



Quick Heal

Investor Presentation

February 2019

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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 in
India

9 Million

Number of Active
Licenses globally

32,500+

Enterprise Customers

4

No. of Patents in US

25,000+

No. of Partners in India

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 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 mSuite
- 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

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



Research & Development Team

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



Technical Support Team

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



...with strong Research & Development leading to Innovations



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

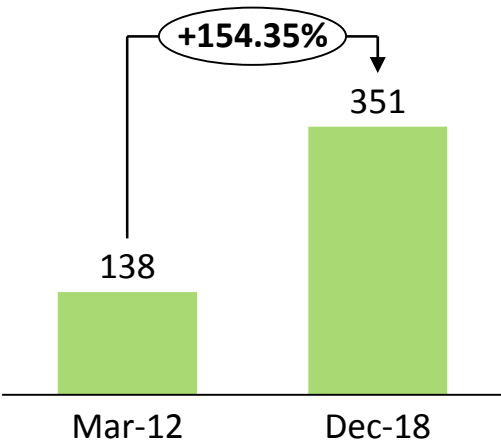


Quality Assurance Team
Relentlessly maintaining and creating industry benchmarks for quality

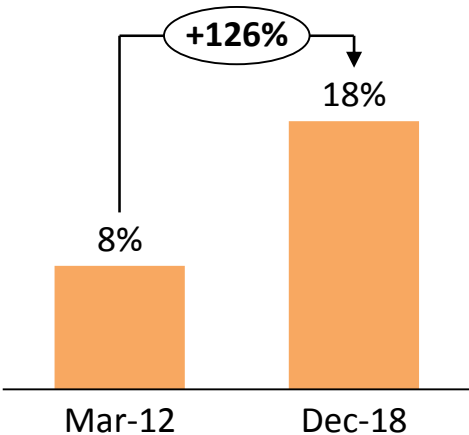


Security Labs
Detect and analyze threat vectors across the globe and provide advanced protection to customers

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



 Sales & Support offices across India

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

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

24,573
Total Retail Partners

363
Enterprise Partners

86
Government Partners

...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 its 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 the 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. 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



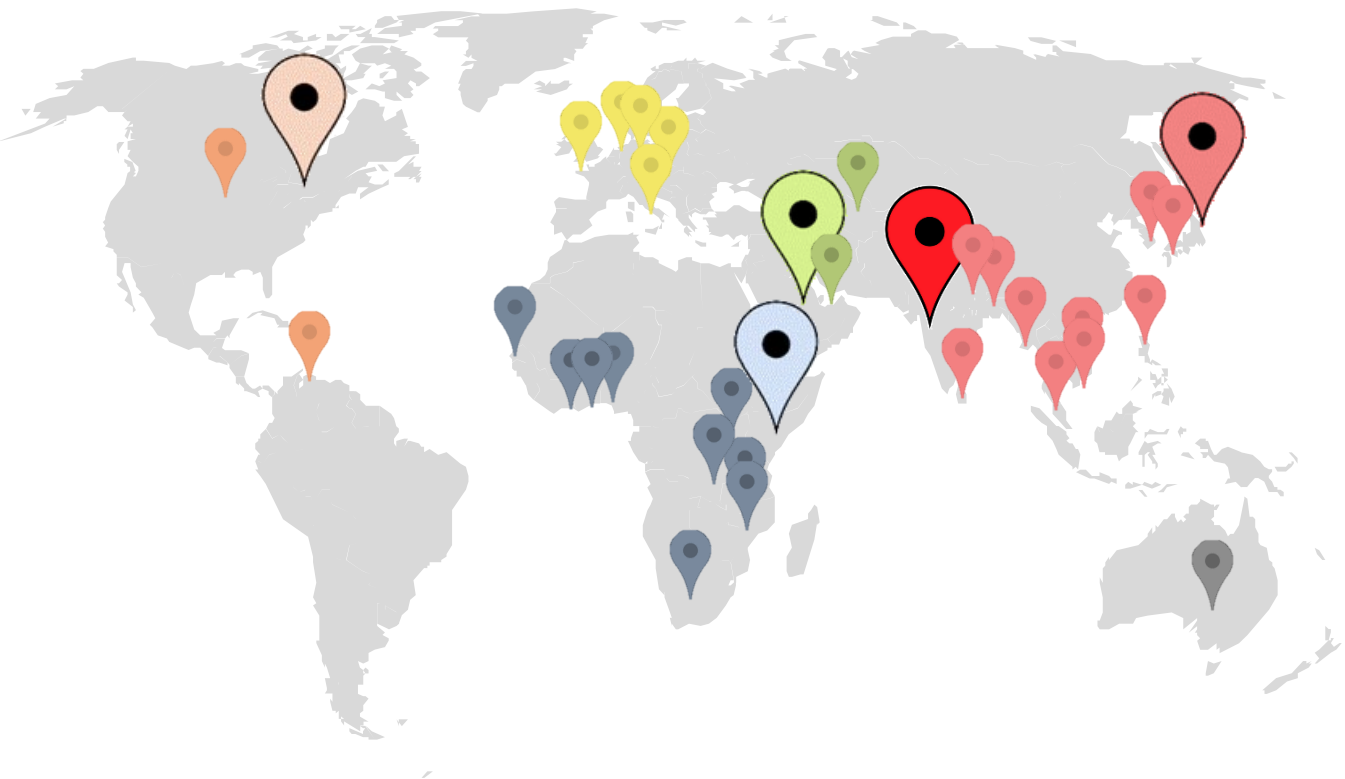
Mr. Nitin Kulkarni | CFO

- 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



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

Offerings:



Recent Developments

- Approval to conduct 6 Months Certification course at Deen Dayal Upadhyaya College, a constituent college of the University of Delhi
- Conducting training for Faculty Members and School Students of Maharashtra Cosmopolitan Education Society

