



**Quick Heal**

# Investor Presentation

August 2018

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# Value Proposition



# 20+ Years of Quick Heal Technologies...

## Our Brands



## Business Segments



Home and SOHO



SME



Government and Enterprise

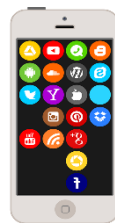
## Platforms



Desktop



Laptop



Mobile



Notepad



Server

**34%**

Market Share in  
Retail Segment in  
India

**8.6 Mn+**

Number of Active  
Licenses globally

**31,000+**

Enterprise Customers

**4**

No. of Patents in US

**23,000+**

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 Multi Device

## Mobile

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

## SME / Enterprise

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

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

# ...supported by Skilled Professionals



## Sales and Marketing Team

**322** members

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



## Research & Development Team

**371** 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

**222** members

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



# ...with strong Research & Development leading to Innovations



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



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



**Product Development Team**  
Designing & building cutting edge products & solutions



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

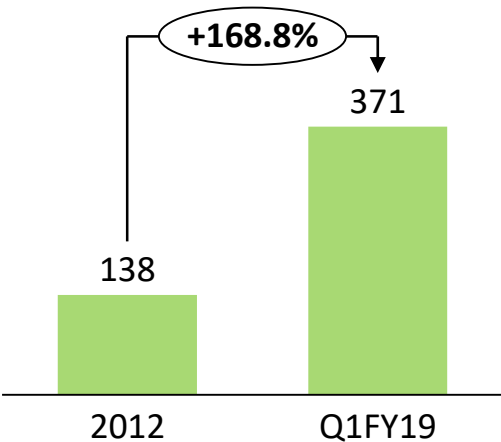


**Quality Assurance Team**  
Relentlessly maintaining and creating industry benchmarks for quality

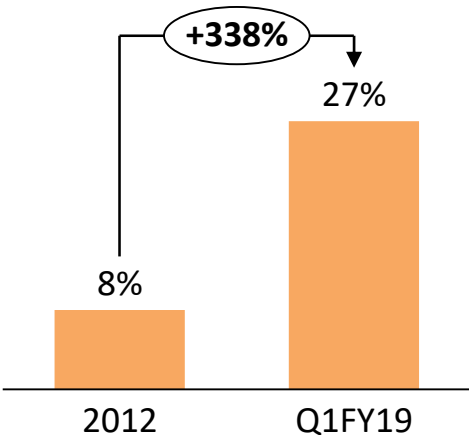


**Security Labs**  
Detect and analyze threat vectors across the globe and provide advanced protection to customers

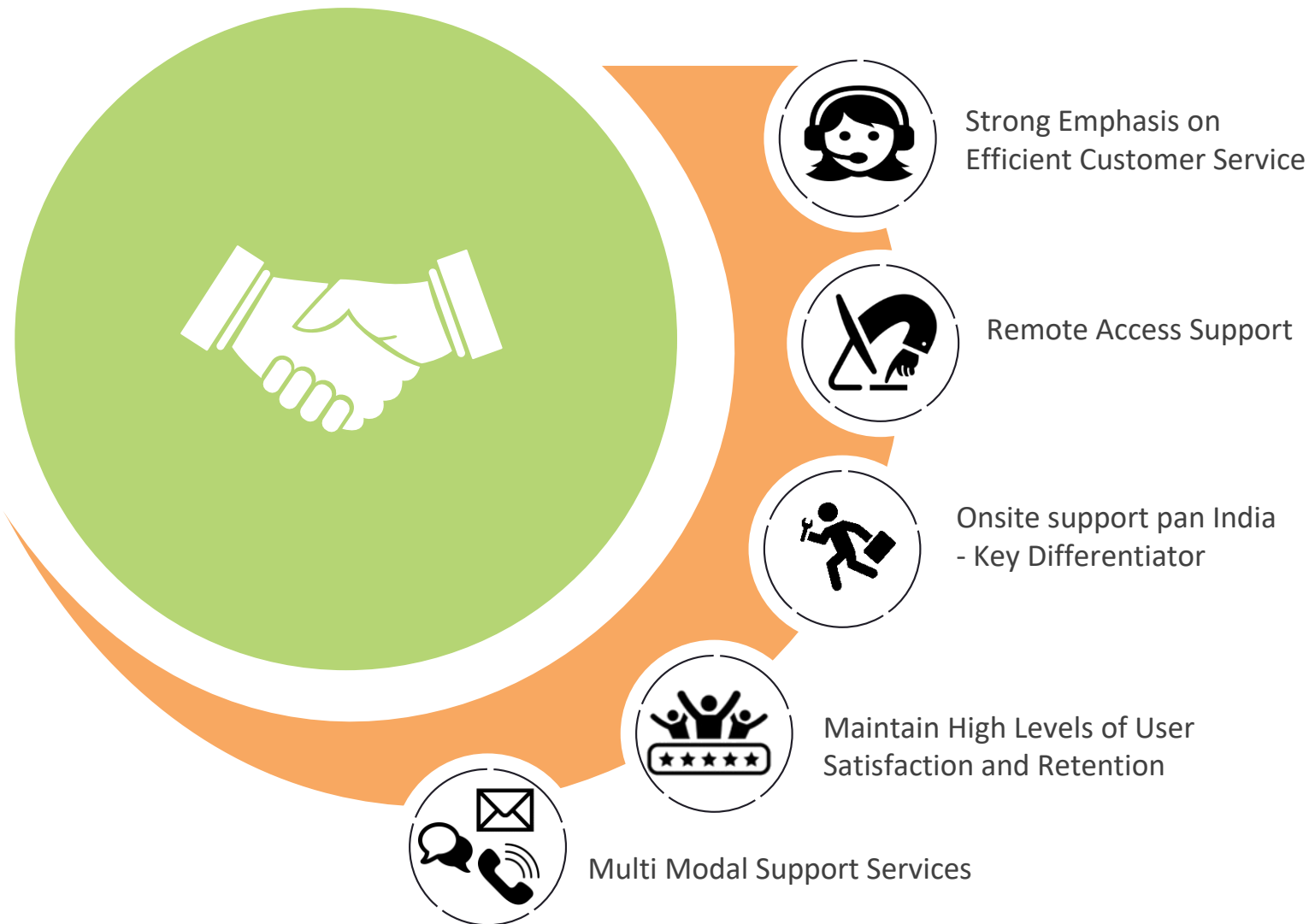
R&D Team Members



R&D Spend as % of Sales



# ...striving for excellence in customer service



Multi-lingual end user support in English, Hindi and several other major regional Indian languages



Availability of data sheets, product videos and manuals on website for providing information on technical specifications, installation guide, upgrade mechanisms



Release of various articles, technical papers, quarterly threat reports and conducting webinars in the area of security software

# ...Sales & Distribution to increase Market Share



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

Strong **Internal Sales & Marketing Team** of **322 Employees** work closely with Customers and Channel Partners to identify new sales prospects, sell solutions and provide after-sales support

22,635  
Total Retail Partners

353  
Enterprise Partners

58  
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 PARIPIA**  
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



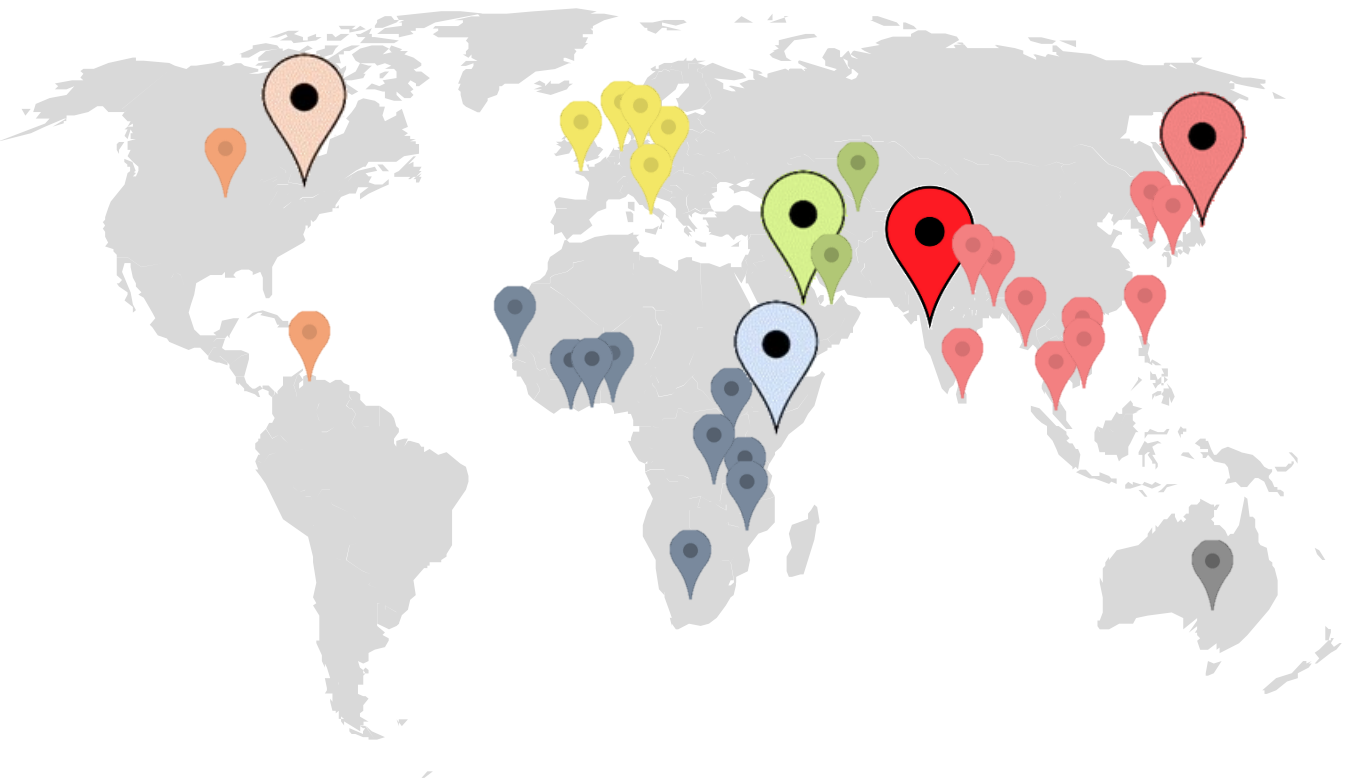
**Mr. Nitin Kulkarni | CFO**

- 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 (MENA) FZE
- 05

**JAPAN**  
Quick Heal Japan KK.

International Partner Locations

Benin	Bangladesh	Austria
Ghana	Japan	France
Gambia	Cambodia	Italy
Kenya	Korea	Netherlands
Malawi	Sri Lanka	Poland
Togo	Myanmar	Australia
Uganda	Malaysia	United Arab Emirates
South Africa	Nepal	Iran
Zambia	Philippines	United States
Zimbabwe	Vietnam	Venezuela

# ...certified by Global Agencies



International  
Certifications  
&  
ISO Certifications



...trusted by our Customers

Our products help secure the networks used by millions of customers.  
Some of the industries we cater to:

