



Quick Heal

Security Simplified

INVESTOR PRESENTATION

Q1 FY21

August 2020

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Agenda

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Q1FY21 Earnings

Quick Heal

Security Simplified

SECURITE

Enterprise Cybersecurity Solutions by Quick Heal

Q1FY21 EARNINGS HIGHLIGHTS



Q1FY21 Earnings Highlights

Financial performance for Q1FY21 has improved compared to the previous quarter. We are observing demand returning to normalcy in the Retail market but demand in the MSME market continues to be lacklustre.

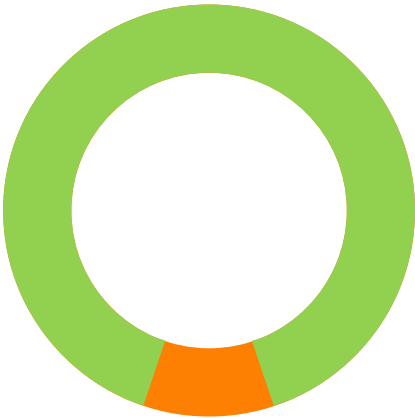
REVENUE

Q1FY21 Revenue at

₹ **735** mln

up 27.5% from ₹ 576 mln
in Q1FY20

Retail 87%



Enterprise +
Government 13%

EBITDA

Q1FY21 EBITDA at

₹ **321** mln

up 150.6% from ₹ 128 mln
in Q1FY20

EBITDA margin at

43.8%

in Q1FY21 up 2,149bps from
22.3% in Q1FY20

PAT

Q1FY21 PAT at

₹ **250** mln

up 109.8% from ₹ 119 mln in
Q1FY20

PAT margin at

34.0%

In Q1FY21 up 1,331bps
from 20.7% in Q1FY20

Average revenue per licence for Q1FY21:

Retail at

₹ **446**

Down 19.2% from Q1FY20

Enterprise at

₹ **661**

Up 12.1% from Q1FY20

Despite Covid-19 impact, we have added 3 new enterprise customers with more than 500 users in Q1FY21

Quick Heal

Security Simplified

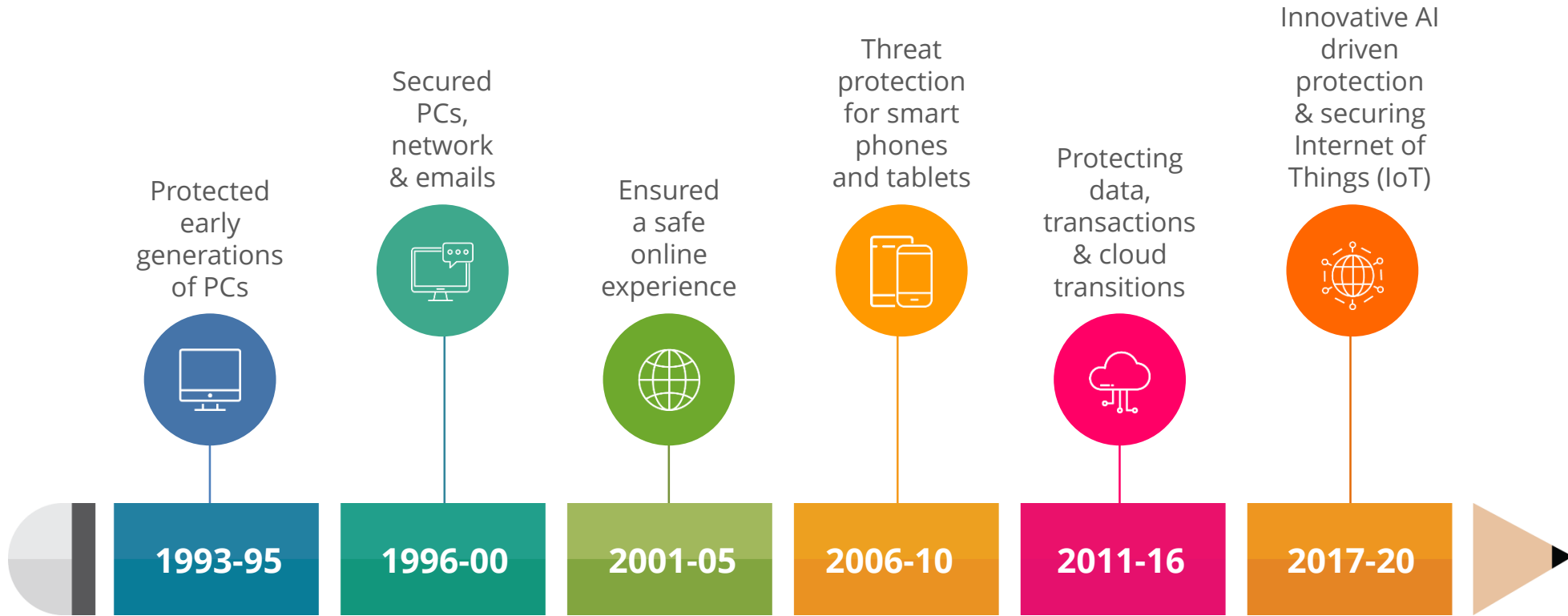
SECURITE

Enterprise Cybersecurity Solutions by Quick Heal

COMPANY OVERVIEW

Company at a glance





Over 25 years
of simplifying security

Scripting a new success story

In the cyber security industry

Quick Heal



₹ **668** mln
Q1FY21 Revenue*



SEQRITE



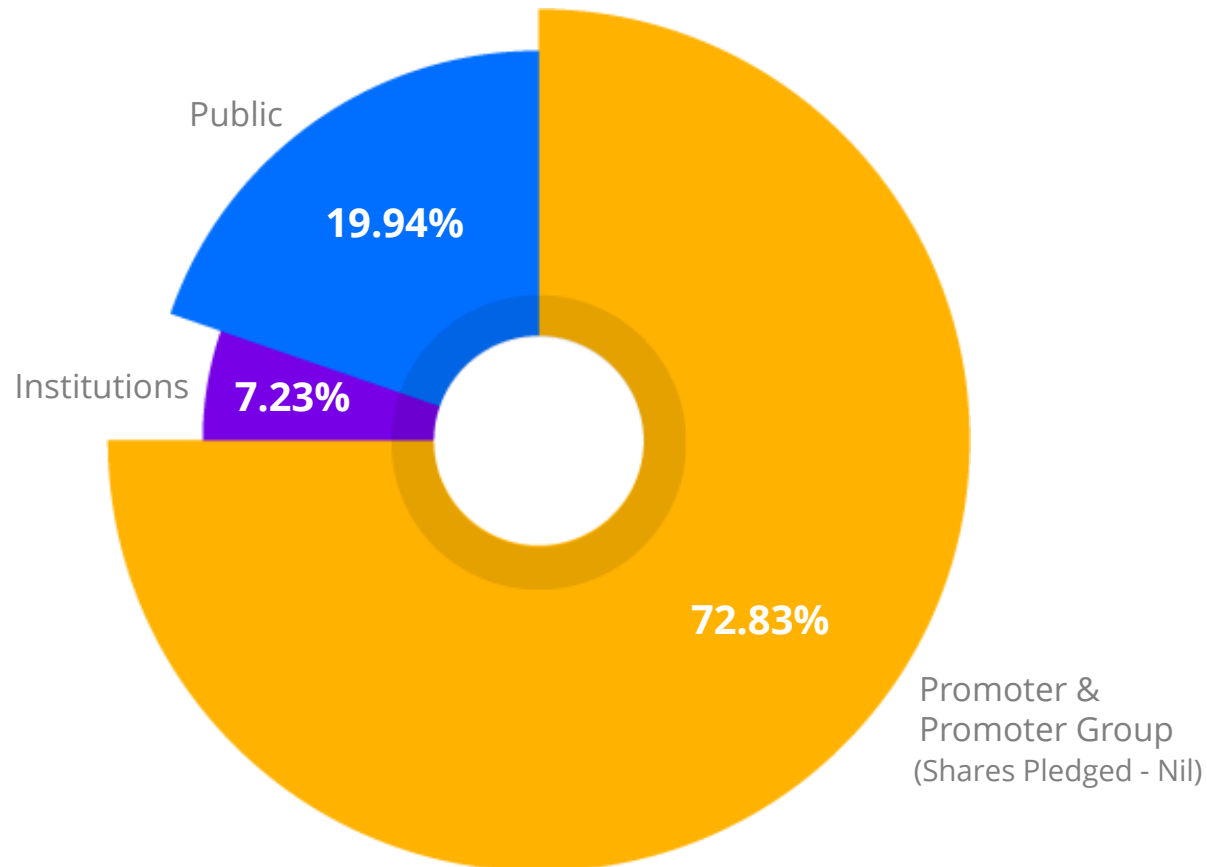
₹ **104** mln
Q1FY21 Revenue*

- India's first listed cybersecurity products company
- A "Make in India" product configured to secure countries, cities and companies
- Quick Heal – undisputed leader in the retail segment
- Seqrite making inroads in the SMB & enterprise segment
- Quick Heal Security Labs - a team of highly efficient security researchers, analysts and engineers leverages a combination of AI, cloud and patented technologies to deliver timely and advanced protection
- Solutions to secure across platforms

