

Ref No.: QHTL/Sec/SE/2019-20/62

November 14, 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

**Subject: Outcome of Board Meeting November 14, 2019**

Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on November 14, 2019 which commenced at 02.30 PM and concluded at 6:45 PM, has approved following:

1. Unaudited Consolidated and Standalone Financial Results of the Company for the quarter and half year ended September 30, 2019.
2. A copy of the Press Release being issued in respect of aforesaid financial results.
3. A Presentation in respect of aforesaid financial results
4. Pursuant to Regulation 33 of SEBI Regulations, we have enclosed herewith Limited Review Report for the un-audited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended September 30, 2019, from our Statutory Auditors, M/s MSKA & Associates, Chartered Accountants.

This is for your information and records.

**For Quick Heal Technologies Limited**

  
A. Srinivasa Rao  
Company Secretary



Encl: As Above

**STATEMENT OF CONSOLIDATED ASSETS AND LIABILITIES AS AT SEPTEMBER 30, 2019**

	As at September 30, 2019 (Unaudited)	As at March 31, 2019 (Audited)
<b>Assets</b>		
<b>Non-current assets</b>		
(a) Property, plant and equipment	1,565.26	1,570.04
(b) Capital work-in-progress	36.63	106.33
(c) Intangible assets	51.09	77.08
(d) Financial assets		
(i) Investments	320.86	296.23
(ii) Loans and security deposits	3.81	3.75
(iii) Other financial assets	3.89	4.04
(e) Deferred tax assets (net)	66.65	86.69
(f) Income tax assets (net)	83.65	45.54
(g) Other non-current assets	1.59	0.52
	<b>2,133.43</b>	<b>2,190.22</b>
<b>Current assets</b>		
(a) Inventories	44.57	53.94
(b) Financial assets		
(i) Investments	2,439.87	3,602.17
(ii) Trade receivables	1,249.94	1,250.52
(iii) Cash and cash equivalents	131.35	129.56
(iv) Bank balances other than (iii) above	1,013.13	1,219.44
(v) Loans and security deposits	7.52	7.09
(vi) Interest accrued	31.98	30.59
(c) Other current assets	45.22	44.74
	<b>4,963.58</b>	<b>6,338.05</b>
<b>Total assets</b>	<b>7,097.01</b>	<b>8,528.27</b>
<b>Equity and liabilities</b>		
<b>Equity</b>		
(a) Equity share capital	642.03	705.63
(b) Share application money pending allotment	-	0.17
(c) Other equity		
(i) Retained earnings	4,754.46	4,418.83
(ii) Securities premium	593.84	2,343.38
(iii) Amalgamation reserve	26.45	26.45
(iv) General reserve	450.26	450.26
(v) Capital redemption reserve	63.64	-
(vi) Other reserves	(38.87)	(47.13)
<b>Total equity</b>	<b>6,491.81</b>	<b>7,897.59</b>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
(a) Net employee defined benefit liabilities	4.64	18.37
(b) Other non-current liabilities	19.63	19.53
	<b>24.27</b>	<b>37.90</b>
<b>Current liabilities</b>		
(a) Financial liabilities		
(i) Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises	-	0.37
(b) Total outstanding dues creditors other than micro enterprises and enterprises	352.53	387.50
(ii) Other financial liabilities	17.53	34.23
(b) Other current liabilities	153.88	135.76
(c) Net employee defined benefit liabilities	18.67	21.22
(d) Income tax liabilities (net)	38.32	13.70
	<b>580.93</b>	<b>592.78</b>
<b>Total liabilities</b>	<b>605.20</b>	<b>630.68</b>
<b>Total equity and liabilities</b>	<b>7,097.01</b>	<b>8,528.27</b>



**QUICK HEAL TECHNOLOGIES LIMITED**  
 Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014  
 CIN: L72200MH1995PLC091408

**STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND SIX MONTH ENDED SEPTEMBER 30, 2019**

(INR in million, except per share data)

Sr. No	Particulars	Quarter ended			Six Month ended		Year ended
		September 30, 2019 (Unaudited)	June 30, 2019 (Unaudited)	September 30, 2018 (Unaudited)	September 30, 2019 (Unaudited)	September 30, 2018 (Unaudited)	March 31, 2019 (Audited)
1	<b>Income</b>						
	Revenue from operations	985.77	576.00	1,091.32	1,561.77	1,622.20	3,149.26
	Other income	73.38	84.46	86.85	157.84	150.94	326.67
	<b>Total income</b>	<b>1,059.15</b>	<b>660.46</b>	<b>1,178.17</b>	<b>1,719.61</b>	<b>1,773.14</b>	<b>3,475.93</b>
2	<b>Expenses</b>						
	Cost of raw materials consumed	1.68	6.17	10.75	7.85	12.98	30.56
	Purchase of security software products	24.48	8.27	43.33	32.75	62.55	115.96
	Changes in inventories of security software products	10.68	3.60	(8.28)	14.28	(14.04)	(19.40)
	Employee benefits expense	255.10	266.32	248.35	521.42	503.12	988.51
	Depreciation and amortisation expense	55.30	51.63	60.16	106.93	119.38	235.49
	Other expenses	216.25	163.40	200.69	379.65	371.87	754.62
	<b>Total expenses</b>	<b>563.49</b>	<b>499.39</b>	<b>555.00</b>	<b>1,062.88</b>	<b>1,055.86</b>	<b>2,105.74</b>
3	<b>Profit / (loss) before exceptional items and tax (1-2)</b>	<b>495.66</b>	<b>161.07</b>	<b>623.17</b>	<b>656.73</b>	<b>717.28</b>	<b>1,370.19</b>
4	Exceptional items	-	-	-	-	-	-
5	<b>Profit / (loss) before tax (3-4)</b>	<b>495.66</b>	<b>161.07</b>	<b>623.17</b>	<b>656.73</b>	<b>717.28</b>	<b>1,370.19</b>
6	<b>Tax expense</b>						
	Current tax						
	Pertaining to profit for the current period	110.14	41.78	191.44	151.92	221.19	447.25
	Adjustments of tax relating to earlier periods	-	-	14.71	-	14.71	45.99
	Deferred tax	18.17	0.31	(4.01)	18.48	(0.77)	(41.29)
	<b>Total tax expense</b>	<b>128.31</b>	<b>42.09</b>	<b>202.14</b>	<b>170.40</b>	<b>235.13</b>	<b>451.95</b>
7	<b>Profit / (loss) for the period (5-6)</b>	<b>367.35</b>	<b>118.98</b>	<b>421.03</b>	<b>486.33</b>	<b>482.15</b>	<b>918.24</b>
8	<b>Other comprehensive income, net of tax</b>						
	<b>Other comprehensive income not to be reclassified to profit or loss in subsequent periods:</b>						
	Re-measurement of defined benefit plans	0.60	3.96	1.36	4.56	(3.33)	(3.23)
	Net (loss) or gain on FVTOCI assets	-	-	(29.52)	-	(29.52)	(29.52)
	<b>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</b>						
	Exchange differences on translation of foreign operations	0.41	(1.32)	2.05	(0.91)	4.35	2.73
	<b>Total other comprehensive income</b>	<b>1.01</b>	<b>2.64</b>	<b>(26.11)</b>	<b>3.65</b>	<b>(28.50)</b>	<b>(30.02)</b>
9	<b>Total comprehensive income (after tax) for the period (7+8)</b>	<b>368.36</b>	<b>121.62</b>	<b>394.92</b>	<b>489.98</b>	<b>453.65</b>	<b>888.22</b>
10	Paid-up equity share capital (face value of INR 10 each)	642.03	642.01	704.89	642.03	704.89	705.63
11	Other equity (as per balance sheet of previous accounting year)						7,191.79
12	<b>Earnings per share of INR 10 each:</b> (not annualised for the quarter)						
	a) Basic	5.72	1.70	5.97	7.26	6.84	13.03
	b) Diluted	5.72	1.70	5.97	7.26	6.83	13.02





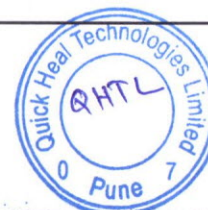
**QUICK HEAL TECHNOLOGIES LIMITED**

Regd. Office: Marvel Edge, Office No. 7010 C &amp; D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014


CIN: L72200MH1995PLC091408

**NOTES TO THE STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2019****Notes to financial results:**

- 1 The above financial results for the quarter and six months ended September 30, 2019 have been subjected to limited review by the statutory auditors and reviewed by the Audit Committee and approved by the Board of Directors at the meeting held on November 14, 2019.
- 2 In accordance with the SEBI (Listing Obligations and Disclosure Requirements) (Amendments) Regulations, 2018 dated May 09, 2018 the company has prepared and published the quarterly and half yearly consolidated financial results for the quarter and half year ended September 30, 2019. The financial results reported above for the corresponding quarter ended September 30, 2018 and the corresponding year-to-date from April 1, 2018 to September 30, 2018, under Indian Accounting Standards ('Ind AS') and net cash inflow/outflow, have been approved by the Board of Directors but have not been subjected to review.
- 3 During the previous year ended March 31, 2019, Company had received notice of demand dated March 13, 2019, in relation to service tax under the provisions of Finance Act, 1994 for INR 387.43 million (excluding interest and penalties) covering the period from April 1, 2016 to June 30, 2017 on supply of anti-virus software in Compact Disk. Company replied the notice of demand to Commissioner of Goods and Service Tax, Pune.  
  
During the earlier years, Company received similar notice of demands in relation to service tax under the provisions of Finance Act, 1994 for INR 1,223.07 million (excluding penalty of INR 626.97 million and predeposit, if any) covering the period from March 1, 2011 to March 31, 2016 on supply of anti-virus software in Compact Disk. Company had filed an appeal with Customs, Excise and Service Tax Appellate Tribunal, New Delhi for the period March 1, 2011 to March 31, 2014 and with the Customs, Excise and Service Tax Appellate Tribunal, Mumbai for the period April 1, 2014 to March 31, 2016.  
  
Based on technical circular issued by government authorities and an independent legal opinion obtained by the Company in earlier years, the Company is confident of getting this claim set aside. Accordingly no provision (including interest and penalty) has been recognised and the demand has been disclosed as contingent liability in the financial statements.
- 4 Effective April 1, 2019, the Group has adopted Ind AS 116 "leases". The application of Ind AS 116 did not have any material impact on the financial results of the Group.
- 5 The Board of Directors at its meeting held on March 5, 2019 and the shareholders by way of postal ballot on April 13, 2019, approved the buy back of the Parent Company fully paid equity shares of the face value of INR 10 each from its shareholder/beneficial owners of equity shares of the Quick Heal Technologies Limited (Parent Company) including promoters and promoter group of the Parent Company as on the record date, on a proportionate basis through the "tender offer" route at a price of INR 275 per share for an aggregate amount not exceeding INR 1,750 million. The Parent Company completed the Buy Back Process in June 2019 and has complied with all the requisite formalities with SEBI and ROC  
  
In accordance with section 69 of the Companies Act, 2013, the Company has created 'Capital Redemption Reserve' of INR 63.64 million equal to the nominal value of the shares bought back as an appropriation from Securities Premium Account.
- 6 The Company is engaged in providing security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. retail, enterprise & government and mobile. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Company has structured its operations into one operating segment viz. anti-virus and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
- 7 Mr. Amitabha Mukhopadhyay appointed as Independent Director of the Company w.e.f. June 10, 2019 which was confirmed with the approval of shareholders in the 24th Annual General Meeting held on 15 July 2019.
- 8 Previous year's figures have been regrouped / reclassified wherever necessary to make them comparable with the current year's classification / disclosure.

Place: Pune  
Date: November 14, 2019

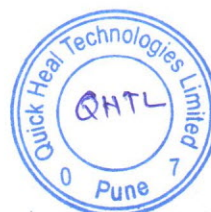
For and on behalf of the Board of Directors

  
Kailash Katkar  
Managing Director  
& Chief Executive Officer

**Quick Heal Technologies Limited**
**Consolidated Cash flow statement for the period ended September 30, 2019**

(All amounts are in INR million, unless otherwise stated)

	September 30, 2019	March 31, 2019	September 30, 2018
	(Unaudited)	(Audited)	(Unaudited)
<b>A. Cash flow from operating activities</b>			
Profit before tax	656.73	1,370.19	717.28
Adjustment to reconcile profit before tax to net cash flows:			
Net (gain) / loss foreign exchange differences	(0.94)	1.26	(2.43)
Employee share based payments expense	9.25	10.68	2.88
Depreciation and amortization expense	106.93	235.49	119.38
Interest income	(46.46)	(110.05)	(56.01)
Provision for doubtful debts and advances	5.42	19.14	12.40
Bad debts / property, plant and equipment written off	1.11	4.09	1.82
Property, plant and equipment written off			0.62
Profit on sale of property, plant and equipment	(0.81)	(21.33)	(8.92)
Dividend income	(63.08)	(148.01)	(64.67)
Exchange difference on translation of foreign currency cash and cash equivalents	0.39	(1.97)	4.35
Net gain on sale of investment	(0.25)	(0.42)	(10.18)
Net (gain) / loss on FVTPL current investment	(12.68)	(16.53)	-
<b>Operating profit before working capital changes</b>	<b>655.61</b>	<b>1,342.54</b>	<b>716.52</b>
Movements in working capital:			
(Increase)/decrease in trade receivables	(5.92)	(241.40)	(143.78)
(Increase)/decrease in inventories	9.37	2.30	(4.60)
(Increase)/decrease in loans	(0.50)	1.19	(0.78)
(Increase)/decrease in other financial assets	(1.24)	(1.12)	(1.05)
(Increase)/decrease in other assets	(1.64)	(19.76)	(16.47)
Increase/(decrease) in net employee defined benefit liabilities	(10.15)	0.51	(8.48)
Increase/(decrease) in trade payables	(35.27)	60.70	68.90
Increase/(decrease) in other current liabilities	18.11	22.80	48.73
<b>Cash generated from operations</b>	<b>628.37</b>	<b>1,167.76</b>	<b>658.99</b>
Direct taxes paid (net of refunds)	(165.41)	(553.89)	(255.43)
<b>Net cash flow from operating activities (A)</b>	<b>462.96</b>	<b>613.87</b>	<b>403.56</b>
<b>B. Cash flow from investing activities</b>			
Purchase of property, plant and equipment and intangible assets (including capital work-in-progress and capital advances)	(25.16)	(108.57)	(8.14)
Proceeds from sale of property, plant and equipment	2.73	31.83	8.92
Investments in non-current investments (other)	(24.63)	(150.00)	(48.57)
Purchase of current investments	(1,680.01)	(6,735.48)	(1,626.71)
Sale of current investments	2,855.24	6,039.30	1,402.91
(Increase)/decrease in bank balances other than cash and cash equivalents	206.39	288.28	28.76
Interest received	46.55	118.46	57.02
Dividends received	63.08	148.01	64.67
<b>Net cash (used in) investing activities (B)</b>	<b>1,444.19</b>	<b>(368.17)</b>	<b>(121.14)</b>
<b>C. Cash flow from financing activities</b>			
Dividend paid on equity shares	(128.32)	(211.19)	(211.24)
Tax on equity dividend paid	(26.86)	(43.03)	(43.03)
Proceeds from issuance of equity shares (including securities premium and Buy back)	(1,749.54)	14.28	6.30
Share application money pending allotment	(0.17)	0.17	-
<b>Net cash flow (used in) financing activities (C)</b>	<b>(1,904.89)</b>	<b>(239.77)</b>	<b>(247.97)</b>
<b>Net (decrease) in cash and cash equivalents (A+B+C)</b>	<b>2.26</b>	<b>5.93</b>	<b>34.45</b>
Cash and cash equivalents at the beginning of the period	130.04	122.14	122.14
Effect of exchange differences on cash and cash equivalents held in foreign currency	(0.39)	1.97	(4.35)
<b>Cash and cash equivalents at the end of the period</b>	<b>131.91</b>	<b>130.04</b>	<b>152.24</b>
<b>Components of cash and cash equivalents</b>			
Cash on hand	0.43	0.35	0.45
Balances with banks			
On current account	123.90	94.29	129.16
On EEFC account	6.08	2.68	14.70
Unpaid dividend account	0.56	0.48	0.43
Deposits with original maturity of less than three months	-	28.37	7.50
Cheques on hand	0.94	3.87	-
<b>Total cash and cash equivalents (refer note 12)</b>	<b>131.91</b>	<b>130.04</b>	<b>152.24</b>