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

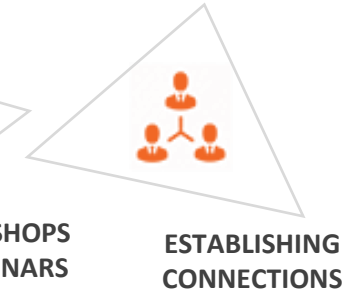
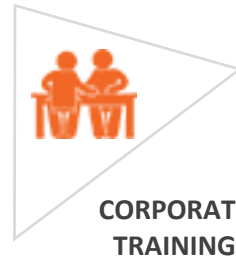
# ...creating Specialized workforce at Quick Heal Academy



## Popular Courses:

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

## Offerings:



## Workshops:

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

## Academy Partners:



### Savitribai Phule Pune University

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



### Maharashtra Cosmopolitan Education Society

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



### Devi Ahilya Vishwavidyalaya

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



### Chitkara University

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



### Quantum Global Campus

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



### Gujarat Forensic Sciences University

- MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017

# ...Awards & Accreditations as testimony to Delivery



- 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

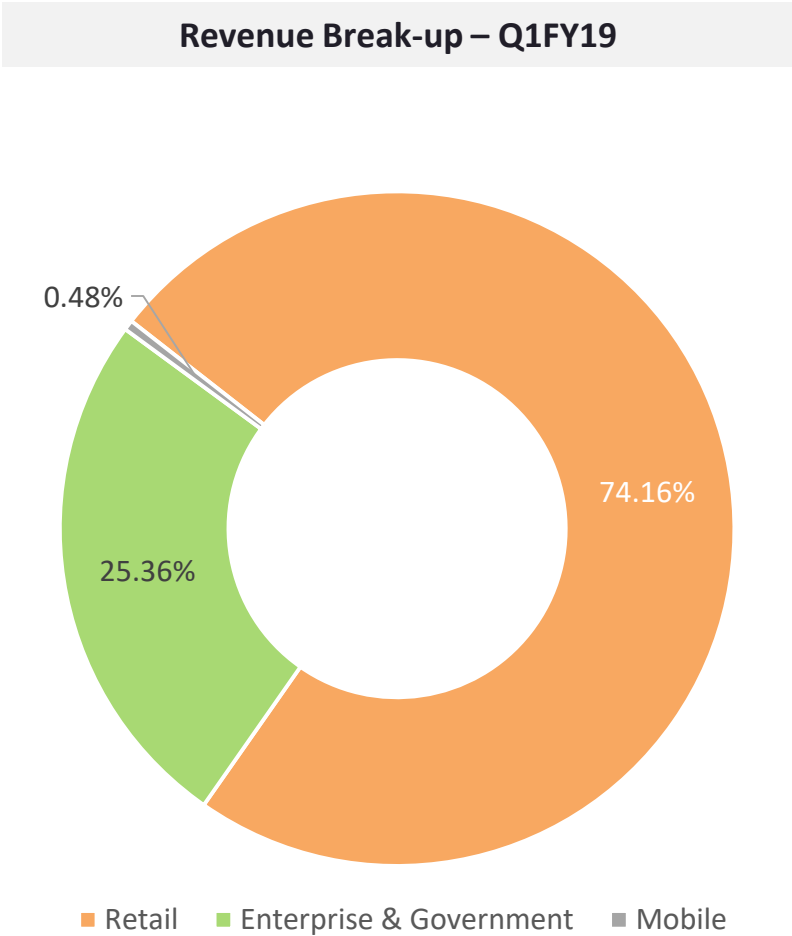
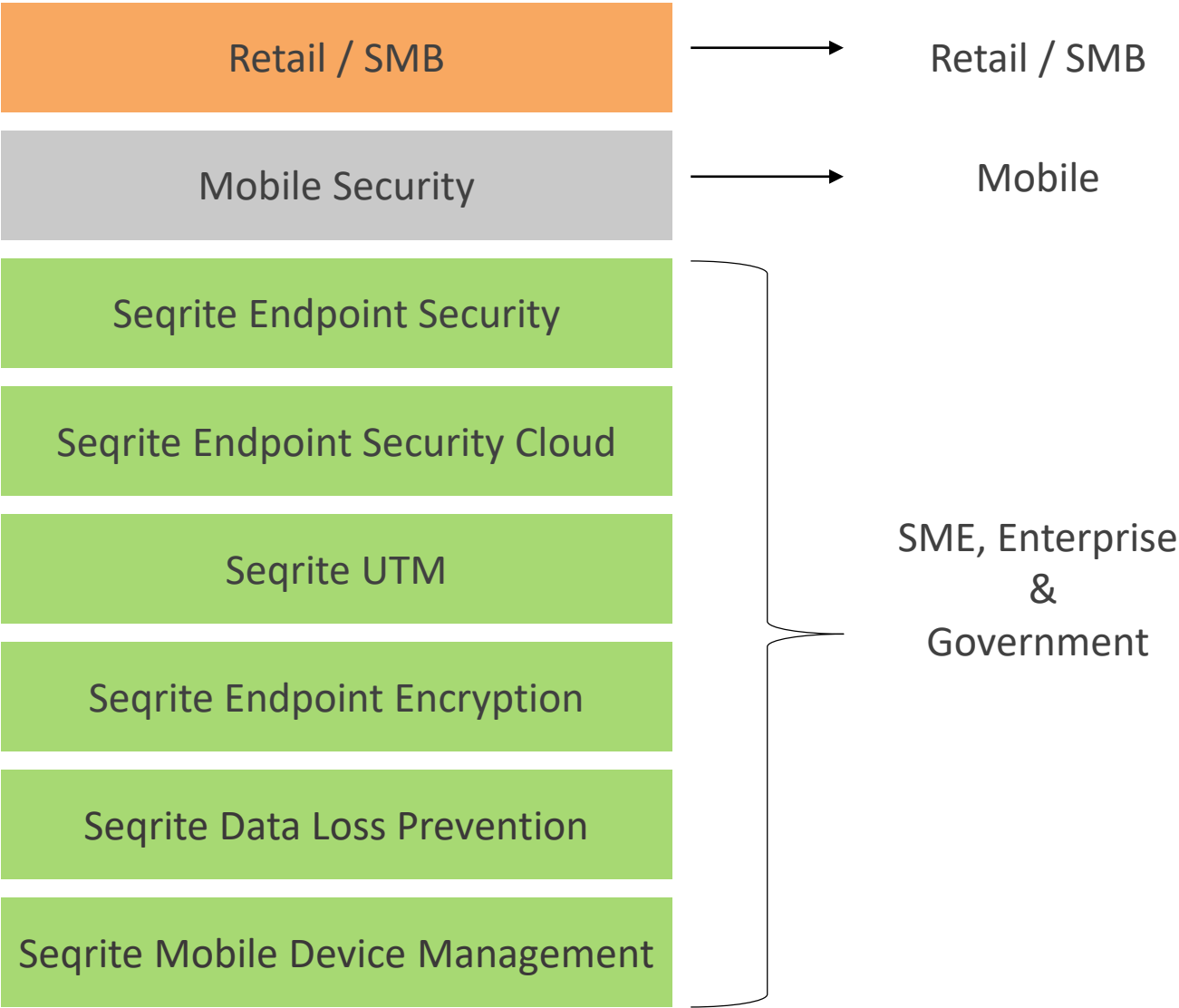


- Seqrite received Best Enterprise IT Security Brand award at 11<sup>th</sup> NCN innovative product award 2018
- Quick Heal Total Security (Windows) achieved 99.5% protection rate in AV-Comparatives test

# Product Offerings



# Product Portfolio across Business Segments



# Retail / SMB – Drives Scalability



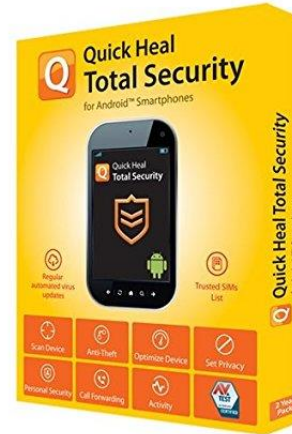
- Core Protection
- Privacy Protection
- Safe Banking Features
- Web Security
- Parental Controls
- Stealth Mode
- Email Security
- Anti- Key Logger
- Track My Laptop
- Data Theft Protection
- PCTuner
- Improved Scan Engine
- Virtual Keyboard
- PC2 Mobile Scan
- QH Remote Device Management












# Mobile Security – Huge Future Opportunity

## ► Growth Opportunities

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

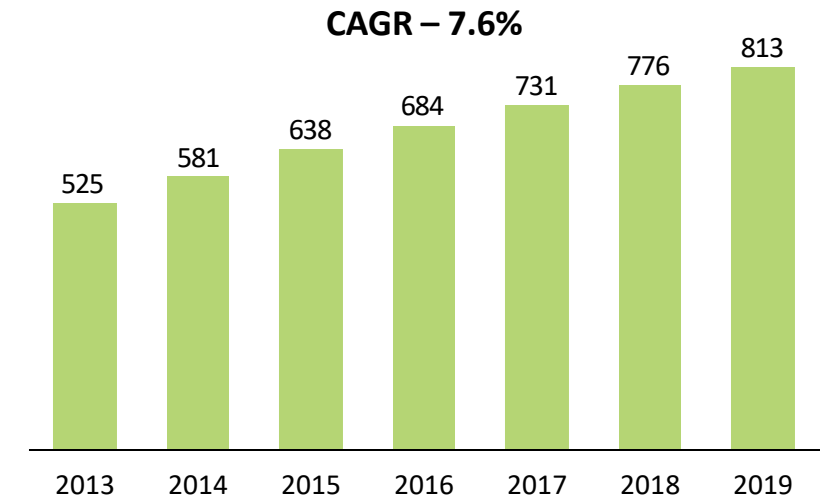


-  Background Scan
-  Security & Privacy Advisor
-  SafePe
-  Cloud Backup
-  Call & Message Filter
-  Register with TRAI
-  Anti-Theft Technology
-  Cloud Backup
-  Remote Device Management



## 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



Security Vulnerabilities



Insider Threats



Ransomware Attacks



Infected External Devices



Malicious Infected Traffic



Phishing Attacks



Data Breaches



Dos & DDos ATTACKS



ADVANCED PERSISTENT THREATS



MOBILE MALWARE & MALICIOUS  
MOBILE APPS



## PRO-ACTIVE SERVICES

- ▶ Technical Audit
- ▶ Security Management
- ▶ Compliance Audit
- ▶ Security Consulting
- ▶ Red Team Audit

