



Quick Heal

Security Simplified

Quick Heal Technologies Limited

Q4 & FY17 – Results Update

May 2017

DISCLAIMER

This presentation and the following discussion may contain “forward looking statements” by Quick Heal Technologies Limited (“Quick Heal” or the “Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of Quick Heal about the business, industry and markets in which Quick Heal operates.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond Quick Heal’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

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DISCUSSION SUMMARY

- KEY HIGHLIGHTS
- COMPANY OVERVIEW
- STRATEGY & OUTLOOK
- Q4 & FY17 RESULT ANALYSIS
- Q4 & FY17 FINANCIALS
- SHAREHOLDING STRUCTURE



KEY HIGHLIGHTS – MOVING IN RIGHT DIRECTION

STEADY GROWTH DESPITE ECONOMIC CHALLENGES

- Difficult business environment in H2 FY17 post ‘Demonetisation’; however active licenses witnessed steady growth from 7.3 mn as on Mar-16 to 7.8 mn as on Mar-17
 - Active Retail licenses grew by 9.3% to 6.6 mn
 - Active Enterprise & Government licenses grew by 11.9% to 1.1 mn
- FY17 Net Revenues remained stable YoY at Rs 3,329.8 mn
- Strong traction in Enterprise & Government segment with healthy customer additions
- Quick Heal has become the Preferred Partner to Government in its ‘Cyber Swachhta Kendra’ project as a part of ‘Digital India’ Initiative

STRICT FOCUS ON COST CONTROL & OPERATING CASH FLOWS

- Overall costs under strict control
- Cash profit * generation of Rs 879.5 mn in FY17 vs. Rs 816.3 mn in FY16

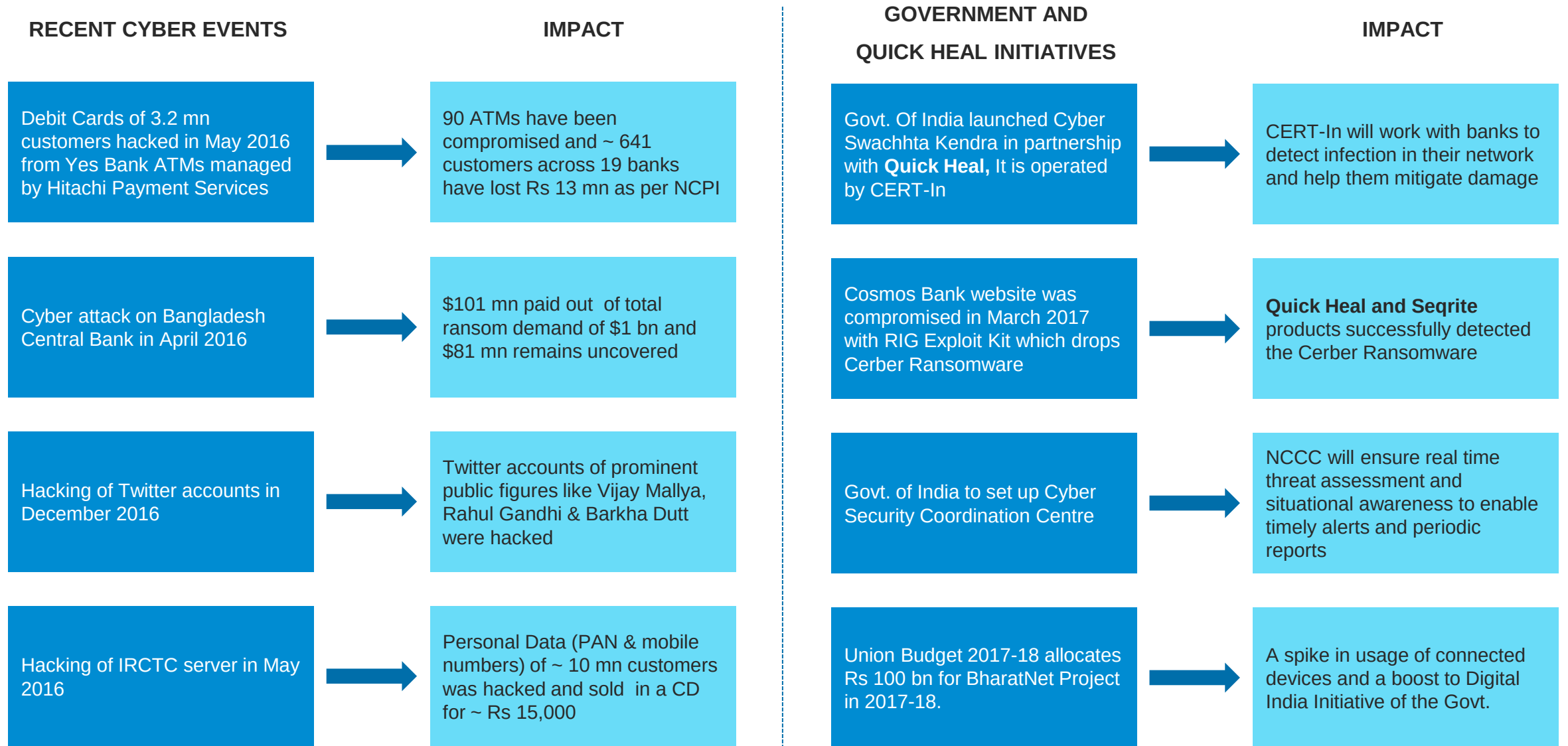
CONSISTENT DIVIDEND PAYOUT

- The Board of Directors recommended a dividend of Rs 175.3 mn for FY17 (excl. dividend distribution tax of Rs 35.6 mn), Dividend Per Share of Rs 2.5 & Dividend Payout Ratio of 37.0% # of PAT excl. exceptional item

* Cash Profit = PAT excl. exceptional item + Depreciation / Amortization

Including Dividend Distribution Tax

KEY HIGHLIGHTS – RECENT CYBER ATTACKS



IRCTC: Indian Railway and Tourism Corporation Of India
 NPCI: National Payment Corporation of India



CERT-In: Computer Emergency Response Team
 NCCC: National Cyber Security Coordination Centre

KEY HIGHLIGHTS – ‘CYBER SWACHHTA KENDRA’ PROJECT

QUICK HEAL COLLABORATES WITH CERT-IN FOR ‘CYBER SWACHHTA KENDRA’

PROJECT RATIONALE

- ~ 50% of PCs and laptops in India do not have a security software installed
- Quick Heal has been closely working with CERT-In to develop effective security solutions
- CERT-In is the nodal agency responsible for dealing with cyber attacks in India

CYBER SWACHHTA KENDRA

- The ‘Cyber Swachhta Kendra’ is a Botnet Cleaning and Malware Analysis Centre (BCMAC)
- BCMAC is a part of the Government’s Digital India initiative under the Ministry of Electronics and Information Technology (MeitY)

QUICK HEAL’S SOLUTION

- Quick Heal is providing its ‘Bot Removal tool’ to CERT-In
- This ‘Bot Removal tool’ will help in detecting and removing any botnet & bot malware infection
- This solution will automatically detect botnets and analyse the behaviour of a malware
- The tool is freely available on Cyber Swachhta Kendra portal
- Currently, around 3,900 users have so far downloaded this tool for cleaning their computers and mobiles.

What is a ‘Botnet’?

- Botnet is a group of computers controlled by cybercriminals to spread malware and launch other malicious attacks on their targets.
- Attackers can make one’s computer a part of their botnet by infecting it with a ‘bot code’ by sending emails containing malicious links or attachments, fake social media posts, or exploiting existing security vulnerabilities on one’s system.



Quick Heal Bot Removal Tool

Detect and remove botnet infection from your computer.

Developed in collaboration with “Cyber Swachhta Kendra” under Indian Computer Emergency Response Team (CERT-In), Ministry of Electronics & IT.



