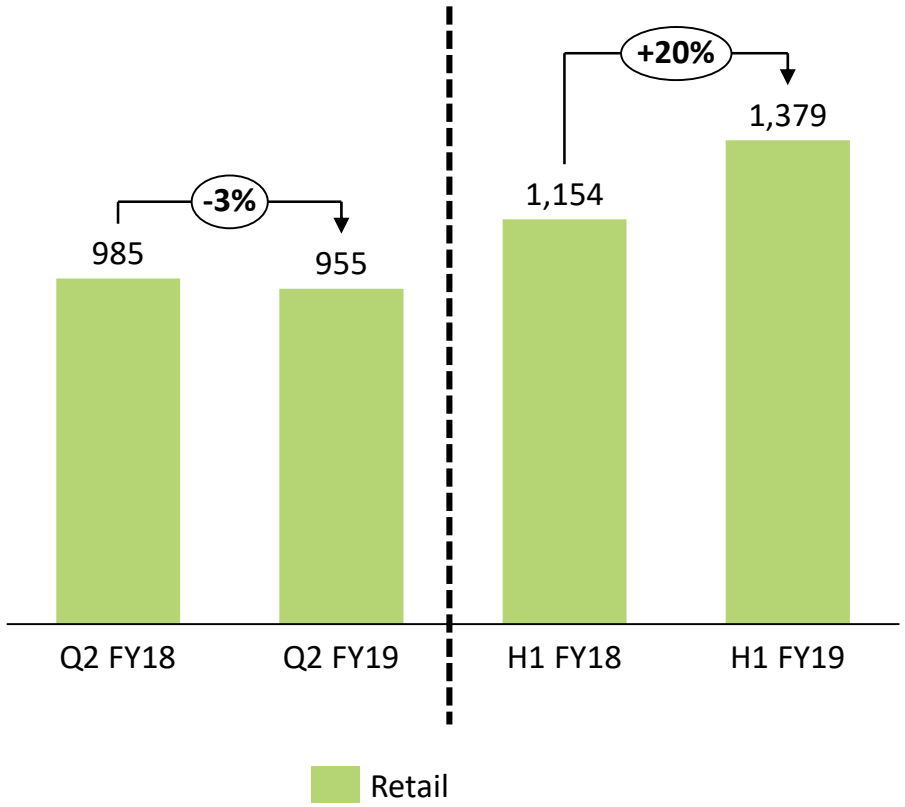


* Cash PAT = PAT + Depreciation

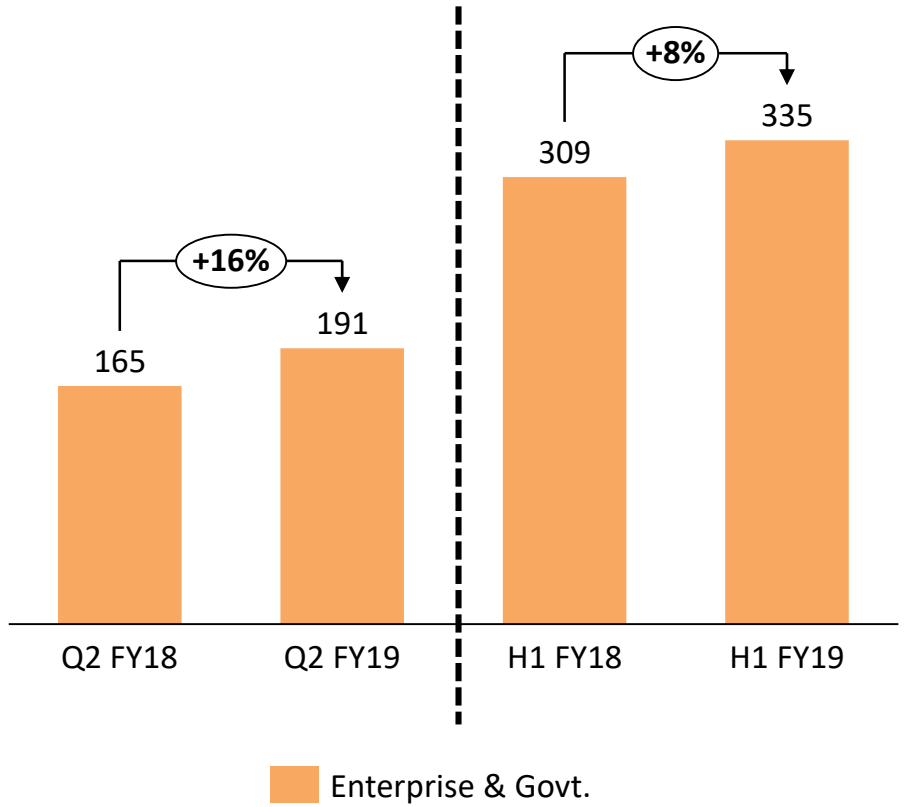
As per Ind AS

Segment Performance : Revenue Break-up

Retail (Rs. mln)



