

Safe Harbor



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Journey over last two and half decades





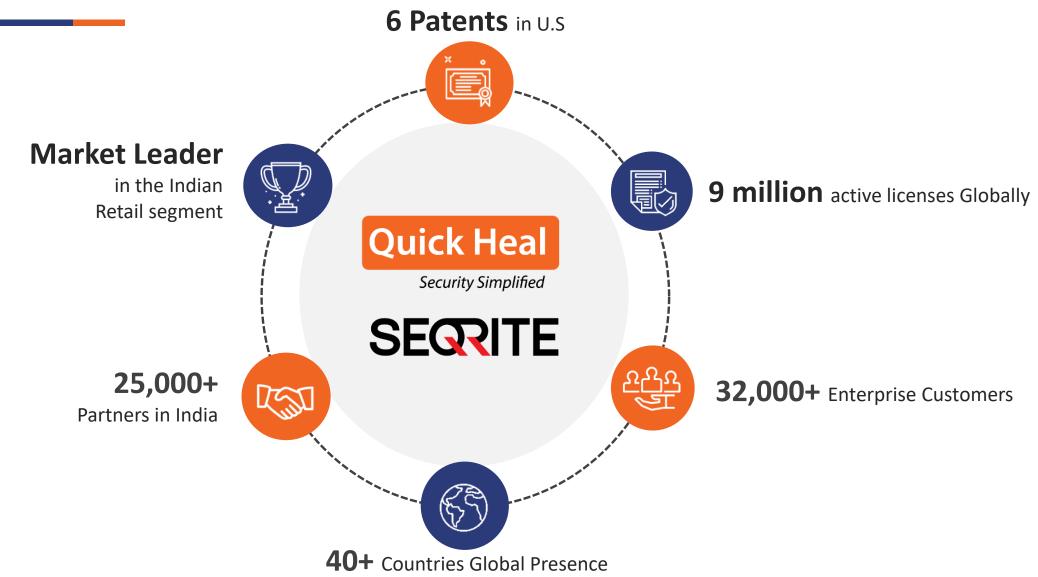
Presence in B2C, B2B and B2G segments





25 Years of Quick Heal Technologies...





...with a Vision & Mission





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







Platforms



Desktop



Laptop



Mobile



Server



Router



Network



...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





Product Management Team

Ensures that we build the Right Products for the Right Markets at the Right Time

Security Labs

Detect and analyze threat vectors across the globe and provide advanced protection to customers

Incidence Response Team

Ensures customers are unaffected by critical attacks/outages by responding promptly



Internet of Things (IoT) Security Team

Creating solutions to ensure all your connected devices are secure

Product Development Team

Designing & building cutting edge products & solutions

Quality Assurance Team

Relentlessly maintaining and creating industry benchmarks for quality

...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 it's 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







...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



Automotive



BFSI



Education



IT & ITES



Gems & Jewellery



Pharma & Healthcare



Hospitality

...creating Specialized workforce at Quick Heal Academy





CYBER ECO-SYSTEM



Popular Courses:

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



TRAINING

Academy Partners



Savitribai Phule Pune University

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



TRAINING

Maharashtra Cosmopolitan Education Society

& SEMINARS

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



Deen Dayal Upadhyaya College

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



Gujarat Forensic Sciences University

MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017

... 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 Portfolio across Business Segments





Quick Heal

Security Simplified

Quick Heal Total Security

Quick Heal Internet Security

Quick Heal Antivirus Pro

Quick Heal Total Security For Mac

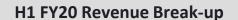
Quick Heal Antivirus for Server

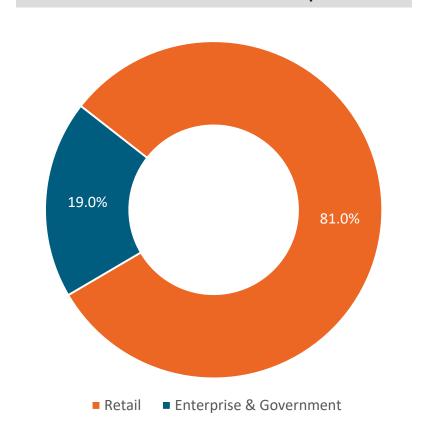
Quick Heal PCTuner 3.0

Quick Heal Total Security Multi Device

Quick Heal Home Security

Quick Heal Total Security for Android





SECRITE

Segrite Endpoint Security

Segrite Endpoint Security Cloud

Segrite UTM

Segrite mSuite

Segrite Encryption

Segrite Secure Web Gateway

Data Loss Prevention (DLP)

