

Ref No.: QHTL/Sec/SE/2018-19/10

10<sup>th</sup> May, 2018

The Manager,  
Corporate Services,  
BSE Limited,  
14<sup>th</sup> 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 10<sup>th</sup> May 2018**

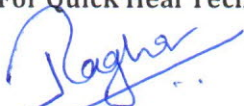
Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on 10<sup>th</sup> May 2018 which commenced at 03.00 PM and concluded at 9:20 pm, has approved following:

1. Audited Financial Results of the Company for the financial year ended 31<sup>st</sup> March 2018, both Standalone and consolidated.
2. A copy of the Press Release being issued in respect of aforesaid financial results.
3. Pursuant to Regulation 33 of SEBI Regulations, we have enclosed herewith Audit Report for the audited financial results both standalone and consolidated for the financial year ended 31<sup>st</sup> March 2018 (including Form A for both standalone and consolidated) from our Statutory Auditors M/s S R B C & CO LLP, Chartered Accountants.
4. The Board has also recommended final dividend of Rs. 3.00/- per share for the financial year ended 31<sup>st</sup> March 2018.

This is for your information and records.

**For Quick Heal Technologies Limited**

  
Raghav Mulay  
Company Secretary

Encl: As Above



**QUICK HEAL TECHNOLOGIES LIMITED**

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

CIN: L72200MH1995PLC091408

**AUDITED STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2018**

(INR in million)

