

Ref No.: QHTL/Sec/SE/2016-17/14

12th May, 2016

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 period ended 31st March 2016

Dear Sir/Madam,

Please find enclosed herewith Result Presentation for the period ended 31st March 2016 for your records.

Please acknowledge the receipt.

Thanking you,

For Quick Heal Technologies Limited



Vijay Shirode
Company secretary

Encl : As above





Quick Heal

Security Simplified

Quick Heal Technologies Limited

Q4 & FY16 Results Update

May 2016

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.

Such statements are not and should not be construed as a representation of future performance or achievements of Quick Heal. In particular, such statements should not be regarded as a projection of future performance of Quick Heal. It should be noted that the actual performance or achievements of Quick Heal may vary significantly from such statements.

DISCUSSION SUMMARY

- KEY HIGHLIGHTS
- INDUSTRY OVERVIEW
- COMPANY OVERVIEW
- COMPETITIVE ADVANTAGES
- BUSINESS MODEL
- STRATEGY & OUTLOOK
- Q4 & FY16 RESULTS ANALYSIS
- CONSOLIDATED FINANCIALS
- SHAREHOLDING STRUCTURE



KEY HIGHLIGHTS

FY16:

- Revenues grew by 18% on YoY basis to Rs 3,380.7 mn
- EBITDA grew by 12% on YoY basis to Rs 1,024.6 mn
- PAT grew by 9% on YoY basis to Rs 584.0 mn

Q4 FY16:

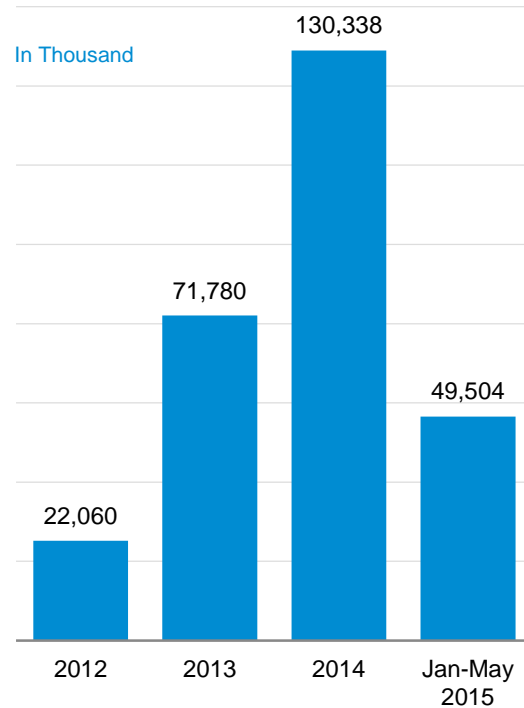
- Revenues grew by 26% on YoY basis to Rs 1,314.4 mn
- EBITDA grew by 43% on YoY basis to Rs 581.8 mn
- PAT grew by 64% on YoY basis to Rs 378.2 mn
- The Board of Directors approved a dividend of Rs 175.1 mn for FY16 (excluding dividend tax of Rs 35 mn), translating into dividend of Rs 2.5 per equity share with face value of Rs 10, with a dividend payout ratio of 36.1% of PAT
- Received ISO 27001 and ISO 20000 certification for 'Information Security Management System' and 'IT Service Management' respectively
- Signed MoU with the Indian Computer Emergency Response Team ('CERT-IN') for helping them deal with the increasing complex problems associated with computer / cyber security in India

INDUSTRY OVERVIEW

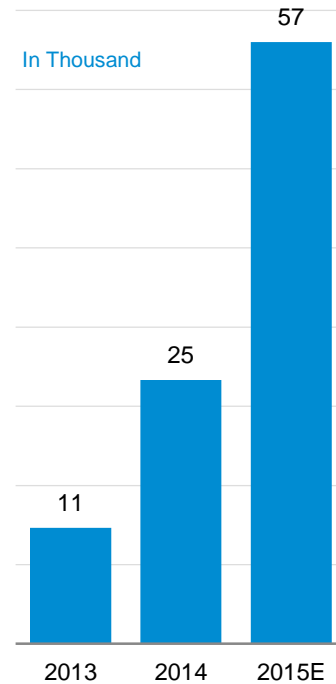
RISING INCIDENCES OF CYBER ATTACKS

RISING CYBER ATTACKS IN INDIA

Number of Cyber Attacks



Average Cost Suffered per Attack



SOCIAL MEDIA SCAMS ON RISE

- 16% of social media scams are targeted at Indian users
- 156% rise has been seen in social media scams

THE CYBER THREAT SCENARIO IN INDIA 2015-16

- India is the 3rd top destination of cyberattacks
- 50% of cybercrimes in India are not reported (KPMG)

RANSOMWARE THREATS WILL REACH AN ALL-TIME HIGH IN 2016

- India faces the 2nd most ransomware attacks in Asia
- 430 million new unique pieces of malware in 2015
- India records 15 ransomware attacks per hour
- Rise of 114% in ransomware attacks. Out of these, 10% were crypto-ransomware attacks
- Ransomware moved beyond PCs to smartphones, Macs and Linux machines

INDIAN SMEs UNDER INCREASED THREAT

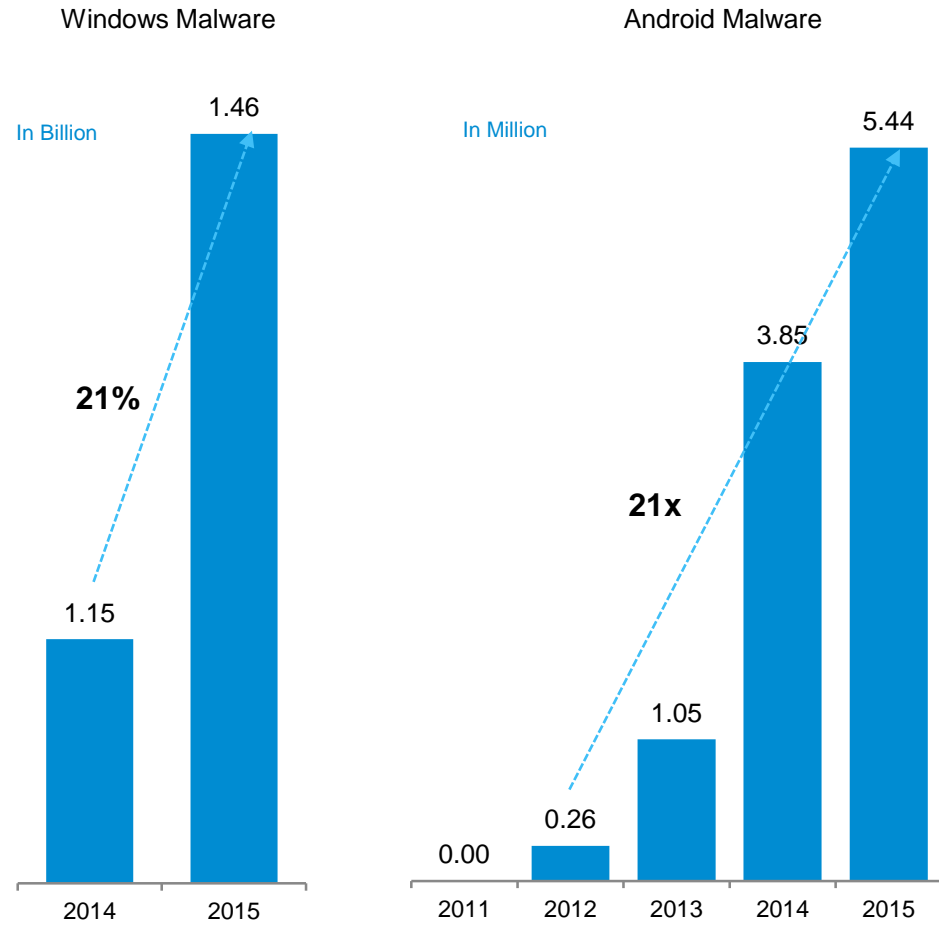
- Large number of financial Trojans against Indian SMEs
- Targeted organizations face at least 2 attacks on average
- 40% of BFSI industries were also hit at least once
- Over half a billion personal records were stolen or lost in 2015, from SMEs

Rising threats in form of malwares, virus, phishing, trojans

Source: Company RHP

INDUSTRY OVERVIEW

RISING INCIDENCES OF CYBER ATTACKS



Source: Quick Heal Threat Report 2016

QUICK HEAL R&D DETECTION STATISTICS

21 new families of mobile banking trojans

50% increase in detection rate from 2014 (Windows malware are propagated through email attachments, infected websites, removable drives and bundled software)

803 Android malware families

50% increase in detection rate from 2014

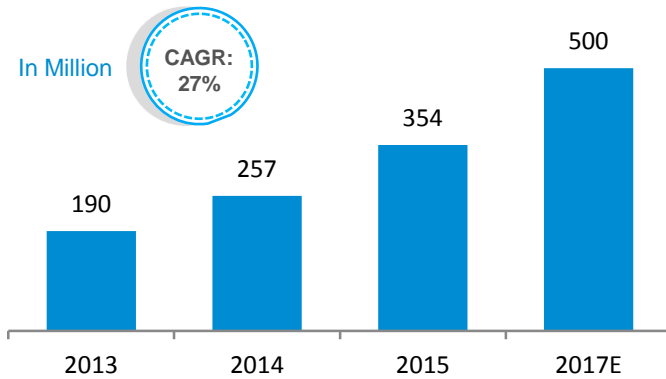
757 new variants of existing Android malware families

23% increase in detection rate from 2014 (Android malware are propagated through ad plug-ins, third party stores, in-app purchases, trojanized apps, fake apps and protector plug-ins)

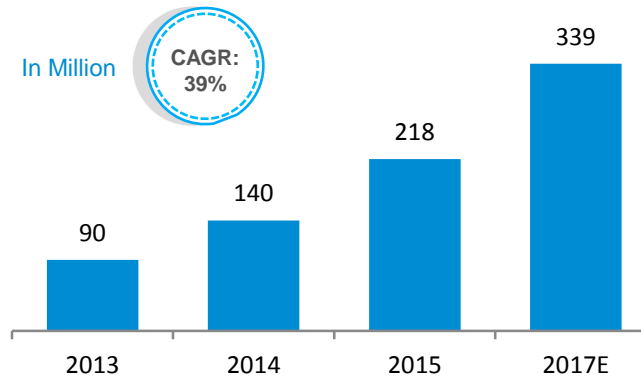
INDUSTRY OVERVIEW

FAST EXPANDING INTERNET USER BASE

INDIA HAS 2ND LARGEST INTERNET USER BASE IN THE WORLD



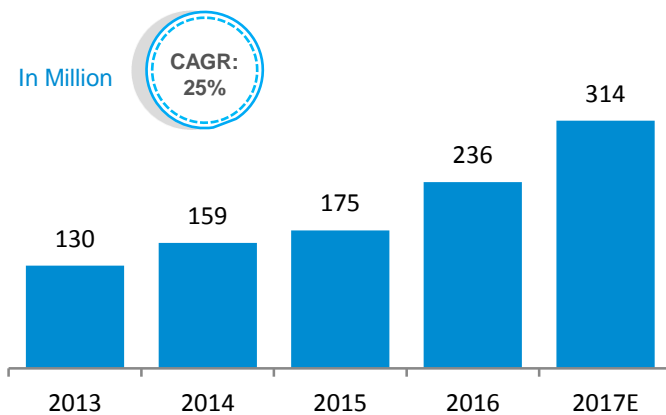
RISING SMARTPHONE SUBSCRIPTIONS



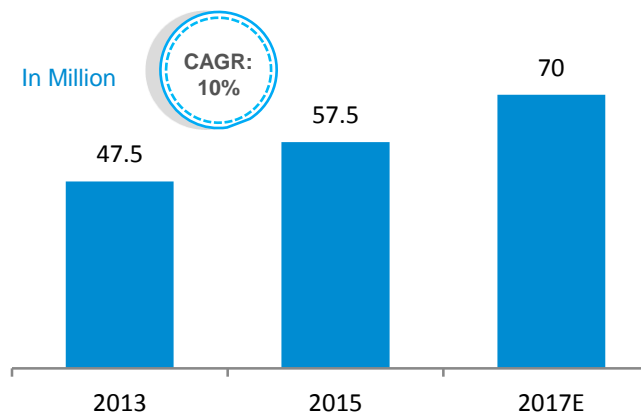
SIGNIFICANT EXPANSION IN NUMBER OF NETWORKED DEVICES

