

Ref No.: QHTL/Sec/SE/2018-19/16

11th May, 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

Sub: Result Presentation for the Q4 and FY18 Results

Dear Sir/Madam,

Please find enclosed herewith Result Presentation for Q4 and FY18 Results for your records.

Please acknowledge the receipt.

Thanking you,

For Quick Heal Technologies Limited

Raghav Mulay
Company secretary

Encl : As above



SECURITY IS...



Being at peace knowing that your kids are **safe** on the Internet.

SECURITY IS...



Getting **time** for yourself while your PC takes care of itself.

SECURITY IS...



To **enjoy** shopping online without worrying about fake websites.

SECURITY IS...



Giving your old PC a performance boost.

SECURITY IS...



Keeping your inbox clean and spam-free.

SECURITY IS...



To **browse** the Internet worry-free like a king.

Quick Heal

Security Simplified

**Investor Presentation
May 2018**

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Value Proposition



20+ Years of Quick Heal Technologies...

Our Brands



Business Segments



Home and SOHO



SME



Government and Enterprise

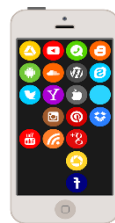
Platforms



Desktop



Laptop



Mobile



Notepad



Server

34%

Market Share in
Retail Segment

8.4 Mn

Number of Active
Licenses

30,000+

Enterprise Customers

4

No. of Patents in US

22,092

No. of Partners

40 Countries

Global Presence



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 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 Boost for IOS

SME / Enterprise

- Seqrite Endpoint Security
- Seqrite Endpoint Security Cloud
- Seqrite UTM
- Seqrite MDM
- Seqrite Encryption
- 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

318 members

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



Research & Development Team

389 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

220 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 Assurance Team

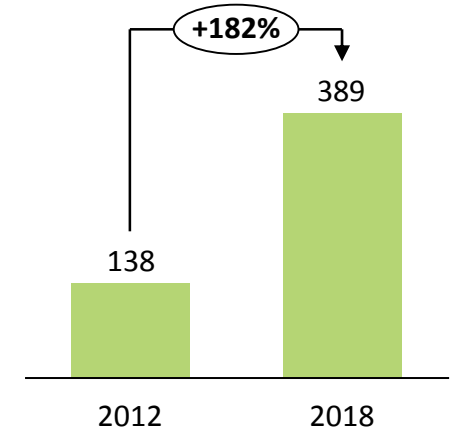
Relentlessly maintaining and creating industry benchmarks for quality



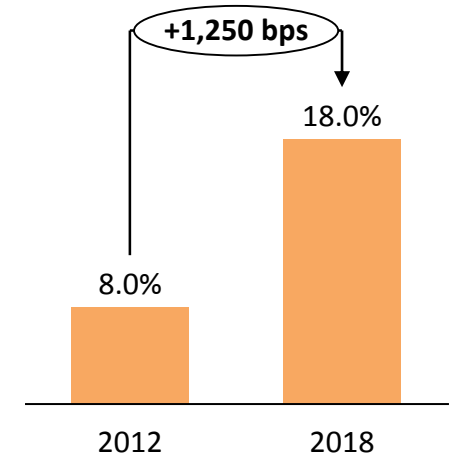
Security Labs

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

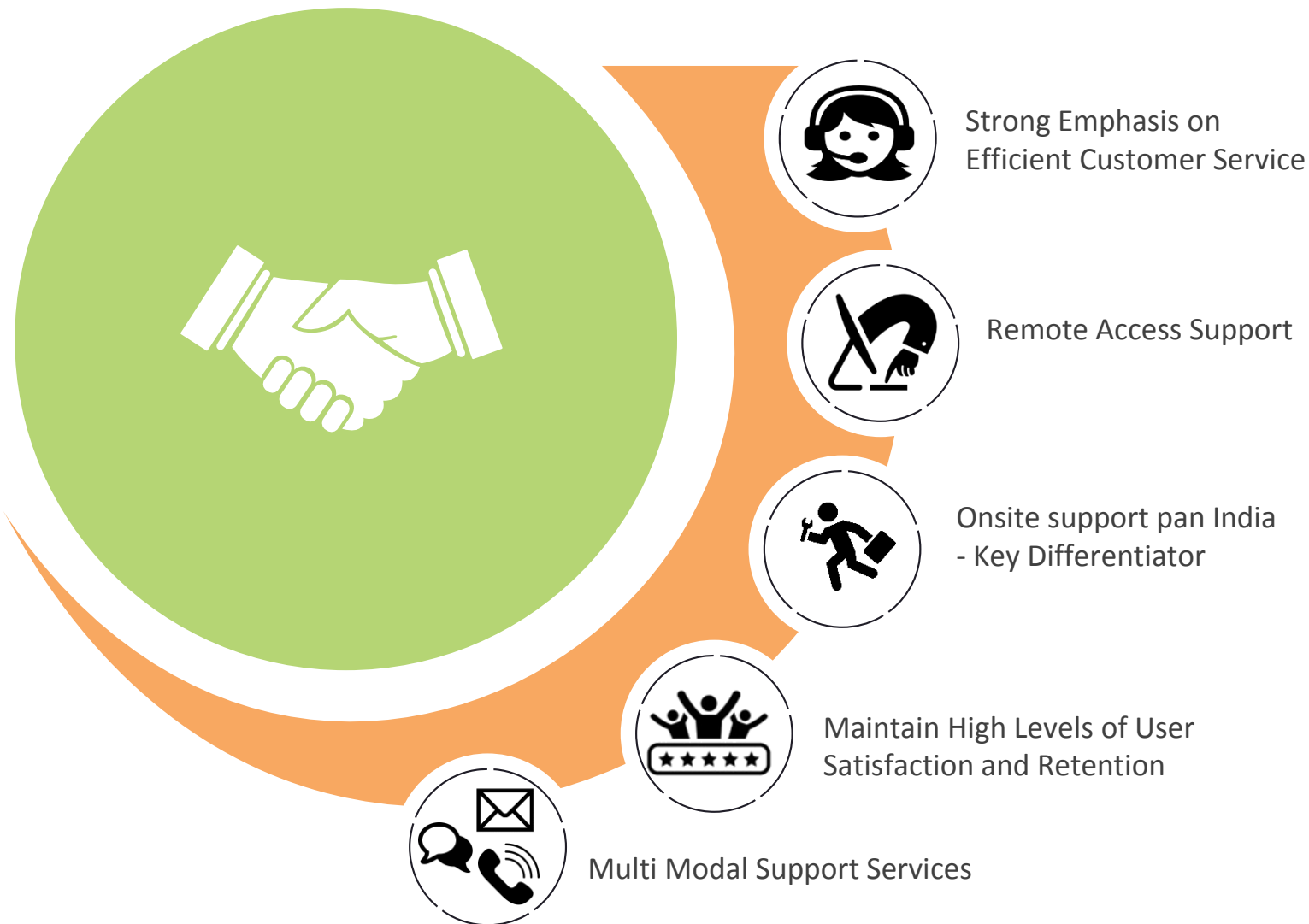
R&D Team Members



R&D Spend as % of Sales



...striving for excellence in customer service



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

Strong **Internal Sales & Marketing Team** of **318 Employees** work closely with Customers and Channel Partners to identify new sales prospects, sell solutions and provide after-sales support

21,401

Total Retail Partners

527

Enterprise Partners

164

Government Partners

12

Mobile Distributors

...guided by Experienced Board of Directors



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

Dr. KAILASH KATKAR
MD & CEO



Spearheads the creation and subsequent development of the core product technology

Mr. SANJAY KATKAR
Joint MD & CTO



Served as Sr. VP Sales & Marketing at Quick Heal Technologies. Has 22+ years of rich industry experience

Mr. ABHIJEET JORVEKAR
Non-Executive Director



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

Mr. SHAILESH LAKHANI
Non Executive Director



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

Mr. PRADEEP BHIDE
Independent 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

Dr. APURVA JOSHI
Independent director



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

Mr. MANU PARPIA
Independent Director



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

Ms. PRITI RAO
Independent Director

... and Strong Leadership Team



Dr. Kailash Katkar | Managing Director & CEO

- Has been a 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



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. 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. 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. 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. 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. Nitin Kulkarni | CFO

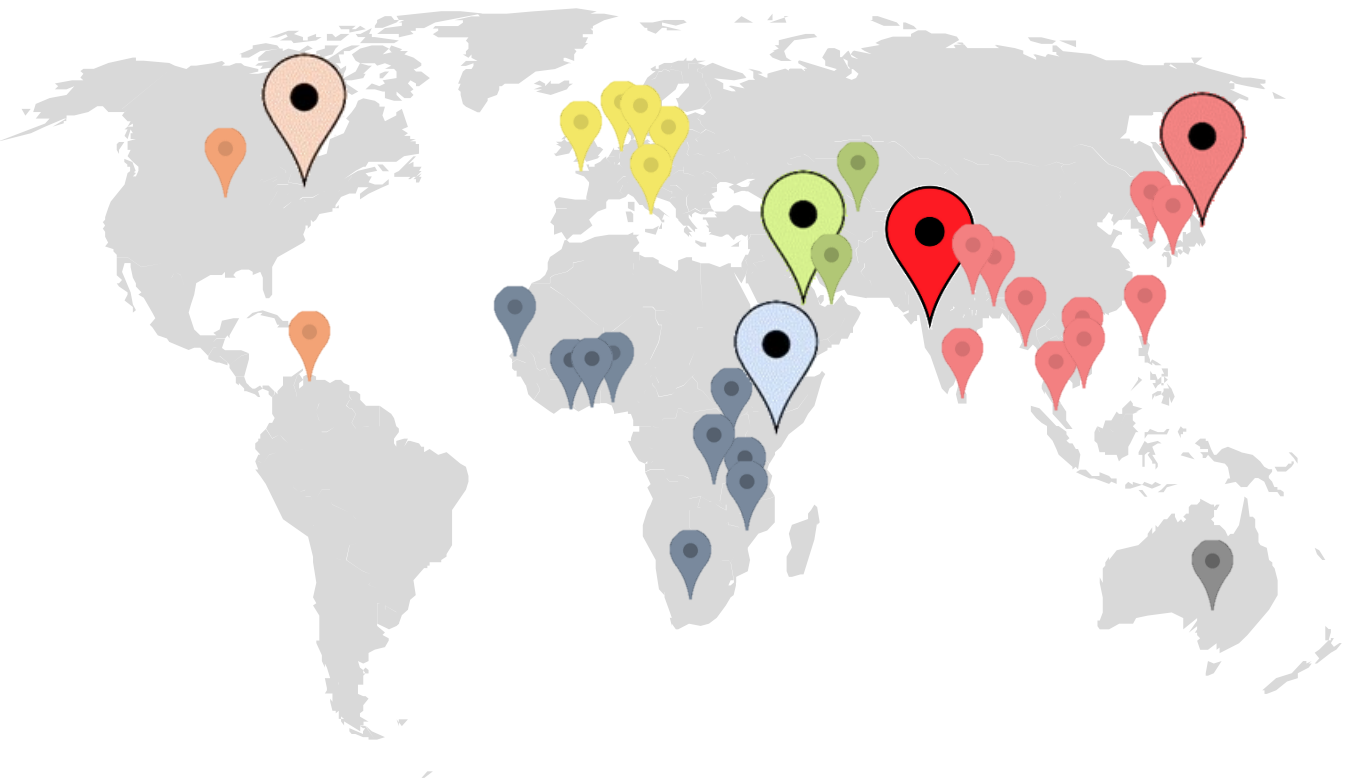
- 25+ years of experience in managing different aspects of finance function in IT and Manufacturing Industry
- Previously held leadership positions at Tech Mahindra, KPIT, Atlas Copco India and Persistent Systems
- A member of the Institute of Chartered Accountants of India