Enterprise & Govt. (Rs. mln)

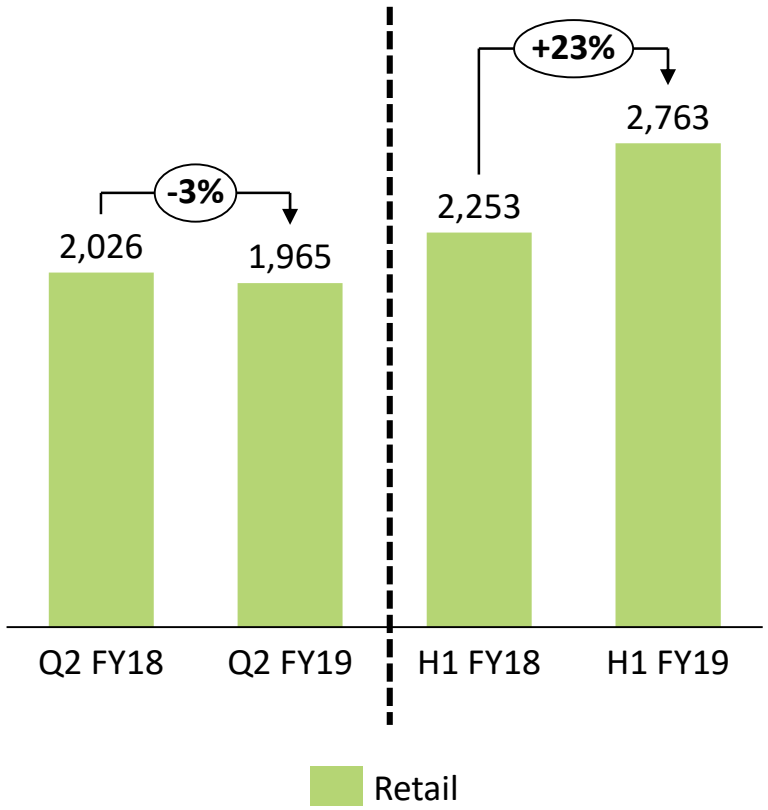


Based on net revenues before adjusting for sales incentives

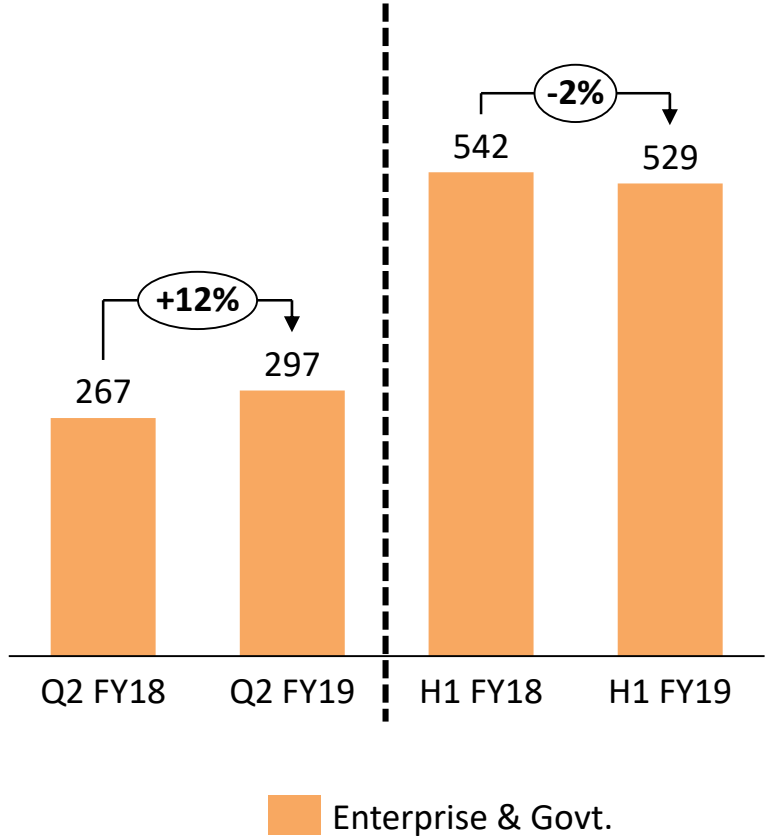
p - Planned

Segment Performance : Licenses Sold Analysis

Retail (in 000's)



Enterprise & Govt. (in 000's)



