

# Quick Heal

*Security Simplified*

## Quick Heal Technologies Limited

Q2 & FY18 – Results Update

November 2017



# DISCLAIMER

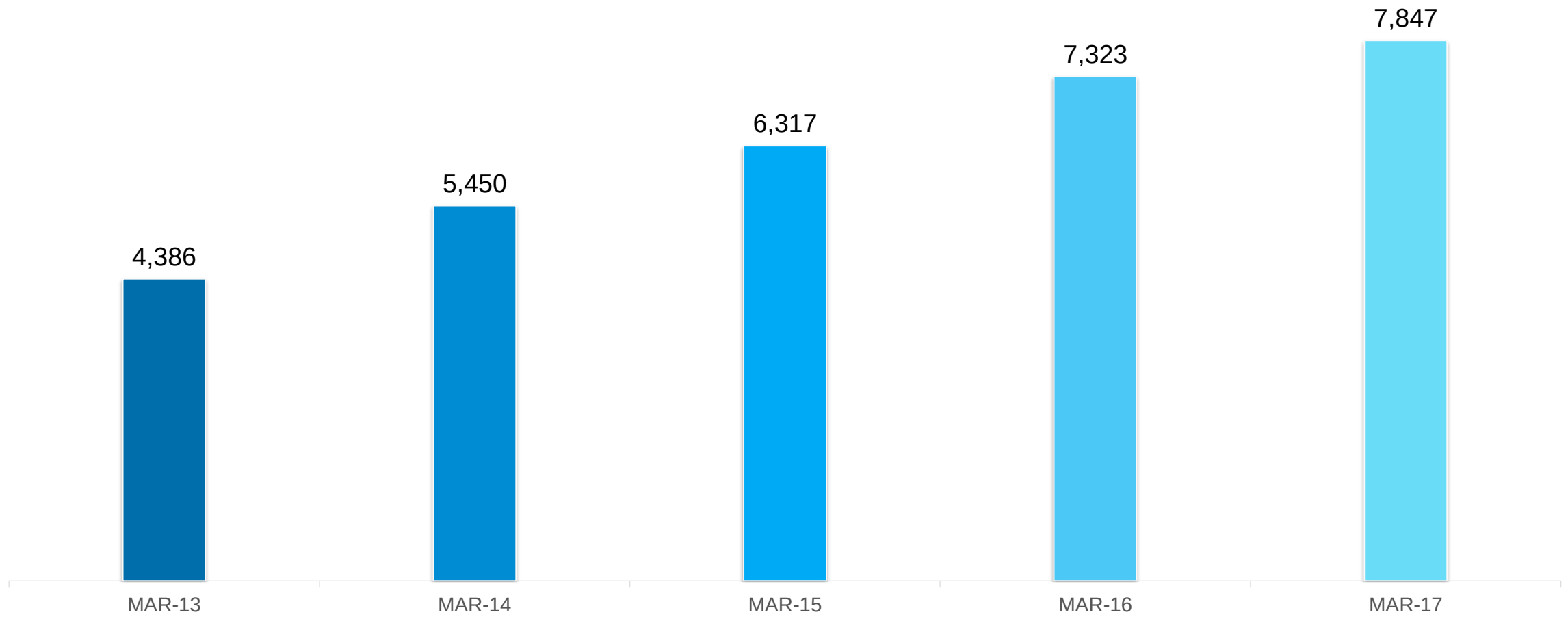
This presentation and the following discussion may contain “forward looking statements” by Quick Heal Technologies Limited (“Quick Heal” or the “Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial 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.

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.