[Download Free Tool](#)

COMPANY OVERVIEW

QUICK HEAL JOURNEY

1995 - 1998

- Incorporation as 'CAT Computer Services Pvt. Ltd.'
- Launch of 'Quick Heal' DOS version
- Launch of 'Quick Heal' Windows version

2006 - 2007

- Company renamed as Quick Heal Technologies Pvt. Ltd. from CAT Computer Services Pvt. Ltd.
- Quick Heal sets up Technical Support Centre at Nashik

2009 - 2010

- Private Equity Investment firm Sequoia Capital, invests in Quick Heal
- Quick Heal recognized by CRN India as No.1 Channel Champion

2011

- Incorporates Quick Heal in Kenya
- Incorporates Quick Heal in Japan
- Quick Heal acquires SurfCanister Sandbox technology from Apurva Technologies, India

2002 - 2004

- Quick Heal starts Radio Campaign
- Quick Heal starts its first branch in Nashik

2008

- Quick Heal becomes Microsoft's certified partner
- Quick Heal hosts AAVAR International Security Conference in India

2012 - 2013

- Launches Quick Heal Mobile Security
- Launches Quick Heal End Point Security
- Quick Heal acquires behavior based technologies from Nova Shield Inc. UK
- Incorporates Quick Heal in Dubai
- ISO 9000

2017

- Crosses 1 million active licenses in Enterprise Security segment
- Collaborates with CERT-In (Govt. of India) on 'Cyber Swachhta Kendra' project.

2016

- Listing on BSE and NSE exchanges
- ISO 27001
- ISO 20000

2015

- Launches Seqrite a brand encompassing security products for Business Enterprise customers
- Quick Heal invests in 'Smartalyze Technologies Pvt. Ltd., India'
- Quick Heal inaugurates its first office in the US, 'Quick Heal Technologies America' in Boston
- Launches Quick Heal Gadget Securace for Mobile security + insurance
- Launches Fonetastic for Mobile security

2014

- Launches Quick Heal MDM (Mobile Device Management)
- Launches Quick Heal Terminator (UTM- Unified Threat Management)
- Launches free mobile security for Android
- Quick Heal invests in Wegilant Net Solutions Pvt. Ltd, India



COMPANY OVERVIEW

STRONG BRAND RECOGNITION AND RECALL



7.8 m
Active Licenses across more than 80 countries



1.8X Growth
Active Licenses over last 5 years



30% +
Retail Market Share in India



Preferred Choice of IT technicians for PC Virus Cleaning



15,093 Retail, 491 Enterprise, 102 Government and 1,660 Mobile Partners

COMPANY OVERVIEW

TECHNOLOGY & MARKET LEADERSHIP

Awards in India

- 2017: Quick Heal Total Security for Android (v2.01) gives 100% malware detection – Latest AV-Test results.
- 2016: Secrite Endpoint Security (EPS) and Quick Heal Total Security recognized as a ‘**Top Product**’ by AV-Test Institute in their September-October 2016 test results
- 2016: Secrite EPS Enterprise Suite Edition awarded the **AVLab BEST+++ Award** in their October 2016 results
- 2016: ‘**Top Trademark Driven Industry**’ award by CII in its Industrial Intellectual Property Awards
- 2016: **Best Antivirus, 9th NCN Most Innovative Product of the Year Award**
- 2016: **Best Make in India Brand, 14th VARINDIA IT Forum**
- 2016: **12th Annual Info Security PG's 2016 Global Excellence Awards, USA**
 * Gold Winner for Product Development/Management Executive of the year
 * Silver Winner in the category of Security Products and Solutions for Small Businesses and SOHO
- 2016: **ICSA Labs Excellence in “Information Security Testing” Award for the 5th consecutive year**
- 2015: IMC Information Technology Award for Excellence in Information Technology Products for small and medium enterprise category, awarded by Indian Merchants Chamber
- 2015: Mumbai Hot 50 Brands in the B2C category, awarded by OneIndia
- 2014 – 2015: **DQ Channels India’s Most Popular Vendor**
- 2014 and 2015: **CRN Channel Champions, Client Security** awarded by United Business Media
- 2012, 2013 and 2014: Quality Brands, awarded by Quality Brand Times
- 2012: Maharashtra Corporate Excellence Awards, by Maxell Foundation
- 2008, 2009 and 2010: **CRN Channel Champions, Antivirus Segments** awarded by United Business Media
- 2010: Tech Life – The Lifestyle and Gadgets Awards, awarded by NDTV
- 2010: SME Awards for **Best SME Innovation** awarded by Business Today
- 2010: **Deloitte Technology Fast500 Asia Pacific** awarded by Deloitte
- 2010: **Deloitte Technology Fast50 India** awarded by Deloitte

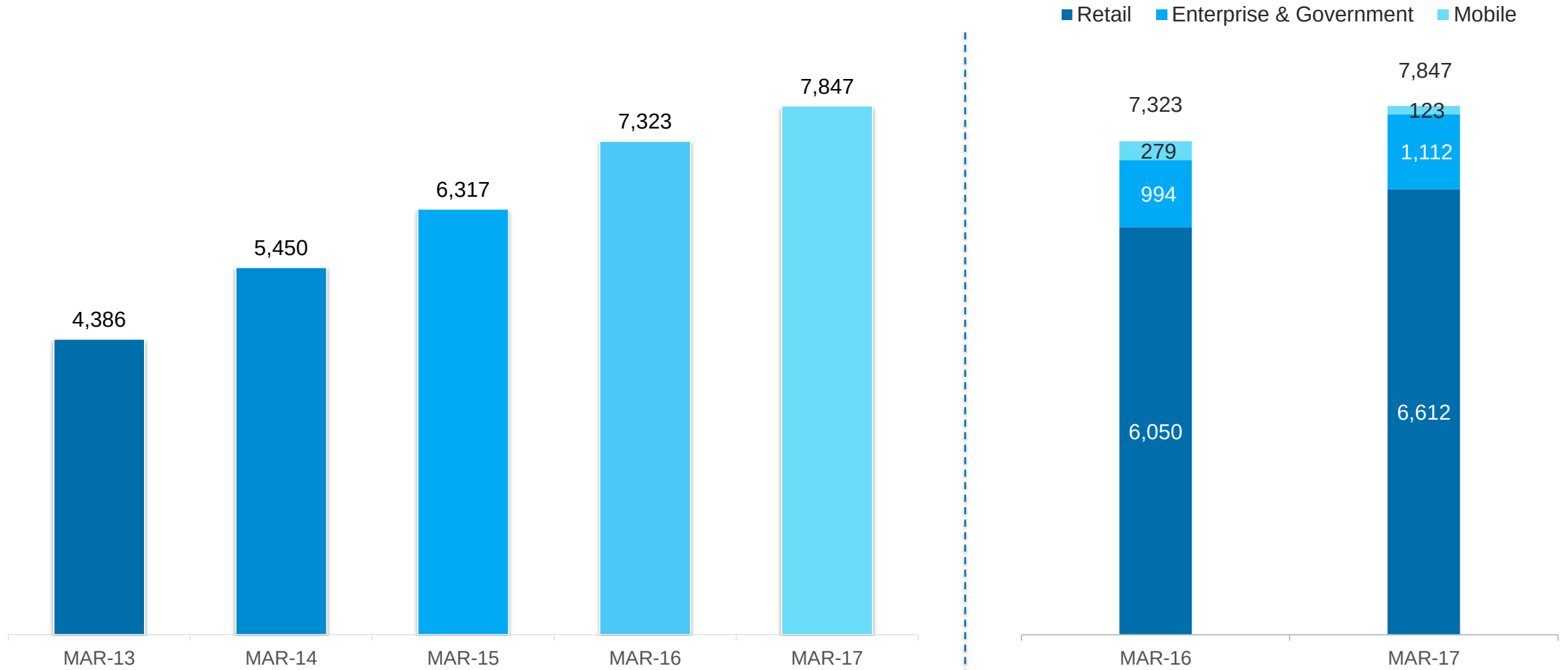
International Certificates



COMPANY OVERVIEW

LARGE AND GROWING USER BASE

ACTIVE LICENSES ('000)



COMPANY OVERVIEW

EXTENSIVE REACH & PRESENCE



INDIA (HO)
Quick Heal Technologies Ltd.