<b>QUICK HEAL TECHNOLOGIES LIMITED</b> <b>Regd. Office: Marvel Edge, Office No. 7010 C &amp; D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014</b> <b>CIN: L72200MH1995PLC091408</b>		
STATEMENT OF STANDALONE ASSETS AND LIABILITIES AS AT SEPTEMBER 30, 2019		
	As at September 30, 2019 (Unaudited)	As at March 31, 2019 (Audited)
<b>Assets</b>		
<b>Non-current assets</b>		
(a) Property, plant and equipment	1,564.99	1,569.69
(b) Capital work-in-progress	36.63	106.33
(c) Intangible assets	50.89	76.86
(d) Investments in subsidiaries	117.19	110.30
(e) Financial assets		
(i) Investments	320.86	296.23
(ii) Loans and security deposits	3.81	3.75
(iii) Other financial assets	3.89	4.04
(f) Deferred tax assets (net)	66.65	86.69
(g) Income tax assets (net)	83.65	45.54
(h) Other non-current assets	1.59	0.52
	<b>2,250.15</b>	<b>2,299.95</b>
<b>Current assets</b>		
(a) Inventories	40.03	41.41
(b) Financial assets		
(i) Investments	2,439.87	3,602.17
(ii) Trade receivables	1,248.17	1,248.55
(iii) Cash and cash equivalents	76.33	79.63
(iv) Bank balances other than (iii) above	1,013.13	1,219.44
(v) Loans and security deposits	6.84	6.43
(vi) Interest accrued	31.98	30.60
(c) Other current assets	44.71	43.34
	<b>4,901.06</b>	<b>6,271.57</b>
<b>Total assets</b>	<b>7,151.21</b>	<b>8,571.52</b>
<b>Equity and liabilities</b>		
<b>Equity</b>		
(a) Equity share capital	642.03	705.63
(b) Share application money pending allotment	-	0.17
(c) Other equity	5,912.19	7,243.12
<b>Total equity</b>	<b>6,554.22</b>	<b>7,948.92</b>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
(a) Net employee defined benefit liabilities	4.64	18.37
(b) Other non-current liabilities	19.63	19.53
	<b>24.27</b>	<b>37.90</b>
<b>Current liabilities</b>		
(a) Financial liabilities		
(i) Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises	-	0.37
(b) Total outstanding dues creditors other than micro enterprises and enterprises	348.17	384.46
(ii) Other financial liabilities	17.53	34.23
(b) Other current liabilities	150.77	131.49
(c) Net employee defined benefit liabilities	18.43	21.12
(d) Income tax liabilities (net)	37.82	13.03
	<b>572.72</b>	<b>584.70</b>
<b>Total liabilities</b>	<b>596.99</b>	<b>622.60</b>
<b>Total equity and liabilities</b>	<b>7,151.21</b>	<b>8,571.52</b>



**QUICK HEAL TECHNOLOGIES LIMITED**  
 Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014  
 CIN: L72200MH1995PLC091408

**STATEMENT OF STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2019**

(INR in million, except per share data)

Sr. No	Particulars	Quarter ended			Six month ended		Year ended
		September 30, 2019 (Unaudited)	June 30, 2019 (Unaudited)	September 30, 2018 (Unaudited)	September 30, 2019 (Unaudited)	September 30, 2018 (Unaudited)	March 31, 2019 (Audited)
1	<b>Income</b>						
	Revenue from operations	976.89	571.49	1,088.56	1,548.38	1,616.44	3,129.03
	Other income	72.95	84.27	86.35	157.22	150.10	325.00
	<b>Total income</b>	<b>1,049.84</b>	<b>655.76</b>	<b>1,174.91</b>	<b>1,705.60</b>	<b>1,766.54</b>	<b>3,454.03</b>
2	<b>Expenses</b>						
	Cost of raw materials consumed	1.79	6.18	10.31	7.97	12.11	29.51
	Purchase of security software products	24.48	8.27	41.42	32.75	60.64	114.26
	Increase / (decrease) in inventories of security software products	2.30	3.87	(5.36)	6.17	(8.30)	(14.84)
	Employee benefits expense	250.72	264.13	243.51	514.85	494.38	971.38
	Depreciation and amortisation expense	55.25	51.61	60.12	106.86	119.26	235.27
	Other expenses	211.59	158.91	195.90	370.50	362.10	734.58
	<b>Total expenses</b>	<b>546.13</b>	<b>492.97</b>	<b>545.90</b>	<b>1,039.10</b>	<b>1,040.19</b>	<b>2,070.16</b>
3	<b>Profit before exceptional items and tax (1-2)</b>	<b>503.71</b>	<b>162.79</b>	<b>629.01</b>	<b>666.50</b>	<b>726.35</b>	<b>1,383.87</b>
4	Exceptional items (refer note 4)	-	-	50.00	-	50.00	93.17
5	<b>Profit before tax (3-4)</b>	<b>503.71</b>	<b>162.79</b>	<b>579.01</b>	<b>666.50</b>	<b>676.35</b>	<b>1,290.70</b>
6	<b>Tax expense</b>						
	Current tax						
	Pertaining to profit for the current period	109.88	41.62	191.27	151.50	220.96	446.36
	Adjustments of tax relating to earlier periods (Net)	-	-	14.71	-	14.71	45.99
	Deferred tax	18.17	0.31	(4.01)	18.48	(0.77)	(41.29)
	<b>Total tax expense</b>	<b>128.05</b>	<b>41.93</b>	<b>201.97</b>	<b>169.98</b>	<b>234.90</b>	<b>451.06</b>
7	<b>Profit for the period (5-6)</b>	<b>375.66</b>	<b>120.86</b>	<b>377.04</b>	<b>496.52</b>	<b>441.45</b>	<b>839.64</b>
8	<b>Other comprehensive income, net of tax</b>						
	<b>Other comprehensive income not to be reclassified to profit or loss in subsequent periods:</b>						
	Re-measurement of defined benefit plans	0.60	3.96	1.36	4.56	(3.33)	(3.23)
	Net (loss) or gain on FVTOCI assets (refer note 4)	-	-	(29.52)	-	(29.52)	(29.52)
	<b>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</b>						
	Exchange differences on translation of foreign operations	-	-	-	-	-	-
	<b>Total other comprehensive income</b>	<b>0.60</b>	<b>3.96</b>	<b>(28.16)</b>	<b>4.56</b>	<b>(32.85)</b>	<b>(32.75)</b>
9	<b>Total comprehensive income (after tax) for the period (7+8)</b>	<b>376.26</b>	<b>124.82</b>	<b>348.88</b>	<b>501.08</b>	<b>408.60</b>	<b>806.89</b>
10	Paid-up equity share capital (face value of INR 10 each)	642.03	642.01	704.89	642.03	704.89	705.63
11	Other equity (as per balance sheet)						7,243.12
12	<b>Earnings per share of INR 10 each:</b> (not annualised except for the year ended March)						
	a) Basic	5.85	1.73	5.35	7.41	6.26	11.91
	b) Diluted	5.85	1.73	5.34	7.41	6.25	11.90



**QUICK HEAL TECHNOLOGIES LIMITED**  
**Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014**  
**CIN: L72200MH1995PLC091408**

**NOTES TO THE STATEMENT OF STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2019**

**Notes to financial results:**

- 1 The above financial results for the quarter and six months ended September 30, 2019 have been subjected to limited review by the statutory auditors of the Company and reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on November 14, 2019.
- 2 During the previous year ended March 31, 2019, Company had received notice of demand dated March 13, 2019, in relation to service tax under the provisions of Finance Act, 1994 for INR 387.43 million (excluding interest and penalties) covering the period from April 1, 2016 to June 30, 2017 on supply of anti-virus software in Compact Disk. Company replied the notice of demand to Commissioner of Goods and Service Tax, Pune.  
  
During the earlier years, Company received similar notice of demands in relation to service tax under the provisions of Finance Act, 1994 for INR 1,223.07 million (excluding penalty of INR 626.97 million and predeposit, if any) covering the period from March 1, 2011 to March 31, 2016 on supply of anti-virus software in Compact Disk. Company had filed an appeal with Customs, Excise and Service Tax Appellate Tribunal, New Delhi for the period March 1, 2011 to March 31, 2014 and with the Customs, Excise and Service Tax Appellate Tribunal, Mumbai for the period April 1, 2014 to March 31, 2016.  
  
Based on technical circular issued by government authorities and an independent legal opinion obtained by the Company in earlier years, the Company is confident of getting this claim set aside. Accordingly no provision (including interest and penalty) has been recognised and the demand has been disclosed as contingent liability in the financial statements.
- 3 Effective April 1, 2019, the Company has adopted Ind AS 116 "Leases". The application of Ind AS 116 did not have any material impact on the financial results of the Company.
- 4 **Impairment of investments**  
Included in exceptional items

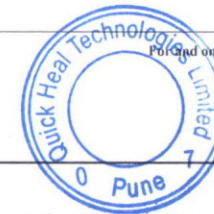
(INR in million)

Particulars	Standalone					
	Quarter ended			Six month ended		Year ended
	September 30, 2019	June 30, 2019	September 30, 2018	September 30, 2019	September 30, 2018	March 31, 2019
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Impairment of investment in wholly owned subsidiaries	-	-	50.00	-	50.00	93.17

Further, the decline in fair value of investment of INR Nil million (March 31, 2019: INR 29.52 million) has been included in Other Comprehensive income.

- 5 The Board of Directors at its meeting held on March 5, 2019 and the shareholders by way of postal ballot on April 13, 2019, approved the buy back of the Parent Company fully paid equity shares of the face value of INR 10 each from its shareholder/beneficial owners of equity shares of the Quick Heal Technologies Limited (Parent Company) including promoters and promoter group of the Parent Company as on the record date, on a proportionate basis through the "tender offer" route at a price of INR 275 per share for an aggregate amount not exceeding INR 1,750 million. The Parent Company completed the Buy Back Process in June 2019 and has complied with all the requisite formalities with SEBI and ROC.  
  
In accordance with section 69 of the Companies Act, 2013, the Group has created 'Capital Redemption Reserve' of INR 63.64 million equal to the nominal value of the shares bought back as an appropriation from Securities Premium Account.
- 6 In accordance with the SEBI (Listing Obligations and Disclosure Requirements) (Amendments) Regulations, 2018 dated May 09, 2018 the company has prepared and published the net cash inflow/outflow for the year-to-date from April 01, 2019 to September 30, 2019. The net cash inflow/outflow, for the corresponding year-to-date from April 01, 2018 to September 30, 2018, under Indian Accounting Standards ("Ind AS"), as reported in these financial results above have been approved by the Company's Board of Directors but have not been subjected to review.
- 7 The Company is engaged in providing security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. retail, enterprise & government and mobile. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Company has structured its operations into one operating segment viz. anti-virus and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
- 8 Mr. Amitabh Mukhopadhyay was appointed as an Independent Director on 10th June 2019 which was confirmed with the approval of shareholders in the 24th Annual General Meeting held on 15 July 2019.
- 9 Previous year's figures have been regrouped / reclassified wherever necessary to make them comparable with the current year's classification / disclosure.