*Based on net revenues before adjusting for sales incentives

Shareholder information

Shareholding structure – 30th June 2020



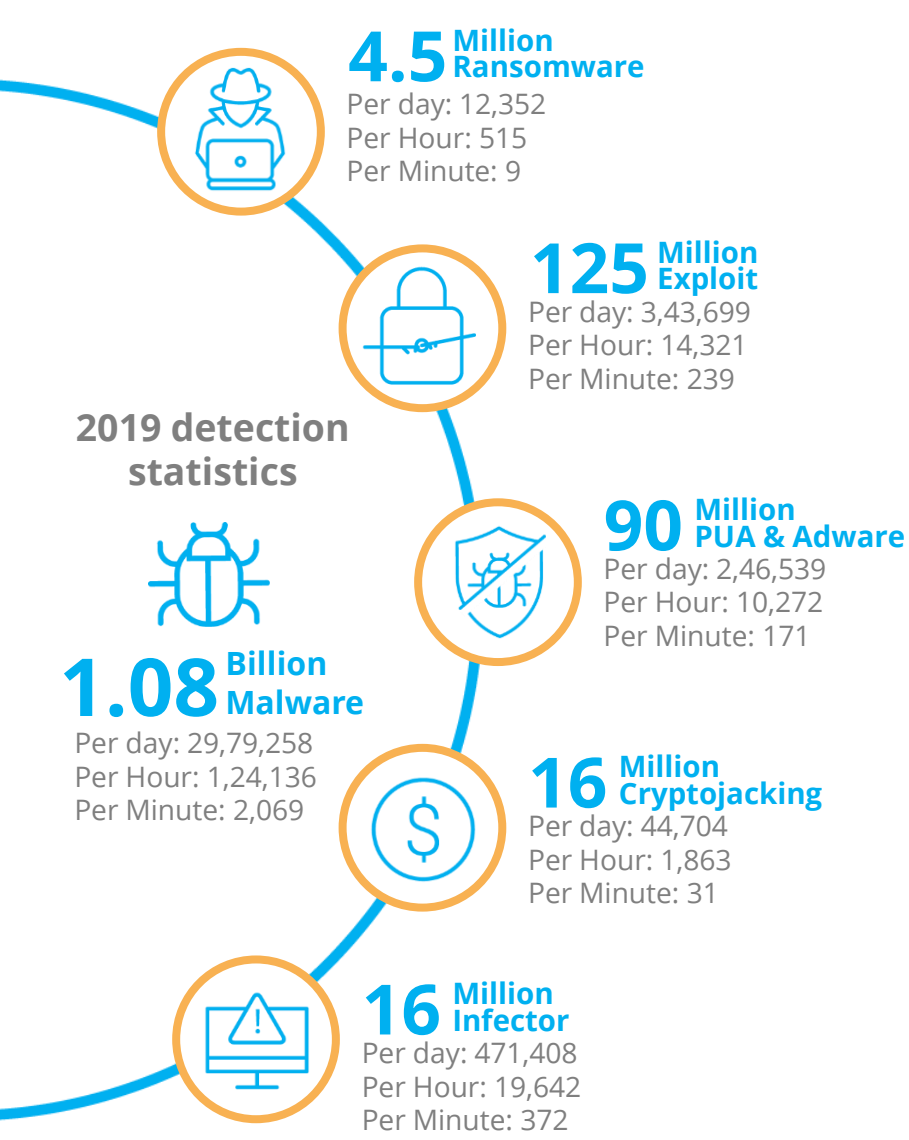
Shareholder Information (as on 30th June 2020)

NSE Ticker	QUICKHEAL
BSE Ticker	539678
Market Cap (INR mln)	7,435
% Free-float	27.17%
Free-float market cap (INR mln)	2,020
Total Debt (INR mln)	-
Cash & Cash Equivalents (INR mln)	3,872
Enterprise Value (INR mln)	3,563
Shares Outstanding	6,42,03,618
3M ADTV (Shares)*	4,35,689
3M ADTV (INR mln)*	48.4
Industry	IT Software Products

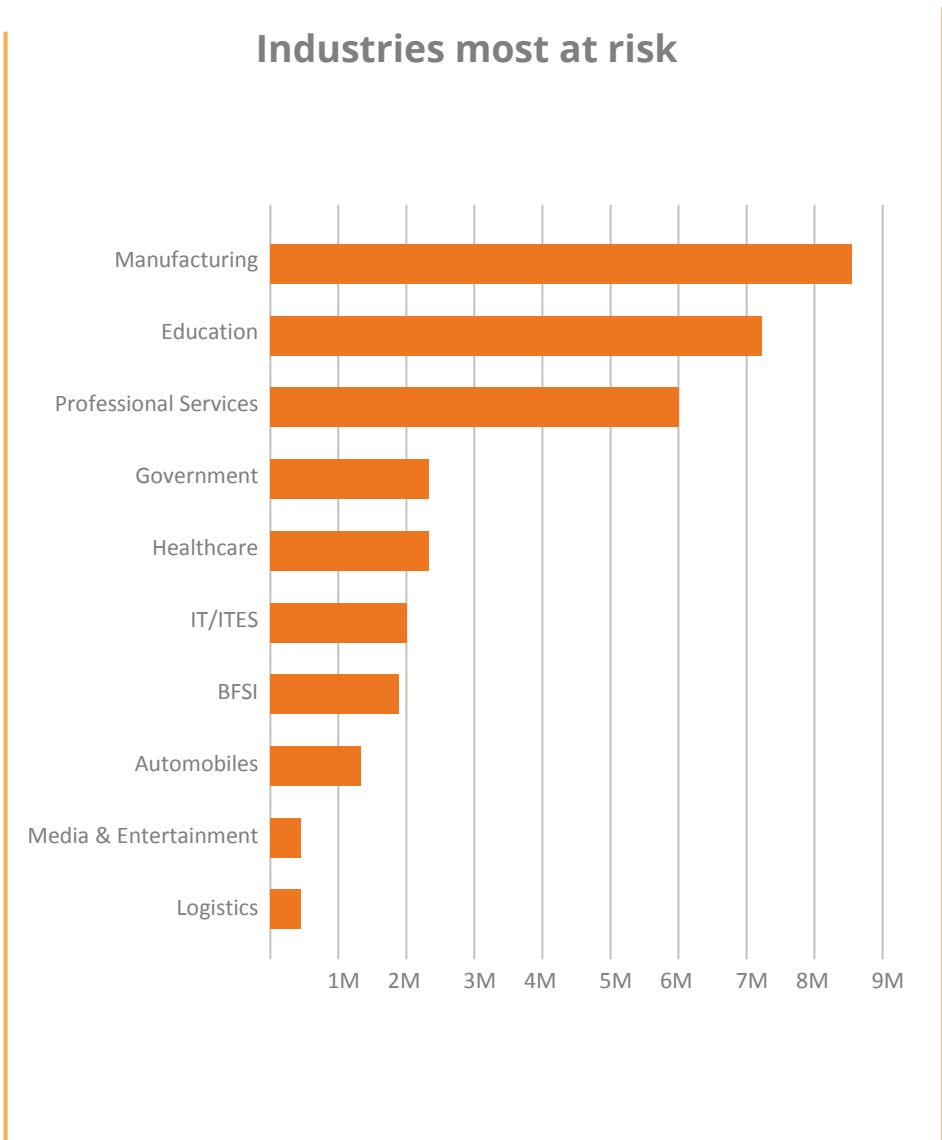
*Source: NSE

INDUSTRY OVERVIEW

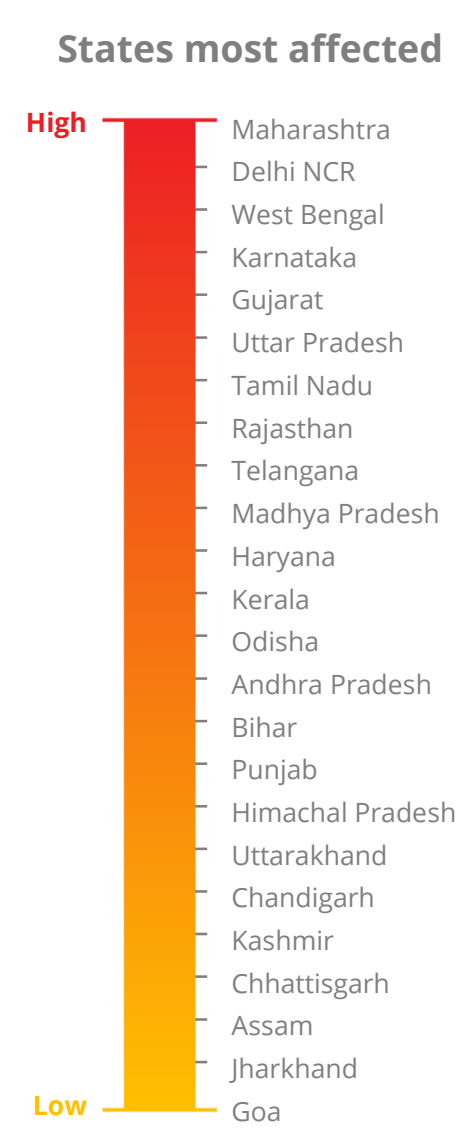
2019(Calendar Year) Cyber threat landscape shows that...