Mr. 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.
- 02

USA
Quick Heal Technologies America Inc
- 03

KENYA
Quick Heal Technologies Africa Ltd.
- 04

UAE
Quick Heal Technologies (MENA) FZE
- 05

JAPAN
Quick Heal Japan KK.

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

...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:

Gems &
Hospitality Jewellery Education
Automotive Manufacturing
IT & ITES
BFSI Pharma & Healthcare

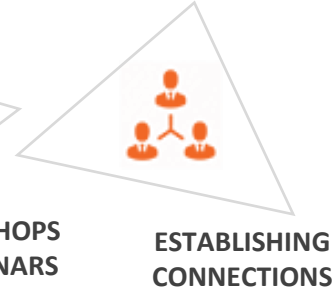
...creating Specialized workforce at Quick Heal Academy



Popular Courses:

- ✓ Cyber Threat Intelligence
- ✓ Malware Analysis & Reverse Engineering
- ✓ Cyber Law
- ✓ First Responder Electronic Crime Scene Investigation

Offerings:



Workshops:

- SOC Training @Pune (100% freshers placed)
- Started a “45 day Industrial Training”
- Conducted a training programme for TCS

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 campuses located in Maharashtra



Devi Ahilya Vishwavidyalaya

- University established “Centre for Cyber Security and Digital Forensic Studies & Research” in Institute of Engineering and Technology campus



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



2015

- IMC Information Technology Award for Excellence in Information Technology Products for small and medium enterprise category, awarded by Indian Merchants Chamber
- Mumbai Hot 50 Brands in the B2C category, awarded by OneIndia



2016

- 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



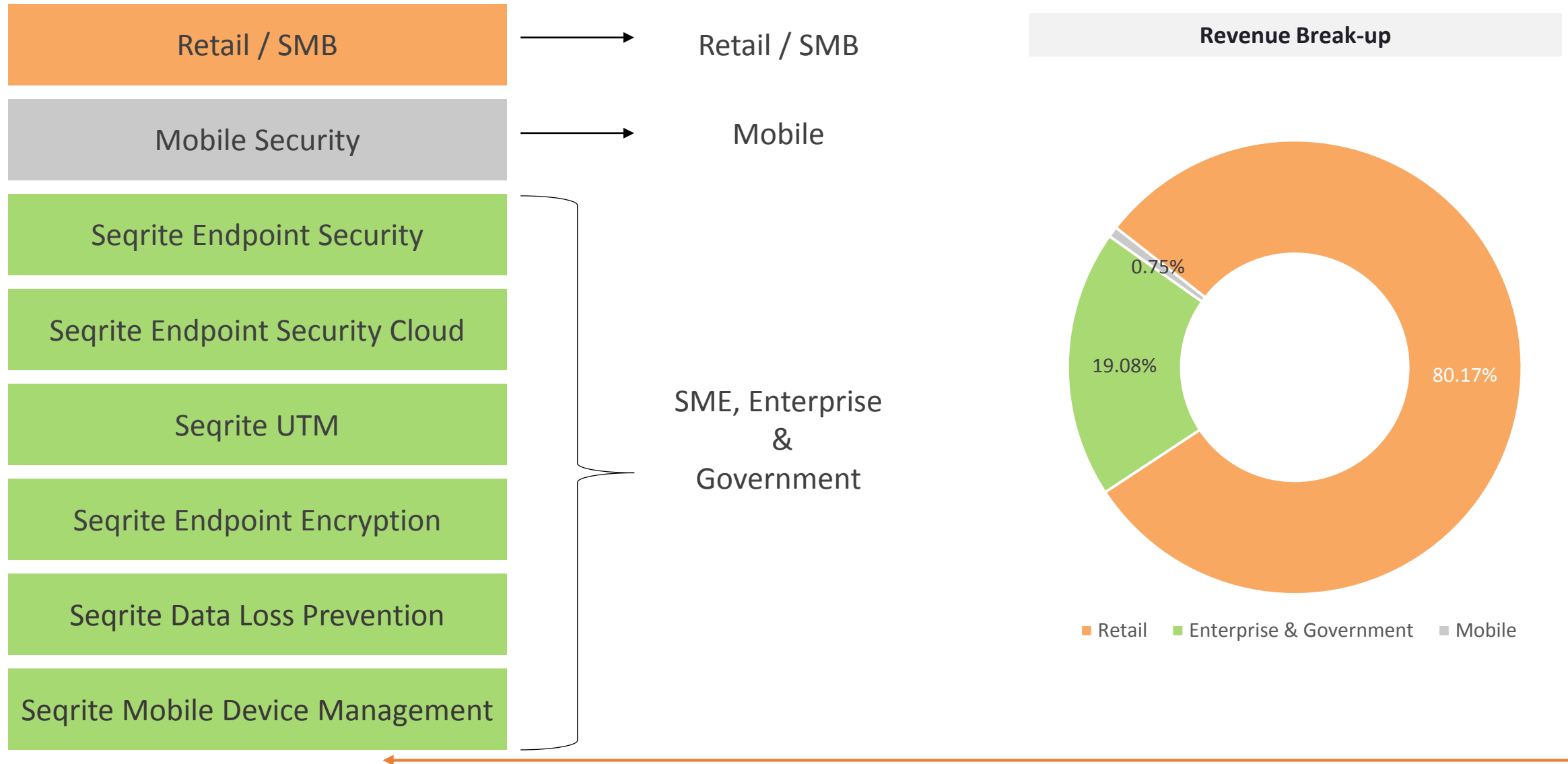
2017

- 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

Product Offerings



Product Portfolio across Business Segments



Retail / SMB – Drives Scalability



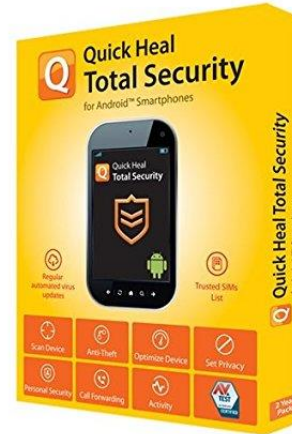
- | | |
|--|---|
|  Core Protection |  Track My Laptop |
|  Privacy Protection |  Data Theft Protection |
|  Safe Banking Features |  PCTuner |
|  Web Security |  Improved Scan Engine |
|  Parental Controls |  Virtual Keyboard |
|  Stealth Mode |  PC2 Mobile Scan |
|  Email Security |  QH Remote Device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



Mobile Security – Huge Future Opportunity

► Growth Opportunities

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

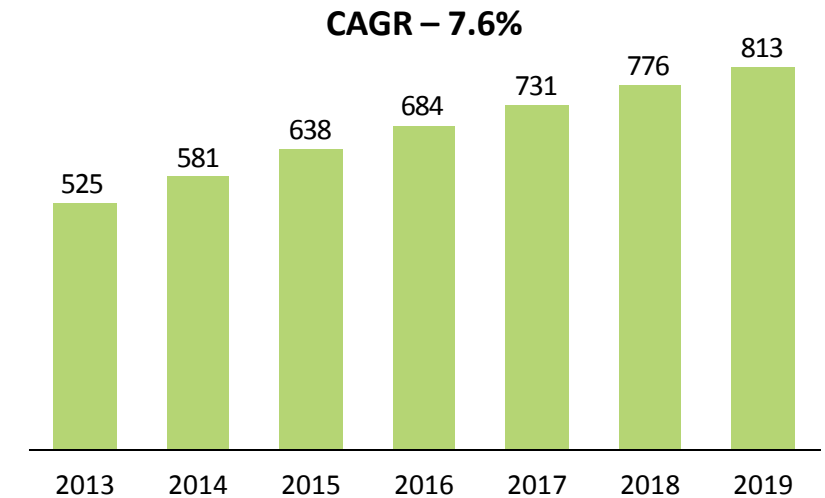


- 🔒 Background Scan
- 🔒 Security & Privacy Advisor
- 🔒 SafePe
- 🔒 Cloud Backup
- 🔒 Call & Message Filter
- 🔒 Register with TRAI
- 🔒 Anti-Theft Technology
- 🔒 Cloud Backup
- 🔒 Remote Device Management



Mobile Internet User Base

In million



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



Security Vulnerabilities



Insider Threats



Ransomware Attacks



Infected External Devices



Malicious Infected Traffic



Phishing Attacks



Data Breaches



Dos & DDos ATTACKS



ADVANCED PERSISTENT THREATS



MOBILE MALWARE & MALICIOUS
MOBILE APPS



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



...supported by Tactical Marketing Campaigns

Customer engagement with “Quick Heal Khareedo Foreign Jao” Contest



QUICK HEAL
KHARIDO
FOREIGN
JAO!
CONTEST
EDITION 5

Buy OR Renew a Quick Heal product and get assured gifts and a chance to win a trip to Paris/Hong Kong/Dubai.