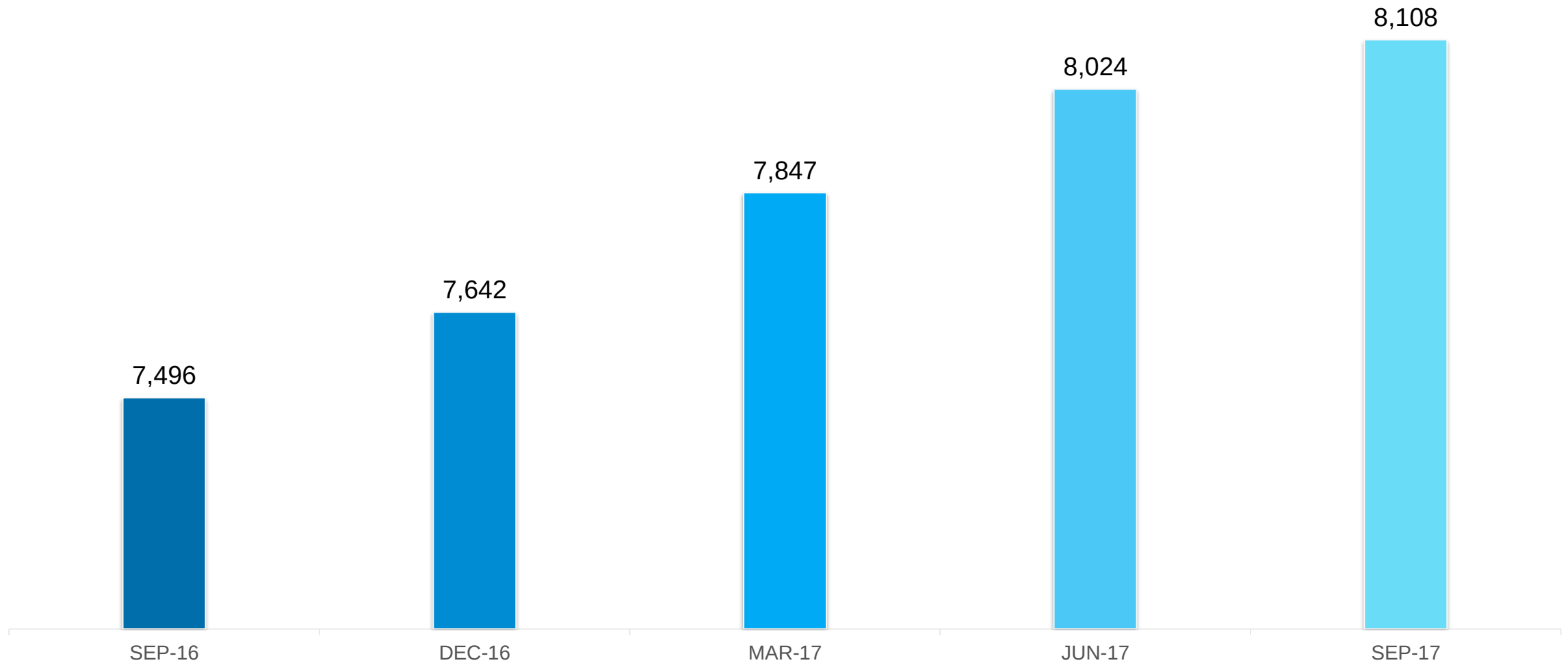
# LARGE AND GROWING USER BASE

ACTIVE LICENSES ('000) – ANNUAL GROWTH TREND



# LARGE AND GROWING USER BASE

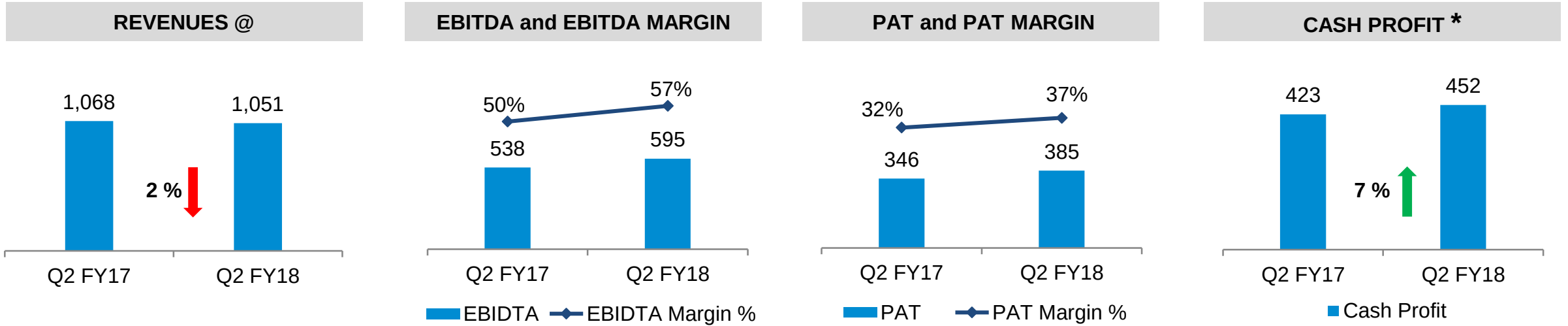
ACTIVE LICENSES ('000) – QUARTERLY GROWTH TREND



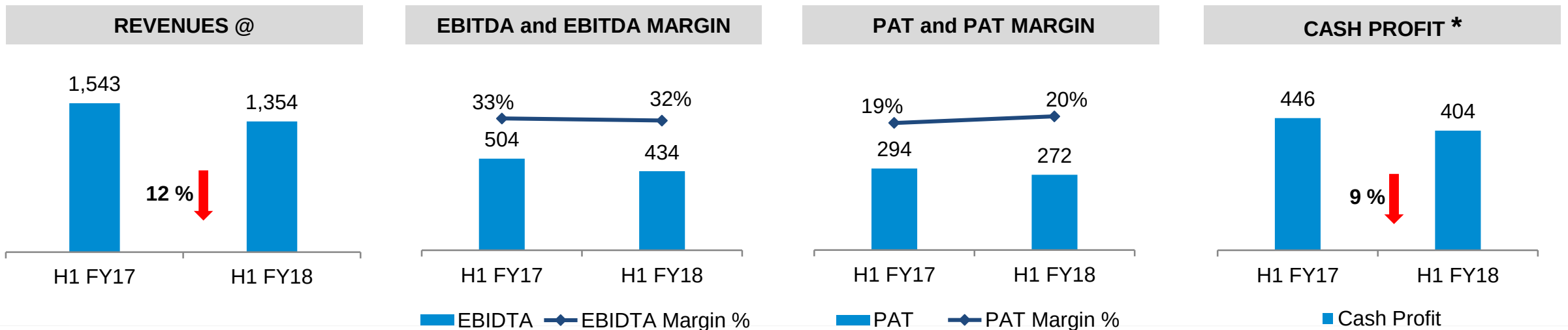
# Q2 & H1 FY18 RESULTS HIGHLIGHTS

In Rs. Million

## Q2 FY18 YoY ANALYSIS



## H1 FY18 YoY ANALYSIS



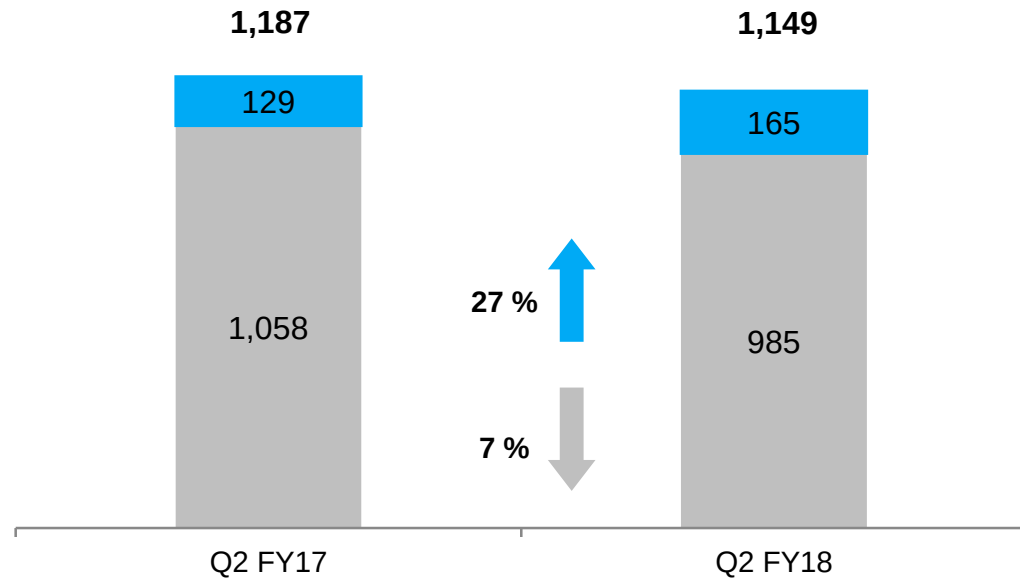
@Revenue has been disclosed net of GST and Dealer Incentives.