Source: Quick Heal Annual Threat Report 2020

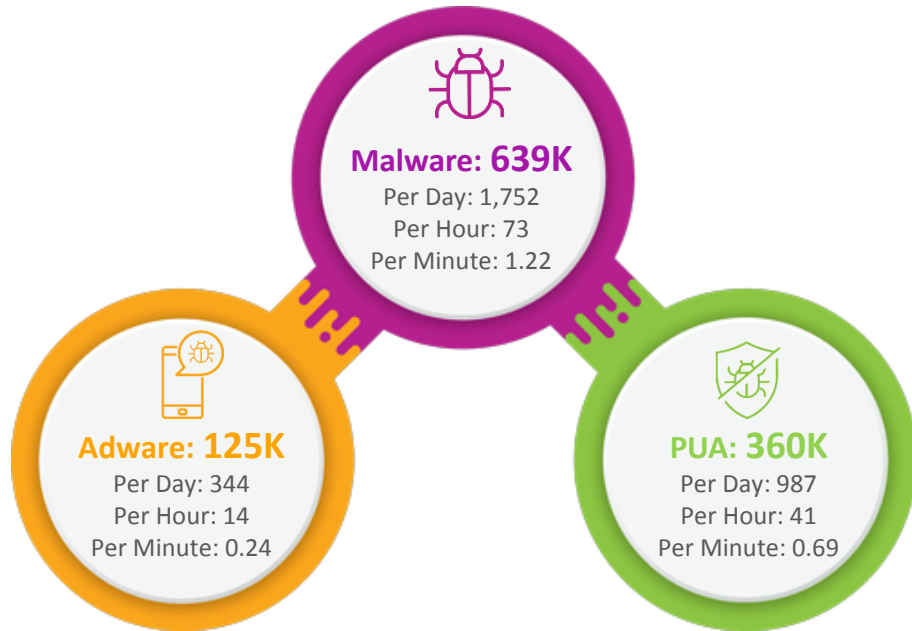


Source: Seqrite Threat Report 2020



...cyber-attacks continue to grow in scale and sophistication...

Detection statistics for Mobile



₹ 140 mln

The Average cost of a data breach in India.
An increase of **9.4%** from 2019

Source: IBM

Cyber-attacks that grabbed headlines **NEW**

India facing more cyber attacks from China and Pakistan since lockdown

Cybercrime in India surges amid lockdown

Twitter says spear-phishing attack on employees led to breach

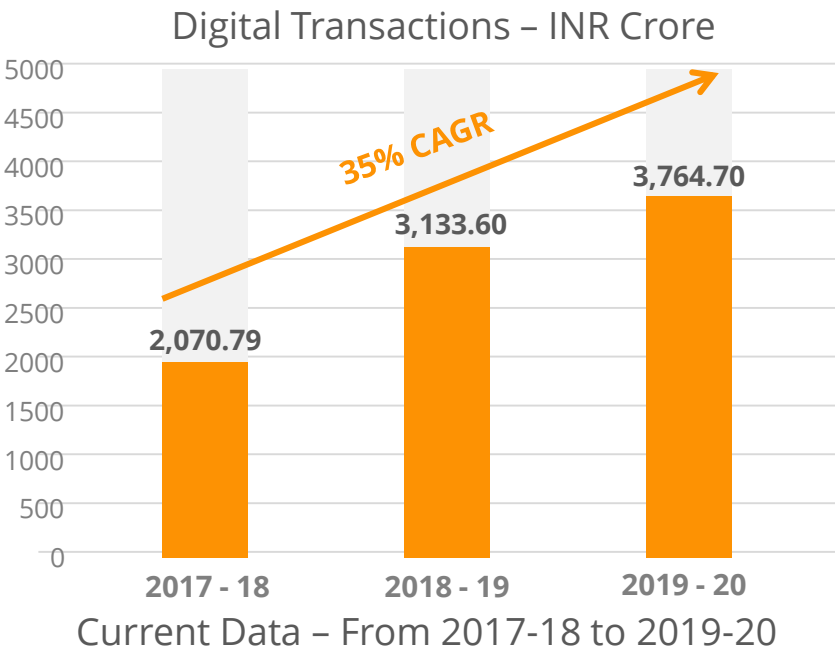
WHO reports five fold increase in cyber-attacks, urges vigilance

Dunzo data breach contained personal info of 3 million accounts

CERT-In warns of BlackRock Android Malware

Source: Reputed News Outlets

...together with rapid growth in India's digital adoption...



India in Numbers



500million+
Internet users



450million+
Smartphone users



1.26b
People enrolled in
the world's largest
unique digital
identity program



48.48%
Internet penetration
in India in 2019



400m
Users engaged
in social media



10.37GB
Average Wireless Data
Usage per wireless data
subscriber per month
in 2019



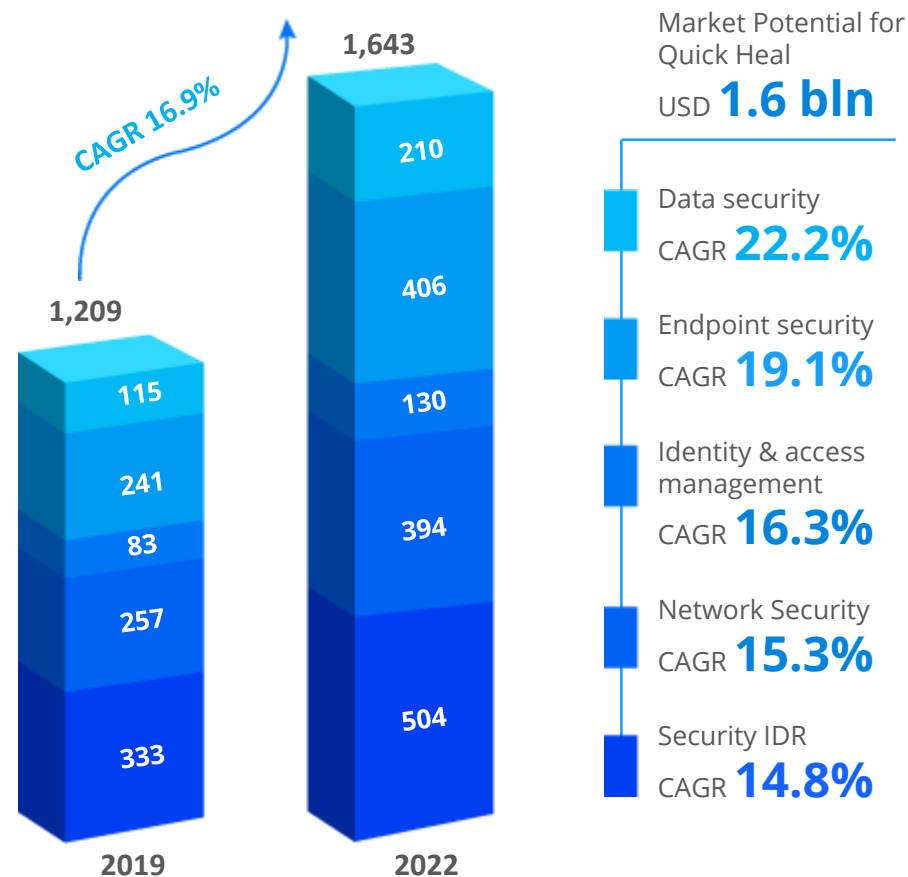
19b
Application
downloads
in 2019



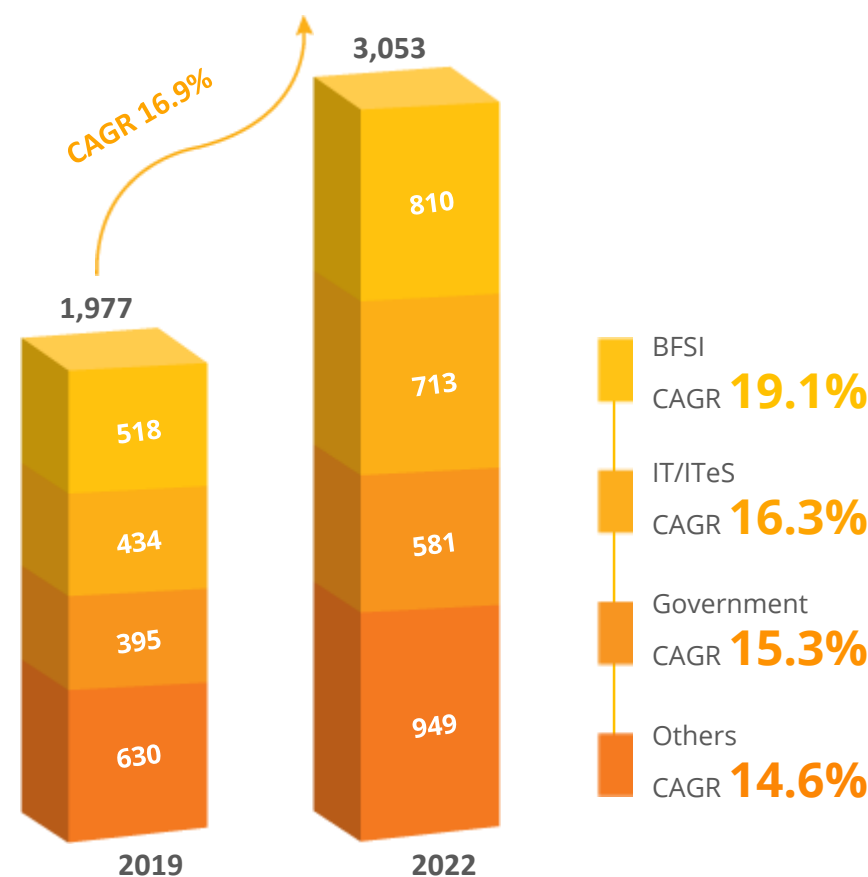
Rs.6.98
Average cost to
subscriber per GB
wireless data

...is expected to increase Cybersecurity spending in India

Expected growth of Cybersecurity products in India
(USD mln)



Expected sectoral expenditure on Cybersecurity
(USD mln)

