



**Quick Heal**

*Security Simplified*

# INVESTOR PRESENTATION

Q1 FY22

August 2021

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# Agenda

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Q1FY22 Earnings Highlights

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Company Overview

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The Quick Heal Advantage

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Q1FY22 Earnings

# Q1FY22 EARNINGS HIGHLIGHTS



# Q1FY22 Earnings Highlights

## REVENUE



Q1FY22 Revenue at

₹ **548** mln

EBITDA margin at

**9.5%**

## EBITDA



Q1FY22 EBITDA at

₹ **52** mln

PAT margin at

**11.3%**

## PAT

Q1FY22 PAT at

₹ **62** mln

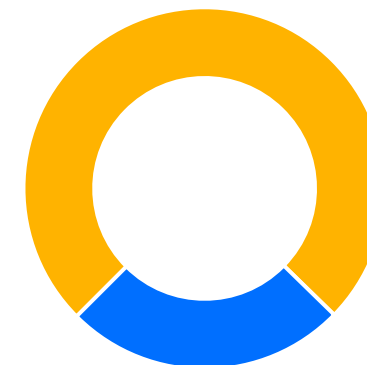
Enterprise at

₹ **145** mln

Up 39% from Q1FY22

## Q1FY22 Revenue split

Retail **74.8%**



Enterprise +  
Government **25.2%**

## New enterprise customers with more than 500 users added in FY21:

Quarter	>=500 To <=999	>=1000 To <=4999	>=5000	Grand Total
Q1 FY 2021	08	02	0	10

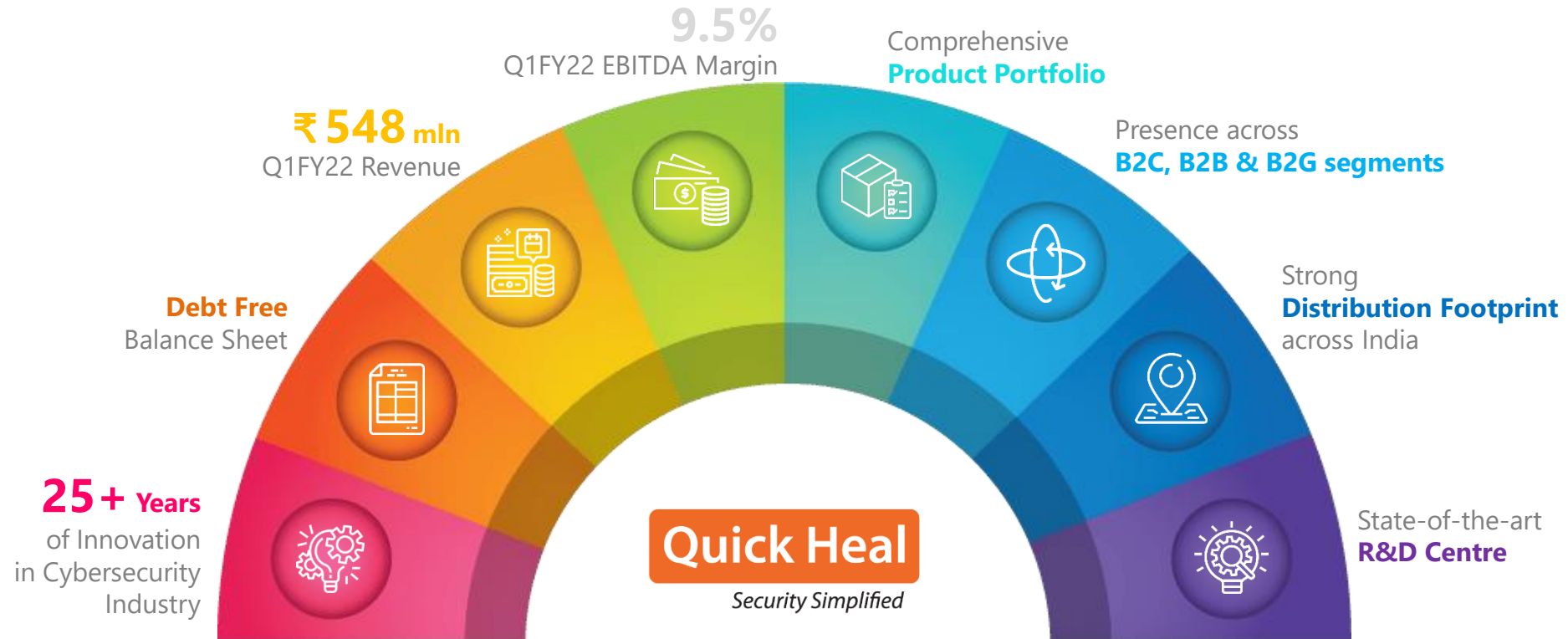
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**SECURITE**  
Enterprise Cybersecurity Solutions by Quick Heal