74%
of all devices expected to become mobile connected by 2019

GROWING MOBILE INTERNET USERBASE



CONTINUED INCREASE IN PC INSTALLED BASE

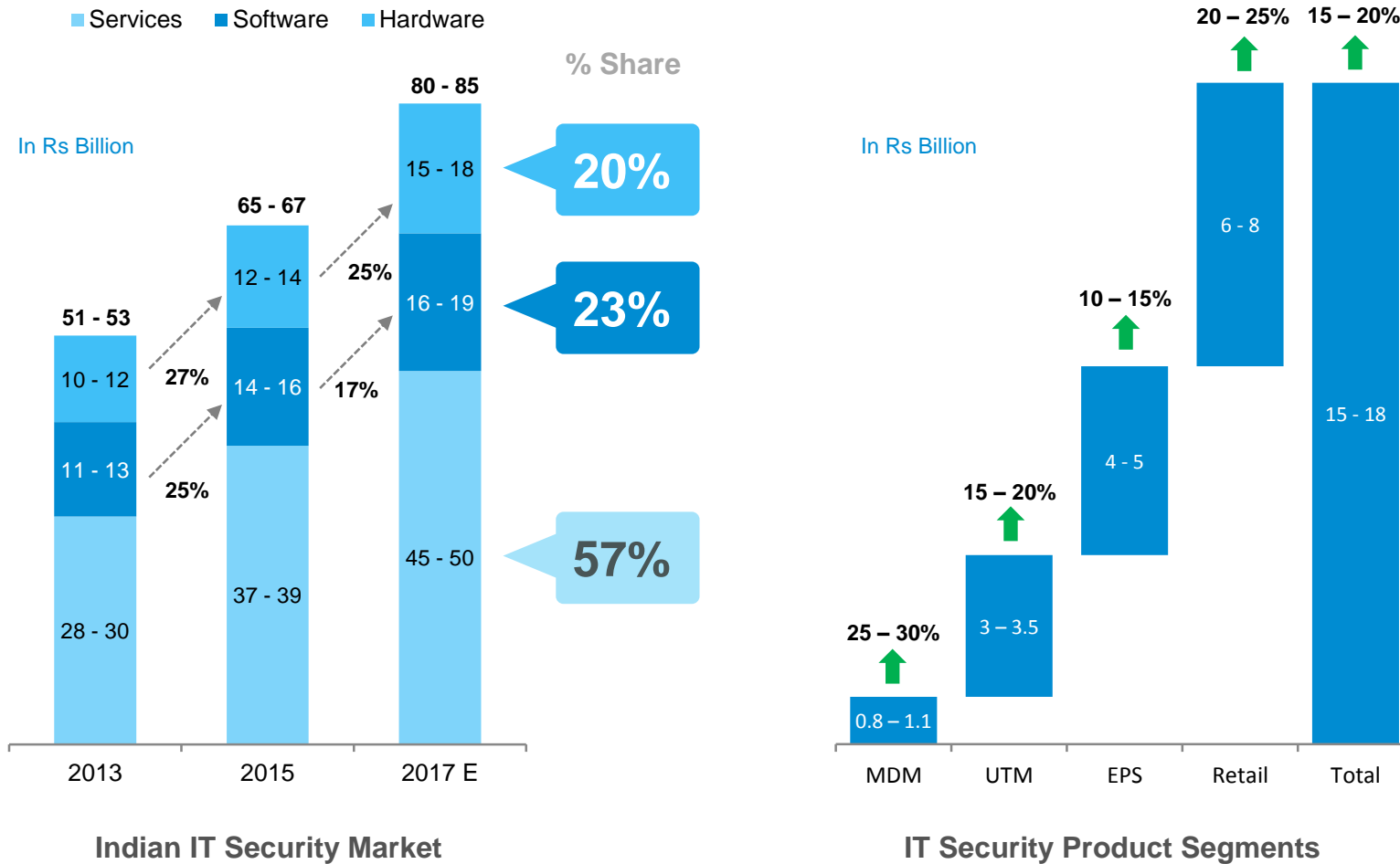


40%
of all devices expected to be smartphones by 2019

INDUSTRY OVERVIEW

IT SECURITY MARKET IN INDIA – STRONG GROWTH AHEAD

MULTIPLE LEVERS IN PLACE TO DRIVE RAPID GROWTH IN INDIAN IT SECURITY MARKET



Key Drivers

- Rapid growth in internet user base and number of networked devices including desktops, laptops, smartphones, tablets
- Increasing number of security intrusions in Corporate India
- Increase in allocation of corporate budgets towards IT Security
- High priority to IT Security especially from businesses having higher dependency on internet (e-commerce) and with sensitive information (BFSI, telecom, or the Government)

Source: Zinnov Analysis
 MDM: Mobile Device Management, UTM: Unified Threat Management,
 EPS: Endpoint Security

COMPANY OVERVIEW

QUICK HEAL – BRIEF PROFILE



BUSINESS OVERVIEW

- Incorporated in 1995, Quick Heal is the pioneer in Indian IT Security Software and is currently one of the leading providers of Security Software Products and Solutions in India
- More than 30% market share in Retail segment
- Strong recognition / customer recall – “Quick Heal” for retail products and “Seqrite” for enterprise products
- Active licenses of 7.3 mn as on Mar-16 across more than 80 countries, having grown by 2.0x over FY12 to FY16
- Continued backing by Venture Capital Investor - Sequoia Capital which still holds 5.23%



KEY STRENGTHS

- Established and proven technology over a span of 22 years
- Comprehensive product offering (majority indigenously developed) across all segments (Home, SMB, Enterprise), all platforms (Windows, Mac, Android, iOS, Linux) and all devices (Desktops, Laptops, Mobiles, Tablets)
- Strong and diversified Channel network – 64 Offices and Warehouses in 36 Cities in India and 4 International Offices, 19,832 Retail Channel Partners, 372 Enterprise Channel Partners, 306 Government Partners, 1,092 Mobile Channel Partners
- Superior Customer Support



STRONG FINANCIALS

- Consolidated Revenues, EBITDA and PAT were Rs 3,380.7 mn, Rs 1,024.6 mn and Rs 584.0 mn respectively in FY16
- Robust profitability with EBITDA Margin of 30.3% and PAT Margin of 17.3% in FY16
- Strong cash generation with Operating Cash Flow / EBITDA of 74.8% in FY16
- Strong balance sheet with zero debt and healthy cash position in FY16

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

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

2011

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

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

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

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 'Smartalyse Technologies Pvt. Ltd., India'
- Quick Heal **inaugurates** its first office in the US, 'Quick Heal Technologies America' in Boston
- Launches Quick Heal **Gadget Security** 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

TECHNOLOGY & MARKET LEADERSHIP

Our solutions have earned a variety of awards and certifications from industry groups and publications including AV-Test and OPSWAT

Awards in India

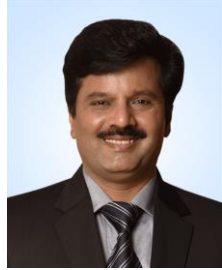
- 2016: **12th Annual Info Security PG's 2016 Global Excellence Awards, USA**
 - * Gold Winner for Product Development/Management Executive of the year
 - * Silver Winner in the category of Security Products and Solutions for Small Businesses and SOHO
- 2016: **ICSA Labs Excellence in "Information Security 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
- 2009: **Channels Choice Award**, awarded by DQ Channels
- 2009: **Maharashtra IT Awards**, awarded by Government of Maharashtra
- 2009: **Emerging India Awards**, awarded by ICICI Bank and CNBC TV 18

International Certificates



COMPANY OVERVIEW

BOARD OF DIRECTORS



KAILASH KATKAR

CEO & MD

Promoter of the Company since incorporation



SANJAY KATKAR

CTO & MD

Promoter of the Company since incorporation



ABHIJIT JORVEKAR

Executive Director & VP

Responsible for Sales & Marketing



SHAILESH LAKHANI

Non-Executive Director

Serves as the MD at Sequoia Capital India



APURVA JOSHI

Independent Director

Is a certified bank forensic accounting professional and anti-money laundering expert



SUNIL SETHY

Independent Director

Comes from an experienced background in accountancy, finance, treasury, and legal departments



PRADEEP BHIDE

Independent Director

Ex-IAS Officer and has served a series of increasingly senior positions at the State Government and Central Government



MEHUL SAVLA

Independent Director

Serves as the Director of RippleWave Equity Private Limited

COMPANY OVERVIEW

STRONG BRAND RECOGNITION AND RECALL



24.5 m+
Product Licenses Installed



7.3 m+
Active Licenses across more than 80 countries



2.0x Growth
Active Licenses over last 5 years



30% +
Retail Market Share in India



Preferred Choice of
IT technicians for PC
Virus Cleaning



19,832 Retail, 372 Enterprise, 306 Government and 1,092 Mobile Partners

COMPANY OVERVIEW

EXPANDING PRESENCE ACROSS INTERNATIONAL MARKETS



INDIA (HO)
Quick Heal Technologies Ltd.

JAPAN
Quick Heal Japan KK.

UAE
Quick Heal Technologies (MENA) FZE

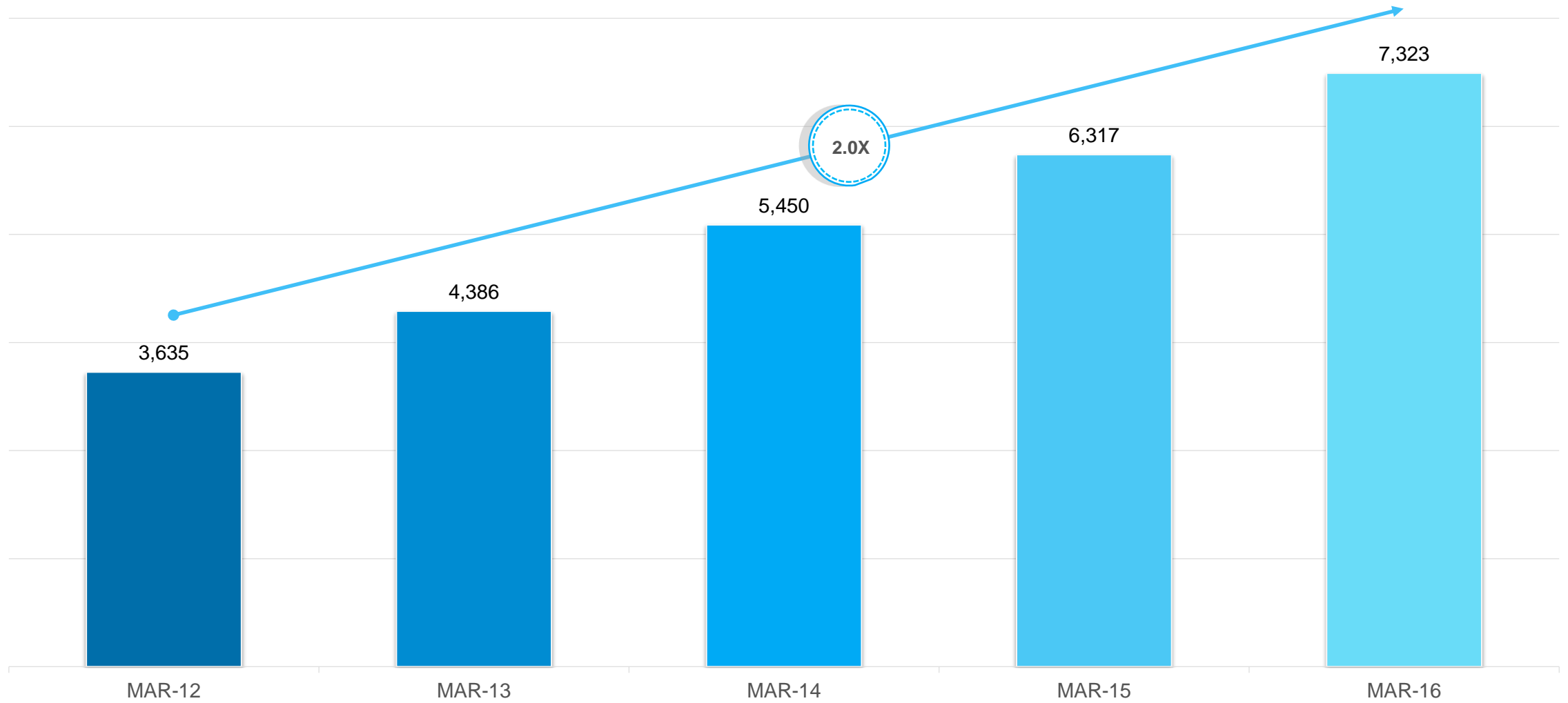
KENYA
Quick Heal Technologies Africa Ltd.

