

Ref No.: QHTL/Sec/SE/2019-20/20

May 10, 2019

The Manager,
Corporate Services,
BSE Limited,
14th floor, P J Towers, Dalal Street,
Mumbai – 400 001
Ref: Security ID: QUICKHEAL
Security Code: 539678

The Manager,
Corporate Services,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Symbol: QUICKHEAL
Series: EQ

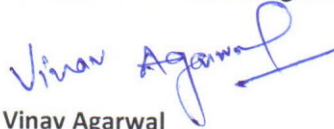
Sub: Result Presentation for the Q4 and FY19 Results

Dear Sir/Madam,

Please find enclosed herewith Result Presentation for Q4 and FY19 Results for your records.

Please acknowledge the receipt.

Thanking you,

For Quick Heal Technologies Limited

Vinav Agarwal
Compliance Officer



Quick Heal

Investor Presentation

May 2019

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Value Proposition



25 Years of Quick Heal Technologies...

Our Brands



Business Segments



Home and SOHO



SME



Government and Enterprise

Platforms



Desktop



Laptop



Mobile



Notepad



Server

34%

Market Share in
Retail Segment in
India

9 Million

Number of Active
Licenses globally

32,900

Enterprise Customers

4

No. of Patents in US

25,000+

No. of Partners in India

40 Countries

Global Presence



Vision

To be the trusted Global Leader in securing the Digital World



Mission

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

...of offering Complete Security Solutions

Quick Heal

Security Simplified

SEQRITE

Retail

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

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 Enterprise Mobility Management
- Seqrite Encryption
- Seqrite Secure Web Gateway
- Data Loss Prevention (DLP) Windows & MAC
- Seqrite Services

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

...supported by Skilled Professionals



Sales and Marketing Team

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



Research & Development Team

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



Technical Support Team

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



...with strong Research & Development leading to Innovations



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



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



Product Development Team
Designing & building cutting edge products & solutions



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

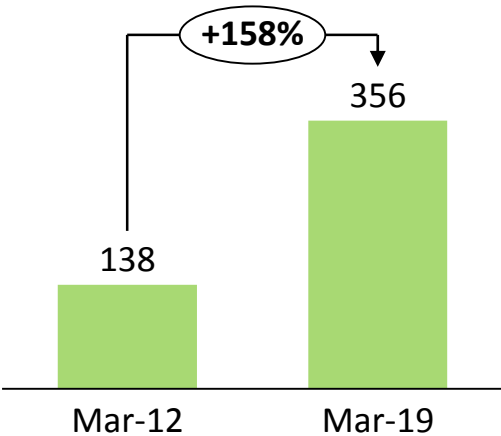


Quality Assurance Team
Relentlessly maintaining and creating industry benchmarks for quality

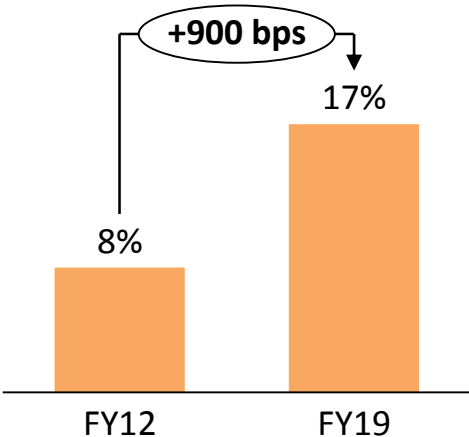


Security Labs
Detect and analyze threat vectors across the globe and provide advanced protection to customers

R&D Team Members



R&D Spend as % of Sales



...striving for excellence in customer service



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



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



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

...Sales & Distribution to increase Market Share



 Sales & Support offices across India

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

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

25,253
Total Retail Partners

457
Enterprise Partners

105
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. MANU PARPIA
Independent Director

Founded Geometric Limited and has 35+ years of experience in the PLM and Engineering arena



Ms. PRITI RAO
Independent Director

Has 24 years of diverse experience in building and delivering a range of IT services for customers located across five continents



Mr. SHAILESH LAKHANI
Non Executive Director

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



Mr. MEHUL SAVLA
Independent Director

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



Dr. APURVA JOSHI
Independent director

Certified bank forensic accounting professional and anti – money laundering expert

... and Strong Leadership Team



Dr. Kailash Katkar | Managing Director & CEO

- Has been the driving force in growing Quick Heal Technologies since it's inception
- A proven leader with a profound proficiency in developing strong client relationships, passion for building outstanding teams and a disciplined focus on operations & execution of strategy



Mr. Nagesh Ayyagari | Vice President – Engineering, R&D

- Seasoned technology professional with a reputation for building and inspiring high-performance teams that delivered inline with company
- 20+ years of experience in leadership positions at Mphasis Software, McAfee, and Oracle
- Has management degrees from IIM, Bangalore and ESADE Business School & has done project management from UCB



Dr. Sanjay Katkar | Joint Managing Director & CTO

- Co-founder of the company
- Leads the global technology strategy & is responsible for the core research & development of the products
- Has served as the Director of Association of Anti-Virus Researchers, Asia and is a distinguished speaker at various industry forums
- Holds Master's degree in Computer Science from University of Pune



Mr. Deepak Mishra | Head, Retail Sales

- Responsible for enhancing market share and driving channel strategy for the retail brand
- 19+ years of experience in FMCG, Beverages, Telecom and IT Industries
- Has extensive exposure in Sales and Distribution, channel management, and building a robust distribution to drive productivity and profitability



Mr. Vijay Mhaskar | COO

- Responsible for formulating & driving the overall business strategy and operations across all business verticals
- 20+ years of experience in accelerating engineering processes & leading several successful products at Avaya, Symantec, Saba Inc., Clarice Technologies
- A Gold Medalist in Electrical Engineering & holds a Masters degree in Technology from IIT, Mumbai



Mr. Jyotish Werulkar | Head, Enterprise Sales

- Responsible for leading and driving the enterprise channel strategy & for building and managing the entire enterprise sales vertical in India
- 14+ years of experience in sales and business development at IBM, Acer India, AMD India
- Holds an MBA from University of Pune



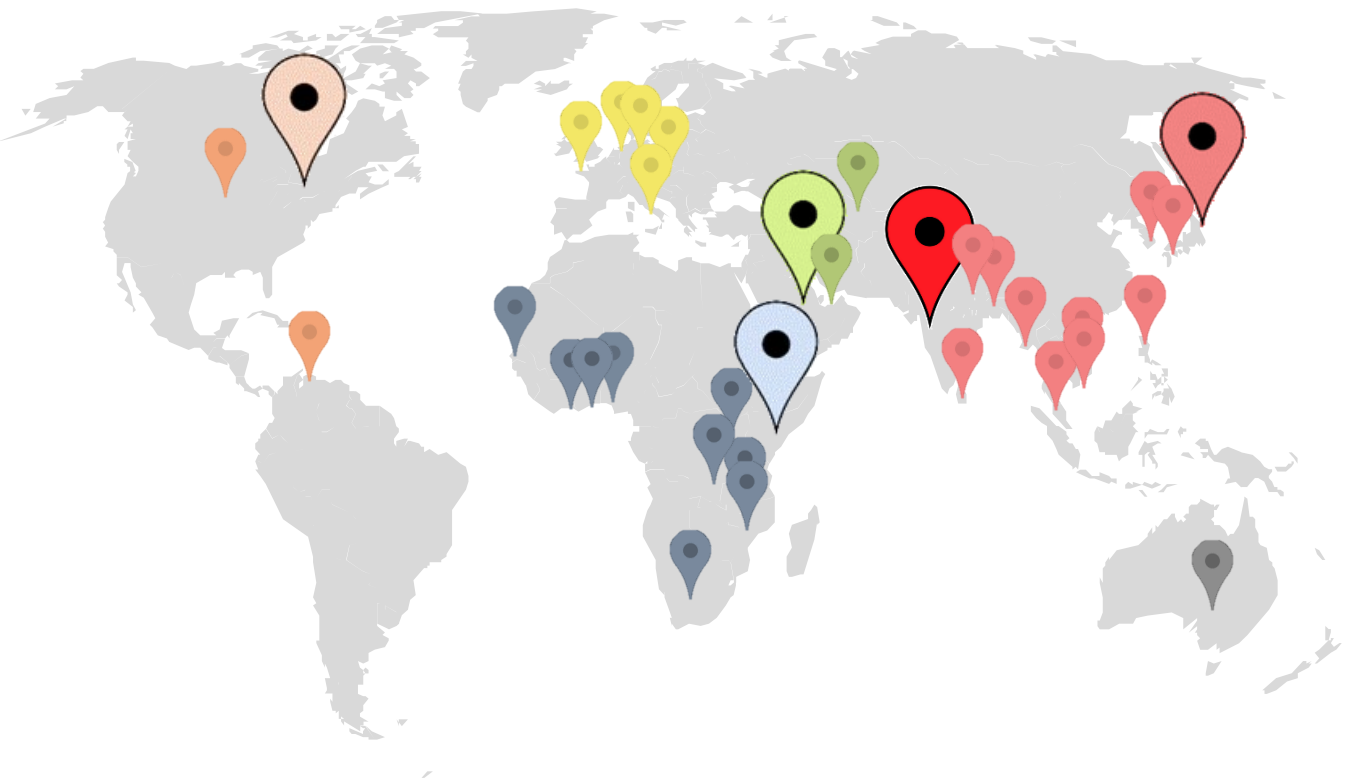
Mr. Nitin Kulkarni | CFO

- 25+ years of experience in managing different aspects of finance function in IT and Manufacturing Industry
- Previously held leadership positions at Tech Mahindra, KPIT, Atlas Copco India and Persistent Systems
- A member of the Institute of Chartered Accountants of India