# COMPANY OVERVIEW

# Company at a glance



## Vision

To be the trusted global leader in securing the digital world

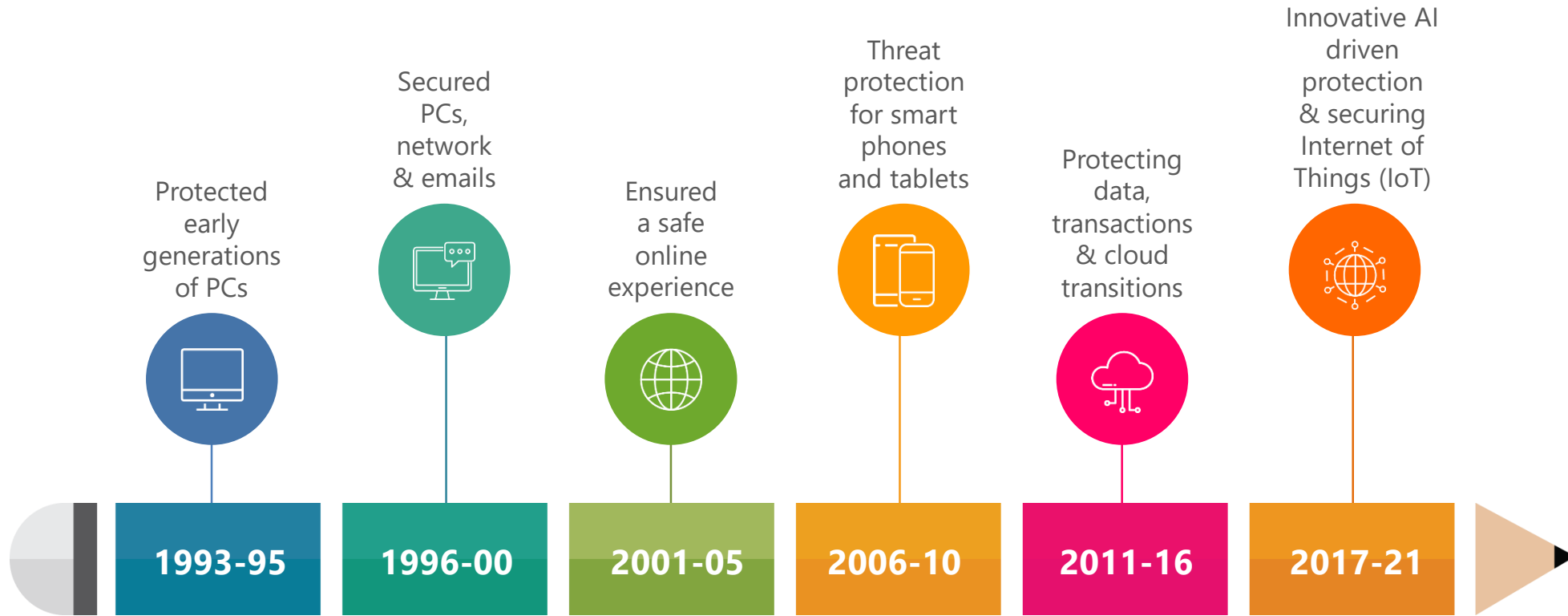
## Mission

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

# Our journey



**Over 25 years**  
of simplifying security



# Scripting a new success story In the cybersecurity industry

## Quick Heal



₹ **428** mln  
Q1FY22 Revenue\*

## SEQRITE



₹ **145** mln  
Q1FY22 Revenue\*

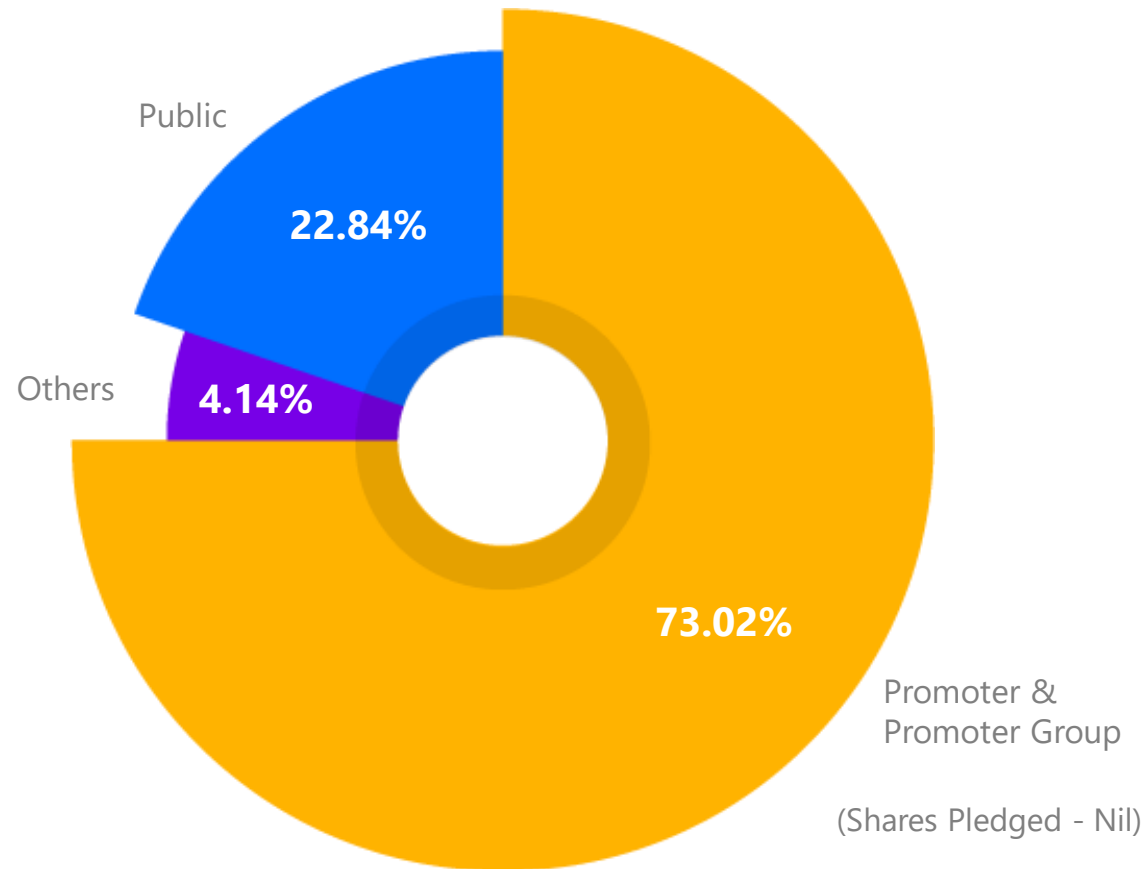


\*Based on net revenues before adjusting for sales incentives

- 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

# Shareholder information

Shareholding structure – 30<sup>th</sup> June 2021



Shareholder Information (as on 30th June 2021)

NSE Ticker	QUICKHEAL
BSE Ticker	539678
Market Cap (INR mln)	17,622
% Free-float	26.98%
Free-float market cap (INR mln)	4,754
Total Debt (INR mln)	-
Cash & Cash Equivalents (INR mln)	2,968
Shares Outstanding	5,78,81,338
3M ADTV (Shares)*	7,23,100
3M ADTV (INR mln)*	168.6
Industry	IT Software Products