USA
Quick Heal Technologies America Inc

COMPANY OVERVIEW

LARGE AND GROWING USER BASE

ACTIVE LICENSES (MILLION)



COMPETITIVE ADVANTAGE

ESTABLISHED AND PROVEN TECHNOLOGY

PIONEER IN IT SECURITY SOFTWARE IN INDIA

- Technological evolution over past 22 years
- Majority of products have been developed indigenously
- Highly effective against latest emerging threats and zero-day attacks
- Successful in detecting “CryptoLocker” family of viruses which use advanced obfuscation techniques to evade detection

QUICK HEAL'S PRODUCT COMPETENCE

- Consumer Security - **1,343 million** attacks blocked in FY16
- Enterprise Security - **118 million** attacks blocked in FY16
- Mobile Security - **26 million** malicious apps detected in FY16

TECHNOLOGY CERTIFICATIONS

- IAV Test, AV Comparatives
- VB 100,
- ICISA Lab
- OPSWAT

8

Trademarks in India

3

Pending patent applications in India

7

Trademarks in RoW

2

Copyrights in India

4

Patents in United States

4

Pending copyright applications in India















COMPETITIVE ADVANTAGE


COMPREHENSIVE PRODUCT PORTFOLIO

Retail / SMB



Features

-  Core Protection
-  Web Security
-  Email Security
-  Data Theft Protection
-  Safe Banking Features
-  Parental Controls
-  Stealth Mode
-  Anti-Keylogger
-  Improved Scan Engine
-  Virtual Keyboard
-  Privacy Protection
-  QH Remote Device Management
-  PC2Mobile Scan
-  PCTuner

 Track My Laptop



COMPETITIVE ADVANTAGE

COMPREHENSIVE PRODUCT PORTFOLIO

Mobile Security / Fontastic /Gadget Securance



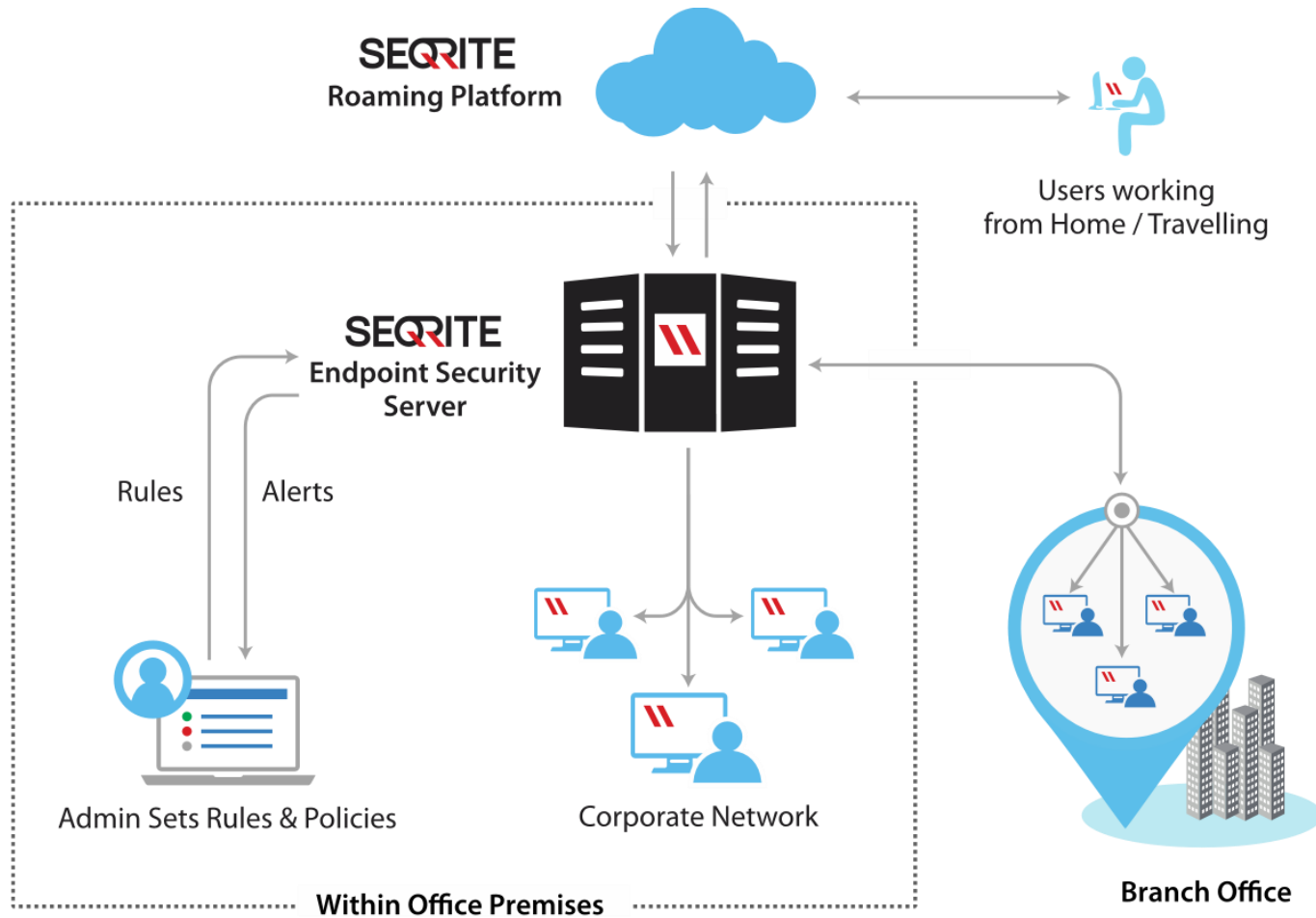
Features

- 🔍
Background Scan
🛡️
Virus Protection
- 🛡️
Security Advisor
📍
Mobile Tracker
- 🚫
Privacy Advisor
☁️
Cloud Backup
- 📞
Call & Message Filter
☔
Insurance cover - Theft
- 📶
Register with TRAI
🌊
Physical and Liquid Damage
- 🔗
Anti-Theft Technology
🔥
Fire Damage
- 📱
Remote Device Management











COMPETITIVE ADVANTAGE

COMPREHENSIVE PRODUCT PORTFOLIO

SEQRITE ENDPOINT SECURITY



Features

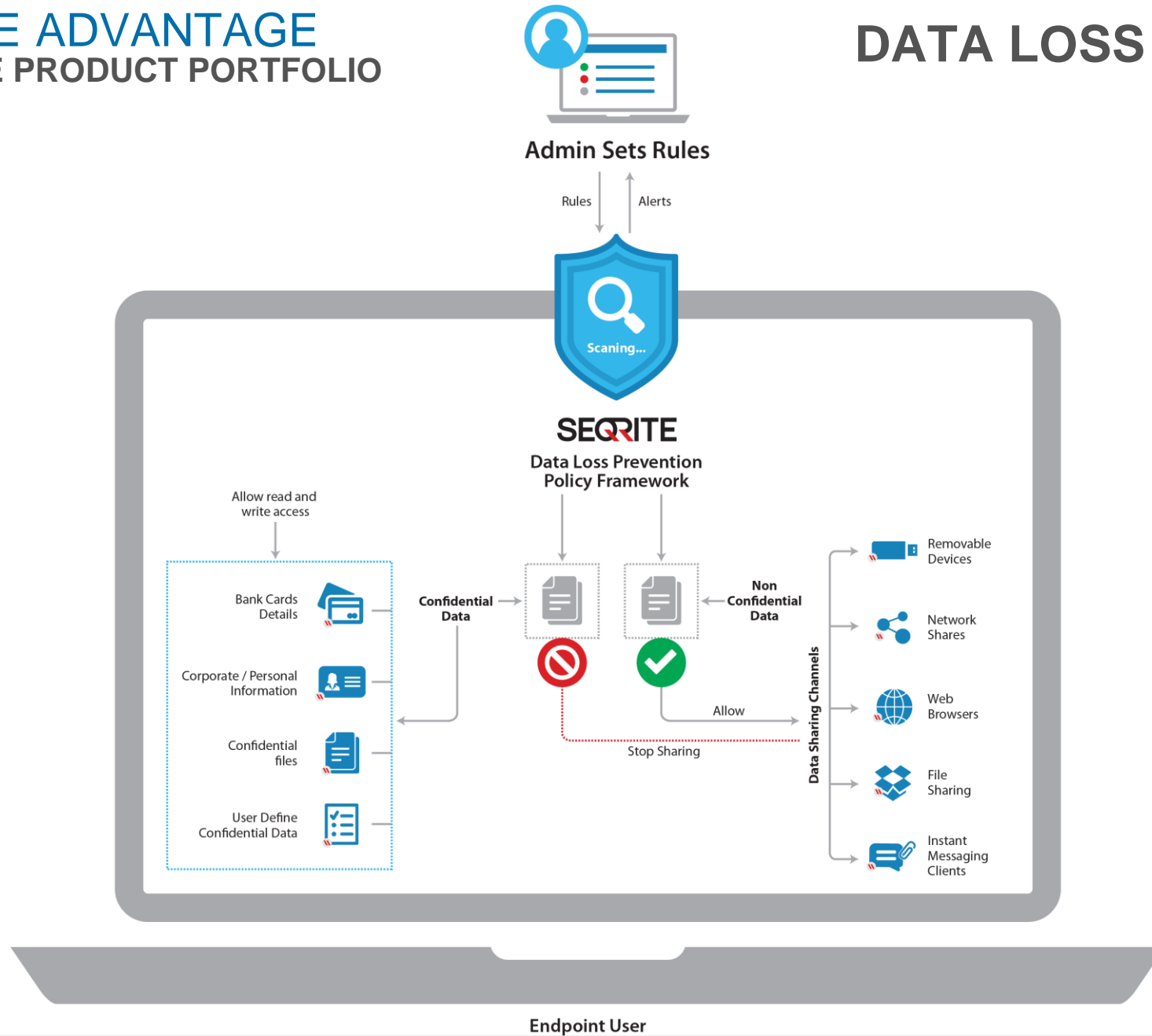
-  Asset Management
-  File Activity Monitor
-  Advance Device Control
-  Vulnerability Scan
-  Other AV Removal
-  Remote Client management
-  Web Security
-  Core Protection (AV, Firewall, IDS/IPS)
-  Application Control
-  Data Loss Prevention

COMPETITIVE ADVANTAGE

COMPREHENSIVE PRODUCT PORTFOLIO

DATA LOSS PREVENTION (DLP)