Mr. Gurudutt Jakhmola | Head, Government Sales

- A veteran Business Development professional with 16+ years of work experience in Government, Enterprise & SMB segment
- His core competencies include OEM Strategic Alliances, national/regional distribution and local Re-seller Network
- 18+ years of experience at firms such as Hutch, HP, and Reliance Broadcast Network Ltd



Quick Heal Global Offices

- 01

INDIA (HO)
Quick Heal Technologies Ltd.
- 02

USA
Quick Heal Technologies America Inc
- 03

KENYA
Quick Heal Technologies Africa Ltd.
- 04

UAE
Quick Heal Technologies (DMCC) FZE
- 05

JAPAN
Quick Heal Japan KK.

International Partner Locations

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

...certified by Global Agencies



International
Certifications
&
ISO Certifications



...trusted by our Customers

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

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

...creating Specialized workforce at Quick Heal Academy



Popular Courses:

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

Offerings:



Recent Developments

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

Academy Partners:



Savitribai Phule Pune University

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



Maharashtra Cosmopolitan Education Society

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



Quantum Global Campus

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



Chitkara University

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



Gujarat Forensic Sciences University

- MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017

...Awards & Accreditations as testimony to Delivery



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



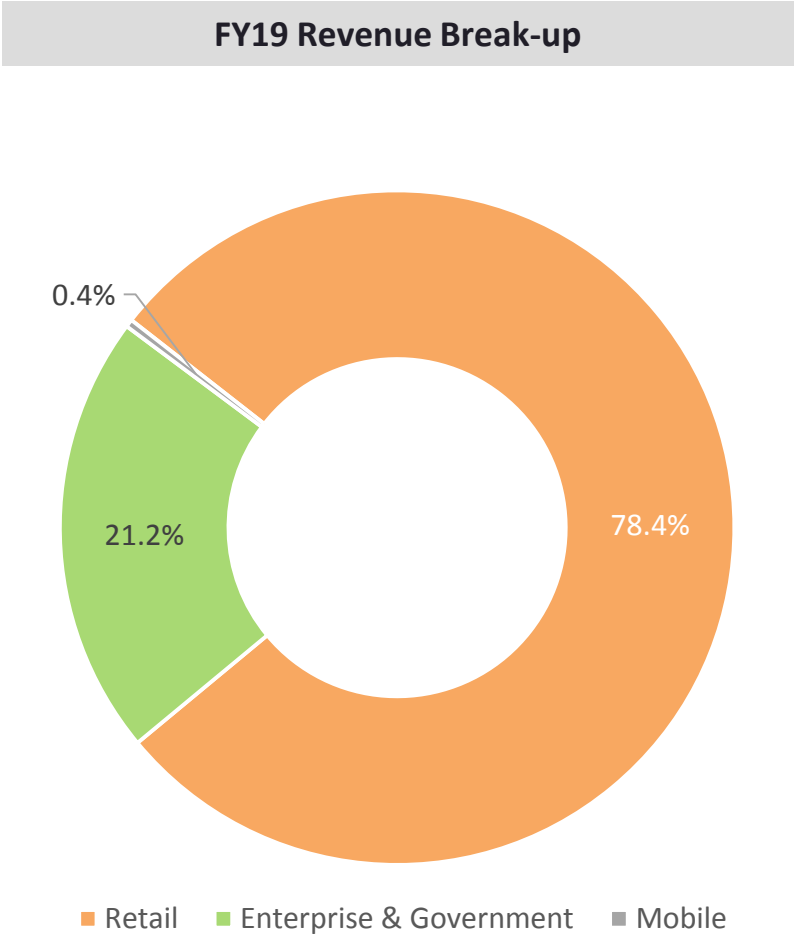
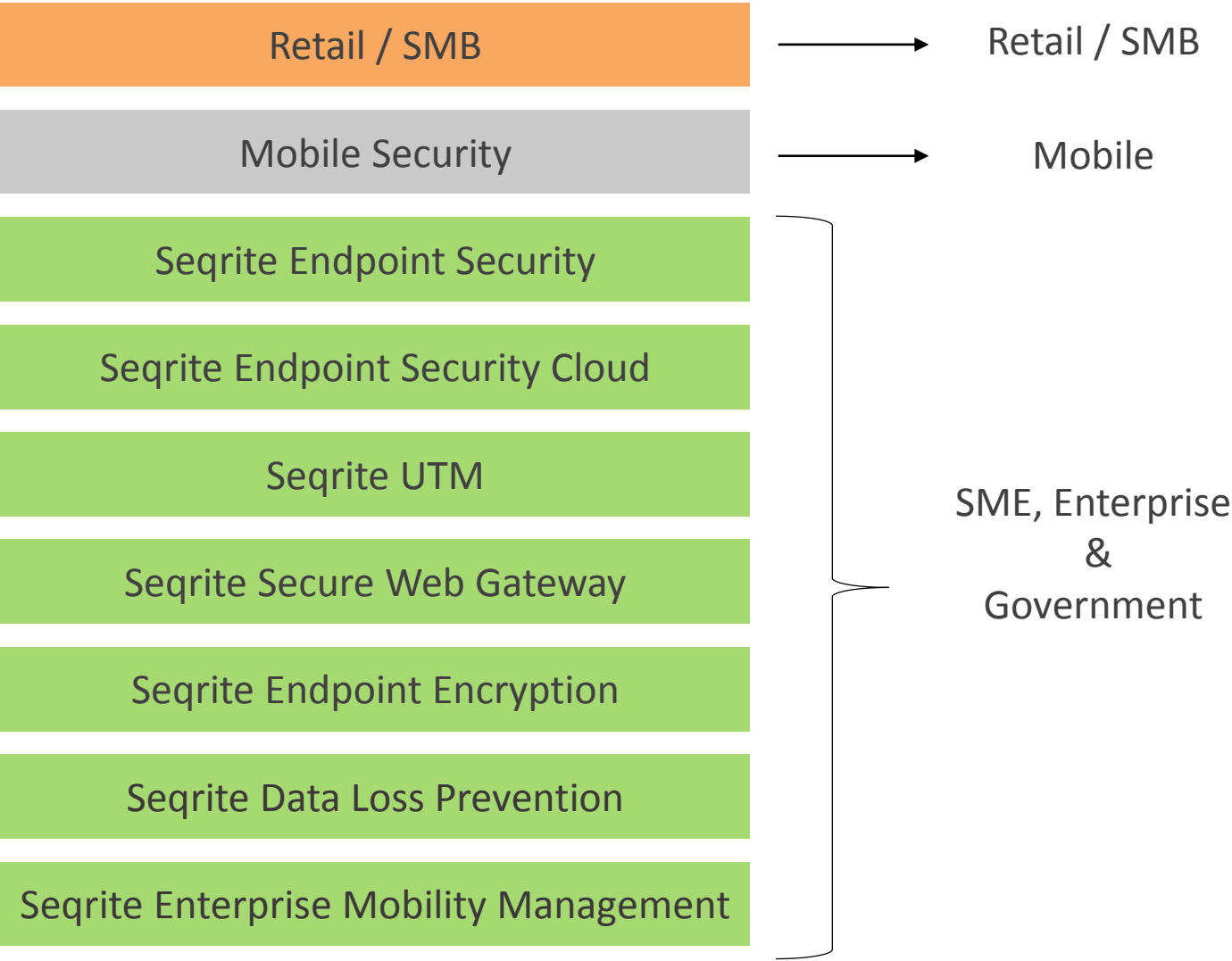
2019