\*Source: NSE

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**SECURITE**

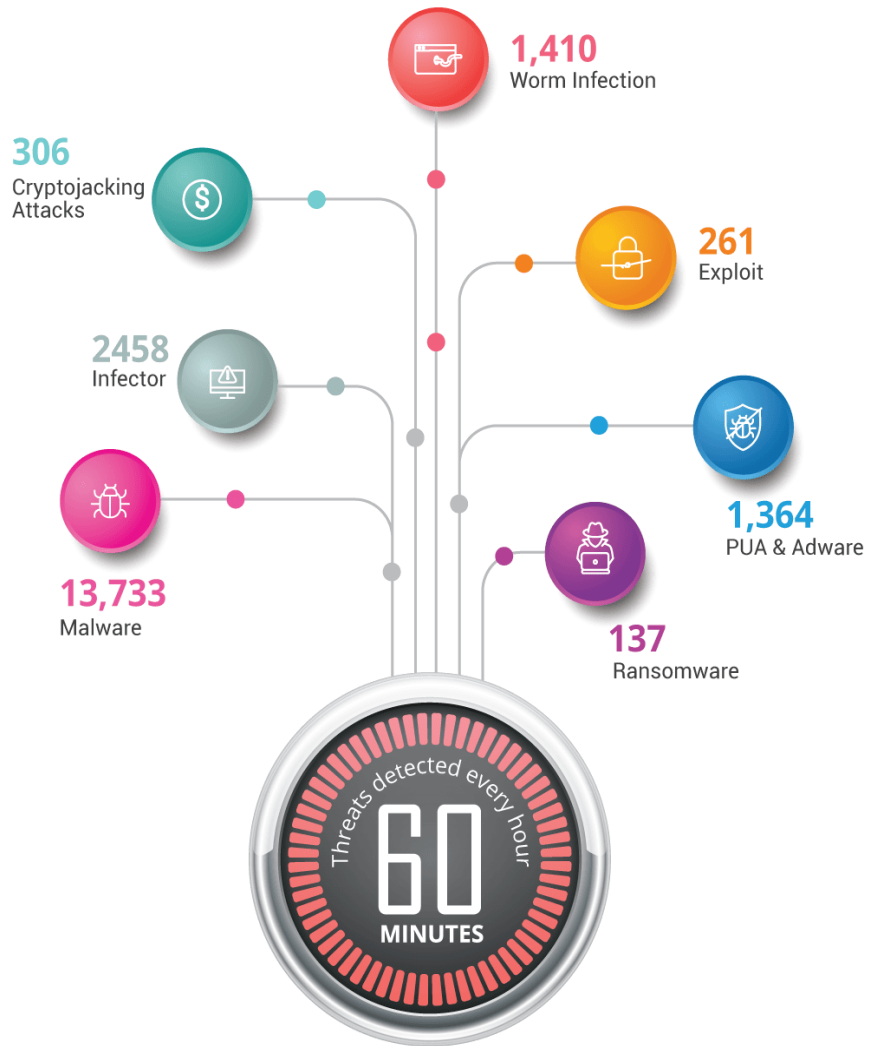
Enterprise Cybersecurity Solutions by Quick Heal



# INDUSTRY OVERVIEW

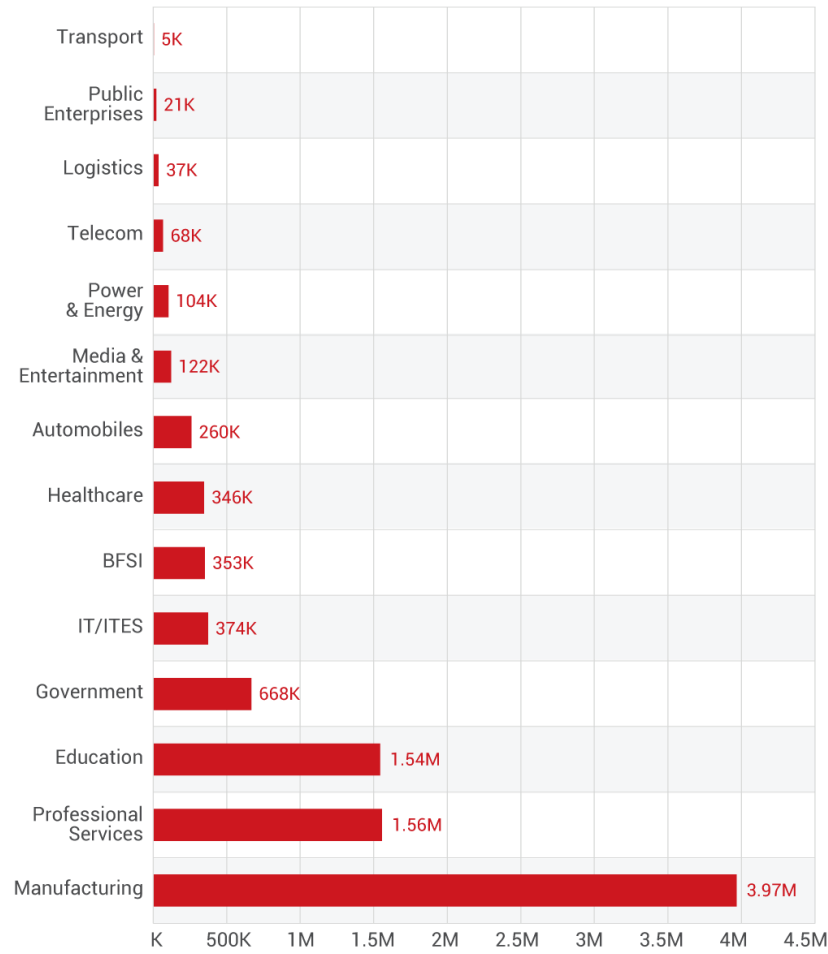
# 2020 Cyber threat landscape shows that...