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



Quantum Global Campus

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



Chitkara University

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



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

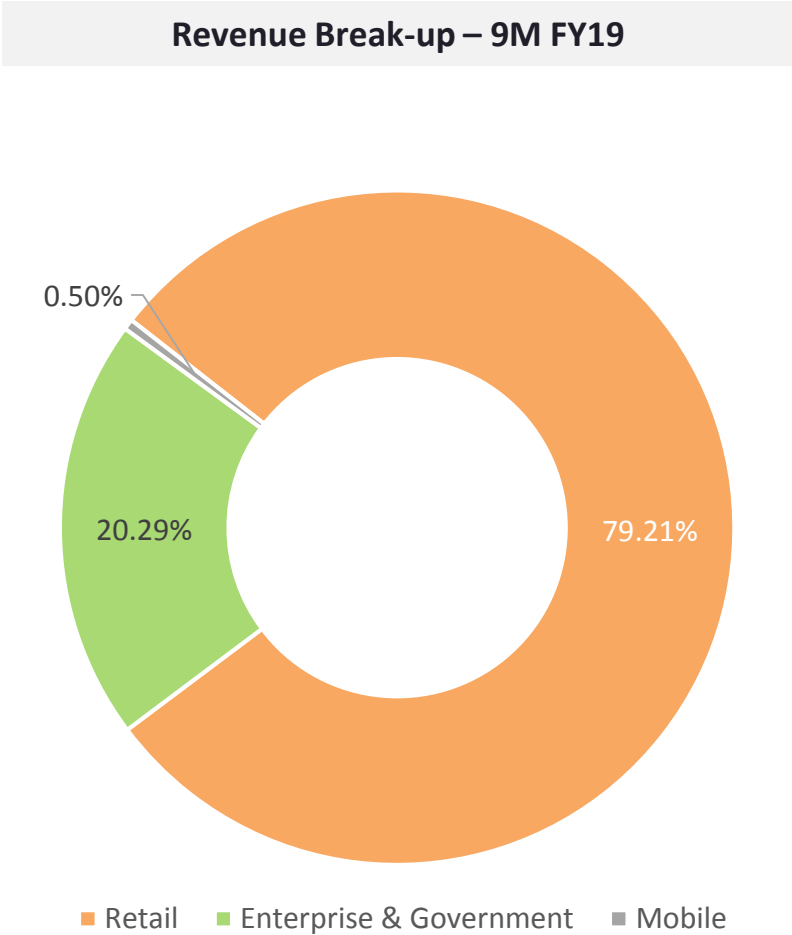
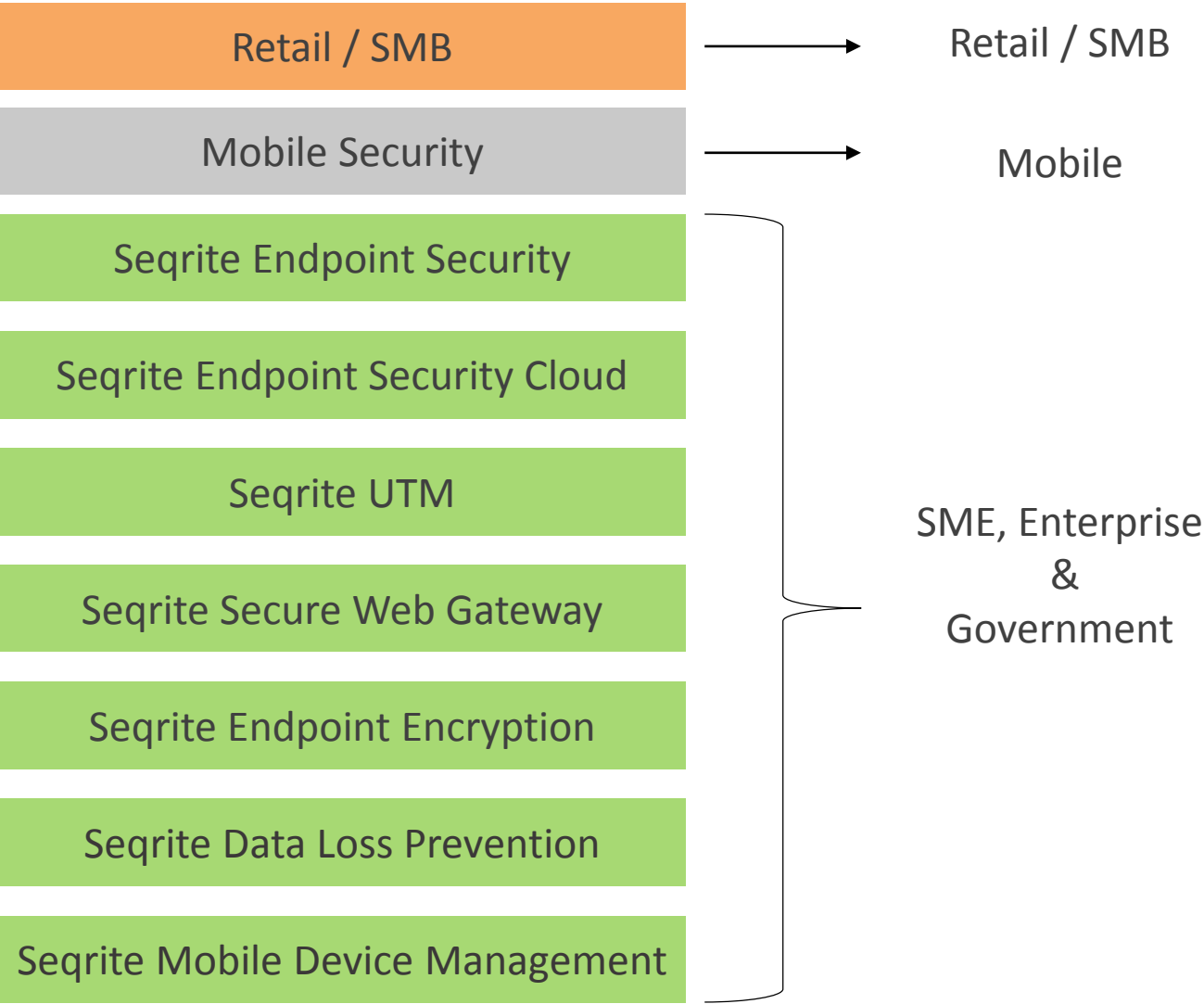


- Seqrite received Best Enterprise IT Security Brand award at 11th NCN innovative product award 2018
- Quick Heal Total Security (Windows) achieved one of the best protection rate in AV-Comparatives test
- Seqrite Endpoint Security certified as 'Approved Corporate Endpoint Protection' for Windows by 'AV-Test'
- Seqrite received best cybersecurity brand award at National Summit on Digital Innovation & Cybersecurity Summit

Product Offerings



Product Portfolio across Business Segments



Retail / SMB – Drives Scalability



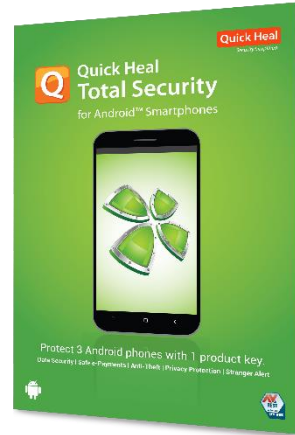
- Core Protection
- Privacy Protection
- Safe Banking Features
- Web Security
- Parental Controls
- Stealth Mode
- Email Security
- Anti- Key Logger
- Track My Laptop
- Data Theft Protection
- PCTuner
- Improved Scan Engine
- Virtual Keyboard
- PC2 Mobile Scan
- QH Remote Device Management



Mobile Security – Huge Future Opportunity

► Growth Opportunities

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

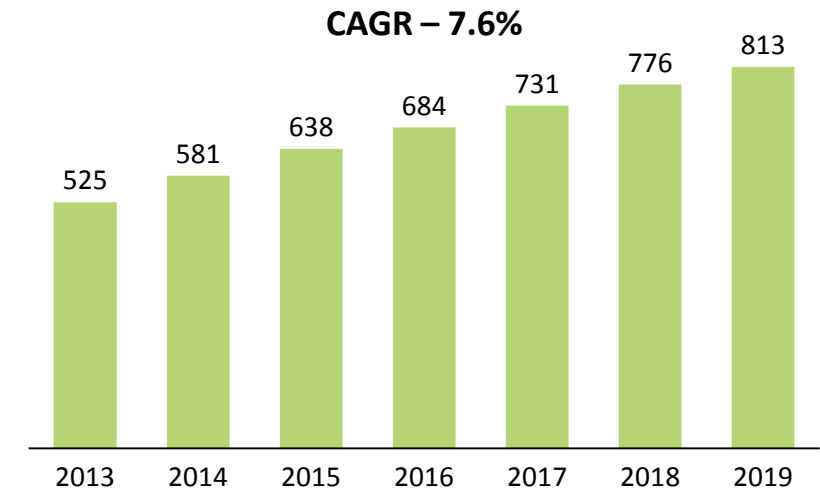


- 🔒 Background Scan
- 🔒 Security & Privacy Advisor
- 🔒 SafePe
- 🔒 Cloud Backup
- 🔒 Call & Message Filter
- 🔒 Register with TRAI
- 🔒 Anti-Theft Technology
- 🔒 Cloud Backup
- 🔒 Remote Device Management



Mobile Internet User Base

In million



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



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

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...