To participate, visit www.quickheal.co.in/contest

ASSURED GIFTS

Android security Extended validity

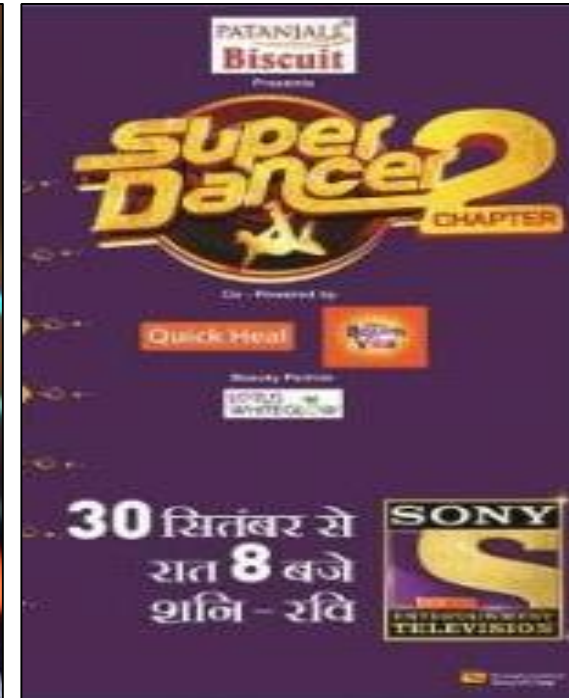
#ForeignJao | Contest Valid till 31st May 2018
www.quickheal.co.in | Toll-free helpline: 1800-121-7377

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Association with Sony for show “Kaun Banega Crorepati”



Association with Sony for dance show “Super Dancer”



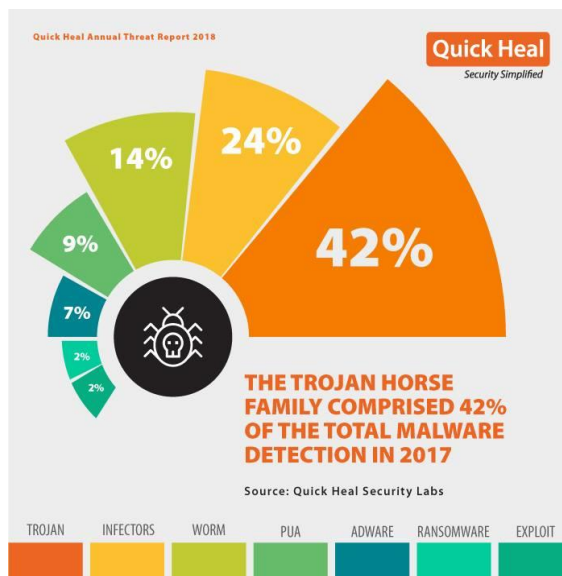
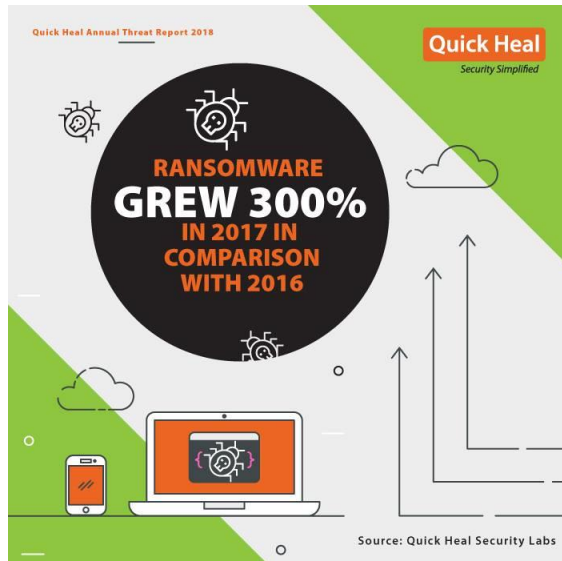
Branding Campaigns at Mumbai & Delhi Airport



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
- Users in India accessed the Internet through their mobiles nearly 80% of the time in 2017
- **Increase in Mobile Transactions:** 72Cr transactions were done using mobile in 2016-2017; a jump from 9.47 Cr in 2013-14
- Proliferation of smart devices will raise cybersecurity risks

Quick Heal

Security Simplified

#DidYouKnow?



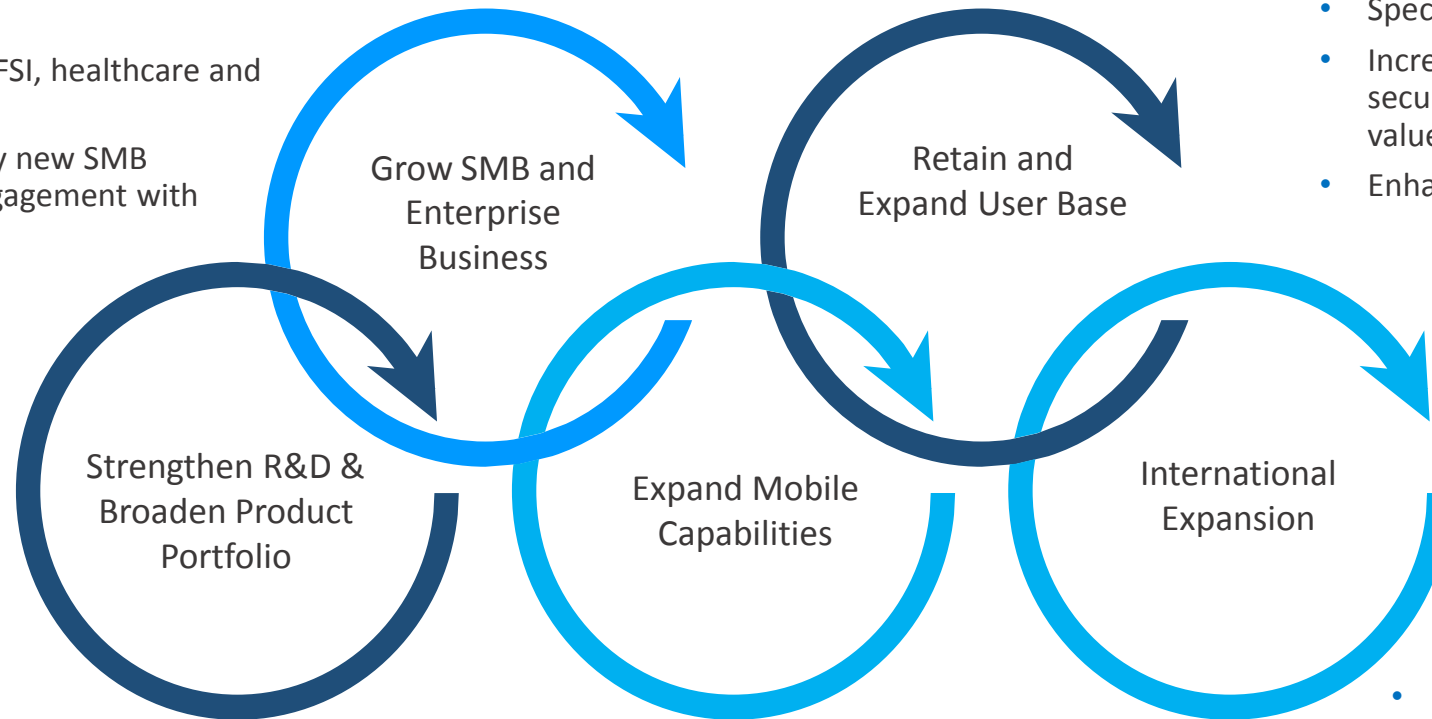
**By 2022,
6 billion people will be
vulnerable to cyberattacks.**

Source: CSO

Future Strategy



- 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

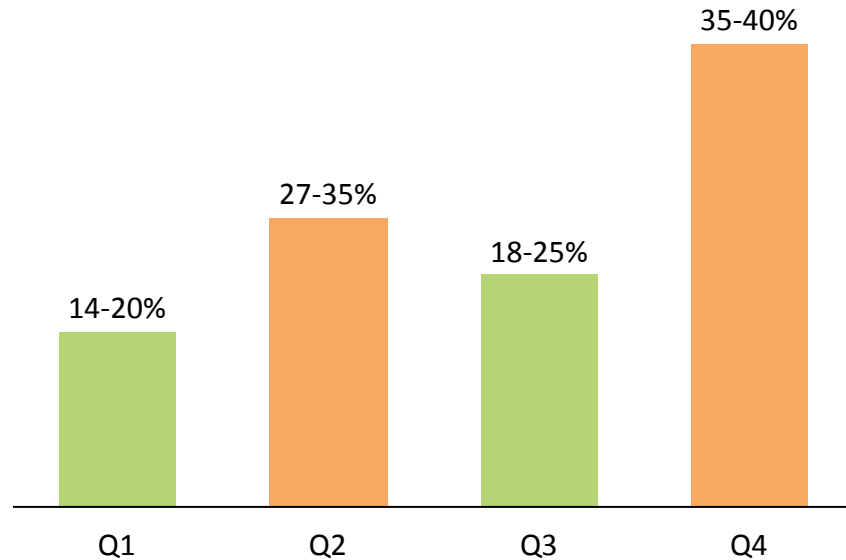
- Develop products for various platforms
- Monetize free solutions for mobile devices