| Particulars                                   | Standalone                           |                                      | Consolidated                         |                                      |
|-----------------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
|                                               | As at<br>March 31, 2018<br>(Audited) | As at<br>March 31, 2017<br>(Audited) | As at<br>March 31, 2018<br>(Audited) | As at<br>March 31, 2017<br>(Audited) |
| <b>Assets</b>                                 |                                      |                                      |                                      |                                      |
| <b>Non-current assets</b>                     |                                      |                                      |                                      |                                      |
| (a) Property, plant and equipment             | 1,610.96                             | 1,780.66                             | 1,611.97                             | 1,782.23                             |
| (b) Capital work-in-progress                  | 138.72                               | 135.89                               | 138.72                               | 135.89                               |
| (c) Intangible assets                         | 118.31                               | 65.12                                | 118.54                               | 65.39                                |
| (d) Investments in subsidiaries               | 184.50                               | 294.91                               | -                                    | -                                    |
| (e) Financial assets                          |                                      |                                      |                                      |                                      |
| (i) Investments in others                     | 175.75                               | 66.66                                | 175.75                               | 66.66                                |
| (ii) Loans and security deposits              | 3.18                                 | 4.50                                 | 3.28                                 | 4.50                                 |
| (iii) Other financial assets                  | 2.92                                 | 2.07                                 | 2.92                                 | 1.83                                 |
| (f) Deferred tax assets (net)                 | 43.70                                | 87.30                                | 43.70                                | 87.30                                |
| (g) Non-current tax assets (net)              | 33.90                                | 198.67                               | 33.90                                | 198.67                               |
| (h) Other non-current assets                  | 0.14                                 | 46.12                                | 0.14                                 | 46.12                                |
|                                               | <b>2,312.08</b>                      | <b>2,681.90</b>                      | <b>2,128.92</b>                      | <b>2,388.59</b>                      |
| <b>Current assets</b>                         |                                      |                                      |                                      |                                      |
| (a) Inventories                               | 47.15                                | 72.22                                | 56.24                                | 79.40                                |
| (b) Financial assets                          |                                      |                                      |                                      |                                      |
| (i) Investments                               | 2,889.04                             | 1,750.82                             | 2,889.04                             | 1,750.82                             |
| (ii) Trade and other receivables              | 1,027.41                             | 949.90                               | 1,030.88                             | 971.83                               |
| (iii) Cash and cash equivalents               | 83.47                                | 501.16                               | 122.14                               | 592.54                               |
| (iv) Bank balances other than (iii) above     | 1,507.24                             | 1,501.16                             | 1,507.24                             | 1,501.16                             |
| (v) Loans and security deposits               | 8.13                                 | 5.38                                 | 8.72                                 | 6.21                                 |
| (vi) Interest accrued                         | 39.00                                | 8.73                                 | 39.00                                | 8.73                                 |
| (c) Other current assets                      | 23.59                                | 33.85                                | 24.96                                | 35.96                                |
|                                               | <b>5,625.03</b>                      | <b>4,823.22</b>                      | <b>5,678.22</b>                      | <b>4,946.65</b>                      |
| <b>Total assets</b>                           | <b>7,937.11</b>                      | <b>7,505.12</b>                      | <b>7,807.14</b>                      | <b>7,335.24</b>                      |
| <b>Equity and liabilities</b>                 |                                      |                                      |                                      |                                      |
| <b>Equity</b>                                 |                                      |                                      |                                      |                                      |
| (a) Equity share capital                      | 703.88                               | 701.02                               | 703.88                               | 701.02                               |
| (b) Share application money pending allotment | -                                    | 0.06                                 | -                                    | 0.06                                 |
| (c) Other equity                              |                                      |                                      |                                      |                                      |
| Retained earnings                             | 3,884.34                             | 3,299.40                             | 3,758.24                             | 3,132.04                             |
| Other reserves                                | 2,783.10                             | 2,790.04                             | 2,776.55                             | 2,783.49                             |
| <b>Total equity</b>                           | <b>7,371.32</b>                      | <b>6,790.52</b>                      | <b>7,238.67</b>                      | <b>6,616.61</b>                      |
| <b>Liabilities</b>                            |                                      |                                      |                                      |                                      |
| <b>Non-current liabilities</b>                |                                      |                                      |                                      |                                      |
| (a) Net employee defined benefit liabilities  | 21.04                                | 22.73                                | 21.04                                | 22.73                                |
|                                               | <b>21.04</b>                         | <b>22.73</b>                         | <b>21.04</b>                         | <b>22.73</b>                         |
| <b>Current liabilities</b>                    |                                      |                                      |                                      |                                      |
| (a) Financial liabilities                     |                                      |                                      |                                      |                                      |
| (i) Trade and other payables                  | 322.72                               | 406.02                               | 327.06                               | 408.96                               |
| (ii) Other financial liabilities              | 15.61                                | 13.16                                | 11.99                                | 13.16                                |
| (b) Other current liabilities                 | 131.24                               | 135.79                               | 132.60                               | 136.25                               |
| (c) Net employee defined benefit liabilities  | 13.10                                | 14.42                                | 13.10                                | 14.42                                |
| (d) Current tax liabilities (net)             | 62.08                                | 122.48                               | 62.68                                | 123.11                               |
|                                               | <b>544.75</b>                        | <b>691.87</b>                        | <b>547.43</b>                        | <b>695.90</b>                        |
| <b>Total liabilities</b>                      | <b>565.79</b>                        | <b>714.60</b>                        | <b>568.47</b>                        | <b>718.63</b>                        |
| <b>Total equity and liabilities</b>           | <b>7,937.11</b>                      | <b>7,505.12</b>                      | <b>7,807.14</b>                      | <b>7,335.24</b>                      |



**QUICK HEAL TECHNOLOGIES LIMITED**

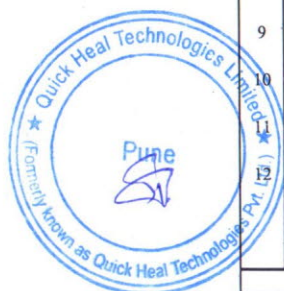
Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014

CIN: L72200MH1995PLC091408

**STATEMENT OF FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2018**

(INR in million)

