



Quick Heal

Investor Presentation

November 2018

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Value Proposition



20+ Years of Quick Heal Technologies...

Our Brands



Business Segments



Home and SOHO

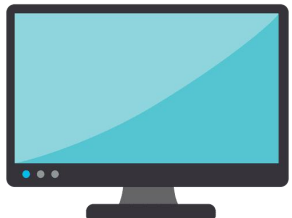


SME



Government and Enterprise

Platforms



Desktop



Laptop



Mobile



Notepad



Server

34%

Market Share in
Retail Segment in
India

8.8 Mn+

Number of Active
Licenses globally

32,000+

Enterprise Customers

4

No. of Patents in US

23,500+

No. of Partners in India

40 Countries

Global Presence



Vision

To be the trusted Global Leader in securing the Digital World



Mission

- Secure our Customers by providing Innovative, most preferred and valued Security Solutions, Services and Knowledge.
- Protect information and interactions on all types of networks, devices & things globally.
- Build a healthy business and organization.

...of offering Complete Security Solutions

Quick Heal

Security Simplified

SEQRITE

Retail

- Quick Heal Total Security
- Quick Heal Internet Security
- Quick Heal AntiVirus Pro
- Quick Heal Total Security For Mac
- Quick Heal AntiVirus for Server
- Quick Heal PCTuner 3.0
- Quick Heal Total Security Multi Device

Mobile

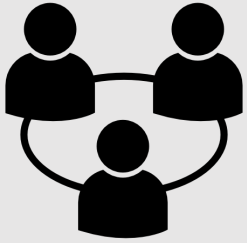
- Quick Heal Total Security for Android
- Quick Heal Antivirus for Mobile
- Quick Heal Mobile Security for Android
- Quick Heal Tablet Security for Android
- Fonetastic Pro
- Quick Heal Optimizer for iOS
- Quick Boost for iOS

SME / Enterprise

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

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

...supported by Skilled Professionals



Sales and Marketing Team

311 members

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



Research & Development Team

360 members

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



Technical Support Team

206 members

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



...with strong Research & Development leading to Innovations



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



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



Product Development Team
Designing & building cutting edge products & solutions



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

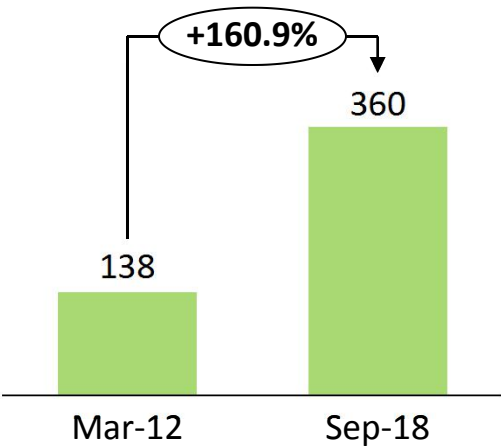


Quality Assurance Team
Relentlessly maintaining and creating industry benchmarks for quality

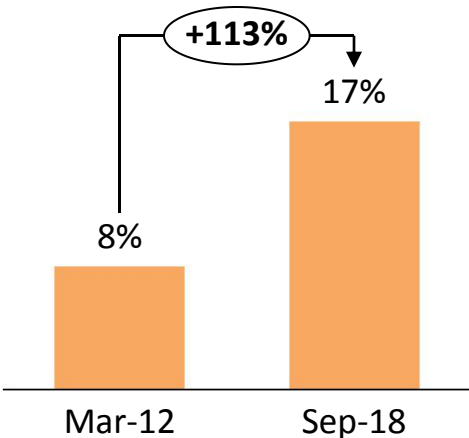


Security Labs
Detect and analyze threat vectors across the globe and provide advanced protection to customers

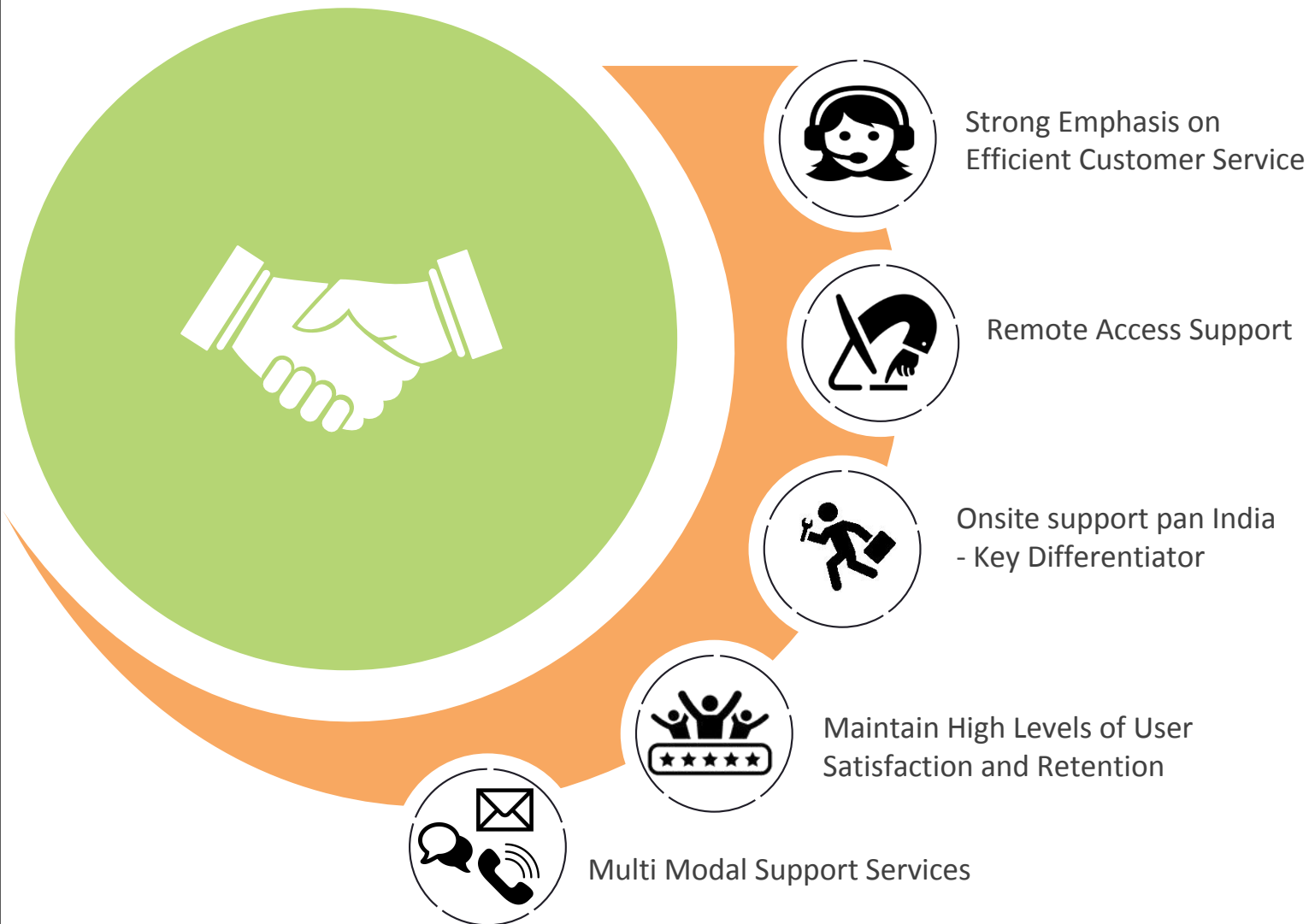
R&D Team Members



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** of **311 Employees** work closely with Customers and Channel Partners to identify new sales prospects, sell solutions and provide after-sales support

23,480
Total Retail Partners

330
Enterprise Partners

70
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 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