Place: Pune  
Date: November 14, 2019



For and on behalf of the Board of Directors

*Kailash Katkar*  
**Kailash Katkar**  
Managing Director  
& Chief Executive Officer



**Quick Heal Technologies Limited**  
**Standalone Cash flow statement for the period ended September 30, 2019**  
(All amounts are in INR million, unless otherwise stated)

	September 30, 2019	September 30, 2018	March 31, 2019
<b>A. Cash flow from operating activities</b>			
Profit before tax	666.50	676.35	1,290.70
Adjustment to reconcile profit before tax to net cash flows:			
Exceptional items	-	50.00	93.17
Net (gain) / loss foreign exchange differences	0.56	(2.30)	(1.34)
Employee share based payments expense	9.25	2.88	10.68
Depreciation and amortization expense	106.86	119.26	235.27
Interest income	(46.45)	(56.01)	(110.05)
Provision for doubtful debts and advances	5.42	10.64	17.16
Bad debts / property, plant and equipment written off	1.09	1.64	3.14
Profit on sale of property, plant and equipment	(0.81)	(8.92)	(21.28)
Dividend income	(63.08)	(64.67)	(148.01)
Net gain on sale of investment	(0.25)	(10.18)	(0.42)
Net (gain) / loss on FVTPL current investment	(12.68)	-	(16.53)
<b>Operating profit before working capital changes</b>	<b>666.41</b>	<b>718.69</b>	<b>1,352.49</b>
Movements in working capital:			
(Increase)/decrease in trade receivables	(5.60)	(151.36)	(238.06)
(Increase)/decrease in inventories	1.38	0.14	5.74
(Increase)/decrease in loans	(0.47)	(0.76)	1.13
(Increase)/decrease in other financial assets	0.15	(1.05)	(1.12)
(Increase)/decrease in other assets	(2.53)	(17.54)	(19.73)
Increase/(decrease) in net employee defined benefit liabilities	(10.29)	(8.48)	0.41
Increase/(decrease) in trade payables	(36.68)	69.91	62.12
Increase/(decrease) in other financial liabilities	-	8.01	(3.62)
Increase/(decrease) in other current liabilities	19.38	50.17	19.78
<b>Cash generated from operations</b>	<b>631.75</b>	<b>667.73</b>	<b>1,179.14</b>
Direct taxes paid (net of refunds)	(164.82)	(254.96)	(553.04)
<b>Net cash flow from operating activities (A)</b>	<b>466.93</b>	<b>412.77</b>	<b>626.10</b>
<b>B. Cash flow from investing activities</b>			
Purchase of property, plant and equipment and intangible assets (including capital work-in-progress and capital advances)	(26.09)	(10.98)	(114.31)
Proceeds from sale of property, plant and equipment	2.54	11.78	35.03
Investments in subsidiaries	(6.89)	(59.88)	(18.97)
Repatriation from subsidiaries on account of capital reduction	-	47.22	-
Investments in non-current investments (other)	(24.63)	(48.57)	(150.00)
Purchase of current investments	(1,680.01)	(1,626.71)	(6,735.48)
Sale of current investments	2,855.24	1,402.91	6,039.30
(Increase)/decrease in bank balances other than cash and cash equivalents	206.31	28.61	287.80
Interest received	45.16	57.47	118.45
Dividends received	63.08	64.67	148.01
<b>Net cash (used in) investing activities (B)</b>	<b>1,434.71</b>	<b>(133.48)</b>	<b>(390.17)</b>
<b>C. Cash flow from financing activities</b>			
Dividend paid on equity shares	(128.32)	(211.24)	(211.19)
Tax on equity dividend paid	(26.86)	(43.03)	(43.03)
Proceeds from issuance of equity shares (including securities premium)	(1,749.59)	6.01	14.28
Share application money pending allotment	(0.17)	0.29	0.17
<b>Net cash flow (used in) financing activities (C)</b>	<b>(1,904.94)</b>	<b>(247.97)</b>	<b>(239.77)</b>
<b>Net (decrease) in cash and cash equivalents (A+B+C)</b>	<b>(3.30)</b>	<b>31.32</b>	<b>(3.84)</b>
Cash and cash equivalents at the beginning of the year	79.63	83.19	83.47
<b>Cash and cash equivalents at the end of the year</b>	<b>76.33</b>	<b>114.51</b>	<b>79.63</b>
<b>Components of cash and cash equivalents</b>			
Cash on hand	0.42	0.44	0.34
Balances with banks			
On current account	68.89	91.87	44.37
On EEFC account	6.08	14.70	2.68
Unpaid dividend account	-	-	-
Deposits with original maturity of less than three months	-	7.50	28.37
Cheques on hand	0.94	-	3.87
<b>Total cash and cash equivalents (refer note 12)</b>	<b>76.33</b>	<b>114.51</b>	<b>79.63</b>



FOR IMMEDIATE RELEASE

## Quick Heal Technologies Limited announces H1FY20 results

**PUNE, November 14, 2019:** Quick Heal Technologies Limited (“Quick Heal”), India’s leading provider of IT Security Software Products and Solutions to consumers, businesses and Government, reported its reviewed and unaudited results for the quarter and half year ended 30<sup>th</sup> September 2019.

### Consolidated Financial Highlights:

Particulars (Rs. million)	H1FY19	H1FY20	YoY Change
Revenue	1,622	1,562	-3.73%
EBITDA	686	606	-11.65%
EBITDA Margin	42.27%	38.79%	-348 bps
PAT	482	486	0.87%
PAT Margin	29.72%	31.14%	+142 bps

**Mr. Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited,** said; *“During H1 FY20, we saw slowdown in the market coupled with pricing pressure which was already prevalent. However, we remain focused and are working closely with our partners to grow our reach in the market. We endure in providing innovative, value-added security solutions to our customers, and recently signed a definitive agreement to make a strategic investment in L7 Defense, an Israel based cybersecurity start-up which will help us enter the fast-growing next generation web application firewall and API security market. Our constant focus on R&D and dedicated sales efforts has helped us build a more effective and result oriented go-to-market strategy. This will aid to fuel growth in both our Retail and Enterprise segments.”*

**Mr. Nitin Kulkarni, Chief Financial Officer, Quick Heal Technologies Limited,** added *“We continue to deliver on our financial and operational efficiencies. This has started showing results with significant improvements in our working capital cycle this quarter. We continue to work on various organization-wide initiatives to improve our growth rate and maintain profitability.”*

### Segmental Performance for half year ended 30<sup>th</sup> September 2019

- Retail segment revenue at Rs. 1,336 million as compared to Rs. 1,379 million in the corresponding period of the previous year
  - ✓ Contributes 81% to Total Revenue



- Enterprise and Government segment revenue at Rs. 317 million as compared to Rs. 335 million in the corresponding period previous year
  - ✓ Contributes 19% to Total Revenue

**Awards and Accreditations: -**

- Quick Heal Technologies Limited Granted US Patent for its Signature-less Behaviour-based Detection Technology by the United States Patent and Trademark Office (USPTO) (U.S. Patent No. US20170124327A1)

**About Quick Heal Technologies Limited:-**

Quick Heal Technologies Limited is one of the leading providers of IT Security and Data Protection Solutions with a strong footprint in India and an evolving global presence. Incorporated in the year 1995, with a registered office in Pune, it is an all-round player in cybersecurity with presence in B2B, B2G and B2C segments across multiple product categories – endpoints, network, data and mobility.

With its state-of-the-art R&D centre and deep intelligence on the threat landscape, Quick Heal helps in simplifying security by delivering the best in class protection against advanced cyber-attacks. Its portfolio includes solutions under the widely recognized brand names 'Quick Heal' and 'Seqrite' across various operating systems and devices.

**Safe Harbor Statement**

This document may contain forward-looking statements about Quick Heal Technologies Limited, which are based on the beliefs, opinions, and expectations of the company's management as the date of this press release and the companies do not assume any obligation to update their forward-looking statements if those beliefs, opinions, expectations, or other circumstances should change. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

**For further details please contact**

Company
<b>Quick Heal Technologies Limited</b> CIN No: L72200MH1995PLC091408 Mr. Akash Gosavi Email Id: <a href="mailto:akash.gosavi@quickheal.co.in">akash.gosavi@quickheal.co.in</a> Tel. No.: +91 020 6681 3287







Quick Heal

# Investor Presentation

## Q2 FY20

---

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Quick Heal Technologies Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward- looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

---



# Journey over last two and half decades

## Presence in B2C, B2B and B2G segments



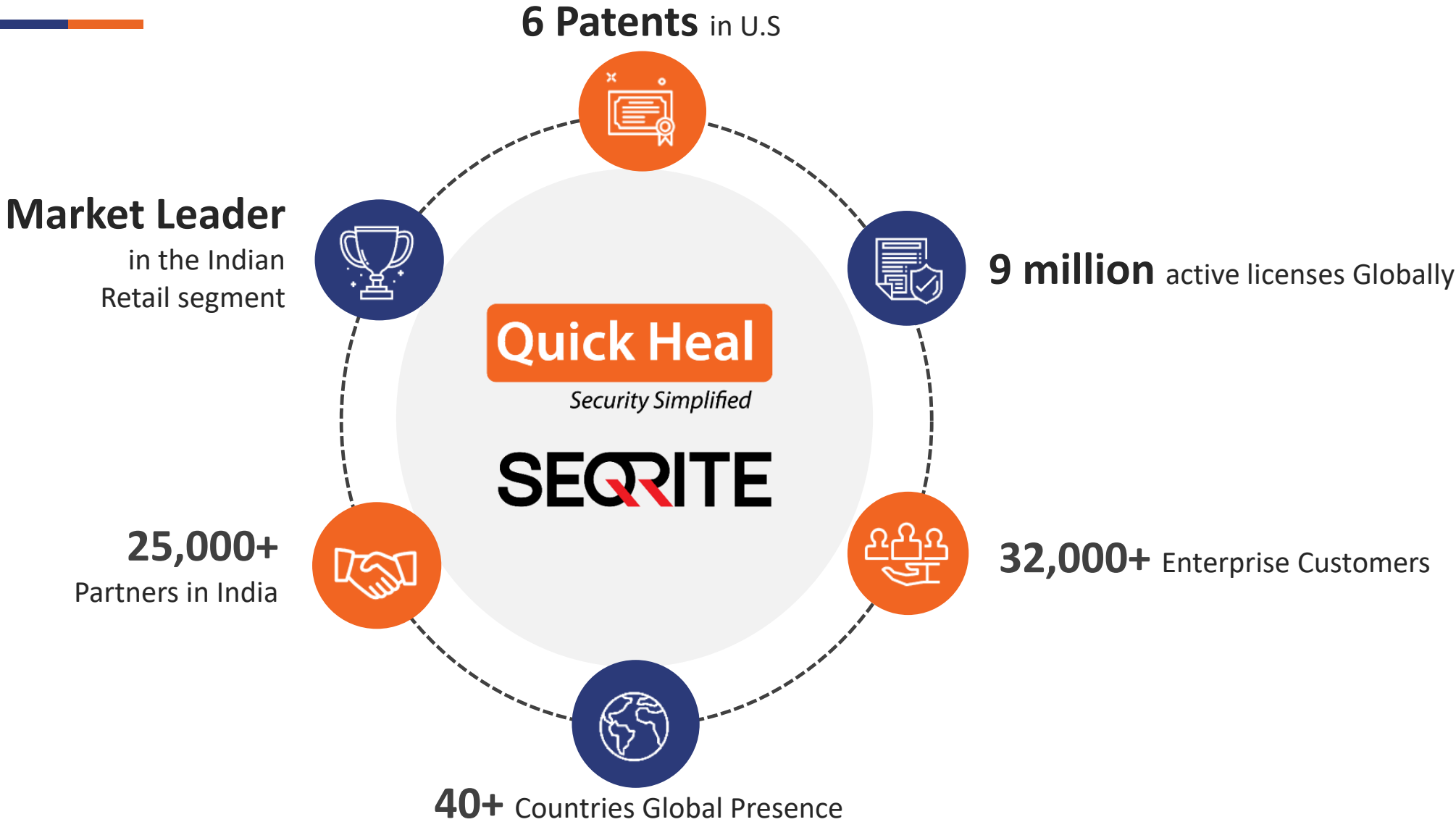


# Value Proposition

---



# 25 Years of Quick Heal Technologies...





## ...with a Vision & Mission

---



### Vision

To be the trusted Global Leader in  
securing the Digital World



### Mission

Secure our Customers by providing Innovative,  
most preferred and valued Security Solutions,  
Services and Knowledge

---

Protect information and interactions on all  
types of networks, devices & things globally

---

Build a healthy business and organization

---

...of offering Complete Security Solutions

## Segments



Home and SOHO



SME



Government and Enterprise

## Platforms



Desktop



Laptop



Mobile



Server



Router



Network



Consumer IoT  
Devices

...supported by **Skilled Professionals**

---



### **Research & Development Team**

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

---



### **Sales and Marketing Team**

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

---



### **Technical Support Team**

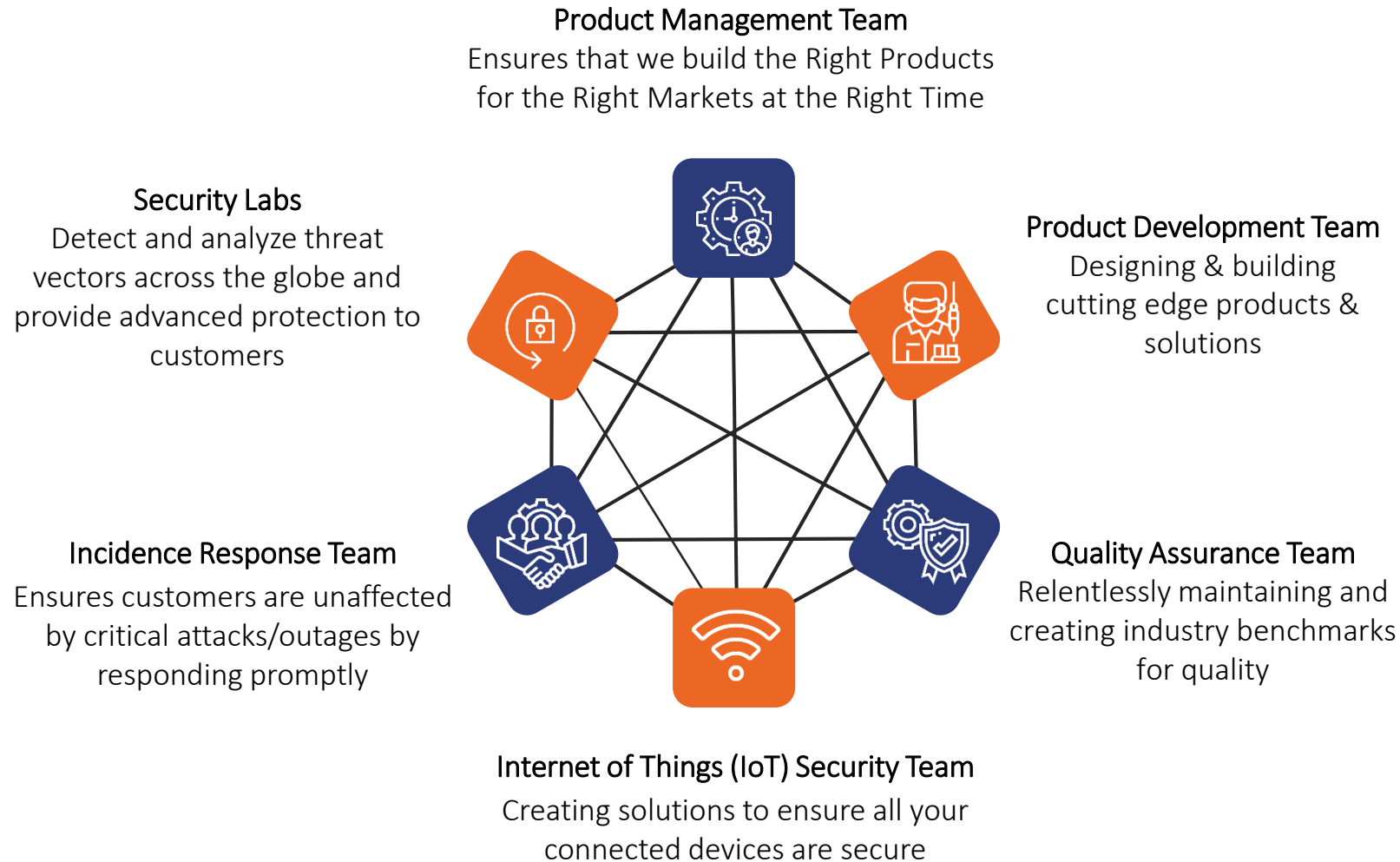
Provide efficient multilingual and instant technical support, after sales service and effective guidance to domestic and overseas customers