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

Financial Performance



Quarterly Revenues Trend - % of Annual

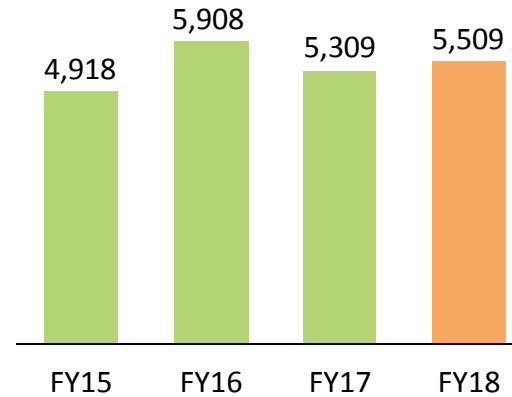


Seasonality Impacts Revenues & Margins

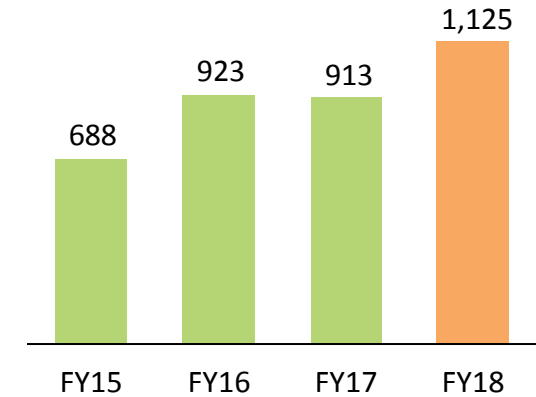
- R&D, G&A expenses are spread across four quarters
- Hence, there is variation in EBITDA margin on quarterly basis

Number of licenses sold ('000)

Retail Segment



Enterprise & Govt. Segment

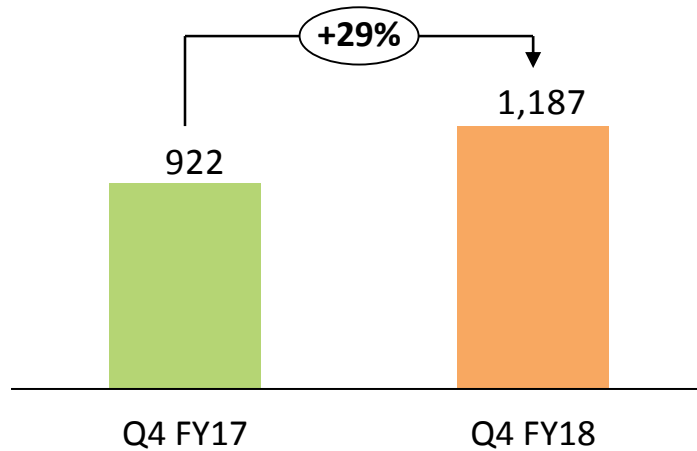


Renewal Ratio provides Revenue Visibility

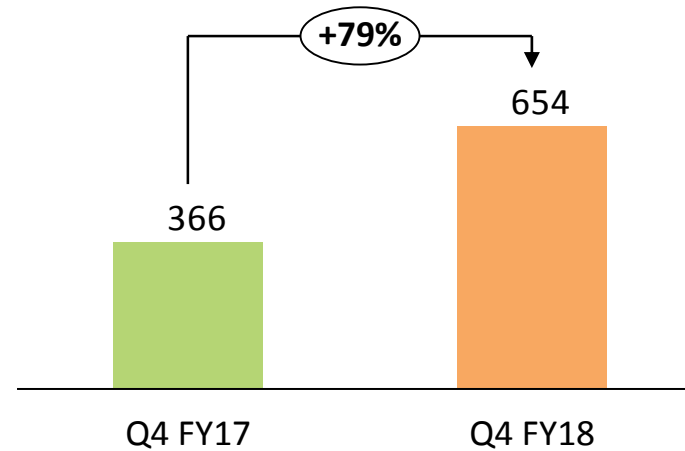
- Retail Segment has renewal ratio of ~35%
- Enterprise & Govt. has renewal ratio of ~75%

Q4 FY18 – Quarterly Consolidated Performance Highlights

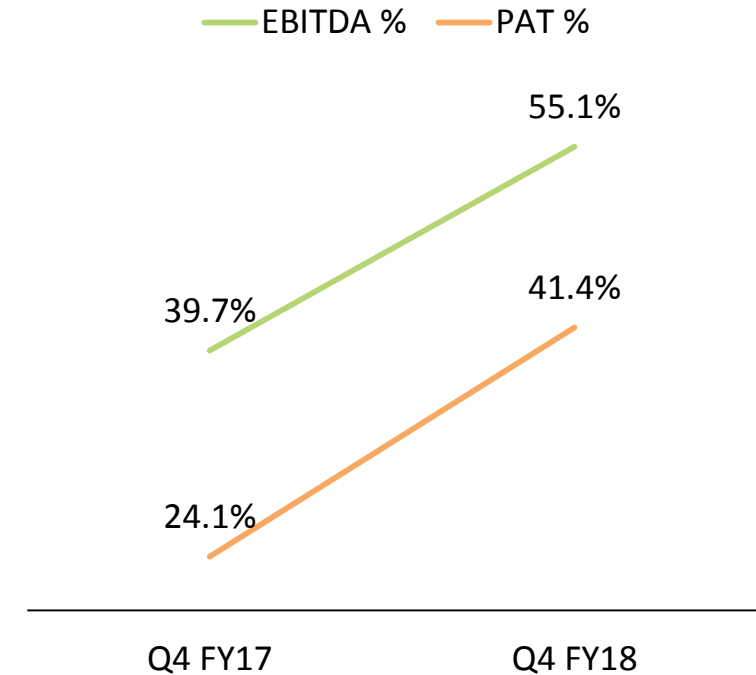
Revenue (Rs. mln)



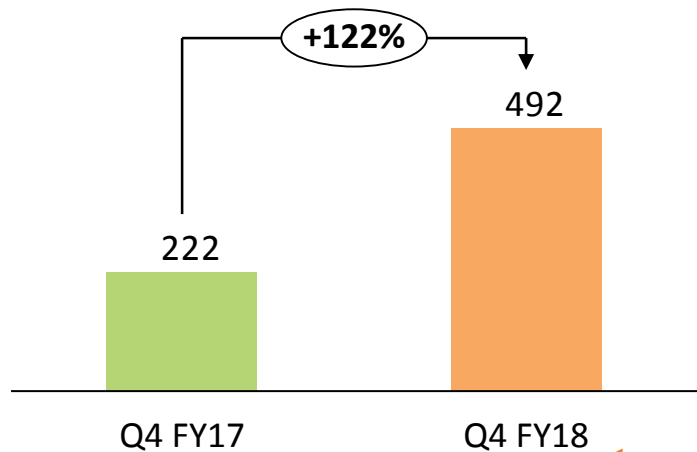
EBITDA (Rs. mln)



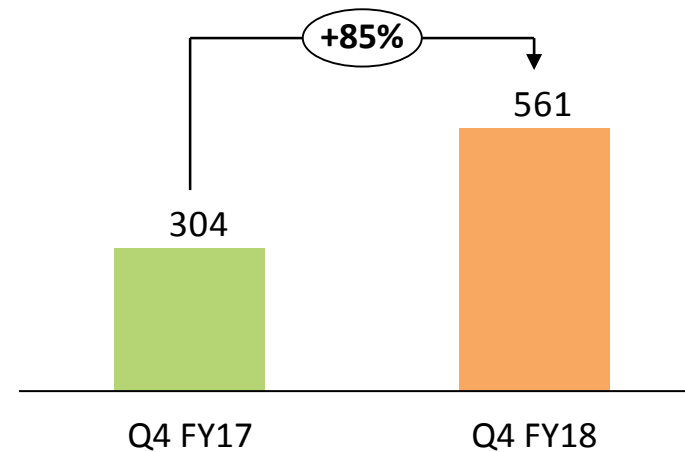
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)

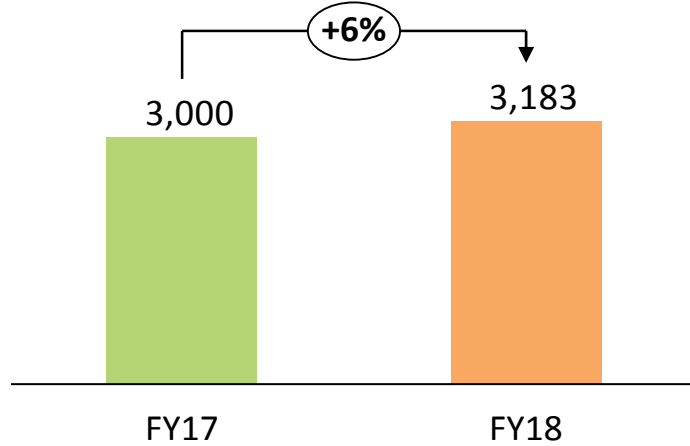


* Cash PAT = PAT + Depreciation

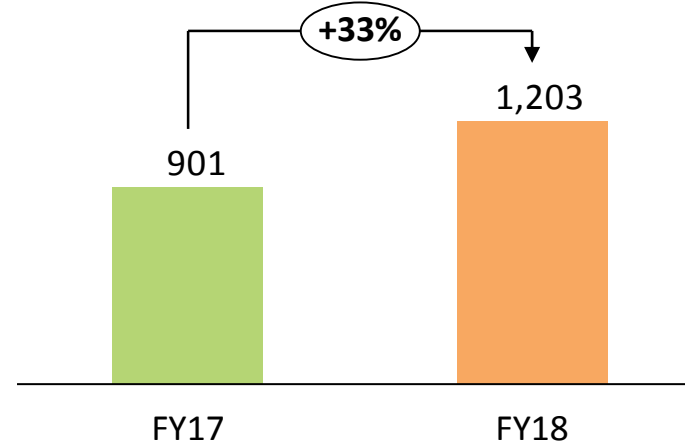
As per Ind AS

FY18 – Annual Consolidated Performance Highlights

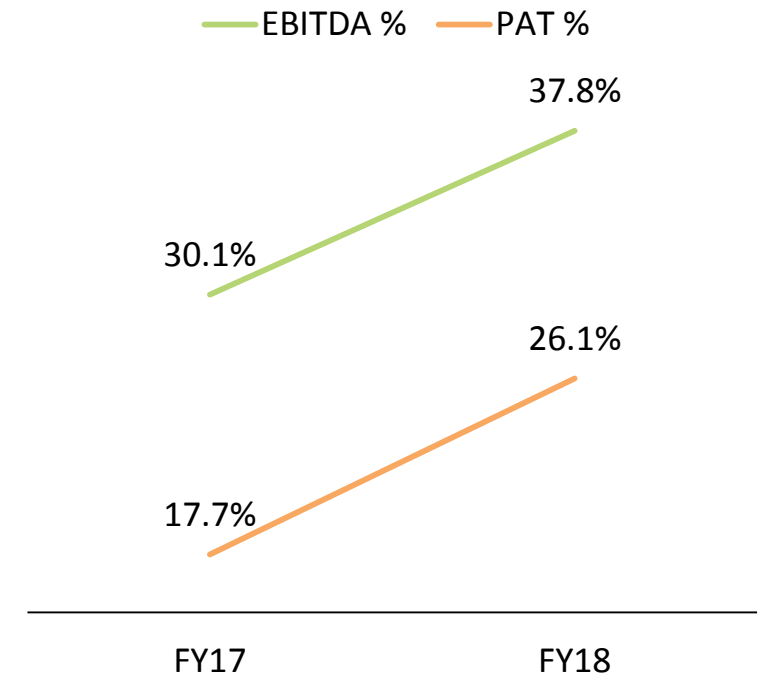
Revenue (Rs. mln)