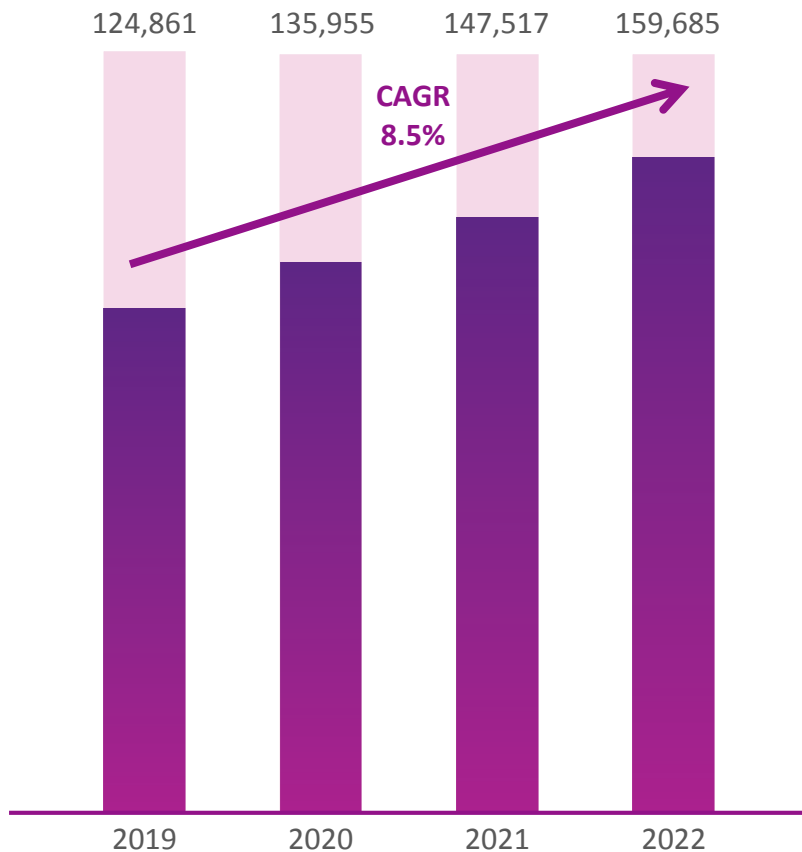


Cybersecurity market in India is expected to grow at ~16% CAGR between 2019 to 2022 and become a \$3 bln market with security product market estimated to grow at ~17% to become \$1.6 bln market. Quick Heal is well placed to capitalise on this opportunity.

Global cybersecurity market

along with cyber threat predictions for 2020

Globally cybersecurity market to grow
at 8.5% CAGR
(\$ mln)



Source: Gartner

Threat Predictions for 2020

- 01 Increase in web skimming attacks
- 02 Look out for more Bluekeep-like wormable exploits
- 03 Deepfakes to cyber-frauds
- 04 APT attacks on critical infrastructures
- 05 Increase in threat landscape because of 5G
- 06 Attacks against Windows 7 to increase
- 07 Increased use of LOLBins
- 08 Increase in Office Macro-based attacks over office exploits
- 09 Ransomware to darken the cloud

Source: Seqrite Threat Report 2020

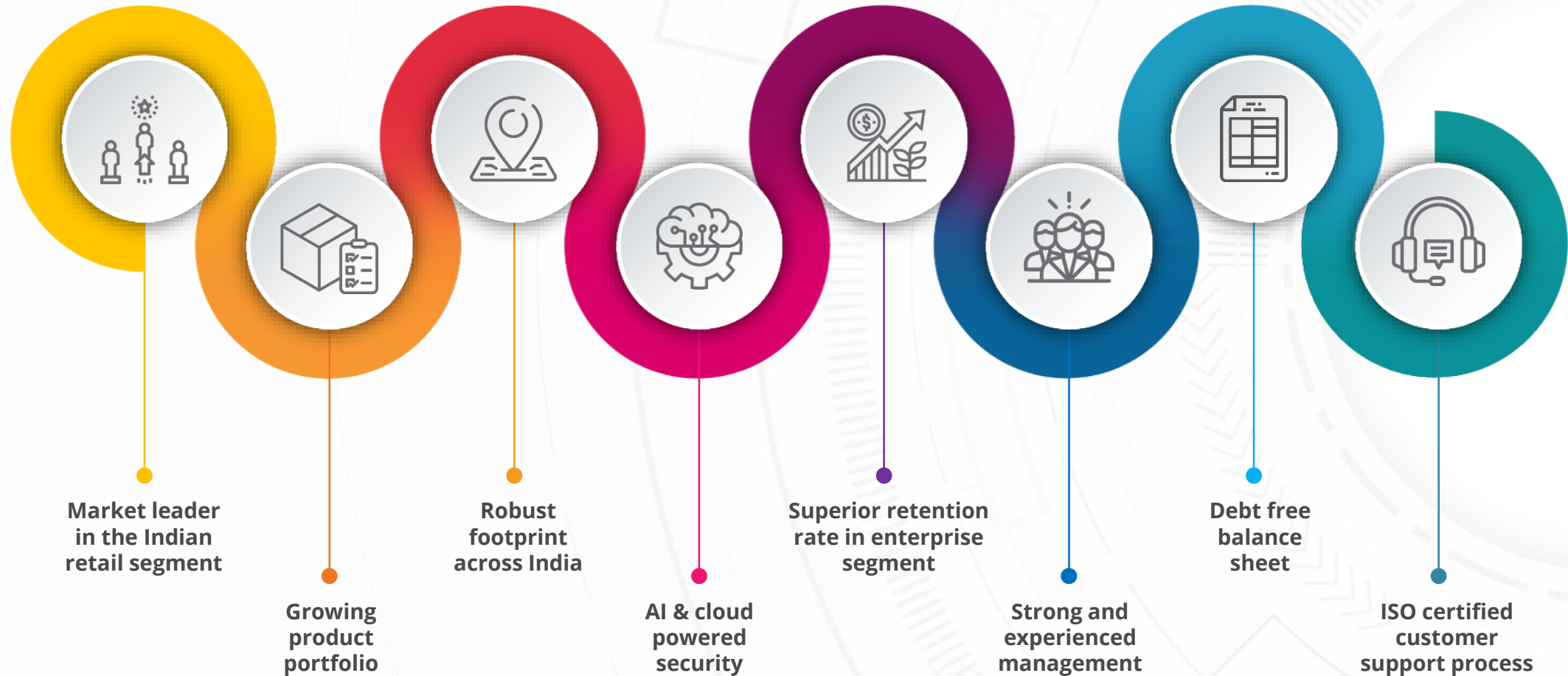


Quick Heal
Security Simplified

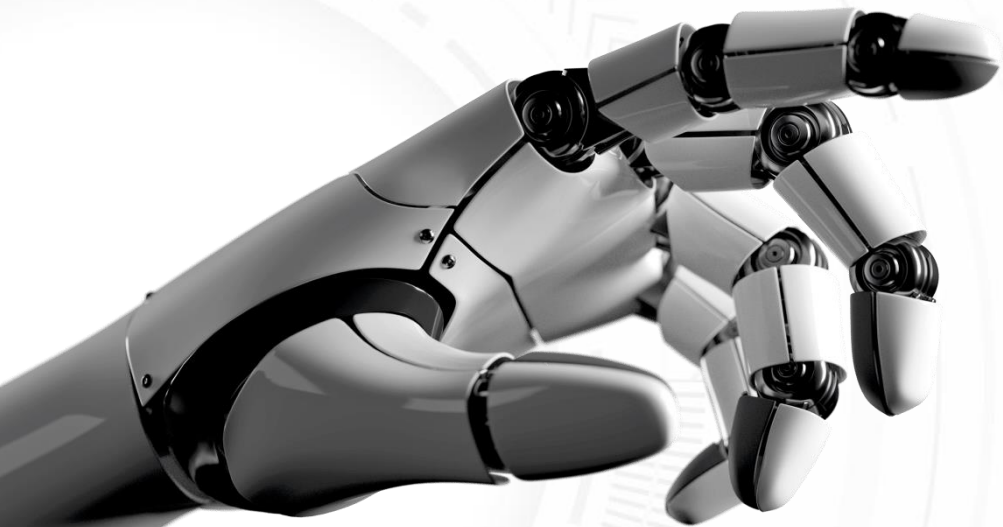
SECURITE
Enterprise Cybersecurity Solutions by Quick Heal

THE QUICK HEAL ADVANTAGE

Quick Heal is well positioned to leverage its strengths to capture the future opportunities



Strong threat detection and prevention capabilities...



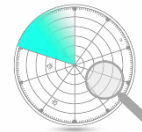
GoDeep.AI

Powers **SIGNATURE-LESS** and **SIGNATURE-BASED** detections

Our best and the most innovative malware hunting engine brings together the best of the best!