---



## ...with strong Research & Development leading to Innovations

---



## ...striving for excellence in customer experience



ISO 20000  
certified customer  
support process



Remote Access  
Support



Onsite support  
pan India - Key  
Differentiator



Maintain High Levels  
of User Satisfaction  
and Retention



Multi Channel  
Support Services



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

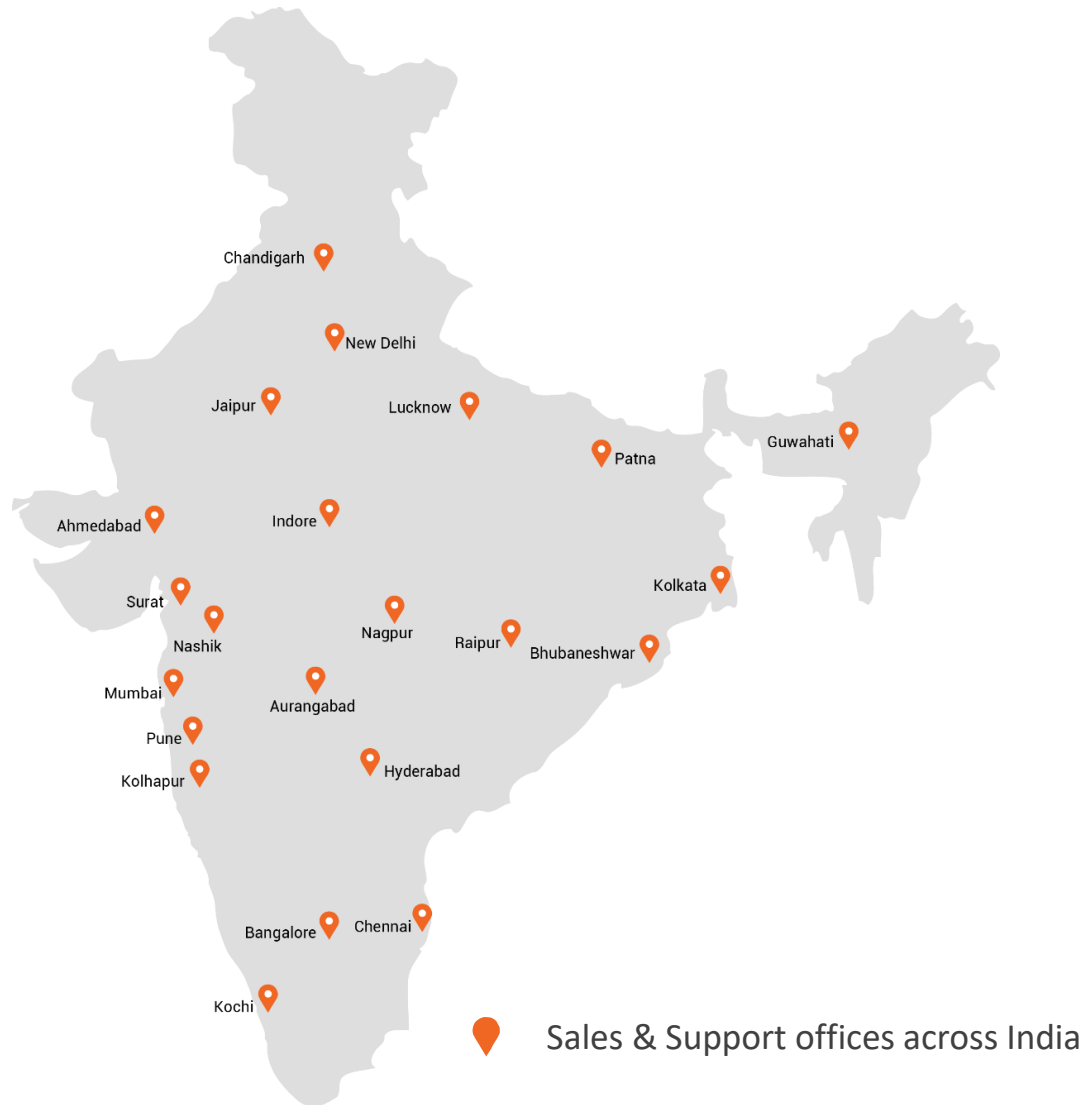


Availability of data sheets, product videos  
and manuals on website for providing  
information on technical specifications,  
installation guide, upgrade mechanisms



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

## ...Sales & Distribution to increase Market Share



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

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

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



## ...guided by Experienced Board of Directors



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

**Dr. KAILASH KATKAR**  
MD & CEO



Spearheads the creation and subsequent development of the core product technology

**Dr. SANJAY KATKAR**  
Joint MD & CTO



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

**Mr. SHAILESH LAKHANI**  
Non-Executive Director



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

**Mr. AMITABHA MUKHOPADHYAY**  
Independent Director



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

**Ms. PRITI RAO**  
Independent Director



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

**Mr. MEHUL SAVLA**  
Independent Director



Certified bank forensic accounting professional and anti – money laundering expert

**Ms. APURVA JOSHI**  
Independent Director

## ... and Strong Leadership Team



**Dr. Kailash Katkar**  
MD & CEO

Co-founder of the Company

Has been the driving force in growing Quick Heal Technologies since its inception

A proven leader with a profound proficiency in developing strong client relationships, passion for building outstanding teams and a disciplined focus on operations & execution of strategy



**Dr. Sanjay Katkar**  
Joint MD & CTO

Co-founder of the Company

Leads the global technology strategy & is responsible for the core research & development of the products

Has served as the Director of Association of Anti-Virus Researchers, Asia and is a distinguished speaker at various industry forums

Holds Master's degree in Computer Science from University of Pune



**Mr. Nitin Kulkarni**  
CFO

25+ years of experience in managing different aspects of finance function in IT and Manufacturing Industry

Previously held leadership positions at Tech Mahindra, KPIT, Atlas Copco India and Persistent Systems

A member of the Institute of Chartered Accountants of India

## ... and Strong Leadership Team



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

Seasoned technology professional with a reputation for building and inspiring high-performance teams that delivered inline with company

20+ years of experience in leadership positions at Mphasis Software, McAfee, and Oracle

Has management degrees from IIM, Bangalore and ESADE Business School & has done project management from UCB



**Mr. Kuldeep Raina, Vice President, Global Enterprise Sales**

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

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

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



**Mr. Deepak Mishra**  
**Head, Retail Sales**

Responsible for enhancing market share and driving channel strategy for the retail brand

19+ years of experience in FMCG, Beverages, Telecom and IT Industries

Has extensive exposure in Sales and Distribution, channel management, and building a robust distribution to drive productivity and profitability



# ...giving Competitive edge Globally



## Quick Heal Global Presence

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

## International Partner Locations

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

...certified by Global Agencies

International & ISO Certifications



...trusted by our Customers

---

*“Our products help secure the endpoints, data and networks used by millions of customers”*

## Some of the industries we cater to:



**Manufacturing**



**BFSI**



**IT & ITES**



**Pharma & Healthcare**



**Automotive**



**Education**



**Gems & Jewellery**



**Hospitality**

---



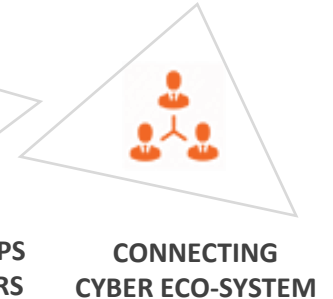
# ...creating Specialized workforce at Quick Heal Academy



## Popular Courses:

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

## Offerings:



## Academy Partners



### Savitribai Phule Pune University

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



### Maharashtra Cosmopolitan Education Society

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



### Quantum University

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



### Chitkara University

MoU with Chitkara University

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



### Gujarat Forensic Sciences University

MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017



### Deen Dayal Upadhyaya College

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

## ...Awards and Accreditations as testimony to Innovation

2017



- Quick Heal Total Security receives BEST+++ certification from AVLab
- Seqrite Endpoint Security: Best Overall Speed 2017: Silver Award for the Performance Test
- Seqrite Endpoint Security is Approved Corporate Endpoint Protection for Windows by AV-Test
- Approved Windows Security Product for year 2017 by AV-Comparatives
- Seqrite Endpoint Security is ICSAlabs certified product for year 2017

2018



- Seqrite received Best Enterprise IT Security Brand award at 11th NCN innovative product award 2018
- Quick Heal Total Security (Windows) achieved one of the best protection rate in AV-Comparatives test
- Seqrite Endpoint Security certified as 'Approved Corporate Endpoint Protection' for Windows by 'AV-Test'
- Seqrite received best cybersecurity brand award at National Summit on Digital Innovation & Cybersecurity Summit

2019



- Seqrite received the '**Best Performance 2018**' award for its Endpoint Security Solution from **AV-Test Institute** in **Germany**
- Quick Heal granted **Patent for Anti-Ransomware Technology** U.S. Patent No. US20160378988A1
- Quick Heal granted **Patent for its Signatureless Behavior-based Detection Technology** U.S. Patent No. US20170124327A1





# Product Offerings

---



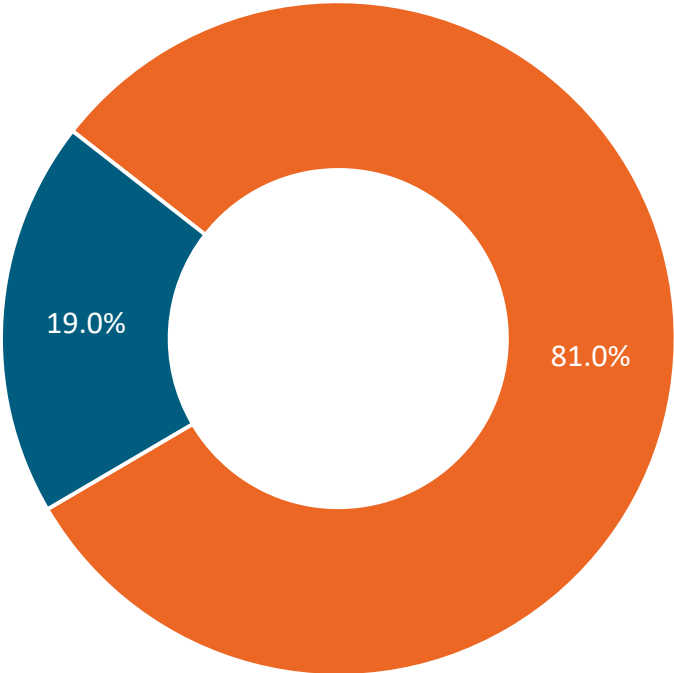
# Product Portfolio across Business Segments



Security Simplified

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

H1 FY20 Revenue Break-up



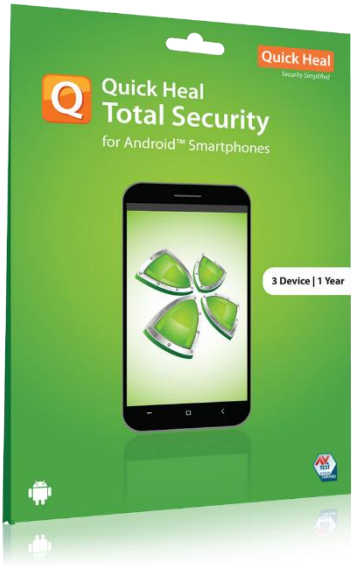
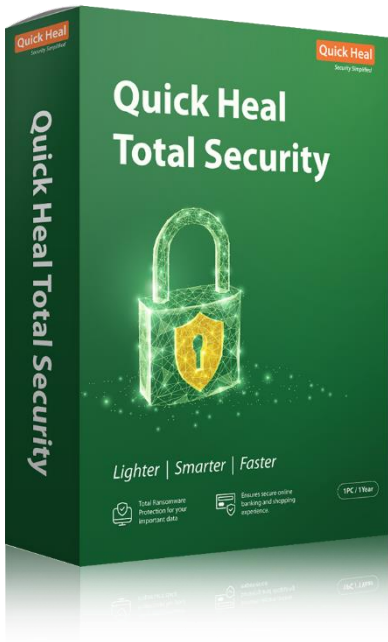
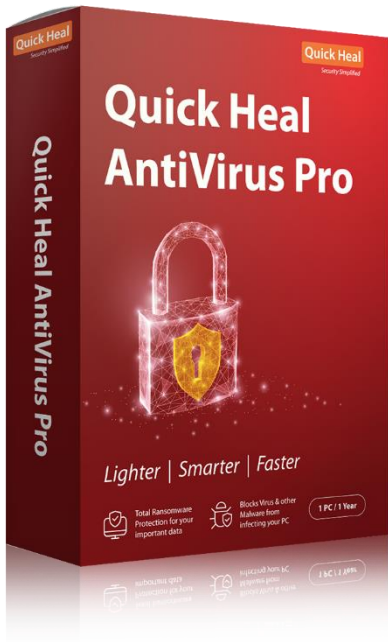
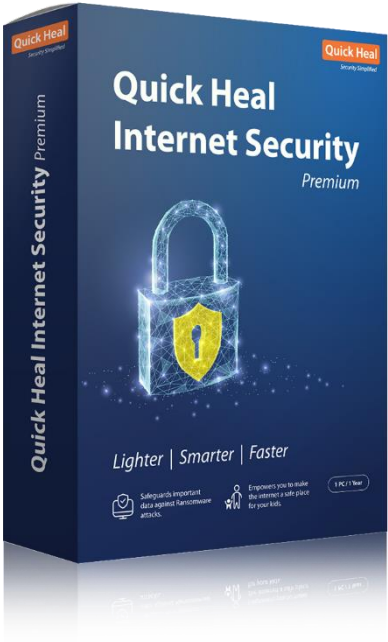
■ Retail   ■ Enterprise & Government