## Detection Highlights - 2020



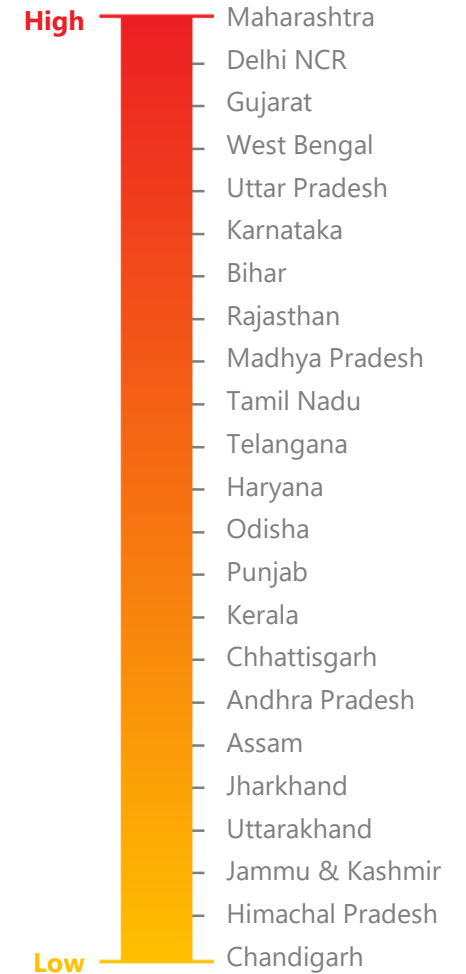
Source: Seqrite Threat Report 2021

## Indian Industries most at risk



Source: Seqrite Threat Report 2021

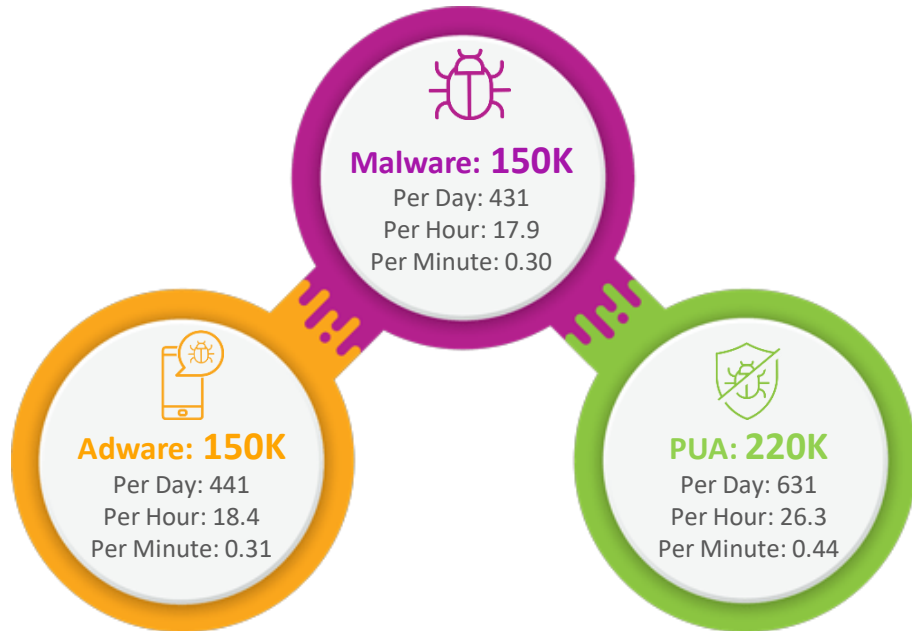
## States most affected



Source: Quick Heal Threat Report 2021

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

## Detection statistics for Mobile



Source: Quick Heal Threat Report 2021



**₹ 140 mn**

The Average cost of a data breach in India.

An increase of **9.4%** from 2019

Source: IBM

## Cyber-attacks that grabbed headlines

**NEW**

**Cyberattacks In India Grew By 300% Due To Work From Home**

– *The Times of India* (July 16, 2021)

**Ransomware attacks hit record 300 mn in 1<sup>st</sup> half of 2021** – *The Times of India* (August 01, 2021)

**Pakistan-based hackers targeted power sector, govt organisation in India this year** – *India Today* (July 13, 2021)

**Indian firm facing 1,738 cyber attacks a week on average** – *The Economic Times* (July 30, 2021)

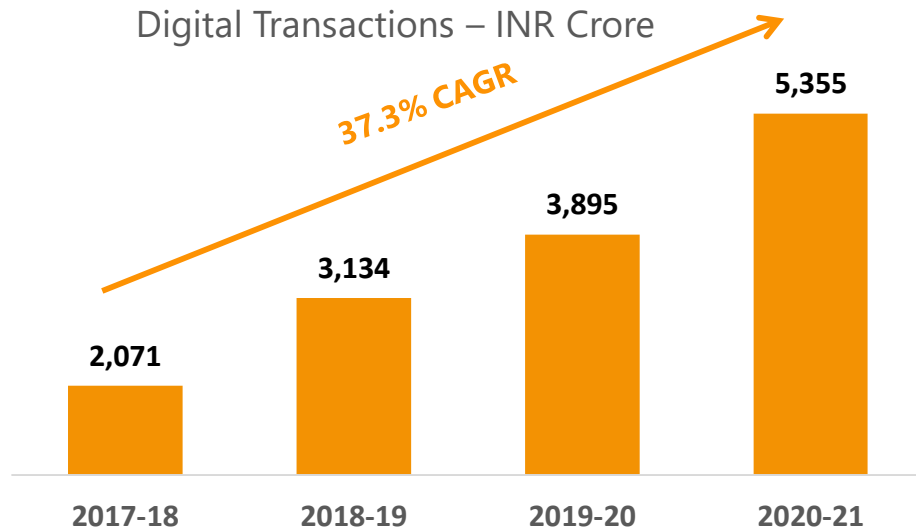
**With remote working comes cybersecurity threat** – *The Telegraph* (August 03, 2021)