Advanced
DNA Scan



Patented Behavior
Detection System



Multilayered
Defense



Seed Analysis



Cloud Based
Deep Learning Module

...with State-of-the-Art

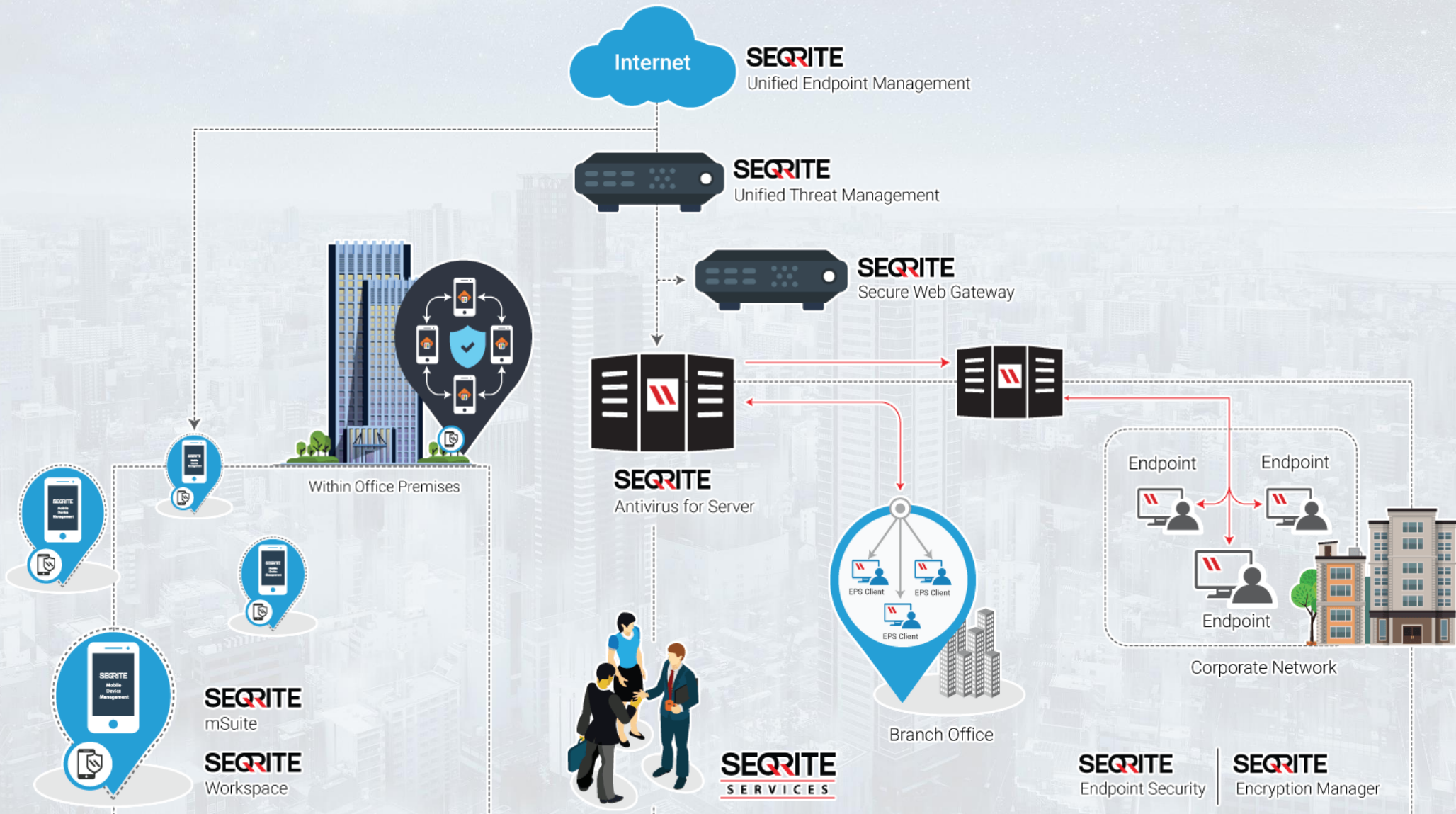
Research & Development

leading to Innovations

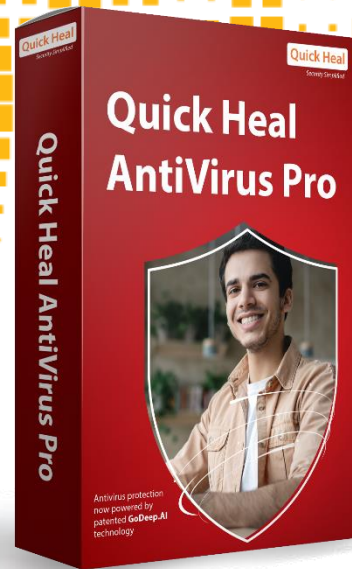
25+ years of experience coupled with vast distribution network across India has helped us understand security market and issues faced by millions of users in depth which has led to consistent introduction of innovative products and solutions for our customers



Product Portfolio – Enterprise & Government



Product Portfolio – Home, SOHO & Mobile



Robust sales & distribution network in India



QUICK HEAL Global Presence



India (HO)
Quick Heal Technologies
Limited

USA
Quick Heal Technologies
America Inc.

Japan
Quick Heal Japan KK

Kenya
Quick Heal Technologies
Africa Limited

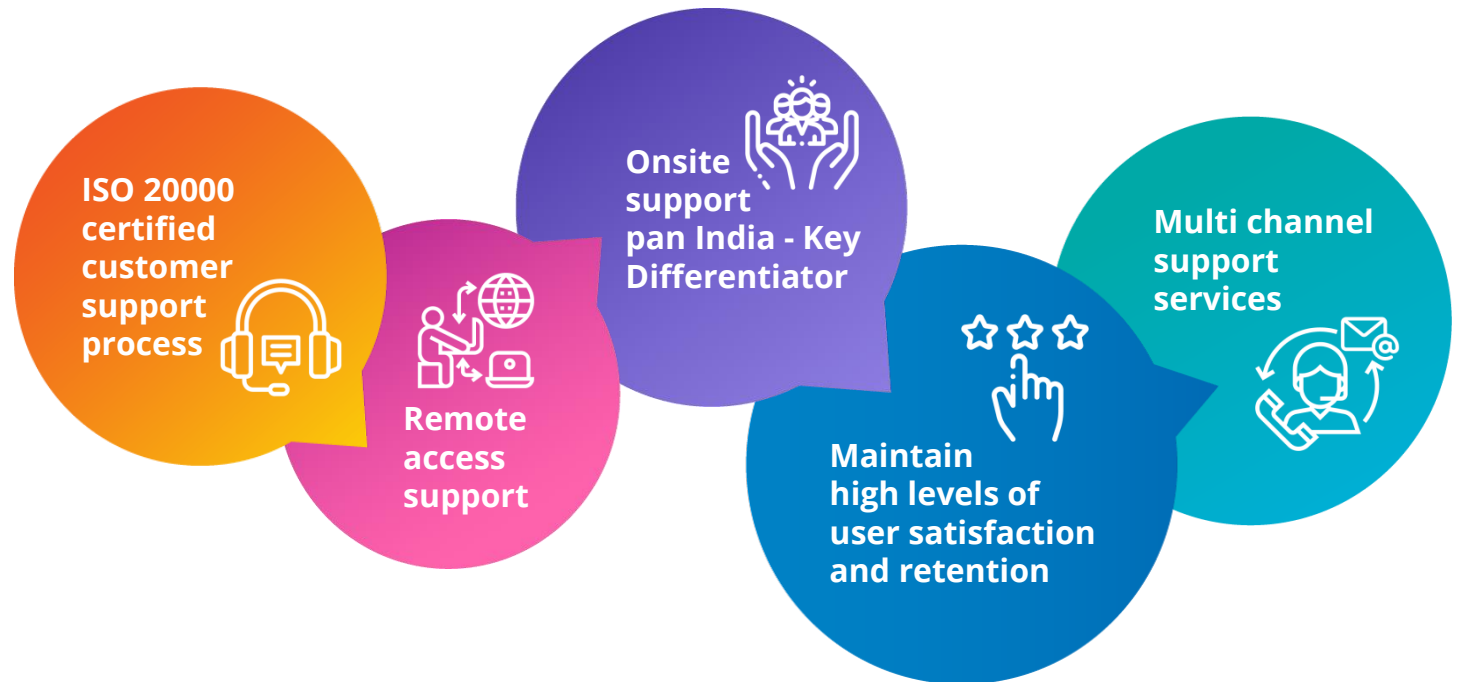
UAE
Quick Heal Technologies
(MENA) FZE

For product sold countries refer annexure (slide no: 48)



Committed to deliver exceptional **customer experience**

- 1** Multi-lingual end user support in English, Hindi and several other major regional Indian languages
- 2** Availability of data sheets, product videos and manuals on website for providing information on technical specifications, installation guide, upgrade mechanisms
- 3** Release of various articles, technical papers, quarterly threat reports and conducting webinars in the area of security software



Experienced Board of Directors



Dr. Kailash Katkar
MD & CEO

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



Dr. Sanjay Katkar
Joint MD & CTO

Spearheads the creation and subsequent development of the core product technology



Mr. Shailesh Lakhani
Non-Executive Director

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



Mr. Amitabha Mukhopadhyay
Independent Director

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



**Air Marshal (Retd)
Bhushan Nilkanth Gokhale**
*Independent Director
(w.e.f. Aug 12, 2020)*

Served on the board of defense PSUs and adviser to government institutions. Appointed as Independent Security Advisor in Ministry of Home Affairs.



Mr. Mehul Savla
Independent Director

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



Ms. Apurva Joshi
Independent Director

Certified bank forensic accounting professional and anti – money laundering expert

...along with strong Management...



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 the University of Pune.



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.



Mr. Nitin Kulkarni
CFO

25+ years of experience in managing different aspects of finance 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 seasoned Leadership team



Ms. Reetu Raina
Chief Human Resources Officer

Responsible for driving HR and steering the company's people operations, culture and recruitment initiatives.

Ms. Raina holds extensive industry experience and has worked across sectors such as Telecom, BFSI, and IT.

She has held leadership roles with domain-leading brands such as TATA, HDFC Bank, and Amdocs. She was the Head of HR at Sterlite Technologies.



Mr. Deepak Mishra
Head, Retail Sales

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

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

20 years of experience in FMCG, Beverages, Telecom and IT Industries.



Mr. Kuldeep Raina
Head, 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 for sales and ability to drive targets in dynamic business environment.

20 years of diverse sales experience including leadership roles in cybersecurity companies.



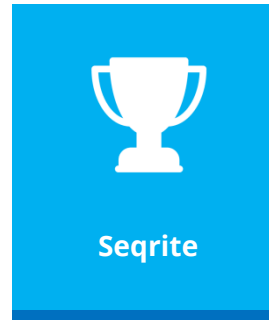
Mr. Bijoe George
Head, Global Marketing

Marketing strategist with over two decades of rich data-driven, integrated marketing experience.

