



Quick Heal

Investor Presentation

Q1 FY20

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Journey over last two and half decades

Presence in B2C, B2B and B2G segments

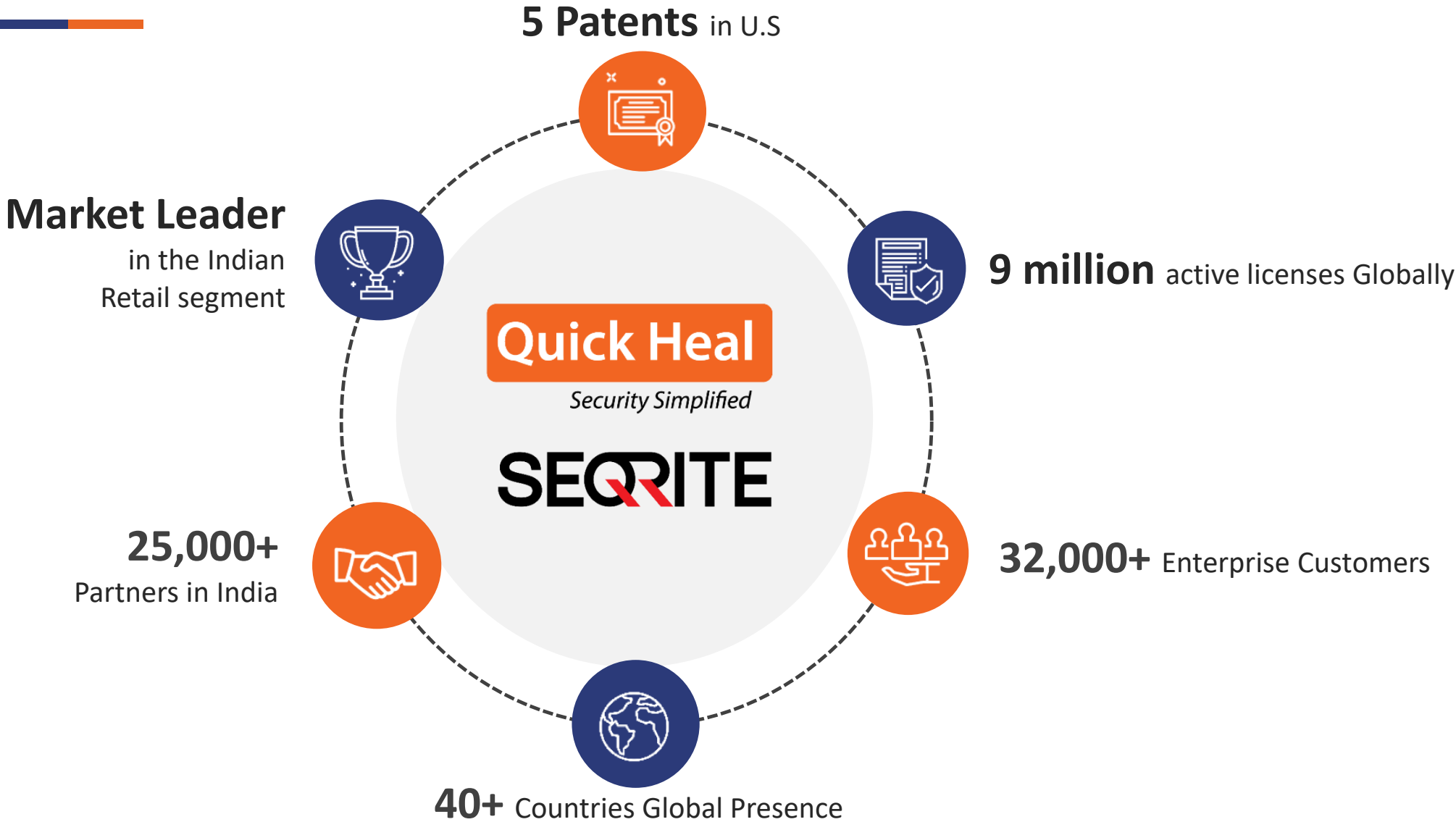




Value Proposition



25 Years of Quick Heal Technologies...



...with a Vision & Mission



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

Segments



Home and SOHO



SME



Government and Enterprise

Platforms



Desktop



Laptop



Mobile



Server



Router



Network



Consumer IoT
Devices

...supported by **Skilled Professionals**



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



Sales and Marketing Team

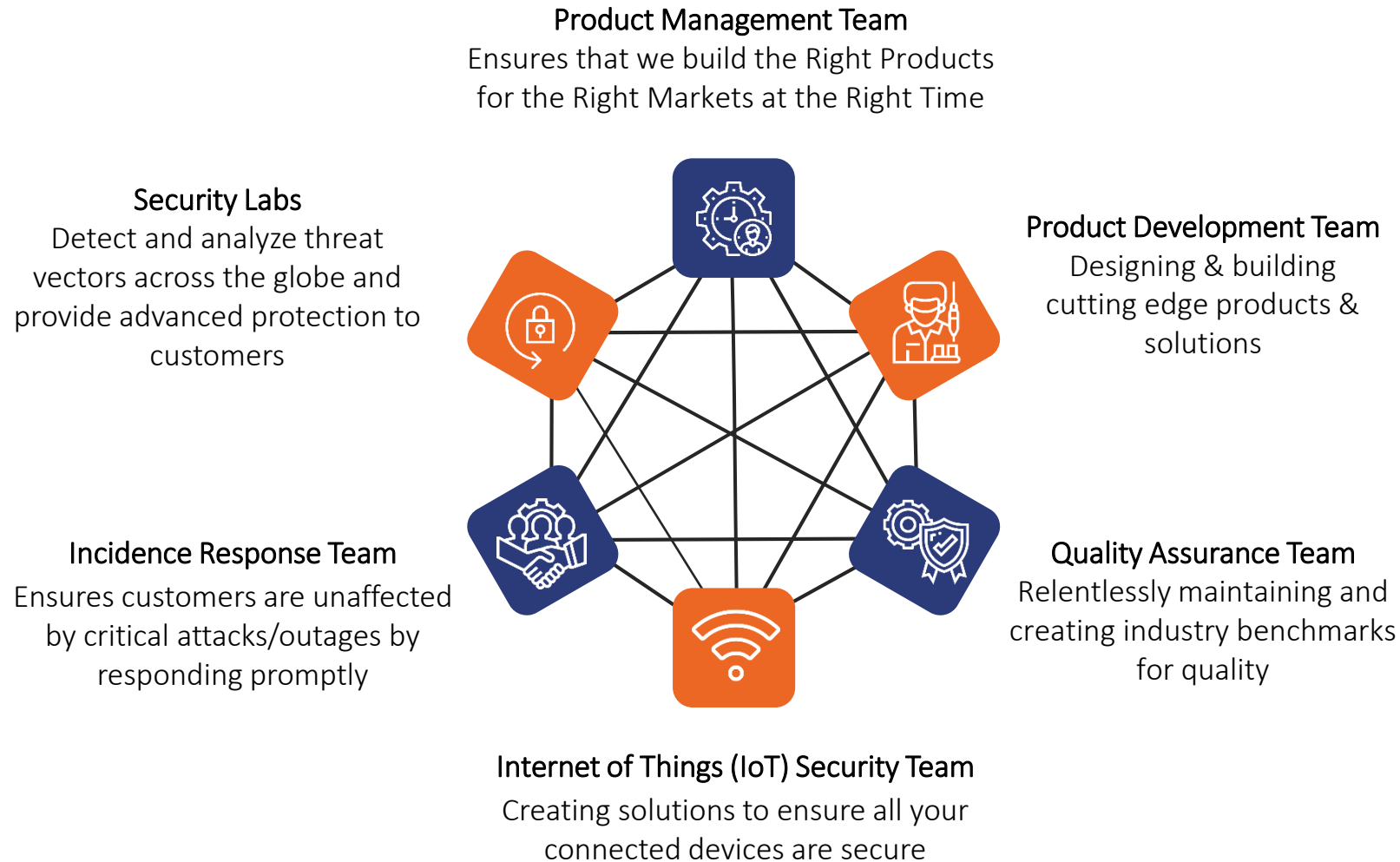
Working closely with our customers and Channel Partners to identify new sales prospects, sell solutions and provide after-sales support.