Q2 and H1 FY19 - Consolidated Profitability Statement

Particulars (Rs. mln)	Q2 FY19	Q2 FY18	Growth	YoY	H1 FY19	H1 FY18	Growth	YoY
Total Revenue	**1,091.32**	**1,050.63**	**40.69**	**3.87%**	**1,622.20**	**1,353.79**	**268.41**	**19.83%**
Direct Cost	53.73	50.88	2.85	5.60%	76.84	68.99	7.85	11.38%
Gross Profit	**1,037.59**	**999.75**	**37.84**	**3.79%**	**1,545.36**	**1,284.80**	**260.56**	**20.28%**
Gross Margin	**95.08%**	**95.16%**		**-8 bps**	**95.26%**	**94.90%**		**36 bps**
Operating Cost								
R&D Cost	139.52	136.48	3.04	2.23%	281.83	278.66	3.17	1.14%
Sales and Marketing (S&M)	165.48	145.88	19.60	13.44%	318.98	320.03	-1.04	-0.33%
General Administration (G&A)	136.11	122.57	13.54	11.05%	258.83	251.84	6.99	2.78%
Total Expenditure	**441.11**	**404.93**	**36.18**	**8.94%**	**859.65**	**850.53**	**9.12**	**1.07%**
EBITDA	**596.48**	**594.82**	**1.66**	**0.28%**	**685.71**	**434.27**	**251.44**	**57.90%**
EBITDA Margin	**54.66%**	**56.62%**		**-196 bps**	**42.27%**	**32.08%**		**1,019 bps**
Depreciation	60.16	67.61	-7.45	-11.02%	119.38	131.82	-12.44	-9.44%
EBIT	**536.32**	**527.21**	**9.11**	**1.73%**	**566.33**	**302.45**	**263.88**	**87.25%**
EBIT Margin	**49.14%**	**50.18%**		**-104 bps**	**34.91%**	**22.34%**		**1,257 bps**
Other Income	86.85	57.28	29.57	51.61%	150.94	112.63	38.31	34.01%
PBT	**623.17**	**584.50**	**38.67**	**6.62%**	**717.27**	**415.08**	**302.19**	**72.80%**
Tax	202.14	199.70	2.44	1.22%	235.13	143.34	91.79	64.04%
PAT	**421.03**	**384.80**	**36.23**	**9.42%**	**482.14**	**271.74**	**210.40**	**77.43%**
PAT Margin	**38.58%**	**36.63%**		**195 bps**	**29.72%**	**20.07%**		**965 bps**

NOTE: Certain figures have been re-grouped wherever necessary

Q2 and H1 FY19 - Consolidated Ratio Analysis

In %	Q2 FY19	Q2 FY18	H1 FY19	H1 FY18
Expenses				
Direct Cost / Revenue	4.92%	4.84%	4.74%	5.10%
R&D / Revenue	12.78%	12.99%	17.37%	20.58%
S&M / Revenue	15.16%	13.88%	19.66%	23.64%
G&A / Revenue	12.47%	11.67%	15.96%	18.60%
Total Cost / Revenue	40.42%	38.54%	52.99%	62.83%
Margin				
Gross Margin	95.08%	95.16%	95.26%	94.90%
EBIDTA	54.66%	56.62%	42.27%	32.08%
EBIT	49.14%	50.18%	34.91%	22.34%
PBT	57.10%	55.63%	44.22%	30.66%
PAT	38.58%	36.63%	29.72%	20.07%

NOTE: Certain figures have been re-grouped wherever necessary

Consolidated Balance Sheet

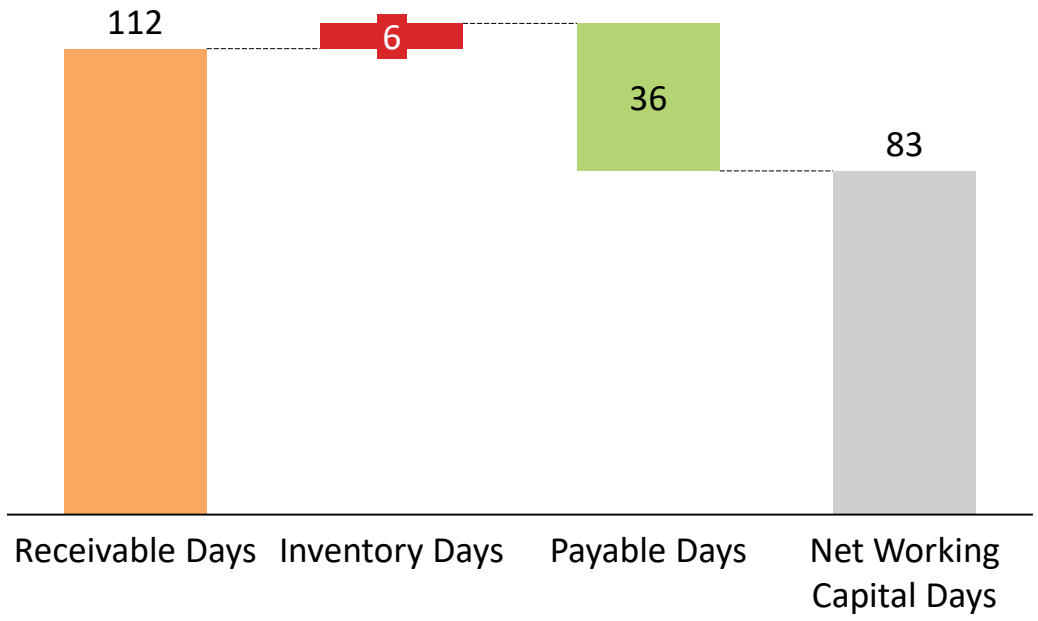
EQUITY AND LIABILITIES (Rs. mln)	30-Sep-18	30-Sep-17
Share Holder's Funds:		
Equity Share Capital	704.89	701.89
Share application money pending allotment	0.29	0.83
Reserves and Surplus	6,741.95	5,988.21
Total Shareholder Funds	**7,447.13**	**6,690.93**
Non-Current Liabilities		
Net employee defined benefit liabilities	14.64	23.86
Other Non-Current Liabilities	19.33	0.00
Total Non-Current Liabilities	**33.97**	**23.86**
Current Liabilities:		
Trade and Other Payables	395.96	279.07
Other Financial Liabilities	8.40	9.85
Other Current Liabilities	162.00	138.51
Net employee defined benefit liabilities	16.11	14.00
Current Tax Liabilities (Net)	67.27	35.27
Total Current Liabilities	**649.74**	**476.70**
Total Equity & Liabilities	**8,130.84**	**7,191.49**