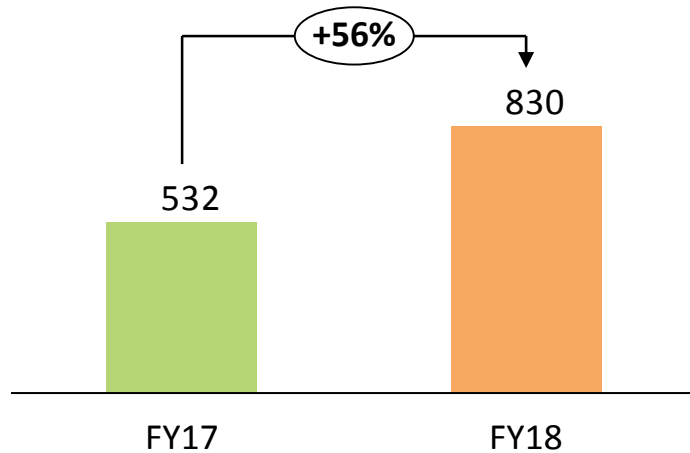
EBITDA (Rs. mln)



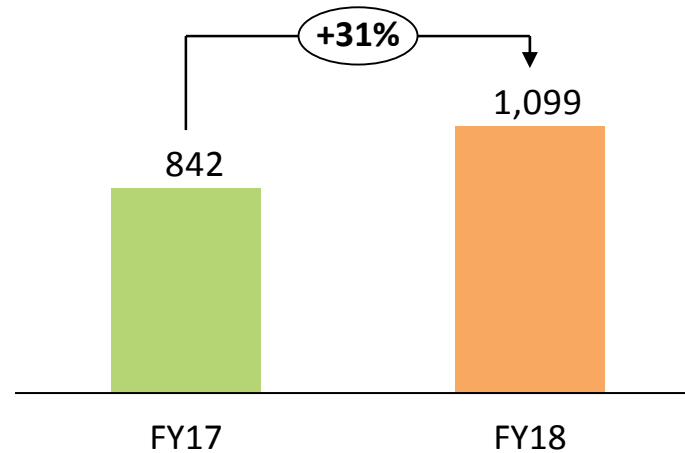
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)



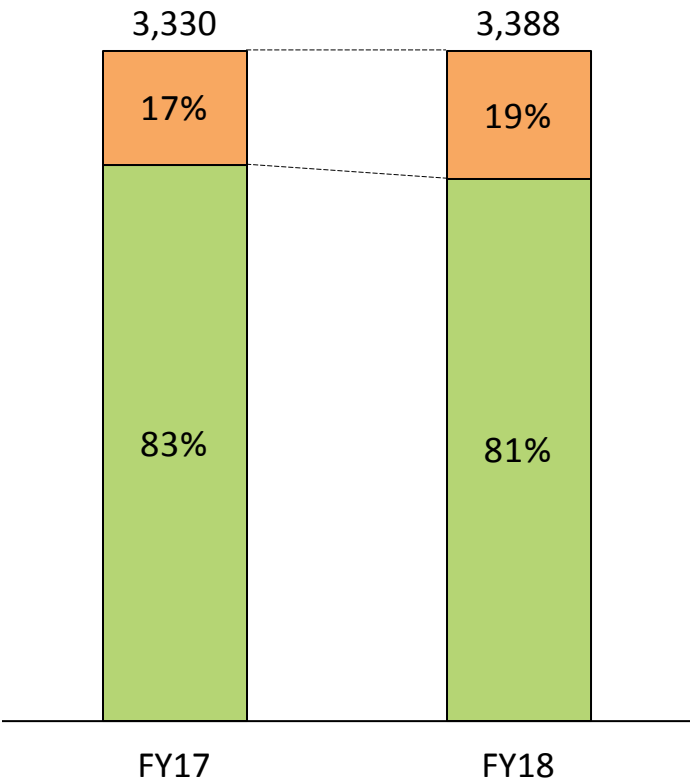
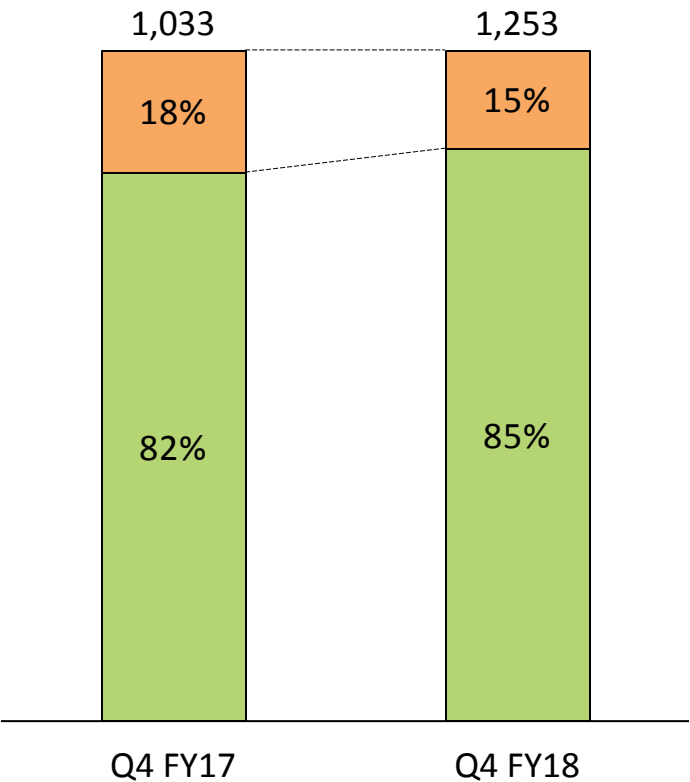
* Cash PAT = PAT + Depreciation

As per Ind AS

Q4 and FY18 – Revenue Analysis

Q4 YoY Analysis

Full Year YoY Analysis

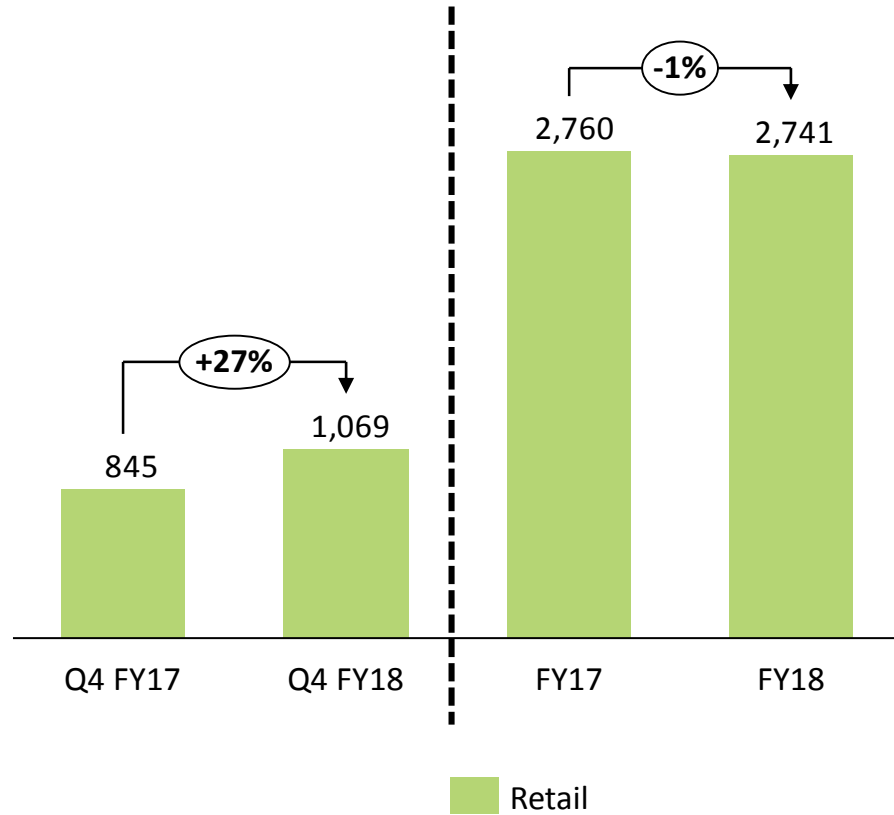


Based on net revenues before adjusting for sales incentives

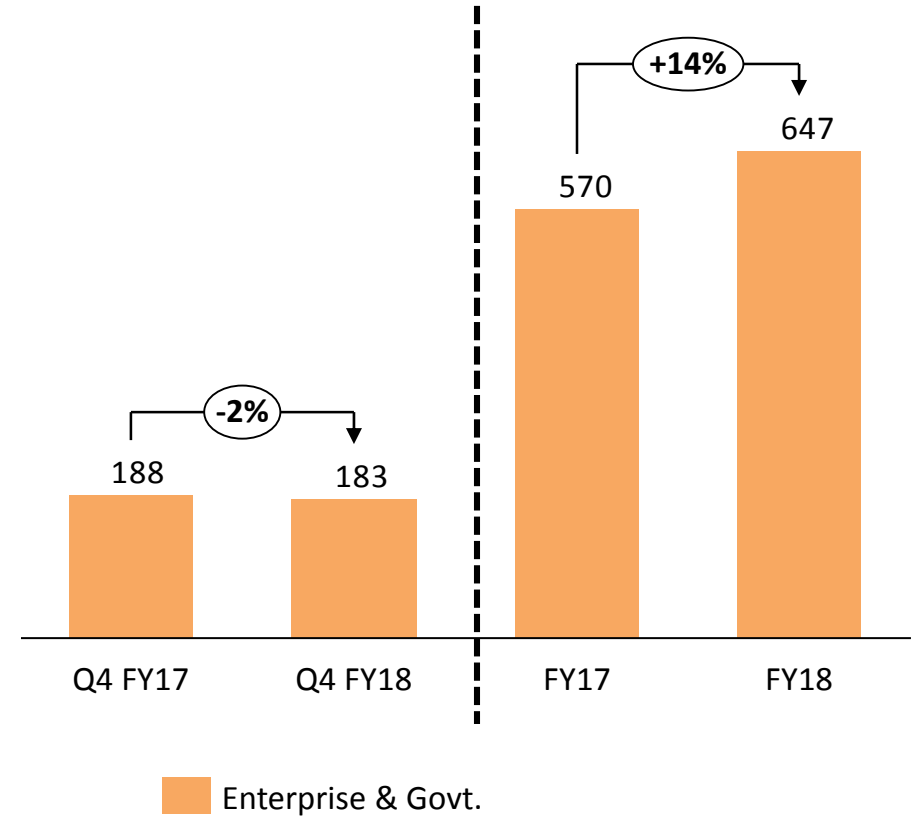
- Retail
- Enterprise & Govt.