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



...striving for excellence in customer experience



ISO 20000
certified customer
support process



Remote Access
Support



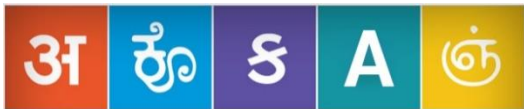
Onsite support
pan India - Key
Differentiator



Maintain High Levels
of User Satisfaction
and Retention



Multi Channel
Support Services



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

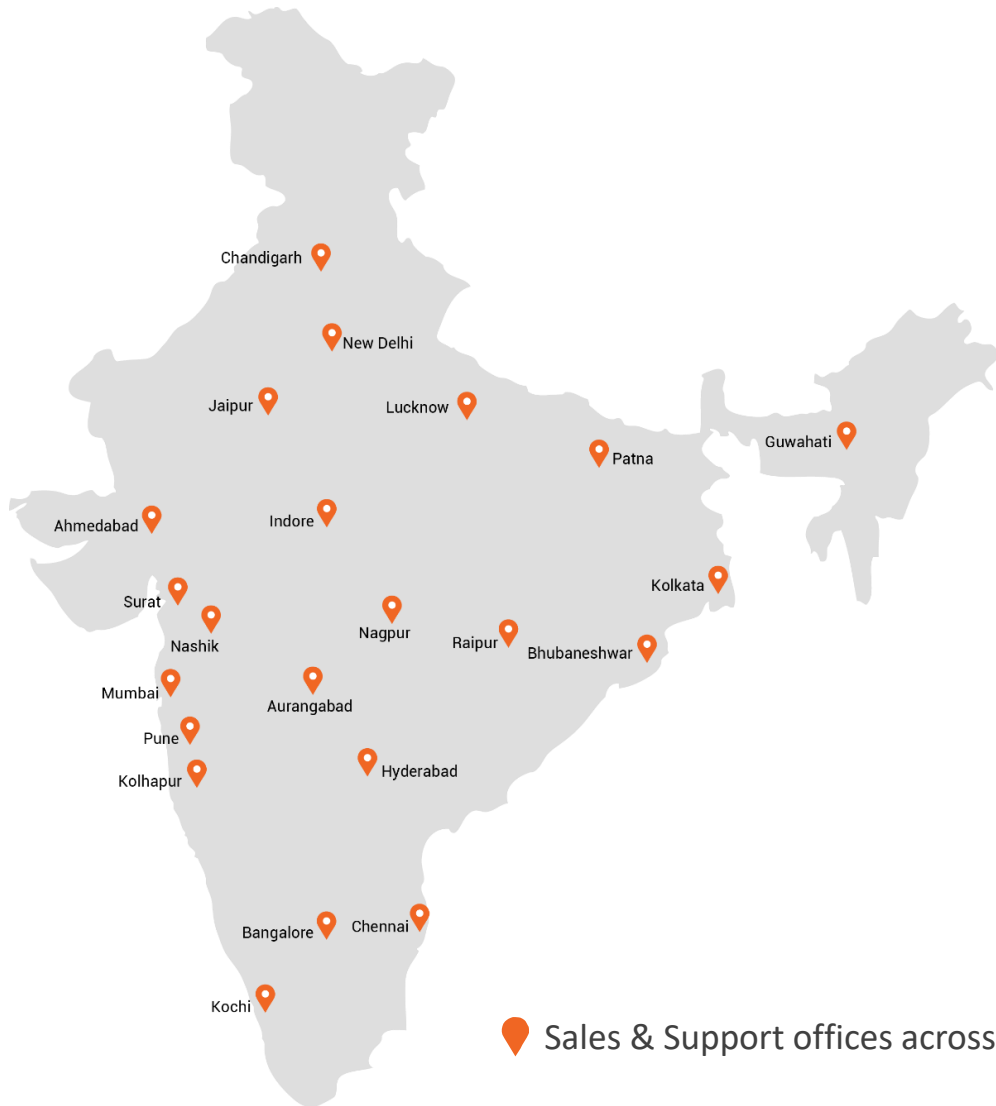


Availability of data sheets, product videos
and manuals on website for providing
information on technical specifications,
installation guide, upgrade mechanisms



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

25,000+
Total Retail Partners

450+
Enterprise Partners

100+
Government Partners

***Disclaimer:** Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness*

...guided by Experienced Board of Directors



Drives the strategic direction for the company while nurturing a strong leadership team to drive its execution

Dr. KAILASH KATKAR
MD & CEO



Spearheads the creation and subsequent development of the core product technology

Dr. SANJAY KATKAR
Joint MD & CTO



Serves as the MD at Sequoia Capital India. Previously, he worked at Redknee's India subsidiary as the Managing Director

Mr. SHAILESH LAKHANI
Non-Exe. Director



Serves as Director for RippleWave Equity Advisors LLP. Previously worked at JP Morgan, ICICI Securities and SEBI

Mr. MEHUL SAVLA
Independent Director



Certified bank forensic accounting professional and anti – money laundering expert

Ms. APURVA JOSHI
Independent Director



Has 20+ years of diverse experience in building and delivering a range of IT services for customers located across five continents

Ms. PRITI RAO
Independent Director



Over three decades of experience in corporate finance, legal and litigation, strategy and M&A. Served as the Group CFO of Thermax

Mr. AMITABHA MUKHOPADHYAY
Independent Director

... and Strong Leadership Team



Dr. Kailash Katkar
MD & CEO

Co-founder of the Company

Has been the 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



Dr. Sanjay Katkar
Joint MD & 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. 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. 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

... and Strong Leadership Team



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



Kuldeep Raina, Vice President, Global Enterprise Sales

Responsible for leading the enterprise and government sales strategy and managing the vertical on a global level

Passionate technocrat with a rich flare of selling with tenacity to drive targets in dynamic business environment

19+ years of diverse sales experience including leadership roles in IT Security companies



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

...giving Competitive edge Globally



Quick Heal Global Presence

- India (HO) Quick Heal Technologies Limited
- USA Quick Heal Technologies America Inc
- Kenya Quick Heal Technologies Africa Limited
- UAE Quick Heal Technologies (MENA) FZE
- Japan Quick Heal Japan KK

International Partner Locations

- | | | |
|----------------------------------|-------------|---------------|
| Kenya | Colombia | South Korea |
| Australia | Panama | Sri Lanka |
| Macau | Venezuela | Thailand |
| Malaysia | Japan | Vietnam |
| New Zealand | Gambia | Poland |
| Qatar | Italy | Aruba |
| Singapore | Mauritius | France |
| Democratic Republic Of The Congo | Togo | Germany |
| Nigeria | Uganda | Lithuania |
| South Africa | Zambia | Mexico |
| United Arab Emirates | Bangladesh | Netherlands |
| Iran | Cambodia | Paraguay |
| Jordan | Hong Kong | Spain |
| Oman | Myanmar | United States |
| Turkey | Philippines | |

...certified by Global Agencies

International & ISO Certifications



...trusted by our Customers

"Our products help secure the endpoints, data and networks used by millions of customers"

Some of the industries we cater to:



Manufacturing



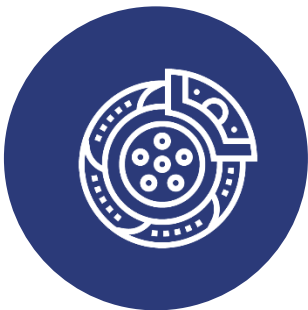
BFSI



IT & ITES



Pharma & Healthcare



Automotive



Education



Gems & Jewellery



Hospitality

...creating Specialized workforce at Quick Heal Academy

Quick Heal
Security Simplified

SECURITE
Enterprise Security Solutions by Quick Heal

Popular Courses:

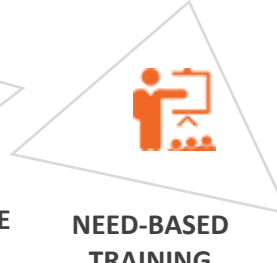
- ✓ Cyber Security and Forensics
- ✓ Cyber Threat Intelligence
- ✓ Malware Analysis & Reverse Engineering
- ✓ Security Operations Centre (SOC)
- ✓ Electronic Crime Scene Investigation



Offerings:



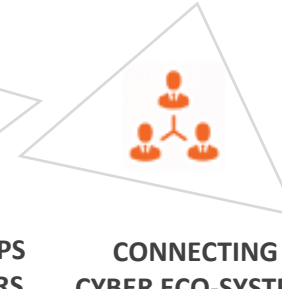
**CORPORATE
TRAINING**



**NEED-BASED
TRAINING**



**WORKSHOPS
& SEMINARS**



**CONNECTING
CYBER ECO-SYSTEM**

Recent Developments

- Training for Faculty Members and School Students of Maharashtra Cosmopolitan Education Society.
- Conducted workshop on cyber security for college students.
- Designing online content for employees of a large corporate.