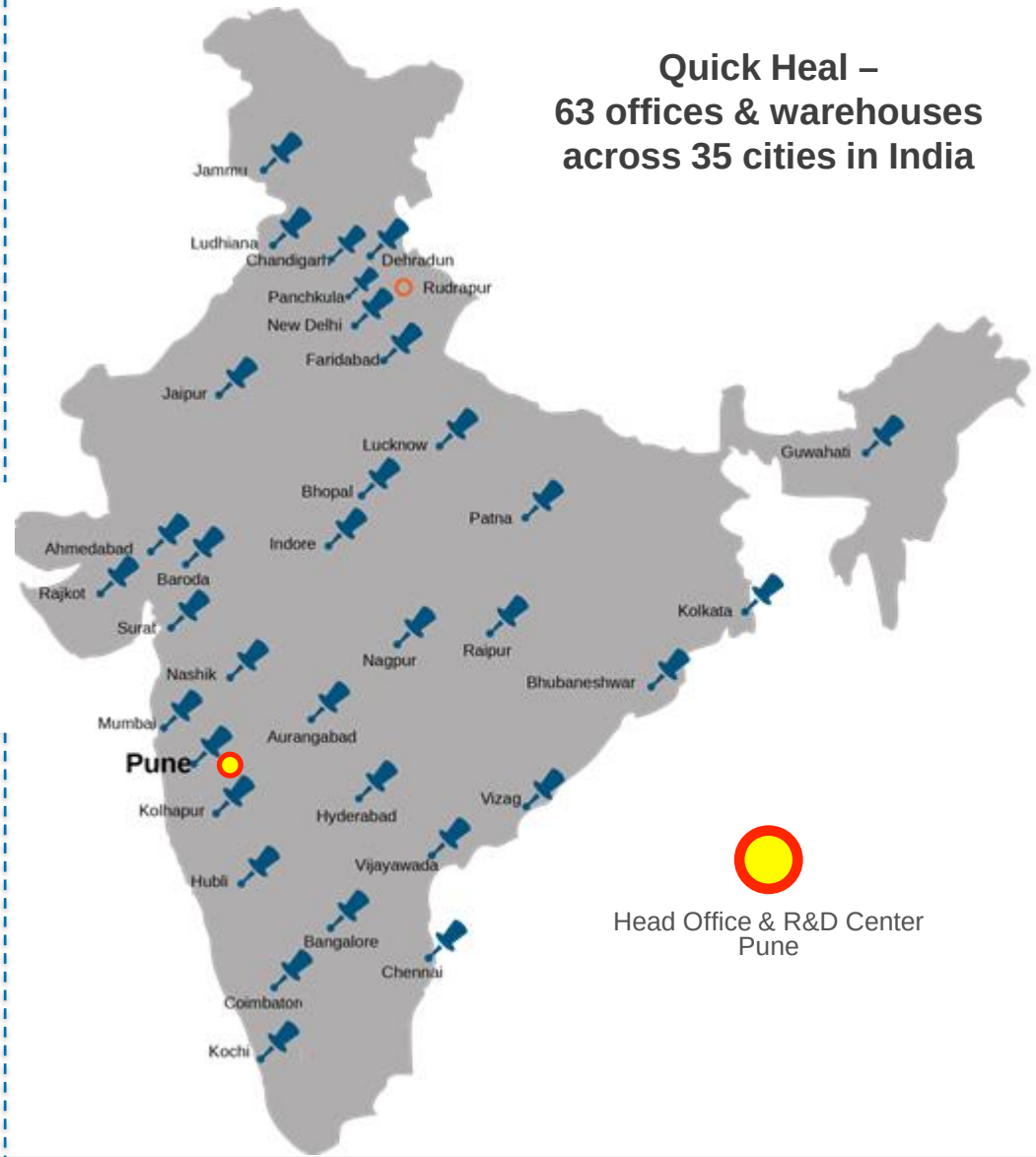
UAE
Quick Heal Technologies (MENA) FZE

DUBAI
Seqrite Technologies DMCC

USA
Quick Heal Technologies America Inc

JAPAN
Quick Heal Japan KK.

KENYA
Quick Heal Technologies Africa Ltd.



STRATEGY AND OUTLOOK

- Special focus on Tier II and Tier III towns
- Tailored offerings for SMB and enterprise users
- Develop and promote software-as-a-service model

Retain and Expand User Base

- Plans to focus on manufacturing, BFSI, healthcare, hospitality industries
- Reach out to SMBs, identify new SMB opportunities, increase engagement with channel partners

Grow SMB and Enterprise Business

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

International Expansion

- Develop product for upcoming platforms like Androids, Windows, Linux, iOS to address opportunities in consumer enterprise.
- Monetize opportunities of our free solutions for mobile devices

Expand Mobile Capabilities

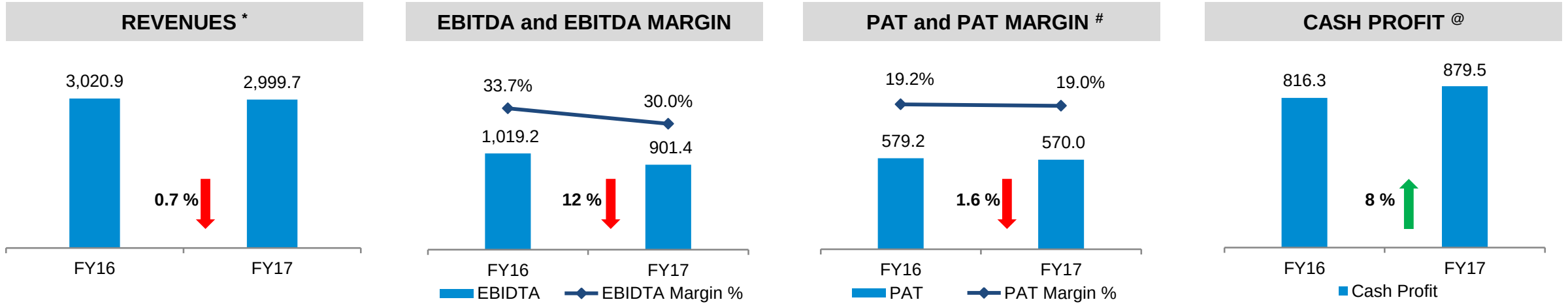
- Work ongoing on several new technologies such as IoT and home security automation
- Has 4 US patents to its credit. Awaiting 3 Indian patents

Strengthen R&D Investments and Broaden Product Portfolio

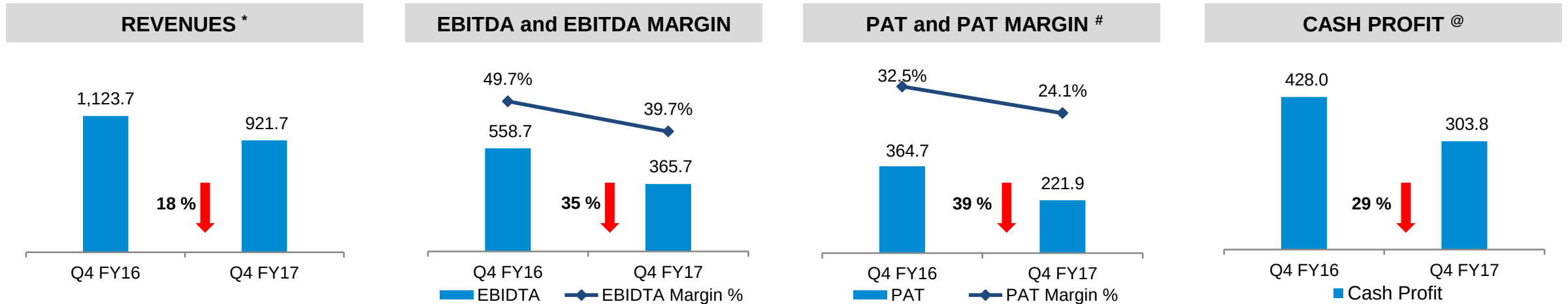
Q4 & FY17 RESULTS HIGHLIGHTS

FY17 YoY ANALYSIS

In Rs. Million



Q4 FY17 YoY ANALYSIS



* Based on IND-AS Accounting Standards

FY17 PAT excludes exceptional item of Rs 37.8 mn on account of impairment of financial assets (Loan & Interest receivable)