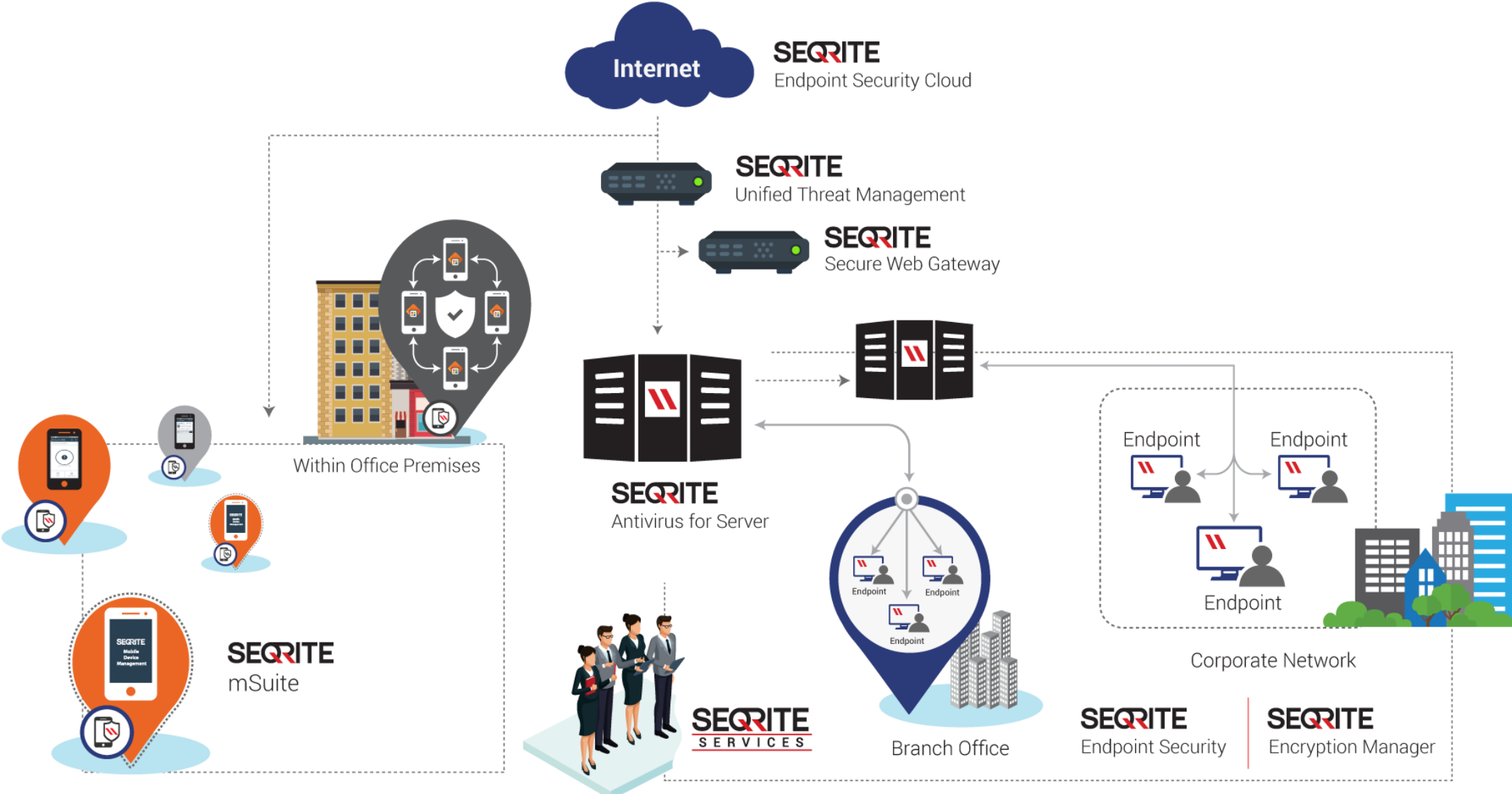
- Seqrite Endpoint Security
- Seqrite Endpoint Security Cloud
- Seqrite UTM
- Seqrite mSuite
- Seqrite Encryption
- Seqrite Secure Web Gateway
- Data Loss Prevention (DLP)
- Windows & MAC
- Seqrite Services



# Retail / SMB – Drives Scalability



# Enterprise Business – Drives Sustainability







# Future Opportunities

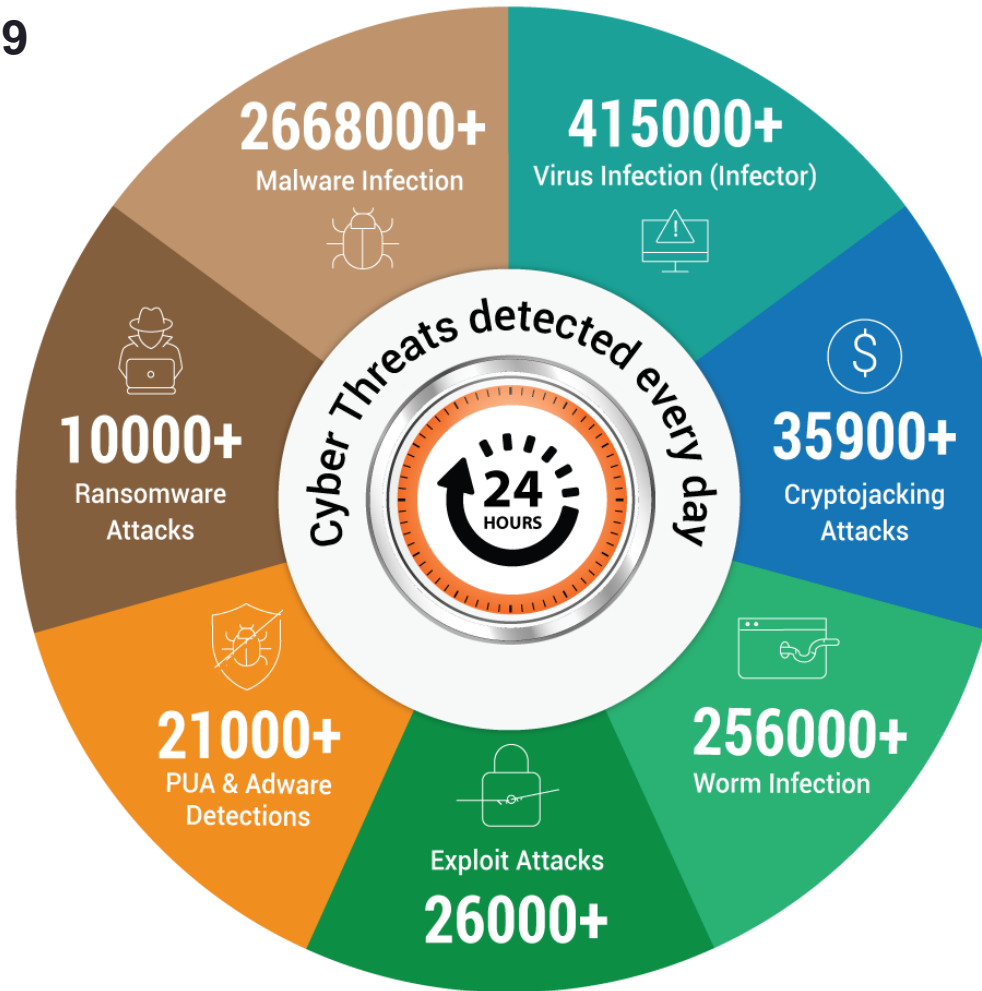
---



# Turning Problems into Possibilities...

## Cybersecurity Predictions - 2019

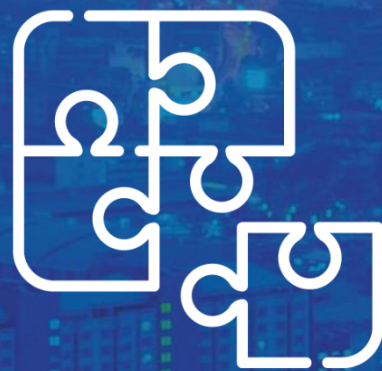
- Threats to become more **sophisticated** and equipped with advanced **AI-led capabilities**
- Increase in **web skimming attacks**
- Projected rise in **Ransomware** attacks targeting **critical infrastructure**
- An increase in targeted **IoT-based attacks**
- Increase in targeted **cybercrimes**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



## Future Opportunities

- **Government** working on strong **data protection regulations**
- **Enterprises** are increasingly adopting **security solutions** to combat advanced cyber-threats
- **Cyber-attacks** cost the world **\$45 billion** in 2018
- **Increase in Mobile Transactions:** According to **RBI data**, **mobile banking transactions** hit **6,200.32 million** in **2018-19**
- Proliferation of **smart devices** will raise **cybersecurity risks**. By **2020**, it is anticipated, the **IoT** may comprise as many as **30 billion devices**
- By **2022**, **6 billion people** will be **vulnerable to cyber-attacks**





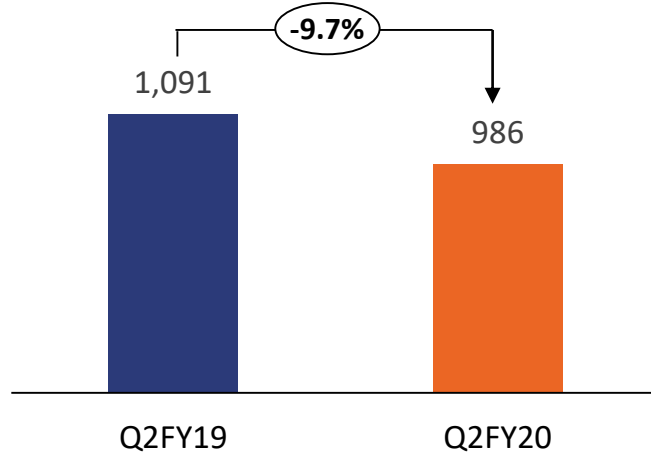
## Q2FY20 Financial Highlights

---

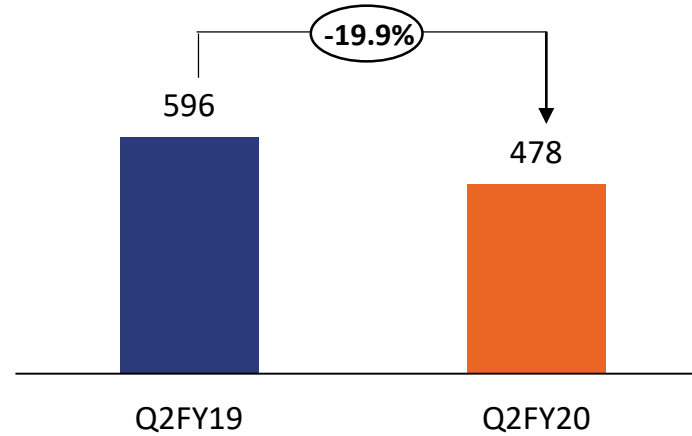


# Q2FY20 – Quarterly Consolidated Performance Highlights

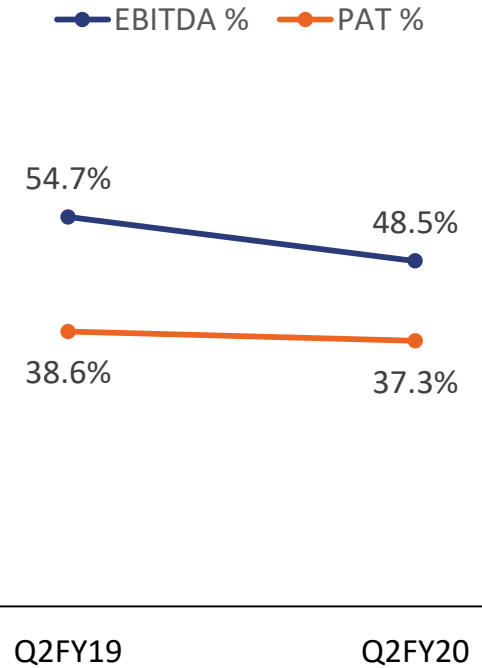
## Revenue\*\* (Rs. mln)



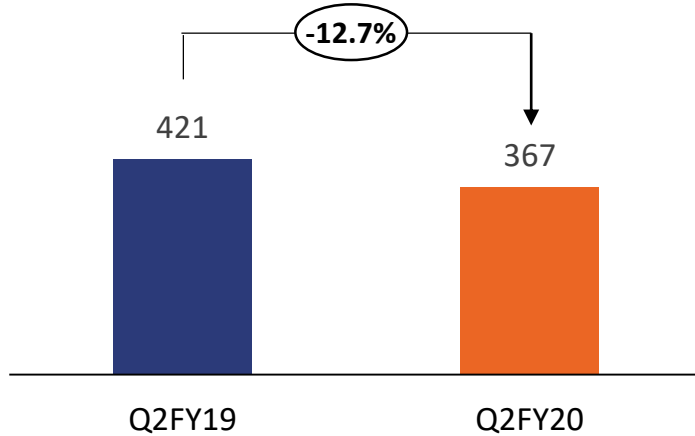
## EBITDA (Rs. mln)



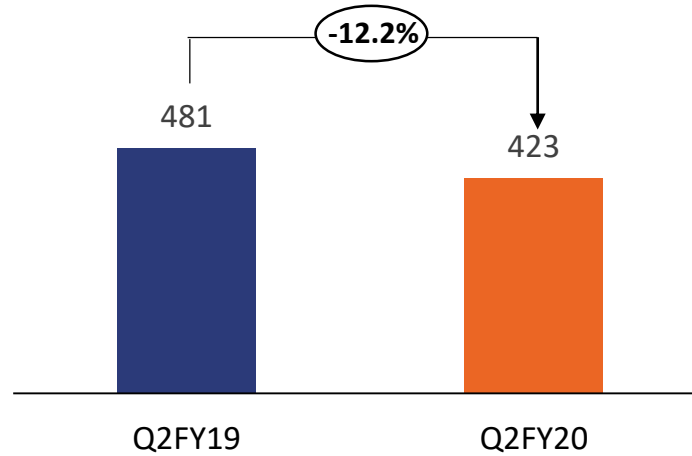
## Margins (%)