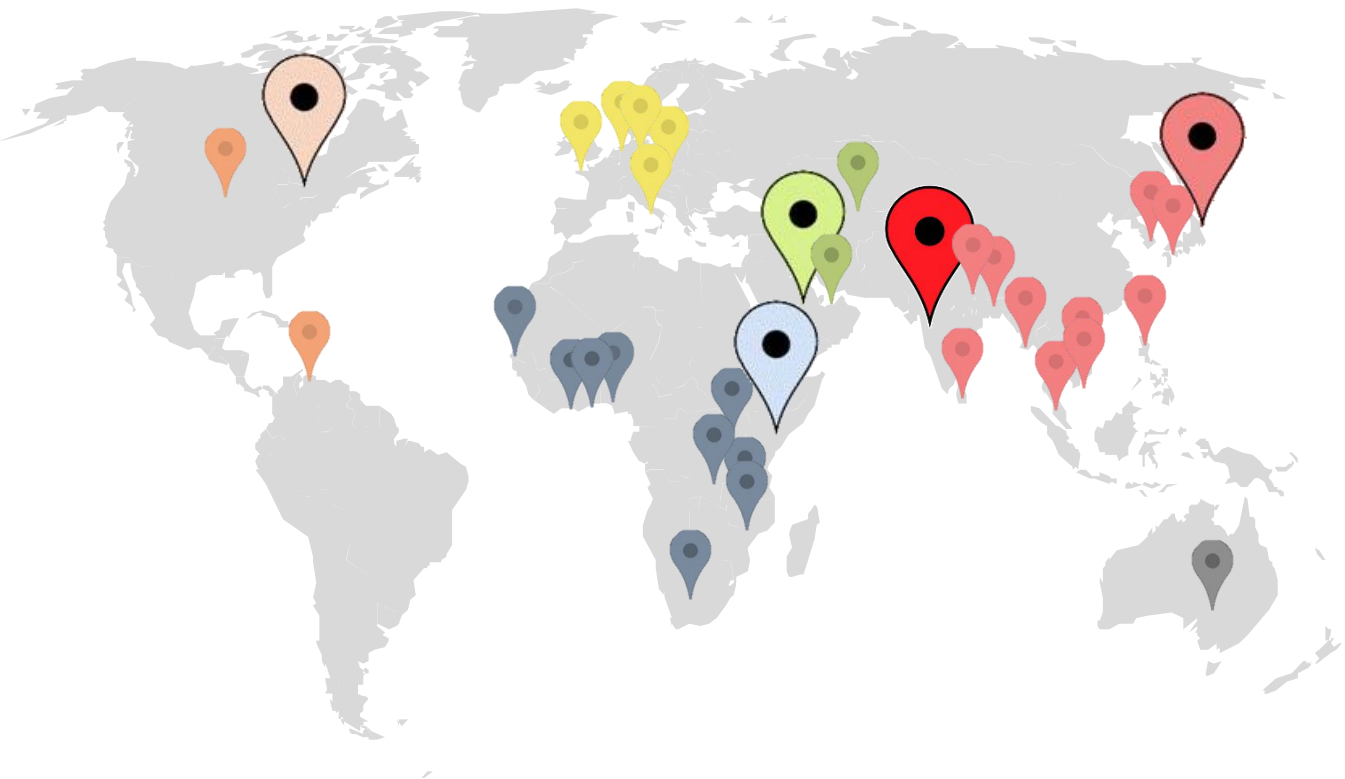
Mr. Nitin Kulkarni | CFO

- 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



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

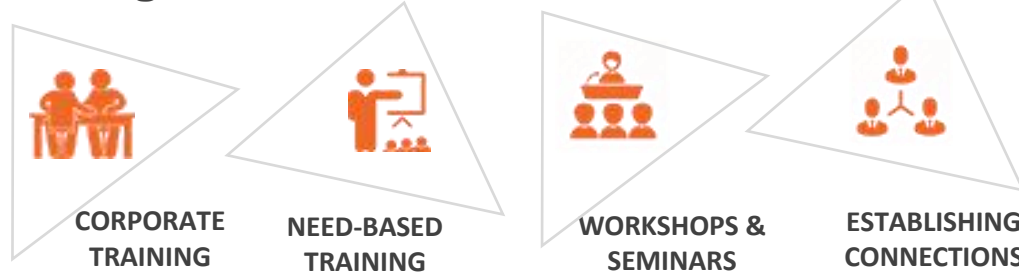
...creating Specialized workforce at Quick Heal Academy

Popular Courses:

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



Offerings:



Workshops:

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

Academy Partners:



Savitribai Phule Pune University

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



Maharashtra Cosmopolitan Education Society

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



MIT-ADT University

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



Chitkara University

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



Quantum Global Campus

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



Gujarat Forensic Sciences University

- MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017

...Awards & Accreditations as testimony to Delivery



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



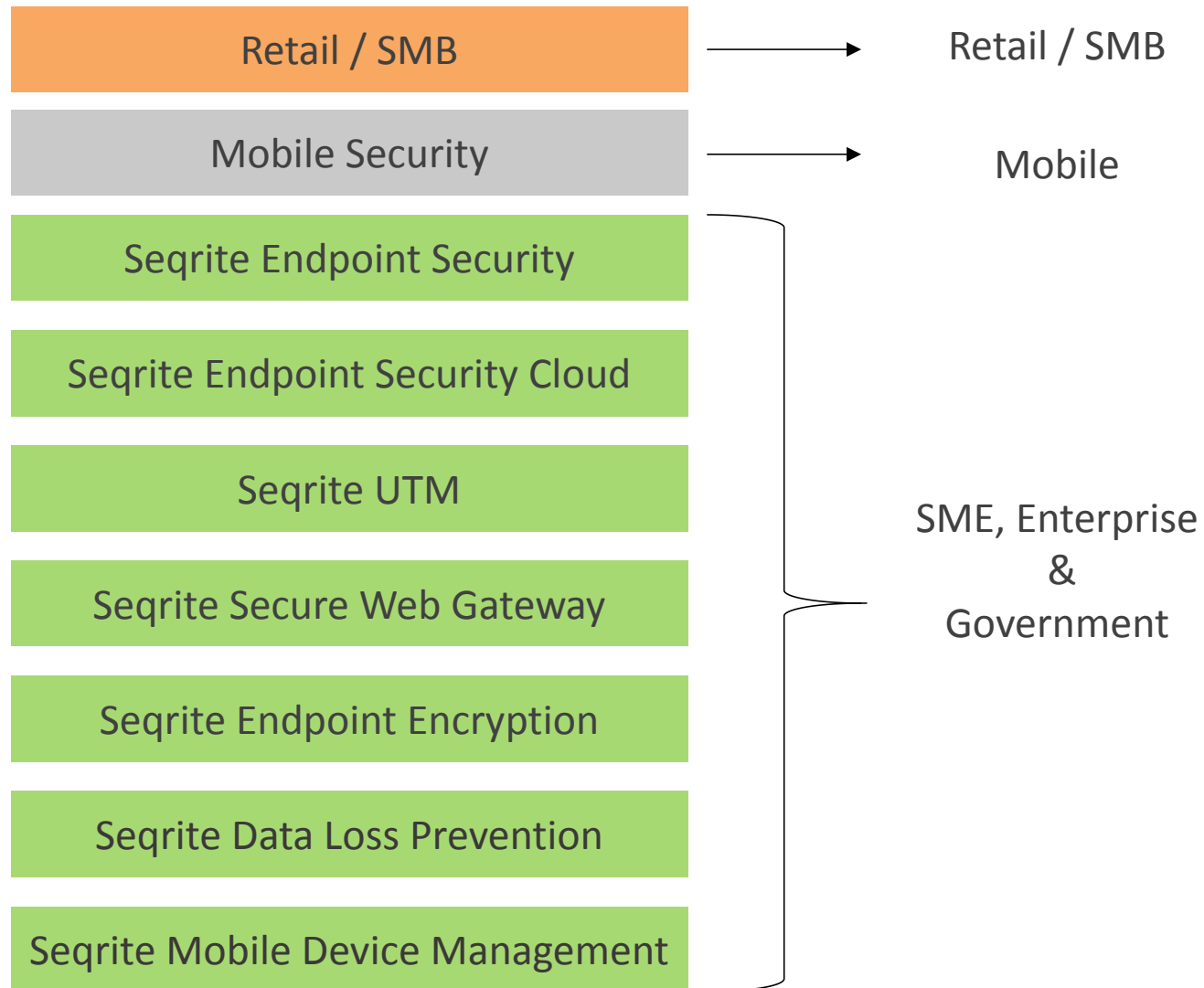
2018

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

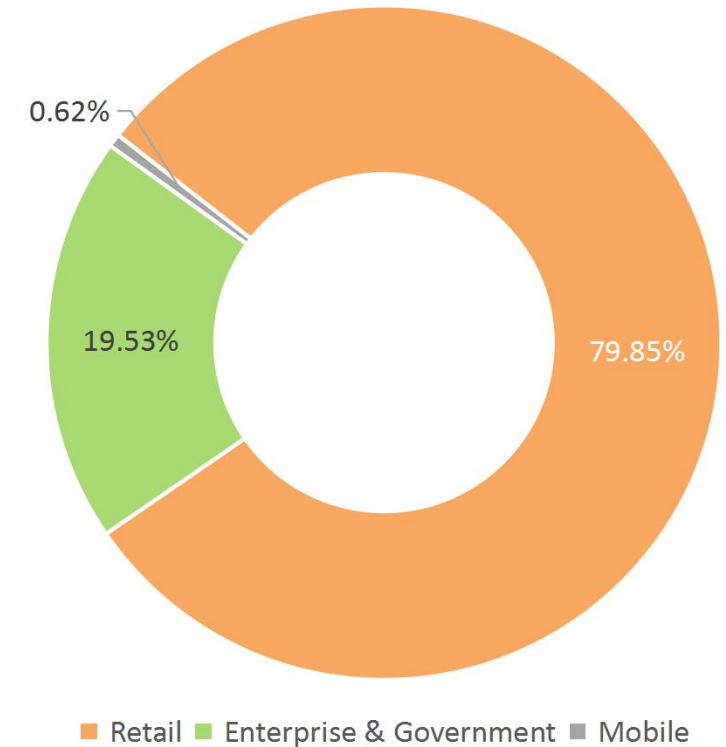
Product Offerings



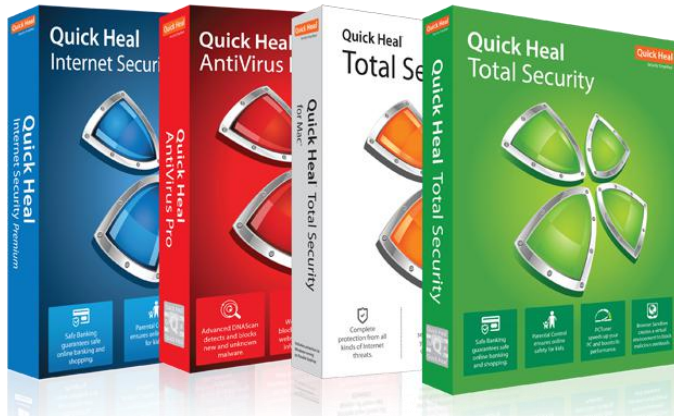
Product Portfolio across Business Segments