| Sr. No | Particulars                                                                                       | Standalone                  |                                  |                             |                             |                             | Consolidated                |                             |
|--------|---------------------------------------------------------------------------------------------------|-----------------------------|----------------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
|        |                                                                                                   | Quarter ended               |                                  | Year ended                  |                             |                             | Year ended                  |                             |
|        |                                                                                                   | March 31, 2018<br>(Audited) | December 31, 2017<br>(Unaudited) | March 31, 2017<br>(Audited) | March 31, 2018<br>(Audited) | March 31, 2017<br>(Audited) | March 31, 2018<br>(Audited) | March 31, 2017<br>(Audited) |
| 1      | <b>Income</b>                                                                                     |                             |                                  |                             |                             |                             |                             |                             |
|        | Revenue from operations                                                                           | 1,183.80                    | 635.88                           | 918.85                      | 3,162.22                    | 2,990.22                    | 3,183.15                    | 2,999.73                    |
|        | Other income                                                                                      | 135.48                      | 51.70                            | 58.86                       | 298.75                      | 277.76                      | 300.02                      | 284.51                      |
|        | <b>Total income</b>                                                                               | <b>1,319.28</b>             | <b>687.58</b>                    | <b>977.71</b>               | <b>3,460.97</b>             | <b>3,267.98</b>             | <b>3,483.17</b>             | <b>3,284.24</b>             |
| 2      | <b>Expenses</b>                                                                                   |                             |                                  |                             |                             |                             |                             |                             |
|        | Cost of raw materials consumed                                                                    | 9.16                        | (2.60)                           | 3.96                        | 10.55                       | 14.02                       | 11.84                       | 19.43                       |
|        | Purchase of security software products                                                            | 51.77                       | 17.44                            | 42.79                       | 93.96                       | 126.99                      | 99.18                       | 128.56                      |
|        | Changes in inventories of security software products                                              | (8.46)                      | 8.07                             | (7.43)                      | 22.02                       | (9.18)                      | 18.46                       | (4.10)                      |
|        | Employee benefits expense                                                                         | 246.50                      | 237.61                           | 247.33                      | 996.76                      | 987.62                      | 1,023.00                    | 1,028.05                    |
|        | Depreciation and amortisation expense                                                             | 69.15                       | 67.94                            | 81.59                       | 268.82                      | 308.67                      | 269.27                      | 309.44                      |
|        | Other expenses                                                                                    | 223.72                      | 244.18                           | 249.49                      | 801.62                      | 898.31                      | 827.26                      | 926.35                      |
|        | <b>Total expenses</b>                                                                             | <b>591.84</b>               | <b>572.64</b>                    | <b>617.73</b>               | <b>2,193.73</b>             | <b>2,326.43</b>             | <b>2,249.01</b>             | <b>2,407.73</b>             |
| 3      | <b>Profit / (loss) before exceptional items and tax (1-2)</b>                                     | <b>727.44</b>               | <b>114.94</b>                    | <b>359.98</b>               | <b>1,267.24</b>             | <b>941.55</b>               | <b>1,234.16</b>             | <b>876.51</b>               |
| 4      | Exceptional items (Refer note 4)                                                                  | 71.81                       | 3.28                             | -                           | 75.09                       | 44.13                       | -                           | 37.80                       |
| 5      | <b>Profit / (loss) before tax (3-4)</b>                                                           | <b>655.63</b>               | <b>111.66</b>                    | <b>359.98</b>               | <b>1,192.15</b>             | <b>897.42</b>               | <b>1,234.16</b>             | <b>838.71</b>               |
| 6      | <b>Tax expense</b>                                                                                |                             |                                  |                             |                             |                             |                             |                             |
|        | Current tax                                                                                       |                             |                                  |                             |                             |                             |                             |                             |
|        | Pertaining to profit for the current period                                                       | 208.86                      | 27.71                            | 127.90                      | 363.68                      | 317.56                      | 364.42                      | 318.27                      |
|        | Adjustments of tax relating to earlier periods                                                    | -                           | -                                | 0.52                        | -                           | (1.72)                      | -                           | (1.72)                      |
|        | Deferred tax                                                                                      | 19.53                       | 4.28                             | (4.76)                      | 39.69                       | (10.11)                     | 39.69                       | (10.11)                     |
|        | <b>Total tax expense</b>                                                                          | <b>228.39</b>               | <b>31.99</b>                     | <b>123.66</b>               | <b>403.37</b>               | <b>305.73</b>               | <b>404.11</b>               | <b>306.44</b>               |
| 7      | <b>Profit / (loss) for the period (5-6)</b>                                                       | <b>427.24</b>               | <b>79.67</b>                     | <b>236.32</b>               | <b>788.78</b>               | <b>591.69</b>               | <b>830.05</b>               | <b>532.27</b>               |
| 8      | <b>Other comprehensive income, net of tax</b>                                                     |                             |                                  |                             |                             |                             |                             |                             |
|        | <b>Other comprehensive income not to be reclassified to profit or loss in subsequent periods:</b> |                             |                                  |                             |                             |                             |                             |                             |
|        | Re-measurement of defined benefit plans                                                           | 3.73                        | 3.49                             | 2.38                        | 7.35                        | 1.12                        | 7.35                        | 1.12                        |
|        | Net (loss) or gain on FVTOCI assets                                                               | (37.13)                     | -                                | 0.10                        | (37.13)                     | (3.45)                      | (37.13)                     | (3.45)                      |
|        | <b>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</b>     |                             |                                  |                             |                             |                             |                             |                             |
|        | Exchange differences on translation of foreign operations                                         | -                           | -                                | -                           | -                           | -                           | -                           | (8.02)                      |
|        | <b>Total other comprehensive income</b>                                                           | <b>(33.40)</b>              | <b>3.49</b>                      | <b>2.48</b>                 | <b>(29.78)</b>              | <b>(2.33)</b>               | <b>(29.78)</b>              | <b>(10.35)</b>              |
| 9      | <b>Total comprehensive income (after tax) (7+8)</b>                                               | <b>393.84</b>               | <b>83.16</b>                     | <b>238.80</b>               | <b>759.00</b>               | <b>589.36</b>               | <b>800.27</b>               | <b>521.92</b>               |
| 10     | <b>Paid-up equity share capital (face value of INR 10 each)</b>                                   | <b>703.88</b>               | <b>703.20</b>                    | <b>701.02</b>               | <b>703.88</b>               | <b>701.02</b>               | <b>703.88</b>               | <b>701.02</b>               |
|        | <b>Reserves excluding revaluation reserves as per balance sheet of pervious accounting year</b>   |                             |                                  |                             | <b>6,667.44</b>             | <b>6,089.44</b>             | <b>6,534.79</b>             | <b>5,915.53</b>             |
|        | <b>Earnings per share of INR 10 each:</b><br>(not annualised for the quarter)                     |                             |                                  |                             |                             |                             |                             |                             |
|        | a) Basic                                                                                          | 6.08                        | 1.13                             | 3.37                        | 11.23                       | 8.45                        | 11.82                       | 7.60                        |
|        | b) Diluted                                                                                        | 6.07                        | 1.13                             | 3.35                        | 11.20                       | 8.40                        | 11.79                       | 7.55                        |