Quick Heal
Security Simplified

7 Million Ransomware
VS 5 Million Cryptojacking
Cryptojacking rises but Ransomware still #1
Threat for Consumers



SEQRITE

**Top 5 Industries
Targeted by Malware**



Cybersecurity Predictions - 2019

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

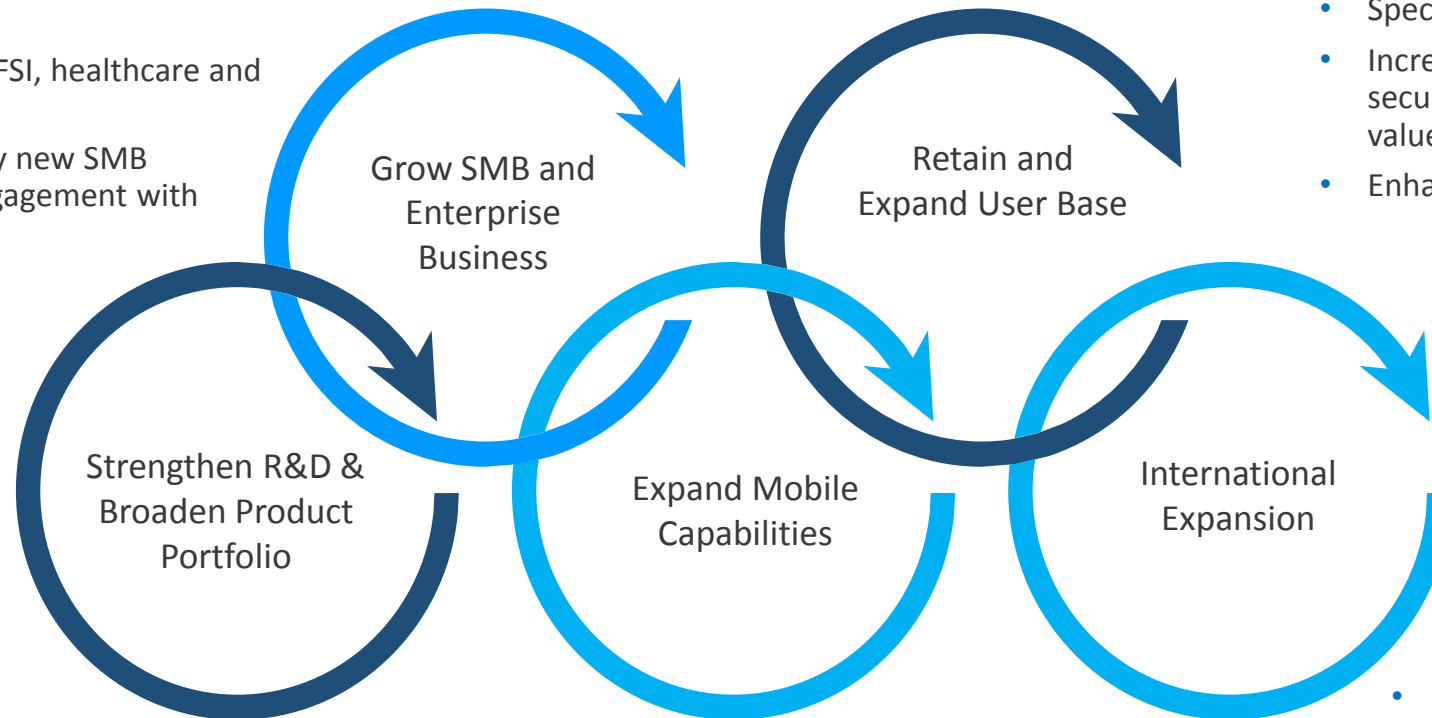
Future Opportunities

- **Government** working on strong **data protection regulations**
- **Enterprises** are increasingly adopting **IT 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 2018:**
 - Quick Heal detected **970+ million malware** targeting individual users
 - Seqrite blocked closed to **50 million cyber-threats** targeting **enterprise customers**
 - The year was headlined by **targeted cyber-attacks** and large scale **data breaches**
- **Increase in Mobile Transactions:** According to RBI data, **mobile wallet transactions** hit **16,108 crore** in **November 2018**
- Proliferation of **smart devices** will raise **cybersecurity risks**. By 2020, it is anticipated, **IoT** may comprise as many as **30 billion devices**
- By 2022, **6 billion people** will be **vulnerable** to **cyber-attacks**

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

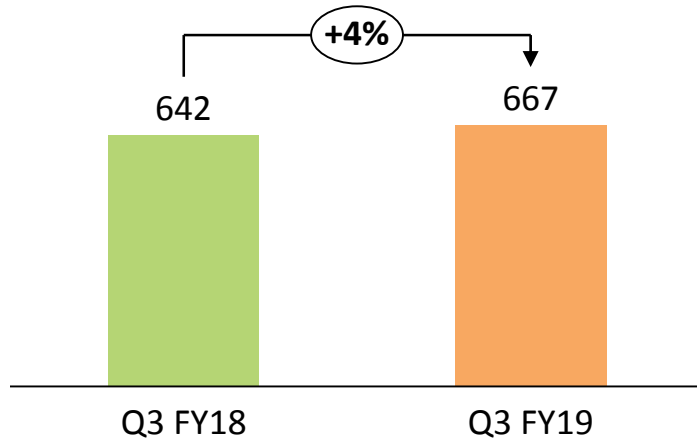
- Focus on international expansion through consistent brand building and marketing effort
- Exploring opportunities in Africa, Middle East & South East Asia

Q3 & 9M FY19 Highlights

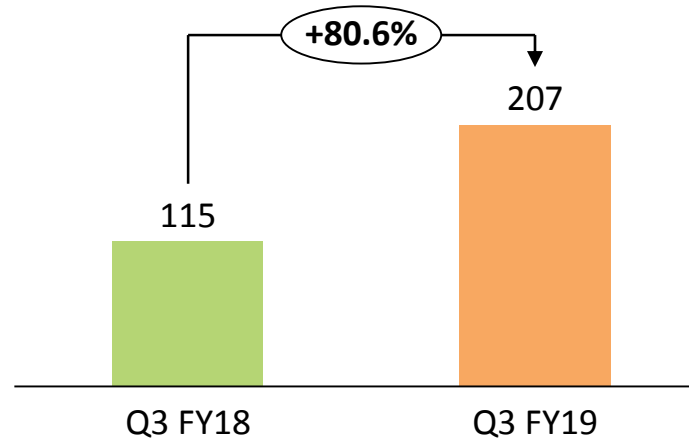


Q3 FY19 – Quarterly Consolidated Performance Highlights

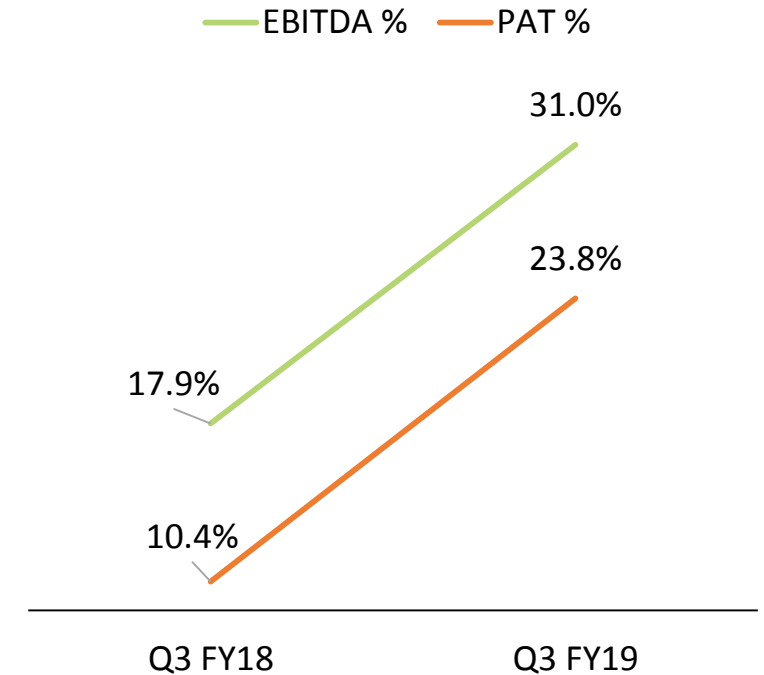
Revenue (Rs. mln)



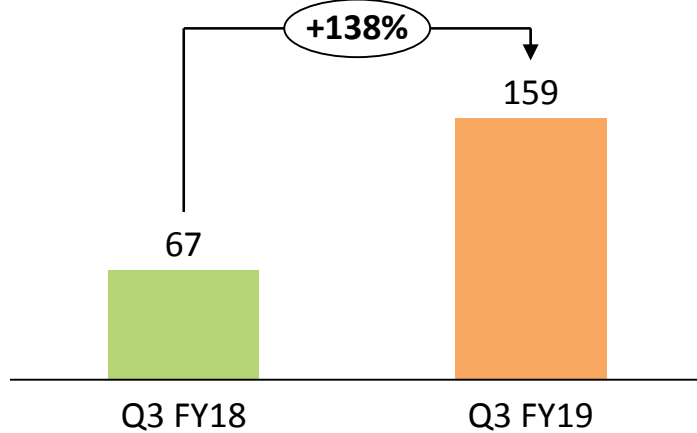
EBITDA (Rs. mln)