# Q2 & H1 FY18 – REVENUE ANALYSIS

In Rs. Million

## Q2 FY18 YoY ANALYSIS

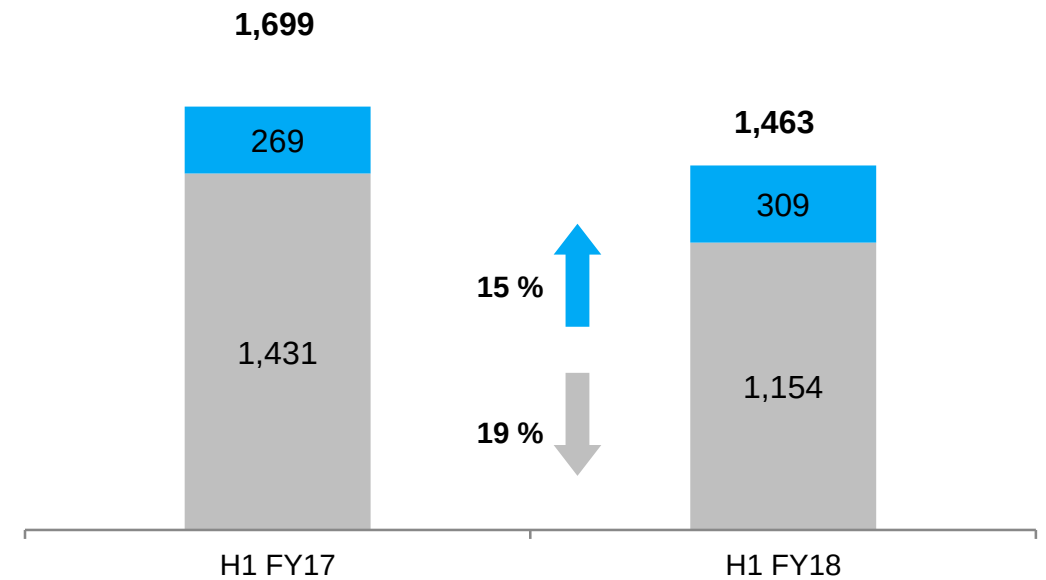
### SEGMENT BREAKUP \*



| % Share                    | Q2 FY17 | Q2 FY18 |
|----------------------------|---------|---------|
| ■ Retail                   | 89%     | 86%     |
| ■ Enterprises & Government | 11%     | 14%     |

## H1 FY18 YoY ANALYSIS

### SEGMENT BREAKUP \*

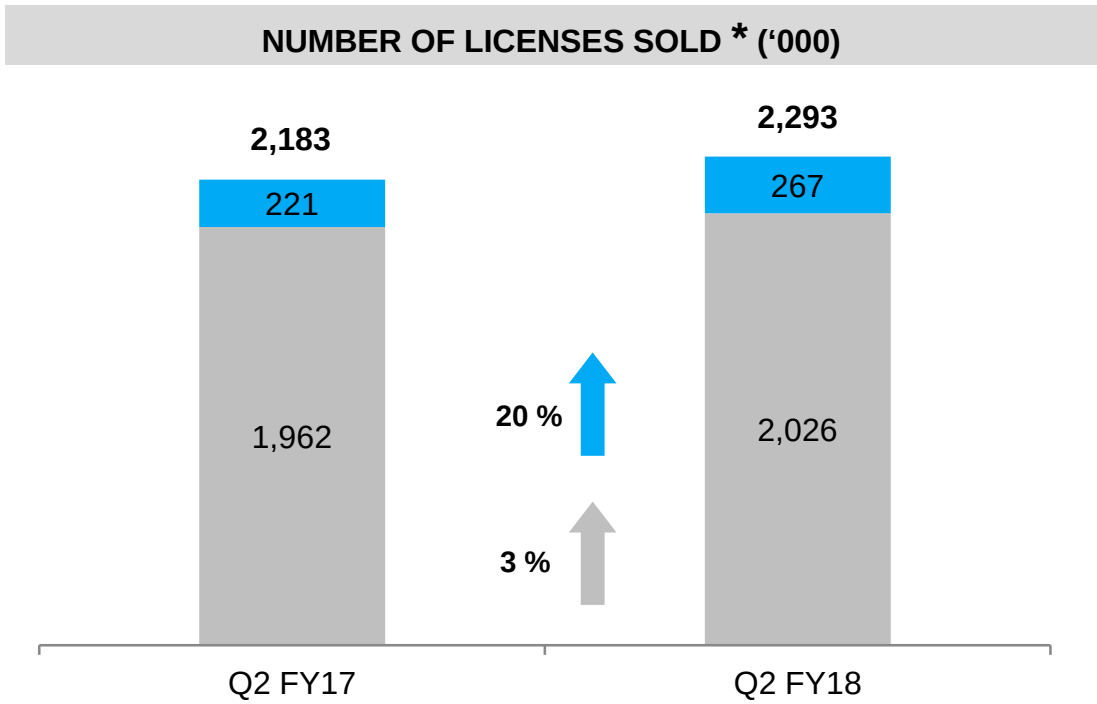


| % Share                    | H1 FY17 | H1 FY18 |
|----------------------------|---------|---------|
| ■ Retail                   | 84%     | 79%     |
| ■ Enterprises & Government | 16%     | 21%     |

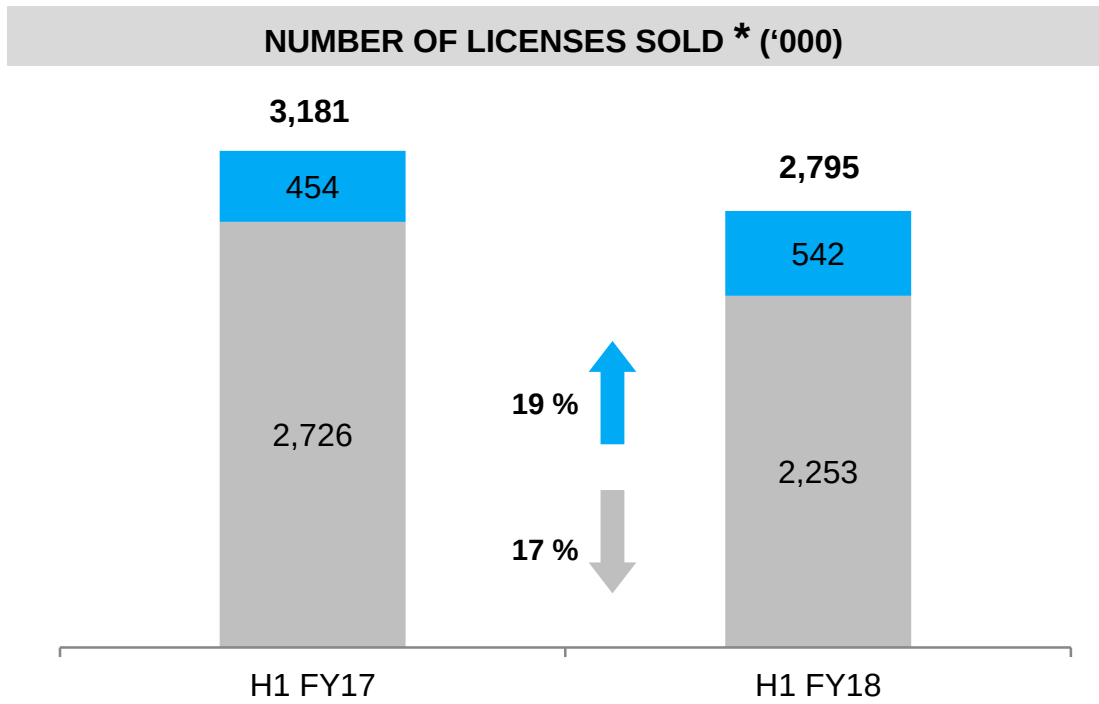
\*Based on net revenues before adjusting for sales incentives