## ACTIVE SERVICES

- ▶ Real Time Monitoring
- ▶ Security Operations Centre (SOC) Operations

## RE-ACTIVE SERVICES

- ▶ CERT as a Service
- ▶ Digital Forensics
- ▶ Incident Response

Improve  
Market Share

Expand range of  
Security Solutions

Strengthen  
Sales Teams

Expand Channel  
Partner network

Identify New SMB &  
Enterprise  
Opportunities

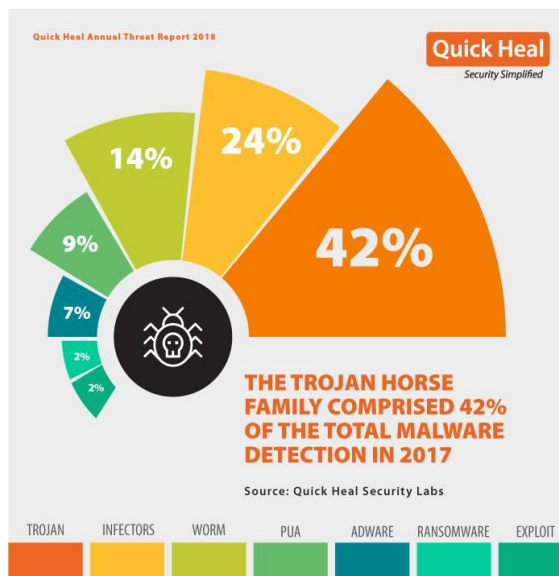
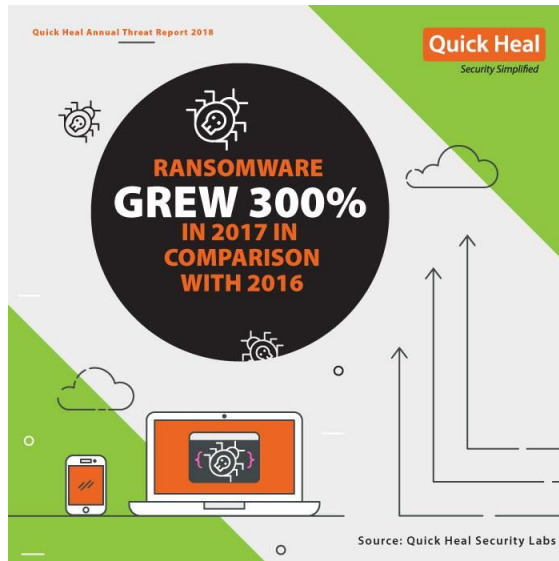
Safeguard digital assets  
of Customers



Future opportunities



# Turning Problems into Possibilities...



## Cybersecurity Predictions - 2018

- Ransomware will be more vicious
- Crpytojacking – a new menace to deal with
- Increase in threats to mobile devices
- Artificial Intelligence – its use and misuse
- Internet of Things (IoT) will still remain an easy picking for attackers
- DDoS attacks will get more menacing
- Small and medium-sized businesses will remain in the kill zone for cybercriminals in 2018
- Brute-force attacks traditional but still effective
- Biometric authentication data at risk

## Future Opportunities

- Government working on strong data protection regulations
- Enterprises are increasingly adopting security solutions to combat advanced cyber-threats
- Users in India accessed the Internet through their mobiles nearly 80% of the time in 2017
- **Increase in Cyber Threats in Q1 FY19:**
  - 180 million malware infections targeted Individuals and Business
  - 4% increase in detection of Trojans compared to Q4FY18
  - The main trends include increase of Master Boot Record (MBR) infecting ransomware and cryptocurrency mining
- **Increase in Mobile Transactions:** 72Cr transactions were done using mobile in 2016-2017; a jump from 9.47 Cr in 2013-14
- Proliferation of smart devices will raise cybersecurity risks. By 2020, it is anticipated, the IoT may comprise as many as 30 billion devices

#DidYouKnow?

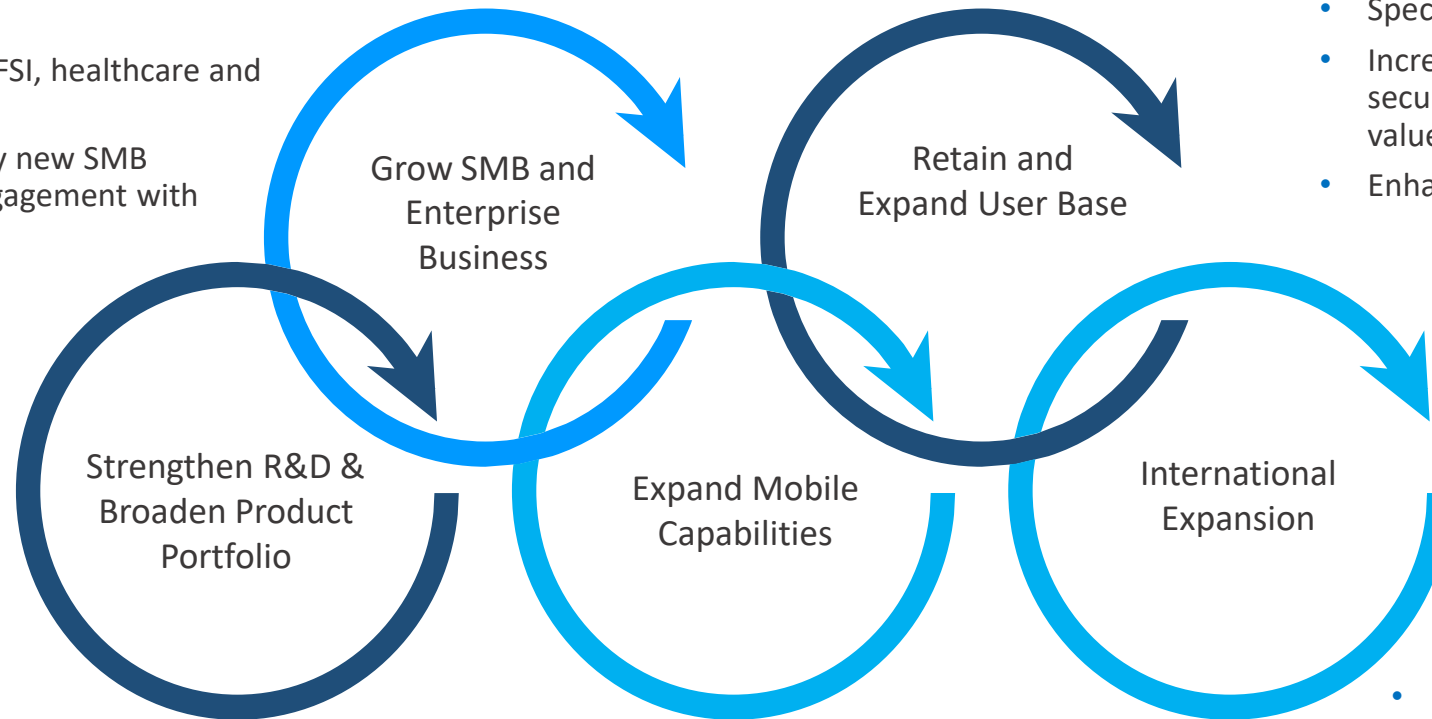


By 2022,  
**6 billion people** will be  
vulnerable to cyberattacks.

# 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

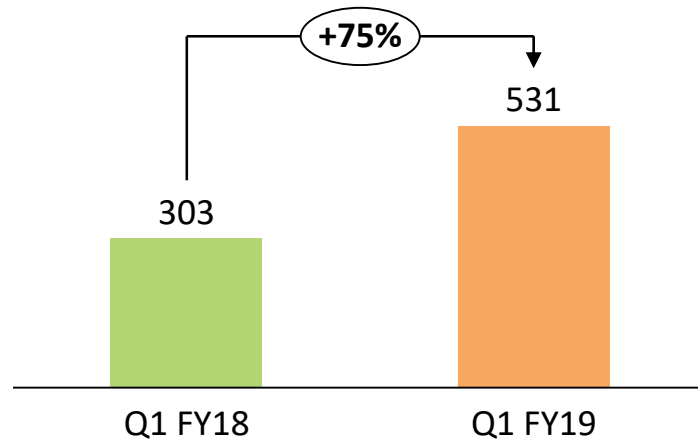
- Focus on international expansion through consistent brand building and marketing effort
- Exploring opportunities in Africa, Middle East & South East Asia

# Q1FY19 Highlights

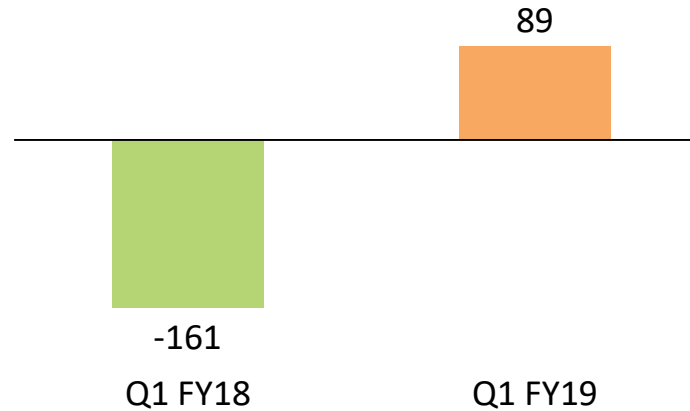


# Q1 FY19 – Quarterly Consolidated Performance Highlights

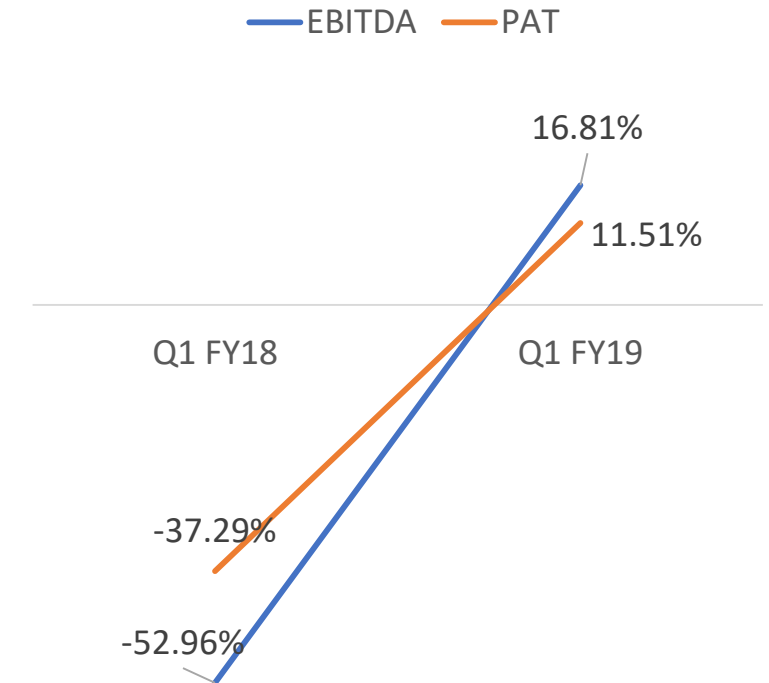
Revenue (Rs. mln)



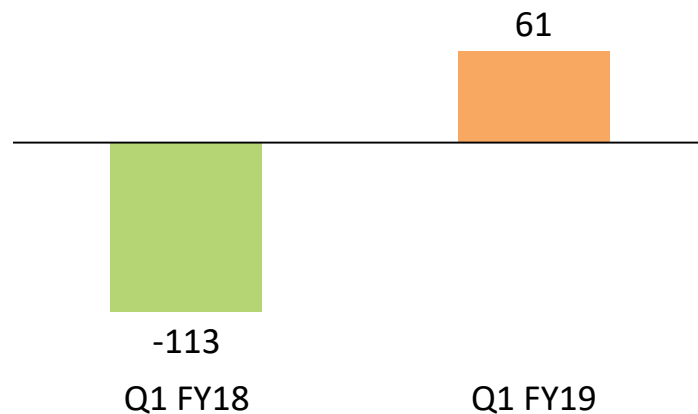
EBITDA (Rs. mln)