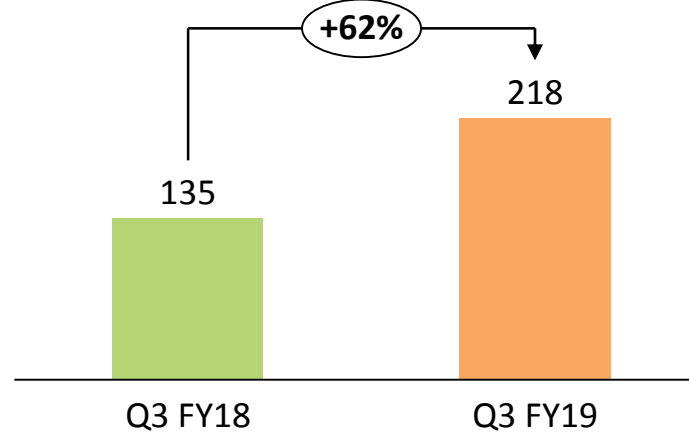
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)

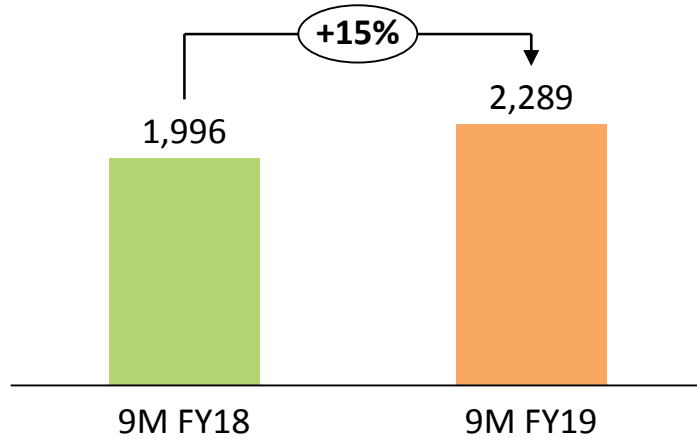


* Cash PAT = PAT + Depreciation

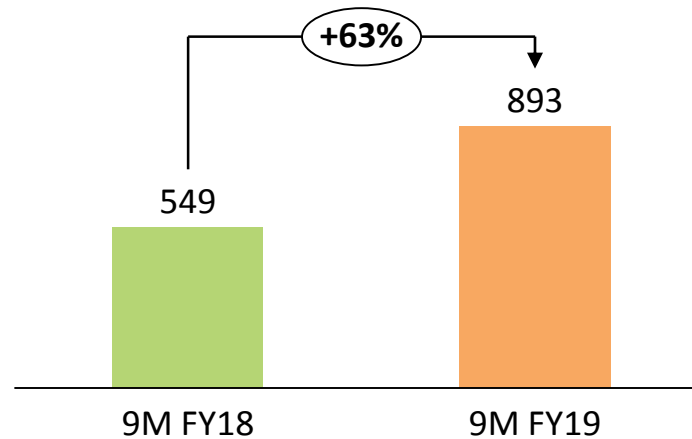
As per Ind AS

9M FY19 – Annual Consolidated Performance Highlights

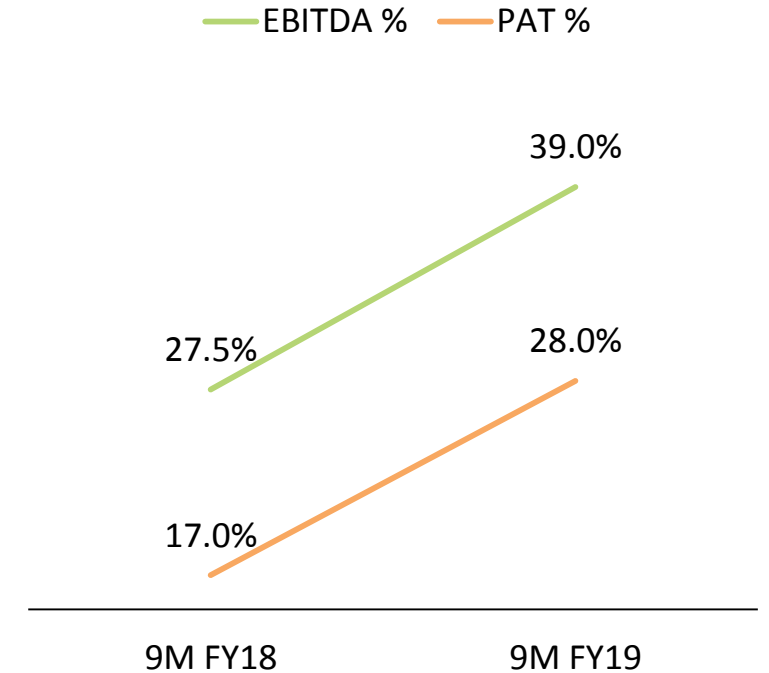
Revenue (Rs. mln)



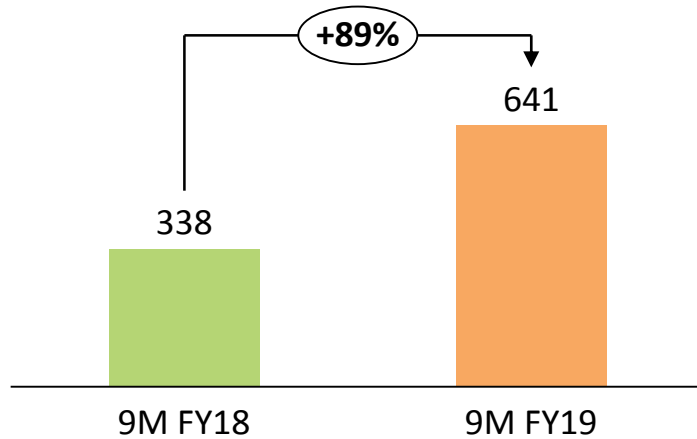
EBITDA (Rs. mln)



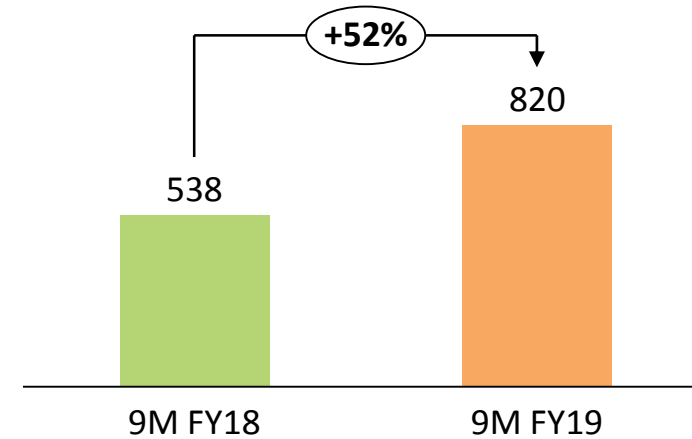
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)