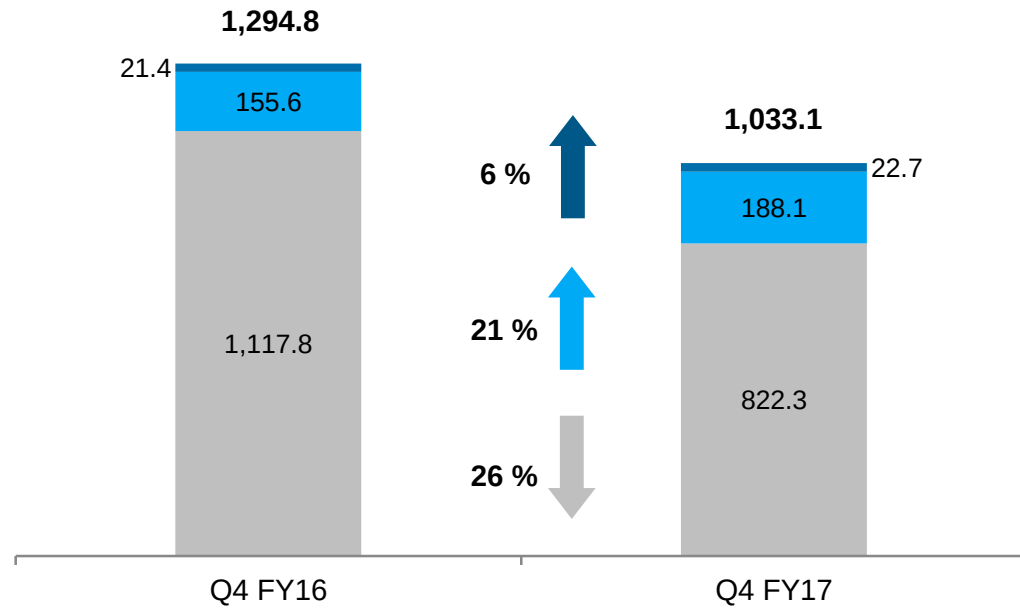
@ Cash Profit = PAT excl. exceptional item + Depreciation / Amortization

Q4 & FY17 – REVENUE ANALYSIS

In Rs. Million

Q4 FY17 YoY ANALYSIS

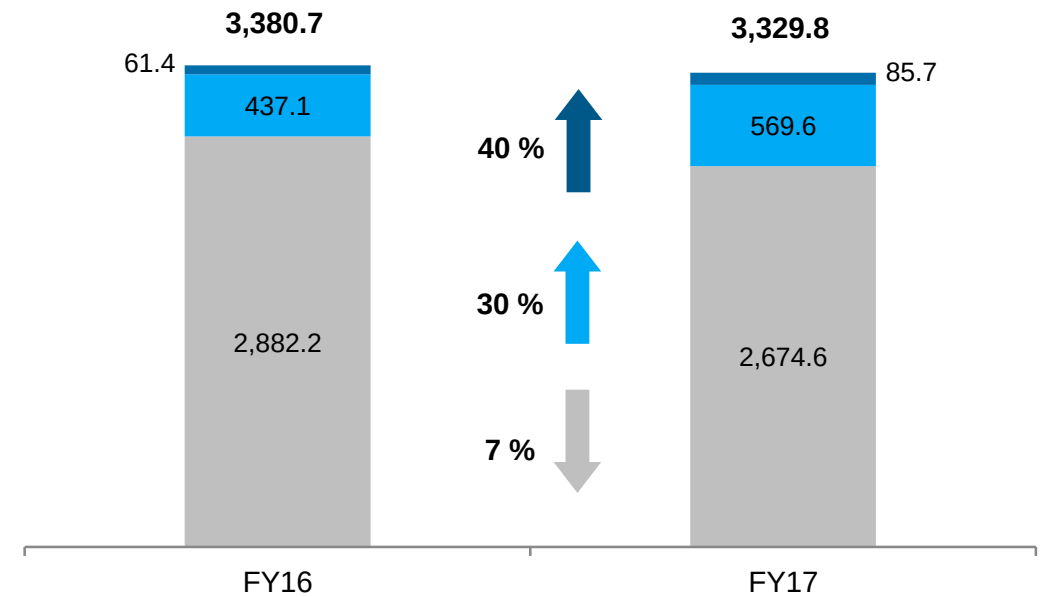
SEGMENT BREAKUP *



% Share	Q4 FY16	Q4 FY17
■ Retail	86.3%	79.6%
■ Enterprises & Government	12.0%	18.2%
■ Mobile	1.7%	2.2%

FY17 YoY ANALYSIS

SEGMENT BREAKUP *



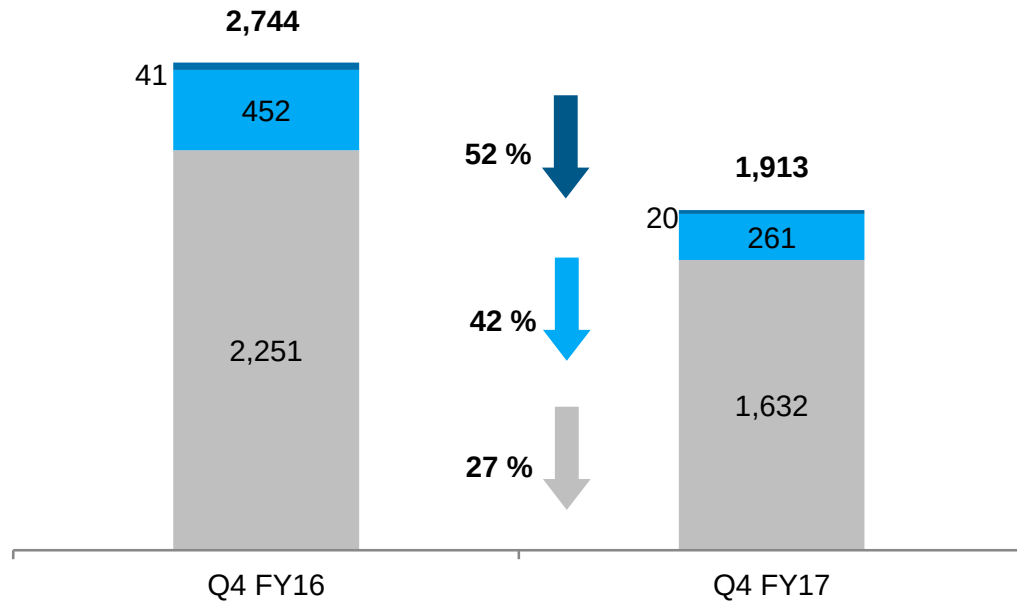
% Share	FY16	FY17
■ Retail	85.3%	80.3%
■ Enterprises & Government	12.9%	17.1%
■ Mobile	1.8%	2.6%