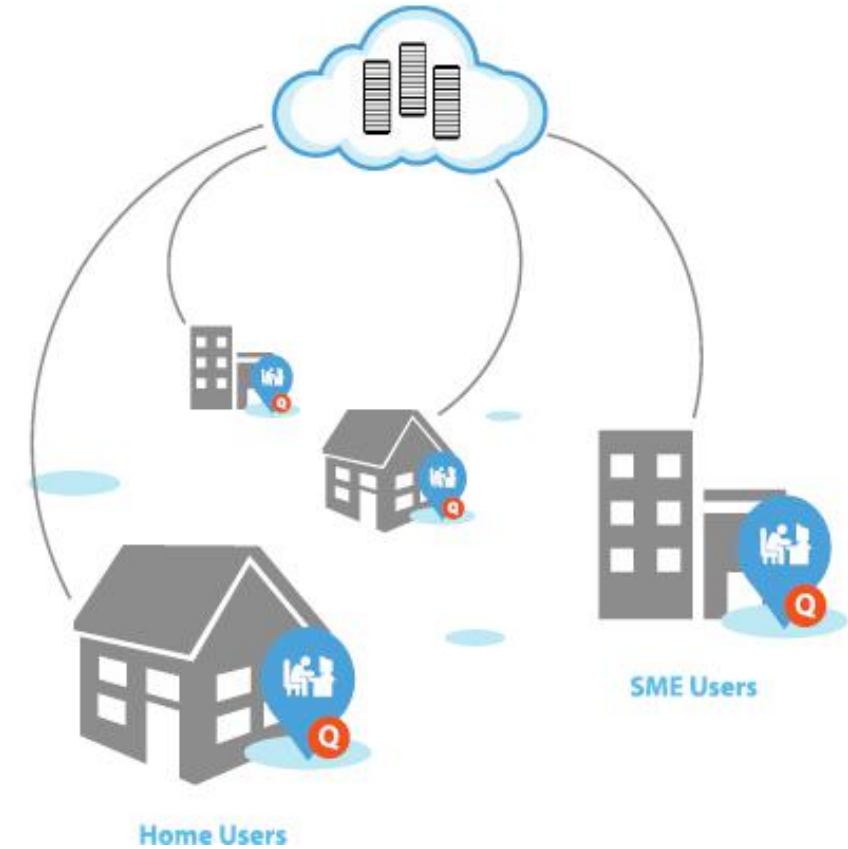
Revenue Break-up – H1 FY19



Retail / SMB – Drives Scalability



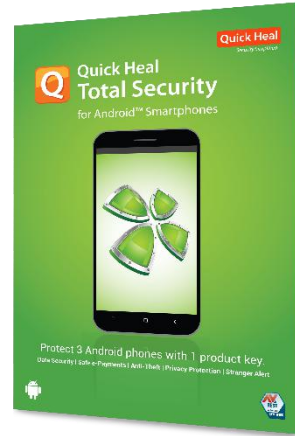
- Core Protection
- Privacy Protection
- Safe Banking Features
- Web Security
- Parental Controls
- Stealth Mode
- Email Security
- Anti- Key Logger
- Track My Laptop
- Data Theft Protection
- PCTuner
- Improved Scan Engine
- Virtual Keyboard
- PC2 Mobile Scan
- QH Remote Device Management












Mobile Security – Huge Future Opportunity

► Growth Opportunities

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



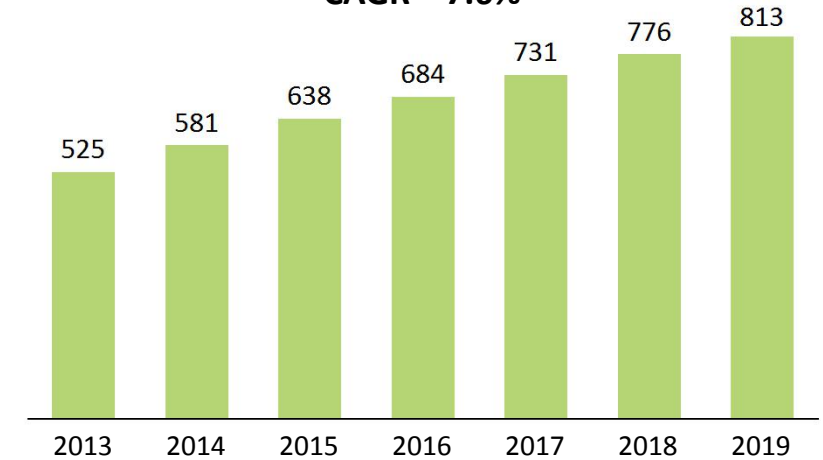
-  Background Scan
-  Security & Privacy Advisor
-  SafePe
-  Cloud Backup
-  Call & Message Filter
-  Register with TRAI
-  Anti-Theft Technology
-  Cloud Backup
-  Remote Device Management



Mobile Internet User Base

In million

CAGR – 7.6%



Enterprise Business – Drives Sustainability

Quick Heal
Security Simplified

SEQRITE



SEQRITE
Endpoint Security (EPS)



SEQRITE
Endpoint Security Cloud



SEQRITE
Unified Threat Management (UTM)



SEQRITE
Mobile Device Management (MDM)



SEQRITE
Endpoint Encryption Solutions



SEQRITE
Secure Web Gateway



Security Vulnerabilities



Insider Threats



Ransomware Attacks



Infected External Devices



Malicious Internet Traffic



Phishing Attacks



Data Breaches



Dos & DDos ATTACKS



ADVANCED PERSISTENT THREATS



MOBILE MALWARE & MALICIOUS
MOBILE APPS

SEQRITE
S E R V I C E S

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

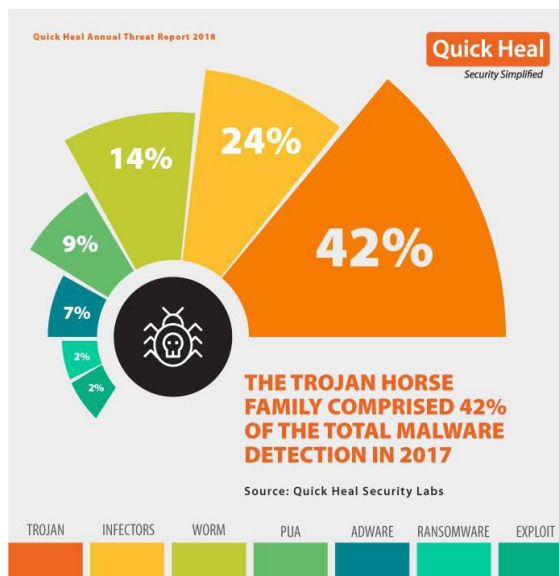
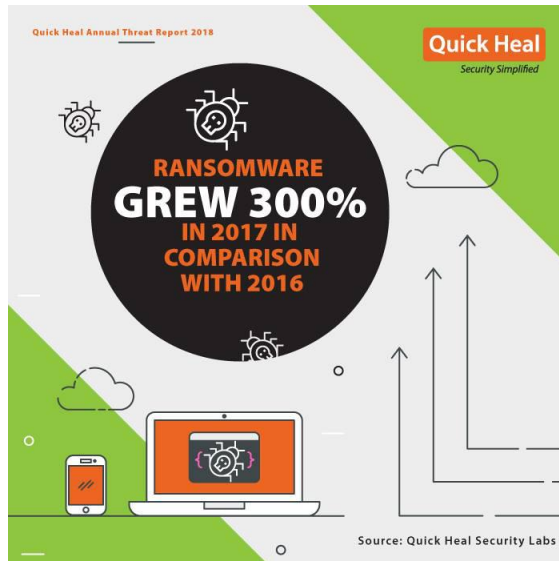
Safeguard digital assets
of Customers



Future opportunities



Turning Problems into Possibilities...