- Seqrite received the 'Best Performance 2018' award for its Endpoint Security Solution from AV-Test Institute in Germany for 2018
- Quick Heal Technologies' Annual Report FY 2017-18 recognised amongst the top 100 reports globally by League of American Communication Professionals (LACP)

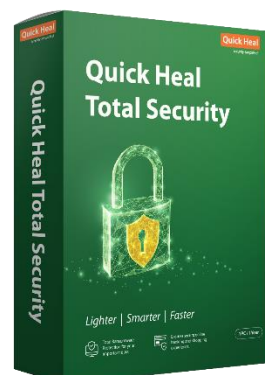
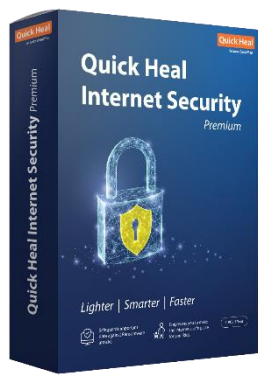
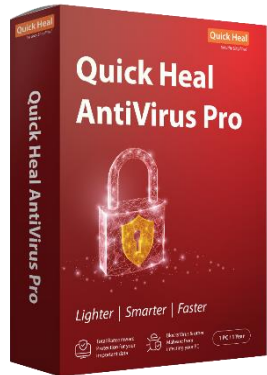
Product Offerings



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



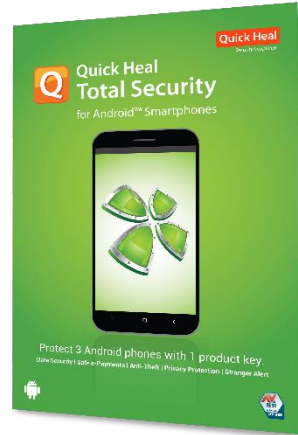
QH Remote Device Management



Mobile Security – Huge Future Opportunity

► Growth Opportunities

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

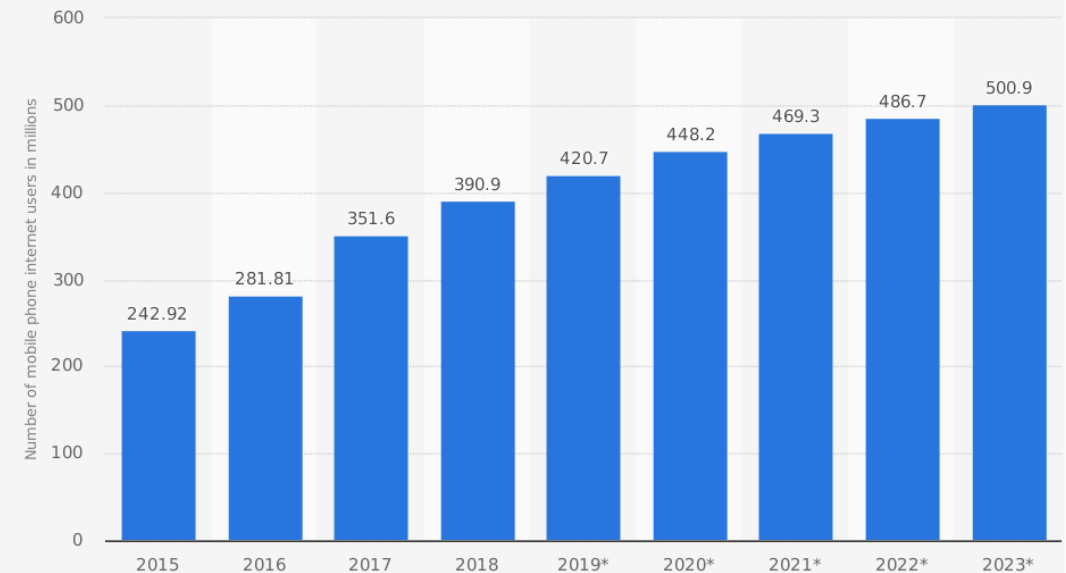


- 🔒 Background Scan
- 🔒 Security & Privacy Advisor
- 🔒 SafePe
- 🔒 Cloud Backup
- 🔒 Call & Message Filter
- 🔒 Register with TRAI
- 🔒 Anti-Theft Technology
- 🔒 Cloud Backup
- 🔒 Remote Device Management



Mobile Internet User Base

Number of mobile phone internet users in India from 2015 to 2023 (in millions)



Sources
Statista; Statista DMO
© Statista 2019

Additional Information:
India; Statista DMO; 2015 to 2018



SEQRITE
Endpoint Security (EPS)



SEQRITE
Endpoint Security Cloud



SEQRITE
Unified Threat Management (UTM)



SEQRITE
Mobile Device Management (MDM)



SEQRITE
Endpoint Encryption Solutions



SEQRITE
Secure Web Gateway



Security Vulnerabilities



Insider Threats



Ransomware Attacks



Infected External Devices



Malicious Internet Traffic



Phishing Attacks



Data Breaches



Dos & DDos ATTACKS



ADVANCED PERSISTENT THREATS



MOBILE MALWARE & MALICIOUS
MOBILE APPS



PRO-ACTIVE SERVICES

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

ACTIVE SERVICES

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

RE-ACTIVE SERVICES

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

Improve
Market Share

Expand range of
Security Solutions

Strengthen
Sales Teams

Expand Channel
Partner network

Identify New SMB &
Enterprise
Opportunities

Safeguard digital assets
of Customers



Future opportunities



Turning Problems into Possibilities...

Quick Heal
Security Simplified

7 Million Ransomware VS 5 Million Cryptojacking

Cryptojacking rises but Ransomware still #1
Threat for Consumers



SEQRITE

Top 5 Industries Targeted by Malware



Cybersecurity Predictions - 2019

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

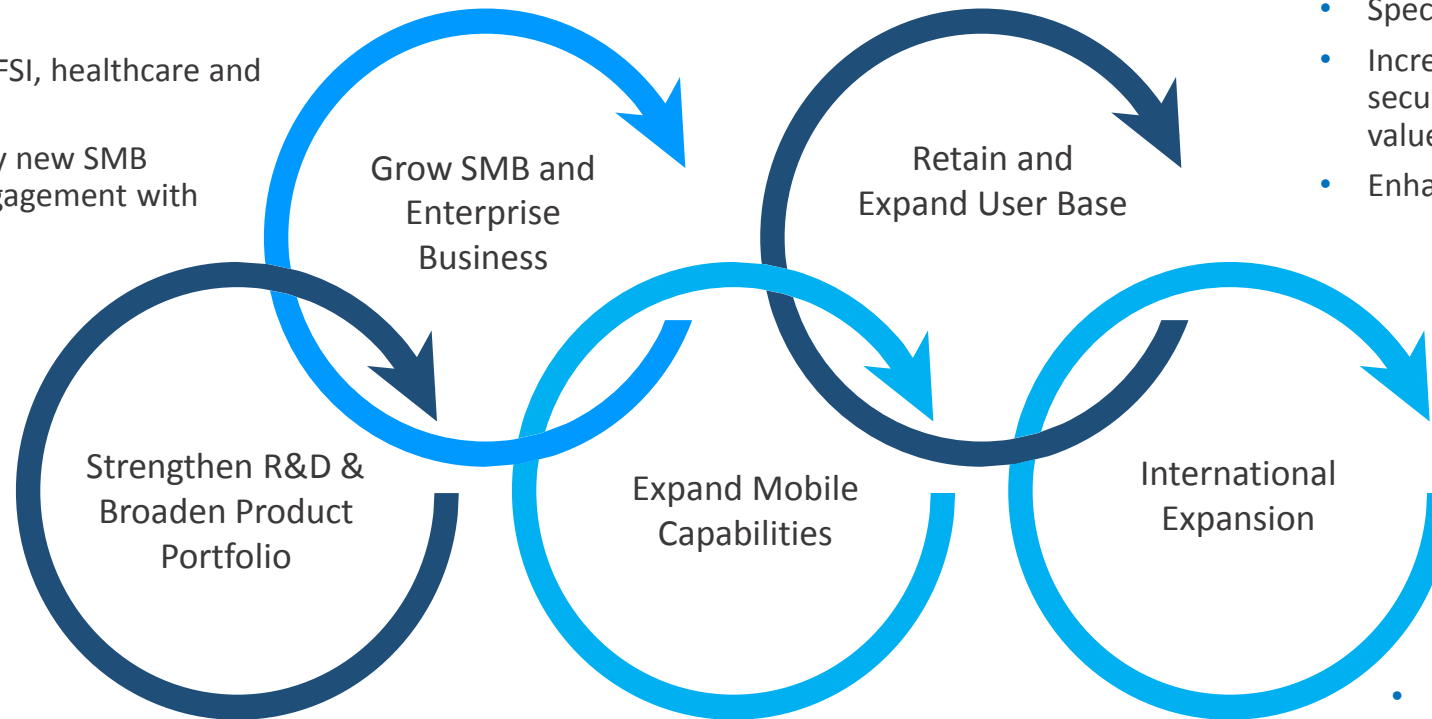
Future Opportunities

- **Government** working on strong **data protection regulations**
- **Enterprises** are increasingly adopting **security solutions** to combat advanced cyber-threats
- By 2022, **India's digital economy** is expected to grow to **USD 1 trillion**
- **Increase in Cyber Threats in 2018:**
 - **970+ million malware** targeted Individuals
 - Over and **16,000 cryptojacking** hits detected
 - **19,000 Ransomware** on a **daily basis**
 - Seqrite blocked closed **50 million cyber-threats** targeting **enterprise customers**
 - The year was headlined by **targeted cyber-attacks** and large scale **data breaches**
- **Increase in Mobile Transactions:** According to **RBI data**, **mobile wallet transactions** hit **16,108 crore** in **November 2018**
- Proliferation of **smart devices** will raise **cybersecurity risks**. By **2020**, it is anticipated, 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