ASSETS (Rs mln)	30-Sep-18	30-Sep-17
Non-Current Assets:		
Property, plant and equipment	1,651.46	1,716.82
Capital work-in-progress	0.00	133.01
Other Intangible assets	102.19	51.41
Non-current financial assets		
Investments	194.80	66.66
Loan and Security Deposits	3.81	3.28
Bank Balances	3.97	3.06
Deferred tax assets (net)	77.51	71.35
Non-current tax assets (net)	27.33	56.10
Total Non-Current Assets	**2,061.07**	**2,101.69**
Current assets:		
Inventories	60.84	64.12
Investment in Mutual Fund	3,123.02	2,501.78
Trade and other receivables	1,167.22	639.09
Bank Balances & Cash and Cash Equivalents	152.24	155.09
Investment in Fixed Deposit	1,478.48	1,653.09
Loans and Security Deposits	9.00	7.44
Interest accured	37.54	28.34
Other Current assets	41.43	40.85
Total Current Assets	**6,069.77**	**5,089.80**
Total Assets	**8,130.84**	**7,191.49**

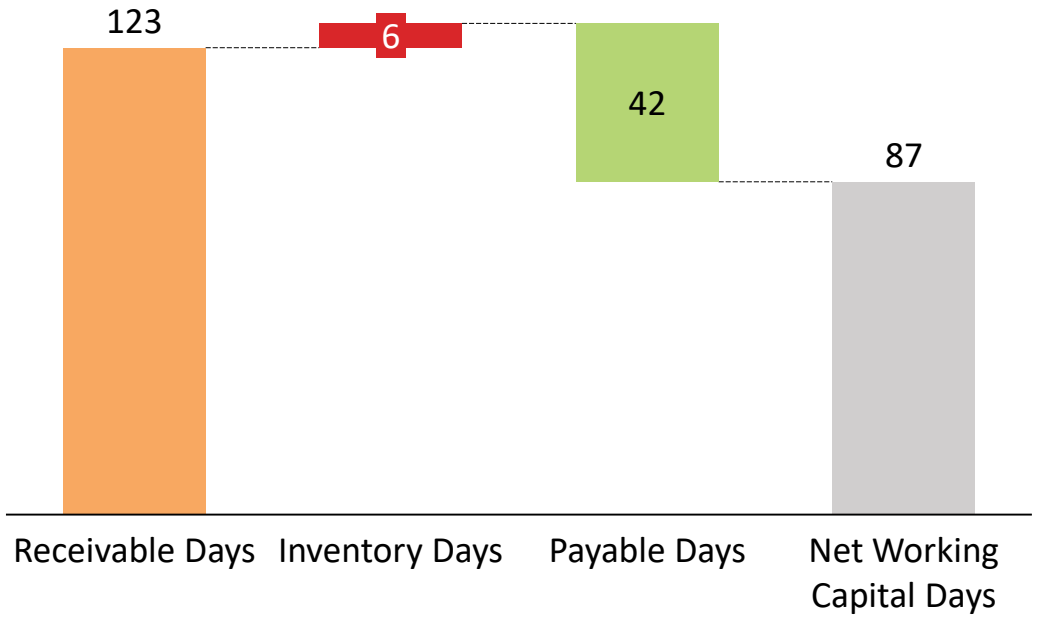
NOTE: Certain figures have been re-grouped wherever necessary