# Q2 & H1 FY18 – LICENSE SELLING PATTERN

## Q2 FY18 YoY ANALYSIS



## H1 FY18 YoY ANALYSIS



| % Share                    | Q2 FY17 | Q2 FY18 |
|----------------------------|---------|---------|
| ■ Retail                   | 90%     | 88%     |
| ■ Enterprises & Government | 10%     | 12%     |

| % Share                    | H1 FY17 | H1 FY18 |
|----------------------------|---------|---------|
| ■ Retail                   | 86%     | 81%     |
| ■ Enterprises & Government | 14%     | 19%     |

\*Based on net revenues before adjusting for sales incentives  
Increase in retail licenses sold in Q2 FY18 as opposed to decline in retail revenues is due to higher demand for lower priced products.

## Q2 & H1 FY18 – COST ANALYSIS

In Rs Million

| Head  | Consolidated |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|
|   | Q2 FY18,a    | Q1 FY18,a    | Q4 FY17,a    | Q3 FY17, a   | Q2 FY17, a   |
| <b>Operating Cost</b>                       |              |              |              |              |              |
| Salaries                                    | 113.8        | 116.8        | 116.5        | 118.7        | 122.4        |
| Fees for technical services                 | 20.7         | 24.1         | 24.9         | 24.9         | 25.2         |
| Technology subscription charges             | 4.3          | 3.5          | 14.2         | 13.6         | 16.2         |
| <b>R&amp;D Expenses (A)</b>                 | <b>138.8</b> | <b>144.4</b> | <b>155.6</b> | <b>157.3</b> | <b>163.8</b> |
| Salaries                                    | 87.3         | 90.8         | 100.6        | 99.7         | 99.8         |
| Advertising Expenses                        | 23.3         | 32.6         | 71.4         | 44.2         | 21.5         |
| Sales Promotion                             | 8.3          | 22.7         | 3.4          | 12.6         | 7.7          |
| Traveling and conveyance                    | 6.7          | 6.7          | 11.6         | 13.5         | 12.4         |
| Technical Support Cost                      | 20.3         | 21.4         | 19.4         | 19.1         | 23.2         |
| <b>Selling &amp; Marketing Expenses (B)</b> | <b>145.9</b> | <b>174.1</b> | <b>206.4</b> | <b>189.1</b> | <b>164.6</b> |
| Salaries                                    | 50.8         | 48.9         | 43.7         | 45.7         | 40.2         |
| Other Expenses                              | 69.5         | 78.2         | 90.5         | 73.3         | 74.1         |
| <b>G&amp;A (C)</b>                          | <b>120.3</b> | <b>127.1</b> | <b>134.2</b> | <b>119.0</b> | <b>114.2</b> |
| <b>Total Expenditure (A+B+C)</b>            | <b>404.9</b> | <b>445.6</b> | <b>496.1</b> | <b>465.4</b> | <b>442.7</b> |

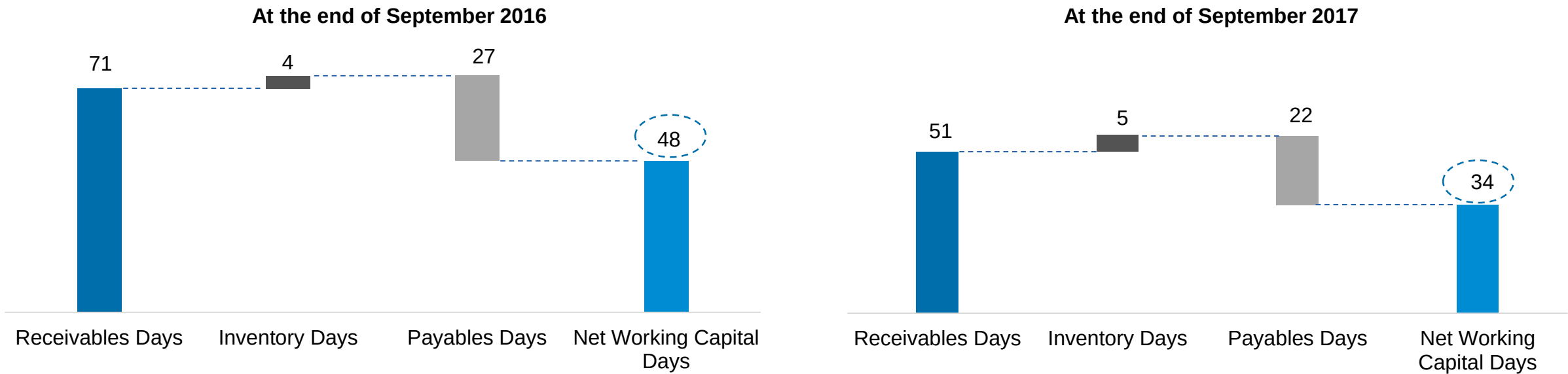
NOTE: Certain figures have been re-grouped wherever necessary



# Q2 & H1 FY18 – WORKING CAPITAL ANALYSIS

## ADOPTION OF EFFICIENT SALES & CREDIT MECHANISM LEADING TO IMPROVEMENT IN WORKING CAPITAL CYCLE

- Increased focus on timely stock clearance at dealers and receivables collection.
- Increased handholding between sales team and dealer-retailer network to ensure faster sales.
- Realignment of dealer incentives to ensure timely sales as well as stock clearance throughout the supply chain.
- Strict control on debtor days through sales to dealers backed by 7-days PDC.