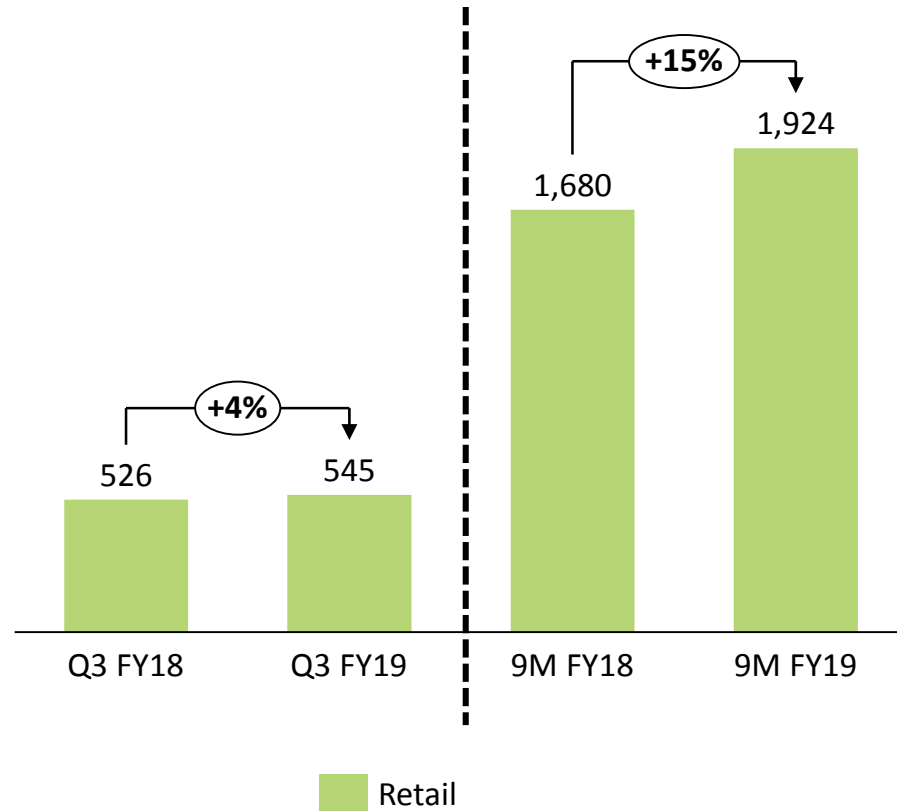


* Cash PAT = PAT + Depreciation

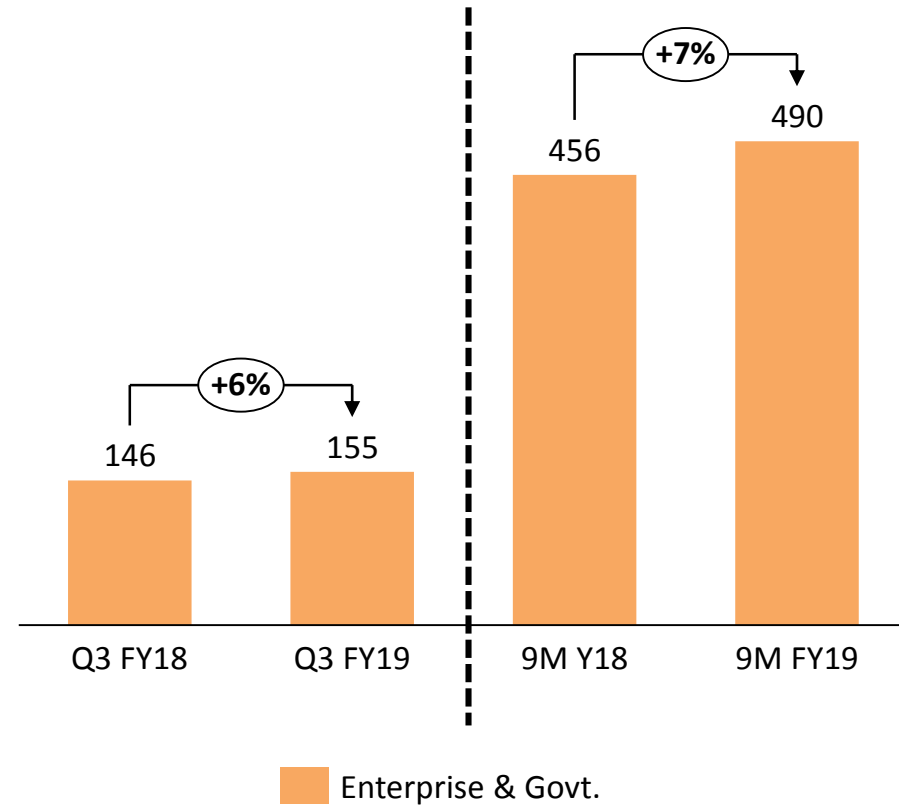
As per Ind AS

Segment Performance : Revenue Break-up

Retail (Rs. mln)



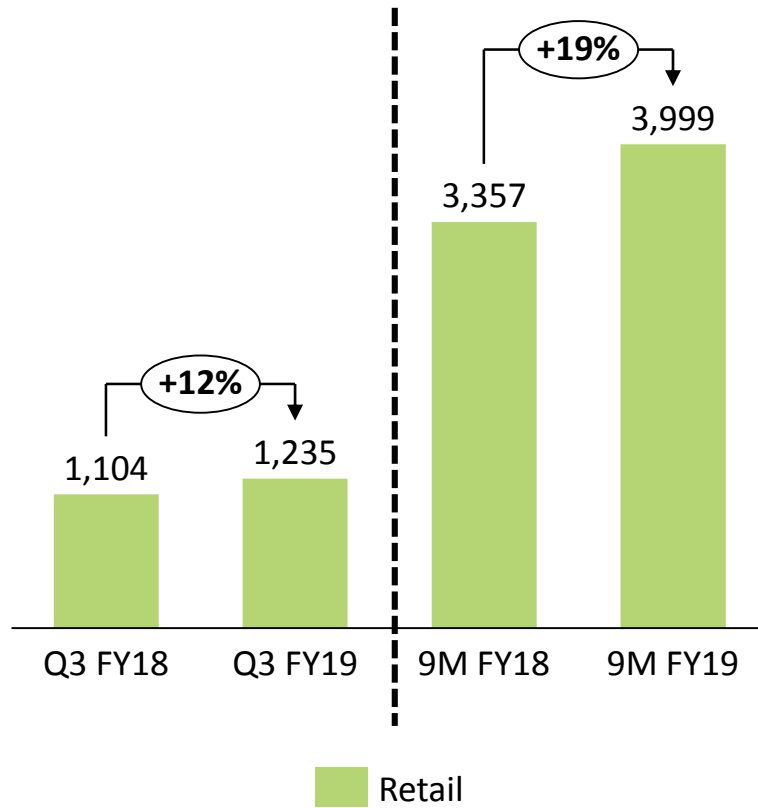
Enterprise & Govt. (Rs. mln)



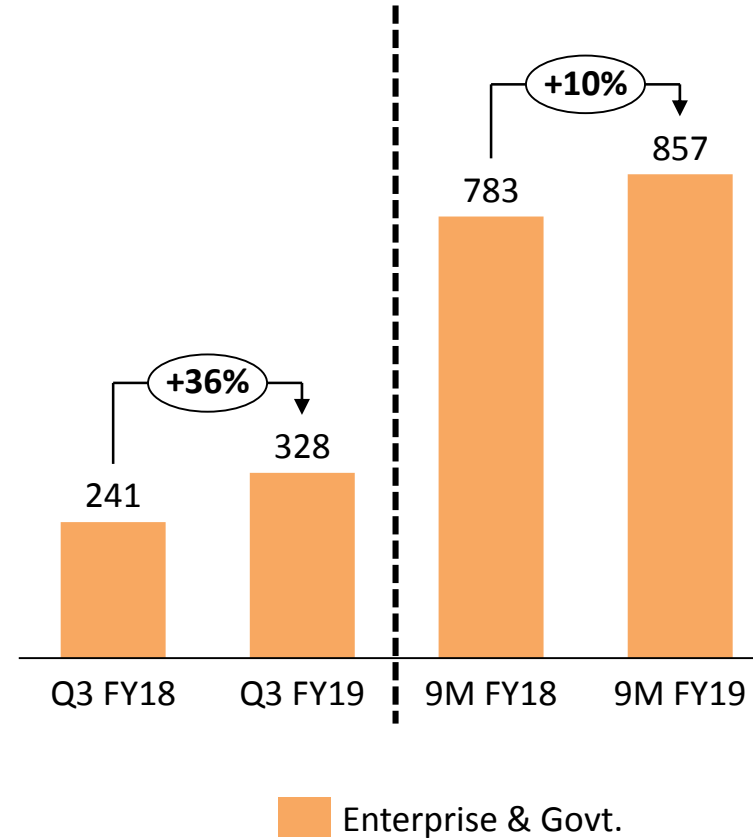
Based on net revenues before adjusting for sales incentives

Segment Performance : Licenses Sold Analysis

Retail (in 000's)



Enterprise & Govt. (in 000's)