H1 FY19 – Working Capital Analysis

At the end of March 2018



At the end of September 2018



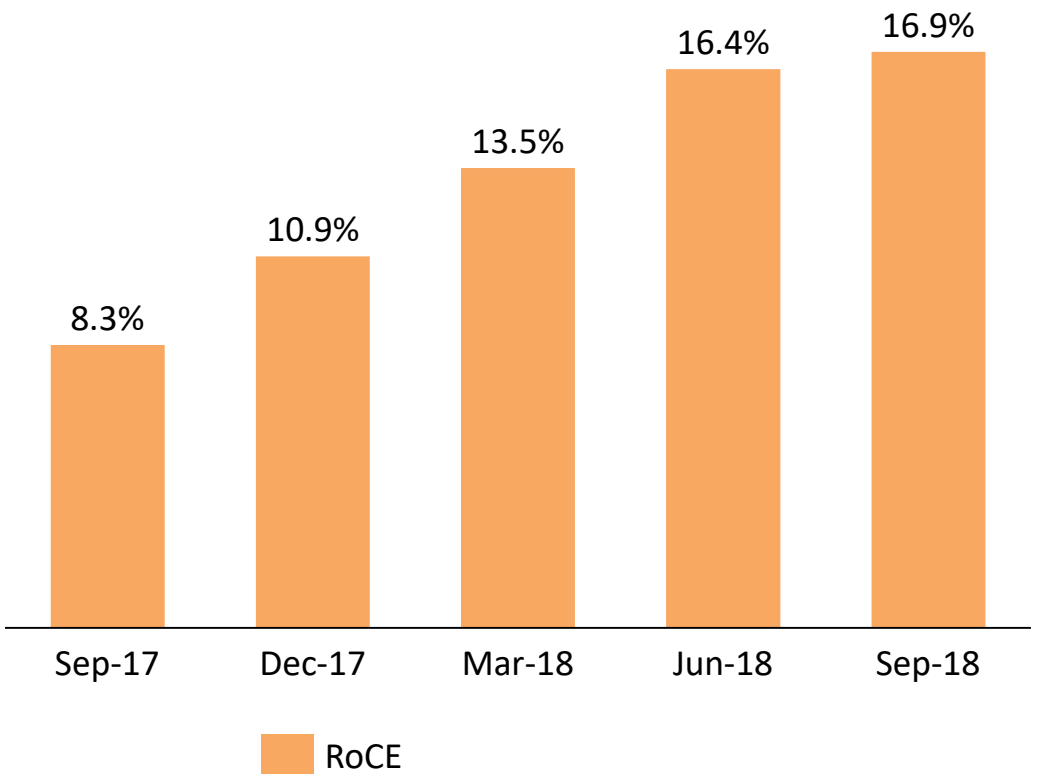
Note:

- Net Working Capital Days for March 2018 = [(Net Working Capital / Half Year Sales) * (365days)]
- Net Working Capital Days for September 2018 = [(Net Working Capital / Half Year Sales) * (180days)]

Calculation is based on net revenues before adjusting for sales incentives

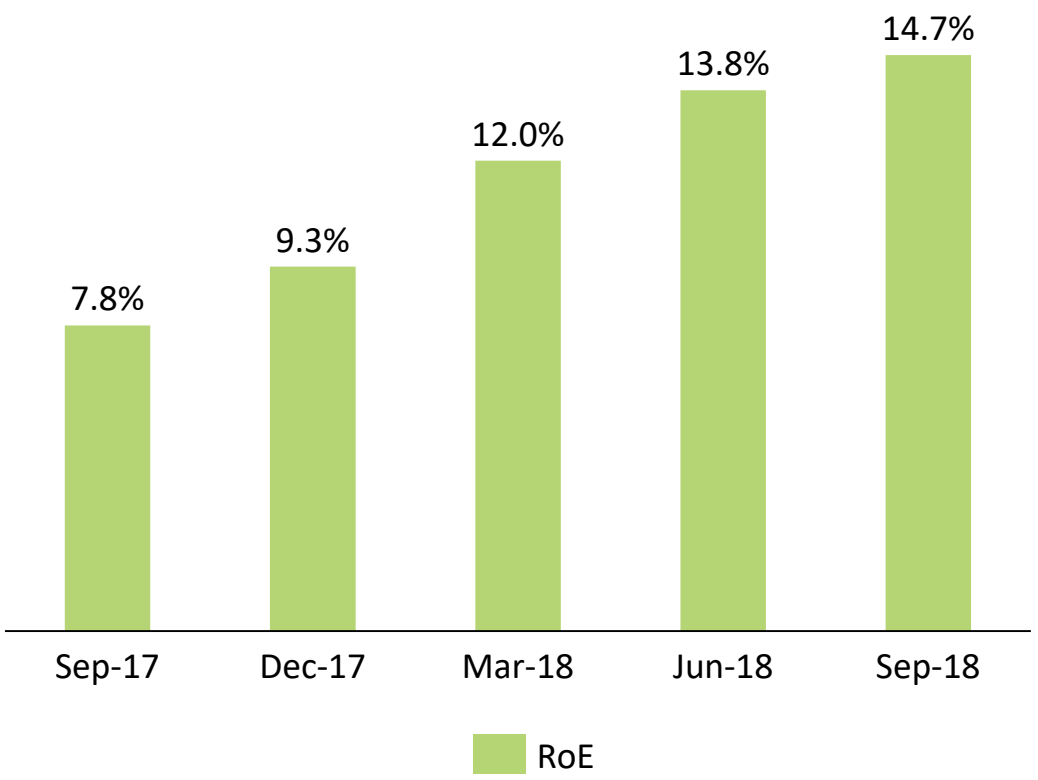
Q2 and H1 FY19 Consolidated Results – Return Ratio Analysis