Academy Partners



Savitribai Phule Pune University

Designed 'M-Tech in Information Security' Program for Savitribai Phule Pune University



Maharashtra Cosmopolitan Education Society

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



Quantum University

MoU with Quantum University for a joint B.Tech (Hons.) with specialization in Cyber Security



Chitkara University

MoU with Chitkara University

Introduced an additional stream in Cyber Security for the four-year Undergraduate program



Gujarat Forensic Sciences University

MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017



Deen Dayal Upadhyaya College

MoU with Deen Dayal Upadhyaya College, a constituent college of the University of Delhi

...Awards and Accreditations as testimony to Innovation

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'
- Seqrite received best cybersecurity brand award at National Summit on Digital Innovation & Cybersecurity Summit

2019



- Seqrite received the '**Best Performance 2018**' award for its Endpoint Security Solution from **AV-Test Institute in Germany**
- Quick Heal granted **Patent for Anti-Ransomware Technology U.S.** Patent No. US20160378988A1



Product Offerings



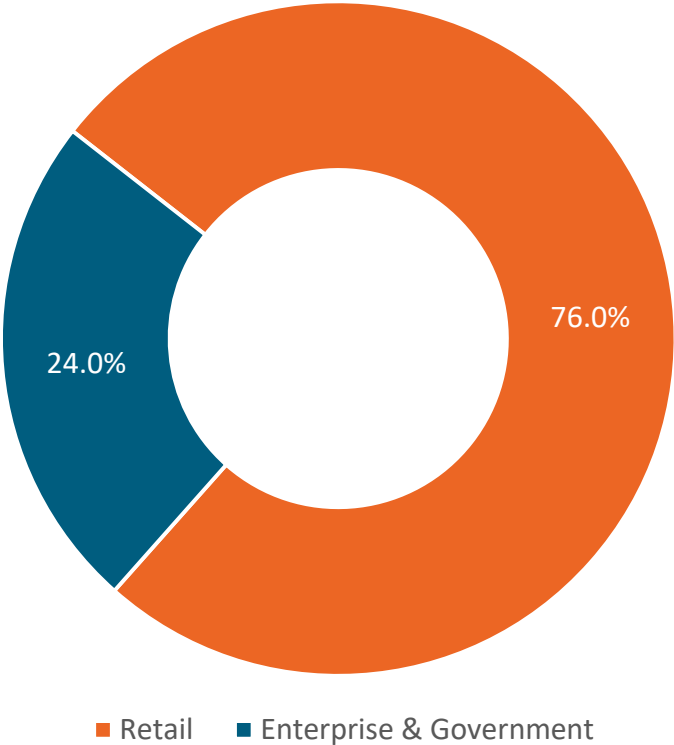
Product Portfolio across Business Segments

Quick Heal

Security Simplified

- 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
- Quick Heal Home Security

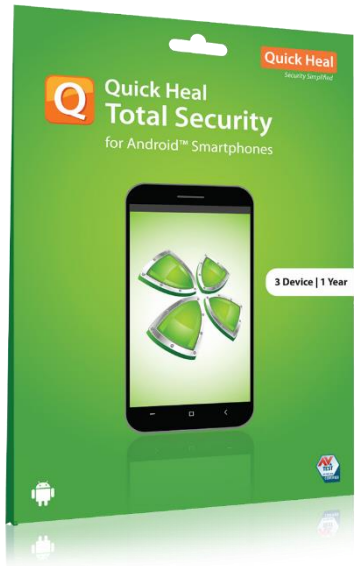
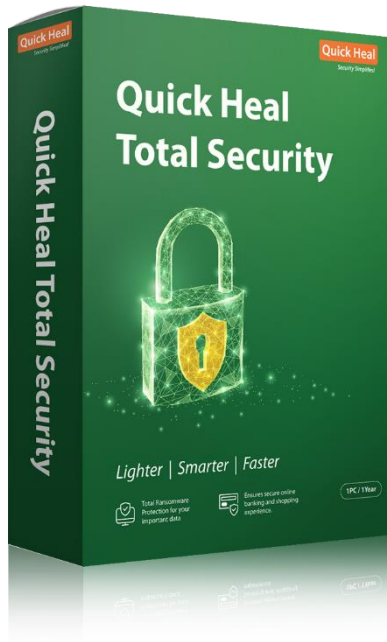
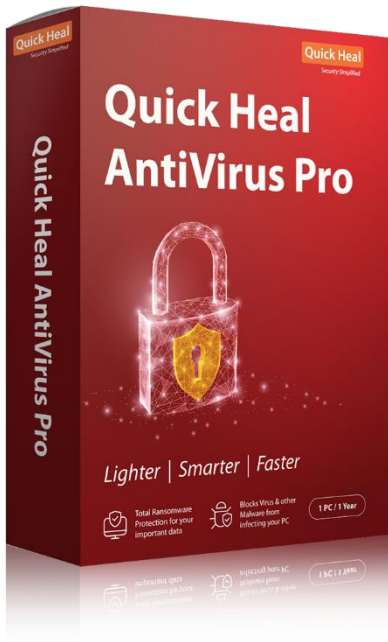
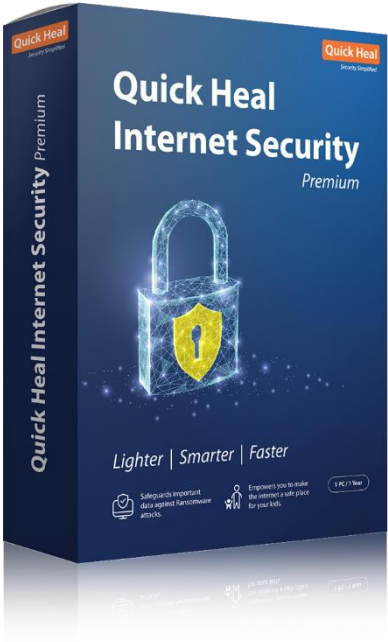
Q1 FY20 Revenue Break-up