Leading marketing transformation to deliver strategic value. Has extensive experience working on technology brands that include Cisco, HPE, Infosys, Citrix to name a few.

Bijoe loves the interplay between strategy, technology & creative while delivering results, big ideas and big wins.

Strong brand recognition...



Best Enterprise IT Security Brand at the 11th NCN Innovative Product Award 2018



Best Protection rate In AV-Comparatives Test 2018



Certified as **'Approved Corporate Endpoint Protection'** for Windows by 'AV-Test' 2018



Best cybersecurity brand award at National Summit on Digital Innovation & Cybersecurity Summit 2018



Recognized by NASSCOM's DSCI as **'Cybersecurity Product Pioneer in India'** 2019



'Best Performance 2018' award for its Endpoint Security Solution from AV-Test Institute in Germany 2019



Granted Patent for **Anti-Ransomware Technology** 2019 U.S. Patent No. US20160378988A1



Granted Patent for its **Signatureless Behavior-based Detection Technology** 2019 U.S Patent No. US20170124327A1



Certified as **'Top Product'** for business users by 'AV-Test'



Certified as **'Top Product'** for consumers by 'AV-Test'

...backed by Certifications, Patents and...

International & ISO Certifications



Patented Technologies

USPTO 10,387,649

Signatureless Behaviour-based
Detection Technology

USPTO 10,311,234

Anti-Ransomware technology

USPTO 8,973,136

System and method for
protecting computer systems
from malware attacks

USPTO 8,914,908

A completely automated computer
implemented system and method for
piracy control based on update requests

USPTO 8,347,389

System for protecting devices
against virus attacks

USPTO 7,945,955

Virus detection in mobile devices having
insufficient resources to execute virus
detection software



Our marquee customers



INDIAN NAVY



BITS Pilani
Pilani | Dubai | Goa | Hyderabad



NUCLEAR POWER CORPORATION OF INDIA LIMITED
(A Government of India Enterprise)
Department of Atomic Energy



SERUM INSTITUTE OF INDIA PVT. LTD.
Cyrus Poonawalla Group

Trusted by over 9 million users across the world

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Securing the future through our community initiatives

22,87,000+

Lives directly impacted since 2016



Cybersecurity

- Cybersecurity Awareness
- Securing Futures through secured programming



20,000+

Lives directly impacted since 2016



Education

- Life Skills Education
- Shaalangan Counselling Centre



2,500+

Lives impacted since 2016



Eradicating Extreme Hunger & Poverty

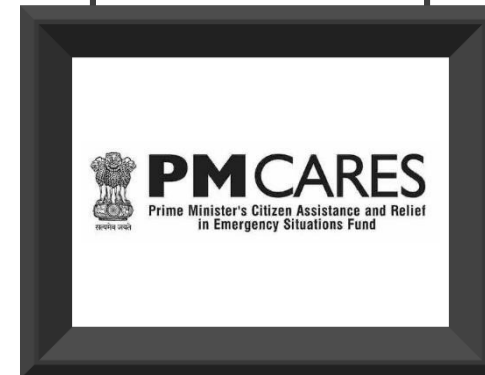
Project Disha works with Paud's Katkari Tribe



CSR initiatives for Covid-19 Relief

As a responsible corporate citizen:

- ▶ Supported 'Covid-19 Warriors' – the true heroes!
- ▶ Distributed ration kits to the needy in association with RSS Jana Kalyan Samiti
- ▶ Provided food, shelter and PPE kits to social workers
- ▶ Contributed to the PM CARES fund



Quick Heal Academy to drive the next generation of cyber security experts



Popular Courses

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

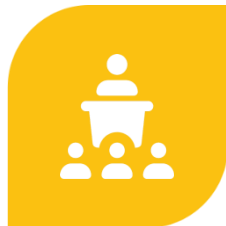
Offerings



CORPORATE
TRAINING



NEED-BASED
TRAINING



WORKSHOPS
& SEMINARS



CONNECTING CYBER
ECO-SYSTEM

Academy Partners



Savitribai Phule Pune University

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



Quantum University

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



Gujarat Forensic Sciences University

MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017



Maharashtra Cosmopolitan Education Society

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



Chitkara University

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



Deen Dayal Upadhyaya College

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

Quick Heal

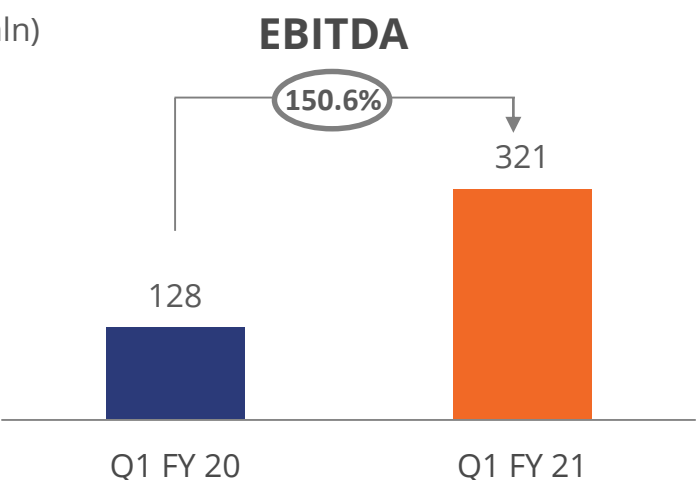
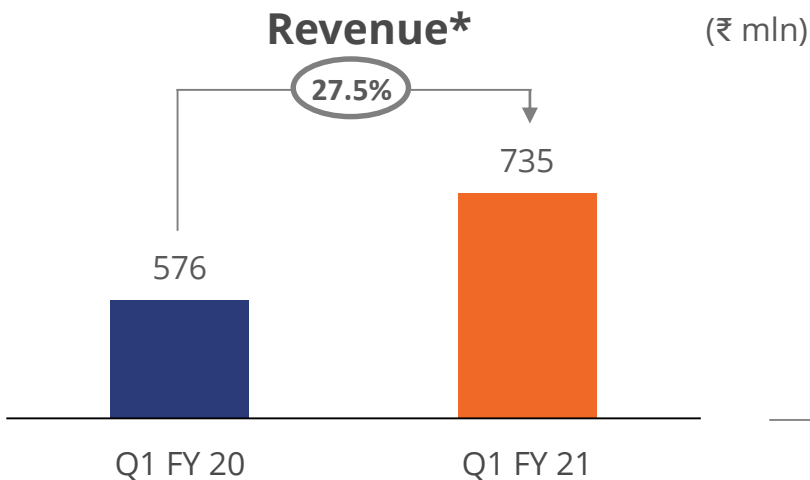
Security Simplified

SECURITE

Enterprise Cybersecurity Solutions by Quick Heal

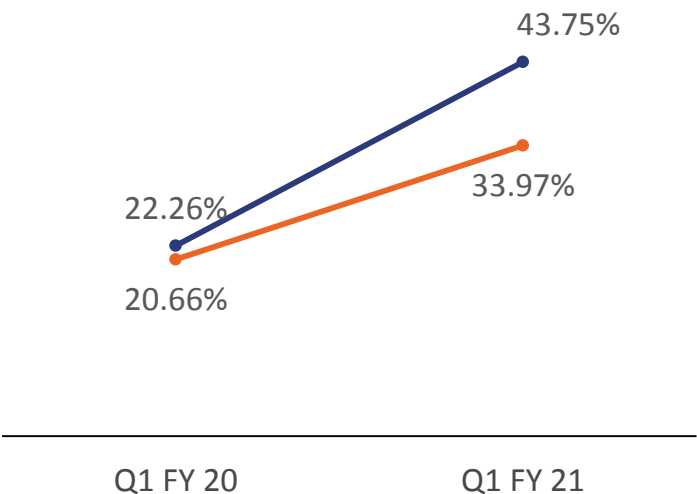
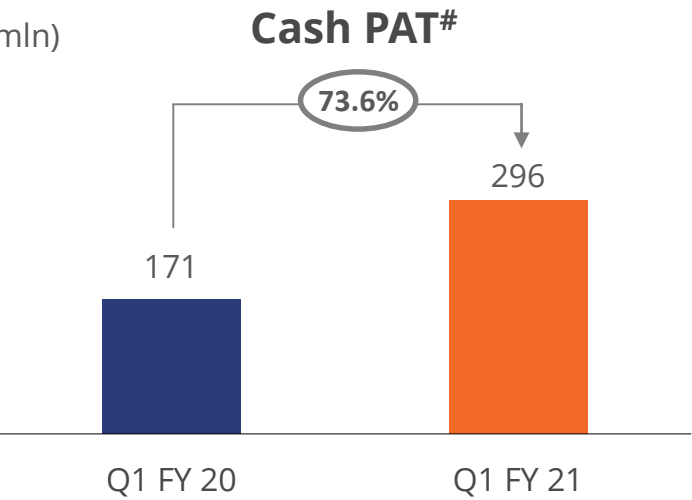
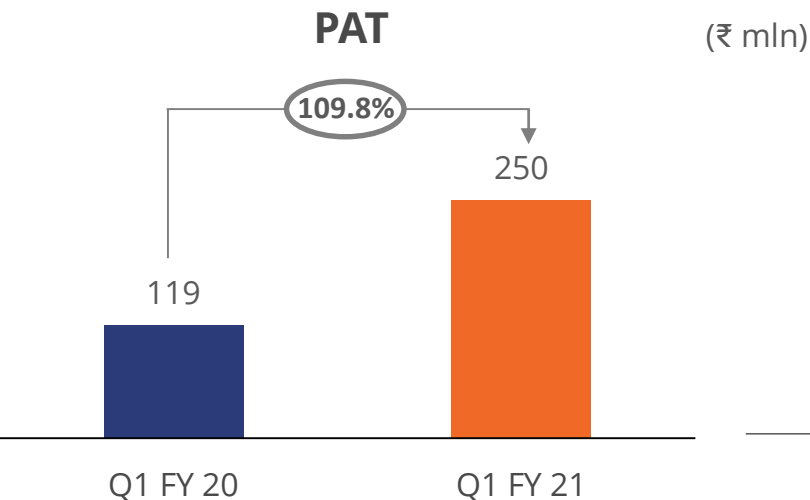
Q1FY21 EARNINGS