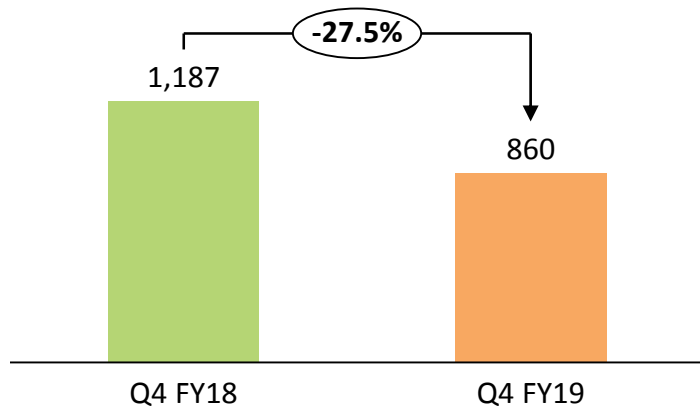
- Focus on international expansion through consistent brand building and marketing effort
- Exploring opportunities in Africa, Middle East & South East Asia

Q4 & FY19 Highlights

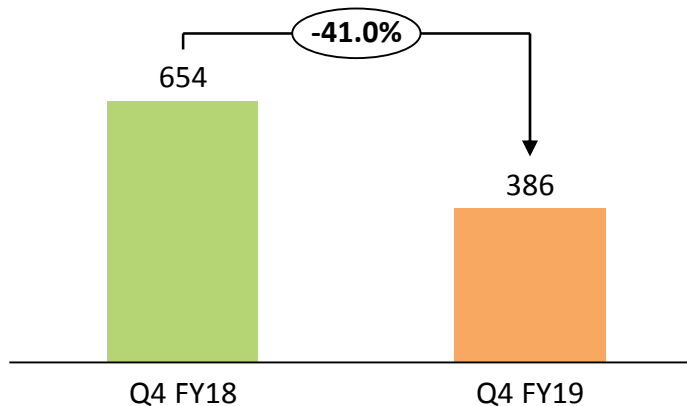


Q4 FY19 – Quarterly Consolidated Performance Highlights

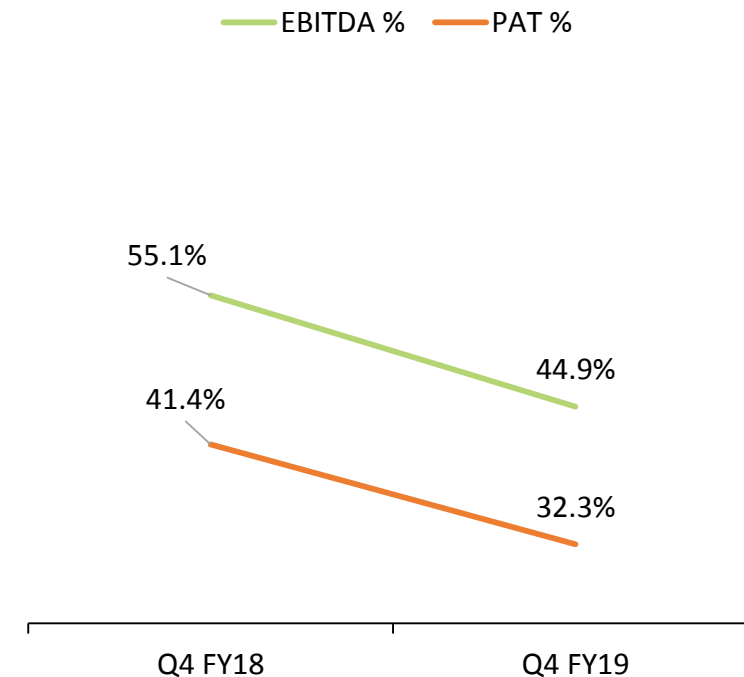
Revenue (Rs. mln)



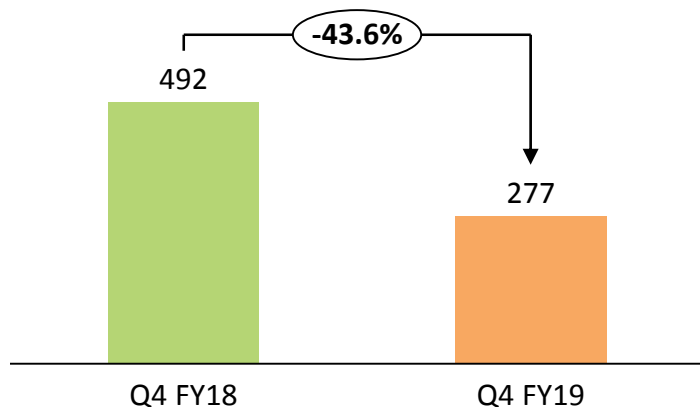
EBITDA (Rs. mln)



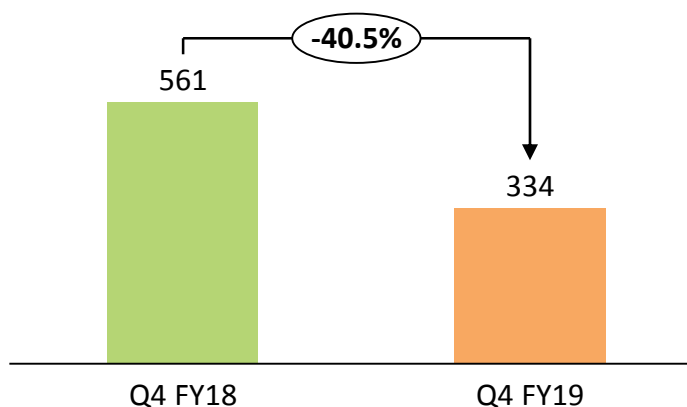
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)