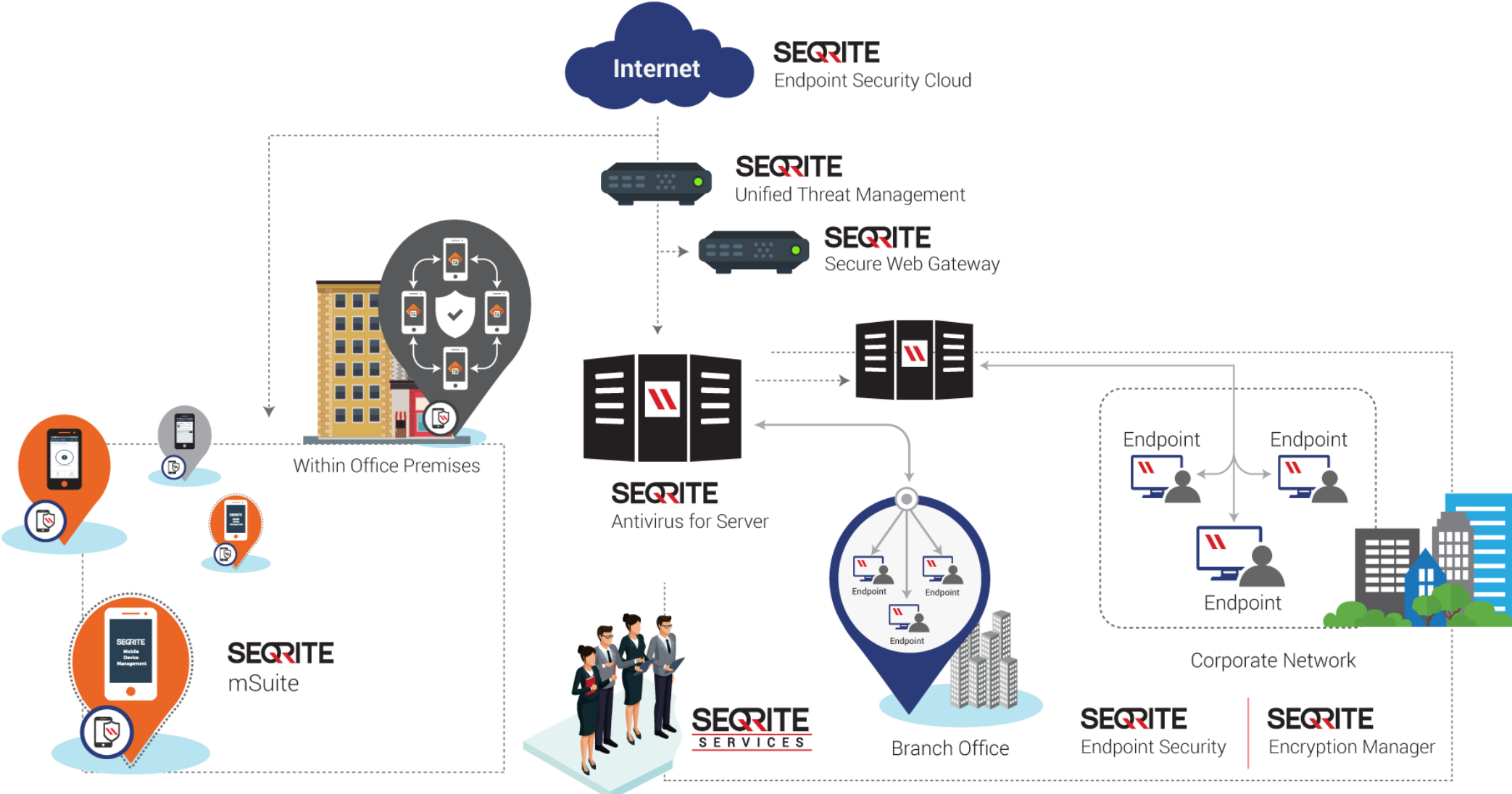
SEQRITE

- 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

Retail / SMB – Drives Scalability



Enterprise Business – Drives Sustainability





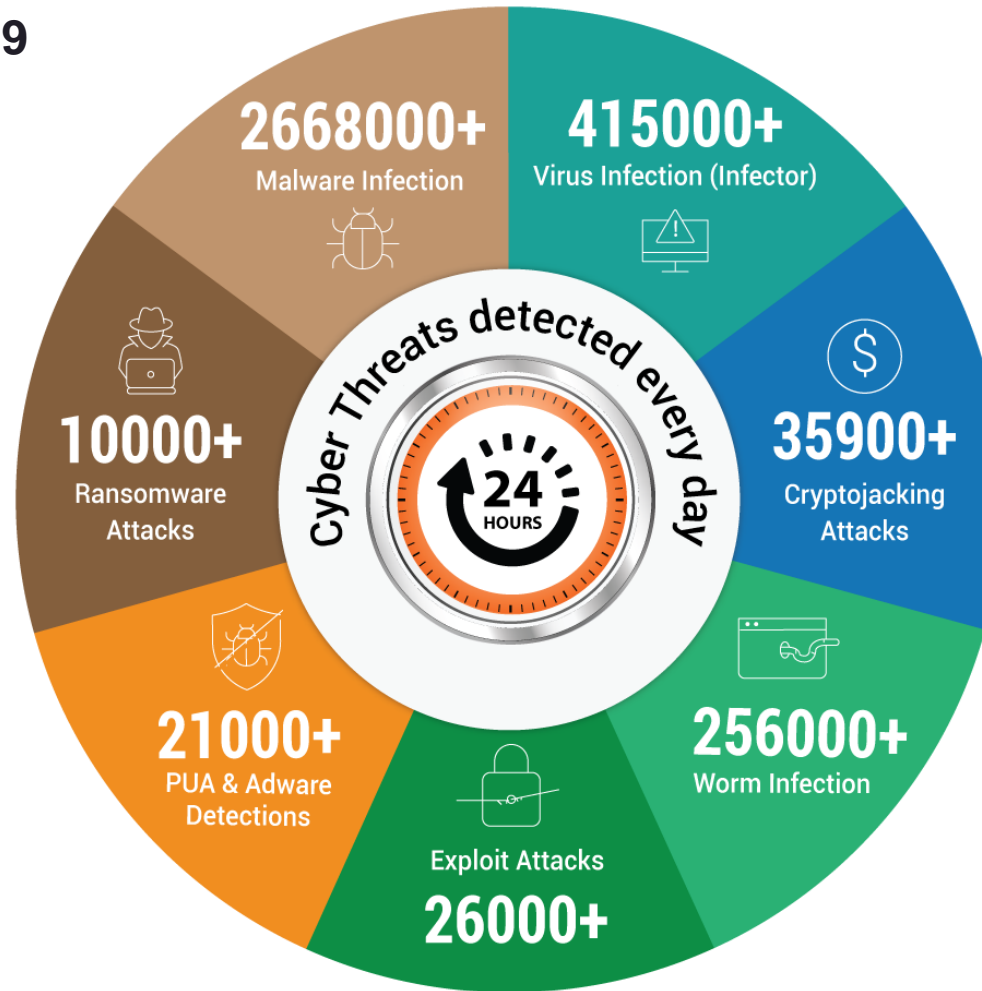
Future Opportunities



Turning Problems into Possibilities...

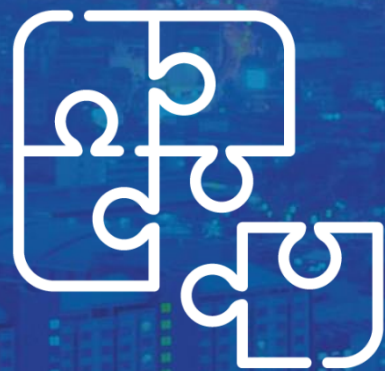
Cybersecurity Predictions - 2019

- 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 **security solutions** to combat advanced cyber-threats
- **Cyber-attacks** cost the world **\$45 billion** in 2018
- **Increase in Mobile Transactions:** According to **RBI data**, **mobile banking transactions** hit **6,200.32 million** in **2018-19**
- 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**

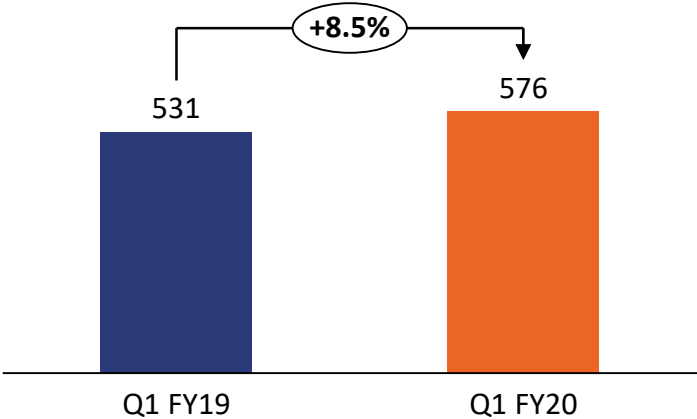


Q1 FY20 Financials Highlights

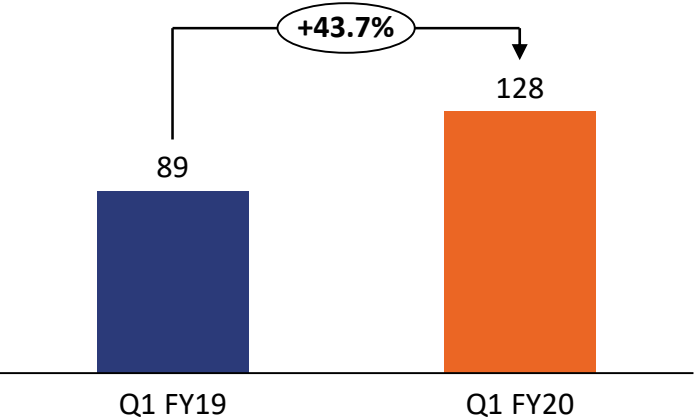


Q1 FY20 – Quarterly Consolidated Performance Highlights

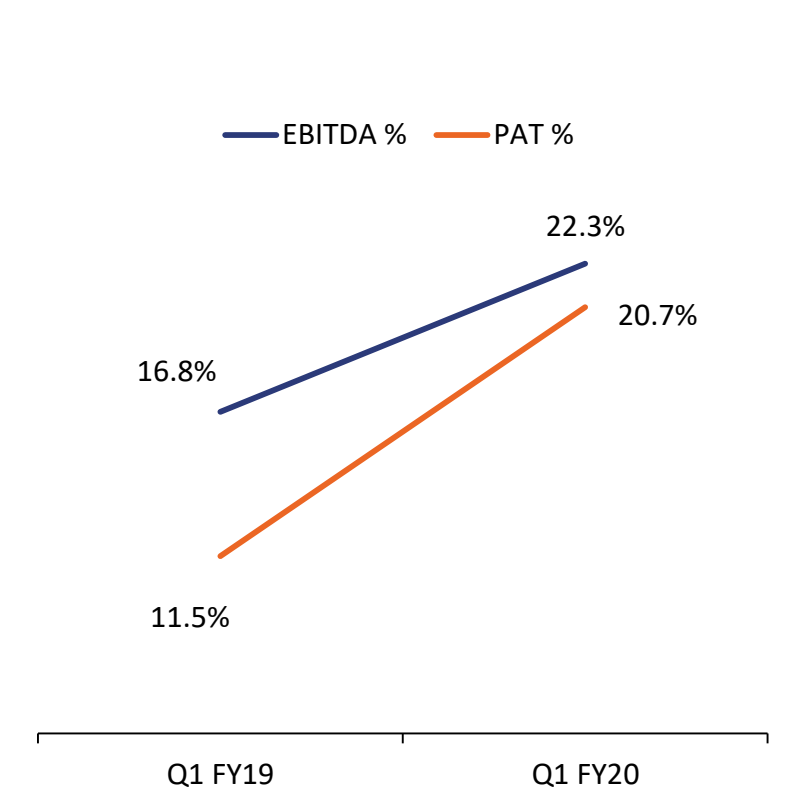
Revenue (Rs. mln)



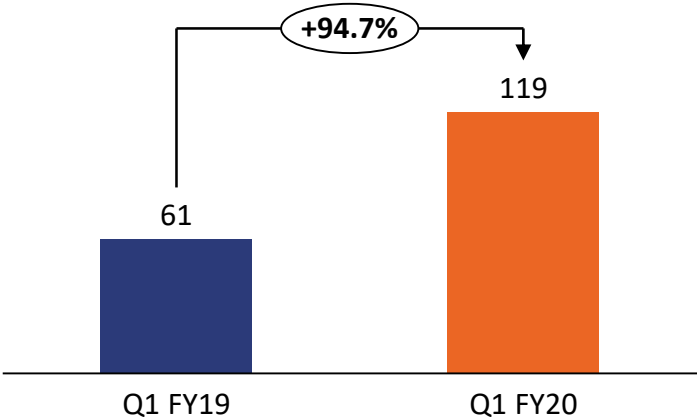
EBITDA (Rs. mln)