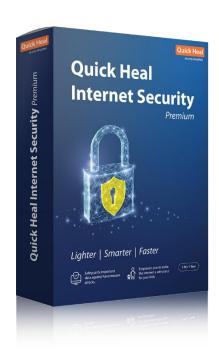
Windows & MAC

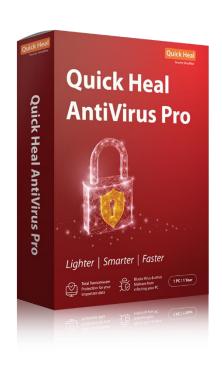
Segrite Services

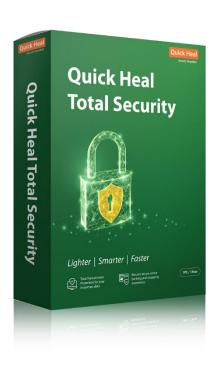
Retail / SMB – Drives Scalability

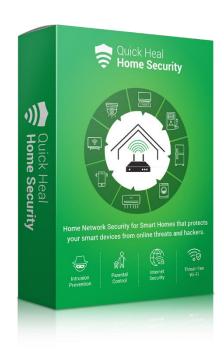










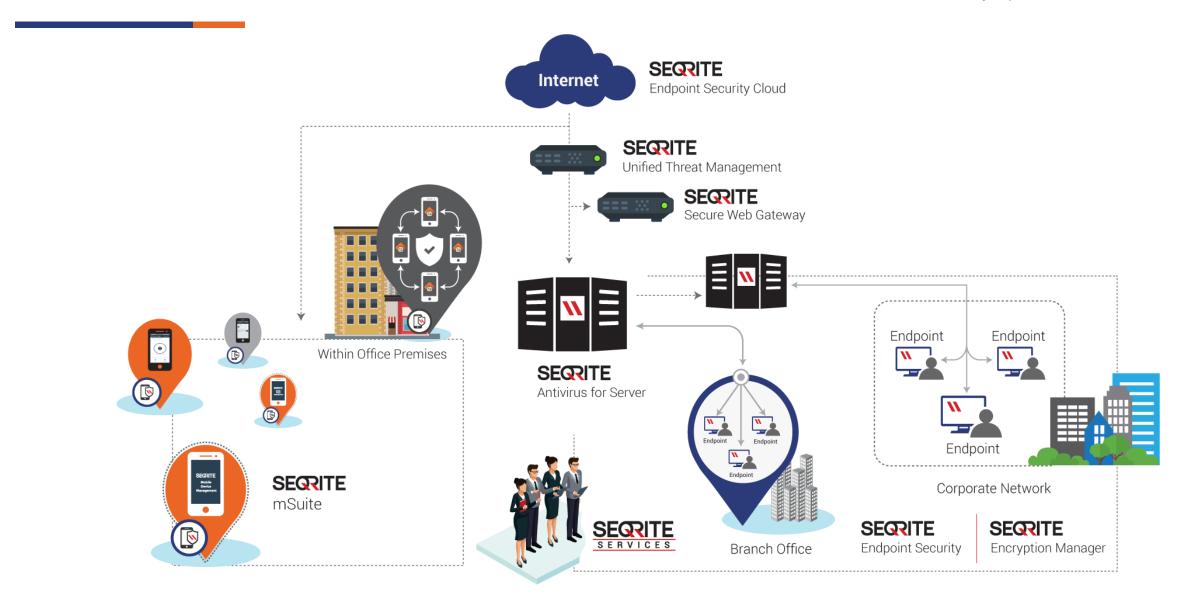




Enterprise Business – Drives Sustainability







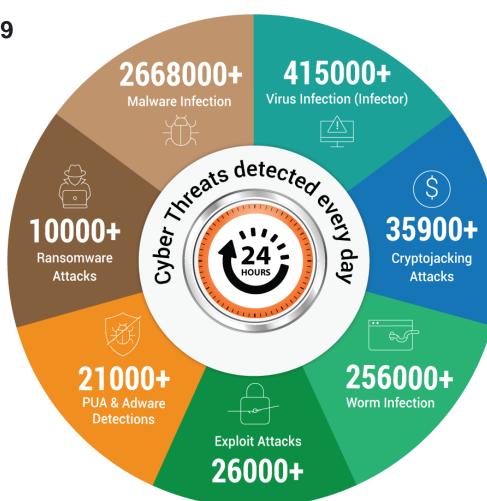


Turning Problems into Possibilities...