Q1FY21 – Consolidated Performance Highlights



Margins

EBITDA % PAT %

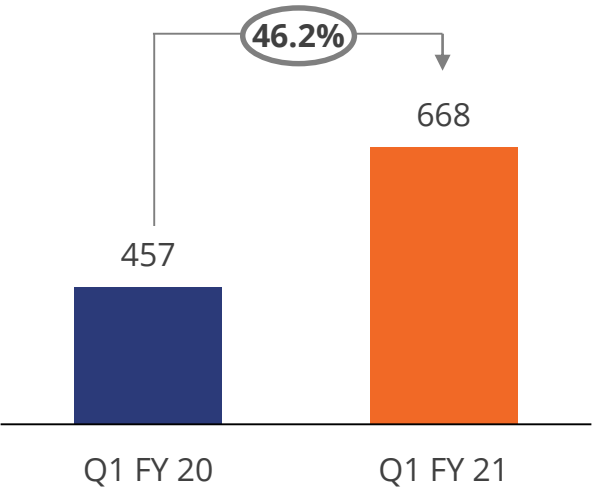


*As per Ind AS # Cash PAT = PAT + Depreciation

Q1FY21 Segment performance

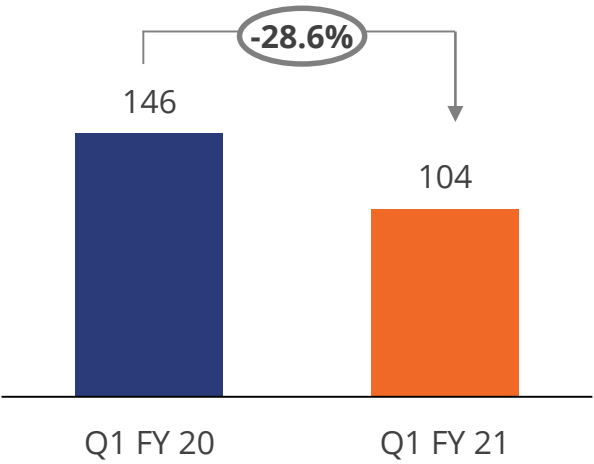
Retail

Revenue break-up

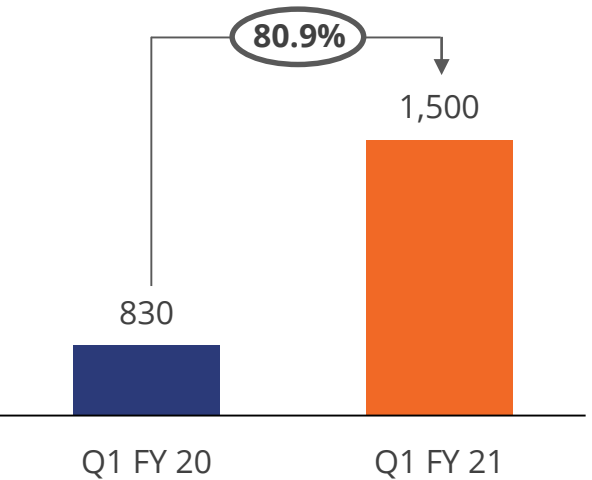


Enterprise & Government

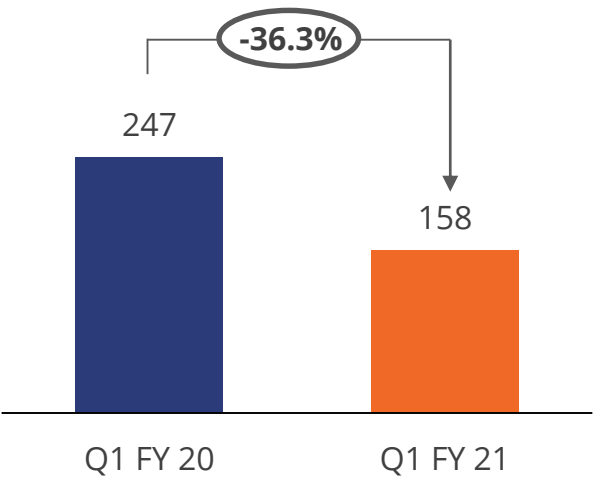
(₹ mln)



Licenses Sold Analysis



(in 000's)



Based on net revenues before adjusting for sales incentives

Q1FY21 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	Q1FY20	Q1FY21	% change	Q1FY20	Q1FY21	% change
Total Revenue	571.49	734.40	28.51%	576.00	734.62	27.54%
Direct Cost	27.49	29.01		27.21	29.03	
Gross Profit	544.00	705.39	29.67%	548.79	705.59	28.57%
Gross Margin	95.19%	96.05%	+86bps	95.28%	96.05%	+77bps
Operating Cost						
Research and Development (R&D)	140.62	142.33		140.62	142.33	
Sales and Marketing (S&M)	129.33	123.41		132.75	127.48	
General Administration (G&A)	143.92	111.40		147.18	114.42	
Total Expenditure	413.87	377.14	8.87%	420.55	384.23	8.64%
EBITDA	130.13	328.25	152.25%	128.24	321.36	150.59%
EBITDA Margin	22.77%	44.70%	+2193bps	22.26%	43.75%	+2149bps
Depreciation	51.61	46.50		51.63	46.51	
EBIT	78.52	281.75	258.83%	76.61	274.85	258.77%
EBIT Margin	13.74%	38.36%	+2462bps	13.30%	37.41%	+2411bps
Other Income	84.27	62.63		84.46	63.15	
Profit Before Tax (PBT before exceptional items)	162.79	344.38	111.55%	161.07	338.00	109.85%
Exceptional Item	-	-		-	-	
Profit Before Tax (PBT after exceptional items)	162.79	344.38		161.07	338.00	109.77%
Tax	41.93	88.05		42.09	88.42	
Profit After Tax (PAT)	120.86	256.33	112.09%	118.98	249.58	109.77%
PAT Margin	21.15%	34.90%	+1375bps	20.66%	33.97%	+1331bps

NOTE: Certain figures have been re-grouped wherever necessary

Q1FY21 – Ratio analysis

In %	Standalone		Consolidated	
	Q1FY20	Q1FY21	Q1FY20	Q1FY21
Expenses				
Direct Cost / Revenue	4.81%	3.95%	4.72%	3.95%
R&D / Revenue	24.61%	19.38%	24.41%	19.37%
S&M / Revenue	22.63%	16.80%	23.05%	17.35%
G&A / Revenue	25.18%	15.17%	25.55%	15.58%
Total Cost / Revenue	72.42%	51.35%	73.01%	52.30%
Margin				
Gross Margin	95.19%	96.05%	95.28%	96.05%
EBITDA	22.77%	44.70%	22.26%	43.75%
EBIT	13.74%	38.36%	13.30%	37.41%
PBT (Before Exceptional Item)	28.49%	46.89%	27.96%	46.01%
PBT (After Exceptional Item)	28.49%	46.89%	27.96%	46.01%
PAT	21.15%	34.90%	20.66%	33.97%

Consolidated Balance Sheet

EQUITY AND LIABILITIES (₹ mln)	Jun 30, 2019	Jun 30, 2020
Share Holder's Funds:		
Equity Share Capital	642.01	642.03
Share application money pending allotment	-	-
Reserves and Surplus	5,630.51	6,046.26
Total Shareholder Funds	6,272.52	6,688.29
Non-Current Liabilities		
Net employee defined benefit liabilities	-	5.58
Other Non Current Liabilities	19.53	15.15
Total Non-Current Liabilities	19.53	20.73
Current Liabilities:		
Trade and Other Payables	371.60	421.55
Other Financial Liabilities	33.75	8.14
Other Current Liabilities	108.84	91.95
Net employee defined benefit liabilities	19.57	7.74
Current tax liabilities (Net)	13.26	104.46
Total Current Liabilities	547.02	633.84
Total Equity & Liabilities	6,839.07	7,342.86

ASSETS (₹ mln)	Jun 30, 2019	Jun 30, 2020
Non-Current Assets:		
Property, plant and equipment	1,602.50	1,452.29
Capital work-in-progress	36.63	34.00
Intangible assets	63.85	86.08
Non-current financial assets		
Investments in MF ,Tax-Free Bonds	313.59	233.67
Loan and Security Deposits	3.75	3.81
Bank Balances	3.93	3.35
Deferred tax assets (net)	84.76	36.02
Other non current assets	92.83	195.19
Total Non-Current Assets	2,201.84	2,044.41
Current assets:		
Inventories	48.89	44.50
Investment in Mutual Fund	2,044.32	610.68
Trade and other receivables	1,032.73	1,432.99
Bank Balances & Cash and Cash Equivalents	233.05	98.39
Investment in Fixed Deposit	1,152.55	2,970.59
Loan and security deposits	7.00	8.89
Interest accrued on FDR and Tax-Free Bonds	46.16	36.82
Other Current assets	72.53	95.59
Total Current Assets	4,637.23	5,298.45
Total Assets	6,839.07	7,342.86