Segment Performance: Revenue Break-up

Retail (Rs. mln)



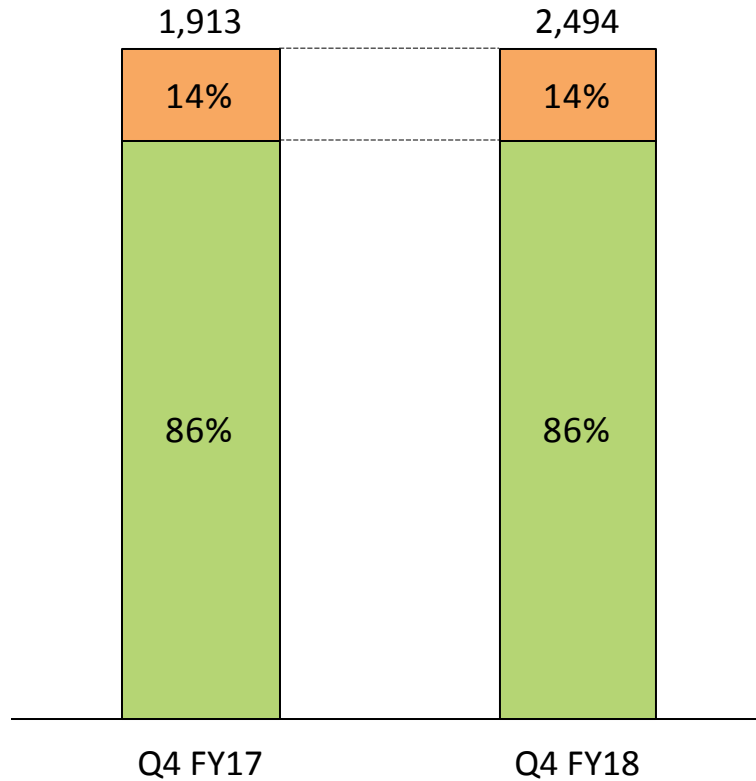
Enterprise & Govt. (Rs. mln)



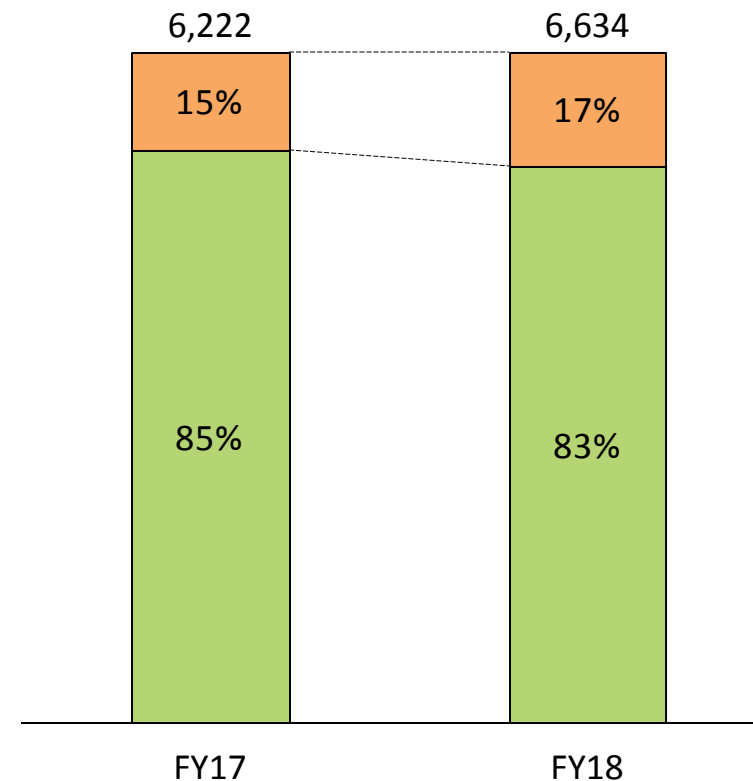
Based on net revenues before adjusting for sales incentives

Q4 and FY18 – License Sold Analysis

Q4 YoY Analysis (in 000's)

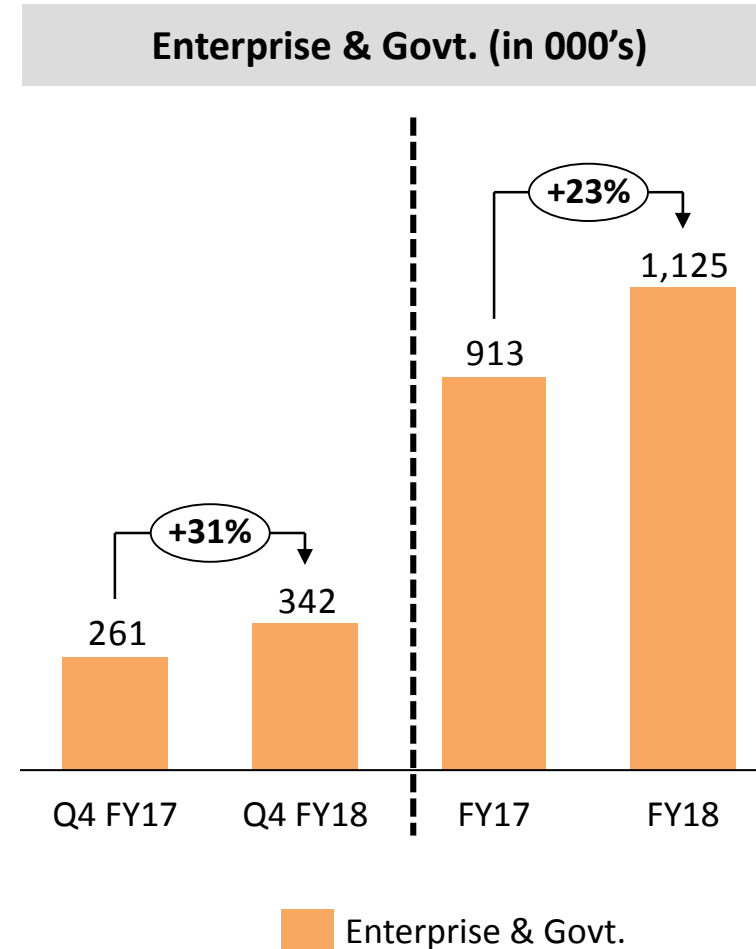
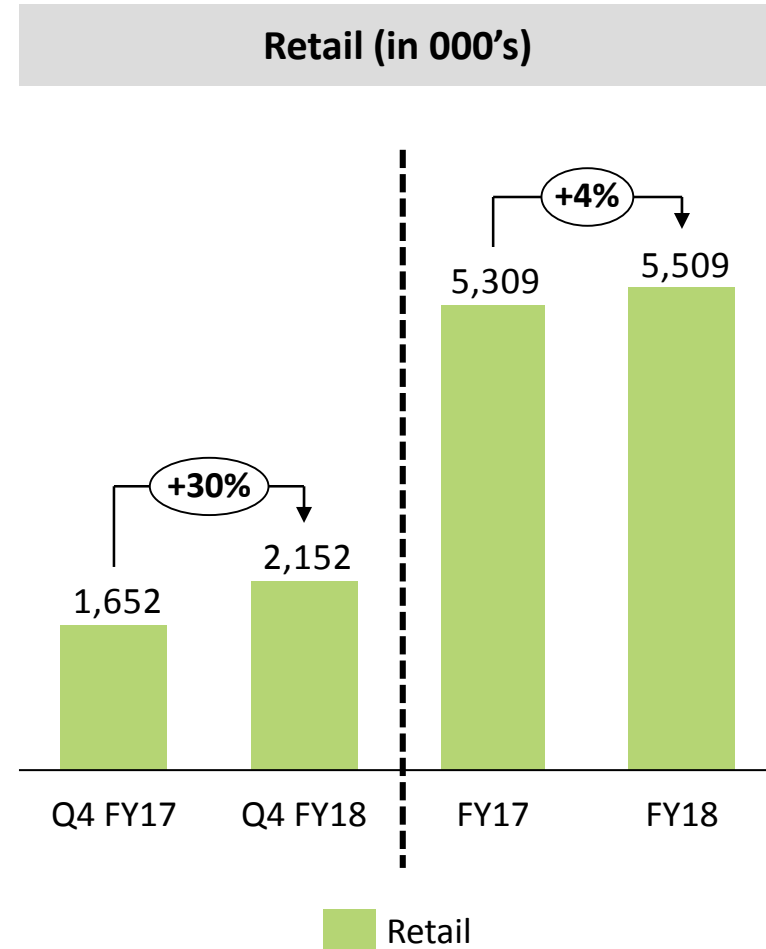


Full Year YoY Analysis (in 000's)



■ Retail ■ Enterprise & Govt.