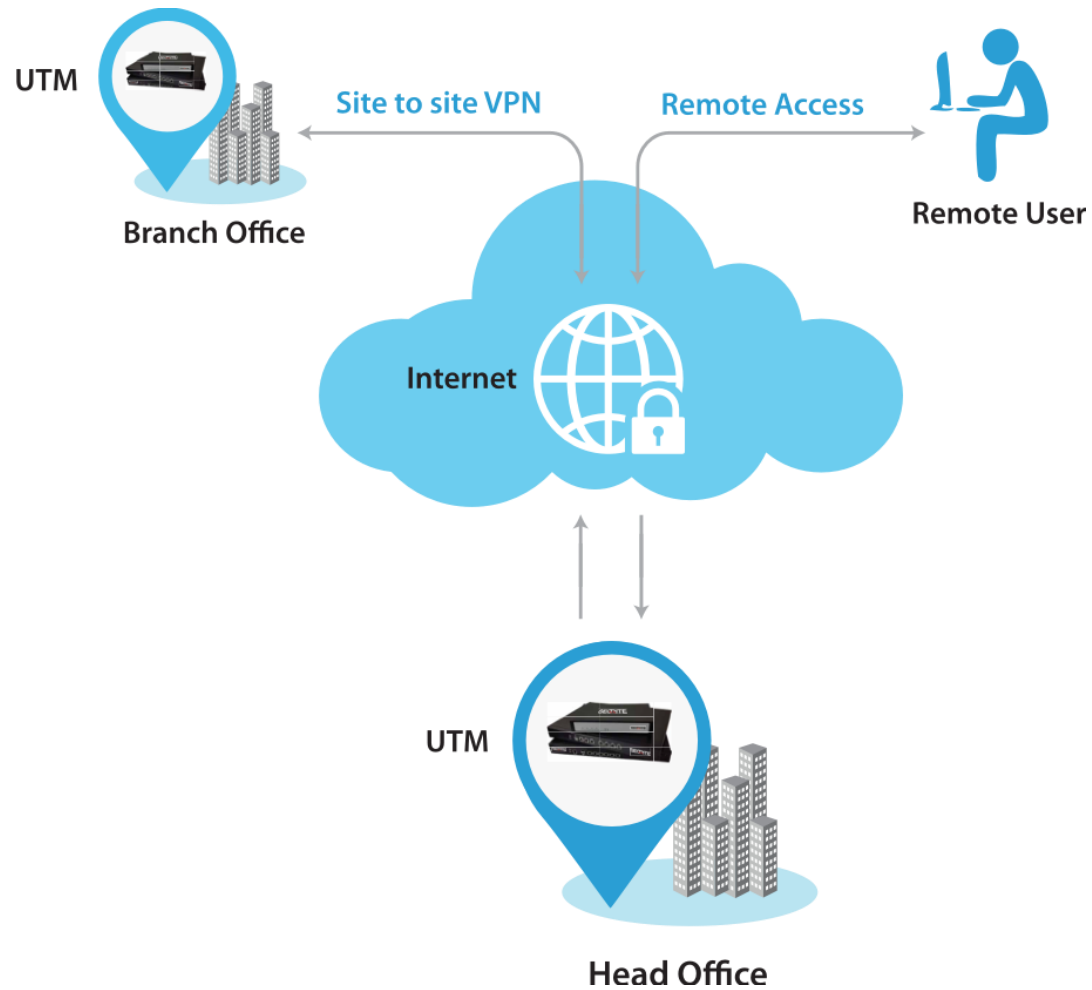
WINDOWS & MAC















COMPETITIVE ADVANTAGE

COMPREHENSIVE PRODUCT PORTFOLIO

SEQRITE TERMINATOR



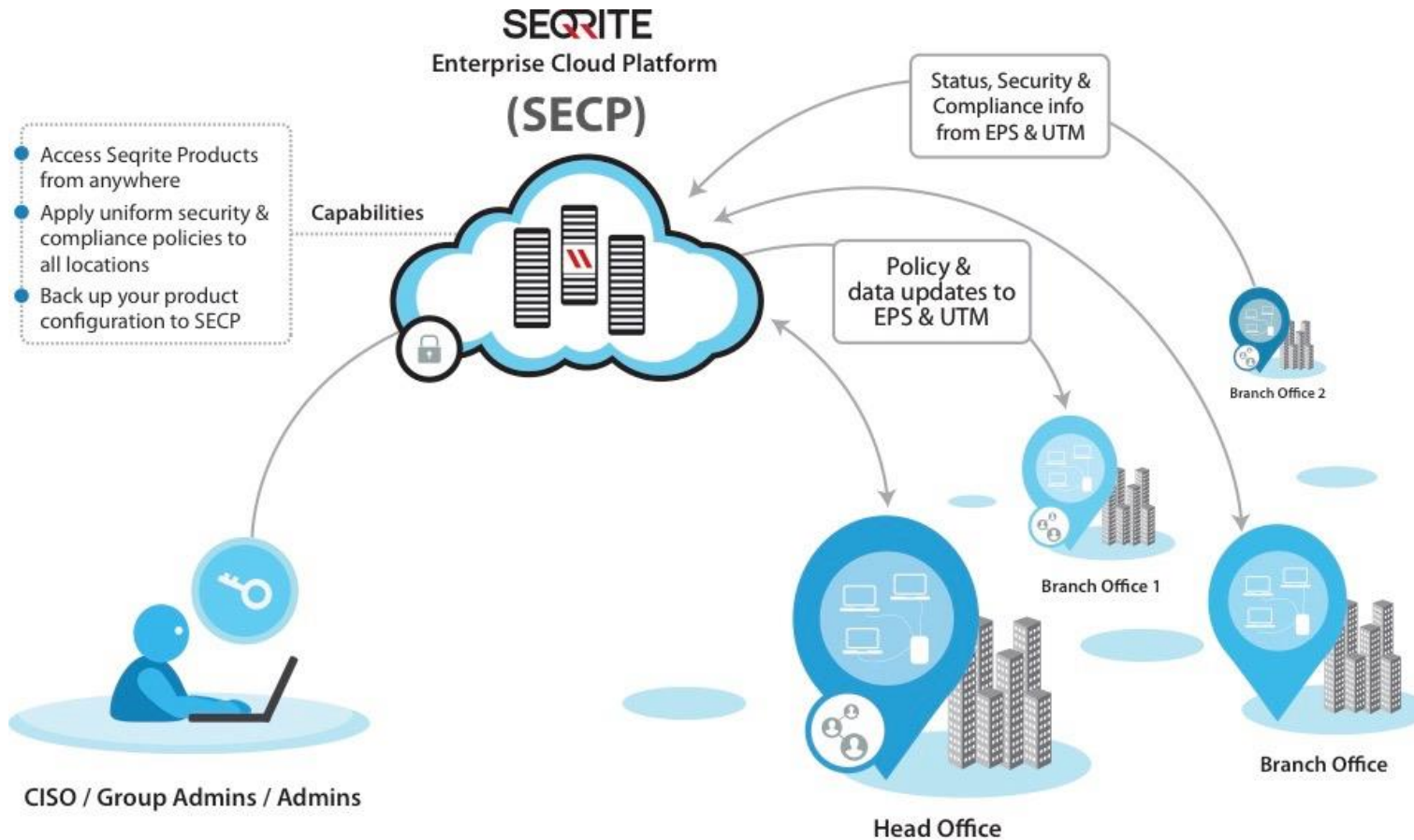
Features

-  Firewall
-  Antivirus
-  Mail Protection
-  Content Filtering
-  IPS
-  Application Control
-  ISP Load Balance
-  ISP Failover
-  Link Aggregation
-  Bandwidth Management
-  User / Group management
-  Monitoring and Reporting





COMPETITIVE ADVANTAGE

COMPREHENSIVE PRODUCT PORTFOLIO

SEQRITE ENTERPRISE CLOUD PLATFORM



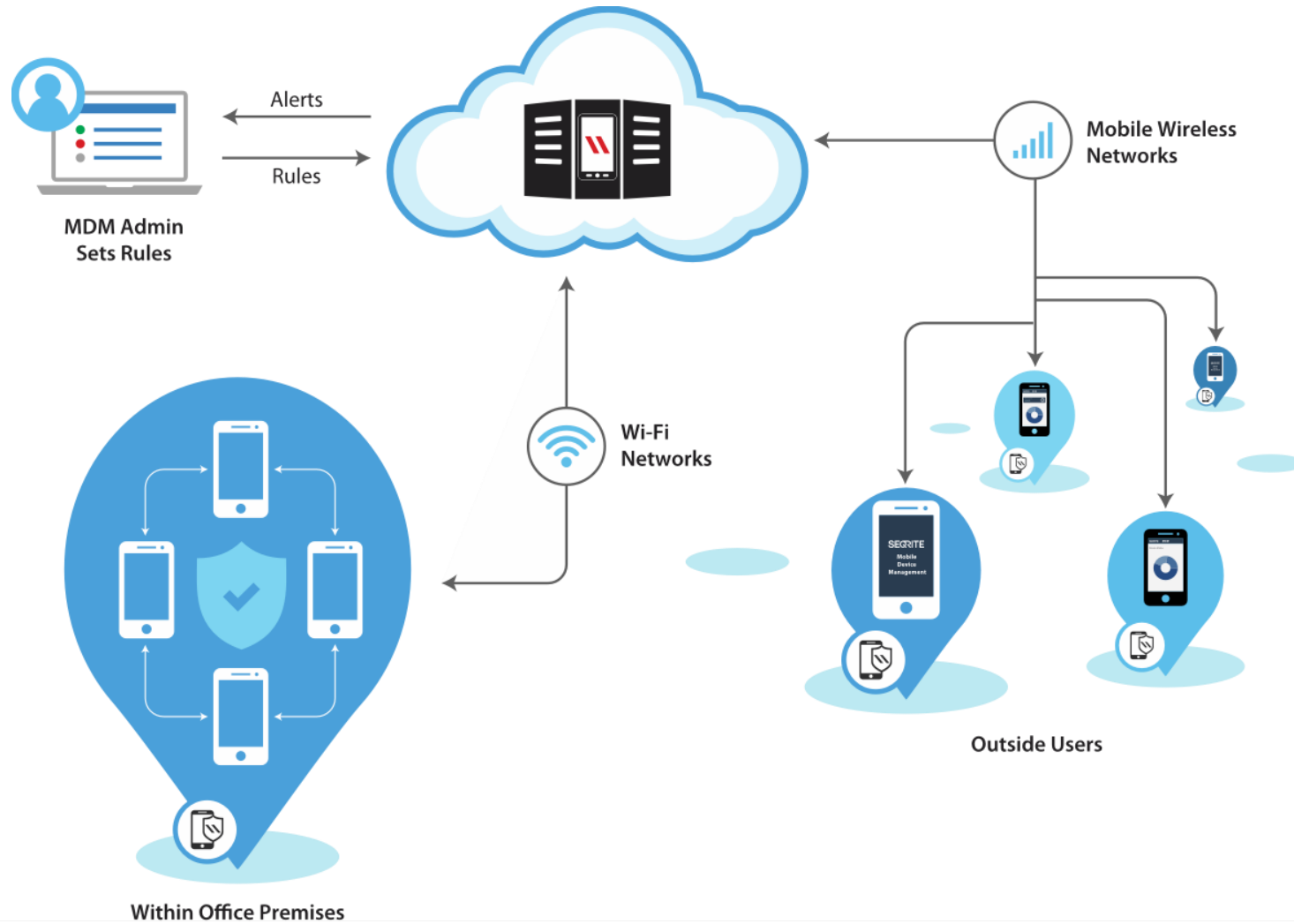
Features

-  Get status, security and compliance info from EPS, Terminator products
-  Access Seqrite products from anywhere and anytime
-  Apply uniform security policies at all locations
-  Backup important Seqrite product configuration to cloud







COMPETITIVE ADVANTAGE

COMPREHENSIVE PRODUCT PORTFOLIO

SEQRITE MOBILE DEVICE MANAGEMENT



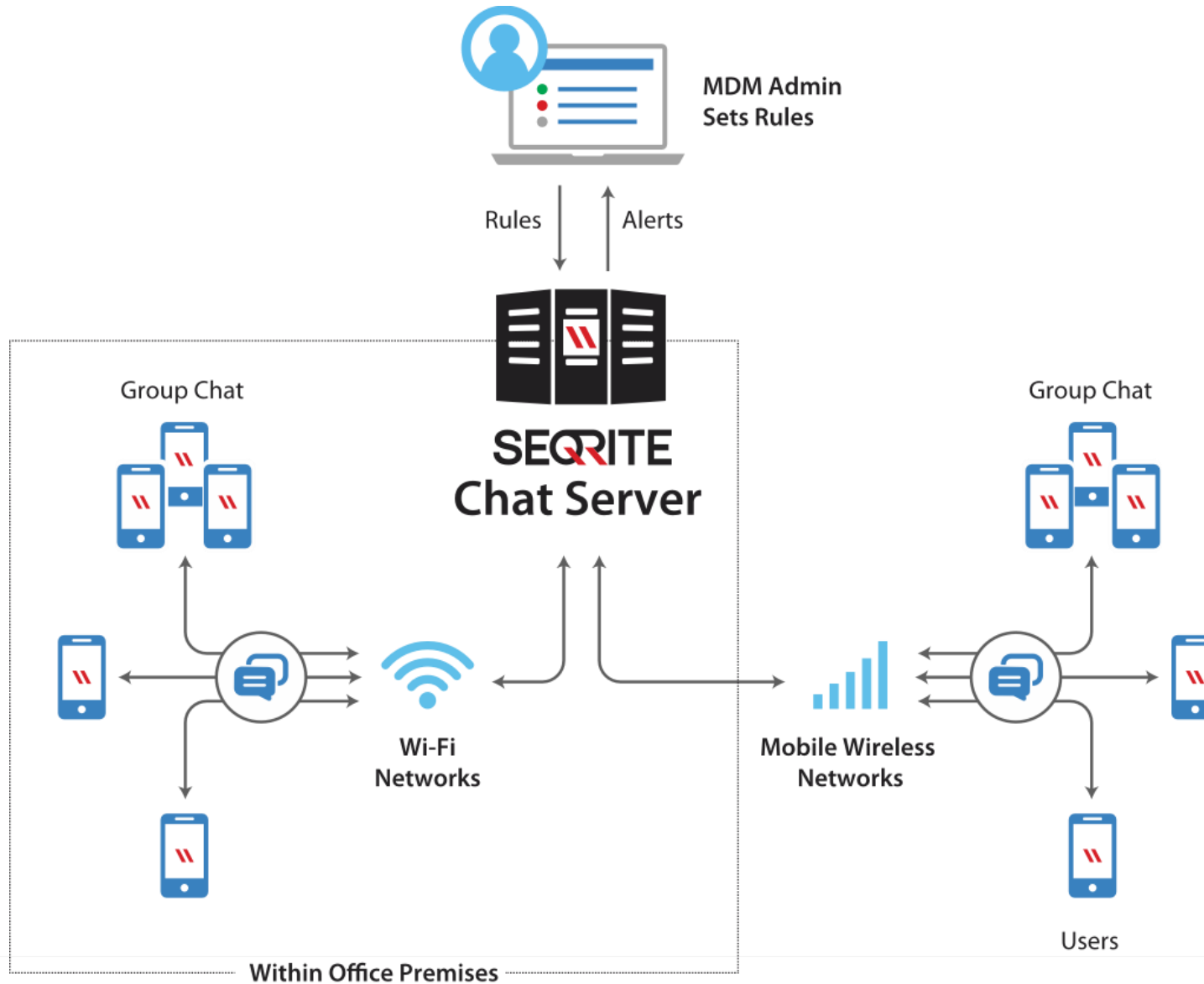
Features

-  Manage users, devices, groups
-  OTA provisioning of devices
-  Remotely push configuration and policies
-  Application control
-  Anti-theft (ring / lock / locate / trace)
-  Remote wipe