Return on Capital Employed (%)*



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

Return on Equity (%)*



ROE = PAT / Avg. Equity

* Calculated on trailing 12 months basis

Q2 and FY19 – Standalone Profitability Statement

Particulars (Rs. mln)	Q2 FY19	Q2 FY18	Growth	YoY	H1 FY19	H1 FY18	Growth	YoY
Total Revenue	**1,088.56**	**1,045.32**	**43.24**	**4.14%**	**1,616.44**	**1,342.54**	**273.90**	**20.40%**
Direct Cost	54.29	50.20	4.09	8.15%	79.77	69.07	10.70	15.49%
Gross Profit	**1,034.27**	**995.12**	**39.15**	**3.93%**	**1,536.67**	**1,273.47**	**263.20**	**20.67%**
Gross Margin	**95.01%**	**95.20%**		**-18 bps**	**95.07%**	**94.86%**		**21 bps**
Operating Cost								
R&D Cost	139.52	136.48	3.04	2.23%	281.83	278.66	3.17	1.14%
Sales and Marketing (S&M)	160.34	138.78	21.56	15.54%	309.61	306.50	3.12	1.02%
General Administration (G&A)	131.63	116.94	14.69	12.56%	249.72	243.29	6.43	2.64%
Total Expenditure	**431.49**	**392.20**	**39.29**	**10.02%**	**841.17**	**828.45**	**12.72**	**1.53%**
EBITDA	**602.78**	**602.92**	**-0.14**	**-0.02%**	**695.50**	**445.02**	**250.48**	**56.29%**
EBITDA Margin	**55.37%**	**57.68%**		**-230 bps**	**43.03%**	**33.15%**		**988 bps**
Depreciation	60.12	67.63	-7.51	-11.10%	119.26	131.73	-12.47	-9.47%
EBIT	**542.66**	**535.29**	**7.37**	**1.38%**	**576.24**	**313.29**	**262.95**	**83.93%**
EBIT Margin	**49.85%**	**51.21%**		**-136 bps**	**35.65%**	**23.34%**		**1,231 bps**
Other Income	86.35	56.94	29.41	51.65%	150.10	111.57	38.53	34.53%
PBT (Before Exceptional Items)	**629.01**	**592.23**	**36.78**	**6.21%**	**726.34**	**424.86**	**301.48**	**70.96%**
Exceptional Items	50.00	0.00			50.00	0.00		
PBT (After Exceptional Items)	**579.01**	**592.23**	**-13.22**	**-2.23%**	**676.34**	**424.86**	**251.48**	**59.19%**
Tax	201.97	199.51	2.46	1.23%	234.90	142.99	91.91	64.28%
PAT	**377.04**	**392.72**	**-15.68**	**-3.99%**	**441.44**	**281.87**	**159.57**	**56.61%**
PAT Margin	**34.64%**	**37.57%**		**-293 bps**	**27.31%**	**21.00%**		**631 bps**

NOTE: Certain figures have been re-grouped wherever necessary

Q2 and FY19 – Standalone Ratio Analysis

In %	Q2 FY19	Q2 FY18	H1 FY19	H1 FY18
Expenses				
Direct Cost / Revenue	4.99%	4.80%	4.93%	5.14%
R&D / Revenue	12.82%	13.06%	17.44%	20.76%
S&M / Revenue	14.73%	13.28%	19.15%	22.83%
G&A / Revenue	12.09%	11.19%	15.45%	18.12%
Total Cost / Revenue	39.64%	37.52%	52.04%	61.71%
Margin				
Gross Margin	95.01%	95.20%	95.07%	94.86%
EBIDTA	55.37%	57.68%	43.03%	33.15%
EBIT	49.85%	51.21%	35.65%	23.34%
PBT (Before Exceptional Items)	57.78%	56.66%	44.93%	31.65%
PBT (After Exceptional Items)	53.19%	56.66%	41.84%	31.65%
PAT	34.64%	37.57%	27.31%	21.00%