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

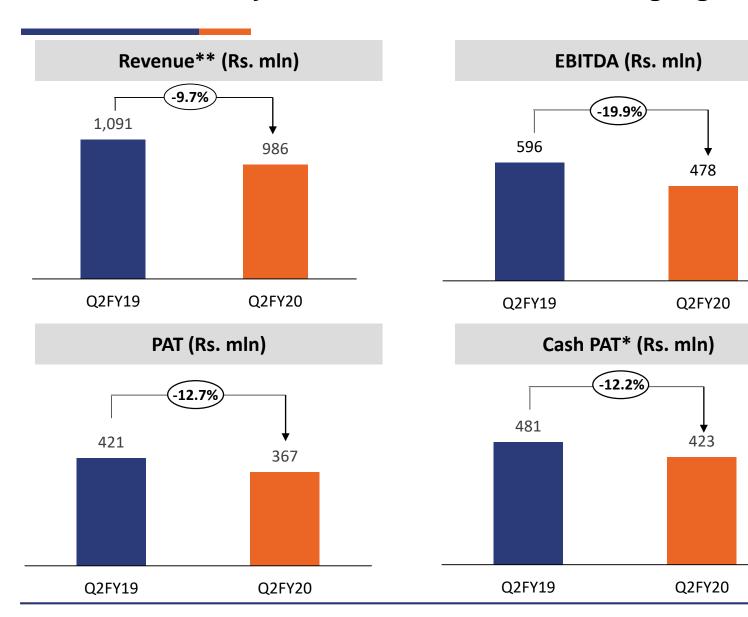
- Government working on strong data protection regulations
- Enterprises are increasingly adopting security solutions to combat advanced cyber-threats
- Cyber-attacks cost the world \$45 billion in 2018
- Increase in Mobile Transactions:
 According to RBI data, mobile banking transactions hit 6,200.32 million in 201819
- 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