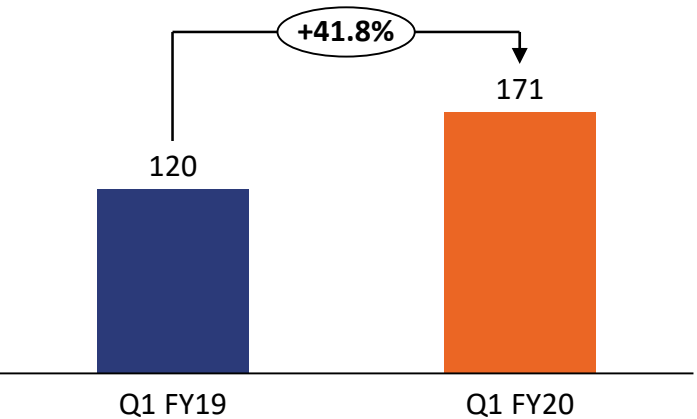
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)

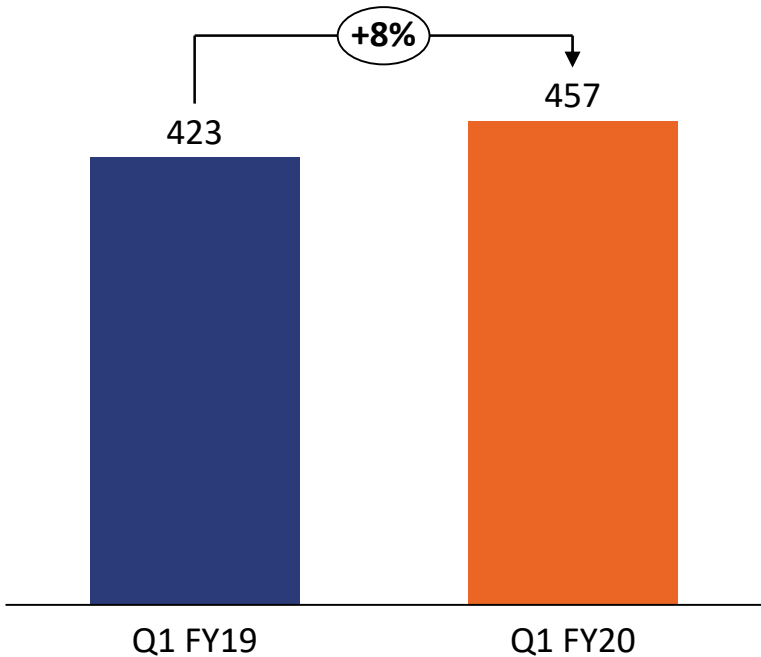


* Cash PAT = PAT + Depreciation

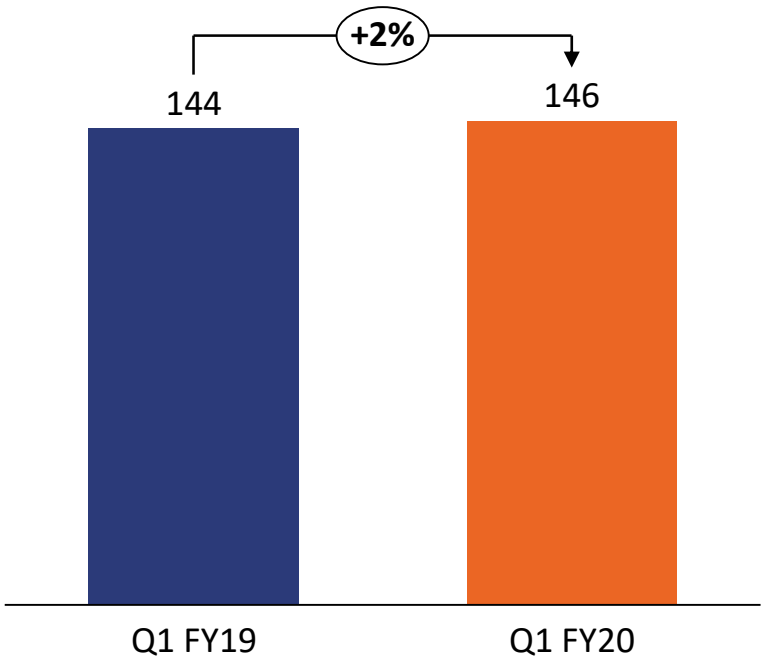
As per Ind AS

Segment Performance - Revenue Break-up

Retail (Rs. mln)



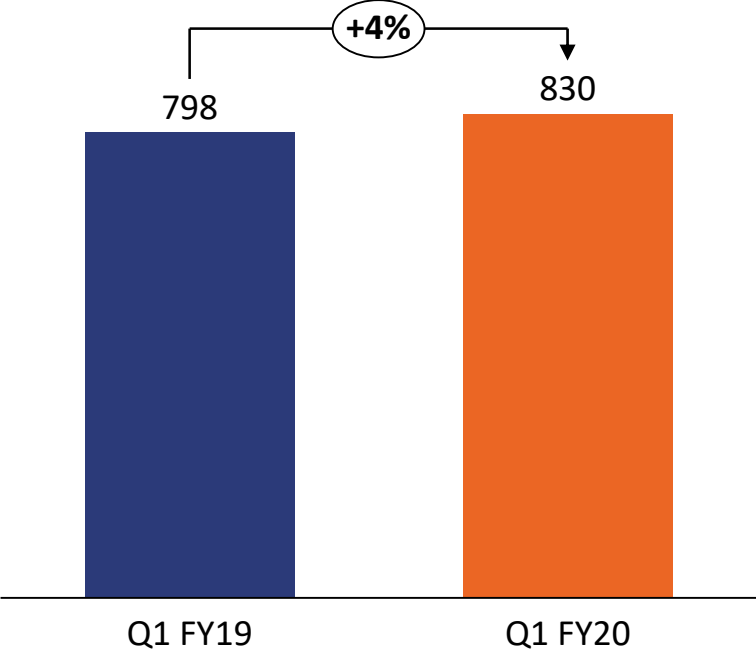
Enterprise & Govt. (Rs. mln)



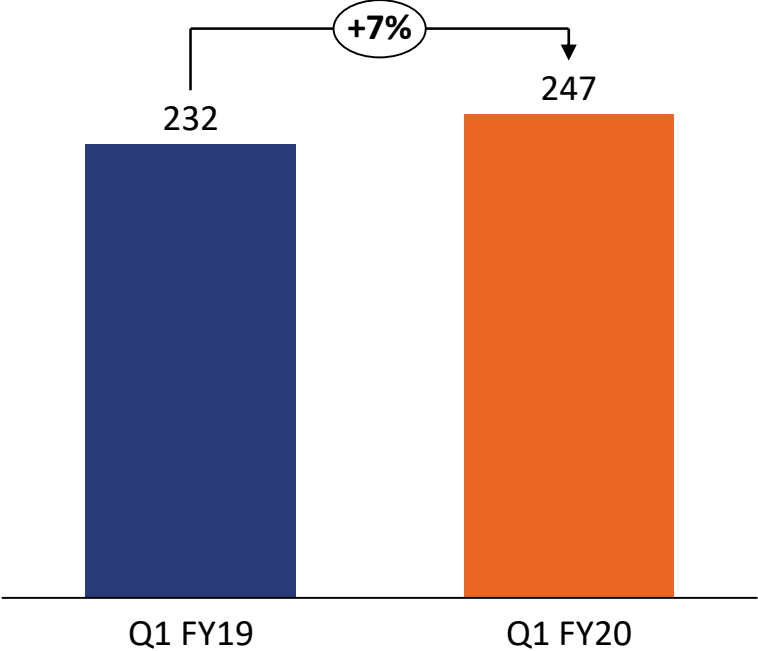
Based on net revenues before adjusting for sales incentives

Segment Performance - Licenses Sold Analysis

Retail (in 000's)



Enterprise & Govt. (in 000's)



Q1 FY20 - Profitability Statement

PARTICULARS (Rs. mln)	Standalone			Consolidated		
	Q1 FY20	Q1 FY19	YoY	Q1 FY20	Q1 FY19	YoY
Total Revenue	571.49	527.88	8.26%	576.00	530.88	8.50%
Direct Cost	27.49	25.48		27.21	23.11	
Gross Profit	544.00	502.40	8.28%	548.79	507.77	8.08%
Gross Margin	95.19%	95.17%	+2 bps	95.28%	95.65%	-37 bps
Operating Cost						
Research and Development (R&D)	137.90	142.31		137.90	142.31	
Sales and Marketing (S&M)	132.05	149.27		135.47	153.50	
General Administration (G&A)	143.92	118.10		147.18	122.73	
Total Expenditure	413.87	409.67		420.55	418.53	
EBITDA	130.13	92.73	40.33%	128.24	89.24	43.70%
EBITDA Margin	22.77%	17.57%	+520 bps	22.26%	16.81%	+545 bps
Depreciation	51.61	59.14		51.63	59.22	
EBIT	78.52	33.59	133.76%	76.61	30.02	155.20%
EBIT Margin	13.74%	6.36%	+738 bps	13.30%	5.65%	+765 bps
Other Income	84.27	63.75		84.46	64.09	
Profit Before Tax (PBT)	162.79	97.34		161.07	94.11	
Tax	41.93	32.93		42.09	32.99	
Profit After Tax (PAT)	120.86	64.41	87.64%	118.98	61.12	94.67%
PAT Margin	21.15%	12.20%	+895 bps	20.66%	11.51%	+915 bps