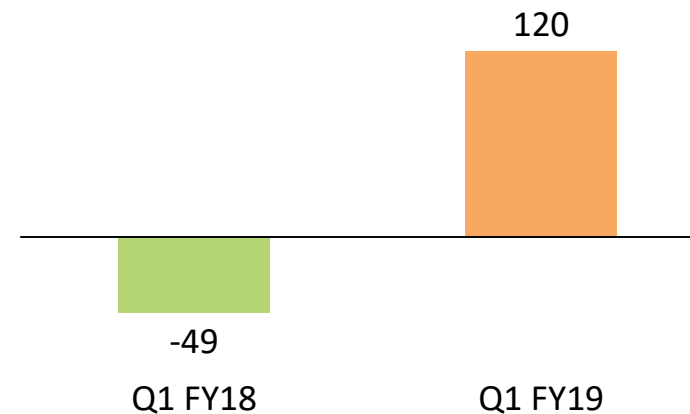
Margins (%)



PAT (Rs. mln)



Cash PAT\* (Rs. mln)

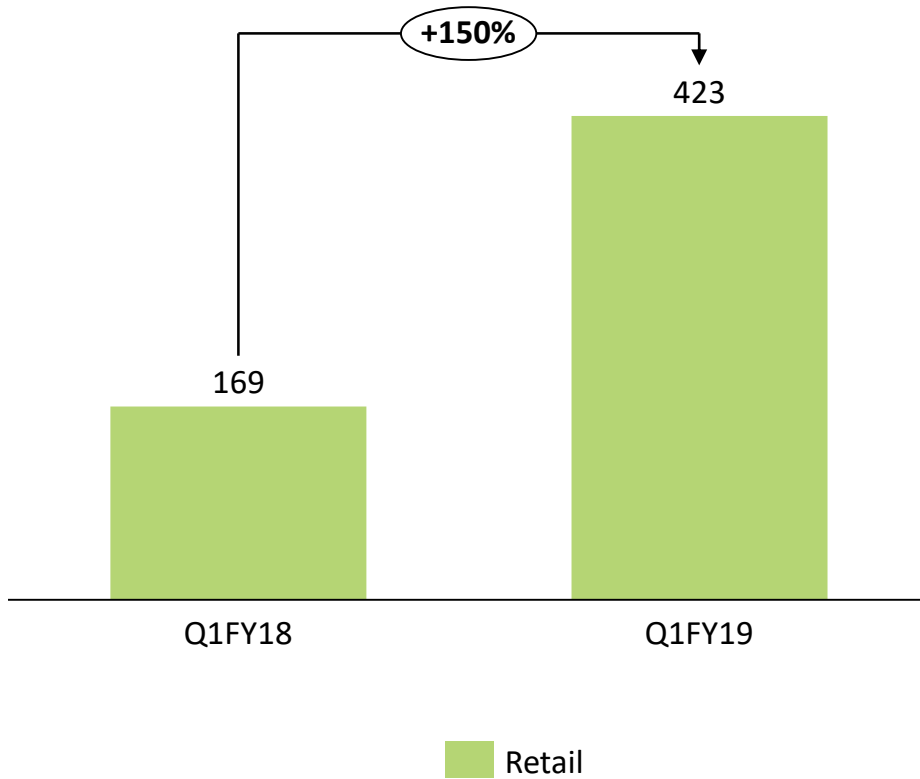


\* Cash PAT = PAT + Depreciation

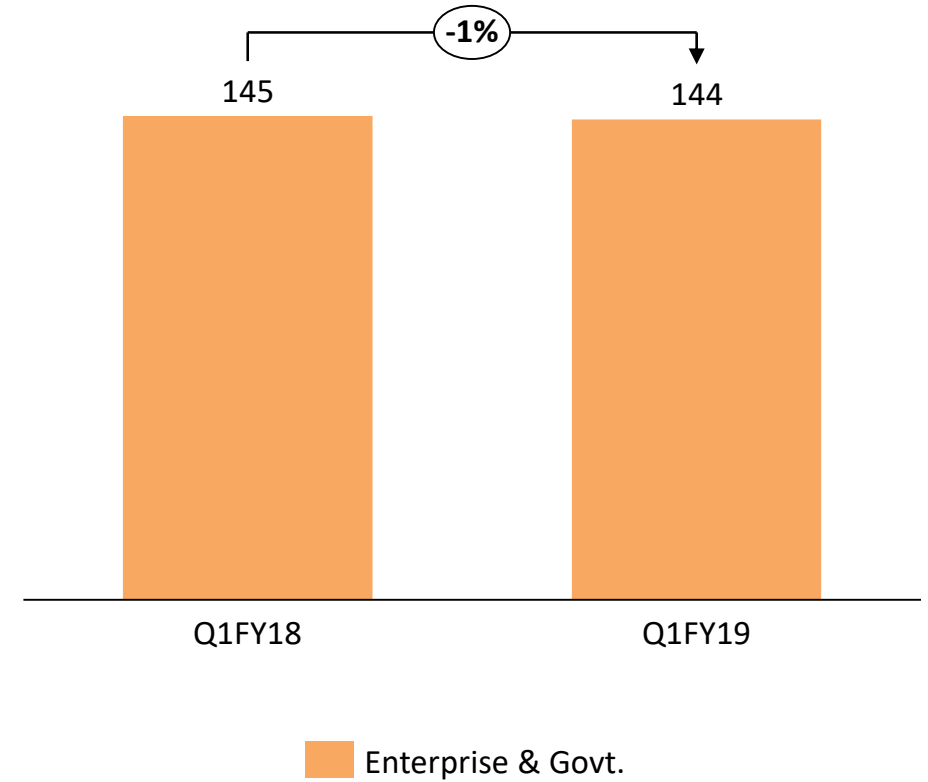
As per Ind AS

# Segment Performance: Revenue Break-up

## Retail (Rs. mIn)



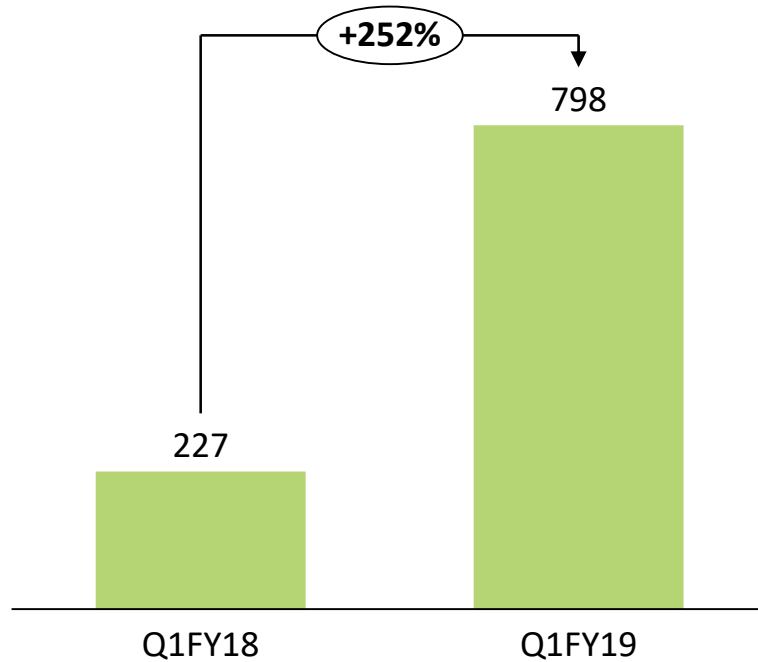
## Enterprise & Govt. (Rs. mIn)



Based on net revenues before adjusting for sales incentives

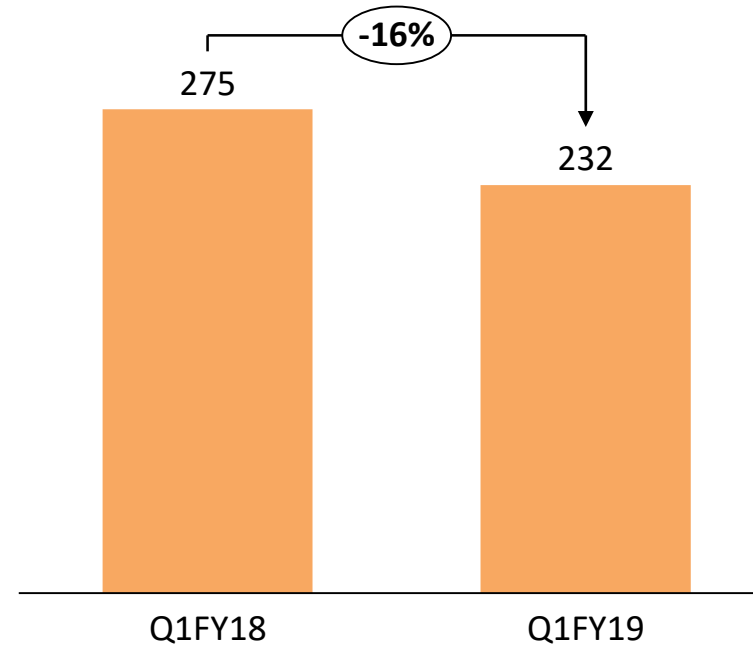
# Segment Performance : Licenses Sold Analysis

Retail (in 000's)



Retail

Enterprise & Govt. (in 000's)



Enterprise & Govt.

# Q1 FY19 - Consolidated Profitability Statement

Particulars (Rs. mln)	Q1 FY19	Q1 FY18	Growth	YoY
<b>Total Revenue</b>	<b>530.88</b>	<b>303.16</b>	<b>227.72</b>	<b>75.12%</b>
Direct Cost	23.11	18.11	5	27.61%
<b>Gross Profit</b>	<b>507.77</b>	<b>285.05</b>	<b>222.72</b>	<b>78.13%</b>
<b>Gross Margin</b>	<b>95.65%</b>	<b>94.03%</b>		<b>162 bps</b>
Operating Cost				
R&D Cost	143.91	144.37	-0.46	-0.32%
Sales and Marketing (S&M)	153.49	174.15	-20.66	-11.86%
General Administration (G&A)	121.13	127.08	-5.95	-4.68%
<b>Total Expenditure</b>	<b>418.53</b>	<b>445.60</b>	<b>-27.07</b>	<b>-6.07%</b>
<b>EBITDA</b>	<b>89.24</b>	<b>-160.55</b>	<b>249.79</b>	<b>155.58%</b>
<b>EBITDA Margin</b>	<b>16.81%</b>	<b>-52.96%</b>		<b>6,977 bps</b>
Depreciation	59.22	64.21	-4.99	-7.77%
<b>EBIT</b>	<b>30.02</b>	<b>-224.76</b>	<b>254.78</b>	<b>113.36%</b>
<b>EBIT Margin</b>	<b>5.65%</b>	<b>-74.14%</b>		<b>7,979 bps</b>
Other Income	64.09	55.35	8.74	15.79%
<b>PBT</b>	<b>94.11</b>	<b>-169.41</b>	<b>263.52</b>	<b>155.55%</b>
Tax	32.99	-56.36	89.35	158.53%
<b>PAT</b>	<b>61.12</b>	<b>-113.05</b>	<b>174.17</b>	<b>154.06%</b>
<b>PAT Margin</b>	<b>11.51%</b>	<b>-37.29%</b>		<b>4,880 bps</b>