Cybersecurity Predictions - 2018

- Ransomware will be more vicious
- Cryptojacking – 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

Source : Quick Heal Annual Threat Report

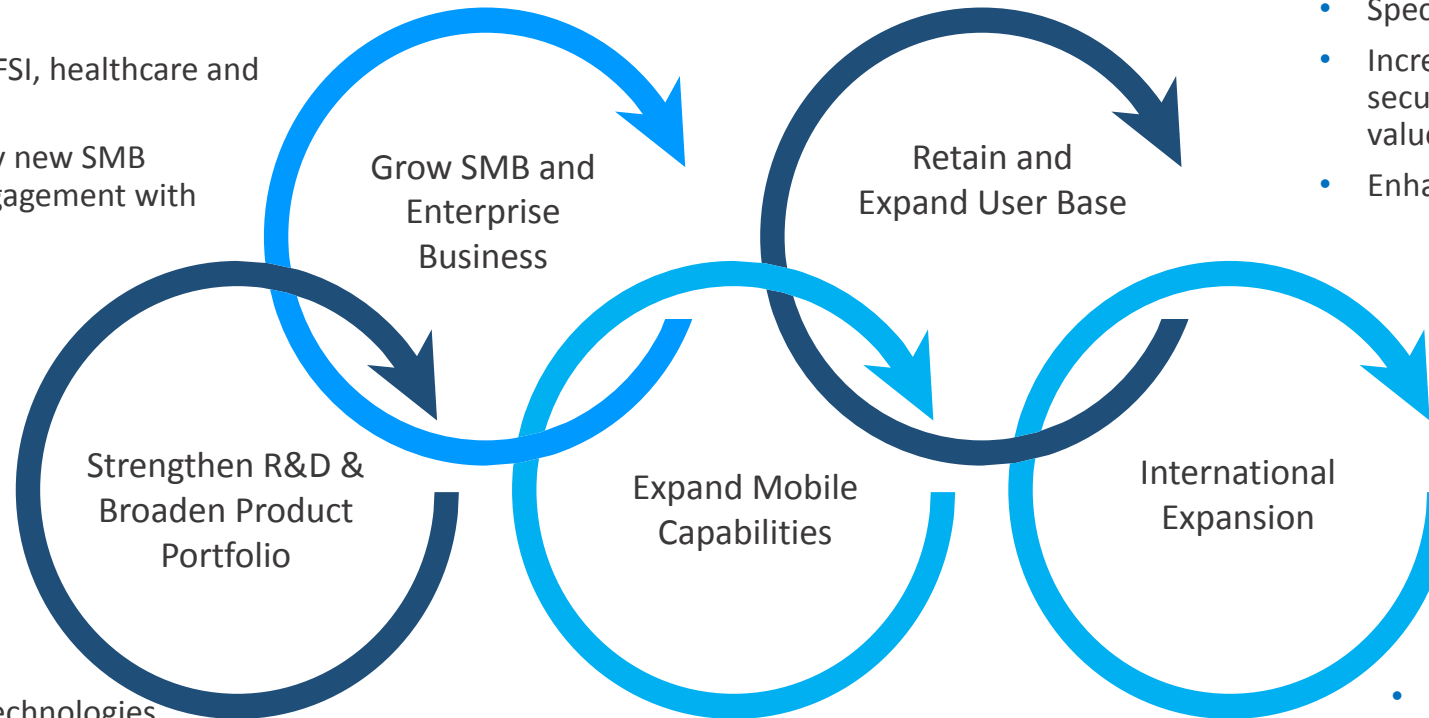
Future Opportunities

- Government working on strong data protection regulations
- Enterprises are increasingly adopting security solutions to combat advanced cyber-threats
- By 2022, India's digital economy is expected to grow to USD 1 trillion
- **Increase in Cyber Threats in Q3 2019:**
 - 288 million cyber threats targeted Individuals and Businesses
 - The main trends include increase of ransomware attacks via Remote Desktop Protocol (RDP) and cryptocurrency mining
 - Over 7000 Ransomware and 33,000 cryptojacking hits detected on a daily basis
- **Increase in Mobile Transactions:** According to RBI data, mobile wallet transactions hit record 14,632 crore in June 2018
- Proliferation of smart devices will raise cybersecurity risks. By 2020, it is anticipated, the IoT may comprise as many as 30 billion devices
- By 2022, 6 billion people will be vulnerable to cyber-attacks

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

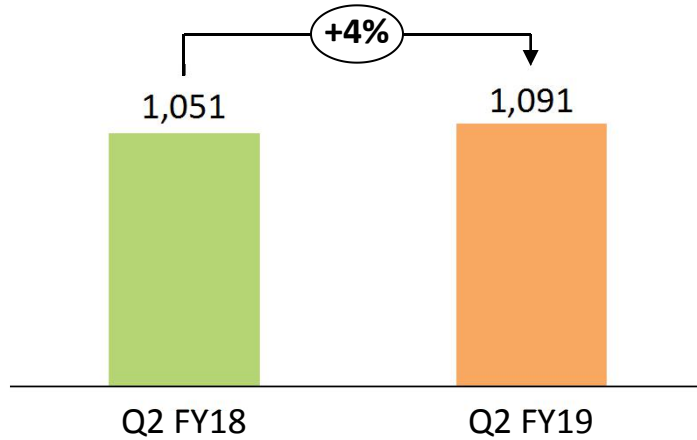
- Focus on international expansion through consistent brand building and marketing effort
- Exploring opportunities in Africa, Middle East & South East Asia

Q2 & H1 FY19 Highlights

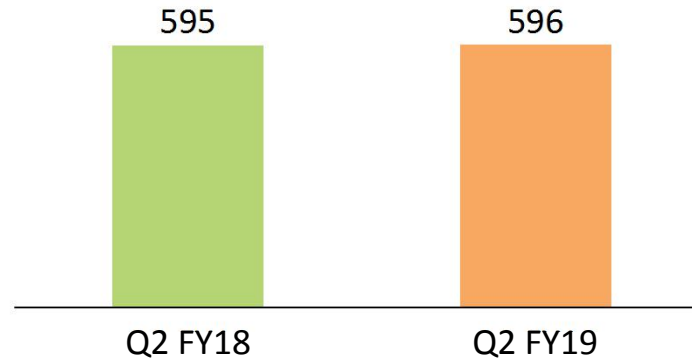


Q2 FY19 – Quarterly Consolidated Performance Highlights

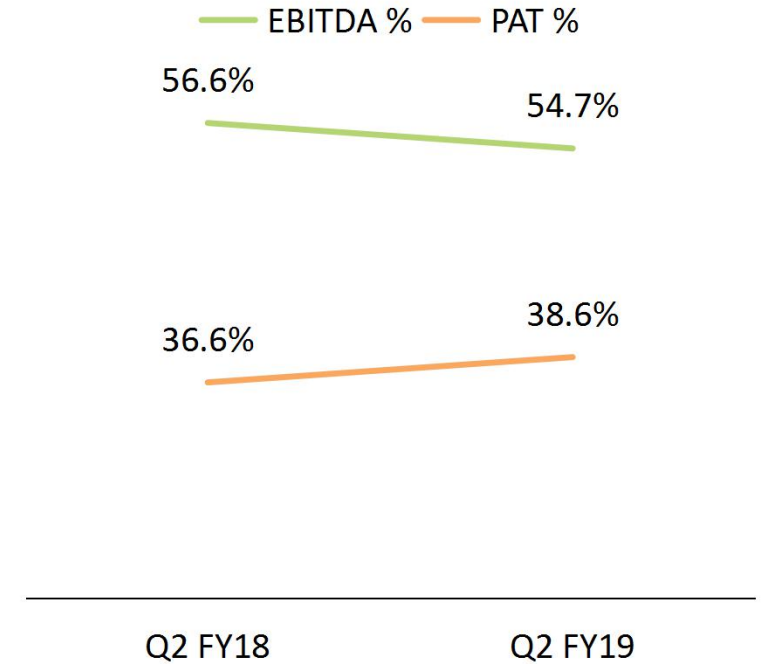
Revenue (Rs. mln)



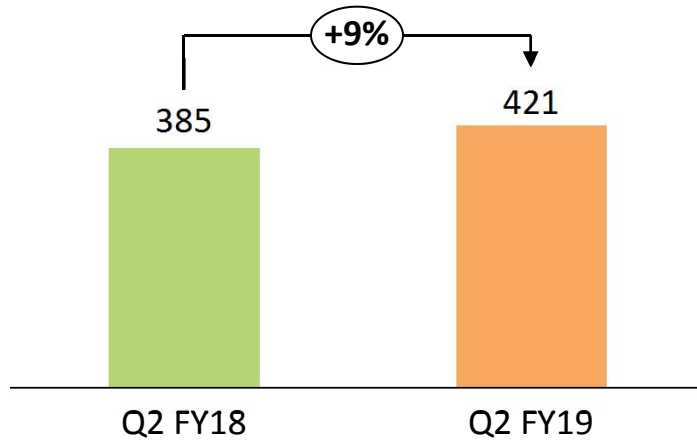
EBITDA (Rs. mln)