Note: Net Working Capital Days =  $[(\text{Net Working Capital} / \text{Second Quarter Sales}) * (91 \text{ days})]$

Calculation is based on net revenues before adjusting for sales incentives

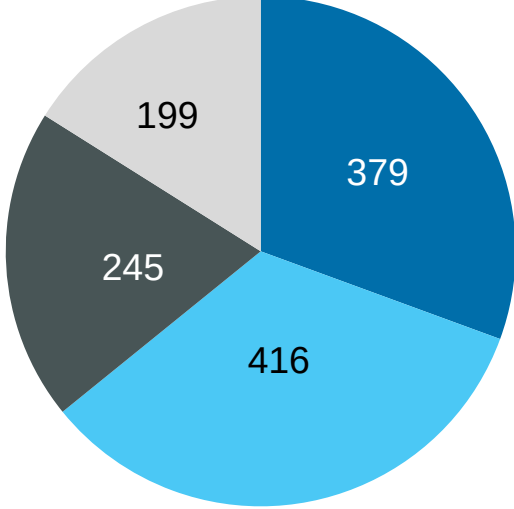
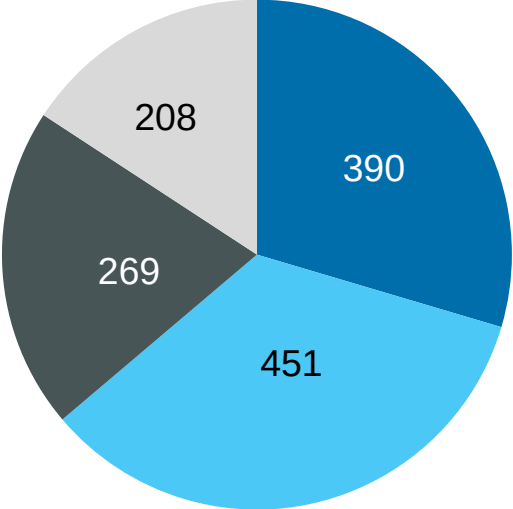
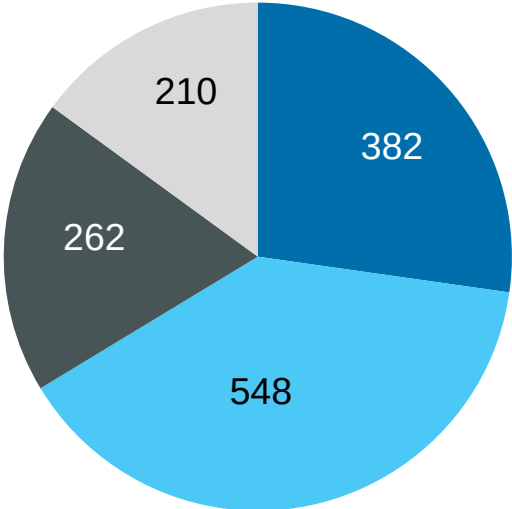
# Q2 & H1 FY18 – EMPLOYEE BREAKUP

September 2016 – 1,402

June 2017 – 1,318

September 2017 – 1,239

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



# Q2 & H1 FY18 CONSOLIDATED RESULTS – PROFIT & LOSS

In Rs Million

| Head  | Consolidated   |                |              |              |                |                |               |               |
|---|----------------|----------------|--------------|--------------|----------------|----------------|---------------|---------------|
|   | Q2 FY18,a      | Q2 FY17,a      | Growth       | % Change     | H1 FY18,a      | H1 FY17,a      | Growth        | % Change      |
| <b>Revenue</b>                                  | <b>1,050.6</b> | <b>1,067.9</b> | <b>-17.2</b> | <b>-1.6%</b> | <b>1,353.8</b> | <b>1,543.4</b> | <b>-189.6</b> | <b>-12.3%</b> |
| Direct Cost                                     | 50.9           | 87.3           | 36.4         | 41.7%        | 69.0           | 132.8          | 63.8          | 48.1%         |
| <b>Gross profit</b>                             | <b>999.7</b>   | <b>980.6</b>   | <b>19.2</b>  | <b>2.0%</b>  | <b>1,284.8</b> | <b>1,410.6</b> | <b>-125.8</b> | <b>-8.9%</b>  |
| <b>Gross Margin, %</b>                          | <b>95.2%</b>   | <b>91.8%</b>   |              |              | <b>94.9%</b>   | <b>91.4%</b>   |               |               |
| <b>Operating Costs</b>                          |                |                |              |              |                |                |               |               |
| R&D Cost  | 138.8          | 163.8          | 25.1         | 15.3%        | 283.1          | 322.6          | 39.5          | 12.2%         |
| Sales and Marketing (S&M)                       | 145.9          | 164.6          | 18.8         | 11.4%        | 320.0          | 332.6          | 12.6          | 3.8%          |
| General Administration (G&A)                    | 120.3          | 114.2          | -6.0         | -5.3%        | 247.4          | 251.5          | 4.1           | 1.6%          |
| <b>Total</b>                                    | <b>404.9</b>   | <b>442.7</b>   | <b>37.8</b>  | <b>8.5%</b>  | <b>850.5</b>   | <b>906.7</b>   | <b>56.2</b>   | <b>6.2%</b>   |
| <b>EBIDTA</b>                                   | <b>594.8</b>   | <b>537.9</b>   | <b>57.0</b>  | <b>10.6%</b> | <b>434.3</b>   | <b>503.9</b>   | <b>-69.6</b>  | <b>-13.8%</b> |
| Depreciation / Amortization                     | 67.6           | 77.7           | 10.1         | 13.0%        | 131.8          | 151.7          | 19.8          | 13.1%         |
| <b>EBIT</b>                                     | <b>527.2</b>   | <b>460.2</b>   | <b>67.0</b>  | <b>14.6%</b> | <b>302.5</b>   | <b>352.2</b>   | <b>-49.7</b>  | <b>-14.1%</b> |
| Other Income                                    | 57.3           | 69.8           | -12.5        | -17.9%       | 112.6          | 145.5          | -32.8         | -22.6%        |
| <b>Profit Before Tax &amp; Exceptional Item</b> | <b>584.5</b>   | <b>529.9</b>   | <b>54.5</b>  | <b>10.3%</b> | <b>415.1</b>   | <b>497.7</b>   | <b>-82.6</b>  | <b>-16.6%</b> |
| Exceptional Item                                | -              | -              | -            | -            | -              | 37.8           | 37.8          | -             |
| Tax   | 199.7          | 184.5          | -15.2        | -8.2%        | 143.3          | 165.8          | 22.4          | 13.5%         |
| <b>PAT</b>                                      | <b>384.8</b>   | <b>345.5</b>   | <b>39.3</b>  | <b>11.4%</b> | <b>271.7</b>   | <b>294.1</b>   | <b>-22.3</b>  | <b>-7.6%</b>  |
| <b>Reconciliation between I GAAP and IND-AS</b> |                |                |              |              |                |                |               |               |
| <b>Revenue (Gross)</b>                          | <b>1,350.2</b> | <b>1,276.6</b> | <b>73.6</b>  | <b>5.8%</b>  | <b>1,705.0</b> | <b>1,838.1</b> | <b>-133.1</b> | <b>-7.2%</b>  |
| Taxes   | 200.9          | 89.3           | -111.6       | -124.9%      | 242.2          | 138.6          | 103.6         | 74.7%         |
| <b>Net revenue as per IGAAP</b>                 | <b>1,149.3</b> | <b>1,187.3</b> | <b>-38.0</b> | <b>-3.2%</b> | <b>1,462.7</b> | <b>1,699.5</b> | <b>-236.7</b> | <b>-13.9%</b> |
| Less Dealer Incentive                           | 98.7           | 119.4          | 20.7         | 17.4%        | 109.0          | 156.1          | 47.2          | 30.2%         |
| <b>Net revenue after Dealer Incentive</b>       | <b>1,050.6</b> | <b>1,067.9</b> | <b>-17.2</b> | <b>-1.6%</b> | <b>1,353.8</b> | <b>1,543.4</b> | <b>-189.6</b> | <b>-12.3%</b> |