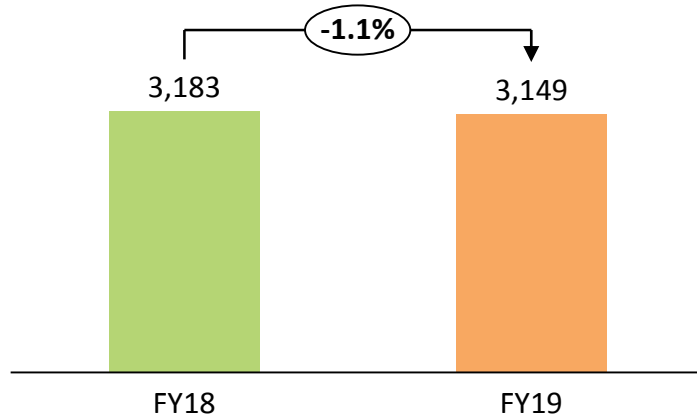


* Cash PAT = PAT + Depreciation

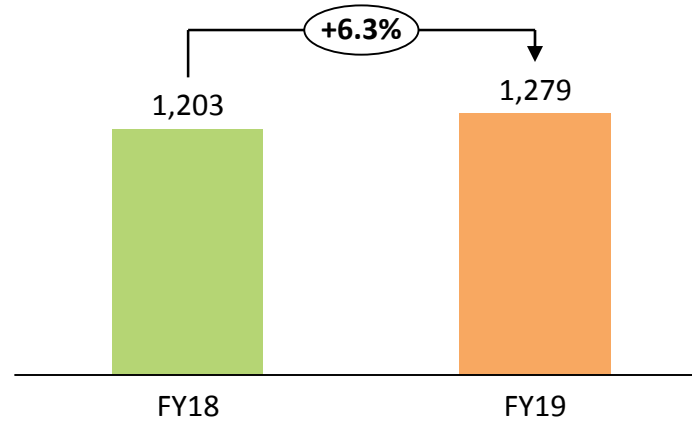
As per Ind AS

FY19 – Annual Consolidated Performance Highlights

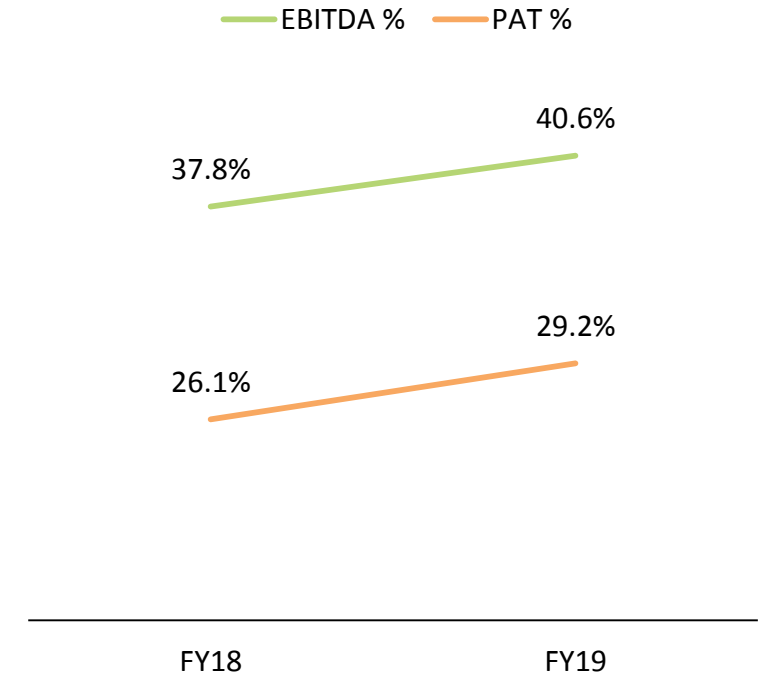
Revenue (Rs. mln)



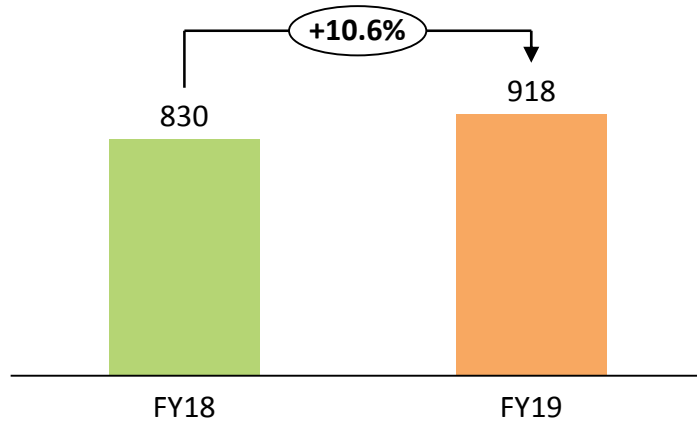
EBITDA (Rs. mln)



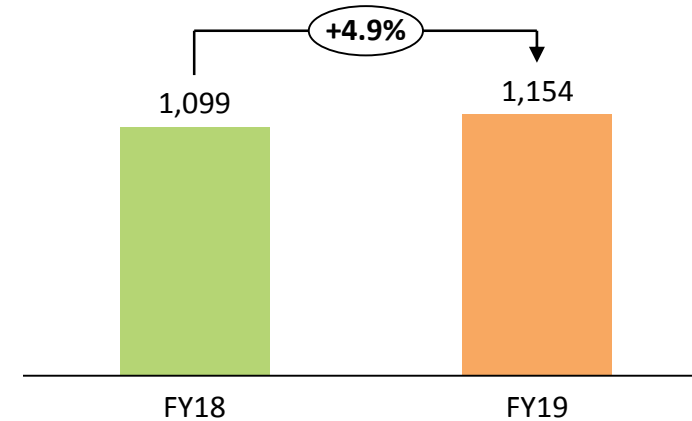
Margins (%)



PAT (Rs. mln)



Cash PAT* (Rs. mln)

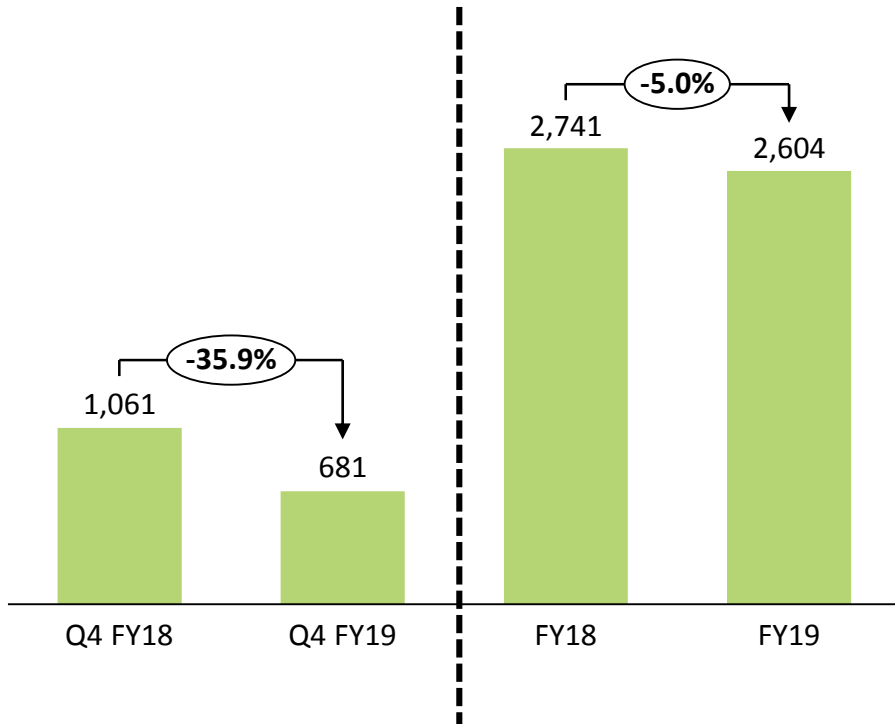


* Cash PAT = PAT + Depreciation

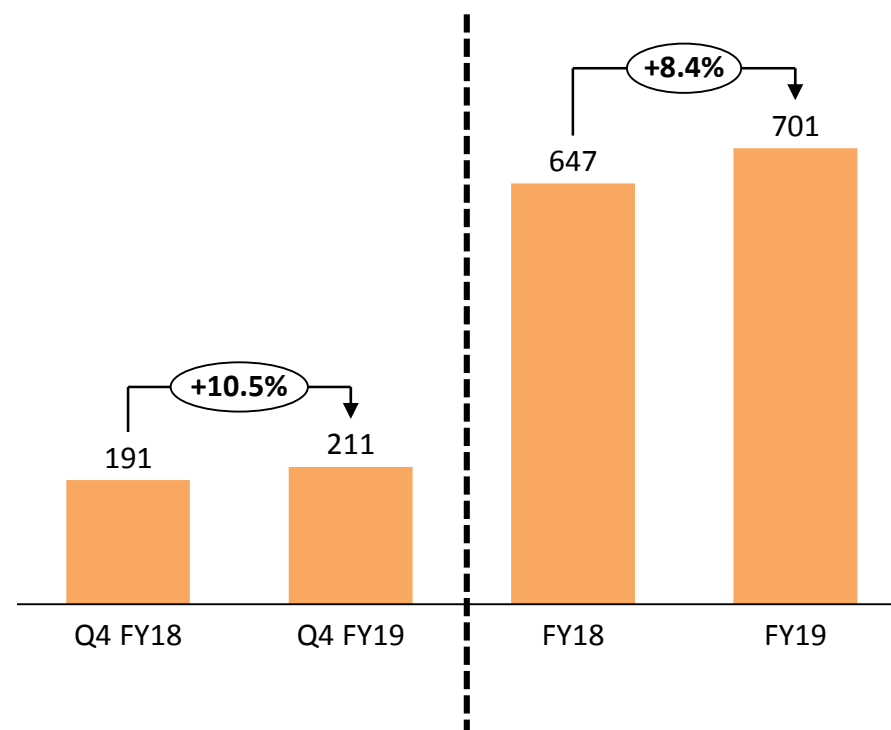
As per Ind AS

Segment Performance : Revenue Break-up

Retail (Rs. mln)