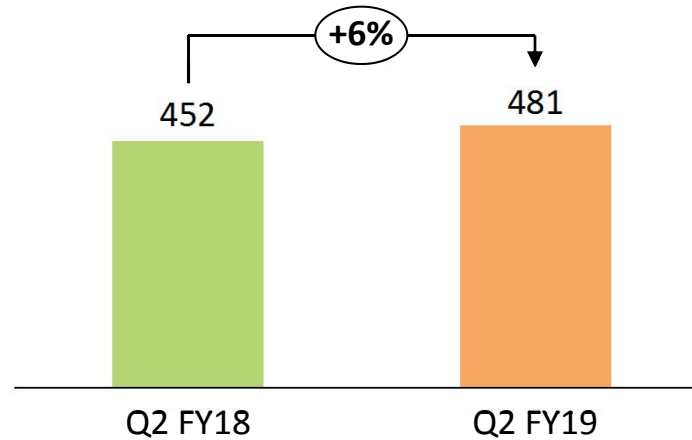
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)

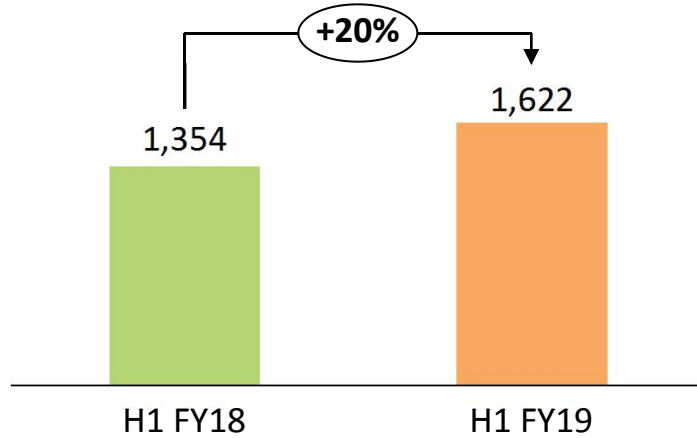


* Cash PAT = PAT + Depreciation

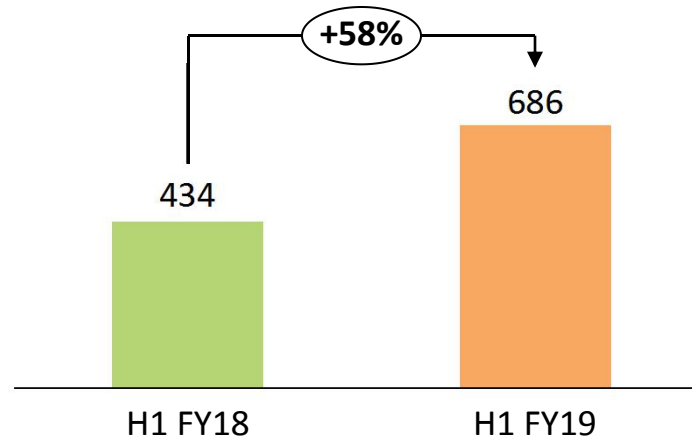
As per Ind AS

H1 FY19 – Annual Consolidated Performance Highlights

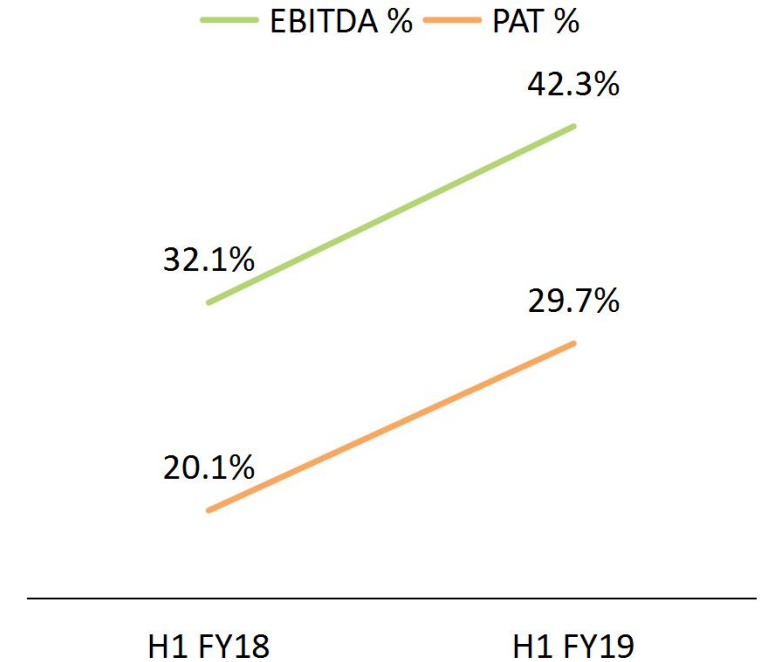
Revenue (Rs. mln)



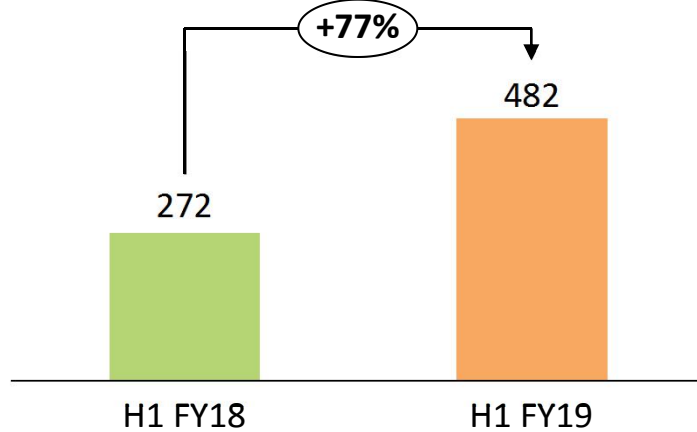
EBITDA (Rs. mln)



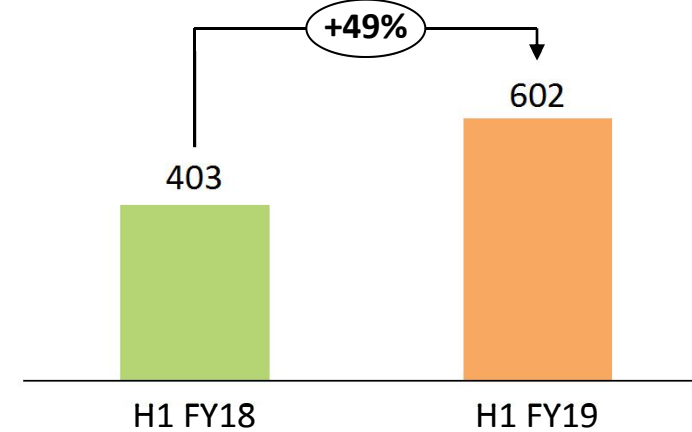
Margins (%)



PAT (Rs. mln)

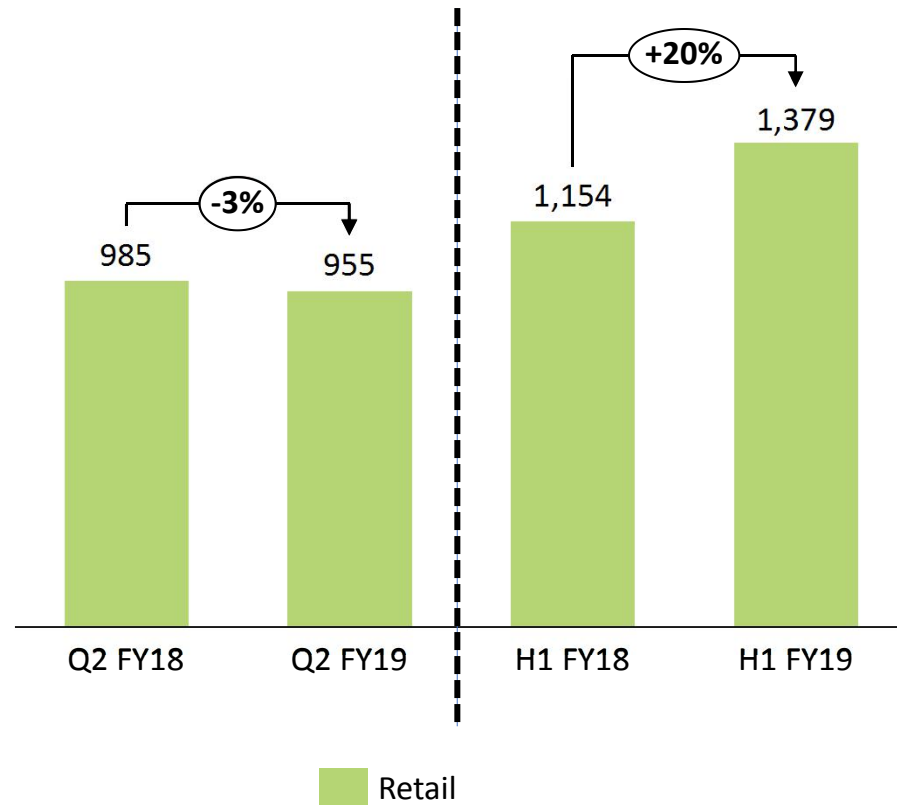


Cash PAT* (Rs. mln)