Q3 and 9M FY19 - Consolidated Profitability Statement

Particulars (Rs. mln)	Q3 FY19	Q3 FY18	YoY	9M FY19	9M FY18	YoY
Total Revenue	667.05	642.44	3.83%	2,289.25	1,996.23	14.68%
Direct Cost	34.32	35.45		111.16	104.44	
Gross Profit	632.73	606.99	4.24%	2,178.09	1,891.79	15.13%
Gross Margin	94.85%	94.48%	37 bps	95.14%	94.77%	38 bps
Operating Cost						
R&D Cost	131.83	133.63		413.67	412.29	
Sales and Marketing (S&M)	172.90	230.52		491.87	550.55	
General Administration (G&A)	120.92	128.16		379.75	380.00	
Total Expenditure	425.65	492.31	-13.54%	1,285.29	1,342.84	-4.29%
EBITDA	207.08	114.68	80.57%	892.80	548.95	62.64%
EBITDA Margin	31.04%	17.85%	1,319 bps	39.00%	27.50%	1,150 bps
Depreciation	59.79	68.20		179.17	200.02	
EBIT	147.29	46.48	216.89%	713.63	348.93	104.52%
EBIT Margin	22.08%	7.23%	1,485 bps	31.17%	17.48%	1,369 bps
Other Income	90.58	52.23		241.52	164.86	
PBT	237.87	98.71	140.98%	955.15	513.79	85.90%
Tax	79.25	32.18		314.38	175.52	
PAT	158.62	66.53	138.42%	640.77	338.27	89.43%
PAT Margin	23.78%	10.36%	1,342 bps	27.99%	16.95%	1,104 bps

NOTE: Certain figures have been re-grouped wherever necessary

Q3 and 9M FY19 - Consolidated Ratio Analysis

In %	Q3 FY19	Q3 FY18	9M FY19	9M FY18
Expenses				
Direct Cost / Revenue	5.15%	5.52%	4.86%	5.23%
R&D / Revenue	19.76%	20.80%	18.07%	20.65%
S&M / Revenue	25.92%	35.88%	21.49%	27.58%
G&A / Revenue	18.13%	19.95%	16.59%	19.04%
Total Cost / Revenue	63.81%	76.63%	56.14%	67.27%
Margin				
Gross Margin	94.85%	94.48%	95.14%	94.77%
EBIDTA	31.04%	17.85%	39.00%	27.50%
EBIT	22.08%	7.23%	31.17%	17.48%
PBT	35.66%	15.36%	41.72%	25.74%
PAT	23.78%	10.36%	27.99%	16.95%

NOTE: Certain figures have been re-grouped wherever necessary

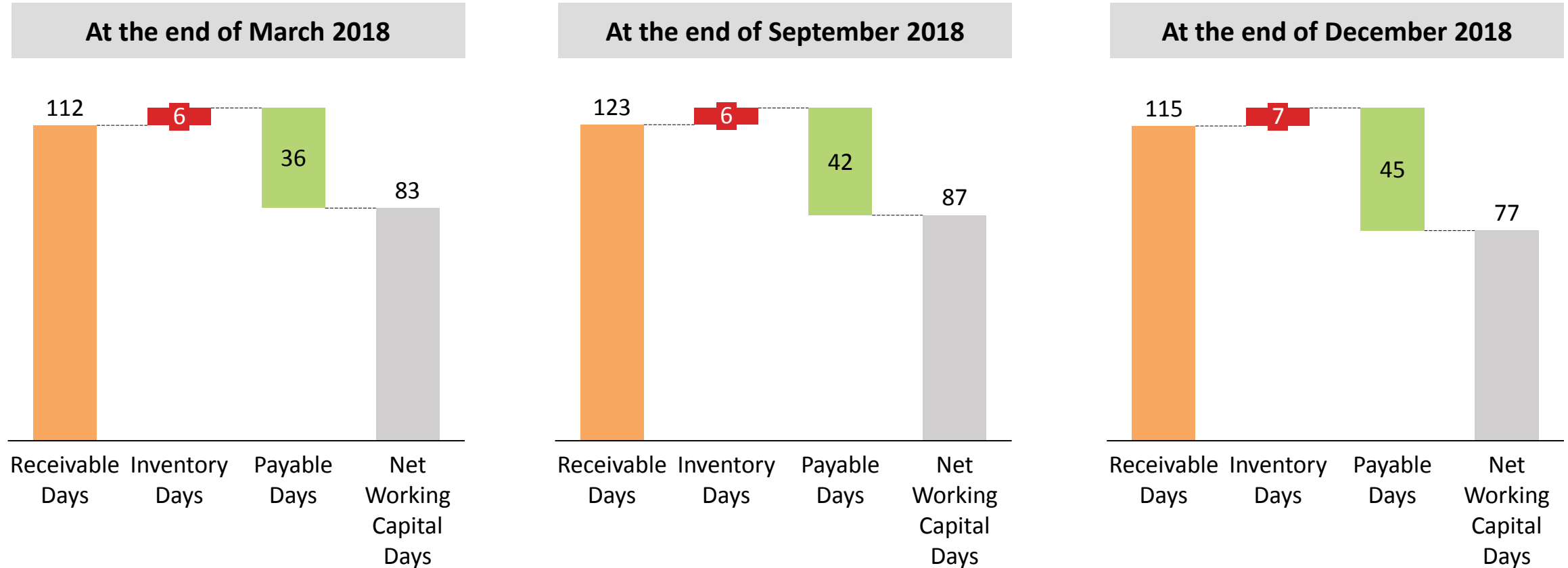
Consolidated Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	31-Dec-18	31-Dec-17
Share Holder's Funds:		
Equity Share Capital	705.53	703.20
Reserves and Surplus	6,908.34	6,067.98
Total Shareholder Funds	7,613.87	6,771.18
Non-Current Liabilities		
Net employee defined benefit liabilities	19.20	25.42
Other Non Current Liabilities	19.53	0.00
Total Non-Current Liabilities	38.73	25.42
Current Liabilities:		
Trade and Other Payables	401.24	383.24
Other Financial Liabilities	16.53	9.83
Other Current Liabilities	103.96	96.03
Net employee defined benefit liabilities	16.47	13.69
Current Tax Liabilities (Net)	14.09	214.20
Total Current Liabilities	552.29	716.99
Total Equity & Liabilities	8,204.89	7,513.59

ASSETS (Rs mln)	31-Dec-18	31-Dec-17
Non-Current Assets:		
Property, plant and equipment	1,605.91	1,656.57
Capital work-in-progress	5.12	137.10
Intangible assets	88.58	43.57
Non-current financial assets		
Investments	301.53	66.66
Loan and Security Deposits	3.81	3.28
Bank Balances	4.09	3.49
Deferred tax assets (net)	77.51	65.24
Other non current assets	61.57	383.91
Total Non-Current Assets	2,148.12	2,359.82
Current assets:		
Inventories	58.59	55.10
Investment in Mutual Fund	3,275.42	2,807.69
Trade and other receivables	1,030.98	524.36
Bank Balances & Cash and Cash Equivalents	124.00	104.46
Investment in Fixed Deposit	1,413.36	1,514.17
Loans and Security Deposits	7.33	8.76
Interest accrued	61.82	50.53
Other Current assets	85.27	88.70
Total Current Assets	6,056.77	5,153.77
Total Assets	8,204.89	7,513.59

NOTE: Certain figures have been re-grouped wherever necessary

9M FY19 – Working Capital Analysis



Note:

- Net Working Capital Days for March 2018 = $[(\text{Net Working Capital} / \text{FY18 Sales}) * (365 \text{ days})]$
- Net Working Capital Days for September 2018 = $[(\text{Net Working Capital} / 6 \text{ Month Sales}) * (180 \text{ days})]$
- Net Working Capital Days for December 2018 = $[(\text{Net Working Capital} / 9 \text{ Month Sales}) * (270 \text{ days})]$

Q3 and 9M FY19 – Standalone Profitability Statement

Particulars (Rs. mln)	Q3 FY19	Q3 FY18	YoY	9M FY19	9M FY18	YoY
Total Revenue	659.05	635.88	3.64%	2,275.49	1,978.42	15.02%
Direct Cost	33.11	31.50		112.88	100.57	
Gross Profit	625.94	604.38	3.57%	2,162.61	1,877.85	15.16%
Gross Margin	94.98%	95.05%	-7 bps	95.04%	94.92%	12 bps
Operating Cost						
R&D Cost	131.83	133.63		413.67	412.29	
Sales and Marketing (S&M)	167.19	220.58		476.79	527.08	
General Administration (G&A)	117.47	118.99		367.19	362.28	
Total Expenditure	416.49	473.20		1,257.65	1,301.65	-3.38%
EBITDA	209.45	131.18	59.67%	904.96	576.20	57.06%
EBITDA Margin	31.78%	20.63%	1,115 bps	39.77%	29.12%	1,065 bps
Depreciation	59.74	67.94		179.00	199.67	
EBIT	149.71	63.24	136.73%	725.96	376.53	92.80%
EBIT Margin	22.72%	9.94%	1,277 bps	31.90%	19.03%	1,287 bps
Other Income	90.10	51.70		240.20	163.27	
PBT (Before Exceptional Items)	239.81	114.94	108.64%	966.16	539.80	78.98%
Exceptional Items	0.00	3.28		50.00	3.28	
PBT (After Exceptional Items)	239.81	111.66	114.77%	916.16	536.52	70.76%
Tax	78.88	31.99		313.78	174.98	
PAT	160.93	79.67	102.00%	602.38	361.54	66.62%
PAT Margin	24.42%	12.53%	1,189 bps	26.47%	18.27%	820 bps