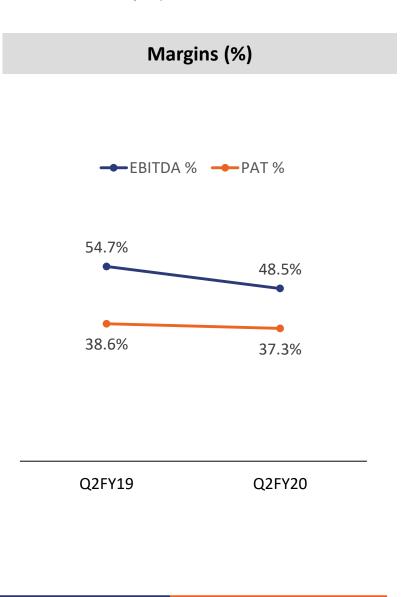


Q2FY20 – Quarterly Consolidated Performance Highlights









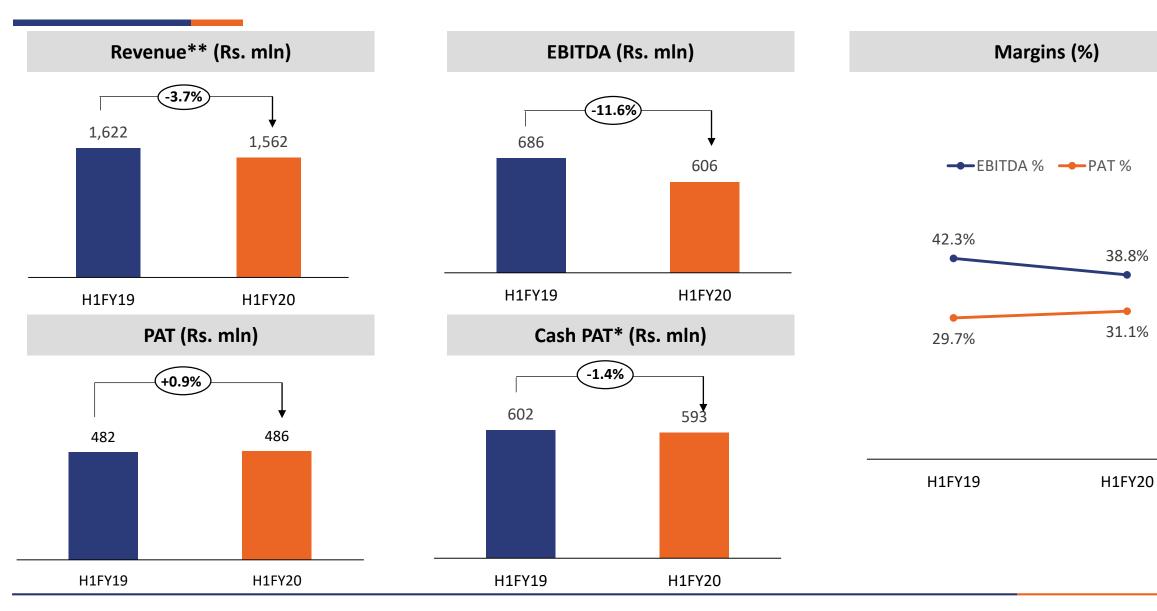
^{*} Cash PAT = PAT + Depreciation

^{**}As per Ind AS

H1FY20 – Consolidated Performance Highlights







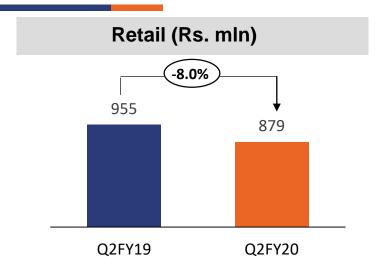
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^{**}As per Ind AS

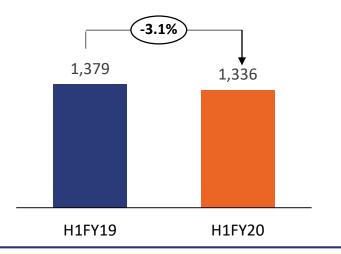
Segment Performance - Revenue Break-up



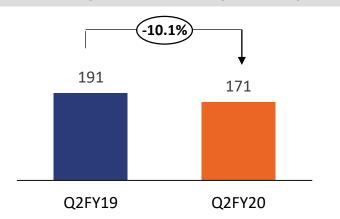




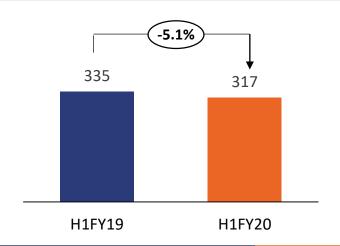




Enterprise & Govt. (Rs. mln)