## Q2 & H1 FY18 CONSOLIDATED RESULTS – RATIO ANALYSIS

### Ratio Analysis

| Head                  | Consolidated |           |           |           |
|-----------------------|--------------|-----------|-----------|-----------|
|                       | Q2 FY18,a    | Q2 FY17,a | H1 FY18,a | H1 FY17,a |
| <b>Expenses</b>       |              |           |           |           |
| Direct Cost / Revenue | 4.8%         | 8.2%      | 5.1%      | 8.6%      |
| R&D / Revenue         | 13.2%        | 15.3%     | 20.9%     | 20.9%     |
| S&M / Revenue         | 13.9%        | 15.4%     | 23.6%     | 21.6%     |
| G&A / Revenue         | 11.4%        | 10.7%     | 18.3%     | 16.3%     |
| Total Cost / Revenue  | 38.5%        | 41.5%     | 62.8%     | 58.7%     |
|                       |              |           |           |           |
| <b>Margin</b>         |              |           |           |           |
| Gross Margin          | 95.2%        | 91.8%     | 94.9%     | 91.4%     |
| EBIDTA                | 56.6%        | 50.4%     | 32.1%     | 32.6%     |
| EBIT                  | 50.2%        | 43.1%     | 22.3%     | 22.8%     |
| PBT                   | 55.6%        | 49.6%     | 30.7%     | 32.2%     |
| PAT                   | 36.6%        | 32.4%     | 20.1%     | 19.1%     |

# H1 FY18 CONSOLIDATED RESULTS – BALANCE SHEET

| Particulars (In Rs Mn)                    | Sep-17         | Sep-16         |
|---|----------------|----------------|
| <b>Share Holders' Funds:</b>              |                |                |
| Equity Share Capital                      | 701.9          | 700.3          |
| Share application money pending allotment | 0.8            | -              |
| Reserves And Surplus                      | 5,988.2        | 5,690.9        |
| <b>Total Of Shareholder Funds</b>         | <b>6,690.9</b> | <b>6,391.3</b> |
| <b>Non-Current Liabilities:</b>           |                |                |
| Net employee defined benefit liabilities  | 23.9           | -              |
| <b>Current Liabilities:</b>               |                |                |
| Trade and Other Payables                  | 279.1          | 349.4          |
| Other Financial Liabilities               | 9.9            | 10.3           |
| Other Current Liabilities                 | 138.5          | 102.3          |
| Net employee defined benefit liabilities  | 14.0           | 35.2           |
| Current Tax Liabilities (Net)             | 35.3           | 175.3          |
| <b>Total Of Current Liabilities</b>       | <b>476.7</b>   | <b>672.5</b>   |
| <b>Total Equity &amp; Liabilities</b>     | <b>7,191.5</b> | <b>7,063.8</b> |

| Particulars (In Rs Mn)                    | Sep-17         | Sep-16         |
|---|----------------|----------------|
| <b>Non-Current Assets:</b>                |                |                |
| Property, plant and equipment             | 1,716.8        | 1,721.0        |
| Capital work-in-progress                  | 133.0          | 297.5          |
| Other Intangible assets                   | 51.4           | 43.4           |
| <b>Non-current financial assets</b>       |                |                |
| Investments                               | 66.7           | 36.5           |
| Loan and Security Deposits                | 3.3            | 0.2            |
| Bank Balances                             | 3.1            | 1.3            |
| Deferred tax assets (net)                 | 71.4           | 66.1           |
| Non-current tax assets (net)              | 33.8           | 129.9          |
| Other non-current assets                  | 22.3           | 10.0           |
| <b>Total Non-Current Assets</b>           | <b>2,101.7</b> | <b>2,306.0</b> |
| <b>Current assets:</b>                    |                |                |
| Inventories                               | 64.1           | 50.0           |
| Investment in Mutual Fund                 | 2,501.8        | 1,443.5        |
| Trade and other receivables               | 639.1          | 921.5          |
| Investment in Fixed Deposit               | 1,566.6        | 1,871.2        |
| Bank Balances & Cash and Cash Equivalents | 241.6          | 355.6          |
| Loans and Security Deposits               | 7.4            | 35.5           |
| Interest accrued                          | 28.3           | 56.7           |
| Other current assets                      | 40.9           | 23.8           |
| <b>Total Current Assets</b>               | <b>5,089.8</b> | <b>4,757.8</b> |
| <b>Total Assets</b>                       | <b>7,191.5</b> | <b>7,063.8</b> |