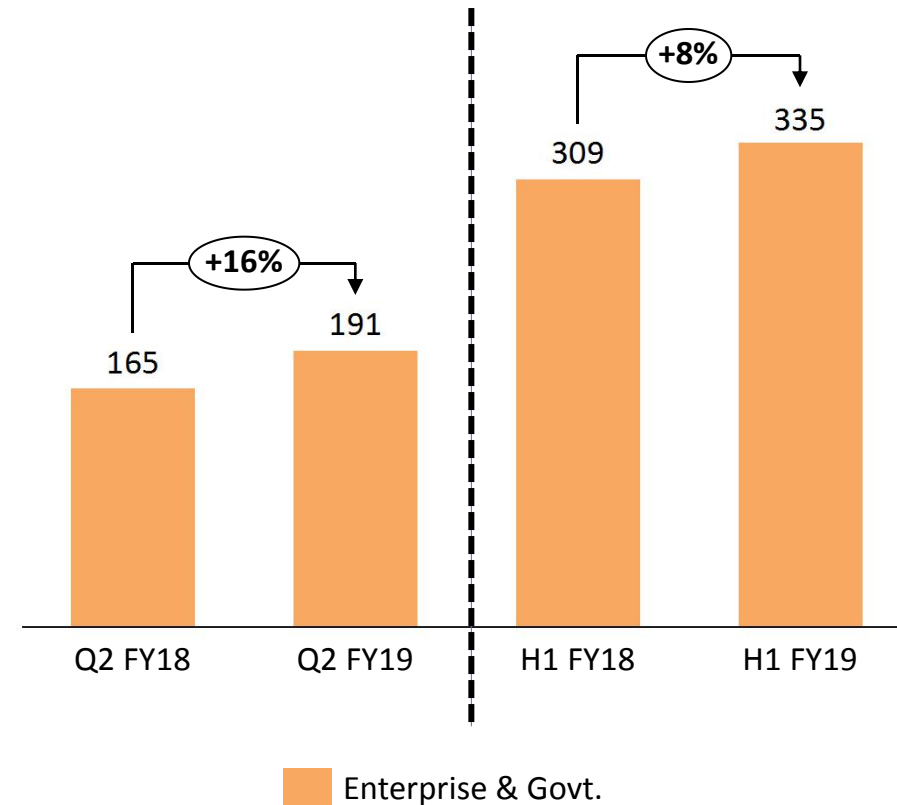


Segment Performance : Revenue Break-up

Retail (Rs. mIn)

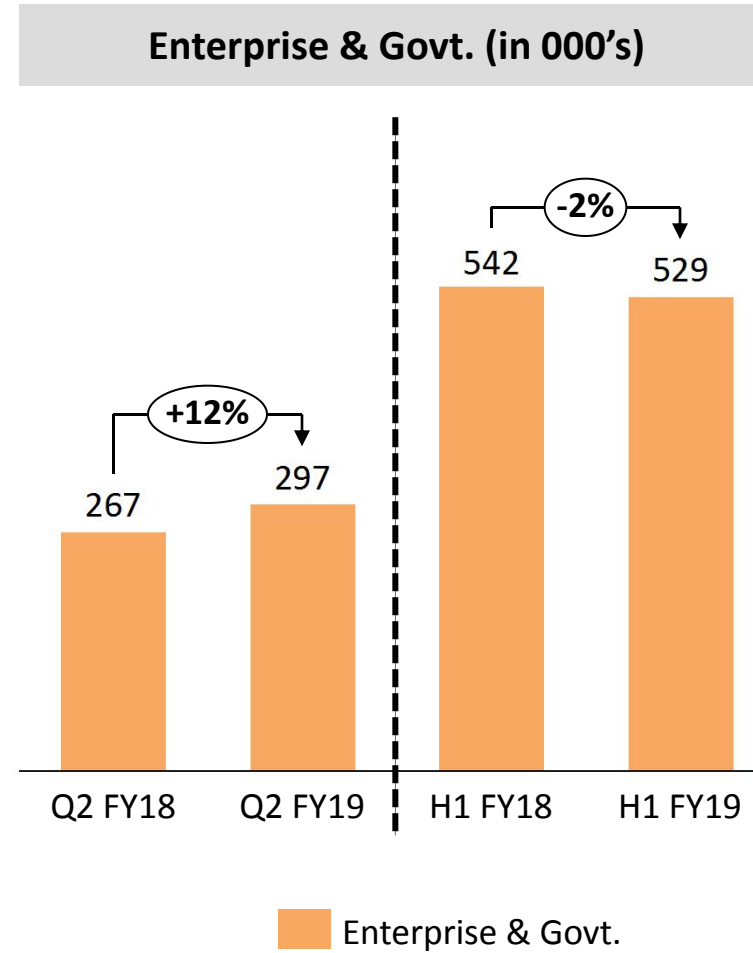
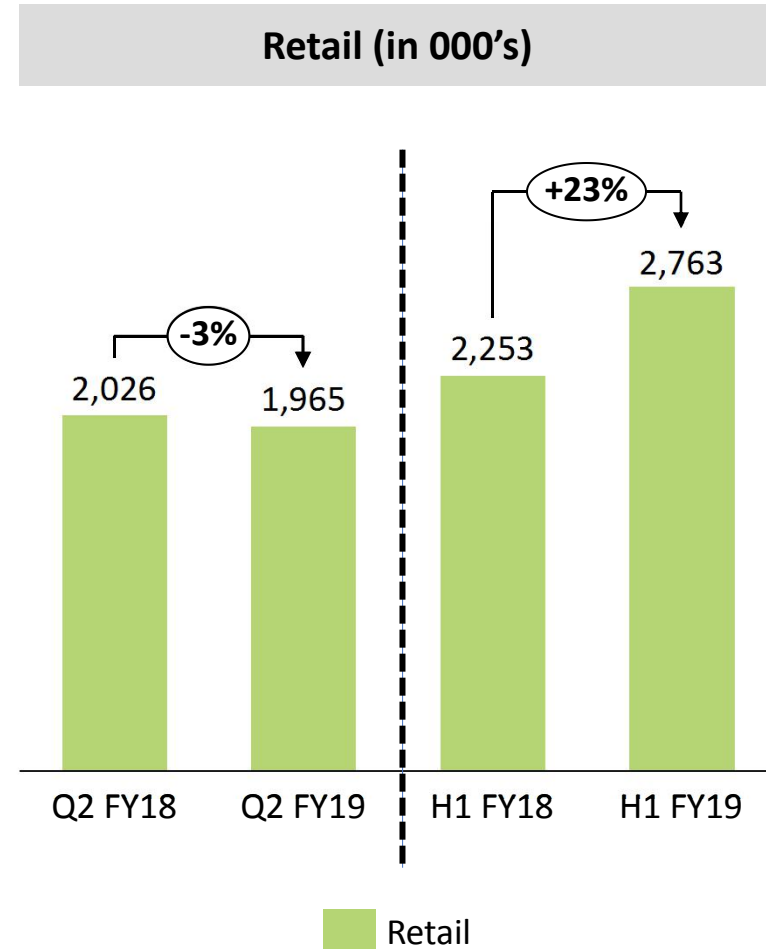


Enterprise & Govt. (Rs. mIn)