NOTE: Certain figures have been re-grouped wherever necessary

Ratio Analysis

In %	Standalone		Consolidated	
	Q1 FY20	Q1 FY19	Q1 FY20	Q1 FY19
Expenses				
Direct Cost / Revenue	4.81%	4.83%	4.72%	4.35%
R&D / Revenue	24.13%	26.96%	23.94%	26.81%
S&M / Revenue	23.11%	28.29%	23.52%	28.91%
G&A / Revenue	25.18%	22.37%	25.55%	23.12%
Total Cost / Revenue	72.42%	77.61%	73.01%	78.84%
Margin				
Gross Margin	95.19%	95.17%	95.28%	95.65%
EBIDTA	22.77%	17.57%	22.26%	16.81%
EBIT	13.74%	6.36%	13.30%	5.65%
PBT (Before Exceptional Item)	28.49%	18.44%	27.96%	17.73%
PBT (After Exceptional Item)	28.49%	18.44%	27.96%	17.73%
PAT	21.15%	12.20%	20.66%	11.51%

Standalone Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	June 30, 2018	June 30, 2019
Share Holder's Funds:		
Equity Share Capital	704.70	642.01
Reserves and Surplus	6,731.62	5,685.02
Total Shareholder Funds	7,436.32	6,327.03
Non-Current Liabilities		
Other Non Current Liabilities	14.65	19.53
Total Non-Current Liabilities	14.65	19.53
Current Liabilities:		
Trade and Other Payables	279.39	368.5
Other Financial Liabilities	18.91	33.75
Other Current Liabilities	100.25	122.26
Current tax liabilities (Net)	10.67	13.03
Total Current Liabilities	409.22	537.54
Total Equity & Liabilities	7,860.19	6,884.10

ASSETS (Rs mln)	June 30, 2018	June 30, 2019
Non-Current Assets:		
Property, plant and equipment	1567.95	1602.18
Capital work-in-progress	131.62	36.63
Intangible assets	116.40	63.64
Non-current financial assets		
Investments in MF & Tax-Free Bonds	397.69	423.89
Loan and Security Deposits	3.61	3.75
Bank Balances	2.92	3.93
Deferred tax assets (net)	42.93	84.76
Other non current assets	65.57	92.83
Total Non-Current Assets	2,328.69	2,311.61
Current assets:		
Inventories	48.29	36.08
Investment in Mutual Fund	3,014.18	2,044.32
Trade and other receivables	775.04	1028.60
Bank Balances & Cash and Cash Equivalents	74.19	186.68
Investment in Fixed Deposit	1,541.77	1,152.55
Loan and security deposits	8.05	6.33
Interest accrued on FDR and Tax-Free Bonds	44.56	46.16
Other Current assets	25.42	71.77
Total Current Assets	5,531.50	4,572.49
Total Assets	7,860.19	6,884.10

NOTE: Certain figures have been re-grouped wherever necessary

Consolidated Balance Sheet

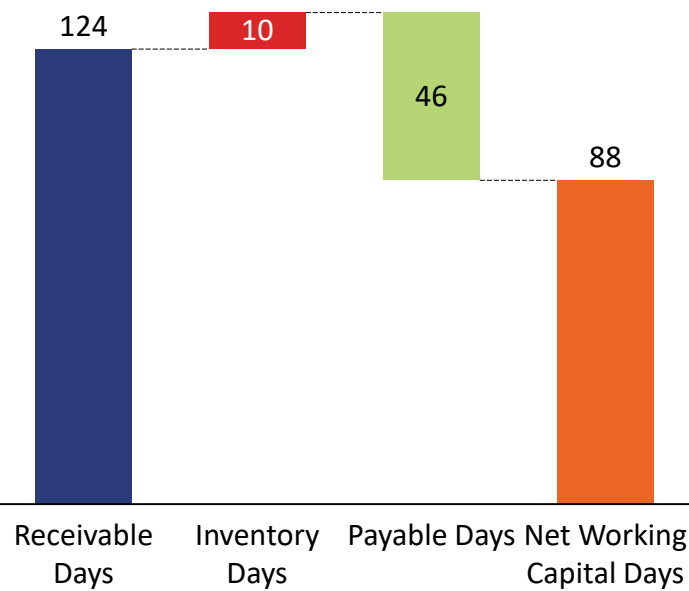
EQUITY AND LIABILITIES (Rs. mln)	June 30, 2018	June 30, 2019
Share Holder's Funds:		
Equity Share Capital	704.70	642.01
Reserves and Surplus	6,597.98	5,630.50
Total Shareholder Funds	7,302.68	6,272.51
Non-Current Liabilities		
Other Non Current Liabilities	14.65	19.53
Total Non-Current Liabilities	14.65	19.53
Current Liabilities:		
Trade and Other Payables	283.86	371.60
Other Financial Liabilities	9.45	33.75
Other Current Liabilities	100.32	128.41
Current tax liabilities (Net)	10.84	13.27
Total Current Liabilities	404.47	547.03
Total Equity & Liabilities	7,721.80	6,839.07

ASSETS (Rs mln)	June 30, 2018	June 30, 2019
Non-Current Assets:		
Property, plant and equipment	1,568.93	1,602.50
Capital work-in-progress	131.62	36.63
Intangible assets	116.64	63.85
Non-current financial assets		
Investments in MF ,Tax-Free Bonds & Subsidiaries	213.19	313.59
Loan and Security Deposits	3.18	3.75
Bank Balances	2.92	3.93
Deferred tax assets (net)	42.96	84.76
Other non current assets	65.88	92.83
Total Non-Current Assets	2,145.32	2,201.84
Current assets:		
Inventories	61.70	48.89
Investment in Mutual Fund	3,014.18	2,044.32
Trade and other receivables	770.41	1032.73
Bank Balances & Cash and Cash Equivalentents	108.90	233.05
Investment in Fixed Deposit	1,541.77	1,152.55
Loan and security deposits	9.21	7.00
Interest accrued on FDR and Tax-Free Bonds	44.56	46.16
Other Current assets	25.75	72.53
Total Current Assets	5,576.48	4,637.23
Total Assets	7,721.80	6,839.07

NOTE: Certain figures have been re-grouped wherever necessary

Working Capital Analysis

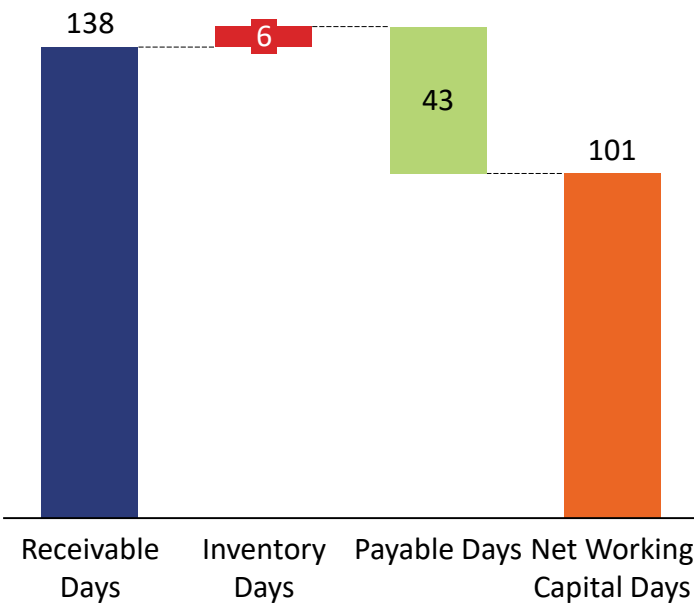
At the end of June 2018*



*Note:

- Debtor days = [(Debtors/ Sales) X (91 days)]
- Inventory days = [(Inventory/Sales) X (91 days)]
- Creditor days = [(Creditor/Sales) X (91 days)]