* Based on net revenues before adjusting for sales incentives

Q4 & FY17 – REVENUE ANALYSIS

Q4 FY17 YoY ANALYSIS

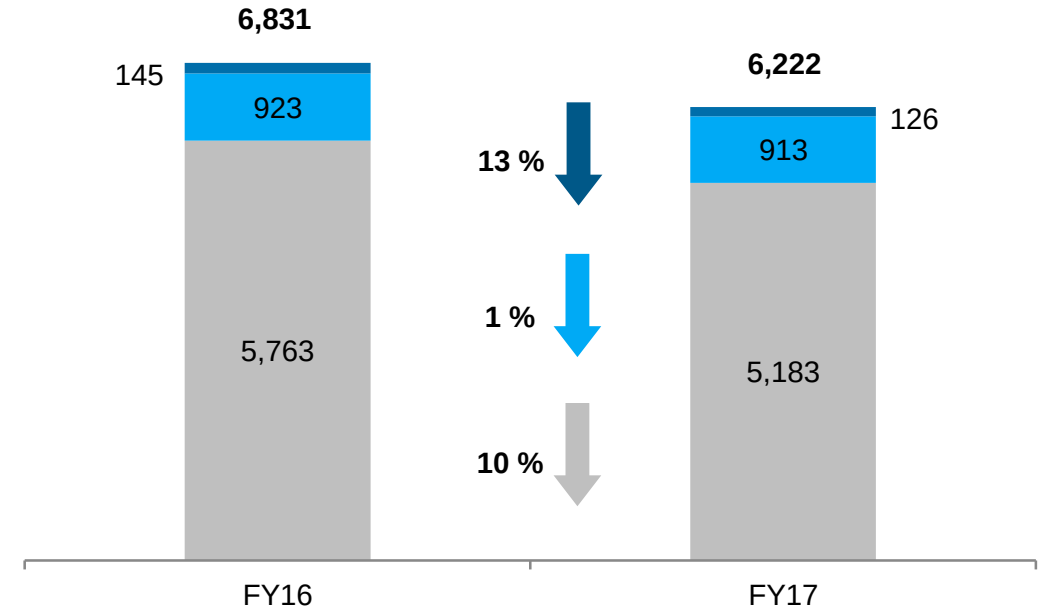
NUMBER OF LICENSES SOLD ('000)



% Share	Q4 FY16	Q4 FY17
■ Retail	82.0%	85.3%
■ Enterprises & Government	16.5%	13.6%
■ Mobile	1.5%	1.0%

FY17 YoY ANALYSIS

NUMBER OF LICENSES SOLD ('000)



% Share	FY16	FY17
■ Retail	84.4%	82.2%
■ Enterprises & Government	13.5%	15.9%
■ Mobile	2.1%	1.9%

Q4 & FY17 – REVENUE ANALYSIS

FY16

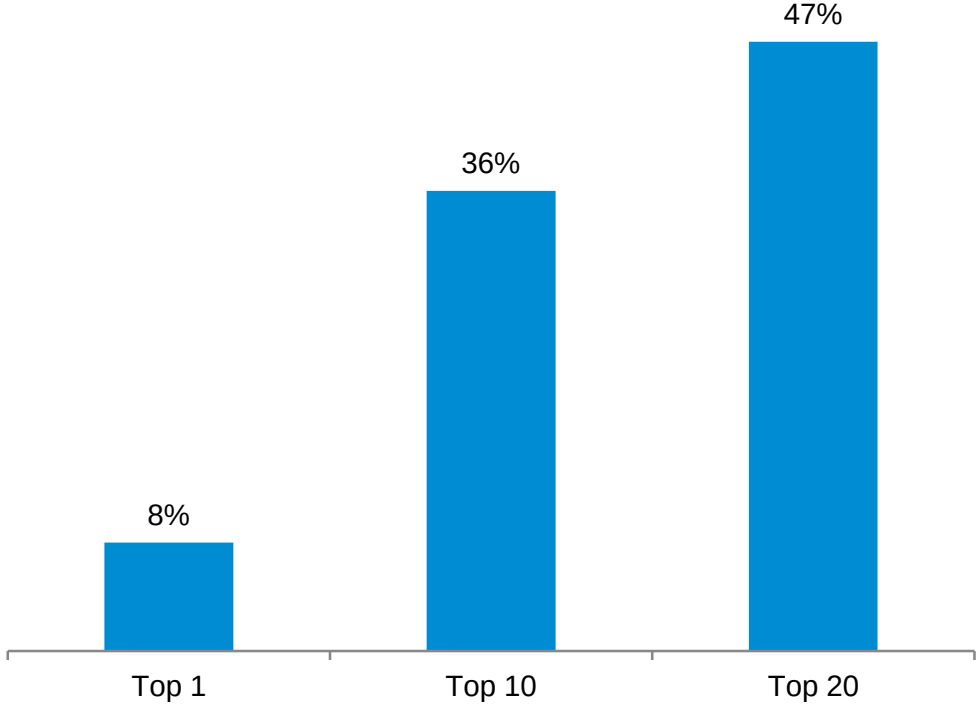
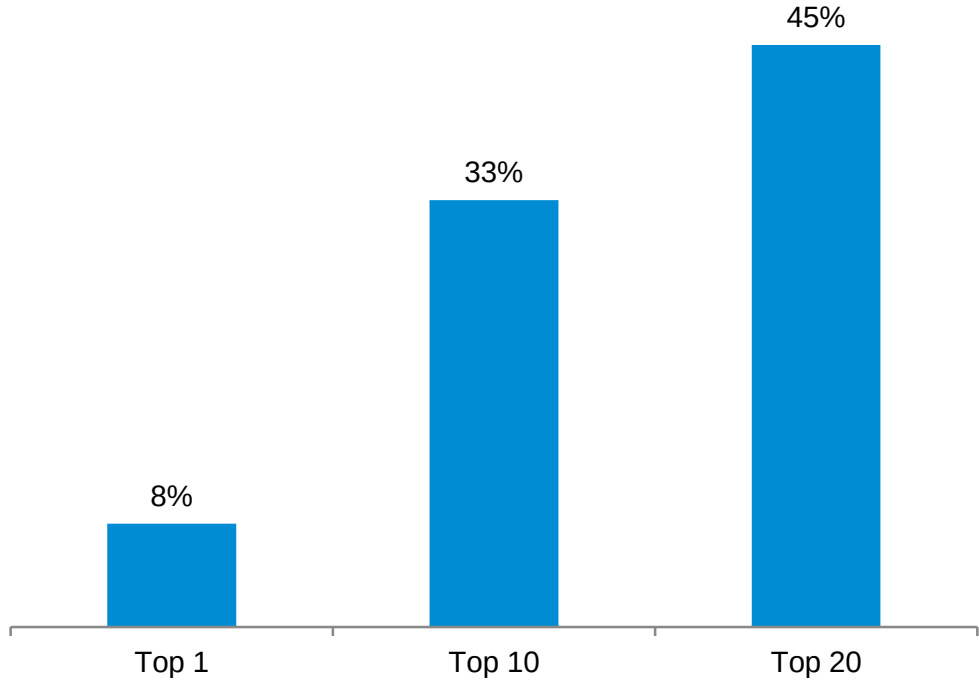
FY17