NOTE: Certain figures have been re-grouped wherever necessary

# Q1 FY19 - Consolidated Ratio Analysis

In %	Q1 FY19	Q1 FY18
<b>Expenses</b>		
Direct Cost / Revenue	4.35%	5.97%
R&D / Revenue	27.11%	47.62%
S&M / Revenue	28.91%	57.44%
G&A / Revenue	22.82%	41.92%
Total Cost / Revenue	78.84%	146.99%
<b>Margin</b>		
Gross Margin	95.65%	94.03%
EBIDTA	16.81%	-52.96%
EBIT	5.65%	-74.14%
PBT	17.73%	-55.88%
PAT	11.51%	-37.29%

NOTE: Certain figures have been re-grouped wherever necessary

# Q1 FY19 – Standalone Profitability Statement

Particulars (Rs. mln)	Q1 FY19	Q1 FY18	Growth	YoY
<b>Total Revenue</b>	<b>527.88</b>	<b>297.22</b>	<b>230.66</b>	<b>77.61%</b>
Direct Cost	25.48	18.87	6.61	35.03%
<b>Gross Profit</b>	<b>502.40</b>	<b>278.35</b>	<b>224.05</b>	<b>80.49%</b>
<b>Gross Margin</b>	<b>95.17%</b>	<b>93.65%</b>		<b>152 bps</b>
Operating Cost				
R&D Cost	143.91	144.37	-0.46	-0.32%
Sales and Marketing (S&M)	149.26	167.72	-18.46	-11.01%
General Administration (G&A)	116.49	124.16	-7.67	-6.18%
<b>Total Expenditure</b>	<b>409.66</b>	<b>436.25</b>	<b>-26.59</b>	<b>-6.10%</b>
<b>EBITDA</b>	<b>92.74</b>	<b>-157.9</b>	<b>250.64</b>	<b>158.73%</b>
<b>EBITDA Margin</b>	<b>17.57%</b>	<b>-53.13%</b>		<b>7,069 bps</b>
Depreciation	59.14	64.1	-4.96	-7.74%
<b>EBIT</b>	<b>33.60</b>	<b>-222</b>	<b>255.60</b>	<b>115.14%</b>
<b>EBIT Margin</b>	<b>6.37%</b>	<b>-74.69%</b>		<b>8,106 bps</b>
Other Income	63.75	54.63	9.12	16.69%
<b>PBT</b>	<b>97.35</b>	<b>-167.37</b>	<b>264.72</b>	<b>158.16%</b>
Tax	32.93	-56.52	89.45	158.26%
<b>PAT</b>	<b>64.42</b>	<b>-110.85</b>	<b>175.27</b>	<b>158.11%</b>
<b>PAT Margin</b>	<b>12.20%</b>	<b>-37.30%</b>		<b>4,950 bps</b>

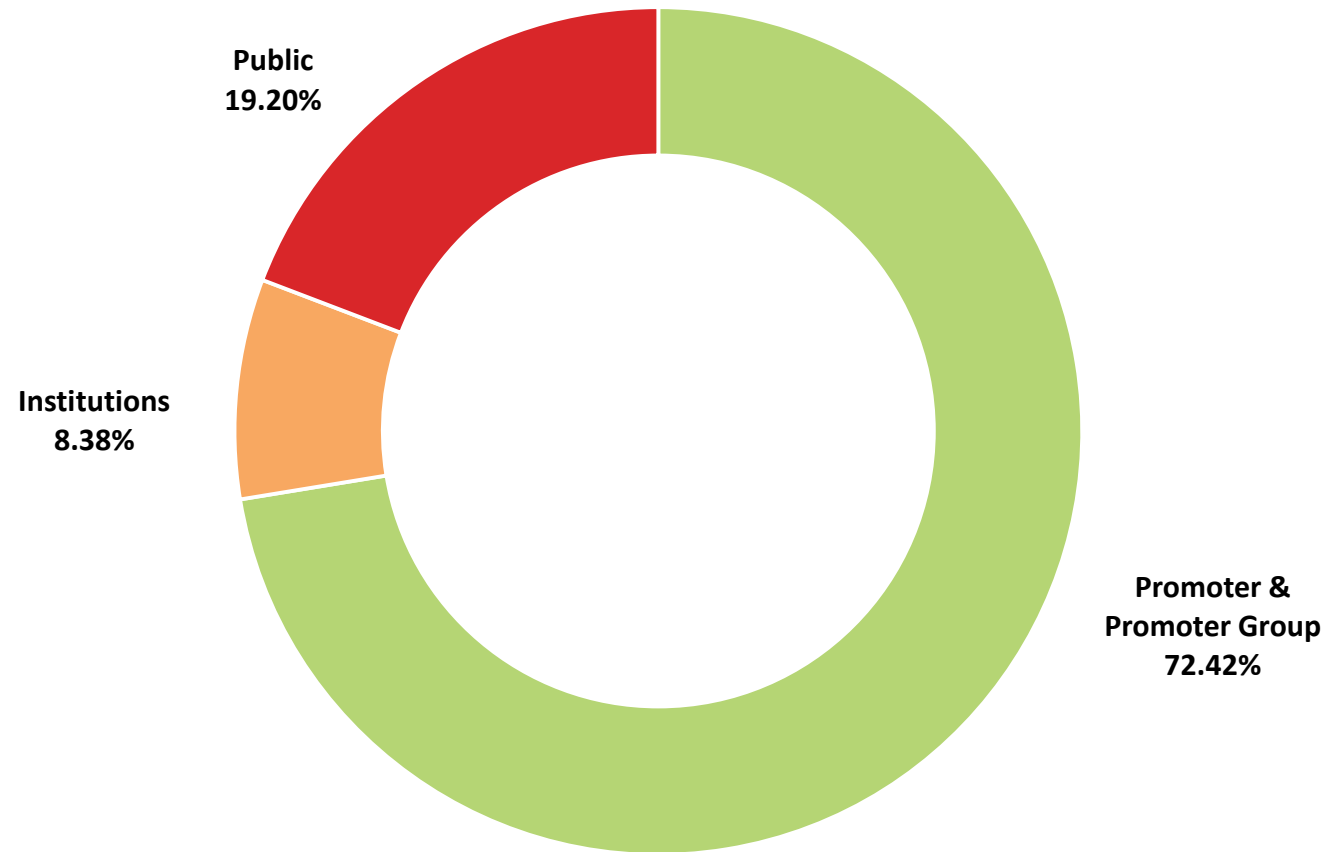
NOTE: Certain figures have been re-grouped wherever necessary

# Q1 FY19 - Standalone Ratio Analysis

In %	Q1 FY19	Q1 FY18
<b>Expenses</b>		
Direct Cost / Revenue	4.83%	6.35%
R&D / Revenue	27.26%	48.57%
S&M / Revenue	28.28%	56.43%
G&A / Revenue	22.07%	41.77%
Total Cost / Revenue	77.60%	146.78%
<b>Margin</b>		
Gross Margin	95.17%	93.65%
EBIDTA	17.57%	-53.13%
EBIT	6.37%	-74.69%
PBT	18.44%	-56.31%
PAT	12.20%	-37.30%

NOTE: Certain figures have been re-grouped wherever necessary

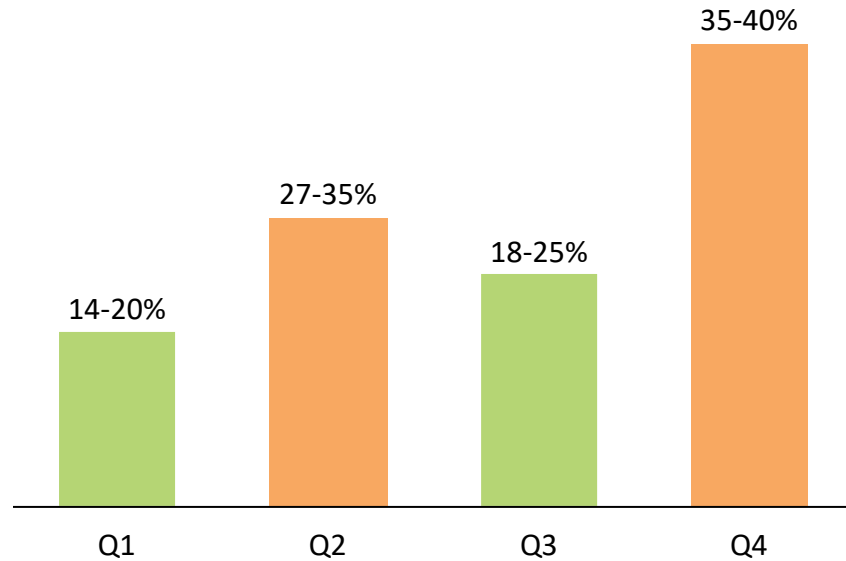
# Shareholding Structure –June 2018



# Historical Financial Performance



Quarterly Revenues Trend - % of Annual

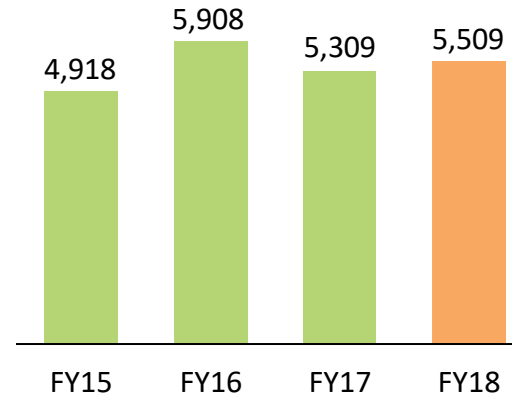


## Seasonality Impacts Revenues & Margins

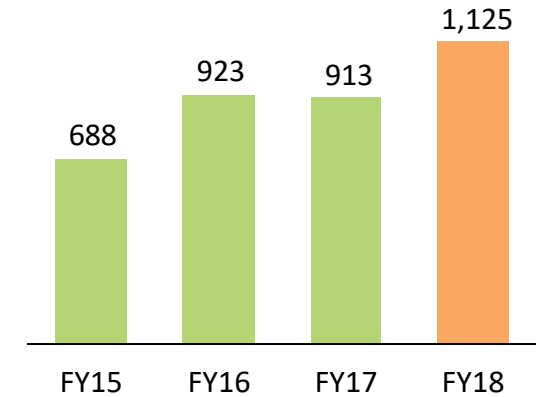
- R&D, G&A expenses are spread across four quarters
- Hence, there is variation in EBITDA margin on quarterly basis

Number of licenses sold ('000)

### Retail Segment



### Enterprise & Govt. Segment

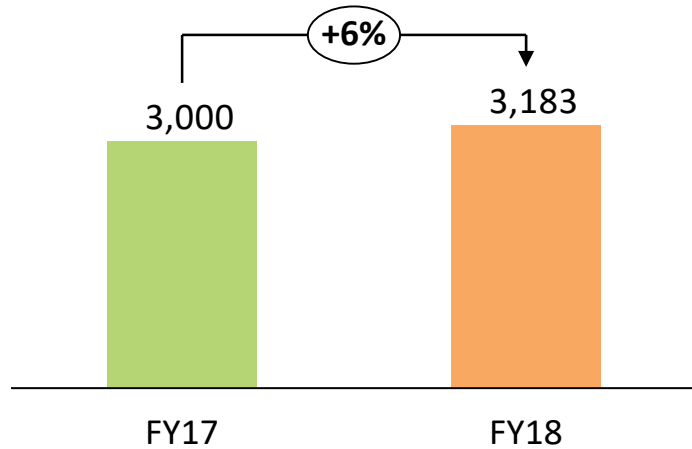


## Renewal Ratio provides Revenue Visibility

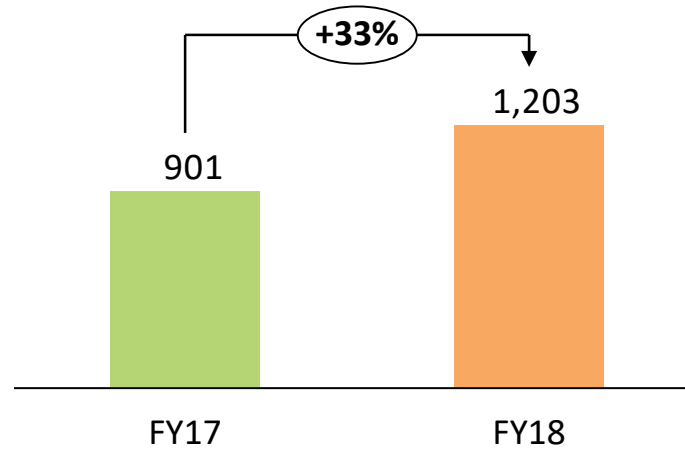
- Retail Segment has renewal ratio of ~35%
- Enterprise & Govt. has renewal ratio of ~75%