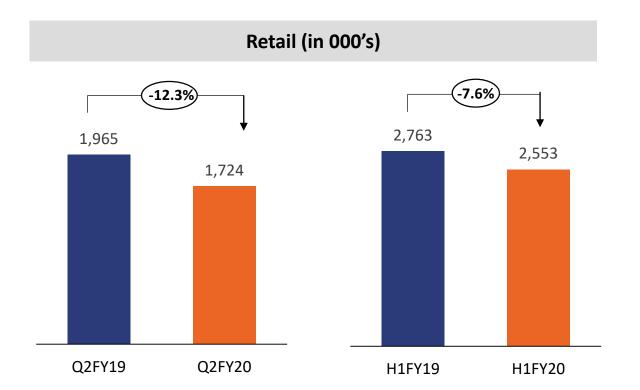


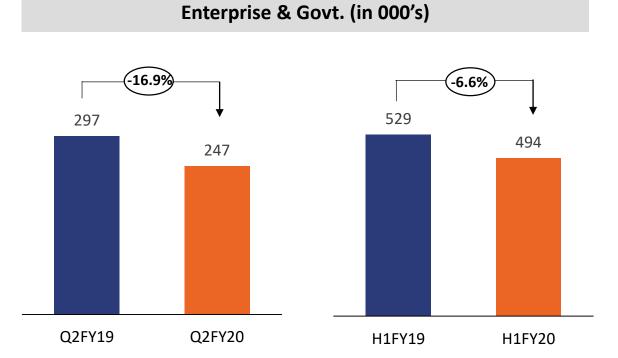
Enterprise & Govt. (Rs. mln)



Segment Performance - Licenses Sold Analysis







Q2FY20 - Profitability Statement





DARTICH ARC /Reserved		Standalone			Consolidated		
PARTICULARS (Rs. mln)	Q2FY19	Q2FY20	% change	Q2FY19	Q2FY20	% change	
Total Revenue	1,088.56	976.89	-10.26%	1,091.32	985.77	-9.67%	
Direct Cost	54.29	33.61		53.73	41.91		
Gross Profit	1,034.27	943.28	-8.80%	1,037.59	943.86	-9.03%	
Gross Margin	95.01%	96.56%	+155 bps	95.08%	95.75%	+67 bps	
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		
Total Expenditure	431.49	457.26		441.11	466.27		
EBITDA	602.78	486.02	-19.37%	596.48	477.59	-19.93%	
EBITDA Margin	55.37%	49.75%	-562 bps	54.66%	48.45%	-621 bps	
Depreciation	60.12	55.25		60.16	55.30		
EBIT	542.66	430.77	-20.62%	536.32	422.29	-21.26%	
EBIT Margin	49.85%	44.10%	-576 bps	49.14%	42.84%	- 631 bps	
Other Income	86.35	72.95		86.85	73.38		
Profit Before Tax (PBT before exceptional items)	629.01	503.72		623.17	495.67		
Exceptional Item	50.00	0.00		0.00	0.00		
Profit Before Tax (PBT after exceptional items)	579.01	503.72		623.17	495.67		
Tax	201.97	128.05		202.14	128.31		
Profit After Tax (PAT)	377.04	375.67	-0.36%	421.03	367.36	-12.75%	
PAT Margin	34.64%	38.46%	+382 bps	38.58%	37.27%	-131 bps	

H1FY20 - Profitability Statement





PARTICIN ARC (Particle)		Standalone			Consolidated		
PARTICULARS (Rs. mln)	H1FY19	H1FY20	% change	H1FY19	H1FY20	% change	
Total Revenue	1,616.44	1,548.38	-4.21%	1622.20	1,561.77	-3.73%	
Direct Cost	79.77	61.10		76.84	69.12		
Gross Profit	1536.67	1,487.28	-3.21%	1,545.36	1,492.65	-3.41%	
Gross Margin	95.07%	96.05%	+98 bps	95.26%	95.57%	+31 bps	
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		
Total Expenditure	841.16	871.14		859.64	886.83		
EBITDA	695.51	616.14	-11.41%	685.72	605.82	-11.65%	
EBITDA Margin	43.03%	39.79%	-323 bps	42.27%	38.79%	-348 bps	
Depreciation	119.26	106.86		119.38	106.93		
EBIT	576.25	509.28	-11.62%	566.34	498.89	-11.91%	
EBIT Margin	35.65%	32.89%	-276 bps	34.91%	31.94%	-297 bps	
Other Income	150.10	157.22		150.94	157.84		
Profit Before Tax (PBT before exceptional items)	726.35	666.50		717.28	656.73		
Exceptional Item	50.00	0.00		0.00	0.00		
Profit Before Tax (PBT after exceptional items)	676.35	666.50		717.28	656.73		
Tax	234.90	169.98		235.13	170.40		
Profit After Tax (PAT)	441.45	496.52	+12.47%	482.15	486.33	+0.87%	
PAT Margin	27.31%	32.07%	+476 bps	29.72%	31.14%	+142 bps	