DEALER CONCENTRATION PROFILE

DEALER CONCENTRATION PROFILE

% of Total Revenues

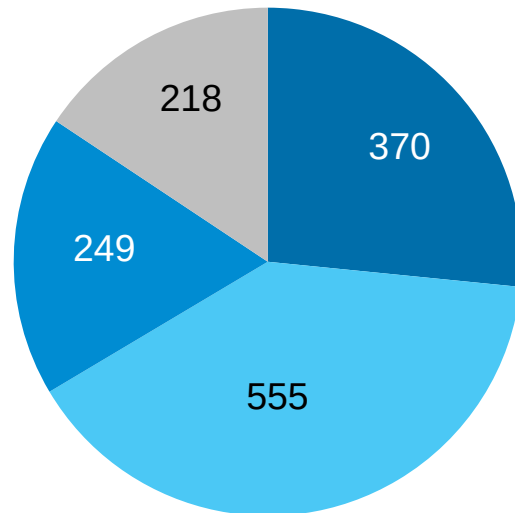
% of Total Revenues



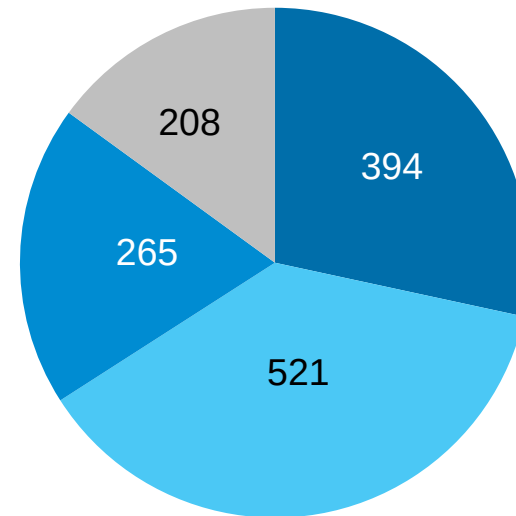
Q4 & FY17 – EMPLOYEE BREAKUP

- Sales & Marketing
- R&D
- Technical Support
- Others

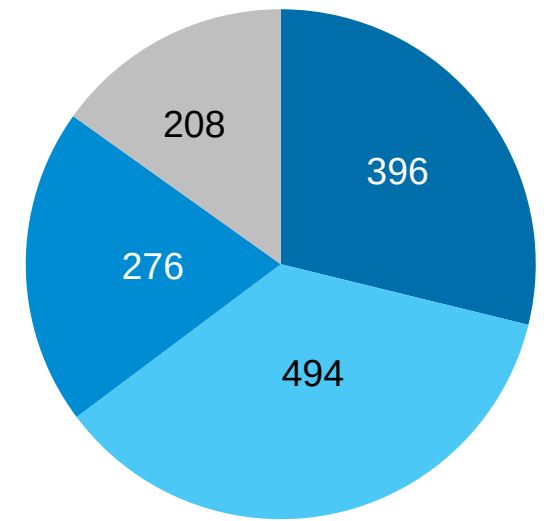
March 2016 – 1,392



December 2016 – 1,388



March 2017 – 1,374



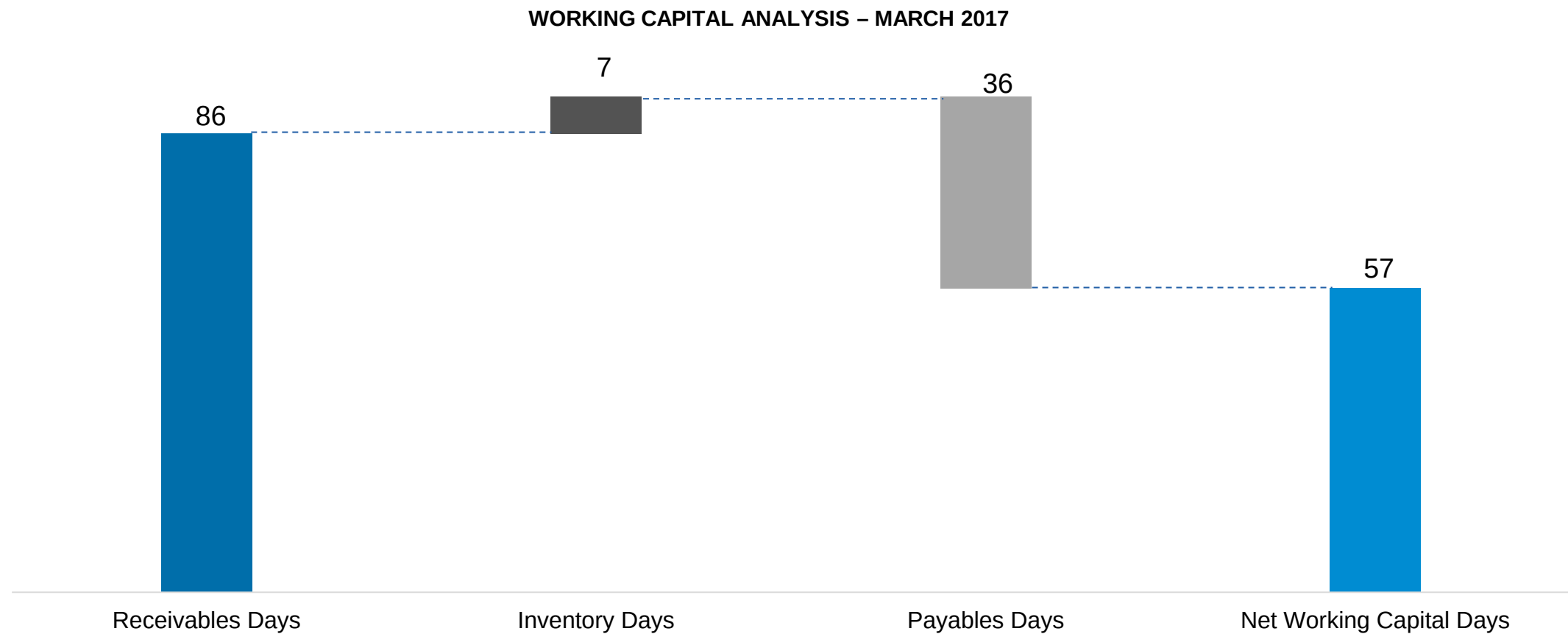
Q4 & FY17 – COST ANALYSIS

Rs Million

Head	Consolidated				
	Q4 FY17,a	Q3 FY17,a	Q2 FY17,a	Q1 FY17, a	Q4 FY16, a
Operating Cost					
Salaries	116.5	118.7	122.4	120.8	109.6
Fees for technical services	24.9	24.9	25.2	25.1	19.0
Technology subscription charges	14.2	13.6	16.2	12.8	25.7
R&D Expenses (A)	155.6	157.3	163.8	158.8	154.3
Salaries	77.7	75.9	78.3	72.4	67.7
S&M - Mobile Outsourcing Cost	22.9	23.8	21.5	18.0	15.9
Advertising Expenses	71.4	44.2	21.5	34.3	71.3
Sales Promotion	3.4	12.6	7.7	14.1	33.8
Traveling and conveyance	11.6	13.5	12.5	10.9	12.6
Technical Support Cost	19.4	19.1	23.2	18.2	18.0
Selling & Marketing Expenses (B)	206.4	189.1	164.7	167.9	219.3
Salaries	43.7	45.7	40.2	36.3	36.1
Other Expenses	90.5	73.3	74.1	100.9	71.4
G&A (C)	134.2	119.0	114.3	137.2	107.5
Total Expenditure (A+B+C)	496.1	465.4	442.8	463.9	481.1

NOTE: Certain figures have been re-grouped wherever necessary

Q4 & FY17 – WORKING CAPITAL ANALYSIS



Note: Net Working Capital Days = (Net Working Capital / Fourth Quarter Sales * 91 days

Calculation is based on net revenues before adjusting for sales incentives

Q4 & FY17 – TACTICAL MARKETING CAMPAIGNS

QUICK HEAL ASSOCIATES WITH RISING PUNE SUPERGIANT IPL TEAM AS ‘SECURITY PARTNER’

- Quick Heal rolled out IPL (Indian Premier League) themed campaign across OOH, digital and social media channels
- Quick Heal has the rights to feature Rising Pune Supergiant (RPS) team players in its marketing campaigns during the IPL season
- IPL has global viewership and this partnership will offer Quick Heal a strong platform to showcase our capabilities and one of the best Internet Security Solutions

Official Security Partner
Quick Heal
Security Simplified

Quick Heal
INNINGS SURE SHOT WINNINGS

Buy or renew a Quick Heal product to win autographed merchandise and much more!