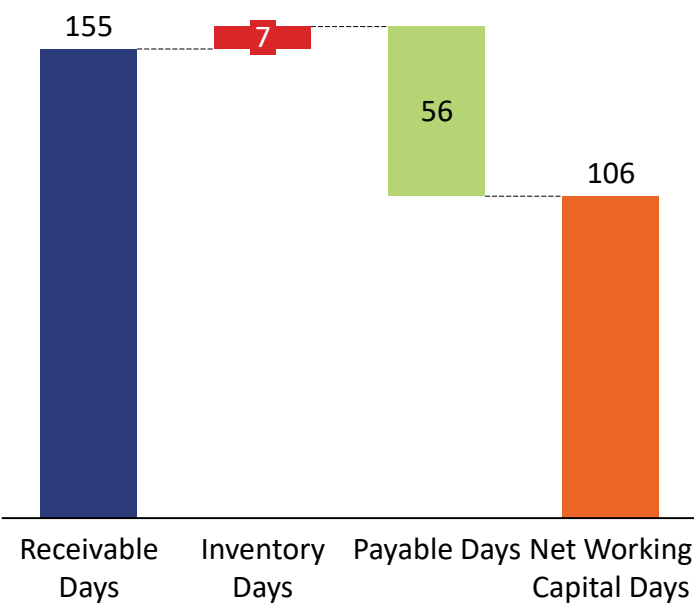
At the end of March 2019**



**Note:

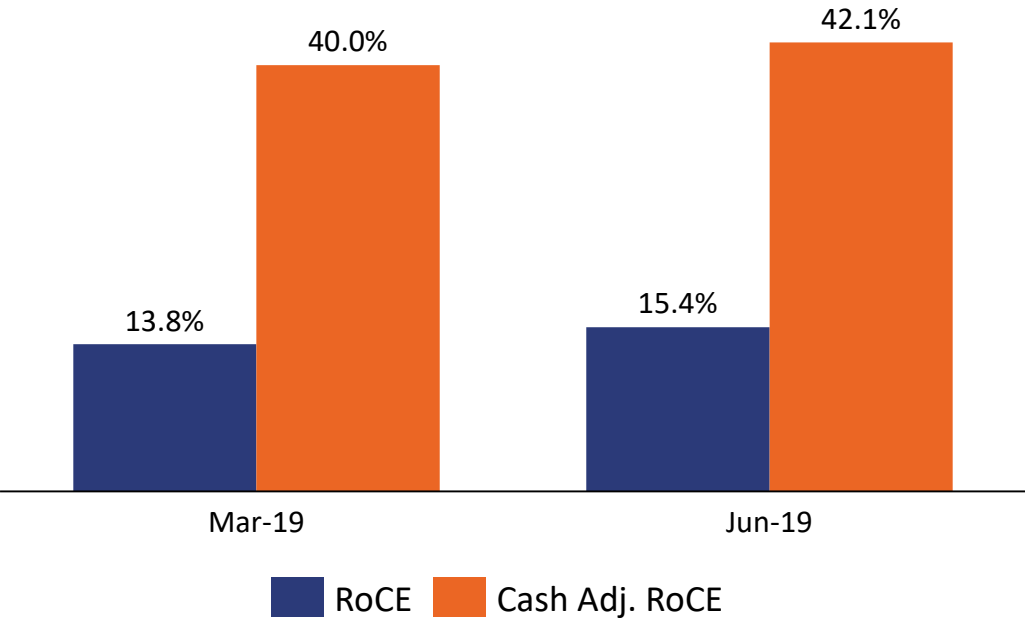
- Debtor days = [(Debtors/ Sales) X (365 days)]
- Inventory days = [(Inventory/Sales) X (365 days)]
- Creditor days = [(Creditor/Sales) X (365 days)]

At the end of June 2019*

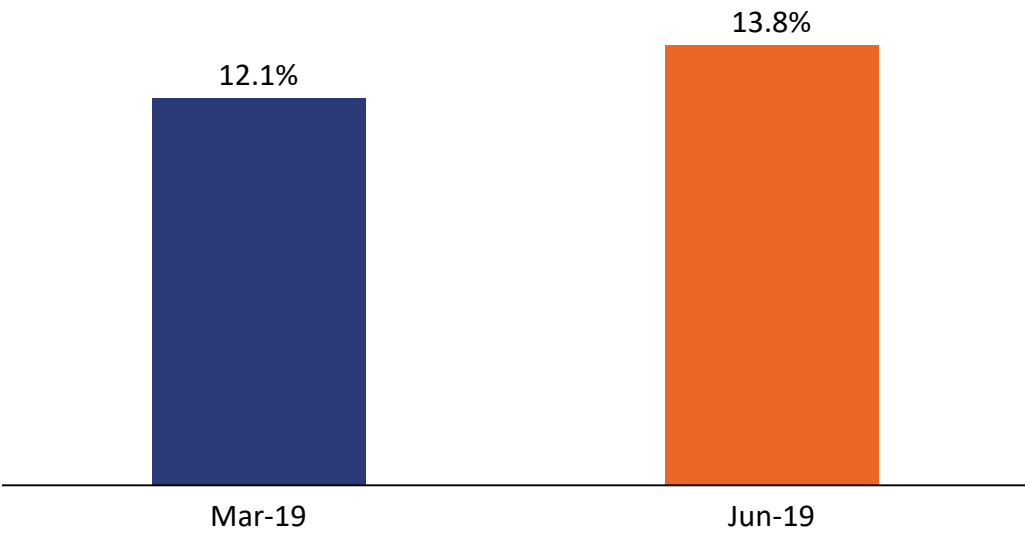


Consolidated Results – Return Ratio Analysis

Return on Capital Employed (%)*



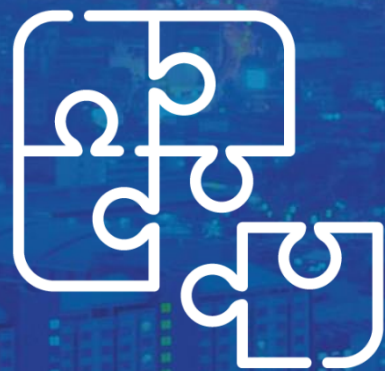
Return on Equity (%)*



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

ROE = PAT / Avg. Equity

* Calculated on trailing 12 months basis



Historical Financial Performance



Consolidated Profitability Statement

Particulars (Rs. mln)	FY19	FY18	YoY
Total Revenue	3,149.26	3,183.15	-1.06%
Direct Cost	151.5	167.38	
Gross Profit	2,997.76	3,015.77	-0.60%
Gross Margin	95.19%	94.74%	+45 bps
Operating Cost			
Research and Development (R&D)	541.22	558.11	
Sales and Marketing (S&M)	694.74	735.69	
General Administration (G&A)	482.79	518.56	
Total Expenditure	1,718.75	1,812.36	
EBITDA	1,279.01	1,203.41	6.28%
EBITDA Margin	40.61%	37.81%	+281 bps
Depreciation	235.49	269.27	
EBIT	1,043.52	934.14	11.71%
EBIT Margin	33.14%	29.35%	+380 bps
Other Income	326.67	300.02	
PBT	1,370.19	1,234.16	
Tax	451.95	404.11	
PAT	918.24	830.05	10.62%
PAT Margin	29.16%	26.08%	+308 bps

NOTE: Certain figures have been re-grouped wherever necessary

Consolidated Ratio Analysis



In %	FY19	FY18
Expenses		
Direct Cost / Revenue	4.81%	5.26%
R&D / Revenue	17.19%	17.53%
S&M / Revenue	22.06%	23.11%
G&A / Revenue	15.33%	16.29%
Total Cost / Revenue	54.58%	56.94%
Margin		
Gross Margin	95.19%	94.74%
EBIDTA	40.61%	37.81%
EBIT	33.14%	29.35%
PBT (Before Exceptional Item)	43.51%	38.77%
PBT (After Exceptional Item)	43.51%	38.77%
PAT	29.16%	26.08%

Consolidated Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	31-Mar-19	31-Mar-18
Share Holder's Funds:		
Equity Share Capital	705.63	703.88
Share application money pending allotment	0.17	0.00
Reserves and Surplus	7,191.79	6,534.79
Total Shareholder Funds	7,897.59	7,238.67
Non-Current Liabilities		
Net employee defined benefit liabilities	18.37	21.04
Other Non Current Liabilities	19.53	0.00
Total Non-Current Liabilities	37.90	21.04
Current Liabilities:		
Trade and Other Payables	387.76	327.06
Other Financial Liabilities	34.23	11.99
Other Current Liabilities	135.87	132.60
	21.22	13.10
Net employee defined benefit liabilities		
Current Tax Liabilities (Net)		
	13.70	62.68
Total Current Liabilities	592.78	547.43
Total Equity & Liabilities	8,528.27	7,807.14

ASSETS (Rs mln)	31-Mar-19	31-Mar-18
Non-Current Assets:		
Property, plant and equipment	1,570.04	1,611.97
Capital work-in-progress	106.33	138.72
Intangible assets	77.08	118.54
Non-current financial assets		
Investments	296.23	175.75
Loan and Security Deposits	3.75	3.28
Bank Balances	4.04	2.92
Deferred tax assets (net)	86.69	43.70
Other non current assets	46.06	34.04
Total Non-Current Assets	2,190.22	2,128.92
Current assets:		
Inventories	53.94	56.24
Investment in Mutual Fund	3,602.17	2,889.04
Trade and other receivables	1,250.52	1,030.88
Bank Balances & Cash and Cash Equivalents	101.67	122.14
Investment in Fixed Deposit	1,247.33	1,507.24
Loans and Security Deposits	7.09	8.72
Interest accrued	30.59	39.00
Other Current assets	44.74	24.96
Total Current Assets	6,338.05	5,678.22
Total Assets	8,528.27	7,807.14