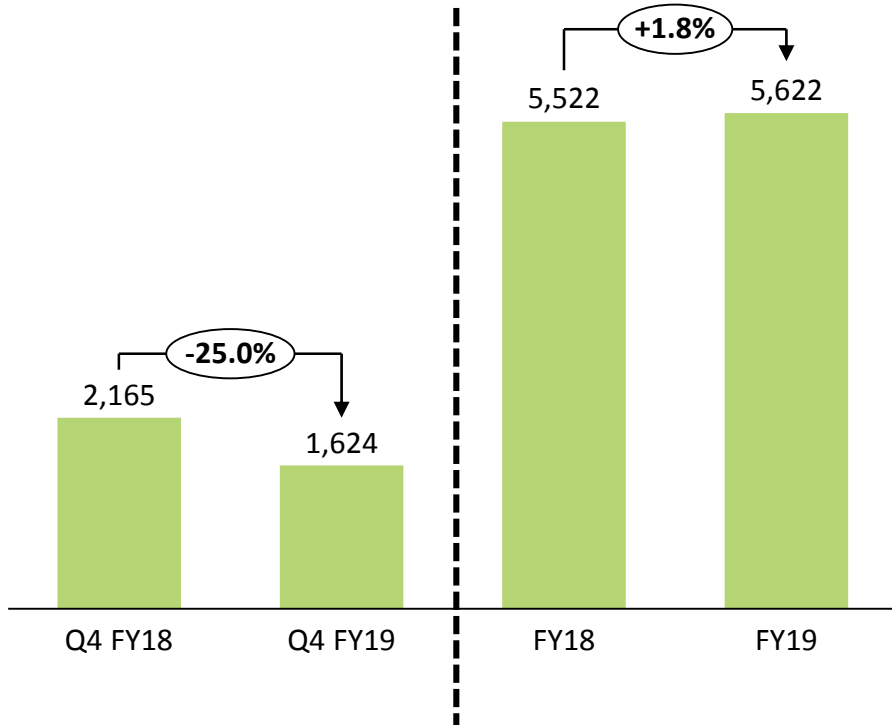
Enterprise & Govt. (Rs. mln)



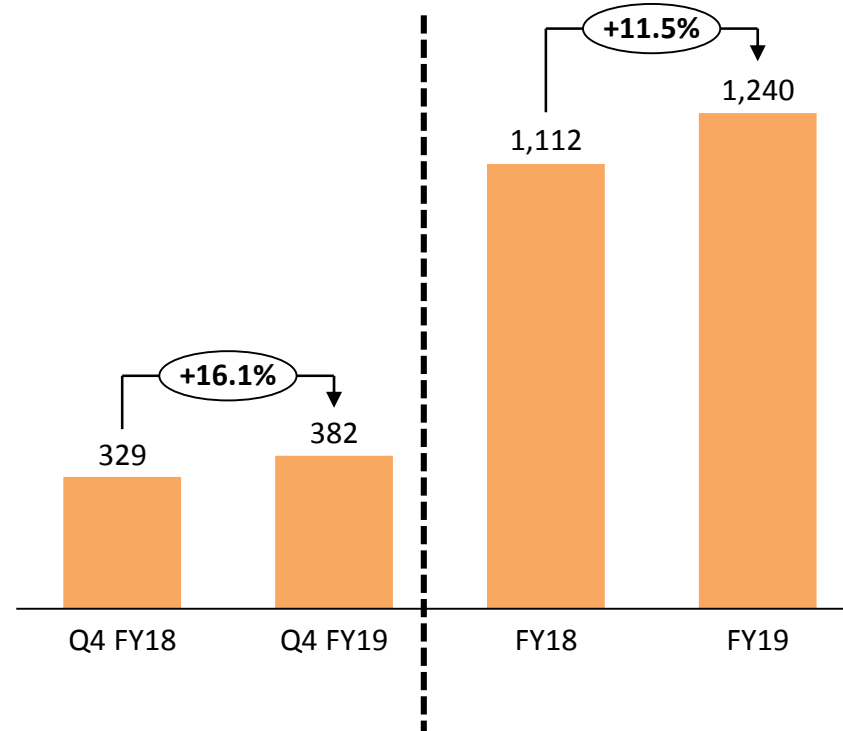
Based on net revenues before adjusting for sales incentives

Segment Performance : Licenses Sold Analysis

Retail (in 000's)



Enterprise & Govt. (in 000's)



Q4 and FY19 - Consolidated Profitability Statement

Particulars (Rs. mln)	Q4 FY19	Q4 FY18	YoY	FY19	FY18	YoY
Total Revenue	860.01	1,186.92	-27.54%	3,149.26	3,183.15	-1.06%
Direct Cost	40.34	62.94		151.5	167.38	
Gross Profit	819.67	1,123.98	-27.07%	2,997.76	3,015.77	-0.60%
Gross Margin	95.31%	94.70%	61	95.19%	94.74%	45
Operating Cost						
R&D Cost	127.55	145.83		541.22	558.11	
Sales and Marketing (S&M)	202.87	185.13		694.74	735.69	
General Administration (G&A)	103.04	138.56		482.79	518.56	
Total Expenditure	433.46	469.52		1,718.75	1,812.36	
EBITDA	386.21	654.46	-40.99%	1,279.01	1,203.41	6.28%
EBITDA Margin	44.91%	55.14%	-1,023	40.61%	37.81%	281
Depreciation	56.32	69.25		235.49	269.27	
EBIT	329.89	585.21	-43.63%	1,043.52	934.14	11.71%
EBIT Margin	38.36%	49.30%	-1,094	33.14%	29.35%	380
Other Income	85.15	135.16		326.67	300.02	
PBT	415.04	720.37		1,370.19	1,234.16	
Tax	137.57	228.59		451.95	404.11	
PAT	277.47	491.78	-43.58%	918.24	830.05	10.62%
PAT Margin	32.26%	41.43%	-917	29.16%	26.08%	308

NOTE: Certain figures have been re-grouped wherever necessary

Q4 and FY19 - Consolidated Ratio Analysis

In %	Q4 FY19	Q4 FY18	FY19	FY18
Expenses				
Direct Cost / Revenue	4.69%	5.30%	4.81%	5.26%
R&D / Revenue	14.83%	12.29%	17.19%	17.53%
S&M / Revenue	23.59%	15.60%	22.06%	23.11%
G&A / Revenue	11.98%	11.67%	15.33%	16.29%
Total Cost / Revenue	50.40%	39.56%	54.58%	56.94%
Margin				
Gross Margin	95.31%	94.70%	95.19%	94.74%
EBIDTA	44.91%	55.14%	40.61%	37.81%
EBIT	38.36%	49.30%	33.14%	29.35%
PBT (Before Exceptional Item)	48.26%	60.69%	43.51%	38.77%
PBT (After Exceptional Item)	48.26%	60.69%	43.51%	38.77%
PAT	32.26%	41.43%	29.16%	26.08%

NOTE: Certain figures have been re-grouped wherever necessary

Consolidated Balance Sheet

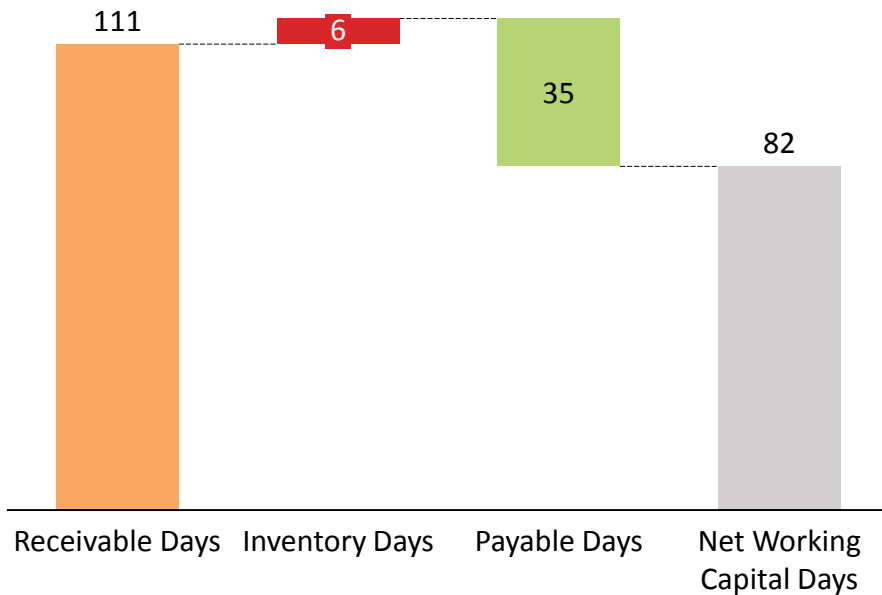
EQUITY AND LIABILITIES (Rs. mln)	31-Mar-19	31-Mar-18
Share Holder's Funds:		
Equity Share Capital	705.63	703.88
Share application money pending allotment	0.17	0.00
Reserves and Surplus	7,191.79	6,534.79
Total Shareholder Funds	7,897.59	7,238.67
Non-Current Liabilities		
Net employee defined benefit liabilities	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