**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 YEAR ENDED MARCH 31, 2018**

- 1 The above financials results for the year ended March 31, 2018 have been subjected to statutory audit by the 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 May 10, 2018.
- 2 During the previous quarter and earlier years, the Company has 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 previous quarters, the Company has 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 has submitted the required information during the previous quarter.
- 3 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".
- 4 Exceptional items includes impairment of investment in wholly owned subsidiaries amounting to INR 75.09 million (March 31, 2017: INR 6.33 million). It also included INR Nil (March 31, 2017: INR 37.80 million) towards impairment of financial assets being loan to and interest receivable from Wegilant Net Solutions Private Limited.
- 5 Post implementation of Goods and Services Tax (GST) w.e.f. July 1, 2017, "Revenue from operations" has been disclosed net of GST.
- 6 The Board of Directors have recommended the dividend of INR 3 per equity share of the face value of INR 10.00 per share aggregating to INR 254.15 million (including Dividend Distribution Tax) for the year ended March 31, 2018. The payment of dividend is subject to approval of the shareholders at the ensuing Annual General Meeting of the Company.
- 7 Figures for the quarter ended March 31, 2018 and March 31, 2017 are the balancing figures between the audited figures in respect of the full years and the figures of nine month ended December 31, 2017 and December 31, 2016 respectively.