Assured Gifts* include

- RPS tickets
- Autographed merchandise
- Cars
- Two wheelers
- Smartphones
- Cameras
- Speakers
- Other exciting stuff

Contest valid till 31st May, 2017

KNOW MORE

*T&C apply. Contest valid on single user products only. Contest valid only in India (except Tamil Nadu).

Q4 & FY17 CONSOLIDATED RESULTS – PROFIT & LOSS

Rs Million

Head	Consolidated							
	Q4 FY17,a	Q4 FY16,a	Growth	% Change	FY17,a	FY16,a	Growth	% Change
Revenue	921.7	1,123.7	-202.0	-18.0%	2,999.7	3,020.9	-21.2	-0.7%
Direct Cost	59.8	83.9	24.1	28.7%	230.2	278.4	48.2	17.3%
Gross profit	861.9	1,039.8	-177.9	-17.1%	2,769.6	2,742.5	27.0	1.0%
Gross Margin, %	93.0%	92.5%			91.8%	90.8%		
Operating Costs								
R&D Cost	155.6	154.3	-1.3	-0.8%	635.4	590.4	-45.0	-7.6%
Sales and Marketing (S&M)	206.4	219.3	12.9	5.9%	728.5	718.2	-10.3	-1.4%
General Administration (G&A)	134.2	107.5	-26.7	-24.8%	504.2	414.7	-89.5	-21.6%
Total	496.1	481.1	-15.1	-3.1%	1,868.2	1,723.3	-144.9	-8.4%
EBIDTA	365.7	558.7	-193.0	-34.5%	901.4	1,019.2	-117.8	-11.6%
Depreciation / Amortization	81.9	63.3	-18.6	-29.3%	309.5	237.1	-72.3	-30.5%
EBIT	283.9	495.4	-211.5	-42.7%	591.9	782.1	-190.2	-24.3%
Other Income	62.2	42.0	20.2	48.1%	284.5	99.0	185.5	187.3%
Profit Before Tax & Exceptional Item	346.1	537.4	-191.3	-35.6%	876.4	881.1	-4.7	-0.5%
Exceptional Item	-	-	-	-	37.8	-	-37.8	-
Tax	124.2	172.7	48.5	28.1%	306.4	302.0	-4.4	-1.5%
PAT	221.9	364.7	-142.8	-39.2%	532.2	579.2	-47.0	-8.1%
PAT excl. Exceptional Item *	221.9	364.7	-142.8	-39.2%	570.0	579.2	-9.2	-1.6%

Reconciliation between I GAAP and IND-AS

Revenue (Gross)	1,122.4	1,374.1	-251.6	-18.3%	3,608.2	3,618.6	-10.4	-0.3%
Taxes	89.3	79.2	-10.1	-12.8%	278.3	237.9	-40.4	-17.0%
Net revenue	1,033.1	1,294.8	-261.8	-20.2%	3,329.8	3,380.7	-50.9	-1.5%
Less Dealer Incentive	106.2	171.2	65.0	38.0%	314.0	359.8	45.8	12.7%
Less Mobile Insurance	5.2	0.0	-5.2	-	16.1	0.0	-16.1	-
Net revenue after Dealer Incentive	921.7	1,123.7	-202.0	-18.0%	2,999.7	3,020.9	-21.2	-0.7%

* FY17 PAT excludes exceptional item of Rs 37.8 mn on account of impairment of financial assets (Loan & Interest receivable)

Quick Heal

NOTE: Certain figures have been re-grouped wherever necessary

Q4 & FY17 CONSOLIDATED RESULTS – RATIO ANALYSIS

Ratio Analysis

Head	Consolidated			
	Q4 FY17,a	Q4 FY16,a	FY17,a	FY16,a
Expenses				
Direct Cost / Revenue	6.5%	7.5%	7.7%	9.2%
R&D / Revenue	16.9%	13.7%	21.2%	19.5%
S&M / Revenue	22.4%	19.5%	24.3%	23.8%
G&A / Revenue	14.6%	9.6%	16.8%	13.7%
Total Cost / Revenue	53.8%	42.8%	62.3%	57.0%
Margin				
Gross Margin	93.5%	92.5%	92.3%	90.8%
EBIDTA	39.7%	49.7%	30.0%	33.7%
EBIT	30.8%	44.1%	19.7%	25.9%
PBT	37.5%	47.8%	29.2%	29.2%
PAT *	24.1%	32.5%	19.0%	19.2%

* FY17 PAT excludes exceptional item of Rs 37.8 mn on account of impairment of financial assets (Loan & Interest receivable)

Q4 & FY17 CONSOLIDATED RESULTS – BALANCE SHEET

Particulars (In Rs Mn)	Mar-17	Mar-16
Share Holders' Funds:		
Equity Share Capital	701.0	700.3
Share application money pending allotment	0.1	-
Reserves And Surplus	5,915.5	5,593.3
Total Of Shareholder Funds	6,616.6	6,293.6
Non-Current Liabilities:		
Net employee defined benefit liabilities	22.7	18.3
Current Liabilities:		
Trade and Other Payables	408.9	509.8
Other Financial Liabilities	13.2	10.3
Other Current Liabilities	136.2	160.8
Net employee defined benefit liabilities	14.4	14.8
Current Tax Liabilities (Net)	123.1	165.8
Total Of Current Liabilities	695.9	861.4
Total Equity & Liabilities	7,335.2	7,173.3

Particulars (In Rs Mn)	Mar-17	Mar-16
Non-Current Assets:		
Property, plant and equipment	1,782.2	1,323.5
Capital work-in-progress	135.9	550.6
Other Intangible assets	65.4	93.7
Investments	66.7	40.1
Loan and Security Deposits	4.5	1.5
Bank Balances	1.8	2.0
Deferred tax assets (net)	87.3	77.8
Other non-current assets	244.8	177.4
Total Non-Current Assets	2,388.6	2,266.6
Current assets:		
Inventories	79.4	66.7
Investment in Mutual Fund	1,750.8	1,113.2
Trade and other receivables	971.8	923.8
Investment in Fixed Deposit	1,898.6	2,273.3
Bank Balances & Cash and Cash Equivalents	195.0	417.2
Loans and Security Deposits	6.2	70.2
Interest accrued	8.7	14.2
Share issue expenses recoverable	-	4.5
Other current assets	36.0	23.5
Total Current Assets	4,946.6	4,906.7
Total Assets	7,335.2	7,173.3

NOTE: Certain figures have been re-grouped wherever necessary

Q4 & FY17 STANDALONE RESULTS – PROFIT & LOSS

Rs Million

Head	Standalone							
	Q4 FY17, a	Q4 FY16, a	Growth	% Change	FY17, a	FY16, a	Growth	% Change
Revenue	918.9	1,116.6	-197.7	-17.7%	2,990.2	2,984.9	5.3	0.2%
Direct Cost	57.1	82.1	25.0	30.5%	217.2	253.2	36.0	14.2%
Gross profit	861.8	1,034.6	-172.7	-16.7%	2,773.0	2,731.7	41.3	1.5%
Gross Margin, %	93.3%	92.7%			92.2%	91.5%		
Operating Costs								
R&D Cost	155.6	148.6	-7.0	-4.7%	635.4	584.6	-50.8	-8.7%
Sales and Marketing (S&M)	196.2	205.7	9.5	4.6%	681.0	674.7	-6.3	-0.9%
General Administration (G&A)	127.3	108.9	-18.3	-16.8%	484.1	404.3	-79.7	-19.7%
Total	479.0	463.2	-15.8	-3.4%	1,800.5	1,663.7	-136.8	-8.2%
EBIDTA	382.7	571.4	-188.7	-33.0%	972.5	1,068.0	-95.5	-8.9%
Depreciation / Amortization	81.6	63.2	-18.4	-29.2%	308.7	236.8	-71.9	-30.4%
EBIT	301.1	508.2	-207.1	-40.7%	663.8	831.2	-167.4	-20.1%
Other Income	58.8	38.1	20.8	54.5%	277.7	94.5	183.3	194.1%
Profit Before Tax & Exceptional Item	360.0	546.3	-186.3	-34.1%	941.5	925.7	15.9	1.7%
Exceptional Item	-	-	-	-	44.1	-	-44.1	-
Tax	123.7	172.7	49.1	28.4%	305.7	301.9	-3.8	-1.3%
PAT	236.3	373.6	-137.3	-36.7%	591.7	623.8	-32.1	-5.1%
PAT excl. Exceptional Item *	236.3	373.6	-137.3	-36.7%	629.5	623.8	5.7	0.9%