NOTE: Certain figures have been re-grouped wherever necessary

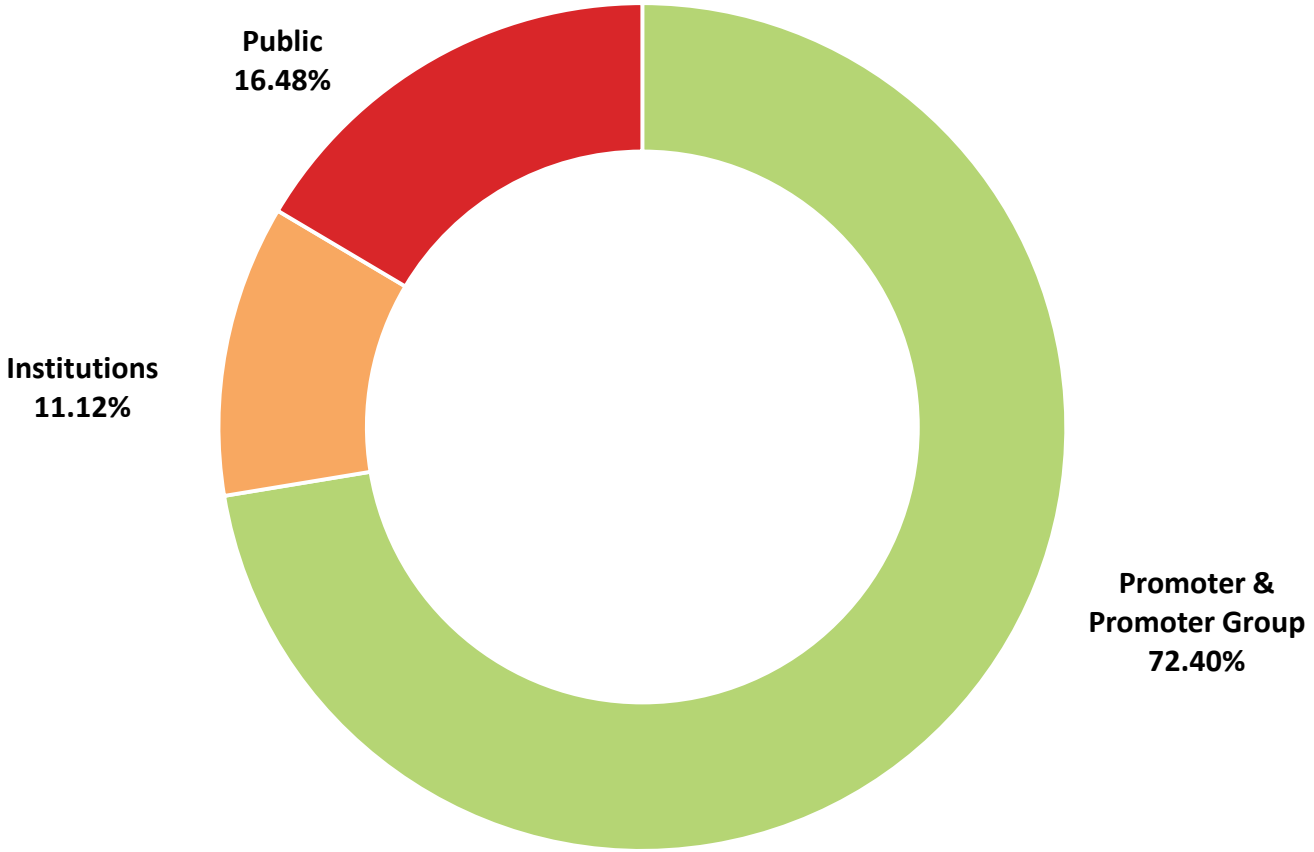
Standalone Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	30-Sep-18	30-Sep-17
Share Holder's Funds:		
Equity Share Capital	704.89	701.89
Share application money pending allotment	0.29	0.83
Reserves and Surplus	6,829.49	6,171.75
Total Shareholder Funds	**7,534.67**	**6,874.47**
Non-Current Liabilities		
Net employee defined benefit liabilities	14.64	23.79
Other Non-Current Liabilities	19.33	0.00
Total Non-Current Liabilities	**33.97**	**23.79**
Current Liabilities:		
Trade and Other Payables	392.64	275.22
Other Financial Liabilities	20.05	11.16
Other Current Liabilities	162.08	137.45
Net employee defined benefit liabilities	16.11	14.00
Current Tax Liabilities (Net)	66.91	34.87
Total Current Liabilities	**657.79**	**472.70**
Total Equity & Liabilities	**8,226.43**	**7,370.96**

ASSETS (Rs mln)	30-Sep-18	30-Sep-17
Non-Current Assets:		
Property, plant and equipment	1,651.20	1,715.39
Capital work-in-progress	0.00	133.01
Other Intangible assets	101.93	51.14
Non-current financial assets		
Investments	341.96	367.00
Loan and Security Deposits	3.81	3.17
Bank Balances	3.97	3.68
Deferred tax assets (net)	77.51	71.35
Non-current tax assets (net)	26.87	56.10
Total Non-Current Assets	**2,207.25**	**2,400.84**
Current assets:		
Inventories	47.01	53.32
Investment in Mutual Fund	3,123.02	2,501.78
Trade and other receivables	1,168.79	613.76
Bank Balances & Cash and Cash Equivalents	114.94	73.45
Investment in Fixed Deposit	1,478.48	1,653.09
Loans and Security Deposits	8.26	6.73
Interest accured	37.54	28.34
Other Current assets	41.14	39.65
Total Current Assets	**6,019.18**	**4,970.12**
Total Assets	**8,226.43**	**7,370.96**