NOTE: Certain figures have been re-grouped wherever necessary

Q2FY20 - Ratio Analysis





	Standalone		Consolidated	
In %	Q2FY19	Q2FY20	Q2FY19	Q2FY20
Expenses				
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%
Margin				
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





10/	Stand	alone	Consolidated	
In %	H1FY19	H1FY20	H1FY19	H1FY20
Expenses				
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%
Margin				
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
Share Holder's Funds:		
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
Total Shareholder Funds	7,447.13	6,491.81
Non-Current Liabilities		
Net employee defined benefit liabilities	14.64	4.64
Other Non Current Liabilities	19.33	19.63
Total Non-Current Liabilities	33.97	24.27
Current Liabilities:		
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
Total Current Liabilities	649.74	580.93
Total Equity & Liabilities	8,130.84	7097.01

ASSETS (Rs mln)	Sep 30, 2018	Sep 30, 2019
Non-Current Assets:		
Property, plant and equipment	1,651.46	1,565.26
Capital work-in-progress	0.00	36.63
Intangible assets	102.19	51.09
Non-current financial assets		
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
Total Non-Current Assets	2,061.07	2,133.43
Current assets:		
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 Equivalents	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
Total Current Assets	6,069.77	4,963.58
Total Assets	8,130.84	7097.01

NOTE: Certain figures have been re-grouped wherever necessary

Standalone Balance Sheet





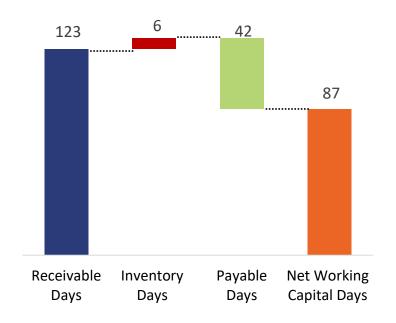
EQUITY AND LIABILITIES (Rs. mln)	Sep 30, 2018	Sep 30, 2019
Share Holder's Funds:		
Equity Share Capital	704.89	642.03
Share application money pending allotment	0.29	0.00
Reserves and Surplus	6,829.49	5,912.19
Total Shareholder Funds	7,534.67	6,554.22
Non-Current Liabilities		
Net employee defined benefit liabilities	14.64	4.64
Other Non Current Liabilities	19.33	19.63
Total Non-Current Liabilities	33.97	24.27
Current Liabilities:		
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
Total Current Liabilities	657.79	572.72
Total Equity & Liabilities	8,226.43	7,151.21

ASSETS (Rs mln)	Sep 30, 2018	Sep 30, 2019
Non-Current Assets:		
Property, plant and equipment	1,651.20	1,564.99
Capital work-in-progress	0.00	36.63
Intangible assets	101.93	50.89
Non-current financial assets		
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
Total Non-Current Assets	2,207.25	2,250.15
Current assets:		
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
Total Current Assets	6,019.18	4,901.06
Total Assets	8,226.43	7,151.21

