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11th November, 2016

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: Press Release regarding financial results Q2FY17 Results

Dear Sir/Madam,

Please find enclosed herewith a copy of the Press Release being issued in respect of aforesaid financial results.

This is for your information and records.

Thanking you,

For Quick Heal Technologies Limited



Vijay Shirode
Company Secretary

Encl: As Above



FOR IMMEDIATE RELEASE
November 11, 2016

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Quick Heal Technologies Limited Reports Good Performance in Q2 FY17

Revenue Growth of 25% & PAT Growth of 45% on YoY basis

Q2 FY 17 – Standalone Results

- Revenues grew by 25.4% on YoY basis to Rs. 1064.3 million
- EBITDA grew by 38% on YoY basis to Rs. 555.9 million
- PAT grew by 45% on YoY basis to Rs. 363.10 million

Q2 FY 17 – Consolidated Results

- Revenues grew by 24.5% on YoY basis to Rs. 1067.9 million
- EBITDA grew by 37.5% on YoY basis to Rs. 537.9 million
- PAT grew by 44% on YoY basis to Rs. 348.76 million

H1 FY17 – Standalone Results

- Revenues grew by 16% on YoY basis to Rs. 1539.44 million
- EBITDA grew by 17% on YoY basis to Rs. 541 million
- PAT grew by 24% on YoY basis to Rs. 329.22 million
- PAT before exceptional items grew by 33% on YoY basis to Rs. 353.79 million

H1 FY17 – Consolidated Results

- Revenues grew by 15% on YoY basis to Rs. 1543.4 million
- EBITDA grew by 15% on YoY basis to Rs. 503.9 million
- PAT grew by 20% on YoY basis to Rs. 294.06 million
- PAT before exceptional items grew by 30% on YoY basis to Rs. 318.6 million

PUNE, November 11, 2016: Quick Heal Technologies Limited (“Quick Heal”), India’s leading IT Security Software Products and Solutions provider, reported its unaudited and reviewed results for the second quarter and first half of the financial year ending 31st March, 2017.

Key Highlights

Consolidated – Unaudited & Reviewed (Rs Million)	Q2 FY17	Q2 FY16	YoY %	H1 FY17*	H1 FY16	YoY %
Revenue	1,067.9	857.9	24%	1,543.4	1,343.1	15%
EBIDTA	537.9	391.2	38%	503.9	438.7	15%
EBITDA Margin %	50.4%	45.6%	478 bps	32.7%	32.7%	0 bps
PAT	348.8	240.0	44%	294.1	244.4	20%
PAT Margin %	32.4%	28.0%	438 bps	19.05%	18.2%	250 bps

Standalone – Unaudited & Reviewed (Rs Million)	Q2 FY17	Q2 FY16	YoY %	H1 FY17*	H1 FY16	YoY %
Revenue	1,064.3	849.0	25.4%	1,539.4	1,328.6	15.9%
EBIDTA	555.9	401.9	38.3%	540.9	460.8	17.4%
EBITDA Margin %	52.2%	47.3%	490 bps	35.1%	34.7%	45 bps
PAT	363.10	249.5	45.5%	329.20	265.6	23.94%
PAT Margin %	34.1%	29.4%	472 bps	21.4%	20.0%	140 bps

* In Q1 FY2017 the company reported an exceptional item, which was a charge of Rs. 24.57 million, net of tax

- Revenue from Retail, Enterprise & Government and Mobile segments accounted for 87.3%, 10.9% and 1.9% of total revenues respectively in Q2 FY17.
- Number of licenses sold during Q2 FY17 was 2,183 k. Licenses sold to Retail, Enterprise & Government and Mobile segments were 1,921 k, 221 k and 41 k respectively in Q2 FY17.

Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited, said; “Our Retail segment bounced back during this quarter as we effectively leveraged the dealer channel network to boost sales to the next level. We also focused on cost optimization which helped us to increase our profit after tax. Our Enterprise & Government and Mobile segments have also showed promising growth both in terms of revenue and new sales. We are hopeful of maintaining strong growth momentum and sustaining our leadership position across segments and markets”

Key Achievements / Developments

- Quick Heal appointed Vijay Mhaskar as Chief Operating Officer (COO). He will be majorly responsible for providing strategic inputs and direction for building the brand, culture and overall business growth.
- Quick Heal products and solutions have received certifications from various international research institutions. In September 2016, AV-Test, a premier IT-Security Institute in Germany recognized Quick Heal Total Security as one of the top 10 security solutions for Windows home users. The File Activity Monitor feature was given Advanced+ rating by AV-Comparatives.
- In August 2016, Quick Heal’s enterprise security solution Seqrite Endpoint Security (EPS) has achieved 100% detection results from AV-Test. The solution was also rated high for its advanced behaviour detection technology and Data Loss Prevention (DLP) tool by SC Magazine, a leading journal for cybersecurity professionals in USA.

About Quick Heal Technologies Limited

Quick Heal Technologies Limited is one of the leading providers of security software products and solutions in India. Incorporated in 1995 with a registered office in Pune, Quick Heal has over 1,400 employees and a network of over 20,000 channel partners on 30th September 2016. It conducts sales and marketing activities out of 64 offices and warehouses across 36 cities in India and, through its subsidiaries that are present in Japan, Dubai, the United States of America, and Kenya.

Quick Heal’s portfolio includes solutions under the widely recognized brand names ‘Quick Heal’ and ‘Seqrite’ across various operating systems and devices. Since its incorporation, more than 24.5 million licenses of Quick Heal’s products have been installed and Quick Heal has over 7.3 million active licenses spread across more than 80 countries as on 30th September 2016.