**Malware business in India is thriving and Covid pandemic has a role to play** – *The New Indian Express* (August 01, 2021)

Source: Reputed News Outlets

# ...and rapid digitization has enhanced need for a greater cybersecurity investments

## India in Numbers



**780million+**  
Internet users



**760million+**  
Smartphone users



**1.29b**

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



**58%**

Internet penetration in India in 2021



**448m**

Users engaged in social media



**12.2GB**

Average Wireless Data Usage per wireless data subscriber per month in 2020



**30b**

Application downloads in 2020

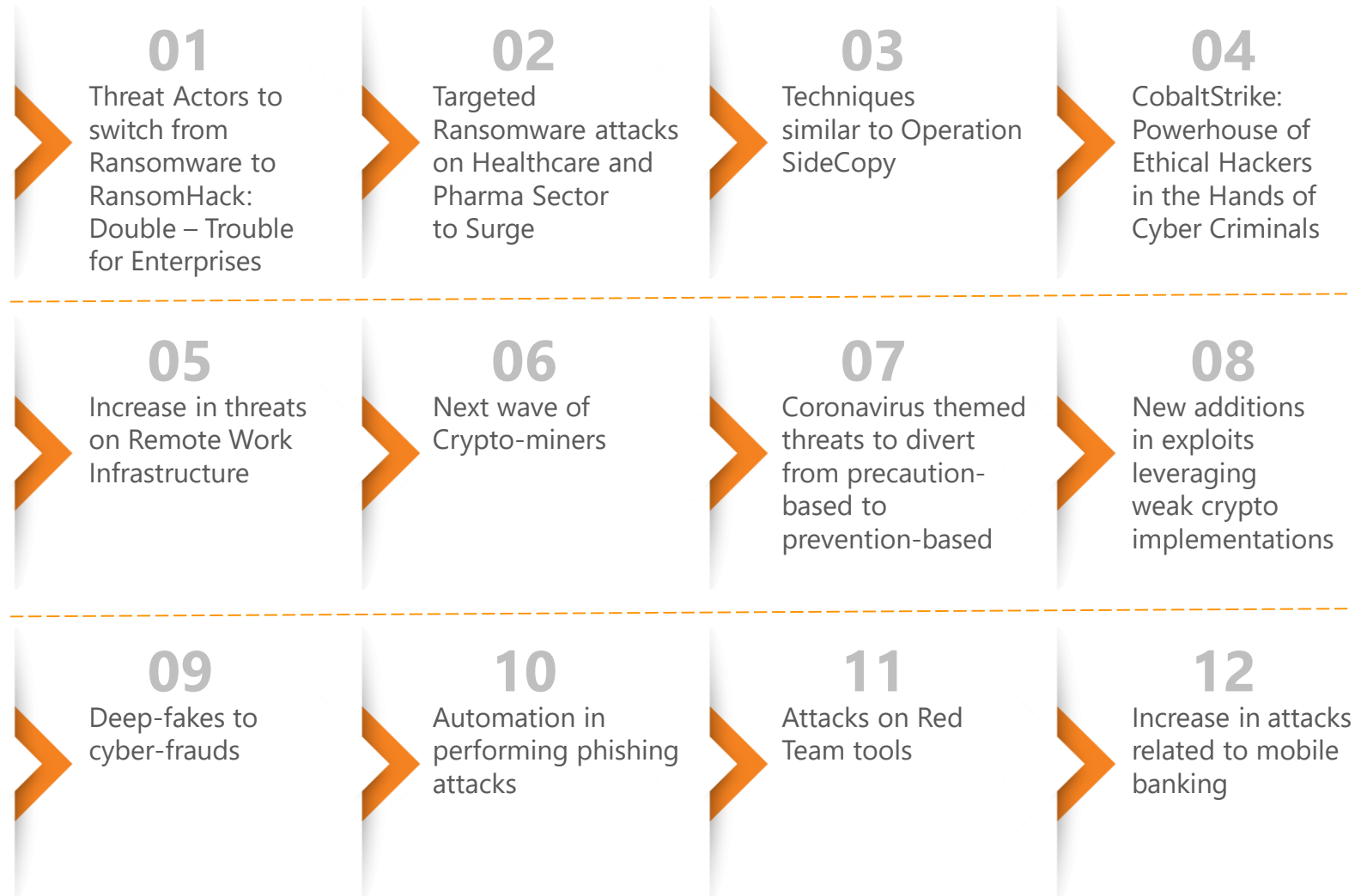