NOTE: Certain figures have been re-grouped wherever necessary

Shareholding Structure – September 2018



Source: BSE

Historical Financial Performance

FY18 - Consolidated Profitability Statement

Particulars (Rs. mln)	FY18	FY17	Growth	YoY
Total Revenue	**3,183.15**	**2,999.78**	**183.37**	**6.11%**
Direct Cost	167.38	230.18	-62.80	-27.28%
Gross Profit	**3,015.77**	**2,769.60**	**246.17**	**8.89%**
Gross Margin	**94.74%**	**92.33%**		**241 bps**
Operating Cost				
R&D Cost	567.40	635.41	-68.02	-10.70%
Sales and Marketing (S&M)	735.69	728.52	7.17	0.98%
General Administration (G&A)	509.28	504.23	5.05	1.00%
Total Expenditure	**1,812.36**	**1,868.16**	**-55.80**	**-2.99%**
EBITDA	**1,203.41**	**901.45**	**301.96**	**33.50%**
EBITDA Margin	**37.81%**	**30.05%**		**776 bps**
Depreciation	269.27	309.45	-40.18	-12.98%
EBIT	**934.14**	**591.99**	**342.15**	**57.80%**
EBIT Margin	**29.35%**	**19.73%**		**962 bps**
Other Income				
– Others	234.06	284.49	-50.44	-17.73%
– Service Tax Credit	65.96	0.00	65.96	-
PBT (Before Exceptional Item)	**1,234.16**	**876.49**	**357.67**	**40.81%**
Exceptional Item	0.00	37.81	-37.81	-100.00%
PBT (After Exceptional Item)	**1,234.16**	**838.68**	**395.49**	**47.16%**
Tax	404.12	306.44	97.68	31.87%
PAT	**830.05**	**532.24**	**297.81**	**55.96%**
PAT Margin	**26.08%**	**17.74%**		**834 bps**

NOTE: Certain figures have been re-grouped wherever necessary

Consolidated Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	31-Mar-18	31-Mar-17
Share Holder's Funds:		
Equity Share Capital	703.88	701.02
Share application money pending allotment	0.00	0.06
Reserves and Surplus	6,534.79	5,915.53
Total Shareholder Funds	**7,238.67**	**6,616.61**
Non-Current Liabilities		
Net employee defined benefit liabilities	21.04	22.73
Total Non-Current Liabilities	**21.04**	**22.73**
Current Liabilities:		
Trade and Other Payables	327.06	408.96
Other Financial Liabilities	11.99	13.16
Other Liabilities	132.60	136.25
Net employee defined benefit liabilities	13.10	14.42
Current Tax Liabilities (Net)	62.68	123.11
Total Current Liabilities	**547.43**	**695.90**
Total Equity & Liabilities	**7,807.14**	**7,335.24**

ASSETS (Rs. mln)	31-Mar-18	31-Mar-17
Non-Current Assets:		
Property, plant and equipment	1,611.97	1,782.23
Capital work-in-progress	138.72	135.89
Other Intangible assets	118.54	65.39
Non-current financial assets		
Investments	64.01	66.66
Loan and Security Deposits	3.28	4.50
Bank Balances	2.92	1.83
Deferred tax assets (net)	43.71	87.30
Non-current tax assets (net)	33.90	198.67
Other non-current assets	0.14	46.12
Total Non-Current Assets	**2,017.18**	**2,388.59**
Current assets:		
Inventories	56.24	79.40
Investment in Mutual Fund	3,000.78	1,750.82
Trade and other receivables	1,030.88	971.83
Bank Balances & Cash and Cash Equivalents	122.14	195.04
Investment in Fixed Deposit	1,507.24	1,898.66
Loans and Security Deposits	8.72	6.21
Interest accured	39.00	8.73
Other Current assets	24.96	35.96
Total Current Assets	**5,789.96**	**4,946.65**
Total Assets	**7,807.14**	**7,335.24**

NOTE: Certain figures have been re-grouped wherever necessary

Key Takeaways

Strong Brand Reputation

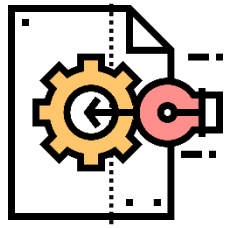
Innovation & Strategies

Recruit & Retain Talent

Deliver Quality Products

Strengthen Leadership Position

Expanding Footprint



Focus on R&D

Growth – Organic & Inorganic

Contact Us

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