## PAT (Rs. mln)



## Cash PAT\* (Rs. mln)

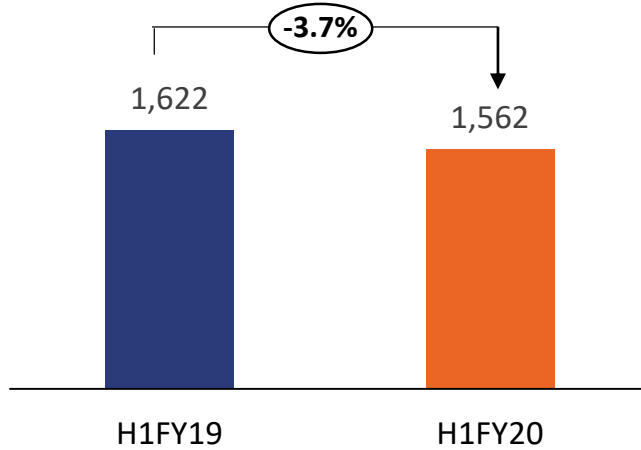


\* Cash PAT = PAT + Depreciation

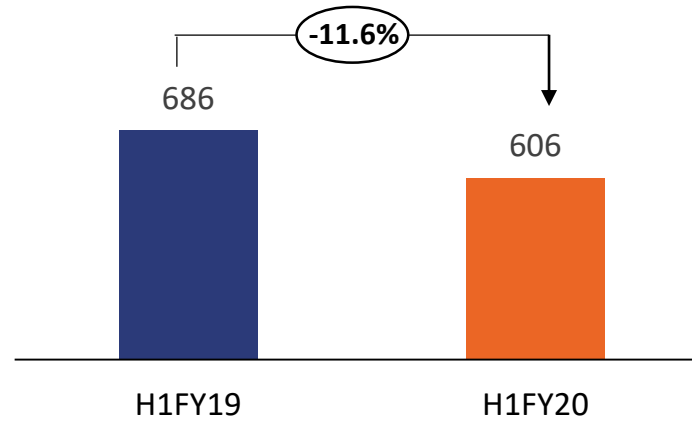
\*\*As per Ind AS

# H1FY20 – Consolidated Performance Highlights

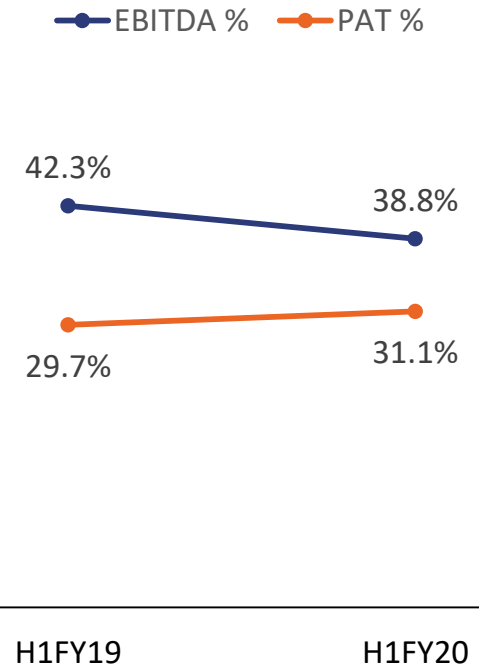
## Revenue\*\* (Rs. mln)



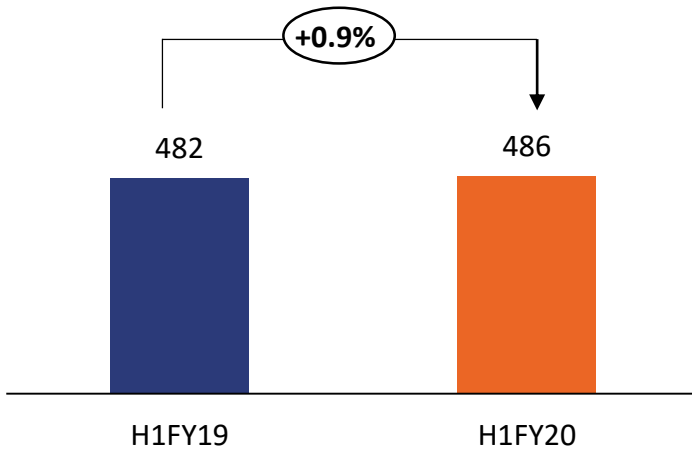
## EBITDA (Rs. mln)



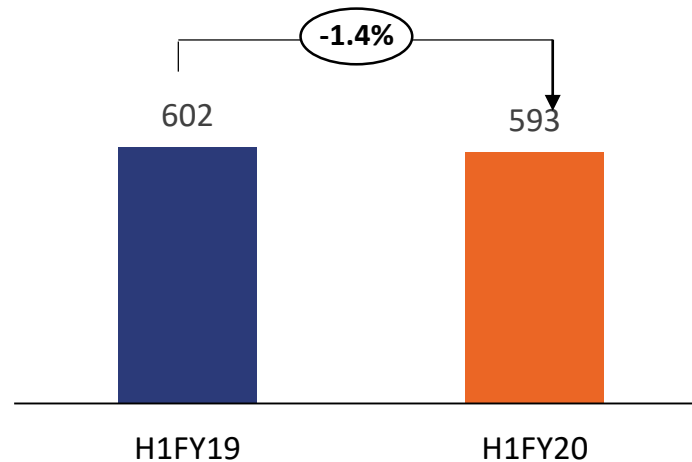
## Margins (%)



## PAT (Rs. mln)



## Cash PAT\* (Rs. mln)

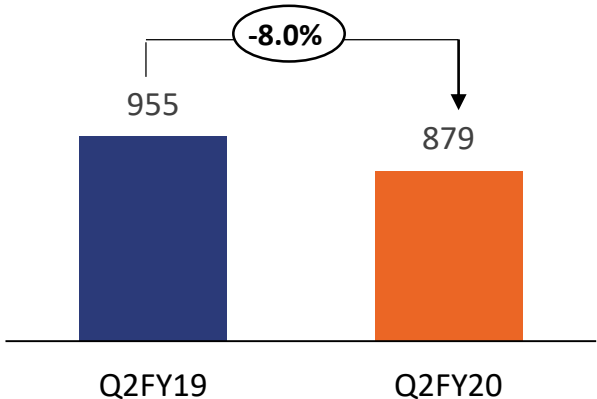


\* Cash PAT = PAT + Depreciation

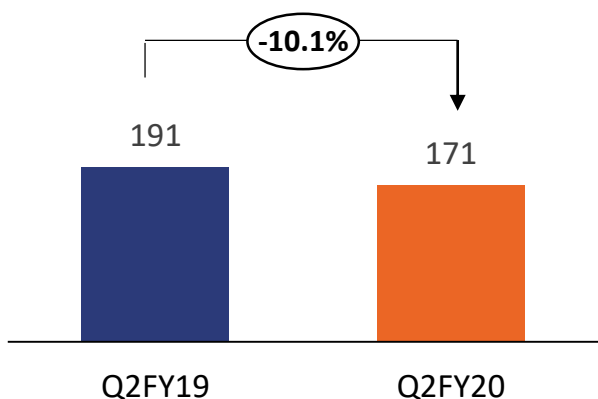
\*\*As per Ind AS

# Segment Performance - Revenue Break-up

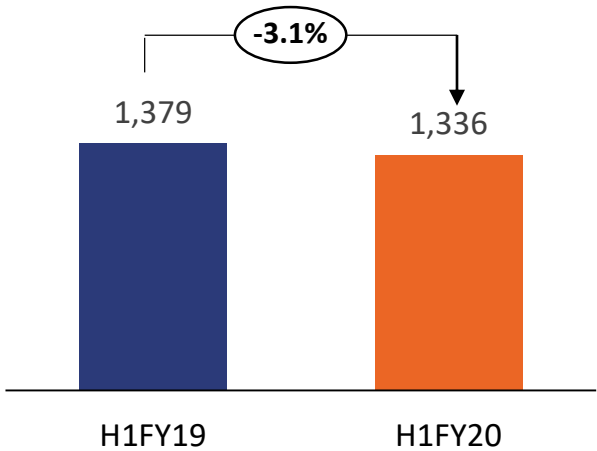
Retail (Rs. mIn)



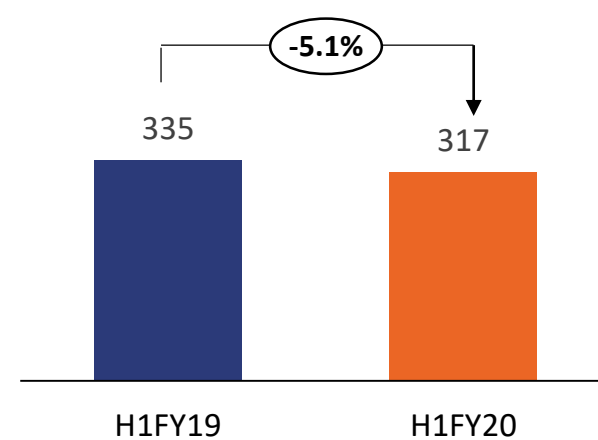
Enterprise & Govt. (Rs. mIn)



Retail (Rs. mIn)



Enterprise & Govt. (Rs. mIn)

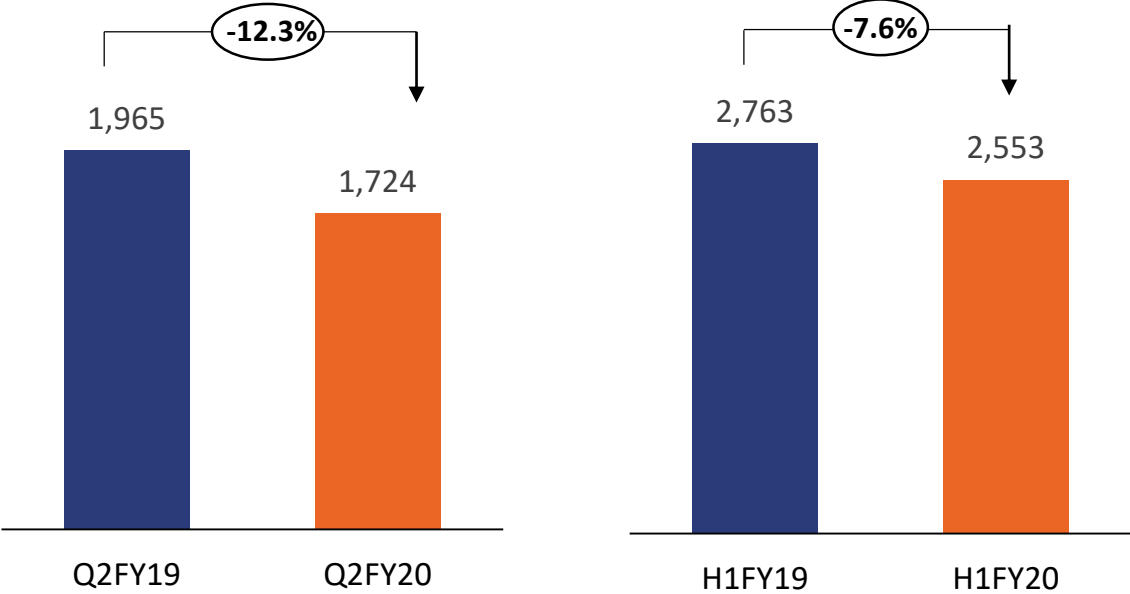


Based on net revenues before adjusting for sales incentives

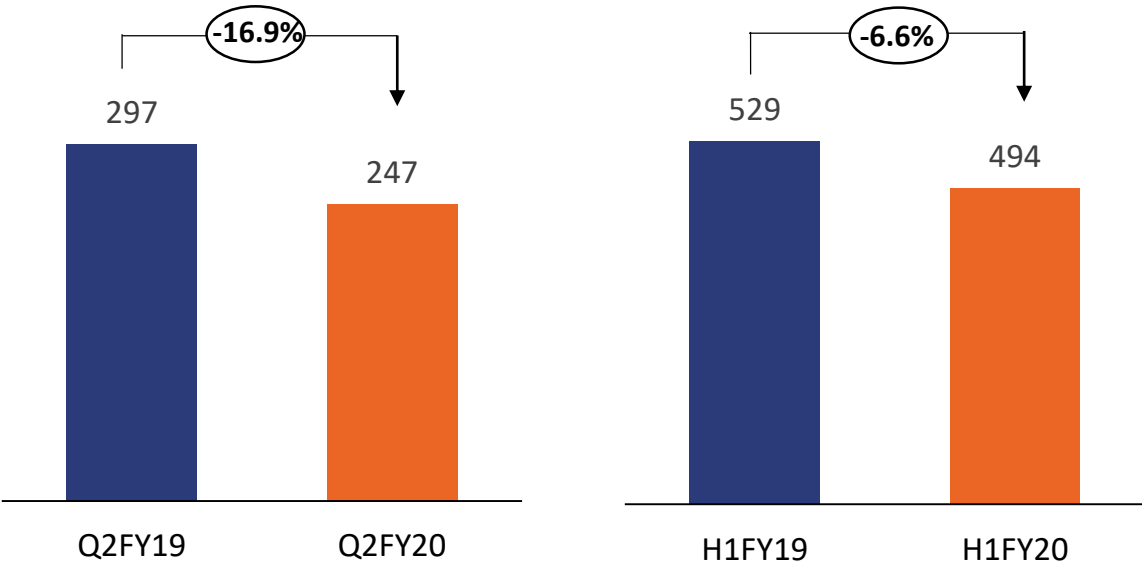


# Segment Performance - Licenses Sold Analysis

Retail (in 000's)



Enterprise & Govt. (in 000's)