**For and on behalf of the Board of Directors**

Place: Pune

Date: May 10, 2018

  
**Kailash Katkar**  
**Managing Director**  
**& Chief Executive Officer**

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

**ABRIDGED STATEMENT OF FINANCIAL RESULTS**

(INR in Million)

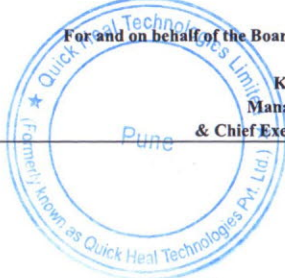
| Sr. No. | Particulars                                                                                                                                | Standalone                  |                                  |                             |                             |                             | Consolidated                |                             |
|---------|--------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|----------------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
|         |                                                                                                                                            | Quarter ended               |                                  |                             | Year ended                  |                             | Year ended                  |                             |
|         |                                                                                                                                            | March 31, 2018<br>(Audited) | December 31, 2017<br>(Unaudited) | March 31, 2017<br>(Audited) | March 31, 2018<br>(Audited) | March 31, 2017<br>(Audited) | March 31, 2018<br>(Audited) | March 31, 2017<br>(Audited) |
| 1       | Total income from operations (net)                                                                                                         | 1,183.80                    | 635.88                           | 918.85                      | 3,162.22                    | 2,990.22                    | 3,183.15                    | 2,999.73                    |
| 2       | Net profit/(loss) for the period before tax (before exceptional items)                                                                     | 727.44                      | 114.94                           | 359.98                      | 1,267.24                    | 941.55                      | 1,234.16                    | 876.51                      |
| 3       | Net profit/(loss) for the period before tax (after exceptional items)                                                                      | 655.63                      | 111.66                           | 359.98                      | 1,192.15                    | 897.42                      | 1,234.16                    | 838.71                      |
| 4       | Net profit/(loss) for the period after tax (after exceptional items)                                                                       | 427.24                      | 79.67                            | 236.32                      | 788.78                      | 591.69                      | 830.05                      | 532.27                      |
| 5       | Total Comprehensive Income for the period [comprising profit/(loss) for the period (after tax) and other comprehensive income (after tax)] | 393.84                      | 83.16                            | 238.80                      | 759.00                      | 589.36                      | 800.27                      | 521.92                      |
| 6       | Earnings per share (before and after extraordinary items)<br>(of ₹10 each) - (not annualised quarter)                                      |                             |                                  |                             |                             |                             |                             |                             |
|         | Basic:                                                                                                                                     | 6.08                        | 1.13                             | 3.37                        | 11.23                       | 8.45                        | 11.82                       | 7.60                        |
|         | Diluted:                                                                                                                                   | 6.07                        | 1.13                             | 3.35                        | 11.20                       | 8.40                        | 11.79                       | 7.55                        |

**Notes:**

- The above is an extract of the detailed format of Quarterly 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 / consolidated financial results of the Company are available on the Stock Exchange's website ([www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com)) and also on the Company's website - [www.quickheal.co.in](http://www.quickheal.co.in).
- The Board of Directors have recommended the dividend of INR 3 per equity share of the face value of INR 10.00 per share aggregating to INR 254.15 million (including Dividend Distribution Tax) for the year ended March 31, 2018. The payment of dividend is subject to approval of the shareholders at the ensuing Annual General Meeting of the Company.
- The above financials results for the year ended March 31, 2018 have been subjected to statutory audit by the 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 May 10, 2018.

Place: Pune  
 Date: May 10, 2018

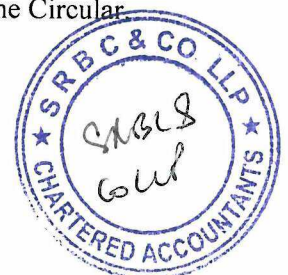
For and on behalf of the Board of Directors  
 Sd/-  
**Kailash Katkar**  
 Managing Director  
 & Chief Executive Officer