NOTE: Certain figures have been re-grouped wherever necessary

## Q2 & H1 FY18 STANDALONE RESULTS – PROFIT & LOSS

In Rs Million

| Head                                 | Standalone     |                |              |              |                |                |               |               |
|--------------------------------------|----------------|----------------|--------------|--------------|----------------|----------------|---------------|---------------|
|                                      | Q2 FY18, a     | Q2 FY17, a     | Growth       | % Change     | H1 FY18, a     | H1 FY17, a     | Growth        | % Change      |
| <b>Revenue</b>                       | <b>1,045.3</b> | <b>1,064.3</b> | <b>-19.0</b> | <b>-1.8%</b> | <b>1,342.5</b> | <b>1,539.4</b> | <b>-196.9</b> | <b>-12.8%</b> |
| Direct Cost                          | 50.2           | 82.1           | 31.9         | 38.8%        | 69.1           | 125.0          | 55.9          | 44.7%         |
| <b>Gross profit</b>                  | <b>995.1</b>   | <b>982.2</b>   | <b>12.9</b>  | <b>1.3%</b>  | <b>1,273.5</b> | <b>1,414.5</b> | <b>-141.0</b> | <b>-10.0%</b> |
| <b>Gross Margin, %</b>               | <b>95.2%</b>   | <b>92.3%</b>   |              |              | <b>94.9%</b>   | <b>91.9%</b>   |               |               |
| <b>Operating Costs</b>               |                |                |              |              |                |                |               |               |
| R&D Cost                             | 138.8          | 163.8          | 25.0         | 15.3%        | 283.1          | 322.6          | 39.5          | 12.2%         |
| Sales and Marketing (S&M)            | 138.8          | 152.9          | 14.1         | 9.2%         | 306.5          | 306.6          | 0.1           | 0.0%          |
| General Administration (G&A)         | 114.7          | 109.6          | -5.0         | -4.6%        | 238.8          | 244.4          | 5.6           | 2.3%          |
| <b>Total</b>                         | <b>392.2</b>   | <b>426.3</b>   | <b>34.1</b>  | <b>8.0%</b>  | <b>828.4</b>   | <b>873.6</b>   | <b>45.1</b>   | <b>5.2%</b>   |
| <b>EBIDTA</b>                        | <b>602.9</b>   | <b>555.9</b>   | <b>47.0</b>  | <b>8.4%</b>  | <b>445.0</b>   | <b>540.9</b>   | <b>-95.9</b>  | <b>-17.7%</b> |
| Depreciation / Amortization          | 67.6           | 77.6           | 9.9          | 12.8%        | 131.7          | 151.5          | 19.7          | 13.0%         |
| <b>EBIT</b>                          | <b>535.3</b>   | <b>478.4</b>   | <b>56.9</b>  | <b>11.9%</b> | <b>313.3</b>   | <b>389.4</b>   | <b>-76.1</b>  | <b>-19.6%</b> |
| Other Income                         | 56.9           | 69.1           | -12.1        | -17.5%       | 111.6          | 143.2          | -31.7         | -22.1%        |
| Profit Before Tax & Exceptional Item | 592.2          | 547.4          | 44.8         | 8.2%         | 424.9          | 532.7          | -107.8        | -20.2%        |
| Exceptional Item                     | -              | -              | -            | -            | -              | 37.8           | -37.8         | -             |
| Tax                                  | 199.5          | 184.3          | -15.2        | -8.2%        | 143.0          | 165.6          | 22.7          | 13.7%         |
| <b>PAT</b>                           | <b>392.7</b>   | <b>363.1</b>   | <b>29.6</b>  | <b>8.2%</b>  | <b>281.9</b>   | <b>329.2</b>   | <b>-47.3</b>  | <b>-14.4%</b> |

### Reconciliation between I GAAP and IND-AS

|   |                |                |              |              |                |                |               |               |
|---|----------------|----------------|--------------|--------------|----------------|----------------|---------------|---------------|
| <b>Revenue (Gross)</b>                    | <b>1,344.9</b> | <b>1,247.7</b> | <b>97.2</b>  | <b>7.8%</b>  | <b>1,693.7</b> | <b>1,834.2</b> | <b>-140.4</b> | <b>-7.7%</b>  |
| Taxes                                     | 200.9          | 64.0           | -136.9       | -213.8%      | 242.2          | 138.6          | 103.6         | 74.7%         |
| <b>Net revenue as per IGAAP</b>           | <b>1,144.0</b> | <b>1,183.7</b> | <b>-39.7</b> | <b>-3.4%</b> | <b>1,451.5</b> | <b>1,695.5</b> | <b>-244.1</b> | <b>-14.4%</b> |
| Less Dealer Incentive                     | 98.7           | 119.4          | 20.7         | 17.4%        | 109.0          | 156.1          | 47.2          | 30.2%         |
| <b>Net revenue after Dealer Incentive</b> | <b>1,045.3</b> | <b>1,064.3</b> | <b>-19.0</b> | <b>-1.8%</b> | <b>1,342.5</b> | <b>1,539.4</b> | <b>-196.9</b> | <b>-12.8%</b> |

## Q2 & H1 FY18 STANDALONE RESULTS – RATIO ANALYSIS

### Ratio Analysis

| Head                  | Standalone |            |            |            |
|-----------------------|------------|------------|------------|------------|
|                       | Q2 FY18, a | Q2 FY17, a | H1 FY18, a | H1 FY17, a |
| <b>Expenses</b>       |            |            |            |            |
| Direct Cost / Revenue | 4.8%       | 7.7%       | 5.1%       | 8.1%       |
| R&D / Revenue         | 13.3%      | 15.4%      | 21.1%      | 21.0%      |
| S&M / Revenue         | 13.3%      | 14.4%      | 22.8%      | 19.9%      |
| G&A / Revenue         | 11.0%      | 10.3%      | 17.8%      | 15.9%      |
| Total Cost / Revenue  | 37.5%      | 40.1%      | 61.7%      | 56.7%      |
|                       |            |            |            |            |
| <b>Margin</b>         |            |            |            |            |
| Gross Margin          | 95.2%      | 92.3%      | 94.9%      | 91.9%      |
| EBIDTA                | 57.7%      | 52.2%      | 33.1%      | 35.1%      |
| EBIT                  | 51.2%      | 44.9%      | 23.3%      | 25.3%      |
| PBT                   | 56.7%      | 51.4%      | 31.6%      | 34.6%      |
| PAT *                 | 37.6%      | 34.1%      | 21.0%      | 21.4%      |