## Q2FY20 - Profitability Statement

PARTICULARS (Rs. mln)	Standalone			Consolidated		
	Q2FY19	Q2FY20	% change	Q2FY19	Q2FY20	% change
<b>Total Revenue</b>	<b>1,088.56</b>	<b>976.89</b>	<b>-10.26%</b>	<b>1,091.32</b>	<b>985.77</b>	<b>-9.67%</b>
Direct Cost	54.29	33.61		53.73	41.91	
<b>Gross Profit</b>	<b>1,034.27</b>	<b>943.28</b>	<b>-8.80%</b>	<b>1,037.59</b>	<b>943.86</b>	<b>-9.03%</b>
<b>Gross Margin</b>	<b>95.01%</b>	<b>96.56%</b>	<b>+155 bps</b>	<b>95.08%</b>	<b>95.75%</b>	<b>+67 bps</b>
Operating Cost						
Research and Development (R&D)	139.52	137.17		139.52	137.17	
Sales and Marketing (S&M)	160.34	202.31		165.48	207.40	
General Administration (G&A)	131.63	117.78		136.11	121.70	
<b>Total Expenditure</b>	<b>431.49</b>	<b>457.26</b>		<b>441.11</b>	<b>466.27</b>	
<b>EBITDA</b>	<b>602.78</b>	<b>486.02</b>	<b>-19.37%</b>	<b>596.48</b>	<b>477.59</b>	<b>-19.93%</b>
<b>EBITDA Margin</b>	<b>55.37%</b>	<b>49.75%</b>	<b>-562 bps</b>	<b>54.66%</b>	<b>48.45%</b>	<b>-621 bps</b>
Depreciation	60.12	55.25		60.16	55.30	
<b>EBIT</b>	<b>542.66</b>	<b>430.77</b>	<b>-20.62%</b>	<b>536.32</b>	<b>422.29</b>	<b>-21.26%</b>
<b>EBIT Margin</b>	<b>49.85%</b>	<b>44.10%</b>	<b>-576 bps</b>	<b>49.14%</b>	<b>42.84%</b>	<b>- 631 bps</b>
Other Income	86.35	72.95		86.85	73.38	
<b>Profit Before Tax (PBT before exceptional items)</b>	<b>629.01</b>	<b>503.72</b>		<b>623.17</b>	<b>495.67</b>	
Exceptional Item	50.00	0.00		0.00	0.00	
<b>Profit Before Tax (PBT after exceptional items)</b>	<b>579.01</b>	<b>503.72</b>		<b>623.17</b>	<b>495.67</b>	
Tax	201.97	128.05		202.14	128.31	
<b>Profit After Tax (PAT)</b>	<b>377.04</b>	<b>375.67</b>	<b>-0.36%</b>	<b>421.03</b>	<b>367.36</b>	<b>-12.75%</b>
<b>PAT Margin</b>	<b>34.64%</b>	<b>38.46%</b>	<b>+382 bps</b>	<b>38.58%</b>	<b>37.27%</b>	<b>-131 bps</b>

NOTE: Certain figures have been re-grouped wherever necessary

# H1FY20 - Profitability Statement

PARTICULARS (Rs. mln)	Standalone			Consolidated		
	H1FY19	H1FY20	% change	H1FY19	H1FY20	% change
<b>Total Revenue</b>	<b>1,616.44</b>	<b>1,548.38</b>	<b>-4.21%</b>	<b>1622.20</b>	<b>1,561.77</b>	<b>-3.73%</b>
Direct Cost	79.77	61.10		76.84	69.12	
<b>Gross Profit</b>	<b>1536.67</b>	<b>1,487.28</b>	<b>-3.21%</b>	<b>1,545.36</b>	<b>1,492.65</b>	<b>-3.41%</b>
<b>Gross Margin</b>	<b>95.07%</b>	<b>96.05%</b>	<b>+98 bps</b>	<b>95.26%</b>	<b>95.57%</b>	<b>+31 bps</b>
Operating Cost						
Research and Development (R&D)	281.83	275.07		281.83	275.07	
Sales and Marketing (S&M)	309.61	334.36		318.98	342.87	
General Administration (G&A)	249.72	261.71		258.83	268.89	
<b>Total Expenditure</b>	<b>841.16</b>	<b>871.14</b>		<b>859.64</b>	<b>886.83</b>	
<b>EBITDA</b>	<b>695.51</b>	<b>616.14</b>	<b>-11.41%</b>	<b>685.72</b>	<b>605.82</b>	<b>-11.65%</b>
<b>EBITDA Margin</b>	<b>43.03%</b>	<b>39.79%</b>	<b>-323 bps</b>	<b>42.27%</b>	<b>38.79%</b>	<b>-348 bps</b>
Depreciation	119.26	106.86		119.38	106.93	
<b>EBIT</b>	<b>576.25</b>	<b>509.28</b>	<b>-11.62%</b>	<b>566.34</b>	<b>498.89</b>	<b>-11.91%</b>
<b>EBIT Margin</b>	<b>35.65%</b>	<b>32.89%</b>	<b>-276 bps</b>	<b>34.91%</b>	<b>31.94%</b>	<b>-297 bps</b>
Other Income	150.10	157.22		150.94	157.84	
<b>Profit Before Tax (PBT before exceptional items)</b>	<b>726.35</b>	<b>666.50</b>		<b>717.28</b>	<b>656.73</b>	
Exceptional Item	50.00	0.00		0.00	0.00	
<b>Profit Before Tax (PBT after exceptional items)</b>	<b>676.35</b>	<b>666.50</b>		<b>717.28</b>	<b>656.73</b>	
Tax	234.90	169.98		235.13	170.40	
<b>Profit After Tax (PAT)</b>	<b>441.45</b>	<b>496.52</b>	<b>+12.47%</b>	<b>482.15</b>	<b>486.33</b>	<b>+0.87%</b>
<b>PAT Margin</b>	<b>27.31%</b>	<b>32.07%</b>	<b>+476 bps</b>	<b>29.72%</b>	<b>31.14%</b>	<b>+142 bps</b>

NOTE: Certain figures have been re-grouped wherever necessary

## Q2FY20 - Ratio Analysis

In %	Standalone		Consolidated	
	Q2FY19	Q2FY20	Q2FY19	Q2FY20
<b>Expenses</b>				
Direct Cost / Revenue	4.99%	3.44%	4.92%	4.25%
R&D / Revenue	12.82%	14.04%	12.78%	13.92%
S&M / Revenue	14.73%	20.71%	15.16%	21.04%
G&A / Revenue	12.09%	12.06%	12.47%	12.35%
Total Cost / Revenue	39.64%	46.81%	40.42%	47.30%
<b>Margin</b>				
Gross Margin	95.01%	96.56%	95.08%	95.75%
EBITDA	55.37%	49.75%	54.66%	48.45%
EBIT	49.85%	44.10%	49.14%	42.84%
PBT (Before Exceptional Item)	57.78%	51.56%	57.10%	50.28%
PBT (After Exceptional Item)	53.19%	51.56%	57.10%	50.28%
PAT	34.64%	38.45%	38.58%	37.27%



# H1FY20 - Ratio Analysis

In %	Standalone		Consolidated	
	H1FY19	H1FY20	H1FY19	H1FY20
<b>Expenses</b>				
Direct Cost / Revenue	4.93%	3.95%	4.74%	4.43%
R&D / Revenue	17.44%	17.77%	17.37%	17.61%
S&M / Revenue	19.15%	21.59%	19.66%	21.95%
G&A / Revenue	15.45%	16.90%	15.96%	17.22%
Total Cost / Revenue	52.04%	56.26%	52.99%	56.78%
<b>Margin</b>				
Gross Margin	95.07%	96.05%	95.26%	95.57%
EBITDA	43.03%	39.79%	42.27%	38.79%
EBIT	35.65%	32.89%	34.91%	31.94%
PBT (Before Exceptional Item)	44.93%	43.04%	44.22%	42.05%
PBT (After Exceptional Item)	41.84%	43.04%	44.22%	42.05%
PAT	27.31%	32.07%	29.72%	31.14%

# Consolidated Balance Sheet

EQUITY AND LIABILITIES (Rs. mln)	Sep 30, 2018	Sep 30, 2019
<b>Share Holder's Funds:</b>		
Equity Share Capital	704.89	642.03
Share application money pending allotment	0.29	0.00
Reserves and Surplus	6,741.95	5,849.78
<b>Total Shareholder Funds</b>	<b>7,447.13</b>	<b>6,491.81</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	14.64	4.64
Other Non Current Liabilities	19.33	19.63
<b>Total Non-Current Liabilities</b>	<b>33.97</b>	<b>24.27</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	395.96	352.53
Other Financial Liabilities	8.40	17.53
Other Current Liabilities	162.00	153.88
Net employee defined benefit liabilities	16.11	18.67
Current tax liabilities (Net)	67.27	38.32
<b>Total Current Liabilities</b>	<b>649.74</b>	<b>580.93</b>
<b>Total Equity &amp; Liabilities</b>	<b>8,130.84</b>	<b>7097.01</b>

ASSETS (Rs mln)	Sep 30, 2018	Sep 30, 2019
<b>Non-Current Assets:</b>		
Property, plant and equipment	1,651.46	1,565.26
Capital work-in-progress	0.00	36.63
Intangible assets	102.19	51.09
<b>Non-current financial assets</b>		
Investments in MF ,Tax-Free Bonds	194.80	320.86
Loan and Security Deposits	3.81	3.81
Bank Balances	3.97	3.89
Deferred tax assets (net)	77.51	66.65
Other non current assets	27.33	85.24
<b>Total Non-Current Assets</b>	<b>2,061.07</b>	<b>2,133.43</b>
<b>Current assets:</b>		
Inventories	60.84	44.57
Investment in Mutual Fund	3,123.02	2,439.87
Trade and other receivables	1,167.22	1,249.94
Bank Balances & Cash and Cash Equivalent	144.74	131.91
Investment in Fixed Deposit	1,485.98	1,012.57
Loan and security deposits	9.00	7.52
Interest accrued on FDR and Tax-Free Bonds	37.54	31.98
Other Current assets	41.43	45.22
<b>Total Current Assets</b>	<b>6,069.77</b>	<b>4,963.58</b>
<b>Total Assets</b>	<b>8,130.84</b>	<b>7097.01</b>

NOTE: Certain figures have been re-grouped wherever necessary

# Standalone Balance Sheet

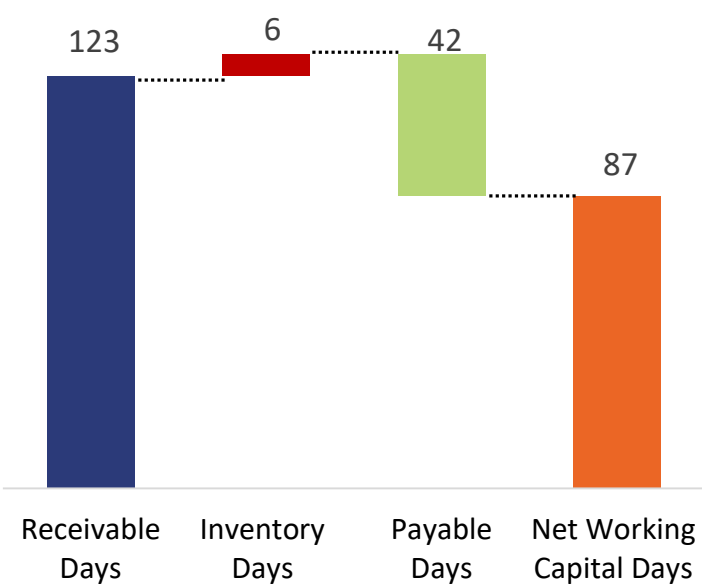
EQUITY AND LIABILITIES (Rs. mln)	Sep 30, 2018	Sep 30, 2019
<b>Share Holder's Funds:</b>		
Equity Share Capital	704.89	642.03
Share application money pending allotment	0.29	0.00
Reserves and Surplus	6,829.49	5,912.19
<b>Total Shareholder Funds</b>	<b>7,534.67</b>	<b>6,554.22</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	14.64	4.64
Other Non Current Liabilities	19.33	19.63
<b>Total Non-Current Liabilities</b>	<b>33.97</b>	<b>24.27</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	392.64	348.17
Other Financial Liabilities	20.05	17.53
Other Current Liabilities	162.08	150.77
Net employee defined benefit liabilities	16.11	18.43
Current tax liabilities (Net)	66.91	37.82
<b>Total Current Liabilities</b>	<b>657.79</b>	<b>572.72</b>
<b>Total Equity &amp; Liabilities</b>	<b>8,226.43</b>	<b>7,151.21</b>

ASSETS (Rs mln)	Sep 30, 2018	Sep 30, 2019
<b>Non-Current Assets:</b>		
Property, plant and equipment	1,651.20	1,564.99
Capital work-in-progress	0.00	36.63
Intangible assets	101.93	50.89
<b>Non-current financial assets</b>		
Investments in MF & Tax-Free Bonds & Subsidiaries	341.96	438.05
Loan and Security Deposits	3.81	3.81
Bank Balances	3.97	3.89
Deferred tax assets (net)	77.51	66.65
Other non current assets	26.87	85.24
<b>Total Non-Current Assets</b>	<b>2,207.25</b>	<b>2,250.15</b>
<b>Current assets:</b>		
Inventories	47.01	40.03
Investment in Mutual Fund	3,123.02	2,439.87
Trade and other receivables	1,168.79	1,248.17
Bank Balances & Cash and Cash Equivalents	107.44	76.89
Investment in Fixed Deposit	1,485.98	1,012.57
Loan and security deposits	8.26	6.84
Interest accrued on FDR and Tax-Free Bonds	37.54	31.98
Other Current assets	41.14	44.71
<b>Total Current Assets</b>	<b>6,019.18</b>	<b>4,901.06</b>
<b>Total Assets</b>	<b>8,226.43</b>	<b>7,151.21</b>

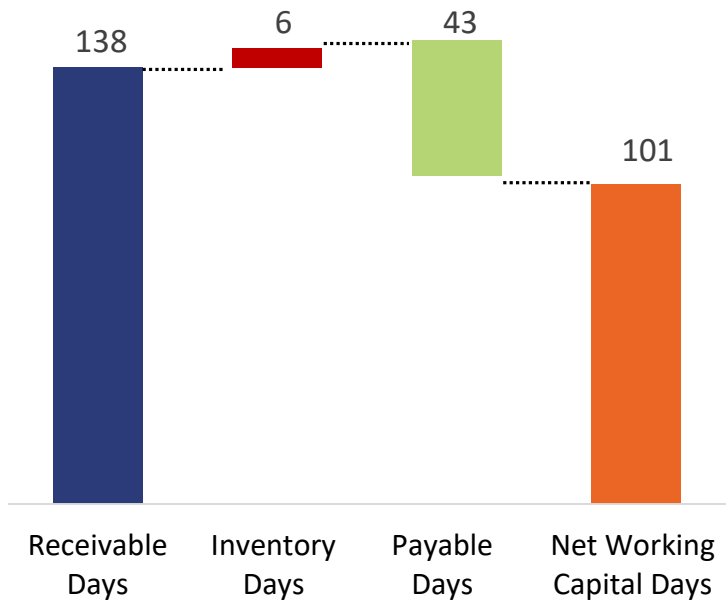
NOTE: Certain figures have been re-grouped wherever necessary