**Auditor's Report On Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

To  
**Board of Directors of  
Quick Heal Technologies Limited,**

1. We have audited the accompanying statement of quarterly standalone financial results of Quick Heal Technologies Limited ('the Company') for the quarter ended March 31, 2018 and for the year ended March 31, 2018 ('the Statement'), attached herewith, being submitted by the Company pursuant to the requirement 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'). The standalone financial results for the quarter ended March 31, 2018 and year ended March 31, 2018 have been prepared on the basis of the standalone financial results for the nine-month period ended December 31, 2017, the audited annual standalone Ind AS financial statements as at and for the year ended March 31, 2018, and the relevant requirements of the Regulation and the Circular, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these standalone financial results based on our review of the standalone financial results for the nine-month period ended December 31, 2017 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, specified under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone Ind AS financial statements as at and for the year ended March 31, 2018; and the relevant requirements of the Regulation and the Circular.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, these quarterly standalone financial results as well as the year to date results:
  - i. are presented in accordance with the requirements of the Regulation read with the Circular, in this regard; and
  - ii. give a true and fair view of the total comprehensive income comprising of net profit and other comprehensive income and other financial information for the quarter ended March 31, 2018 and for the year ended March 31, 2018.
4. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2018 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under the Regulation and the Circular.



# **SRBC & 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 opinion is not qualified in respect of this matter.

**For SRBC & CO LLP**

**Chartered Accountants**

**ICAI Firm Registration Number: 324982E/E300003**



**per Tridevlal Khandelwal**

**Partner**

**Membership No.: 501160**

**Place of signature: Pune**

**Date: May 10, 2018**



**Auditor's Report On Consolidated Year to Date Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

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

1. We have audited the accompanying statement of consolidated financial results of Quick Heal Technologies Limited ('the Company'), comprising its subsidiaries (together, 'the Group'), for the year ended March 31, 2018 ('the Statement'), attached herewith, being submitted by the Company pursuant to the requirement 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'). The consolidated financial results for the year ended March 31, 2018 have been prepared on the basis of the audited annual consolidated Ind AS financial statements as at and for the year ended March 31, 2018 and the relevant requirements of the Regulation and the Circular, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these consolidated financial results based on our audit of the annual consolidated Ind AS financial statements as at and for the year ended March 31, 2018 which was prepared in accordance with the applicable accounting standards and other accounting principles generally accepted in India and the relevant requirements of the Regulation and the Circular.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of the reports of other auditors on separate financial statements and the other financial information of subsidiaries, these consolidated financial results for the year:
  - i. include the year-to-date results of the following entities:
    - a. Quick Heal Technologies Limited, Kenya
    - b. Quick Heal Technologies (MENA) FZE, UAE
    - c. Quick Heal Technologies America Inc., USA
    - d. Quick Heal Technologies Japan K. K., Japan
    - e. Seqrite Technologies DMCC, UAE
  - ii. are presented in accordance with the requirements of the Regulation read with the Circular, in this regard; and
  - iii. give a true and fair view of the total consolidated comprehensive income (comprising of net profit and other comprehensive income) and other financial information for the consolidated year to date results for the year ended March 31, 2018.



# **S R B C & CO LLP**

Chartered Accountants

4. We did not audit the financial statements and other financial information, in respect of five subsidiaries, whose Ind AS financial statements include total assets of INR 87.21 million as at March 31, 2018, and total revenues of INR 46.05 million for the year ended on that date. These Ind AS financial statements and other financial information have been audited by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. Our opinion, in so far as it relates to the affairs of such subsidiaries is based solely on the report of other auditors. Our opinion is not qualified in respect of this matter.
5. We draw attention to note 2 of the Statement, wherein it is stated that the Company has received statements of demand of service tax under the provisions of Finance Act, 1994 for INR 1223.07 million (excluding penalty of INR 626.97 million) for the period from March 01, 2011 to March 31, 2016. Our opinion 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 of Signature: Pune

Date: May 10, 2017



**FOR IMMEDIATE RELEASE**

## **Quick Heal Technologies posts robust growth in Q4 FY18**

- Revenue grew by 29% to Rs. 1,187 million
- EBITDA grew by 79% to Rs. 654 million with a Margin of 55.1%
- PAT grew by 122% to Rs. 492 million with an improvement in Margin to 41.4%
- Board of Directors proposed final dividend of Rs. 3 / share (FV. Rs. 10)

**PUNE, May 10, 2018:** Quick Heal Technologies Limited ("Quick Heal"), India's leading IT Security Software Products and Solutions provider, reported its audited results for the quarter and financial year ending 31st March 2018.