NOTE: Certain figures have been re-grouped wherever necessary

Q3 and 9M FY19 – Standalone Ratio Analysis

In %	Q3 FY19	Q3 FY18	9M FY19	9M FY18
Expenses				
Direct Cost / Revenue	5.02%	4.95%	4.96%	5.08%
R&D / Revenue	20.00%	21.01%	18.18%	20.84%
S&M / Revenue	25.37%	34.69%	20.95%	26.64%
G&A / Revenue	17.82%	18.71%	16.14%	18.31%
Total Cost / Revenue	63.20%	74.42%	55.27%	65.79%
Margin				
Gross Margin	94.98%	95.05%	95.04%	94.92%
EBIDTA	31.78%	20.63%	39.77%	29.12%
EBIT	22.72%	9.95%	31.90%	19.03%
PBT (Before Exceptional Items)	36.39%	18.08%	42.46%	27.28%
PBT (After Exceptional Items)	36.39%	17.56%	40.26%	27.12%
PAT	24.42%	12.53%	26.47%	18.27%

NOTE: Certain figures have been re-grouped wherever necessary

Standalone Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	31-Dec-18	31-Dec-17
Share Holder's Funds:		
Equity Share Capital	705.53	703.20
Reserves and Surplus	6,999.98	6,266.82
Total Shareholder Funds	7,705.51	6,970.02
Non-Current Liabilities		
Net employee defined benefit liabilities	19.20	25.35
Other non current liabilities	19.53	0.00
Total Non-Current Liabilities	38.73	25.35
Current Liabilities:		
Trade and Other Payables	397.73	378.01
Other Financial Liabilities	27.87	12.58
Other Current Liabilities	100.57	94.26
Net employee defined benefit liabilities	16.47	13.69
Current Tax Liabilities (Net)	13.63	213.74
Total Current Liabilities	556.27	712.28
Total Equity & Liabilities	8300.51	7,707.65

ASSETS (Rs mln)	31-Dec-18	31-Dec-17
Non-Current Assets:		
Property, plant and equipment	1,605.54	1,655.50
Capital work-in-progress	5.12	137.10
Intangible assets	88.36	43.32
Non-current financial assets		
Investments	455.00	335.02
Loan and Security Deposits	3.81	3.18
Bank Balances	4.09	3.63
Deferred tax assets (net)	77.51	65.23
Non-current tax assets (net)	61.12	383.74
Total Non-Current Assets	2,300.55	2,626.72
Current assets:		
Inventories	45.93	47.85
Investment in Mutual Fund	3,275.42	2,807.69
Trade and other receivables	1,027.67	513.88
Bank Balances & Cash and Cash Equivalents	84.43	51.11
Investment in Fixed Deposit	1,413.36	1,514.17
Loans and Security Deposits	6.67	8.35
Interest accrued	61.82	50.53
Other Current assets	84.66	87.35
Total Current Assets	5,999.96	5,080.93
Total Assets	8,300.51	7,707.65

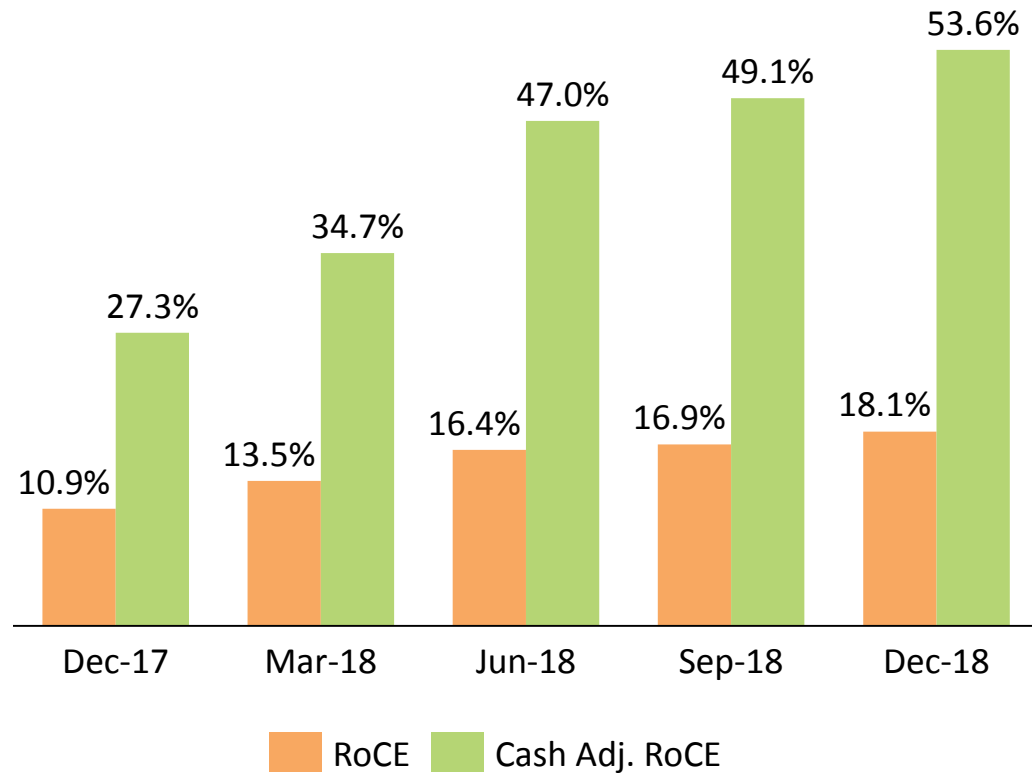
NOTE: Certain figures have been re-grouped wherever necessary

Q3 and 9M FY19 Consolidated Results – Return Ratio Analysis

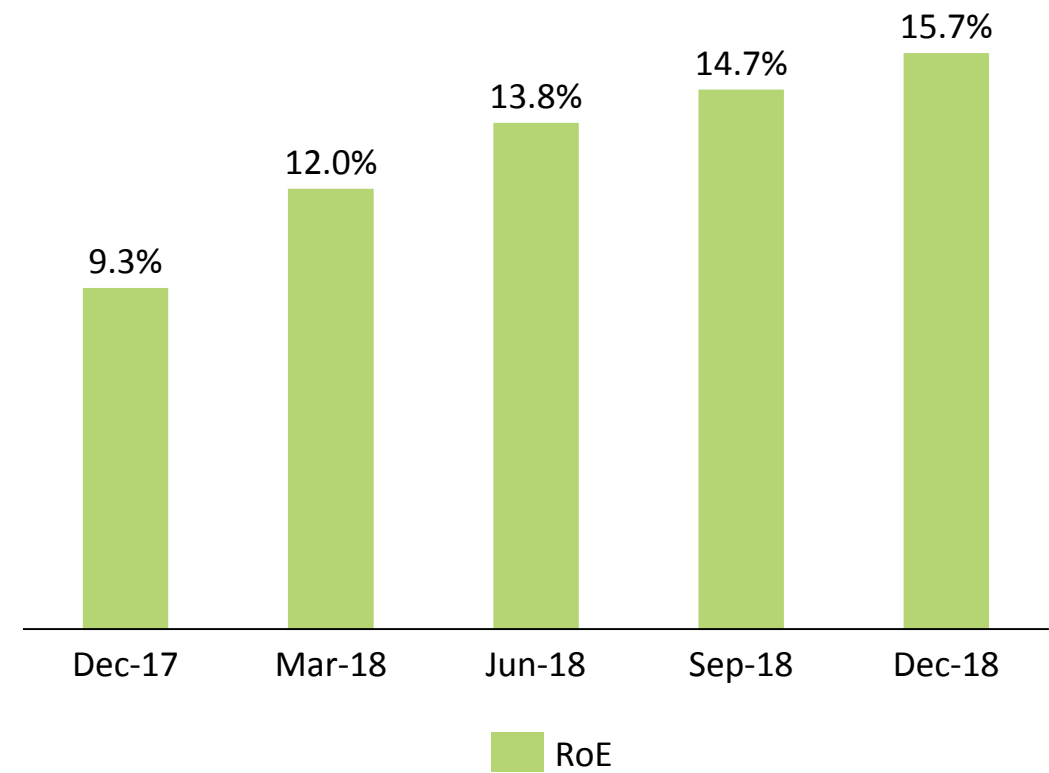
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Return on Capital Employed (%)