# H1 FY18 STANDALONE RESULTS – BALANCE SHEET

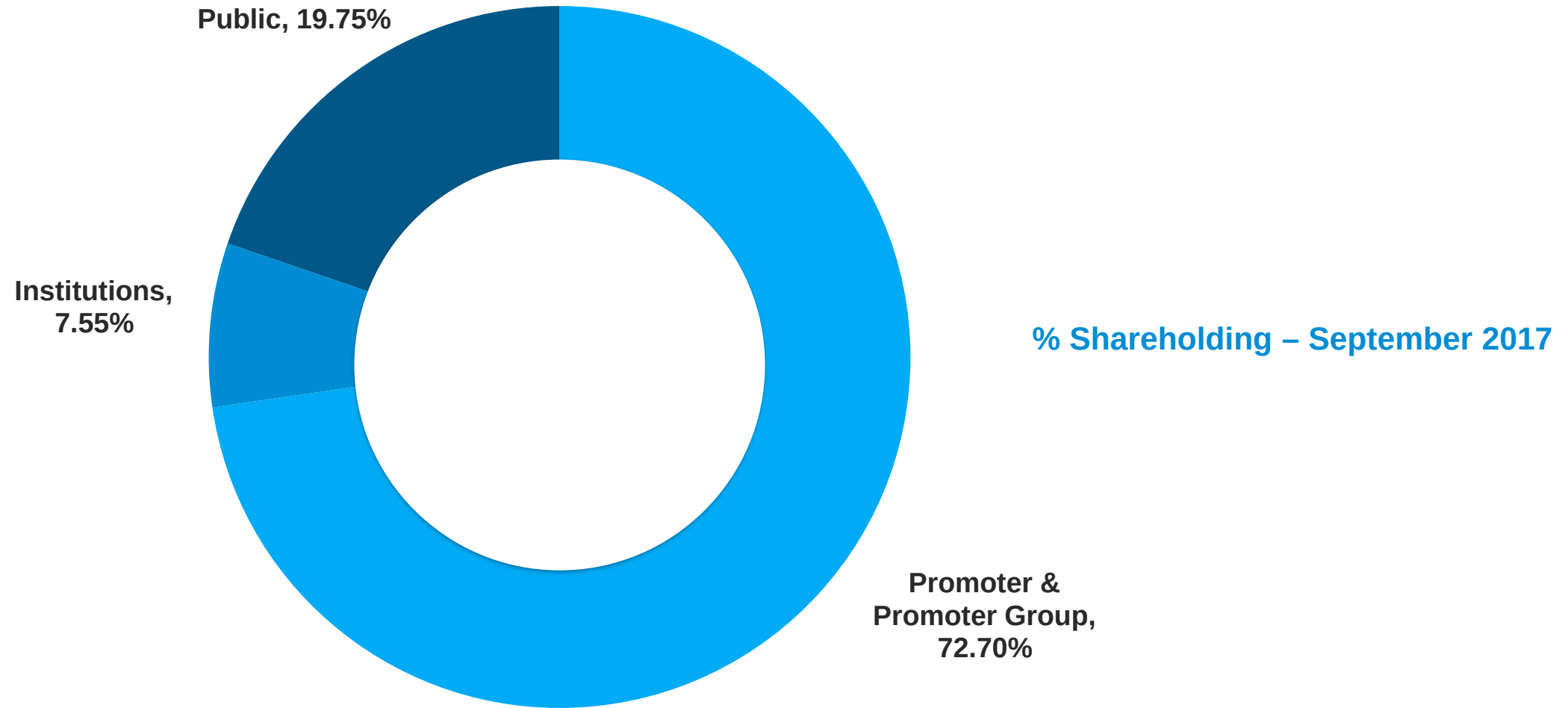
| Particulars (In Rs Mn)                    | Sep-17         | Sep-16         |
|---|----------------|----------------|
| <b>Share Holders' Funds:</b>              |                |                |
| Equity Share Capital                      | 701.9          | 700.3          |
| Share application money pending allotment | 0.8            | -              |
| Reserves And Surplus                      | 6,171.8        | 5,833.5        |
| <b>Total Of Shareholder Funds</b>         | <b>6,874.5</b> | <b>6,533.9</b> |
| <b>Non-Current Liabilities:</b>           |                |                |
| Net employee defined benefit liabilities  | 23.8           | 8.2            |
| <b>Current Liabilities:</b>               |                |                |
| Trade and Other Payables                  | 275.2          | 347.4          |
| Other Financial Liabilities               | 11.2           | 10.4           |
| Other Current Liabilities                 | 137.5          | 133.9          |
| Net employee defined benefit liabilities  | 14.0           | 26.9           |
| Current Tax Liabilities (Net)             | 34.9           | 175.3          |
| <b>Total Of Current Liabilities</b>       | <b>472.7</b>   | <b>693.8</b>   |
| <b>Total Equity &amp; Liabilities</b>     | <b>7,371.0</b> | <b>7,235.9</b> |

| Particulars (In Rs Mn)                    | Sep-17         | Sep-16         |
|---|----------------|----------------|
| <b>Non-Current Assets:</b>                |                |                |
| Property, plant and equipment             | 1,715.4        | 1,719.1        |
| Capital work-in-progress                  | 133.0          | 297.1          |
| Other Intangible assets                   | 51.1           | 43.4           |
| <b>Non-current financial assets</b>       |                |                |
| Investments                               | 367.0          | 266.2          |
| Loan and Security Deposits                | 3.2            | 3.2            |
| Bank Balances                             | 3.7            | 1.4            |
| Deferred tax assets (net)                 | 71.4           | 66.1           |
| Non-current tax assets (net)              | 33.8           | 129.9          |
| Other non-current assets                  | 22.3           | 11.8           |
| <b>Total Non-Current Assets</b>           | <b>2,400.8</b> | <b>2,538.2</b> |
| <b>Current assets:</b>                    |                |                |
| Inventories                               | 53.3           | 43.1           |
| Investment in Mutual Fund                 | 2,501.8        | 1,443.5        |
| Trade and other receivables               | 613.8          | 905.6          |
| Investment in Fixed Deposit               | 1,566.6        | 1,871.2        |
| Bank Balances & Cash and Cash Equivalents | 160.0          | 293.3          |
| Loans and Security Deposits               | 6.7            | 29.7           |
| Interest accrued                          | 28.3           | 53.9           |
| Other current assets                      | 39.7           | 57.4           |
| <b>Total Current Assets</b>               | <b>4,970.1</b> | <b>4,697.6</b> |
| <b>Total Assets</b>                       | <b>7,371.0</b> | <b>7,235.9</b> |

NOTE: Certain figures have been re-grouped wherever necessary



# SHAREHOLDING STRUCTURE



% Shareholding – September 2017

Source – BSE

FOR FURTHER QUERIES



*Security Simplified*

**Mr Rajesh Ghonasgi**

**Quick Heal Technologies Limited  
CFO**

Email ID: [rajesh.ghonasgi@quickheal.co.in](mailto:rajesh.ghonasgi@quickheal.co.in)

Contact No: +91 (20) 6681 3232



**Vatsal Mehta / Nilesh Dalvi**

**Dickenson Seagull IR  
IR Consultant**

Email ID: [vatsal.Mehta@dickensonsir.com](mailto:vatsal.Mehta@dickensonsir.com)

[nilesh.dalvi@dickensonir.com](mailto:nilesh.dalvi@dickensonir.com)

Contact No: +91 9712129581 / 9819289131