# FY18 – Annual Consolidated Performance Highlights

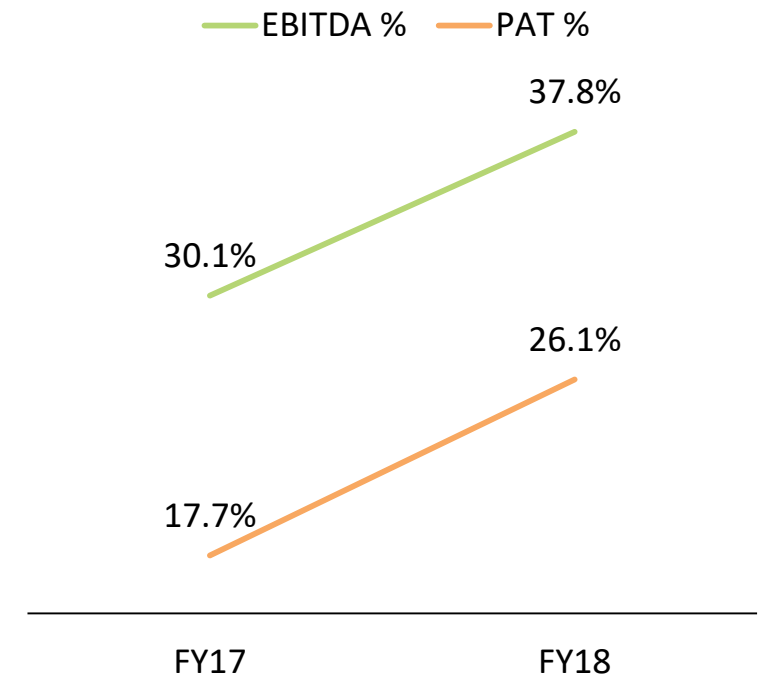
Revenue (Rs. mln)



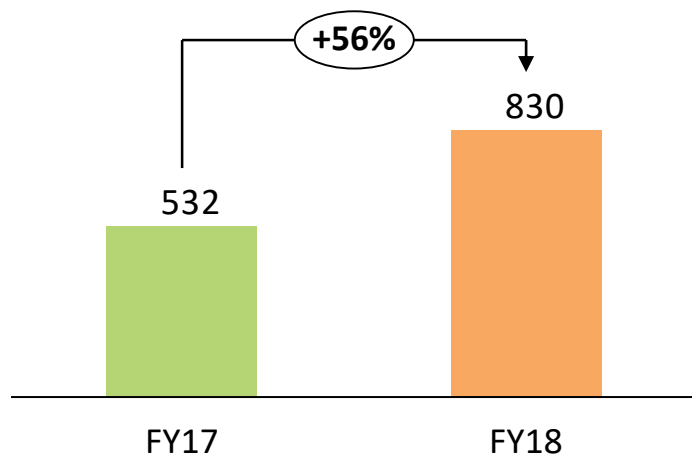
EBITDA (Rs. mln)



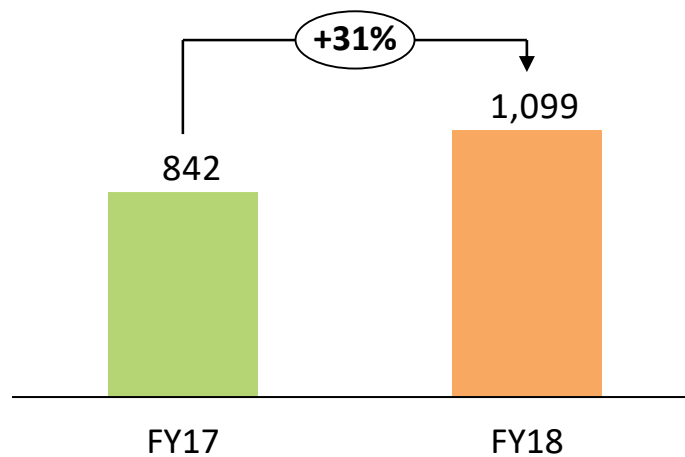
Margins (%)



PAT (Rs. mln)

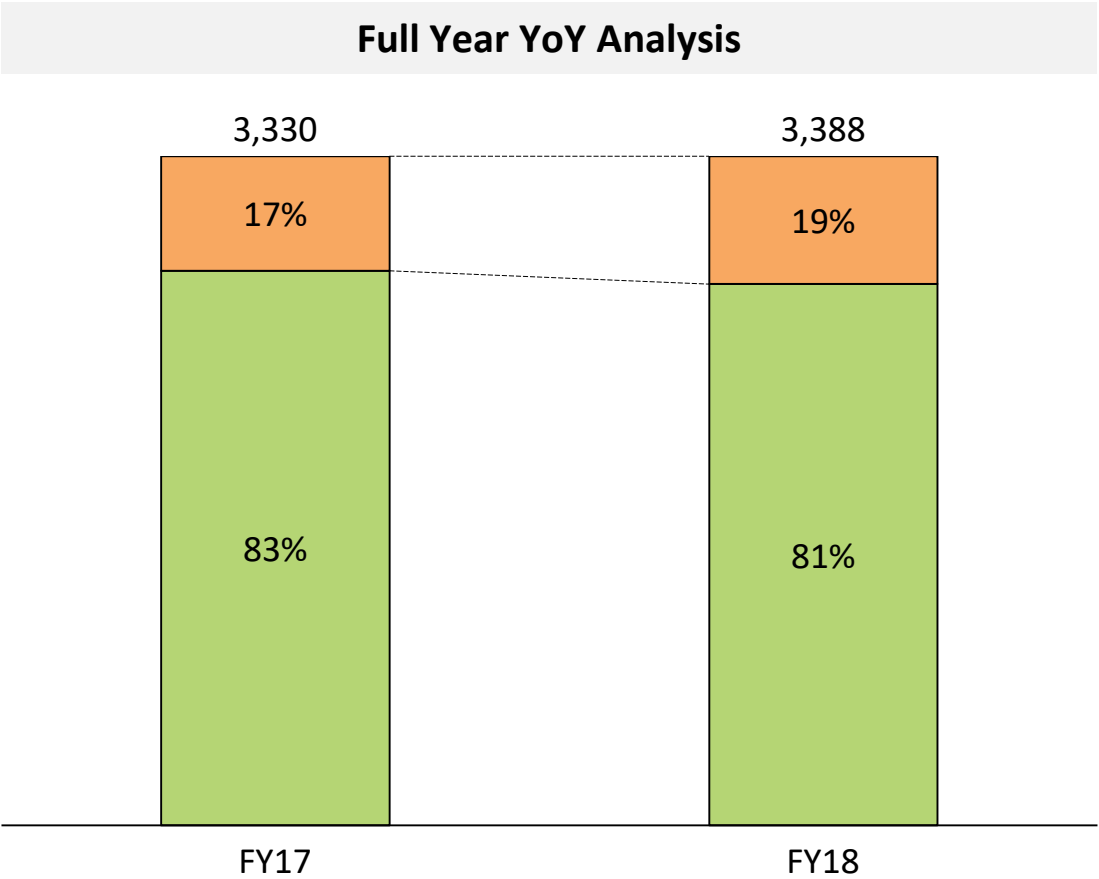


Cash PAT\* (Rs. mln)