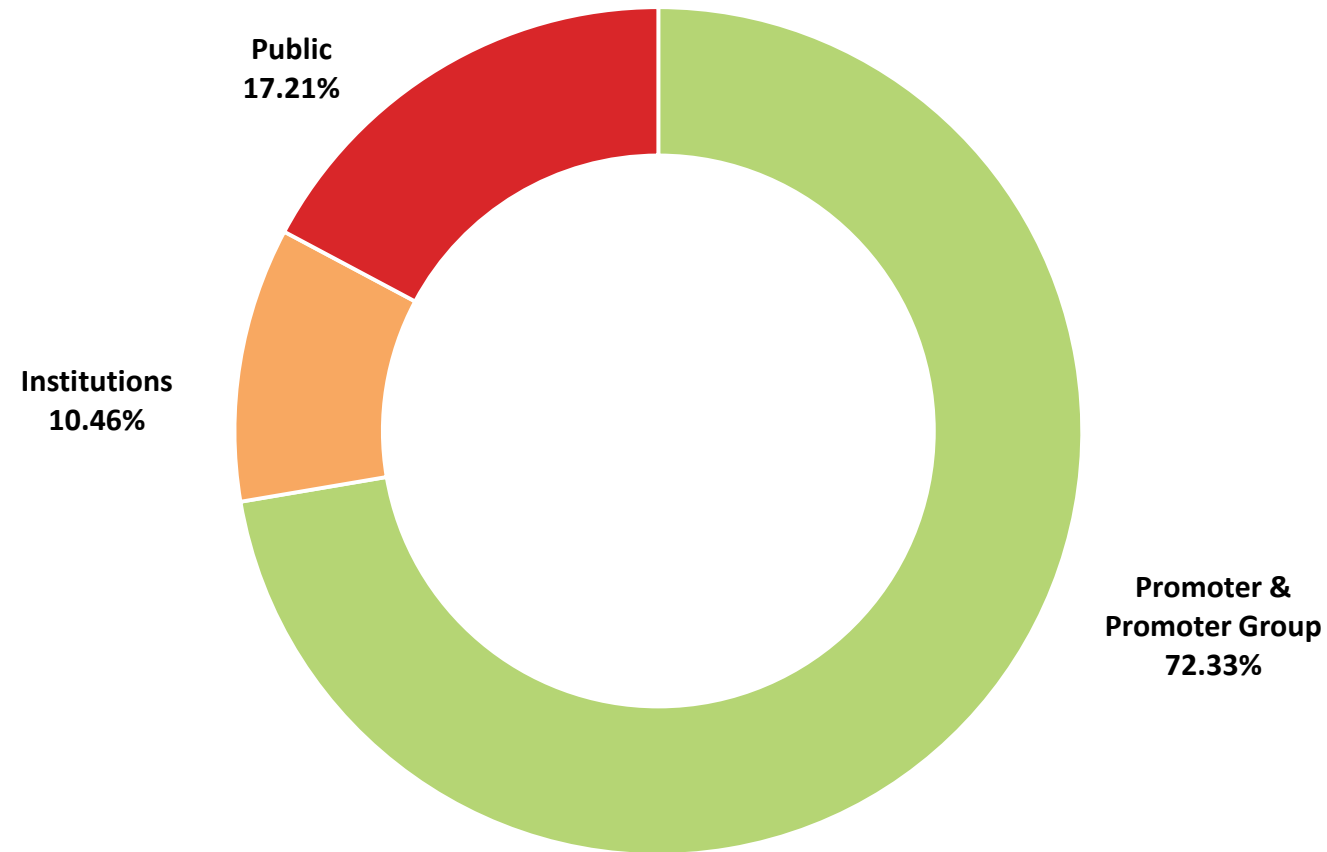


Return on Equity (%)



* Calculated on trailing 12 months basis

Shareholding Structure – December 2018



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

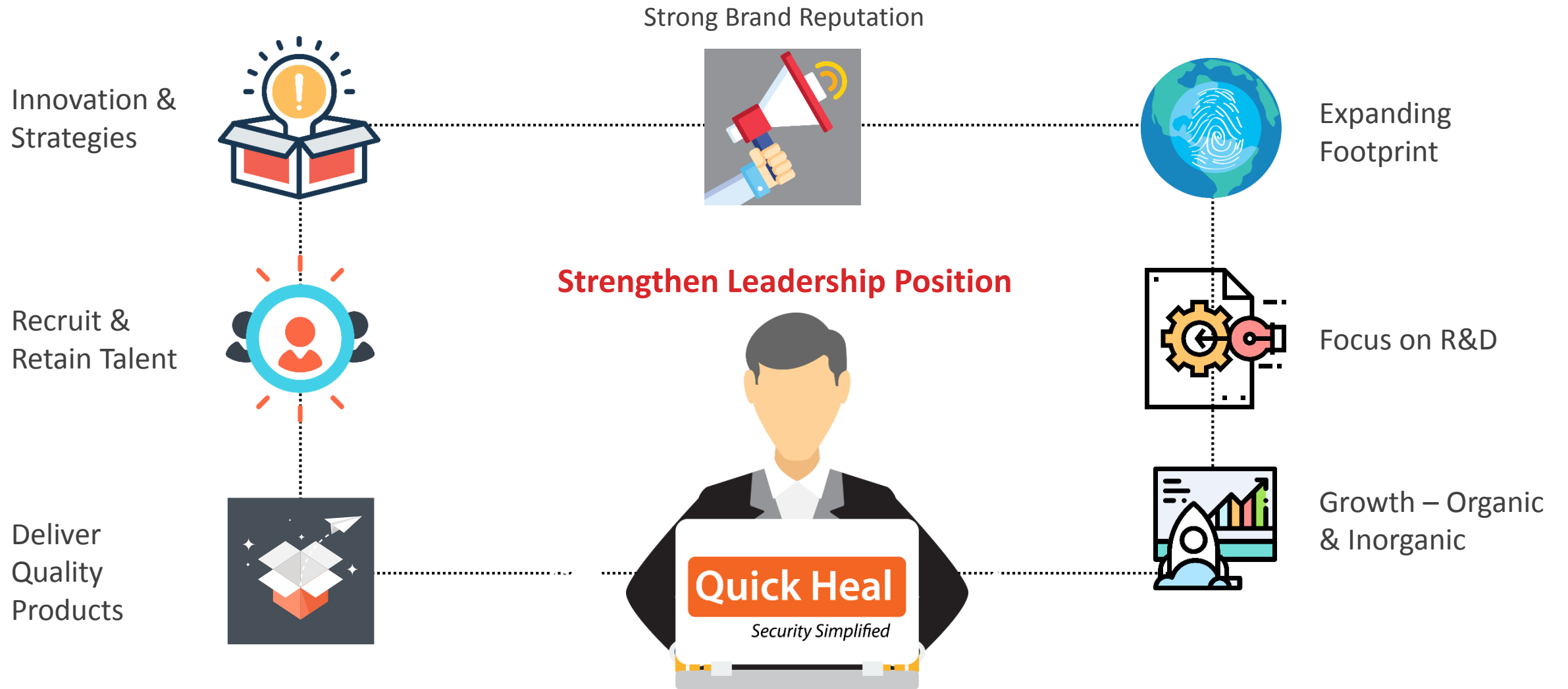
NOTE: Certain figures have been re-grouped wherever necessary

Consolidated Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	31-Mar-18	31-Mar-17	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

Key Takeaways



Company :

Investor Relations Advisors :

Quick Heal

Security Simplified

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