NOTE: Certain figures have been re-grouped wherever necessary

Standalone Profitability Statement

Particulars (Rs. mln)	FY19	FY18	YoY
Total Revenue	3,129.03	3,162.22	-1.05%
Direct Cost	153.23	164.43	
Gross Profit	2,975.80	2,997.79	-0.73%
Gross Margin	95.10%	94.80%	+30 bps
Operating Cost			
Research and Development (R&D)	541.22	558.11	
Sales and Marketing (S&M)	674.67	706.18	
General Administration (G&A)	465.77	496.19	
Total Expenditure	1,681.66	1,760.48	
EBITDA	1,294.14	1,237.31	4.59%
EBITDA Margin	41.36%	39.13%	+ 223 bps
Depreciation	235.27	268.82	
EBIT	1,058.87	968.49	9.33%
EBIT Margin	33.84%	30.63%	+321 bps
Other Income	325.00	298.75	
PBT (Before Exceptional Items)	1,383.87	1,267.24	
Exceptional Items	93.17	75.09	
PBT (After Exceptional Items)	1290.70	1192.15	
Tax	451.06	403.37	
PAT	839.64	788.78	6.45%
PAT Margin	26.83%	24.94%	+189 bps

NOTE: Certain figures have been re-grouped wherever necessary

Standalone Ratio Analysis

In %	FY19	FY18
Expenses		
Direct Cost / Revenue	4.90%	5.20%
R&D / Revenue	17.30%	17.65%
S&M / Revenue	21.56%	22.33%
G&A / Revenue	14.89%	15.69%
Total Cost / Revenue	53.74%	55.67%
Margin		
Gross Margin	95.10%	94.80%
EBIDTA	41.36%	39.13%
EBIT	33.84%	30.63%
PBT (Before Exceptional Items)	44.23%	40.07%
PBT (After Exceptional Items)	41.25%	37.70%
PAT	26.83%	24.94%

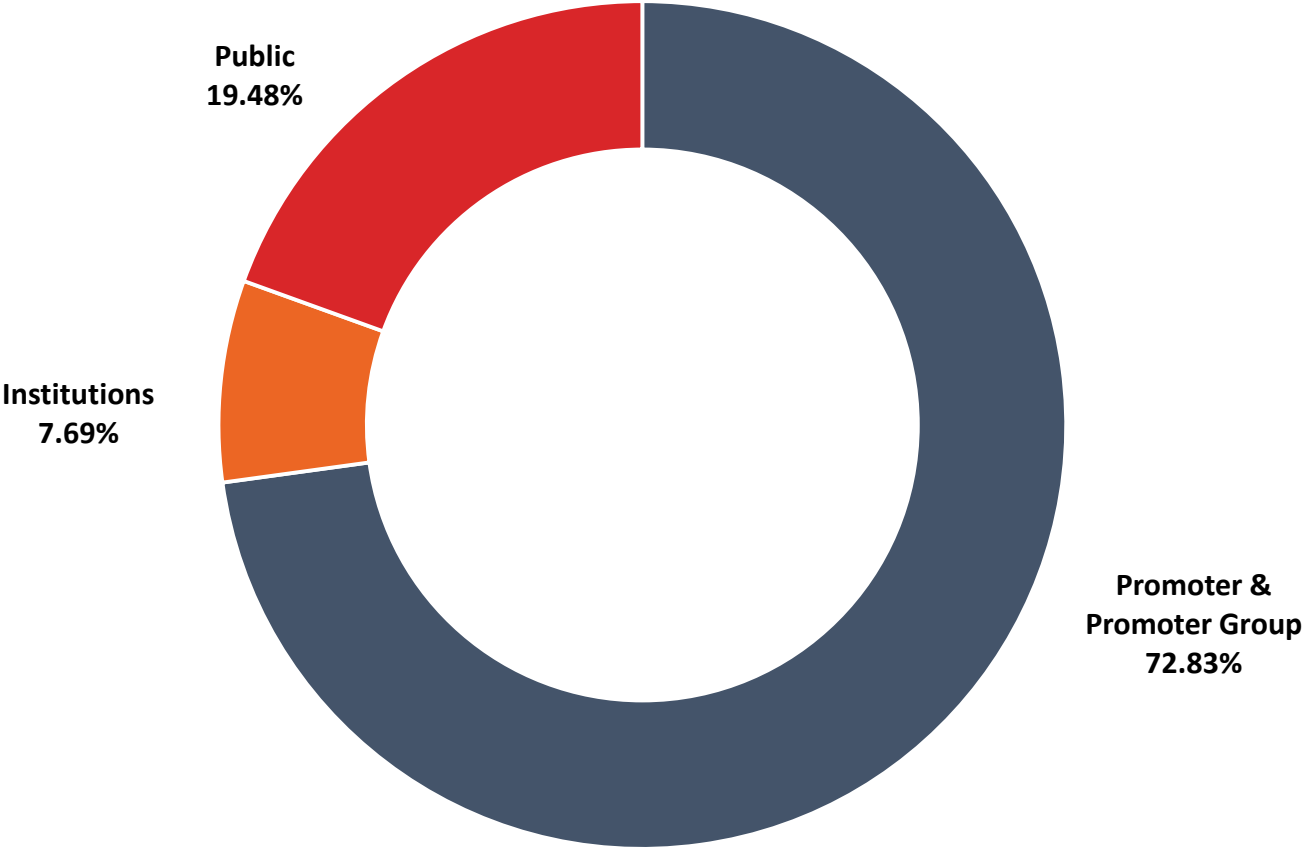
Standalone Balance Sheet

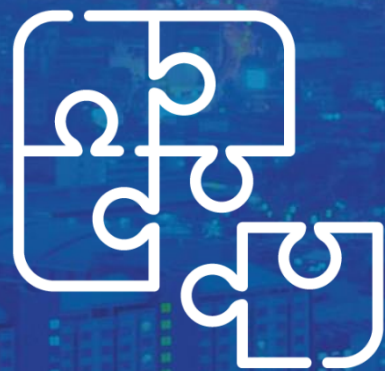
EQUITY AND LIABILITIES (Rs. mln)	31-Mar-19	31-Mar-18
Share Holder's Funds:		
Equity Share Capital	705.63	703.88
Share application money pending allotment	0.17	0.00
Reserves and Surplus	7,243.12	6,667.44
Total Shareholder Funds	7,948.92	7,371.32
Non-Current Liabilities		
Net employee defined benefit liabilities	18.37	21.04
Other non current liabilities	19.53	0.00
Total Non-Current Liabilities	37.90	21.04
Current Liabilities:		
Trade and Other Payables	384.83	322.72
Other Financial Liabilities	34.23	15.61
Other Current Liabilities	131.49	131.24
	21.12	13.10
Net employee defined benefit liabilities		
Current Tax Liabilities (Net)		
	13.03	62.08
Total Current Liabilities	584.70	544.75
Total Equity & Liabilities	8,571.52	7,937.11

ASSETS (Rs mln)	31-Mar-19	31-Mar-18
Non-Current Assets:		
Property, plant and equipment	1,569.69	1,610.96
Capital work-in-progress	106.33	138.72
Intangible assets	76.86	118.31
Non-current financial assets		
Investments	406.53	360.25
Loan and Security Deposits	3.75	3.18
Bank Balances	4.04	2.92
Deferred tax assets (net)	86.69	43.70
Non-current tax assets (net)	46.06	34.04
Total Non-Current Assets	2,299.95	2,312.08
Current assets:		
Inventories	41.41	47.15
Investment in Mutual Fund	3,602.17	2,889.04
Trade and other receivables	1248.55	1,027.41
Bank Balances & Cash and Cash Equivalents	51.74	83.47
Investment in Fixed Deposit	1,247.33	1,507.24
Loans and Security Deposits	6.43	8.13
Interest accrued	30.60	39.00
Other Current assets	43.34	23.59
Total Current Assets	6,271.57	5,625.03
Total Assets	8,571.52	7,937.11

NOTE: Certain figures have been re-grouped wherever necessary

Shareholding Structure – June 2019





Future Strategy



Enhanced Product Offerings

- Plan to push presence in mid-sized market on the back of new and enhanced product offerings
- Continue to innovate and add new products to the portfolio

Offer Customised Solutions

- Offer customised security solutions to organisations across multiple industries, as well as to explore cross-selling and upselling opportunities of matured products

Sustain Market Share

- On the retail side, our focus will be to sustain the market share in the retail segment and create a demand for the newly launched Quick Heal Home Security

International Expansion

- Focus on international expansions through consistent brand building and marketing efforts
 - Looking forward towards exploring opportunities in Africa, Middle-East and South-East Asia.
-

Quick Heal

Security Simplified

CIN No: L72200MH1995PLC091408

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THANK YOU!