\* Cash PAT = PAT + Depreciation

As per Ind AS

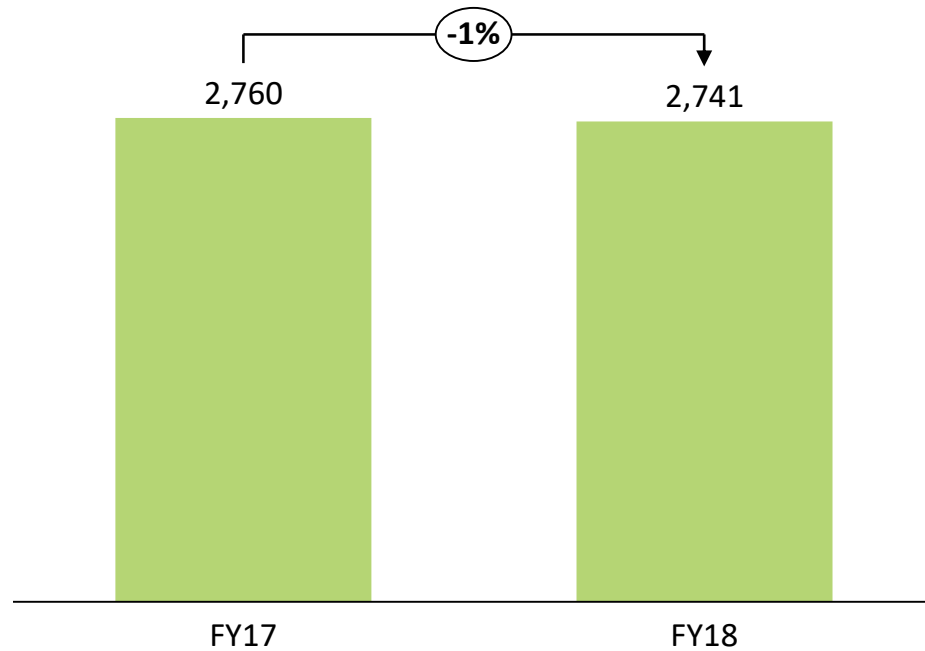


Based on net revenues before adjusting for sales incentives

- Enterprise & Govt.
- Retail

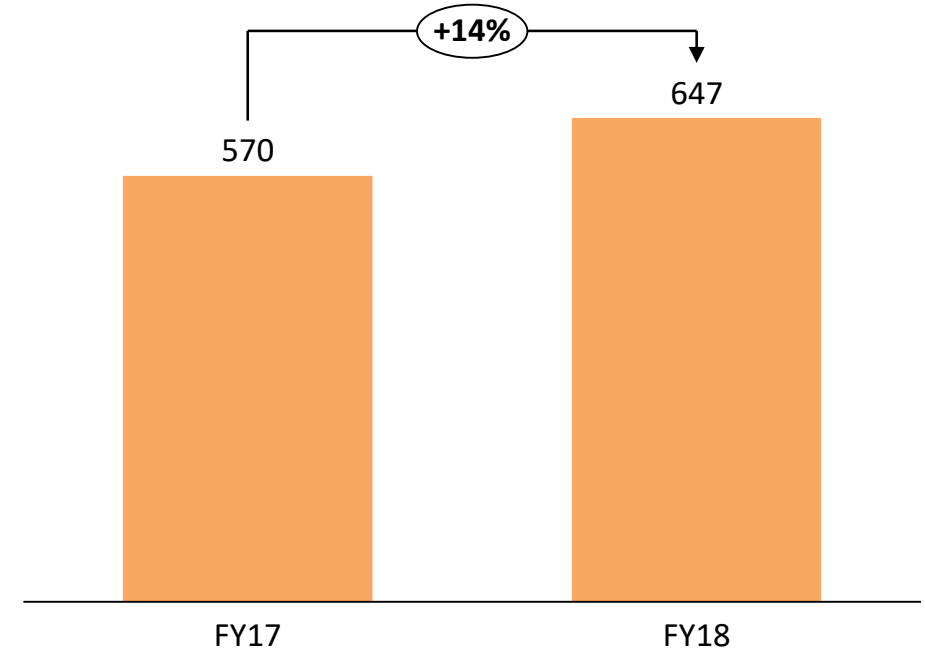
# Segment Performance: Revenue Break-up

## Retail (Rs. mln)



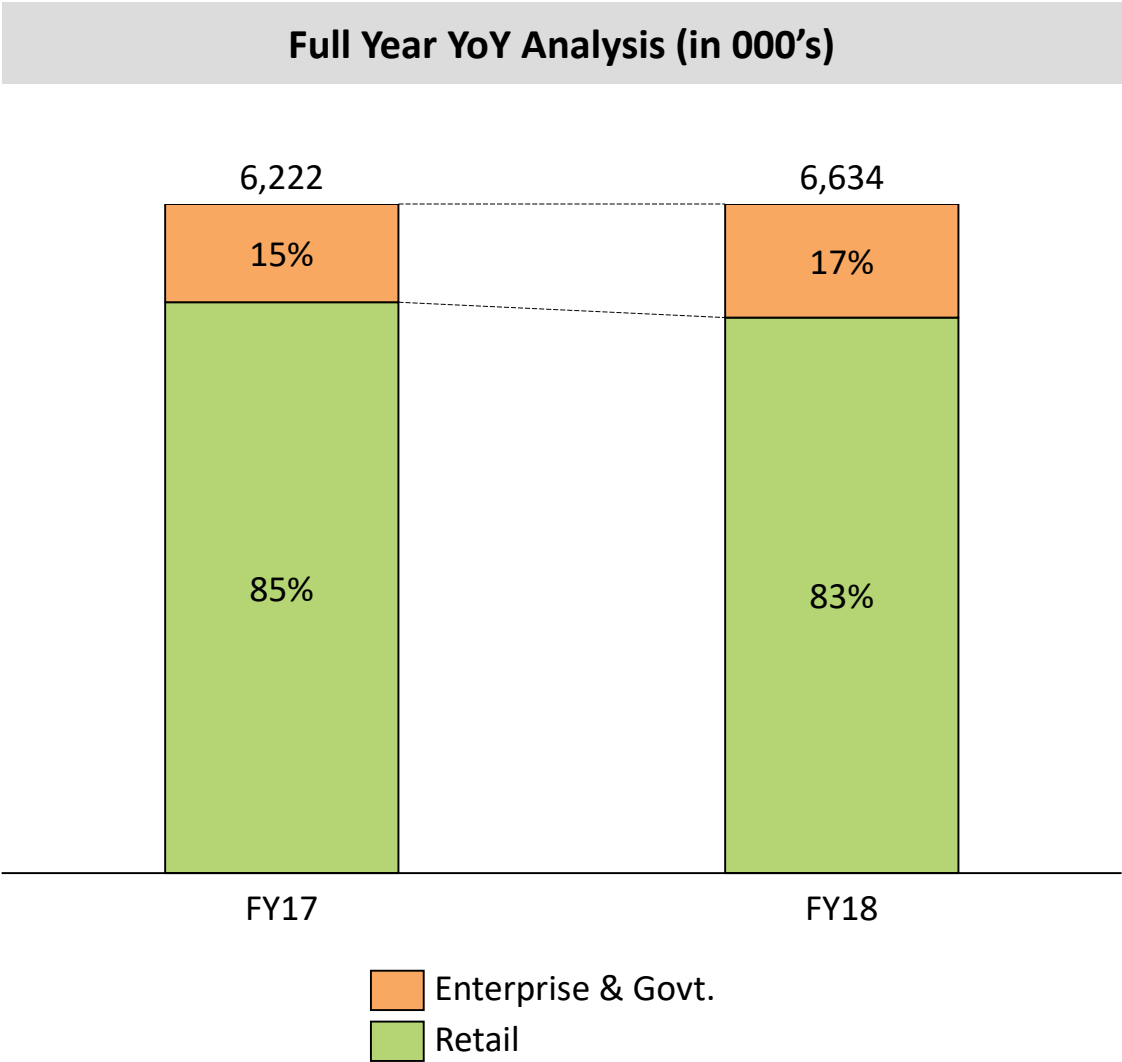
Retail

## Enterprise & Govt. (Rs. mln)



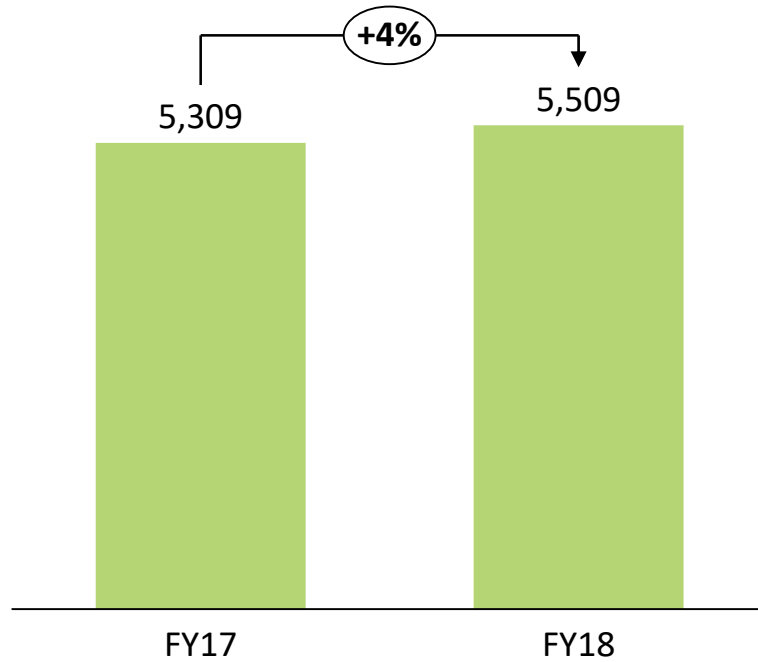
Enterprise & Govt.

Based on net revenues before adjusting for sales incentives



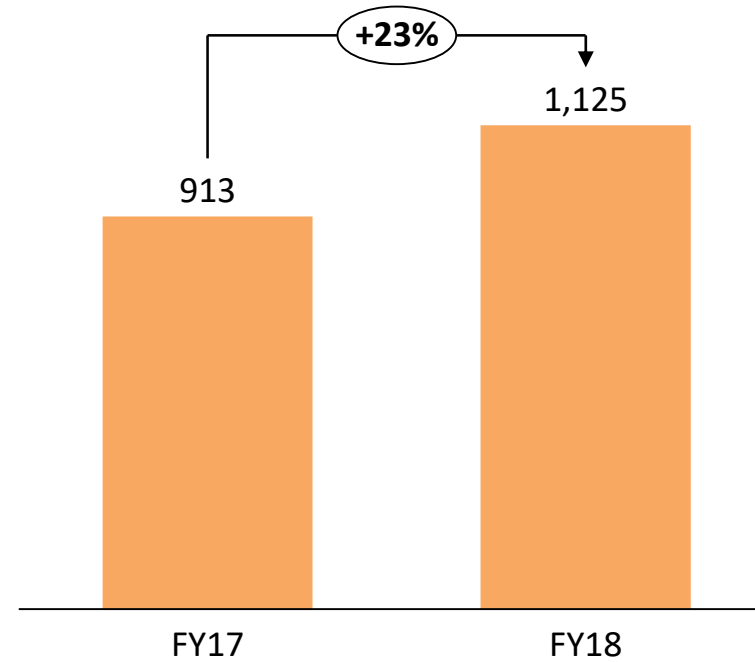
# Segment Performance : Licenses Sold Analysis

Retail (in 000's)



Retail

Enterprise & Govt. (in 000's)



Enterprise & Govt.

# FY18 - Consolidated Profitability Statement

Particulars (Rs. mln)	FY18	FY17	Growth	YoY
<b>Total Revenue</b>	<b>3,183.15</b>	<b>2,999.78</b>	<b>183.37</b>	<b>6.11%</b>
Direct Cost	167.38	230.18	-62.80	-27.28%
<b>Gross Profit</b>	<b>3,015.77</b>	<b>2,769.60</b>	<b>246.17</b>	<b>8.89%</b>
<b>Gross Margin</b>	<b>94.74%</b>	<b>92.33%</b>		<b>241 bps</b>
<b>Operating Cost</b>				
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%
<b>Total Expenditure</b>	<b>1,812.36</b>	<b>1,868.16</b>	<b>-55.80</b>	<b>-2.99%</b>
<b>EBITDA</b>	<b>1,203.41</b>	<b>901.45</b>	<b>301.96</b>	<b>33.50%</b>
<b>EBITDA Margin</b>	<b>37.81%</b>	<b>30.05%</b>		<b>776 bps</b>
Depreciation	269.27	309.45	-40.18	-12.98%
<b>EBIT</b>	<b>934.14</b>	<b>591.99</b>	<b>342.15</b>	<b>57.80%</b>
<b>EBIT Margin</b>	<b>29.35%</b>	<b>19.73%</b>		<b>962 bps</b>
Other Income				
– Others	234.06	284.49	-50.44	-17.73%
– Service Tax Credit	65.96	0.00	65.96	-
<b>PBT (Before Exceptional Item)</b>	<b>1,234.16</b>	<b>876.49</b>	<b>357.67</b>	<b>40.81%</b>
Exceptional Item	0.00	37.81	-37.81	-100.00%
<b>PBT (After Exceptional Item)</b>	<b>1,234.16</b>	<b>838.68</b>	<b>395.49</b>	<b>47.16%</b>
Tax	404.12	306.44	97.68	31.87%
<b>PAT</b>	<b>830.05</b>	<b>532.24</b>	<b>297.81</b>	<b>55.96%</b>
<b>PAT Margin</b>	<b>26.08%</b>	<b>17.74%</b>		<b>834 bps</b>

NOTE: Certain figures have been re-grouped wherever necessary

# FY18 - Consolidated Ratio Analysis

In %	FY18	FY17
<b>Expenses</b>		
Direct Cost / Revenue	5.26%	7.67%
R&D / Revenue	17.82%	21.18%
S&M / Revenue	23.11%	24.29%
G&A / Revenue	16.00%	16.81%
Total Cost / Revenue	56.94%	62.28%
<b>Margin</b>		
Gross Margin	94.74%	92.33%
EBIDTA	37.81%	30.05%
EBIT	29.35%	19.73%
PBT (Before Exceptional Item)	38.77%	29.22%
PBT (After Exceptional Item)	38.77%	27.96%
PAT	26.08%	17.74%