COMPETITIVE ADVANTAGE

COMPREHENSIVE PRODUCT PORTFOLIO

SEQRITE SECURE CHAT

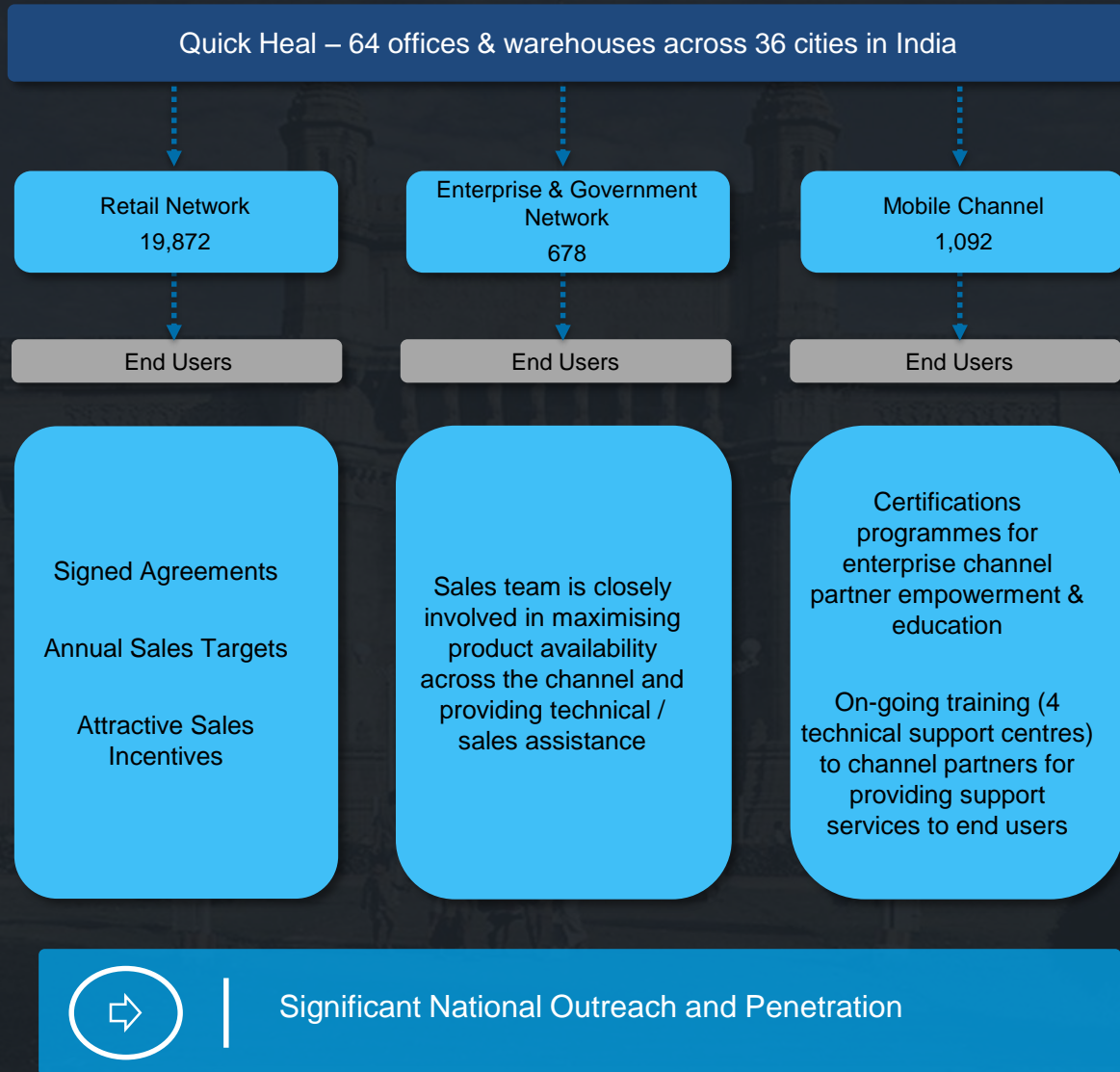


Features

-  Manage chat groups, policies
-  One-to-One chat
-  Share files (image, audio, video, etc.)
-  Group Chat
-  Evaporated & Private messages

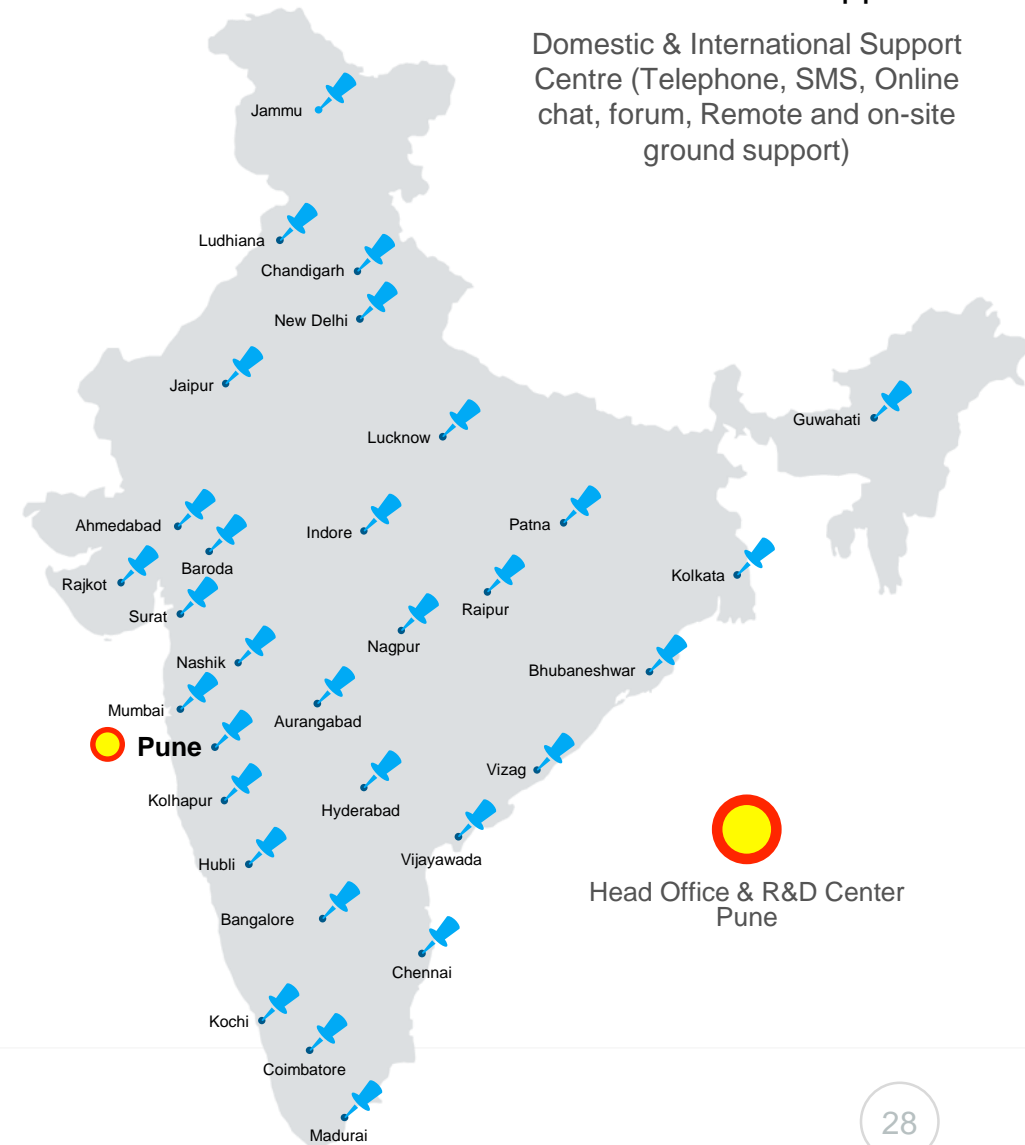
COMPETITIVE ADVANTAGE

EXTENSIVE PAN-INDIA DISTRIBUTION NETWORK



Customer Centric Approach

Domestic & International Support Centre (Telephone, SMS, Online chat, forum, Remote and on-site ground support)



COMPETITIVE ADVANTAGE SUPERIOR CUSTOMER SUPPORT



**Strong Emphasis on
Efficient Customer Service**



**Remote Access Support –
Key Differentiator**



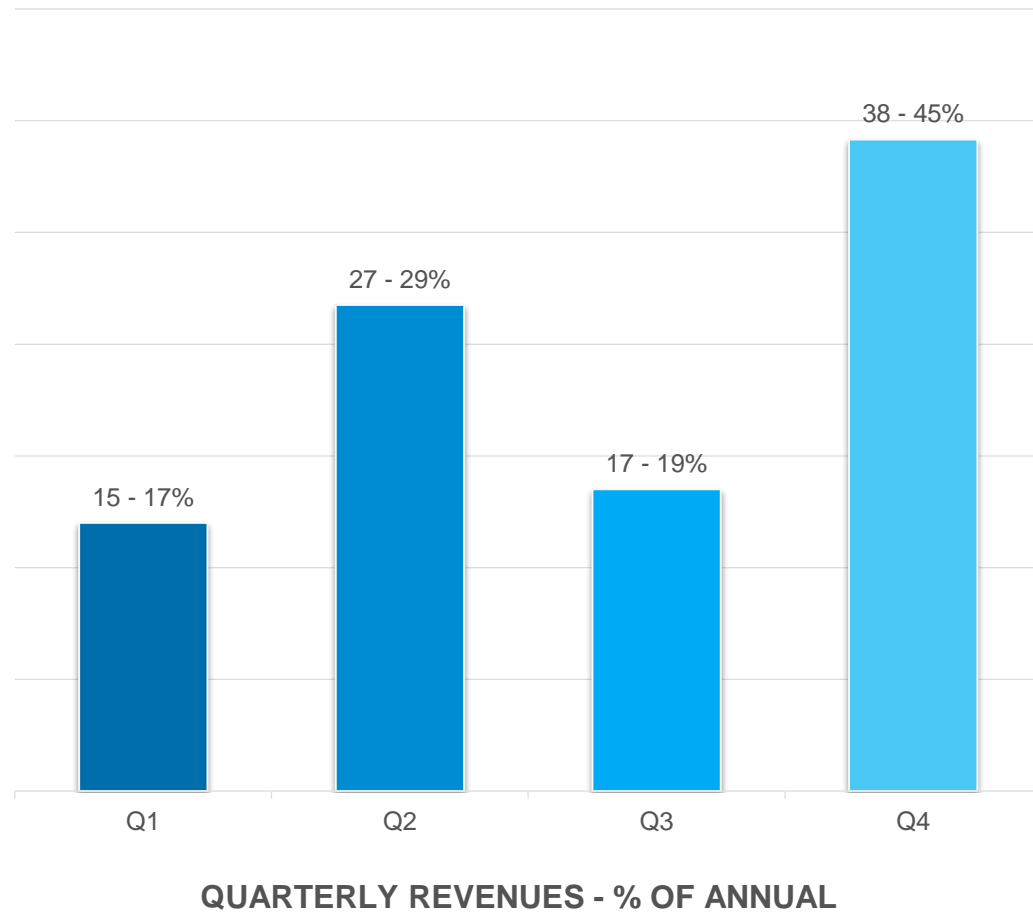
**Maintain High Levels of User
Satisfaction and Retention**

STRONG CUSTOMER SUPPORT – SINGLE LARGEST DIFFERENTIATOR

- Multi-lingual end user support in English, Hindi and several other major regional Indian languages
- Multi-modal support to users through phone, email, SMS, online chat, support forum and remote access
- Ground support and onsite support for non-home users pan India
- 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

BUSINESS MODEL

SEASONALITY IMPACT ON REVENUES & MARGINS



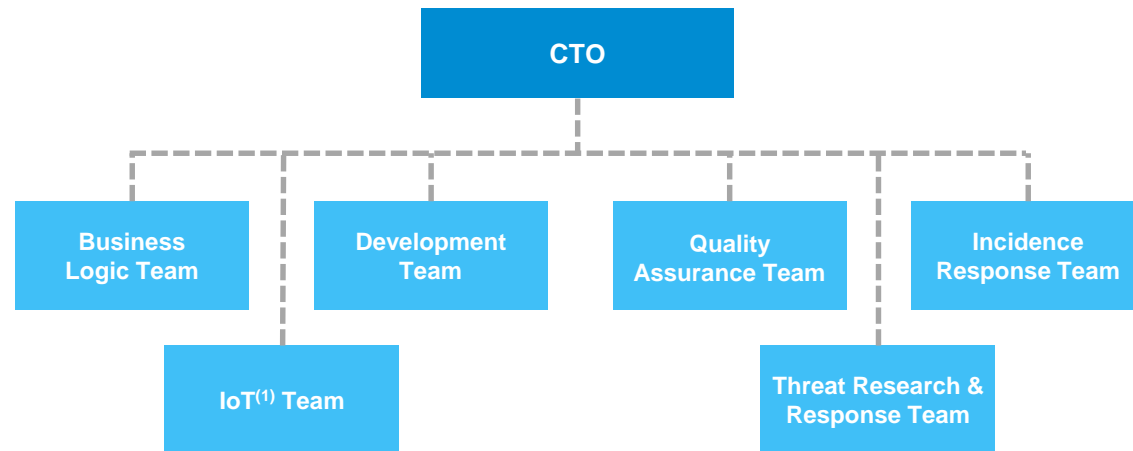
SEASONALITY IMPACT ON REVENUES & MARGINS:

- Revenues are higher in Q2 and Q4.
- R&D, G&A expenses are spread across all four quarters
- Hence, there is variation in EBITDA margin on quarterly basis

BUSINESS MODEL

THRUST ON RESEARCH & DEVELOPMENT

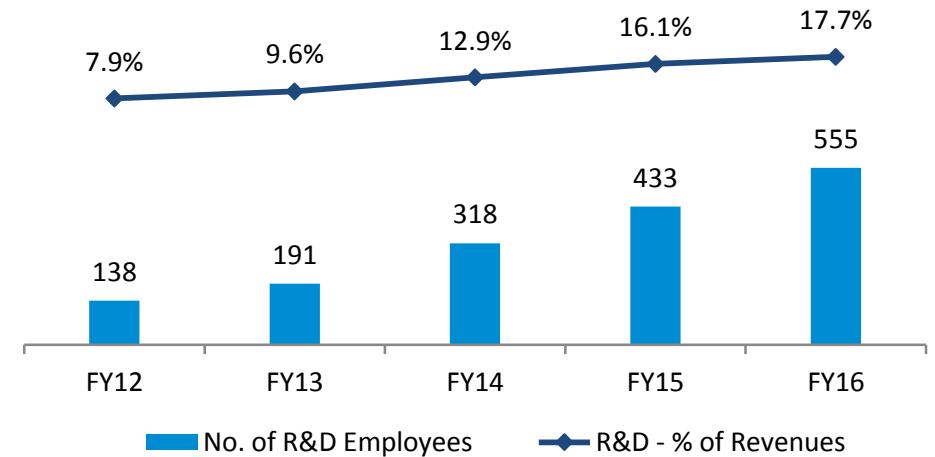
R&D DEPARTMENT STRUCTURE



ROBUST R&D FRAMEWORK TO ACTIVELY TRACK AND QUARANTINE NEW VIRUSES

- **Business Logic Team** - helps in building product roadmaps and devising appropriate strategies.
- **Product Development Team** - responsible for the design and development of various products and solutions.
- **Incidence Response Team** – responsible for any emergency situation/incident at any enterprise security infrastructure.
- **Threat Research and Response Team** -takes part in detection of and removal of reported viruses and malwares
- **Internet of Things Security Team** - create products and solutions for home automation security
- **Quality Assurance Team** - provides systematic measurement, standard evaluation and monitoring of processes.

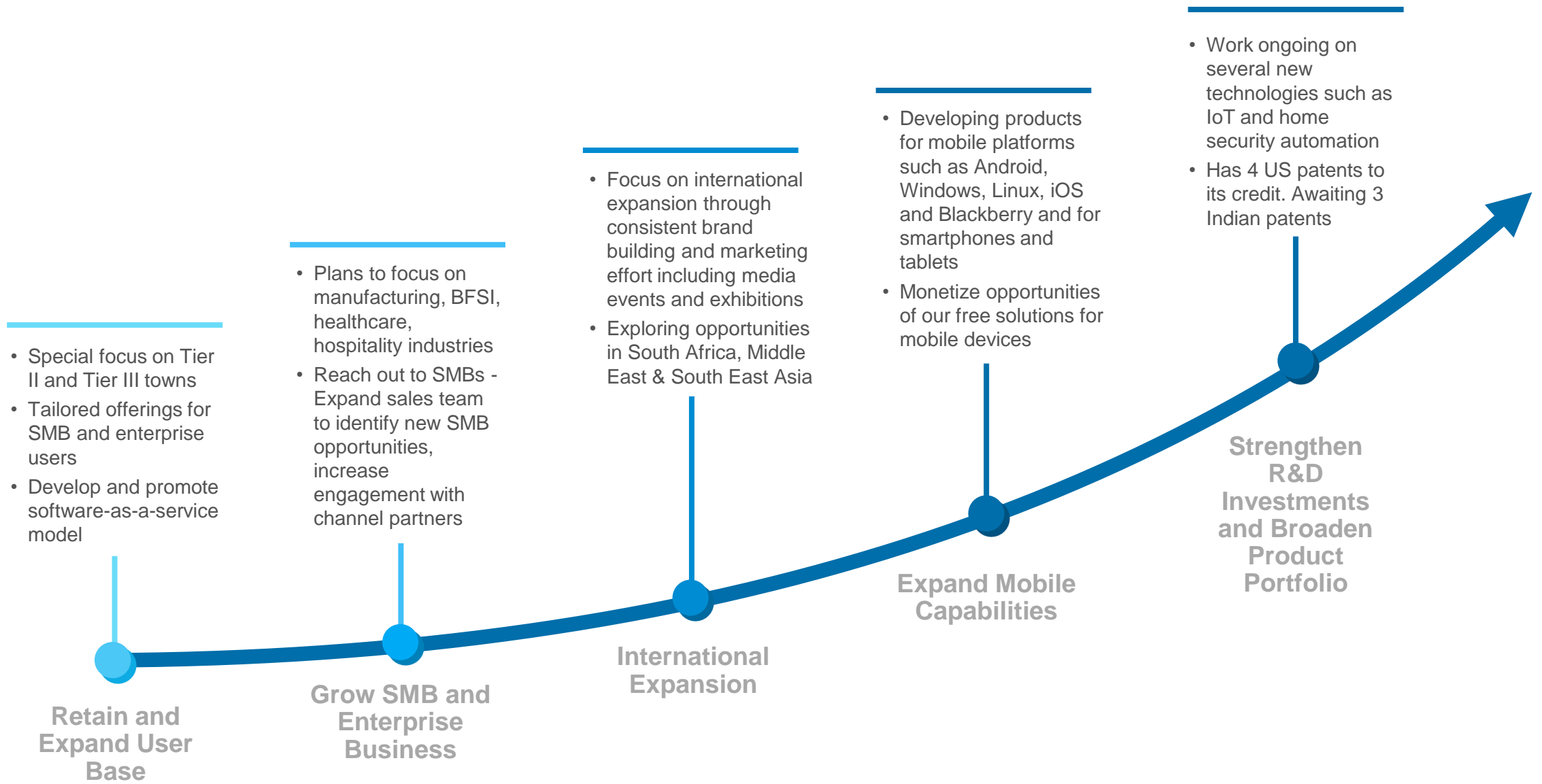
CONTINUOUS FOCUS AND INVESTMENTS IN R&D



Earmarked Rs 418.8 mn from IPO proceeds to be spent on R&D investments over next 3 years