**Rs.6.98**

Average cost to subscriber per GB wireless data



# Cyber threat predictions for 2021 and beyond



Source: Seqrite Threat Predictions 2021

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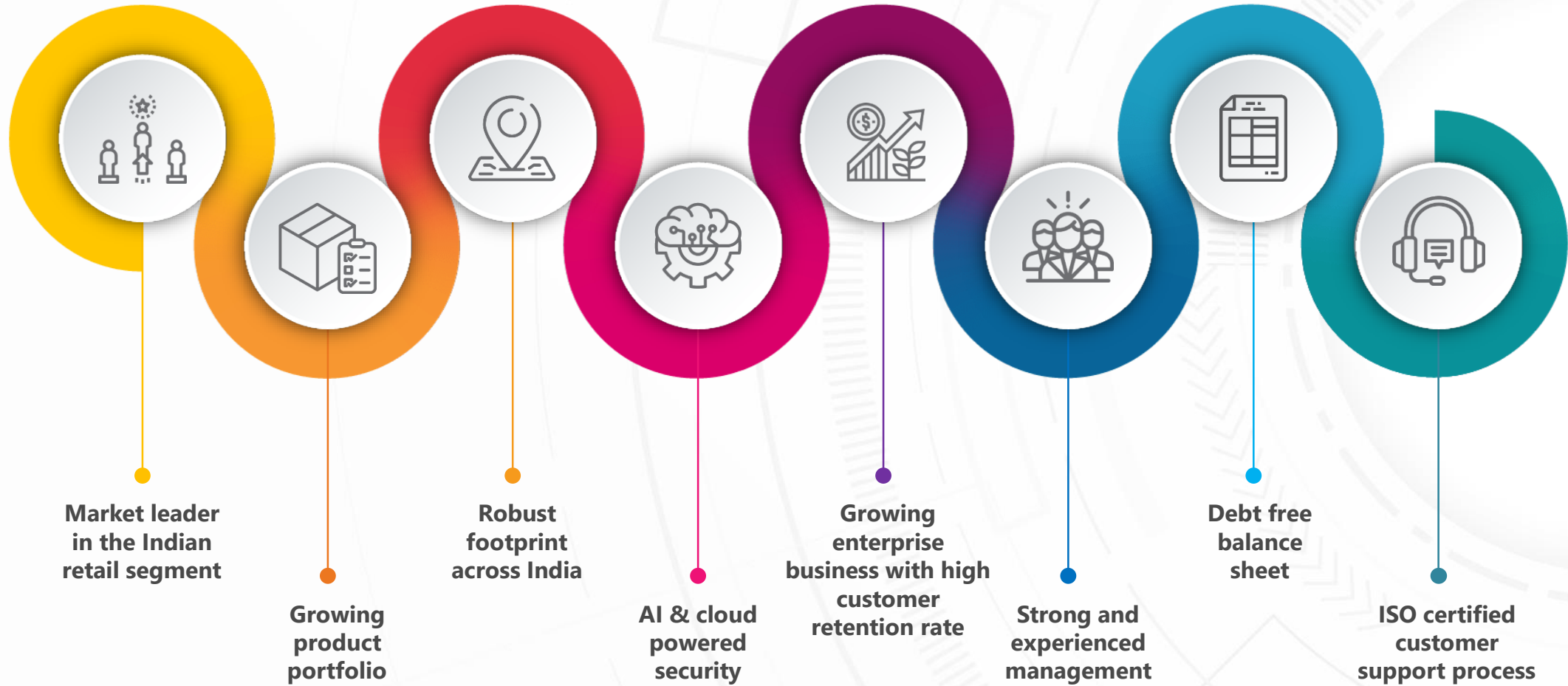
**SECURITE**  
Enterprise Cybersecurity Solutions by Quick Heal



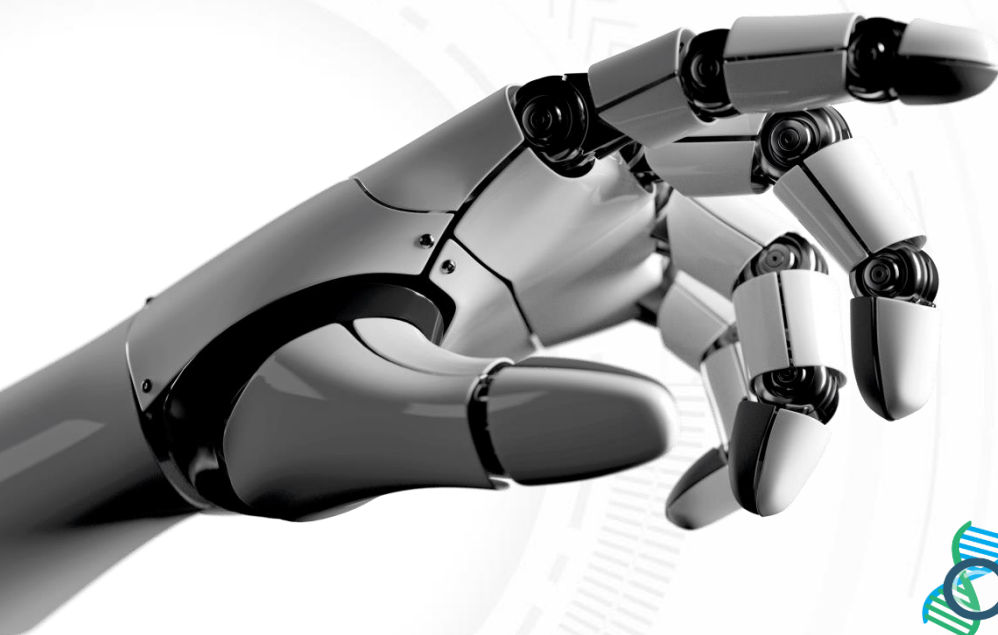
**THE  
QUICK HEAL  
ADVANTAGE**



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



Strong threat detection and prevention capabilities...



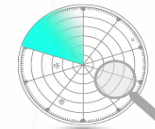
# GoDeep.AI

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



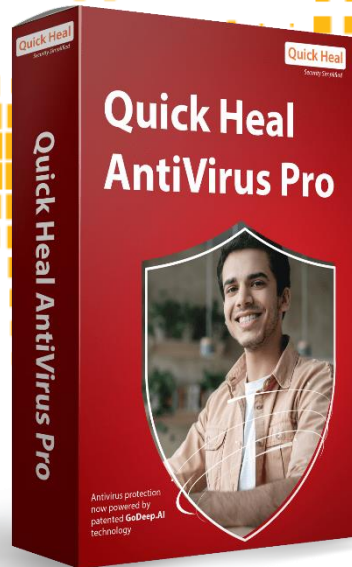
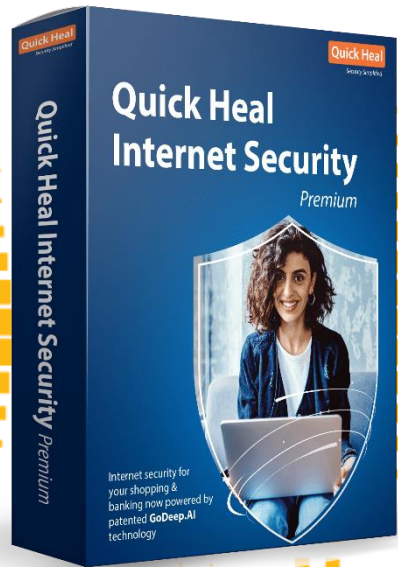
Cloud Based Deep Learning Module