NOTE: Certain figures have been re-grouped wherever necessary

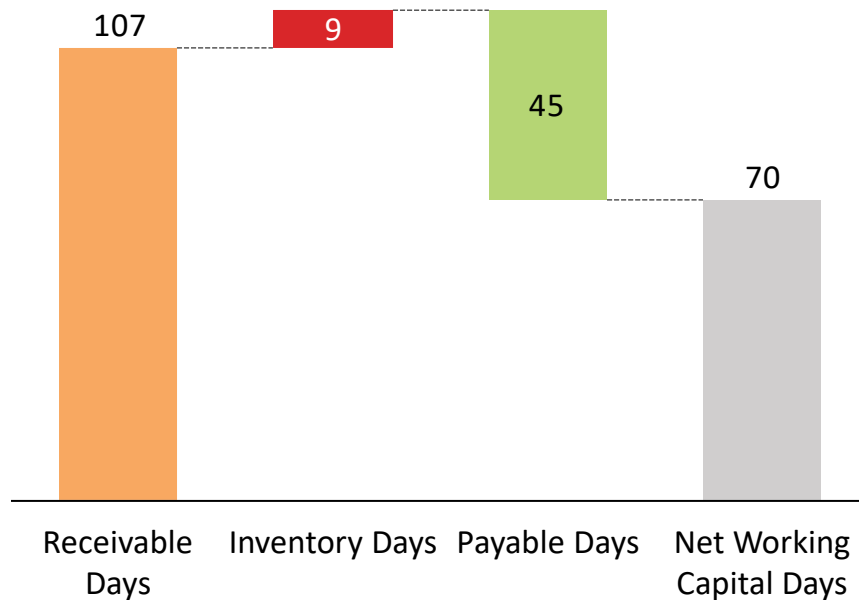
# Consolidated Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	31-Mar-18	31-Mar-17	ASSETS (Rs. mln)	31-Mar-18	31-Mar-17
Share Holder's Funds:			Non-Current Assets:		
Equity Share Capital	703.88	701.02	Property, plant and equipment	1,611.97	1,782.23
Share application money pending allotment	0.00	0.06	Capital work-in-progress	138.72	135.89
Reserves and Surplus	6,534.79	5,915.53	Other Intangible assets	118.54	65.39
<b>Total Shareholder Funds</b>	<b>7,238.67</b>	<b>6,616.61</b>	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
<b>Total Non-Current Liabilities</b>	<b>21.04</b>	<b>22.73</b>	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	<b>Total Non-Current Assets</b>	<b>2,017.18</b>	<b>2,388.59</b>
Net employee defined benefit liabilities	13.10	14.42	Current assets:		
Current Tax Liabilities (Net)	62.68	123.11	Inventories	56.24	79.40
<b>Total Current Liabilities</b>	<b>547.43</b>	<b>695.90</b>	Investment in Mutual Fund	3,000.78	1,750.82
<b>Total Equity &amp; Liabilities</b>	<b>7,807.14</b>	<b>7,335.24</b>	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
			<b>Total Current Assets</b>	<b>5,789.96</b>	<b>4,946.65</b>
			<b>Total Assets</b>	<b>7,807.14</b>	<b>7,335.24</b>

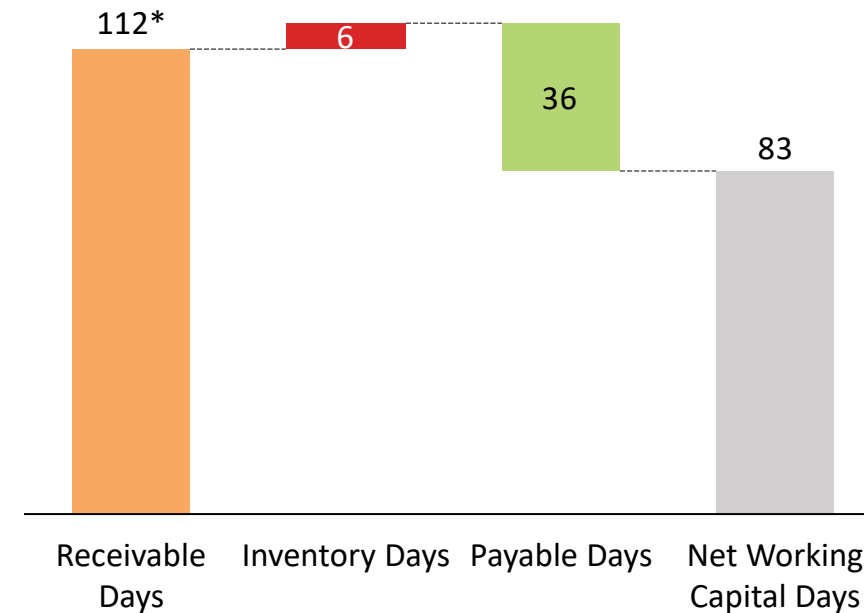
NOTE: Certain figures have been re-grouped wherever necessary

# FY18 – Working Capital Analysis

At the end of March 2017



At the end of March 2018



\* Impact of 11 days is on account of GST

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

Calculation is based on net revenues before adjusting for sales incentives

# FY18 – Standalone Profitability Statement

Particulars (Rs. mln)	FY18	FY17	Growth	YoY
<b>Total Revenue</b>	<b>3,162.22</b>	<b>2,990.22</b>	<b>172.00</b>	<b>5.75%</b>
Direct Cost	164.43	217.23	-52.80	-24.31%
<b>Gross Profit</b>	<b>2,997.79</b>	<b>2,772.99</b>	<b>224.80</b>	<b>8.11%</b>
<b>Gross Margin</b>	<b>94.80%</b>	<b>92.74%</b>		<b>206 bps</b>
<b>Operating Cost</b>				
R&D Cost	567.39	635.41	-68.02	-10.70%
Sales and Marketing (S&M)	706.18	681.01	25.17	3.70%
General Administration (G&A)	486.90	484.12	2.78	0.57%
<b>Total Expenditure</b>	<b>1,760.48</b>	<b>1,800.55</b>	<b>-40.07</b>	<b>-2.23%</b>
<b>EBITDA</b>	<b>1,237.31</b>	<b>972.44</b>	<b>264.87</b>	<b>27.24%</b>
<b>EBITDA Margin</b>	<b>39.13%</b>	<b>32.52%</b>		<b>661 bps</b>
Depreciation	268.82	308.67	-39.85	-12.91%
<b>EBIT</b>	<b>968.49</b>	<b>663.77</b>	<b>304.72</b>	<b>45.91%</b>
<b>EBIT Margin</b>	<b>30.63%</b>	<b>22.20%</b>		<b>843 bps</b>
Other Income				
– Others	232.79	277.76	-44.97	-16.19%
– Service Tax Credit	65.96	0.00	65.96	-
<b>PBT (Before Exceptional Item)</b>	<b>1,267.24</b>	<b>941.53</b>	<b>325.71</b>	<b>34.59%</b>
Exceptional Item	75.09	44.13	30.96	70.16%
<b>PBT (After Exceptional Item)</b>	<b>1,192.15</b>	<b>897.40</b>	<b>294.75</b>	<b>32.84%</b>
Tax	403.37	305.73	97.64	31.94%
<b>PAT</b>	<b>788.78</b>	<b>591.67</b>	<b>197.11</b>	<b>33.31%</b>
<b>PAT Margin</b>	<b>24.94%</b>	<b>19.79%</b>		<b>516 bps</b>

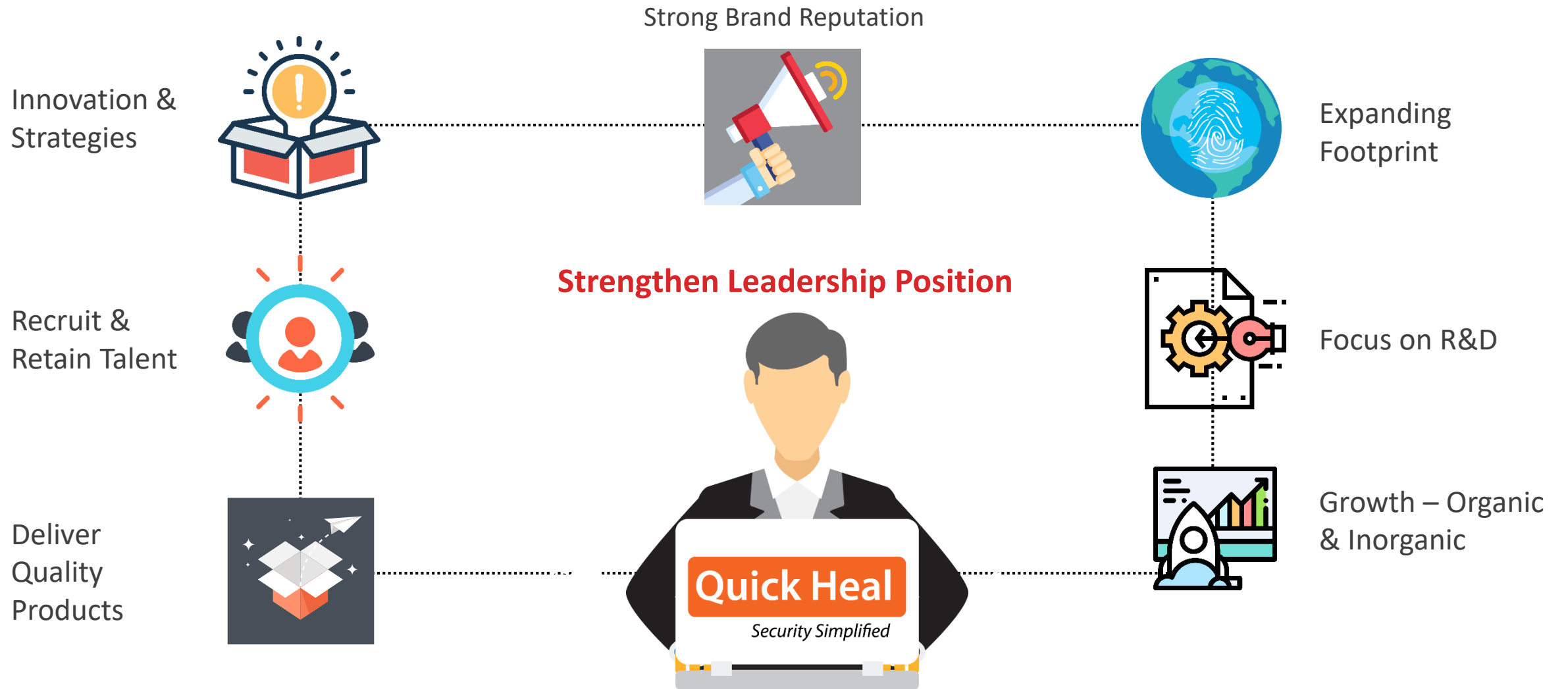
NOTE: Certain figures have been re-grouped wherever necessary

# Standalone Balance Sheet

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

NOTE: Certain figures have been re-grouped wherever necessary

# Key Takeaways



**Company :**

**Investor Relations Advisors :**

**Quick Heal**

*Security Simplified*

CIN No: L72200MH1995PLC091408

**Company Secretary**

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**SGA** Strategic Growth Advisors

CIN - U74140MH2010PTC204285

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