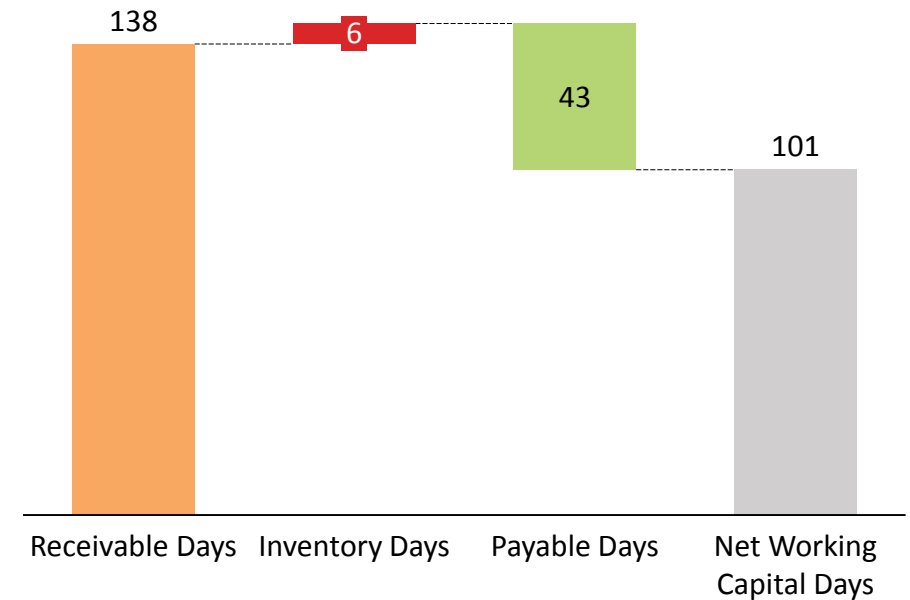
NOTE: Certain figures have been re-grouped wherever necessary

FY19 – Working Capital Analysis

At the end of March 2018



At the end of March 2019

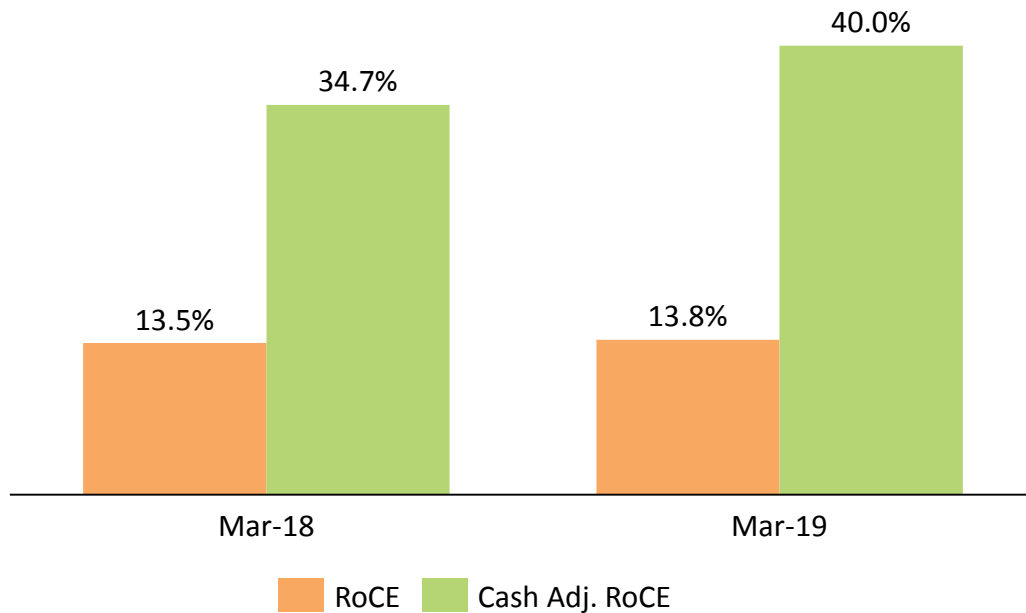


Note:

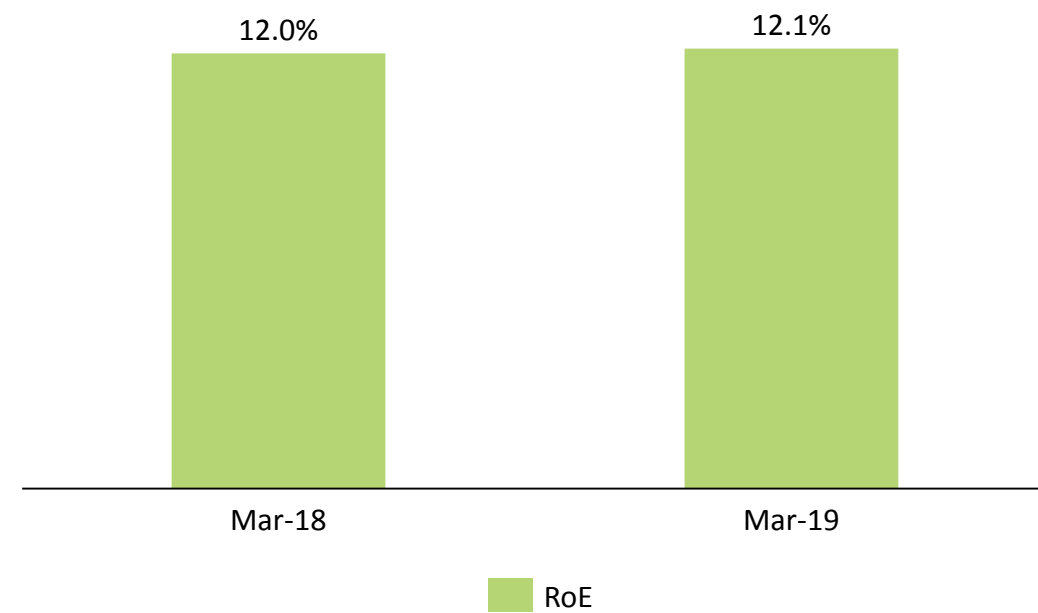
- Net Working Capital Days for March 2018 = $[(\text{Net Working Capital} / \text{FY18 Sales}) * (365 \text{ days})]$
- Net Working Capital Days for March 2019 = $[(\text{Net Working Capital} / \text{FY19 Sales}) * (365 \text{ days})]$

FY19 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

Q4 and FY19 – Standalone Profitability Statement

Particulars (Rs. mln)	Q4 FY19	Q4 FY18	YoY	FY19	FY18	YoY
Total Revenue	853.54	1,183.80	-27.90%	3,129.03	3,162.22	-1.05%
Direct Cost	40.35	63.86		153.23	164.43	
Gross Profit	813.19	1,119.94	-27.39%	2,975.80	2,997.79	-0.73%
Gross Margin	95.27%	94.61%	67	95.10%	94.80%	30
Operating Cost						
R&D Cost	127.55	145.82		541.22	558.11	
Sales and Marketing (S&M)	197.88	179.10		674.67	706.18	
General Administration (G&A)	98.59	133.90		465.77	496.19	
Total Expenditure	424.02	458.83		1,681.66	1,760.48	
EBITDA	389.17	661.11	-41.13%	1,294.14	1,237.31	4.59%
EBITDA Margin	45.59%	55.85%	-1,025	41.36%	39.13%	223
Depreciation	56.27	69.15		235.27	268.82	
EBIT	332.90	591.96	-43.76%	1,058.87	968.49	9.33%
EBIT Margin	39.00%	50.01%	-1,100	33.84%	30.63%	321
Other Income	84.81	135.48		325.00	298.75	
PBT (Before Exceptional Items)	417.71	727.44		1,383.87	1,267.24	
Exceptional Items	43.17	71.81		93.17	75.09	
PBT (After Exceptional Items)	374.54	655.63		1290.70	1192.15	
Tax	137.28	228.39		451.06	403.37	
PAT	237.26	427.24	-44.47%	839.64	788.78	6.45%
PAT Margin	27.80%	36.09%	-829	26.83%	24.94%	189