Segment Performance : Licenses Sold Analysis



Q4 and FY18 - Consolidated Profitability Statement

Particulars (Rs. mln)	Q4 FY18	Q4 FY17	Growth	YoY	FY18	FY17	Growth	YoY
Total Revenue	1,186.92	921.70	265.22	28.77%	3,183.15	2,999.78	183.37	6.11%
Direct Cost	62.94	59.80	3.14	5.25%	167.38	230.18	-62.80	-27.28%
Gross Profit	1,123.98	861.90	262.08	30.41%	3,015.77	2,769.60	246.17	8.89%
Gross Margin	94.70%	93.51%		119 bps	94.74%	92.33%		241 bps
Operating Cost								
R&D Cost	148.41	155.55	-7.14	-4.59%	567.40	635.41	-68.02	-10.70%
Sales and Marketing (S&M)	185.13	206.41	-21.27	-10.31%	735.69	728.52	7.17	0.98%
General Administration (G&A)	135.98	134.20	1.78	1.32%	509.28	504.23	5.05	1.00%
Total Expenditure	469.52	496.16	-26.64	-5.37%	1,812.36	1,868.16	-55.80	-2.99%
EBITDA	654.46	365.74	288.72	78.94%	1,203.41	901.45	301.96	33.50%
EBITDA Margin	55.14%	39.68%		1,546 bps	37.81%	30.05%		776 bps
Depreciation	69.25	81.88	-12.63	-15.43%	269.27	309.45	-40.18	-12.98%
EBIT	585.21	283.86	301.35	106.16%	934.14	591.99	342.15	57.80%
EBIT Margin	49.30%	30.80%		1,850 bps	29.35%	19.73%		962 bps
Other Income								
– Others	69.20	62.21	6.98	11.22%	234.06	284.49	-50.44	-17.73%
– Service Tax Credit	65.96	0.00	65.96	-	65.96	0.00	65.96	-
PBT (Before Exceptional Item)	720.37	346.07	374.30	108.15%	1,234.16	876.49	357.67	40.81%
Exceptional Item	0.00	0.00	0.00		0.00	37.81	-37.81	-100.00%
PBT (After Exceptional Item)	720.37	346.07	374.30	108.15%	1,234.16	838.68	395.49	47.16%
Tax	228.59	124.19	104.40	84.07%	404.12	306.44	97.68	31.87%
PAT	491.78	221.89	269.89	121.63%	830.05	532.24	297.81	55.96%
PAT Margin	41.43%	24.07%		1,736 bps	26.08%	17.74%		834 bps

NOTE: Certain figures have been re-grouped wherever necessary

Q4 and FY18 - Consolidated Ratio Analysis

In %	Q4 FY18	Q4 FY17	FY18	FY17
Expenses				
Direct Cost / Revenue	5.30%	6.49%	5.26%	7.67%
R&D / Revenue	12.50%	16.88%	17.82%	21.18%
S&M / Revenue	15.60%	22.39%	23.11%	24.29%
G&A / Revenue	11.46%	14.56%	16.00%	16.81%
Total Cost / Revenue	39.56%	53.83%	56.94%	62.28%
Margin				
Gross Margin	94.70%	93.51%	94.74%	92.33%
EBIDTA	55.14%	39.68%	37.81%	30.05%
EBIT	49.30%	30.80%	29.35%	19.73%
PBT (Before Exceptional Item)	60.69%	37.55%	38.77%	29.22%
PBT (After Exceptional Item)	60.69%	37.55%	38.77%	27.96%
PAT	41.43%	24.07%	26.08%	17.74%

NOTE: Certain figures have been re-grouped wherever necessary

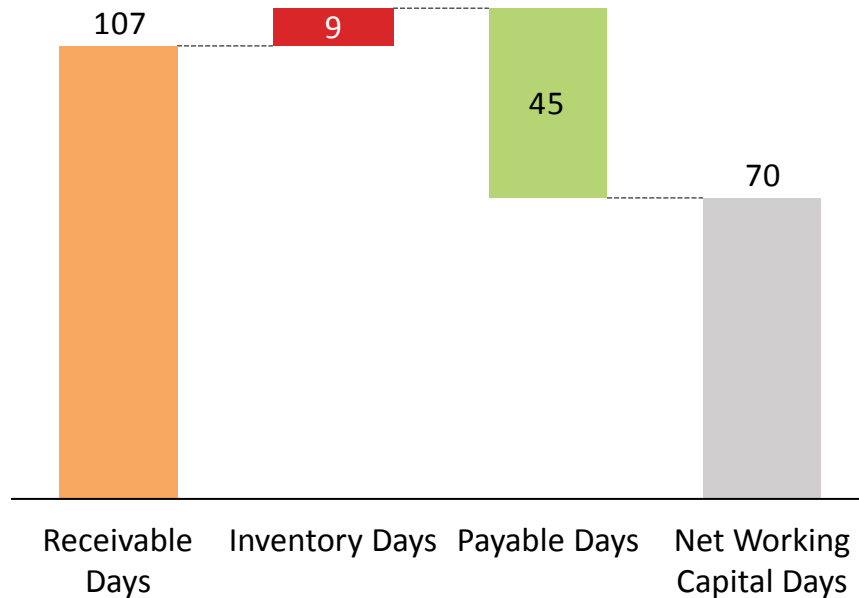
Consolidated Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	31-Mar-18	31-Mar-17	ASSETS (Rs. mln)	31-Mar-18	31-Mar-17
Share Holder's Funds:			Non-Current Assets:		
Equity Share Capital	703.88	701.02	Property, plant and equipment	1,611.97	1,782.23
Share application money pending allotment	0.00	0.06	Capital work-in-progress	138.72	135.89
Reserves and Surplus	6,534.79	5,915.53	Other Intangible assets	118.54	65.39
Total Shareholder Funds	7,238.67	6,616.61	Non-current financial assets		
Non-Current Liabilities			Investments	64.01	66.66
Net employee defined benefit liabilities	21.04	22.73	Loan and Security Deposits	3.28	4.50
Total Non-Current Liabilities	21.04	22.73	Bank Balances	2.92	1.83
Current Liabilities:			Deferred tax assets (net)	43.71	87.30
Trade and Other Payables	327.06	408.96	Non-current tax assets (net)	33.90	198.67
Other Financial Liabilities	11.99	13.16	Other non-current assets	0.14	46.12
Other Liabilities	132.60	136.25	Total Non-Current Assets	2,017.18	2,388.59
Net employee defined benefit liabilities	13.10	14.42	Current assets:		
Current Tax Liabilities (Net)	62.68	123.11	Inventories	56.24	79.40
Total Current Liabilities	547.43	695.90	Investment in Mutual Fund	3,000.78	1,750.82
Total Equity & Liabilities	7,807.14	7,335.24	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 accrued	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

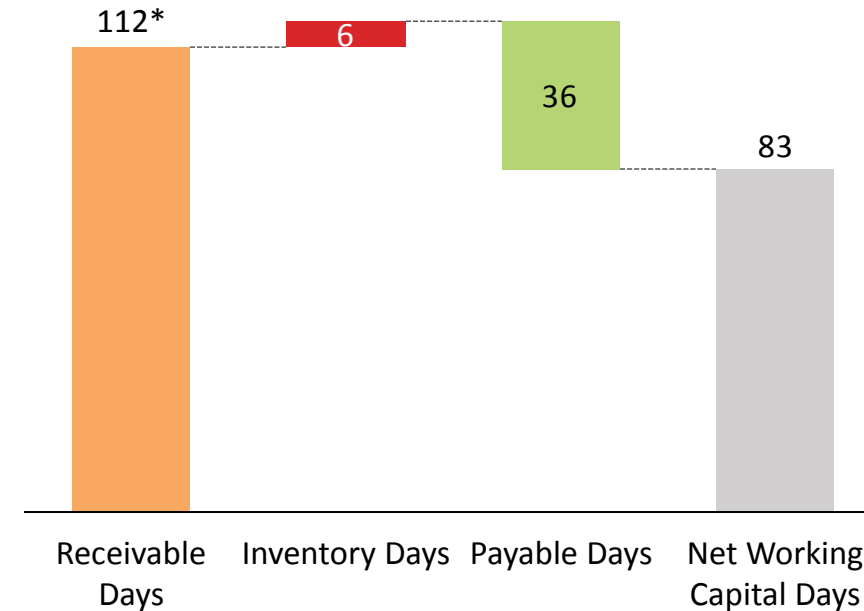
NOTE: Certain figures have been re-grouped wherever necessary

Q4 and FY18 – Working Capital Analysis

At the end of March 2017



At the end of March 2018



* Impact of 11 days is on account of GST

Note: Net Working Capital Days = [(Net Working Capital / Full Year Sales) * (365 days)]

Calculation is based on net revenues before adjusting for sales incentives

Q4 and FY18 – Standalone Profitability Statement

Particulars (Rs. mln)	Q4 FY18	Q4 FY17	Growth	YoY	FY18	FY17	Growth	YoY
Total Revenue	1,183.80	918.83	264.97	28.84%	3,162.22	2,990.22	172.00	5.75%
Direct Cost	63.86	57.09	6.77	11.86%	164.43	217.23	-52.80	-24.31%
Gross Profit	1,119.94	861.74	258.20	29.96%	2,997.79	2,772.99	224.80	8.11%
Gross Margin	94.61%	93.79%		82 bps	94.80%	92.74%		206 bps
Operating Cost								
R&D Cost	148.41	155.54	-7.14	-4.59%	567.39	635.41	-68.02	-10.70%
Sales and Marketing (S&M)	179.08	199.43	-20.35	-10.19%	706.18	681.01	25.17	3.70%
General Administration (G&A)	131.34	124.08	7.26	5.85%	486.90	484.12	2.78	0.57%
Total Expenditure	458.83	479.05	-20.23	-4.22%	1,760.48	1,800.55	-40.07	-2.23%
EBITDA	661.11	382.69	278.43	72.75%	1,237.31	972.44	264.87	27.24%
EBITDA Margin	55.85%	41.65%		1,420 bps	39.13%	32.52%		661 bps
Depreciation	69.15	81.59	-12.44	-15.25%	268.82	308.67	-39.85	-12.91%
EBIT	591.96	301.10	290.87	96.60%	968.49	663.77	304.72	45.91%
EBIT Margin	50.01%	32.77%		1,724 bps	30.63%	22.20%		843 bps
Other Income								
– Others	69.52	58.86	10.66	18.10%	232.79	277.76	-44.97	-16.19%
– Service Tax Credit	65.96	0.00	65.96	-	65.96	0.00	65.96	-
PBT (Before Exceptional Item)	727.44	359.96	367.49	102.09%	1,267.24	941.53	325.71	34.59%
Exceptional Item	71.81	0.00	71.81	-	75.09	44.13	30.96	70.16%
PBT (After Exceptional Item)	655.63	359.96	295.68	89.14%	1,192.15	897.40	294.75	32.84%
Tax	228.39	123.66	104.73	84.69%	403.37	305.73	97.64	31.94%
PAT	427.24	236.30	190.94	80.80%	788.78	591.67	197.11	33.31%
PAT Margin	36.09%	25.72%		1,037 bps	24.94%	19.79%		516 bps