Based on net revenues before adjusting for sales incentives

Segment Performance : Licenses Sold Analysis



Q2 and H1 FY19 - Consolidated Profitability Statement

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

NOTE: Certain figures have been re-grouped wherever necessary

Q2 and H1 FY19 - Consolidated Ratio Analysis

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

NOTE: Certain figures have been re-grouped wherever necessary

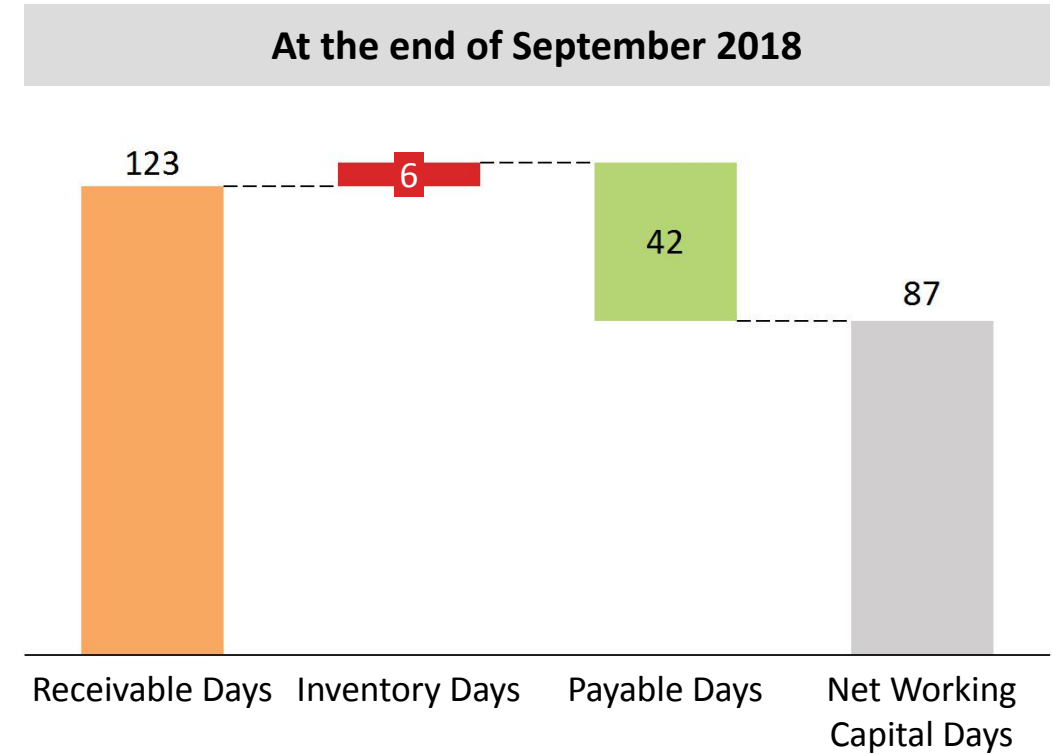
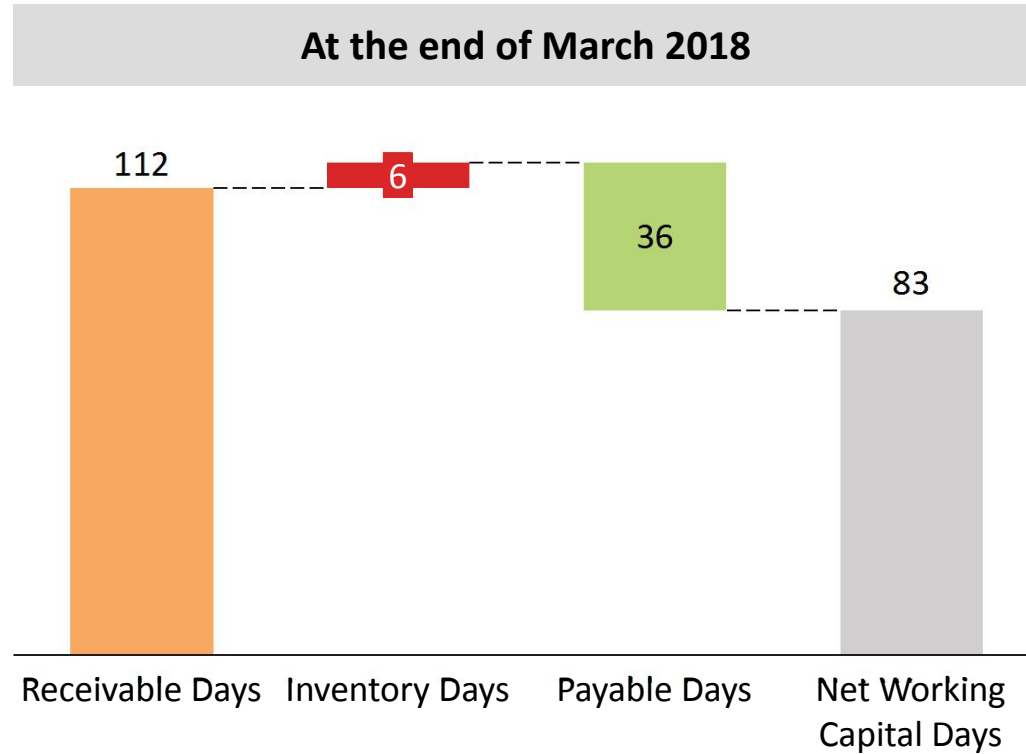
Consolidated Balance Sheet

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

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

NOTE: Certain figures have been re-grouped wherever necessary

H1 FY19 – Working Capital Analysis

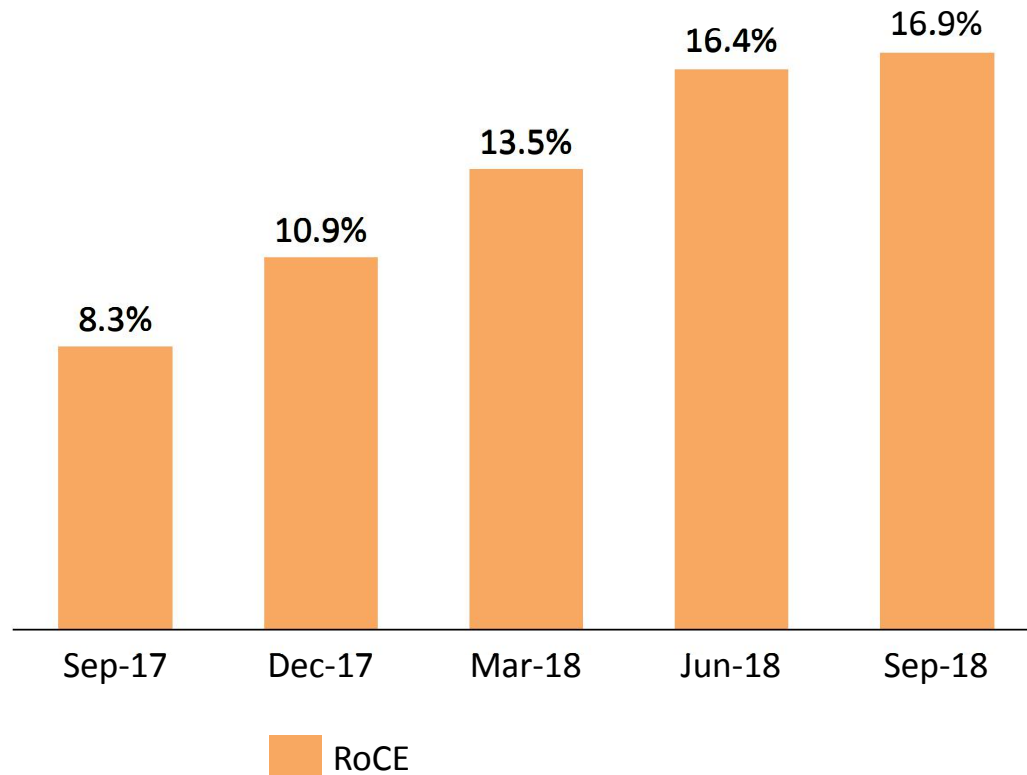


Note:

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

Calculation is based on net revenues before adjusting for sales incentives

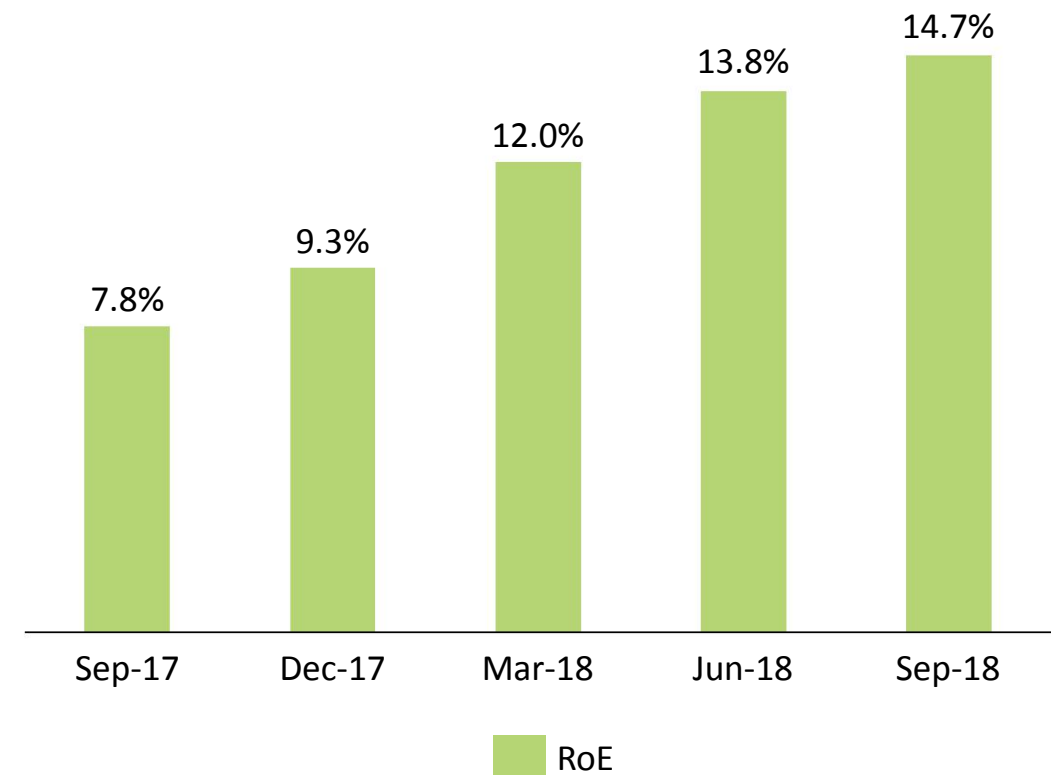
Return on Capital Employed (%)*



RoCE = EBIT / Avg. Capital Employed (Equity + Debt)