NOTE: Certain figures have been re-grouped wherever necessary

Q4 and FY19 – Standalone Ratio Analysis

In %	Q4 FY19	Q4 FY18	FY19	FY18
Expenses				
Direct Cost / Revenue	4.73%	5.39%	4.90%	5.20%
R&D / Revenue	14.94%	12.32%	17.30%	17.65%
S&M / Revenue	23.18%	15.13%	21.56%	22.33%
G&A / Revenue	11.55%	11.31%	14.89%	15.69%
Total Cost / Revenue	49.68%	38.76%	53.74%	55.67%
Margin				
Gross Margin	95.27%	94.61%	95.10%	94.80%
EBIDTA	45.59%	55.85%	41.36%	39.13%
EBIT	39.00%	50.01%	33.84%	30.63%
PBT (Before Exceptional Items)	48.94%	61.45%	44.23%	40.07%
PBT (After Exceptional Items)	43.88%	55.38%	41.25%	37.70%
PAT	27.80%	36.09%	26.83%	24.94%

NOTE: Certain figures have been re-grouped wherever necessary

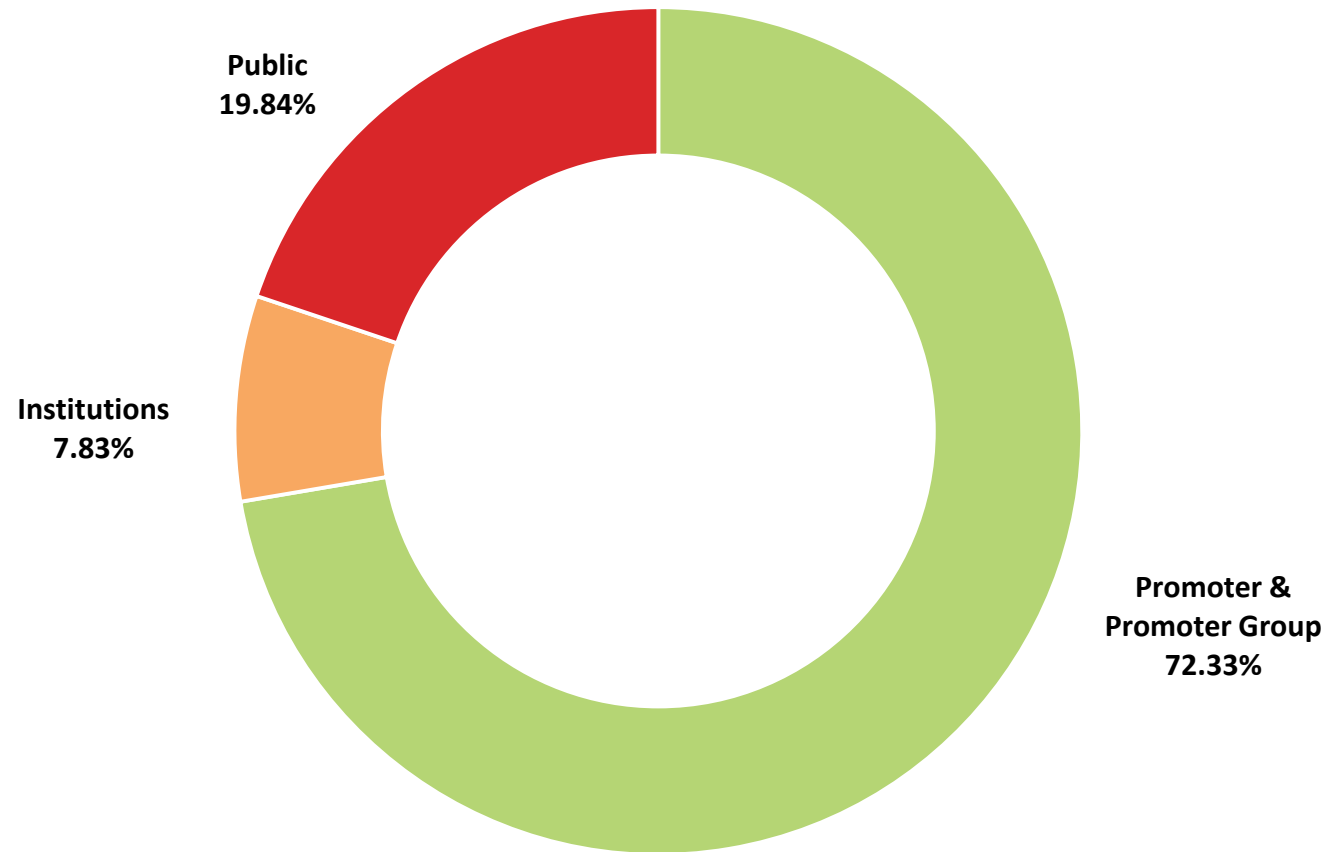
Standalone Balance Sheet

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

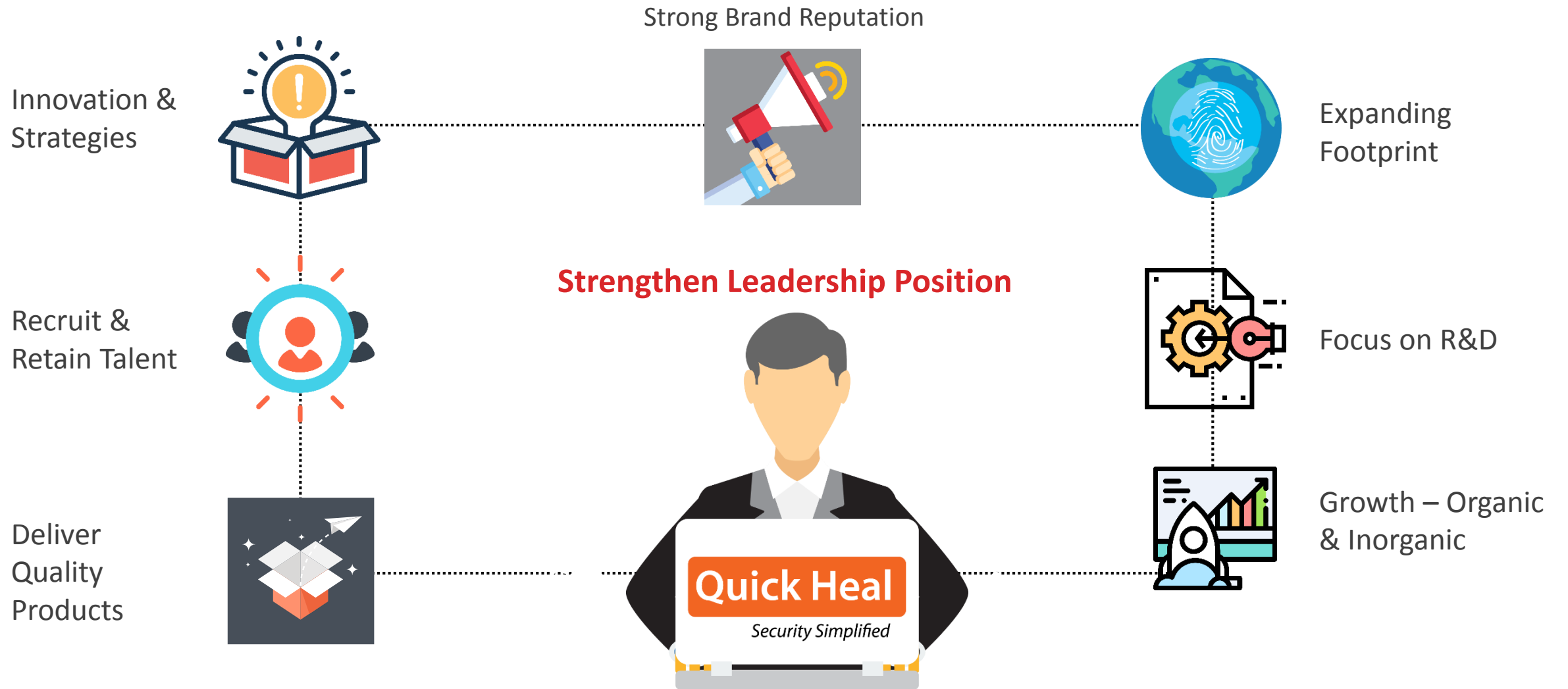
ASSETS (Rs mln)	31-Mar-19	31-Mar-18
Non-Current Assets:		
Property, plant and equipment	1,569.69	1,610.96
Capital work-in-progress	106.33	138.72
Intangible assets	76.86	118.31
Non-current financial assets		
Investments	406.53	360.25
Loan and Security Deposits	3.75	3.18
Bank Balances	4.04	2.92
Deferred 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	1,248.55	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 – March 2019



Key Takeaways



Company :

Investor Relations Advisors :

Quick Heal

Security Simplified

CIN No: L72200MH1995PLC091408

Associate Company Secretary

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