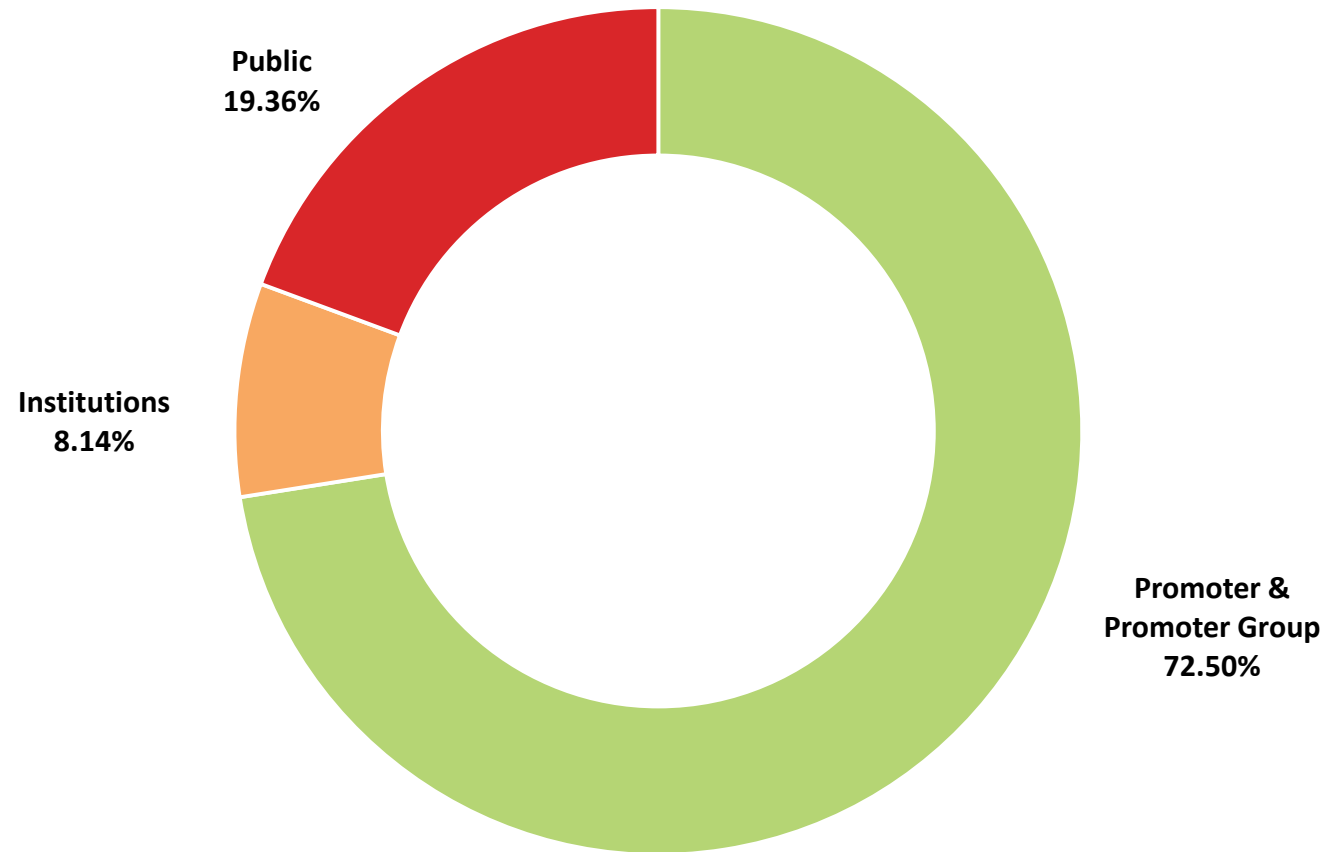
NOTE: Certain figures have been re-grouped wherever necessary

Standalone Balance Sheet

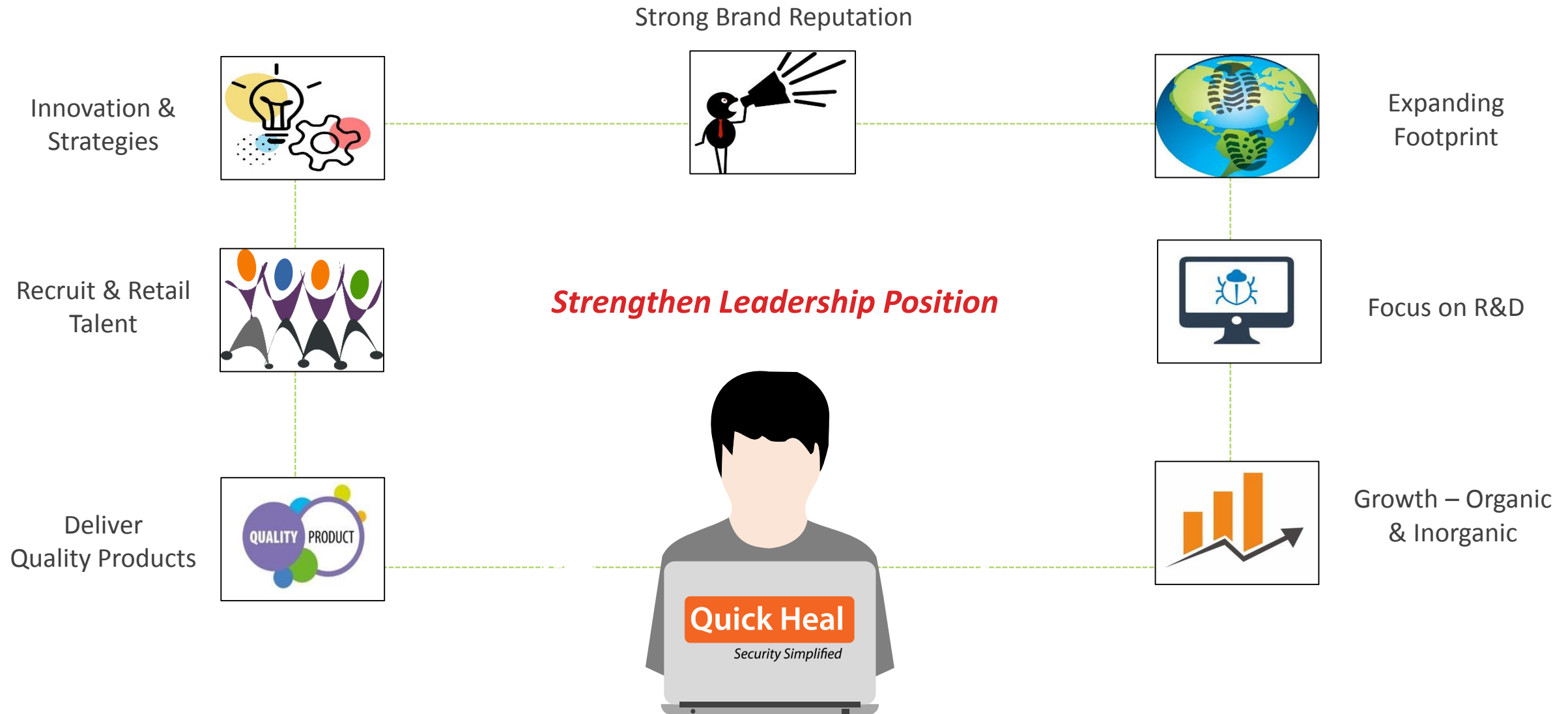
EQUITY AND LIABILITIES (Rs. mln)	31-Mar-18	31-Mar-17	ASSETS (Rs. mln)	31-Mar-18	31-Mar-17
Share Holder's Funds:			Non-Current Assets:		
Equity Share Capital	703.88	701.02	Property, plant and equipment	1,610.96	1,780.66
Share application money pending allotment	0.00	0.06	Capital work-in-progress	138.72	135.89
Reserves and Surplus	6,667.44	6,089.44	Other Intangible assets	118.31	65.12
Total Shareholder Funds	7,371.32	6,790.52	Non-current financial assets		
Non-Current Liabilities			Investments	248.51	361.57
Net employee defined benefit liabilities	21.04	22.73	Loan and Security Deposits	3.18	4.50
Total Non-Current Liabilities	21.04	22.73	Bank Balances	2.92	2.07
Current Liabilities:			Deferred tax assets (net)	43.71	87.30
Trade and Other Payables	322.72	406.02	Non-current tax assets (net)	33.90	198.67
Other Financial Liabilities	15.61	13.16	Other non-current assets	0.14	46.12
Other Liabilities	131.24	135.79	Total Non-Current Assets	2,200.34	2,681.90
Net employee defined benefit liabilities	13.10	14.42	Current assets:		
Current Tax Liabilities (Net)	62.08	122.48	Inventories	47.15	72.22
Total Current Liabilities	544.75	691.87	Investment in Mutual Fund	3,000.78	1,750.82
Total Equity & Liabilities	7,937.11	7,505.12	Trade and other receivables	1,027.41	949.90
			Bank Balances & Cash and Cash Equivalents	83.47	103.66
			Investment in Fixed Deposit	1,507.24	1,898.66
			Loans and Security Deposits	8.13	5.38
			Interest accrued	39.00	8.73
			Other Current assets	23.59	33.85
			Total Current Assets	5,736.77	4,823.22
			Total Assets	7,937.11	7,505.12

NOTE: Certain figures have been re-grouped wherever necessary

Shareholding Structure – March 2018



Key Takeaways



Company :

Investor Relations Advisors :

Quick Heal

Security Simplified

CIN No: L72200MH1995PLC091408

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