...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 – Home, SOHO & Mobile



# Robust sales & distribution network in India

## Sales Execution

Robust pan India coverage



### Complimentary support from Quick Heal

Zonal and regional sales team to engage and support channel

### Metro Sales Coverage

Strong presence across the top metros in India. Coverage through T1 distributors and T2 resellers

### Landscape across Class B & C towns

Growing presence of T1 distributors across B&C towns. Strong network of T2 resellers - across Class B and Class

### Presence in Class A towns

Strong distribution across Class A towns backed by T2 resellers

# 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

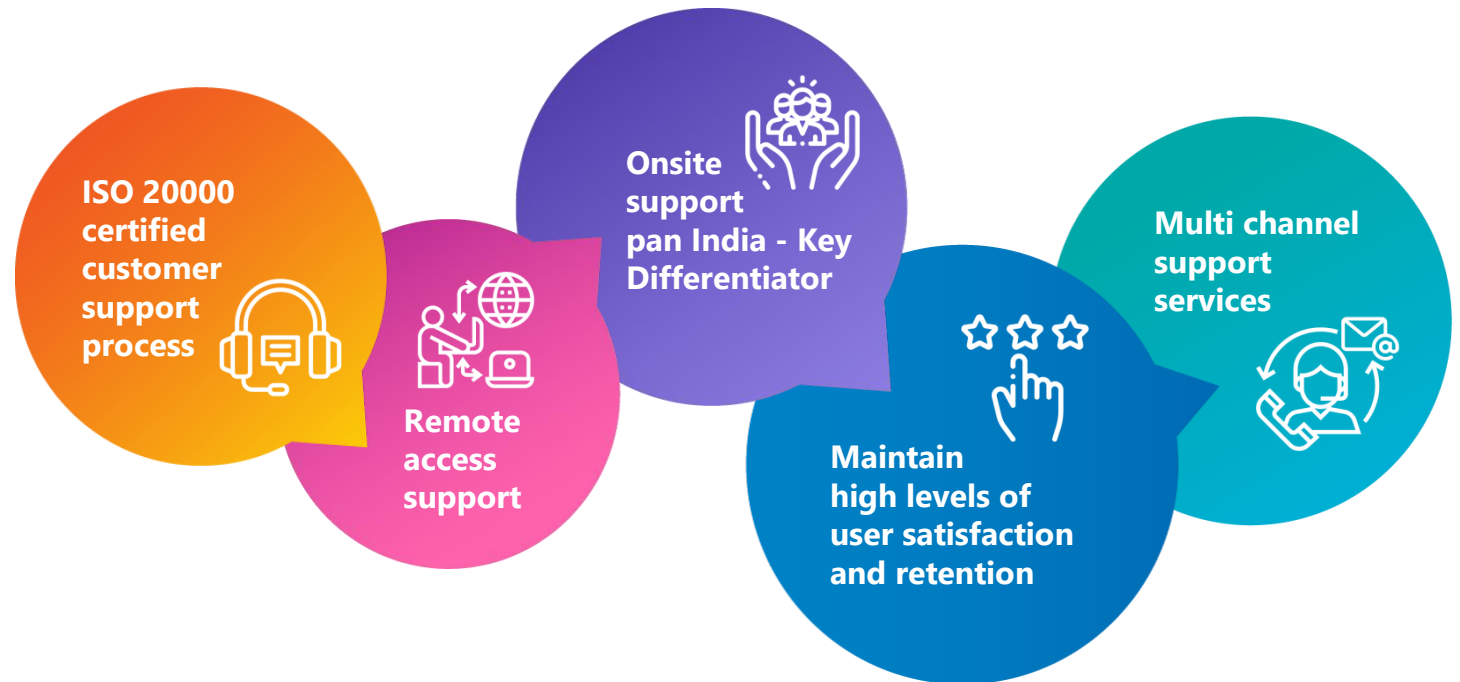
**UAE**  
Seqrite Technologies  
DMCC

*For product sold countries refer annexure (slide no: 43)*



# 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*

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. 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 the University of Pune.

# ...and seasoned Leadership team



**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.



**Ms. Reetu Raina**  
*CHRO*

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. Sanjay Agrawal**  
*CPO*

Responsible for driving the overall product vision and strategy in line with market expectations.

Sanjay is an entrepreneurial engineering and product leader with two decades of experience and proven success in building cybersecurity products for the global markets.

A computer engineering graduate from University of Illinois, Sanjay holds a Ph.D. and M.S. from Stanford University in Electrical Engineering and Computer Science (EECS).

# ...and seasoned Leadership team



**Mr. Bibhuti Kar**  
*Head, R&D*

Responsible for driving company's development efforts leading a team of talented engineering professionals and security researchers.

Bibhuti brings with him over two and a half decades of rich experience in the global high-tech industry.

An alumnus of IIT Kharagpur with a master's in ECE, he has worked on missile communication systems with DRDO.



**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.

Over two decades of diverse sales experience including leadership roles in cybersecurity companies.



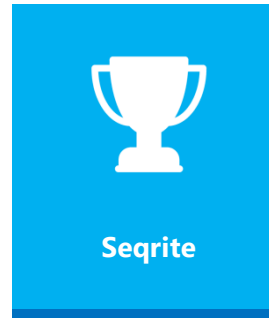
**Mr. Deepak Mishra**  
*Head, Retail Sales*

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.

Over two decades of experience in FMCG, Beverages, Telecom and IT Industries.