Indian GAAP Financial Reporting with full expensing of R&D expenses

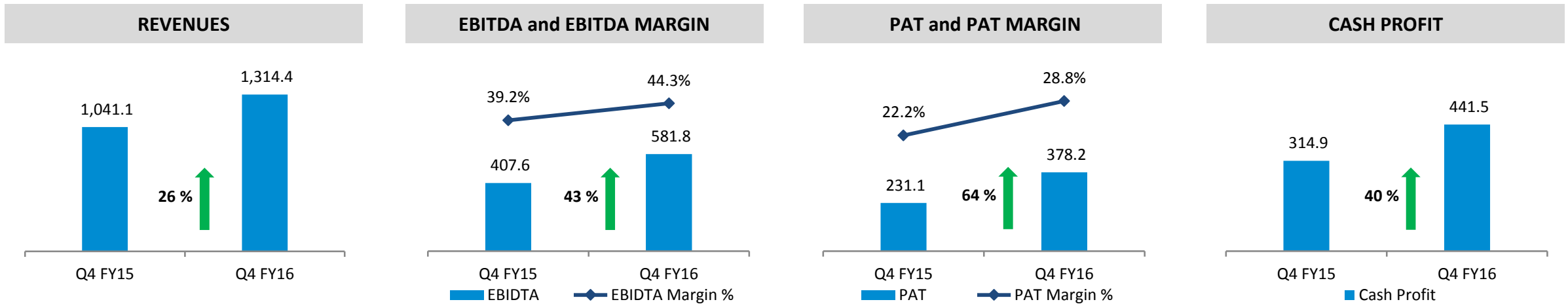
STRONG DRIVERS FOR LONG-TERM GROWTH



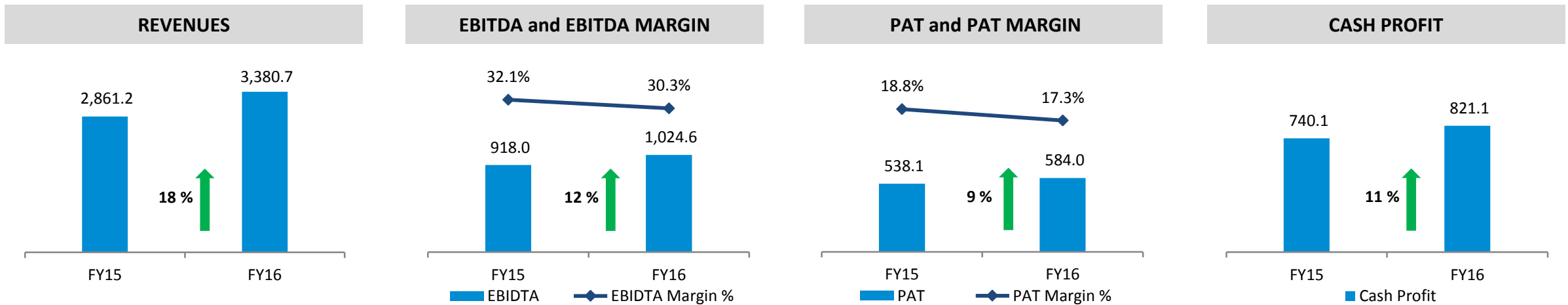
Q4 & FY16 RESULTS HIGHLIGHTS

In Rs. Mn

Q4 FY16 YoY ANALYSIS



FY16 YoY ANALYSIS

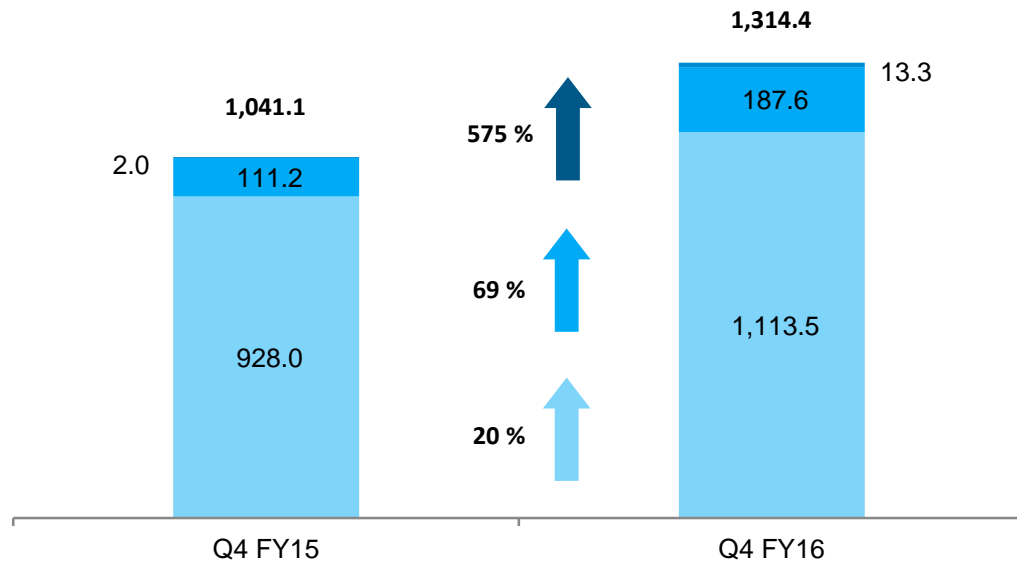


Q4 & FY16 – REVENUE ANALYSIS

In Rs. Mn

Q4 FY16 YoY ANALYSIS

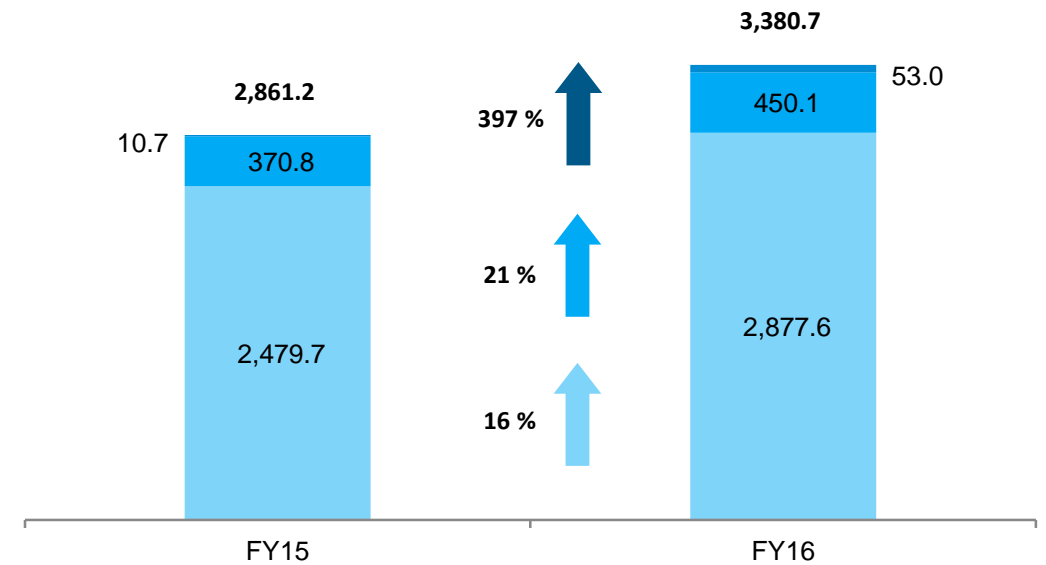
SEGMENT BREAKUP



| % Share | Q4 FY15 | Q4 FY16 |
|----------------------------|---------|---------|
| ■ Retail | 89.1% | 84.7% |
| ■ Enterprises & Government | 10.7% | 14.3% |
| ■ Mobile | 0.2% | 1.0% |

FY16 YoY ANALYSIS

SEGMENT BREAKUP

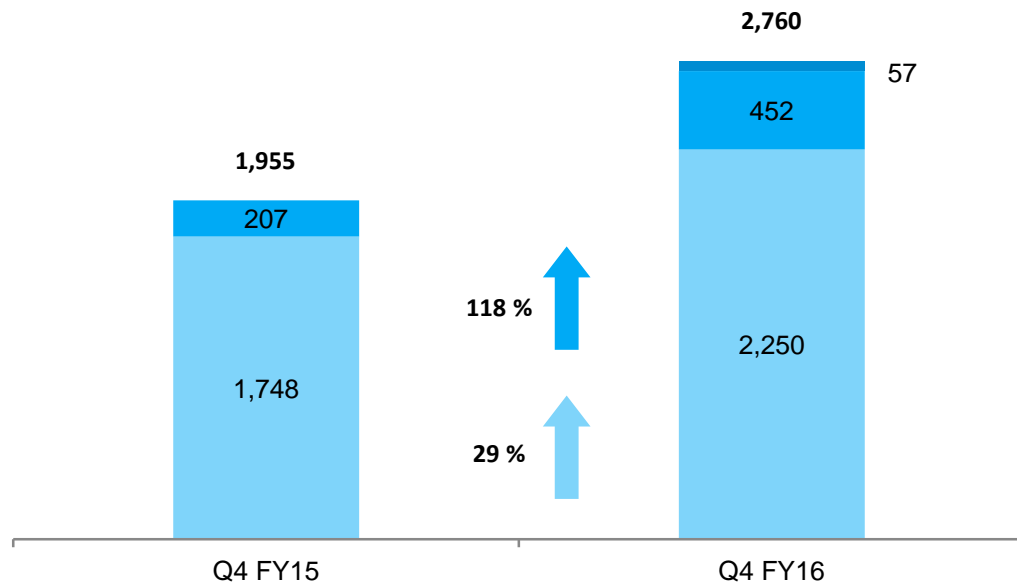


| % Share | FY15 | FY16 |
|----------------------------|-------|-------|
| ■ Retail | 86.7% | 85.1% |
| ■ Enterprises & Government | 13.0% | 13.3% |
| ■ Mobile | 0.3% | 1.6% |

Q4 & FY16 – REVENUE ANALYSIS

Q4 FY16 YoY ANALYSIS

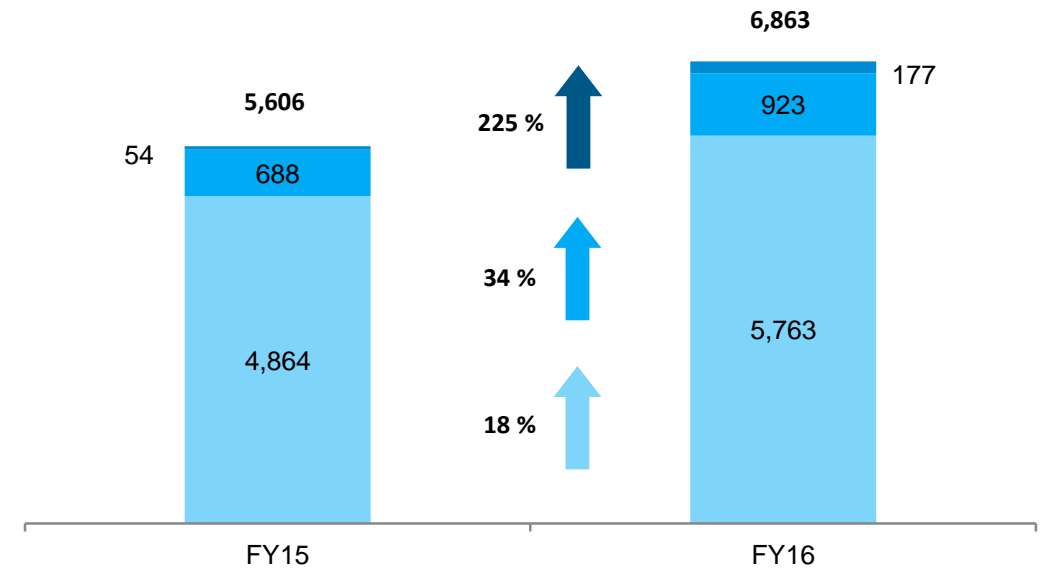
NUMBER OF LICENSES SOLD ('000)



| % Share | Q4 FY15 | Q4 FY16 |
|----------------------------|---------|---------|
| ■ Retail | 89.4% | 81.5% |
| ■ Enterprises & Government | 10.6% | 16.4% |
| ■ Mobile | 0.0% | 2.1% |

FY16 YoY ANALYSIS

NUMBER OF LICENSES SOLD ('000)



| % Share | FY15 | FY16 |
|----------------------------|-------|-------|
| ■ Retail | 86.8% | 84.0% |
| ■ Enterprises & Government | 12.2% | 13.4% |
| ■ Mobile | 1.0% | 2.6% |

Q4 & FY16 – REVENUE ANALYSIS

FY15

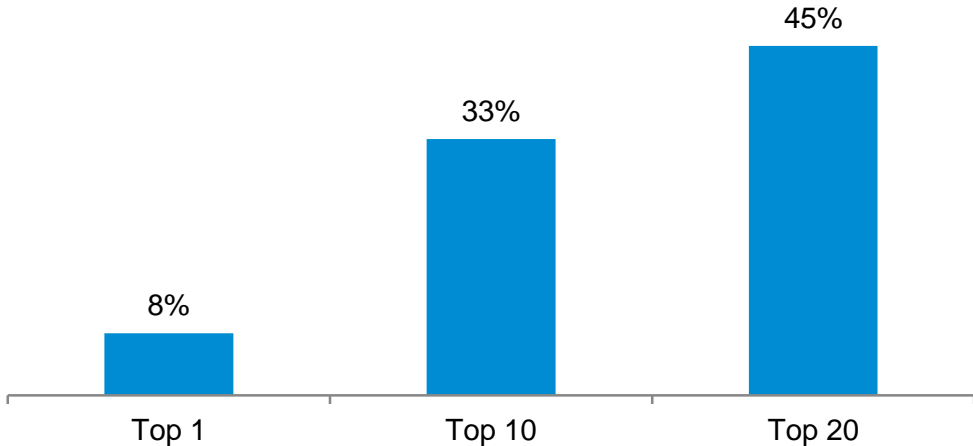
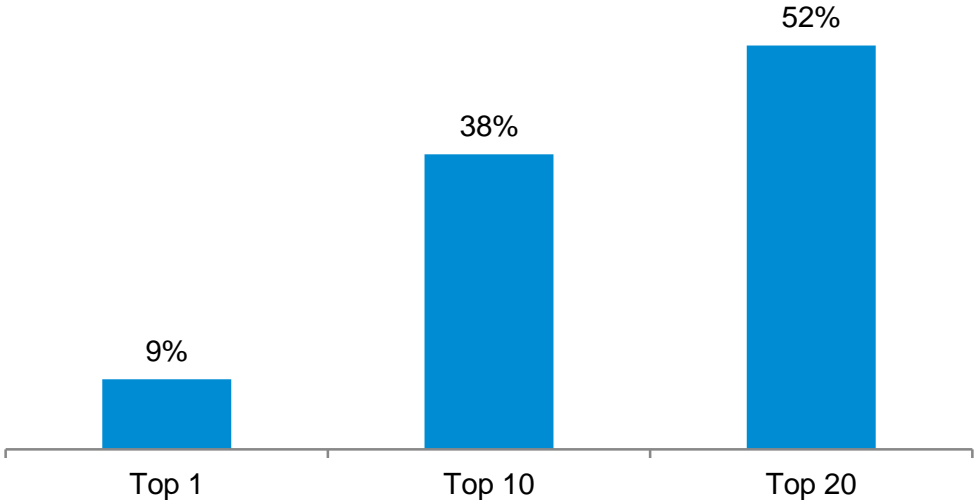
FY16