NOTE: Certain figures have been re-grouped wherever necessary

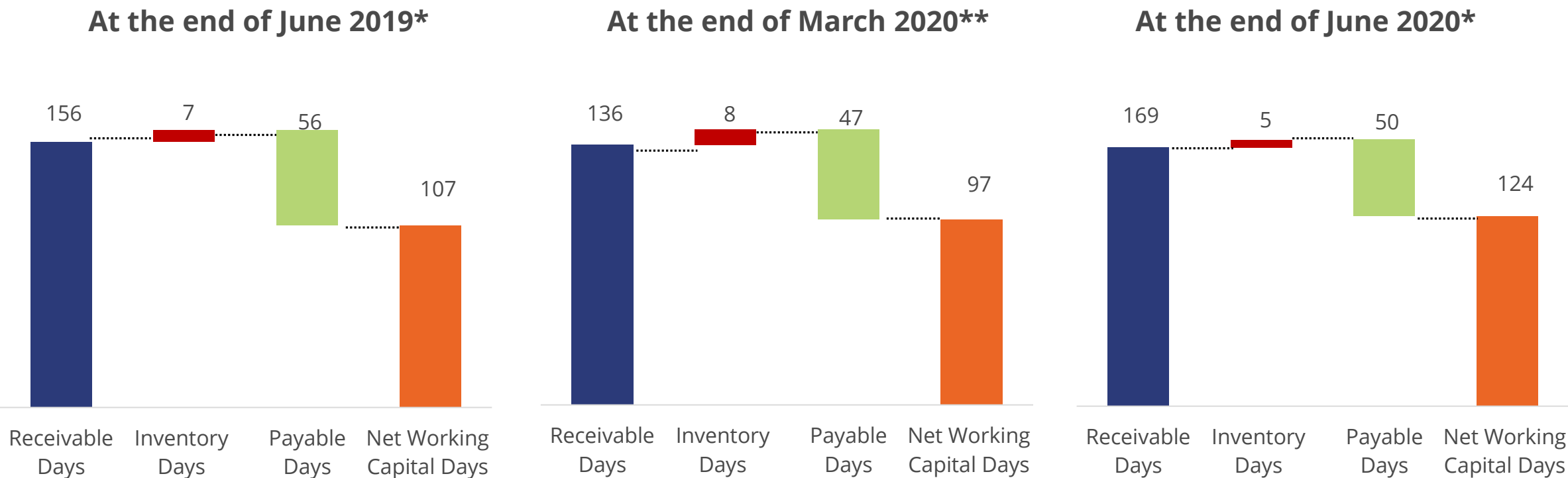
Standalone Balance Sheet

EQUITY AND LIABILITIES (₹ mln)	Jun 30, 2019	Jun 30, 2020
Share Holder's Funds:		
Equity Share Capital	642.01	642.03
Share application money pending allotment	-	-
Reserves and Surplus	5,685.02	6,094.96
Total Shareholder Funds	6,327.03	6,736.99
Non-Current Liabilities		
Net employee defined benefit liabilities	-	5.58
Other Non Current Liabilities	19.53	15.15
Total Non-Current Liabilities	19.53	20.73
Current Liabilities:		
Trade and Other Payables	368.50	417.63
Other Financial Liabilities	33.75	8.14
Other Current Liabilities	102.86	89.54
Net employee defined benefit liabilities	19.40	7.74
Current tax liabilities (Net)	13.03	104.06
Total Current Liabilities	537.54	627.11
Total Equity & Liabilities	6,884.10	7,384.83

ASSETS (₹ mln)	Jun 30, 2019	Jun 30, 2020
Non-Current Assets:		
Property, plant and equipment	1,602.18	1,452.05
Capital work-in-progress	36.63	34.00
Intangible assets	63.64	85.88
Non-current financial assets		
Investments in MF & Tax-Free Bonds & Subsidiaries	423.89	341.50
Loan and Security Deposits	3.75	3.81
Bank Balances	3.93	3.35
Deferred tax assets (net)	84.76	36.02
Other non current assets	92.83	195.19
Total Non-Current Assets	2,311.61	2,151.80
Current assets:		
Inventories	36.08	44.30
Investment in Mutual Fund	2,044.32	610.68
Trade and other receivables	1,028.60	1,438.16
Bank Balances & Cash and Cash Equivalents	186.68	31.93
Investment in Fixed Deposit	1,152.55	2,970.59
Loan and security deposits	6.33	8.18
Interest accrued on FDR and Tax-Free Bonds	46.16	36.86
Other Current assets	71.77	92.33
Total Current Assets	4,572.49	5,233.03
Total Assets	6,884.10	7,384.83

NOTE: Certain figures have been re-grouped wherever necessary

Working capital analysis



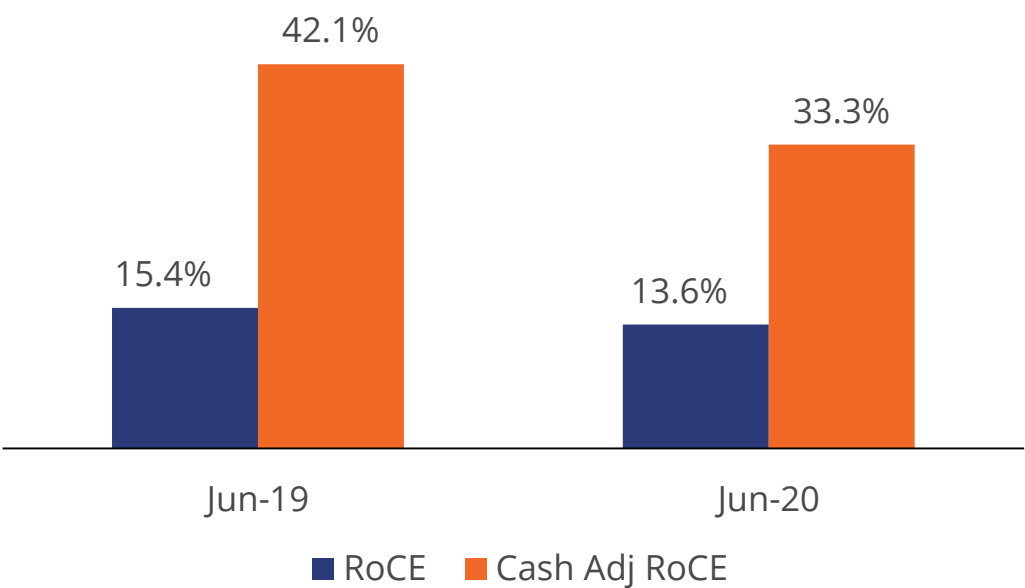
Note**
Receivable Days = [(Debtors/ Sales) X (366 days)]
Inventory Days = [(Inventory/Sales) X (366 days)]
Payable Days = [(Creditor/Sales) X (366 days)]

Note*
Receivable Days = [(Debtors/ Sales) X (91 days)]
Inventory Days = [(Inventory/Sales) X (91 days)]
Payable Days = [(Creditor/Sales) X (91 days)]

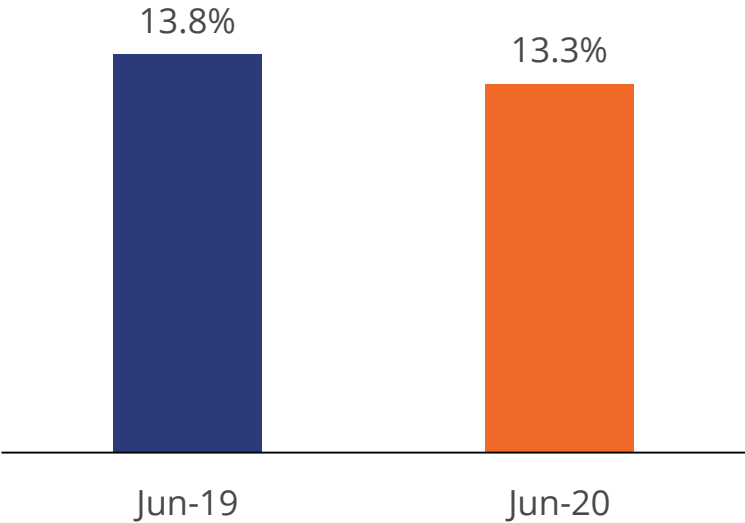
Calculation is based on net revenues before adjusting for sales incentives

Return ratio analysis

Return on Capital Employed*



Return on Equity*



- Company is continuously evaluating strategic inorganic opportunities to invest across the cybersecurity ecosystem
- Till such time the company invests its surplus cash in mutual funds, tax free-bonds and fixed deposits

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

Thank You

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Annexure

Products Sold in following countries

- Italy
- Nigeria
- UAE
- Kenya
- Philippines
- Colombia
- Sri Lanka
- Singapore
- Congo
- Bangladesh
- Thailand
- Peru
- Australia
- Mexico
- Hong Kong
- Mauritius
- South Africa
- Jordan
- Malaysia
- Gambia
- Venezuela
- USA
- Guinea
- New Zealand
- Cambodia
- Ecuador
- Chile
- South Korea
- Paraguay
- Saudi Arabia
- Turkey
- Aruba
- Ghana
- Tanzania
- Canada
- Panama
- Myanmar
- Honduras
- Rwanda
- Germany
- Malta
- Uganda
- El Salvador
- Croatia
- Nicaragua
- Zambia
- Poland
- Netherlands

Sales & Support offices across India

- Chandigarh
- New Delhi
- Jaipur
- Lucknow
- Patna
- Guwahati
- Ahmedabad
- Indore
- Surat
- Nashik
- Nagpur
- Mumbai
- Pune
- Aurangabad
- Kolhapur
- Raipur
- Kolkata
- Bhubaneswar
- Hyderabad
- Bangalore
- Chennai
- Kochi