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

Return on Equity (%)*



ROE = PAT / Avg. Equity

Q2 and FY19 – Standalone Profitability Statement

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

NOTE: Certain figures have been re-grouped wherever necessary

Q2 and FY19 – Standalone Ratio Analysis

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

NOTE: Certain figures have been re-grouped wherever necessary

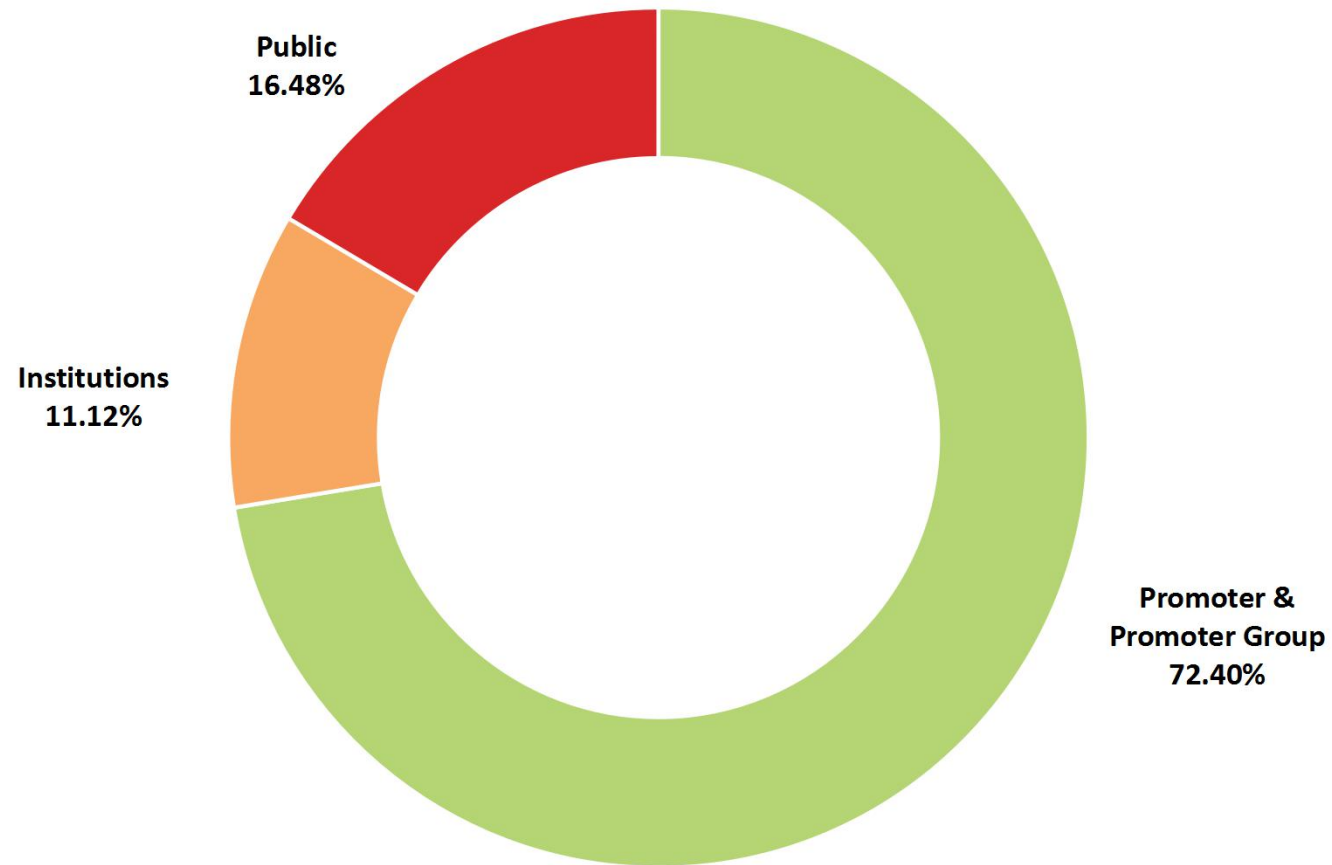
Standalone Balance Sheet

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

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

NOTE: Certain figures have been re-grouped wherever necessary

Shareholding Structure – September 2018



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

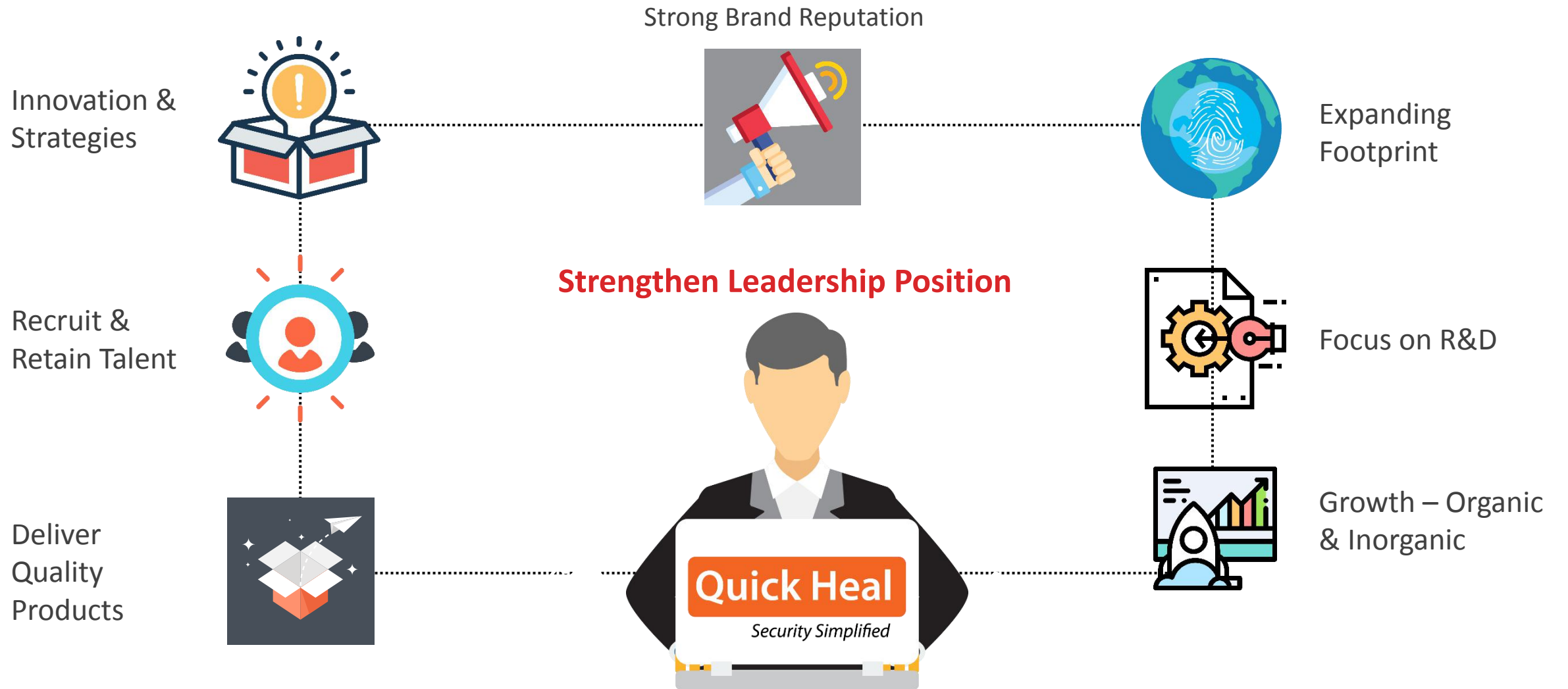
NOTE: Certain figures have been re-grouped wherever necessary

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 :

Quick Heal

Security Simplified

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Investor Relations Advisors :

SGA Strategic Growth Advisors

CIN - U74140MH2010PTC204285

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