* FY17 PAT excludes exceptional item of Rs 37.8 mn on account of impairment of financial assets (Loan & Interest receivable)

Quick Heal

NOTE: Certain figures have been re-grouped wherever necessary

Q4 & FY17 STANDALONE RESULTS – RATIO ANALYSIS

Ratio Analysis

Head	Standalone			
	Q4 FY17, a	Q4 FY16, a	FY17, a	FY16, a
Expenses				
Direct Cost / Revenue	6.2%	7.3%	7.3%	8.5%
R&D / Revenue	16.9%	13.3%	21.2%	19.6%
S&M / Revenue	21.4%	18.4%	22.8%	22.6%
G&A / Revenue	13.9%	9.8%	16.2%	13.5%
Total Cost / Revenue	52.1%	41.5%	60.2%	55.7%
Margin				
Gross Margin	93.8%	92.7%	92.7%	91.5%
EBIDTA	41.6%	51.2%	32.5%	35.8%
EBIT	32.8%	45.5%	22.2%	27.8%
PBT	39.2%	48.9%	31.5%	31.0%
PAT *	25.7%	33.5%	21.1%	20.9%

* FY17 PAT excludes exceptional item of Rs 37.8 mn on account of impairment of financial assets (Loan & Interest receivable)

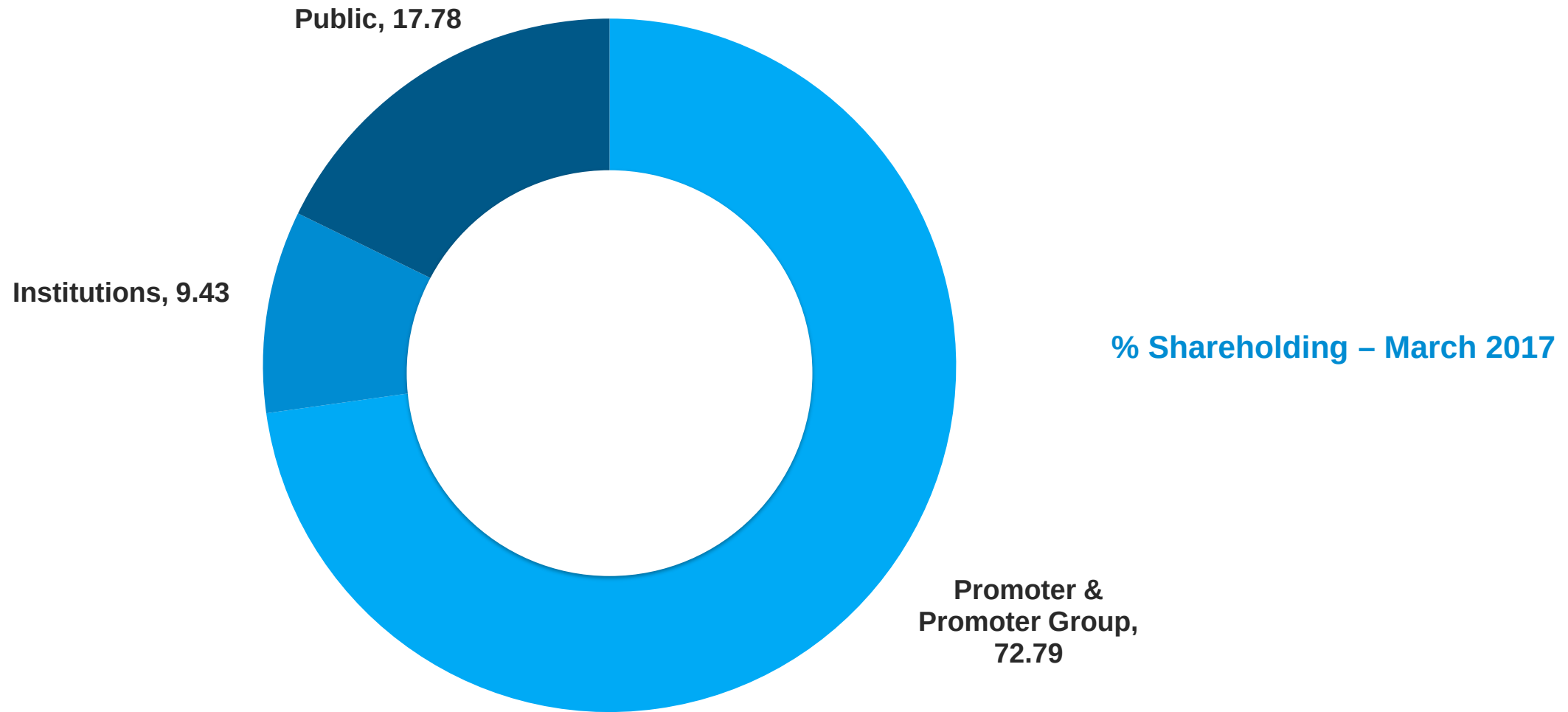
Q4 & FY17 STANDALONE RESULTS – BALANCE SHEET

Particulars (In Rs Mn)	Mar-17	Mar-16
Share Holders' Funds:		
Equity Share Capital	701.0	700.3
Share application money pending allotment	0.1	-
Reserves And Surplus	6,089.5	5,699.7
Total Of Shareholder Funds	6,790.5	6,400.0
Non-Current Liabilities:		
Net employee defined benefit liabilities	22.7	18.3
Current Liabilities:		
Trade and Other Payables	406.0	506.1
Other Financial Liabilities	13.2	10.3
Other Current Liabilities	135.8	159.7
Net employee defined benefit liabilities	14.4	14.8
Current Tax Liabilities (Net)	122.5	165.8
Total Of Current Liabilities	692.0	856.6
Total Equity & Liabilities	7,505.1	7,274.9

Particulars (In Rs Mn)	Mar-17	Mar-16
Non-Current Assets:		
Property, plant and equipment	1,780.7	1,321.6
Capital work-in-progress	135.9	550.2
Other Intangible assets	65.1	93.7
Non-current financial assets		
Investments	361.6	170.1
Loan and Security Deposits	4.5	1.5
Bank Balances	2.1	5.3
Deferred tax assets (net)	87.3	77.8
Other non-current assets	244.8	177.5
Total Non-Current Assets	2,681.9	2,397.8
Current assets:		
Inventories	72.2	53.7
Financial assets		
Investment in Mutual Fund	1,750.8	1,113.2
Trade and other receivables	949.9	969.1
Investment in Fixed Deposit	1,898.6	2,273.3
Bank Balances & Cash and Cash Equivalents	103.8	357.2
Loans and Security Deposits	5.4	68.9
Interest accrued	8.7	14.2
Share issue expenses recoverable	-	4.5
Other current assets	33.9	23.0
Total Current Assets	4,823.2	4,877.2
Total Assets	7,505.1	7,274.9

NOTE: Certain figures have been re-grouped wherever necessary

SHAREHOLDING STRUCTURE



% Shareholding – March 2017

Source – BSE

FOR FURTHER QUERIES



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