# Working Capital Analysis

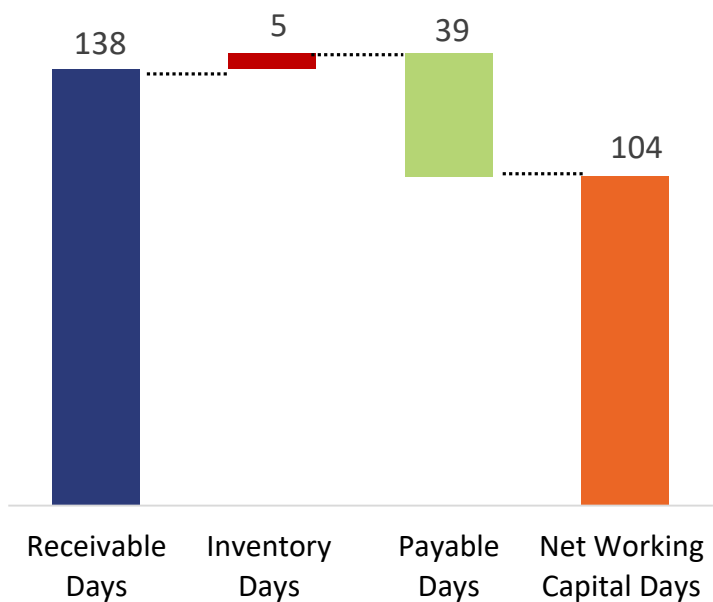
At the end of September 2018



At the end of March 2019



At the end of September 2019

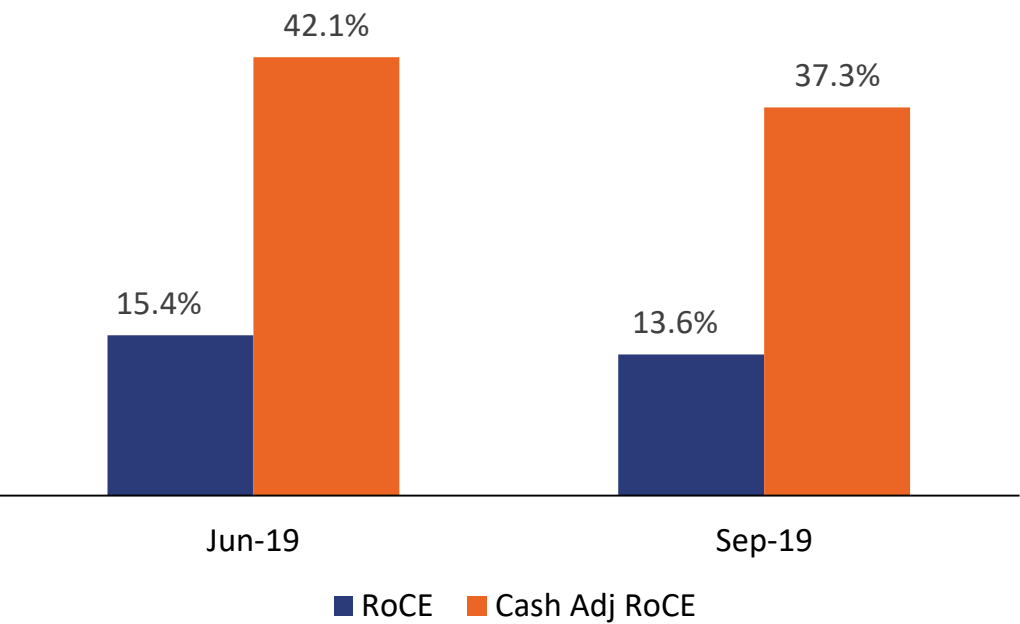


- Receivable Days = [(Debtors/ Sales) X (183 days)]
- Inventory Days = [(Inventory/Sales) X (183 days)]
- Payable Days = [(Creditor/Sales) X (183 days)]

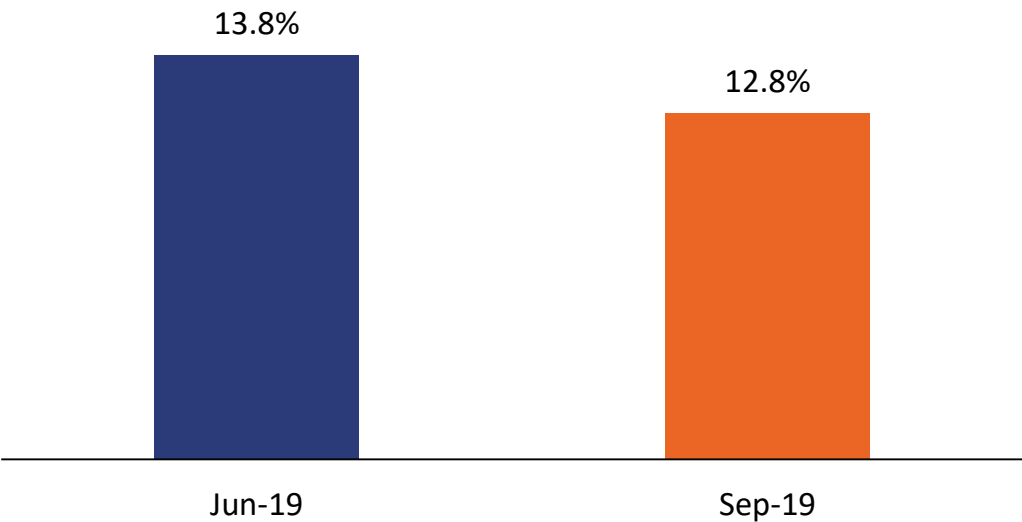


# Consolidated Results – Return Ratio Analysis

Return on Capital Employed (%)\*



Return on Equity (%)\*



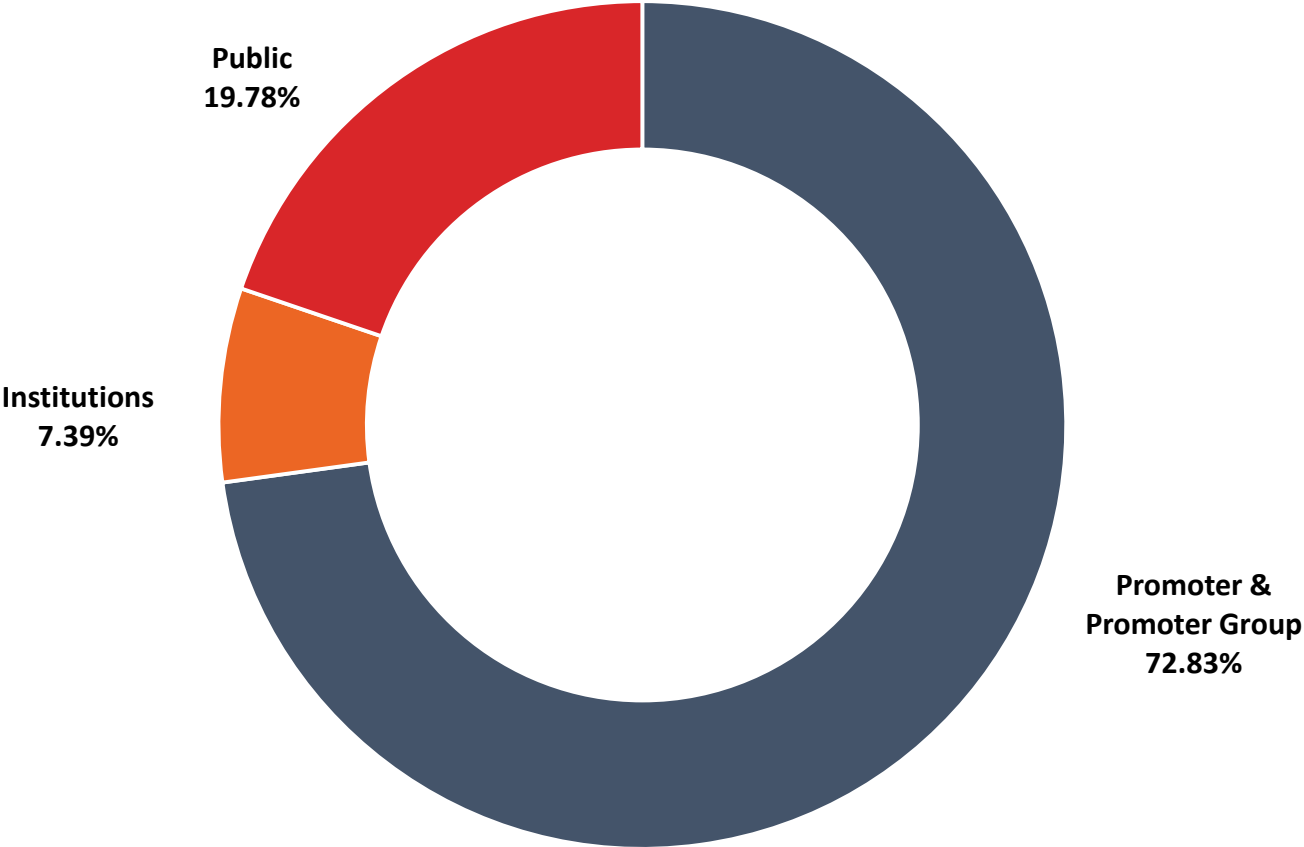
**RoCE** = EBIT / Avg. Capital Employed (Equity + Debt)

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

**ROE** = PAT / Avg. Equity

\* Calculated on trailing 12 months basis

# Shareholding Structure – September 2019



**Quick Heal**

*Security Simplified*

CIN No: L72200MH1995PLC091408

**Company Secretary**

Mr. Srinivas Anasingaraju

[cs@quickheal.co.in](mailto:cs@quickheal.co.in)

+91-20-66813232

[www.quickheal.co.in](http://www.quickheal.co.in)

**Chief Financial Officer**

Mr. Nitin Kulkarni

[Nitin.Kulkarni@quickheal.co.in](mailto:Nitin.Kulkarni@quickheal.co.in)

+91-20-66813232

[www.quickheal.co.in](http://www.quickheal.co.in)

**THANK YOU!**

---

**Independent Auditor's Review Report on Consolidated Unaudited Quarterly and year to date financial results of the Group, its Associate and Joint Venture pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**The Board of Directors  
Quick Heal Technologies Limited**

1. We have reviewed the accompanying statement of consolidated unaudited financial results of Quick Heal Technologies Limited ('the Holding Company') and its subsidiaries, (the Holding Company and its subsidiaries together referred to as the 'Group') for the quarter ended September 30, 2019, and the year to-date results for the period from April 1, 2019 to September 30, 2019 ('the Statement'), being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended ('the Regulation'). Attention is drawn to the fact that the figures for the corresponding quarter ended June 30, 2018, quarter ended September 30, 2018 and the corresponding year-to-date from April 1, 2018 to September 30, 2018, under Indian Accounting Standards ('Ind AS') and net cash inflow/outflow, as reported in these consolidated unaudited financial results have been approved by the Holding Company's Board of Directors but have not been subjected to review.
2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting' ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.





4. The Statement includes the results of the following entities:

Sr. No	Name of the Company	Relationship with the Holding Company
1	Quick Heal Technologies Japan K.K.	Wholly Owned Subsidiary
2	Quick Heal Technologies America Inc.	Wholly Owned Subsidiary
3	Quick Heal Technologies Africa Limited	Wholly Owned Subsidiary
4	Seqrite Technologies DMCC	Wholly Owned Subsidiary

5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. We draw attention to Note 3 to the unaudited consolidated financial results, wherein it is stated that the Parent Company has received notice of demand of service tax under the provision of the Finance Act, 1994 amounting to INR 1,610.50 million (excluding penalty of INR 626.97 million) for the period from March 1, 2011 to June 30, 2017.

Our conclusion is not modified in respect of this matter.

7. The consolidated unaudited financial results include the interim financial results of 4 subsidiaries which have not been reviewed/audited by their auditors, whose interim financial results reflect total assets of Rs. 71.08 million as at September 30, 2019 and total revenue of Rs. 8.88 million, and Rs. 13.39 million, total net loss after tax of Rs. 8.28 million and Rs. 10.17 million and total comprehensive loss of Rs. 7.87 million and Rs. 11.08 million for the quarter ended September 30, 2019 and for the period from April 1, 2019 to September 30, 2019, respectively, and cash flows (net) of Rs. 5.56 million for the period from April 1, 2019 to September 30, 2019, as considered in the consolidated unaudited financial results. According to the information and explanations given to us by the Management, these interim financial results are not material to the Group.

Our conclusion on the Statement is not modified in respect of the above matter.



8. The statement of the Group for the quarter and year ended March 31, 2019, was audited by another auditor whose report dated May 10, 2019 expressed an unmodified opinion on those statements.

Our conclusion is not modified in respect of this matter.

**For MSKA & Associates**

Chartered Accountants

ICAI Firm Registration No.105047W

  
**Nitin Manohar Juman**  
Partner

Membership No.: 111700

UDIN: 19111700AAAADK7981



Place: Pune

Date: November 14, 2019

**Independent Auditor's Review Report on unaudited quarterly and year to date financial results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**The Board of Directors  
Quick Heal Technologies Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Quick Heal Technologies Limited ('the Company') for the quarter ended September 30, 2019 and the year to-date results for the period April 1, 2019 to September 30, 2019 ('the Statement') attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended ('the Regulation'). Attention is drawn to the fact that the net cash inflow/outflow, for the corresponding year-to-date from April 01, 2018 to September 30, 2018, under Indian Accounting Standards ('Ind AS'), as reported in these financial results have been approved by the Company's Board of Directors but have not been subjected to review.
2. This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 'Interim Financial Reporting', prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether financial results are free of material misstatements. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited standalone financial results prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement.



5. We draw attention to Note 2 to the unaudited standalone financial results wherein it is stated that the Company has received notice of demand of service tax under the provision of the Finance Act, 1994 amounting to INR 1,610.50 million (excluding penalty of INR 626.97 million) for the period from March 1, 2011 to June 30, 2017.

Our conclusion is not modified in respect of this matter.

6. The statement of the Company for the quarter and half year ended September 30, 2018, was reviewed by another reviewer whose report dated November 12, 2018, expressed an unmodified opinion on those statements.

The statement of the Company for the quarter and year ended March 31, 2019, was audited by another auditor whose report dated May 10, 2019, expressed an unmodified opinion on those statements.

Our conclusion is not modified in respect of this matter.

**For MSKA & Associates**

Chartered Accountants

ICAI Firm Registration No.105047W

  
**Nitin Manohar Juman**  
Partner

Membership No.: 111700

UDIN: 19111700AAAADJ9235



Place: Pune

Date: November 14, 2019