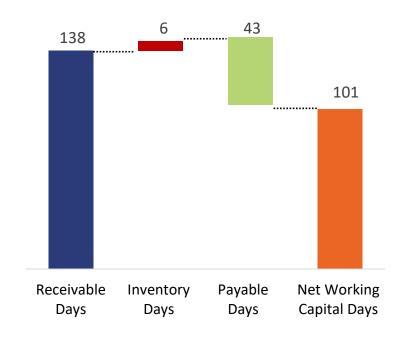
Working Capital Analysis



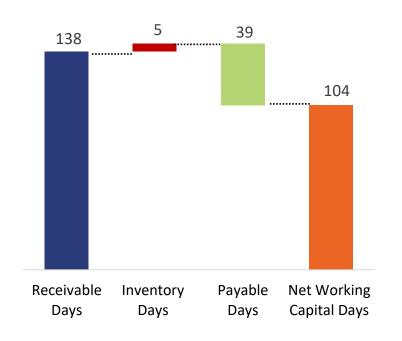
At the end of September 2018



At the end of March 2019



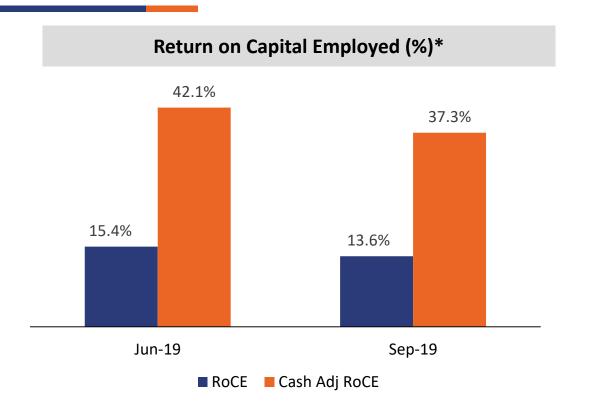
At the end of September 2019

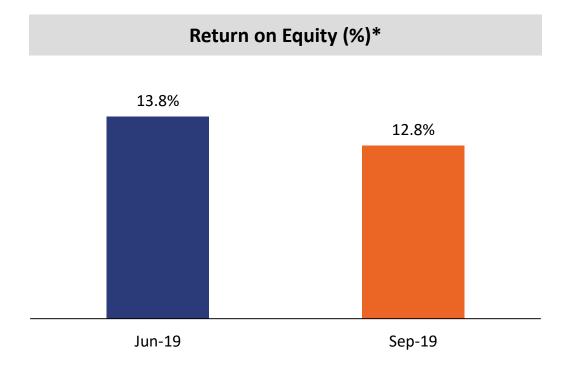


- Receivable Days = [(Debtors/Sales) X (183 days)]
- Inventory Days = [(Inventory/Sales) X (183 days)]
- Payable Days = [(Creditor/Sales) X (183 days)]

Consolidated Results – Return Ratio Analysis







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

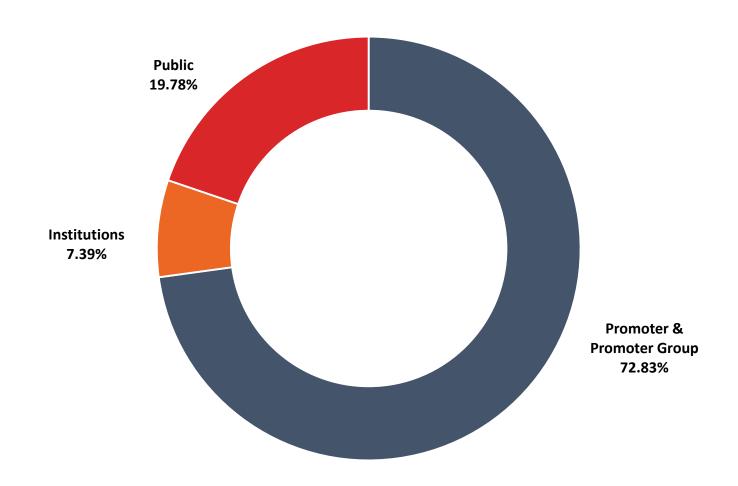
ROE = PAT / Avg. Equity

^{*} Calculated on trailing 12 months basis

Shareholding Structure – September 2019









Quick Heal

Security Simplified

CIN No: L72200MH1995PLC091408

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THANK YOU!