### **Consolidated Financial Highlights:**

| Particulars (Rs. million) | Q4 FY17 | Q4 FY18 | YoY Change | FY17   | FY18   | YoY Change |
|---------------------------|---------|---------|------------|--------|--------|------------|
| Revenue                   | 922     | 1,187   | 29%        | 3,000  | 3,183  | 6%         |
| EBITDA                    | 366     | 654     | 79%        | 901    | 1,203  | 34%        |
| EBITDA Margin             | 39.68%  | 55.14%  | 1,546 bps  | 30.05% | 37.81% | 776 bps    |
| PAT                       | 222     | 492     | 122%       | 532    | 830    | 56%        |
| PAT Margin                | 24.07%  | 41.43%  | 1,736 bps  | 17.74% | 26.08% | 834 bps    |

### **Segmental Performance for quarter ended 31st March 2018**

- Retail segment revenue up 27% to Rs. 1,069 million as compared to Rs. 845 million in the corresponding period of the previous year
  - ✓ Contributes 85% to Total Revenue
  - ✓ No. of licenses sold grew by 30% to 2.15 million from 1.65 million in Q4 FY17
- Enterprise & Govt. segment contributes 15% to Total Revenue
  - ✓ No. of licenses sold grew by 31% to 0.34 million from 0.26 million in Q4 FY17

**Segmental Performance for Financial Year ended 31<sup>st</sup> March, 2018**

- Retail segment revenue contributes 81% to Total Revenue
  - ✓ No. of licenses sold grew by 4% to 5.51 million from 5.31 million in FY17
  
- Enterprise & Govt. segment revenue up by 14% to Rs. 647 million as compared to Rs.570 million in the corresponding period of the previous year
  - ✓ Contributes 19% to Total Revenue
  - ✓ No. of Licenses sold grew by 23% to 1.12 million from 0.91 million in FY17

**Mr. Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited,** said; “We are happy to report highest ever quarterly performance in Q4. We have seen a strong pick up in our Retail segment post GST implementation and were able to sustain the growth momentum in the following quarters. Our Retail Segment which started the year with a degrowth ended with flattish revenue indicating continued customer confidence in our brand. However, the Enterprise & Government Segment grew by 14% resulting in overall growth of 6% at Company level. The growth momentum in the Enterprise & Government segment is mainly driven by rising acceptance of ‘Seqrite’ as the preferred brand for securing the data against rising threat of cyber-attacks. With India moving towards digitization, we see a shift in retail and enterprises preference to secure their digital assets which gives us the confidence of increasing acceptability of cyber-security products going forward.”

**Mr. Nitin Kulkarni, Chief Financial Officer, Quick Heal Technologies Limited,** added “The quarter 4 performance is a testimony to our strong business fundamentals supported by a great product line. During the quarter, we were able to improve our profitability margins lead by focused cost optimization strategy. GST impacted our working capital by 11 days. Adjusting for that one-time impact, we have seen improvement in receivable days compared to last year. We are actively working to reduce our working capital cycle through various strategies.”

**Mr. Vijay Mhaskar, Chief Operating Officer, Quick Heal Technologies Limited,** commented “With rising awareness of cybersecurity among individuals and enterprises, we see the demand for IT security solutions going up from hereon. Our ability to cater to diverse needs of our customers through a range of products and specialized services supported by strong customer support makes us preferred partners for robust IT security solutions that our customer is looking for. We have always endeavored to be ahead of the curve in terms of our Research & Development efforts and will continue offering future-ready products to our customers.”

**Awards & Accreditations in FY18:**

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

**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 22,000 channel partners as on 31<sup>st</sup> March 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](http://www.quickheal.co.in)

**Safe Harbor Statement**

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



**For further details please contact**

| Company                                                                                                                                                                                                                | Investor Relations Advisors                                                                                                                                                                                            |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
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