DEALER CONCENTRATION PROFILE

DEALER CONCENTRATION PROFILE

% of Total Revenues

% of Total Revenues



Q4 & FY16 – COST ANALYSIS

■ Direct Cost

■ R&D Cost

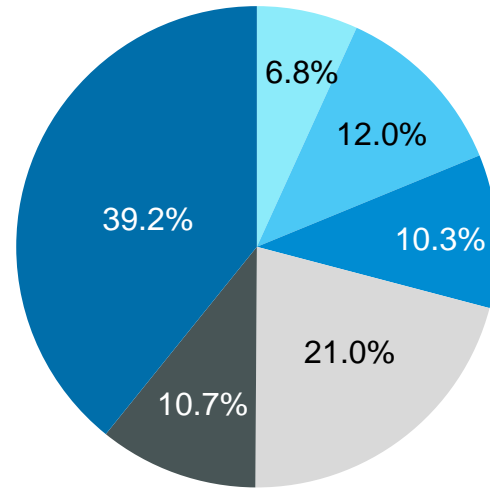
■ Advertising & Sales Promotion Cost

■ Sales & Distribution Cost

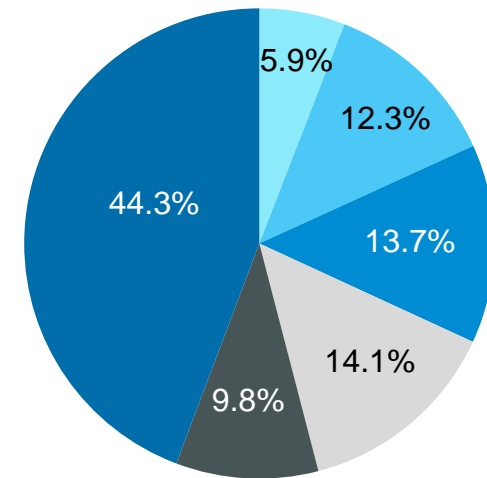
■ G&A Cost

■ EBITDA Margin

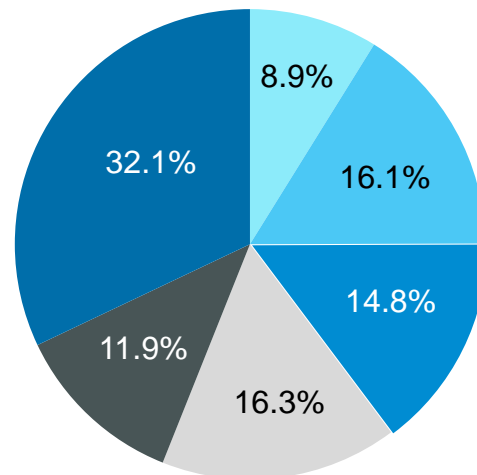
Q4 FY15



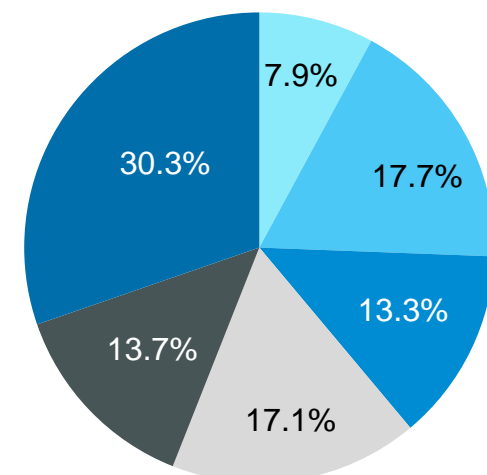
Q4 FY16



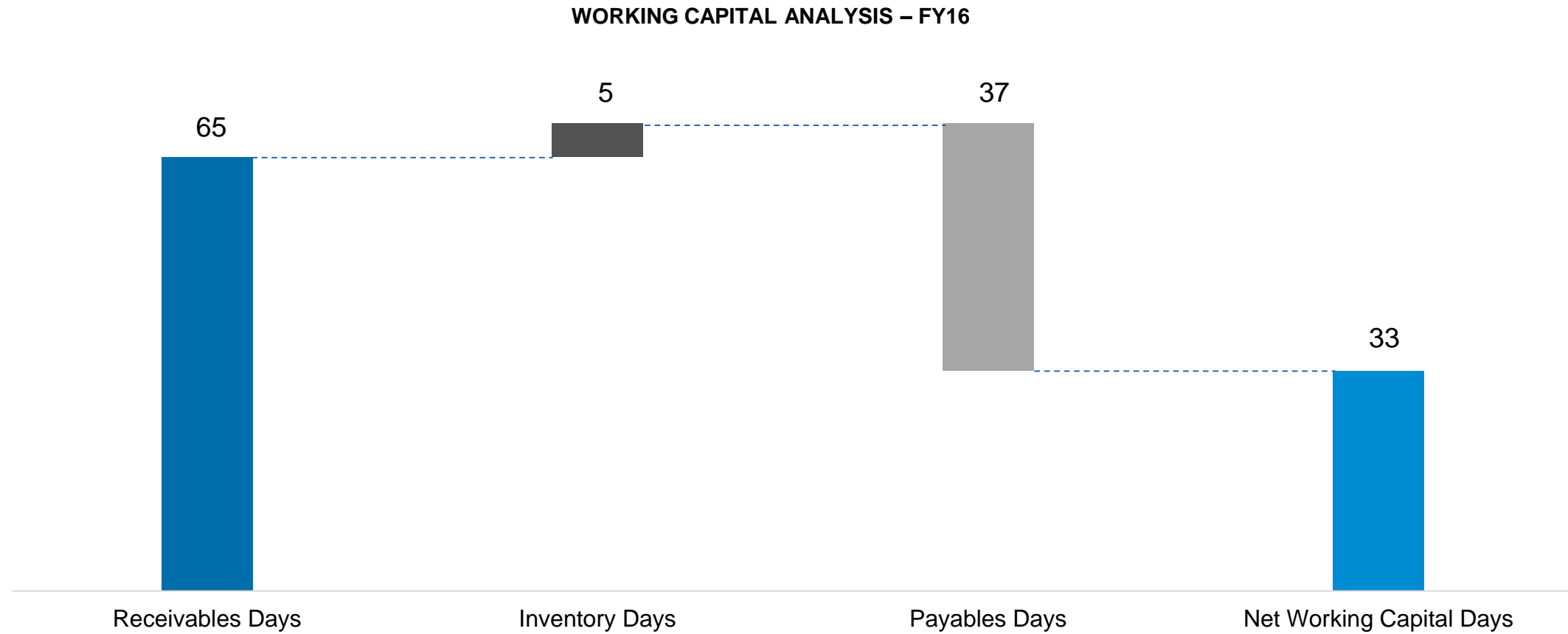
FY15



FY16



FY16 - WORKING CAPITAL ANALYSIS



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

CONSOLIDATED PROFIT & LOSS STATEMENT

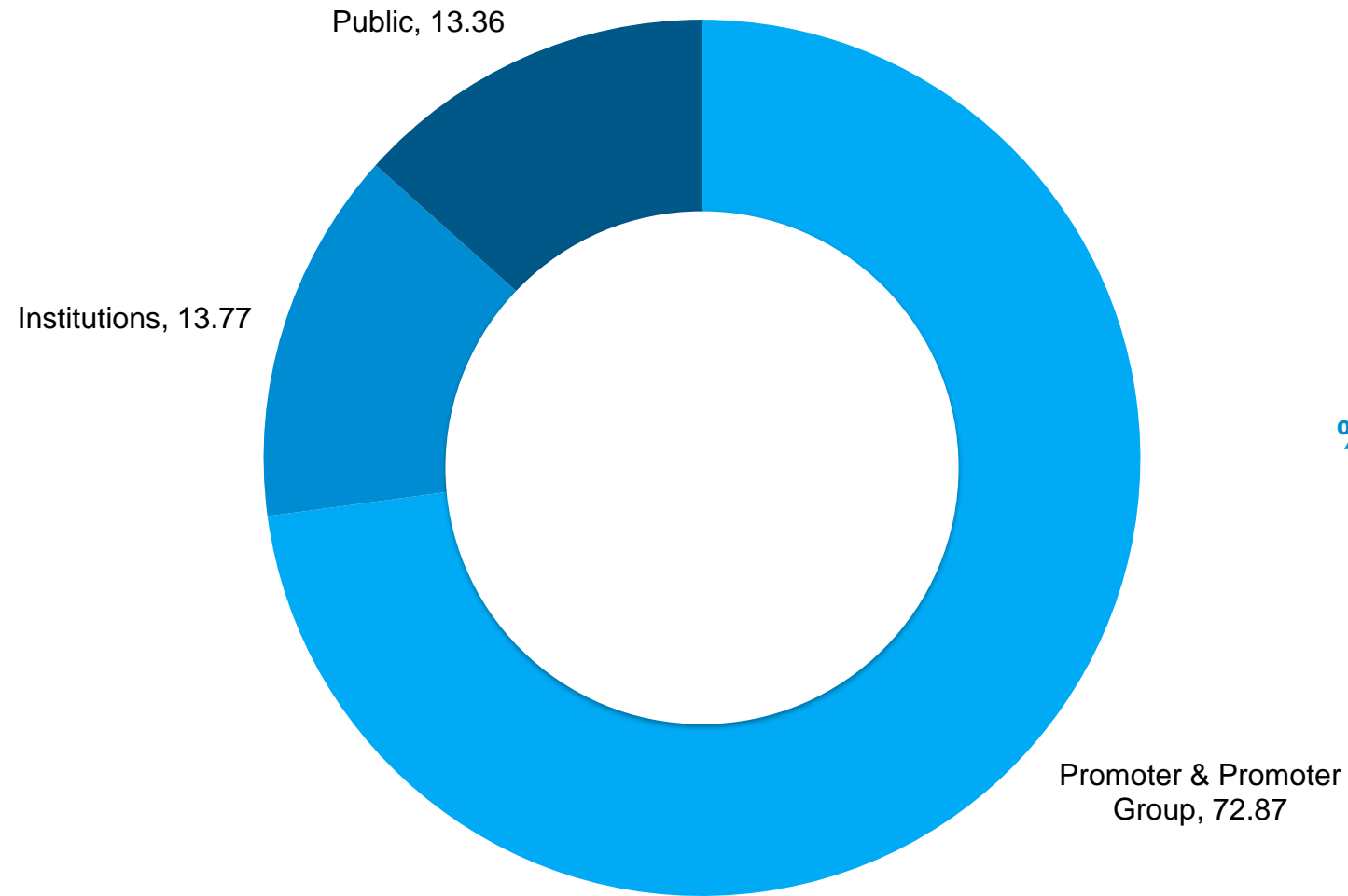
| Particulars (In Rs Mn) | Q4 FY16 | Q4 FY15 | YoY% | FY16 | FY15 | YoY% |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|-----------------|
| Net Sales (Net Of Excise Duty) | 1,314.4 | 1,041.1 | 26.3% | 3,380.7 | 2,861.2 | 18.2% |
| Other Operating Income | 0.0 | 0.0 | - | 0.0 | 0.0 | - |
| Total Income From Operations | 1,314.4 | 1,041.1 | 26.3% | 3,380.7 | 2,861.2 | 18.2% |
| Direct Cost | 77.6 | 71.2 | 9.0% | 265.4 | 255.0 | 4.1% |
| Gross Profit | 1,236.8 | 969.9 | 27.5% | 3,115.3 | 2,606.2 | 19.5% |
| Gros Margin % | 94.1% | 93.2% | 94 bps | 92.1% | 91.1% | 106 bps |
| R&D Cost | 161.4 | 125.2 | 28.9% | 599.6 | 459.5 | 30.5% |
| Advertisiting & Sales Promotion | 180.1 | 107.1 | 68.2% | 448.9 | 422.6 | 6.2% |
| Sales and Distribution | 185.1 | 218.5 | -15.3% | 577.9 | 465.7 | 24.1% |
| General Administration | 128.4 | 111.5 | 15.1% | 464.2 | 340.3 | 36.4% |
| EBIDTA | 581.8 | 407.6 | 42.7% | 1,024.6 | 918.1 | 11.6% |
| EBITDA Margin % | 44.3% | 39.2% | 511 bps | 30.3% | 32.1% | -178 bps |
| Depreciation / Amortization | 63.3 | 83.7 | -24.4% | 237.1 | 202.0 | 17.4% |
| EBIT | 518.5 | 323.9 | 60.1% | 787.5 | 716.1 | 10.0% |
| Other Income | 35.5 | 17.6 | 101.7% | 98.0 | 82.2 | 19.2% |
| Finance Cost | 0.0 | 0.0 | - | 0.0 | 0.0 | - |
| PBT | 554.0 | 341.5 | 62.2% | 885.6 | 798.3 | 10.9% |
| Tax | 175.8 | 110.3 | 59.3% | 301.6 | 260.2 | 15.9% |
| Effective Tax Rate % | 31.7% | 32.3% | -58 bps | 34.1% | 32.6% | 146 bps |
| PAT | 378.2 | 231.1 | 63.6% | 584.0 | 538.1 | 8.5% |
| PAT Margin % | 28.8% | 22.2% | 657 bps | 17.3% | 18.8% | -153 bps |
| EPS (Rs) | 6.07 | 3.78 | 60.6% | 9.37 | 8.81 | 6.4% |

CONSOLIDATED BALANCE SHEET

| Particulars (In Rs Mn) | FY16 | FY15 |
|---|----------------|----------------|
| Share Holders' Funds: | | |
| Equity Share Capital | 700.3 | 610.7 |
| Reserves And Surplus | 5,369.0 | 2,703.7 |
| Total Of Shareholder Funds | 6,069.3 | 3,314.4 |
| Non-Current Liabilities: | | |
| Long Term Borrowings | 0.0 | 0.0 |
| Deferred Tax Liabilities (Net) | 0.0 | 0.0 |
| Other Long Term Liabilities | 0.0 | 0.0 |
| Long Term Provisions | 0.0 | 0.0 |
| Total Of Non-Current Liabilities | 0.0 | 0.0 |
| Current Liabilities: | | |
| Short-Term Borrowings | 0.0 | 0.0 |
| Trade Payables | 531.8 | 373.7 |
| Other Current Liabilities | 143.3 | 75.0 |
| Short-Term Provisions | 409.6 | 516.7 |
| Total Of Current Liabilities | 1,084.7 | 965.3 |
| Total Equity & Liabilities | 7,154.0 | 4,279.7 |

| Particulars (In Rs Mn) | FY16 | FY15 |
|---------------------------------|----------------|----------------|
| Non-Current Assets: | | |
| Fixed Assets | | |
| Fixed Assets | 1,967.9 | 1,848.0 |
| Non-Current Investments | 34.2 | 4.2 |
| Deferred Tax Assets (Net) | 71.6 | 48.5 |
| Long-Term Loans And Advances | 177.7 | 172.3 |
| Other Non-Current Assets | 2.0 | 1.2 |
| Total Non-Current Assets | 2,253.4 | 2,074.2 |
| Current Assets: | | |
| Current Investments | 1,084.0 | 1,296.1 |
| Inventories | 66.7 | 78.4 |
| Trade Receivables | 945.8 | 647.6 |
| Cash And Bank Balances | 2,690.6 | 126.4 |
| Short-Term Loans And Advances | 94.6 | 55.4 |
| Other Current Assets | 19.0 | 1.6 |
| Total Current Assets | 4,900.6 | 2,205.5 |
| Total Assets | 7,154.0 | 4,279.7 |

SHAREHOLDING STRUCTURE



% Shareholding – March 2016

Source – BSE

FOR FURTHER QUERIES



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