# Strong brand recognition...



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



**Best Protection rate** In AV-Comparatives Test 2018



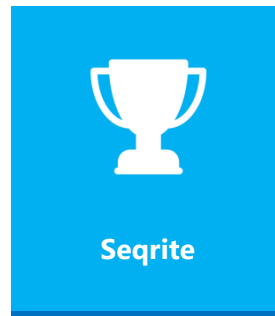
Certified as **'Approved Corporate Endpoint Protection'** for Windows by 'AV-Test' 2018



**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'** in 2020



Certified as **'Top Product'** for consumers by **'AV-Test'** in 2020



Seqrite Endpoint Security certified and approved by **ICSA Labs** in 2020

# ...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



# Securing the future through our community initiatives

## 23,50,000+

Lives directly impacted since 2016



### Cybersecurity

- Cybersecurity Awareness
- Cyber Shiksha for Suraksha
- Street Plays



## 1,00,000+

Lives impacted since 2020



### Covid-19 Relief Initiatives

- Free immunity boosters medicines to frontline workers
- Organised health camps and assisted in the smooth functioning of Covid-19 centres
- Donated medical vans to NGOs to heal tribal population
- Distribution of food grains during lockdown
- Distribution of PPE kits to NGOs
- Donated to PM Cares Fund



## 45,000+

Lives directly impacted since 2016



### Education

- Life Skills Education for underprivileged children



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



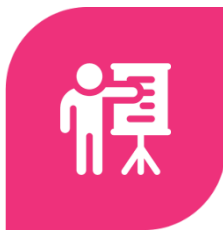
## Popular Courses

- ✓ 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

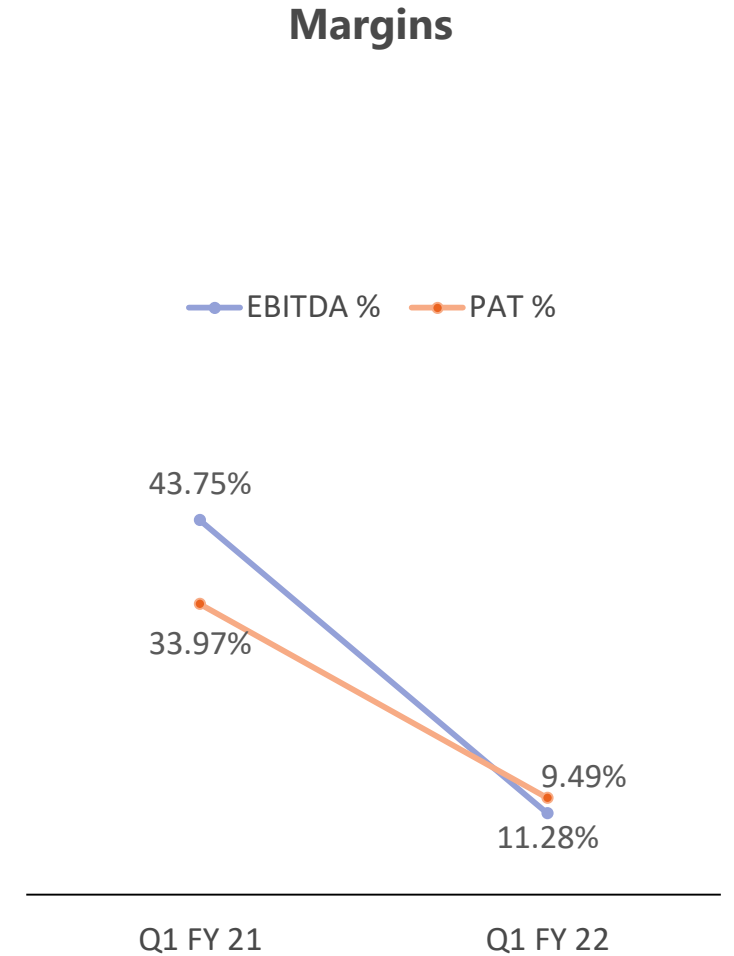
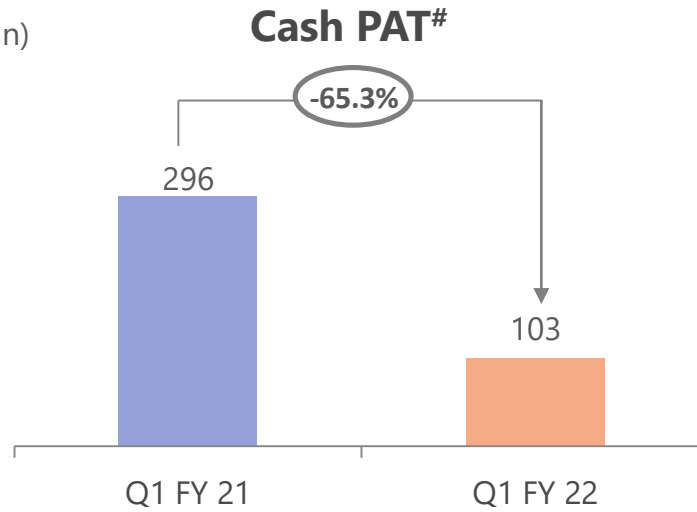
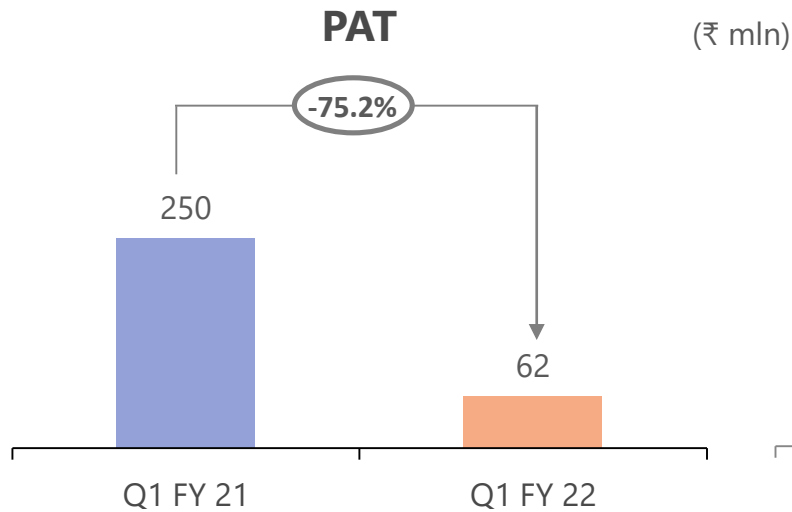
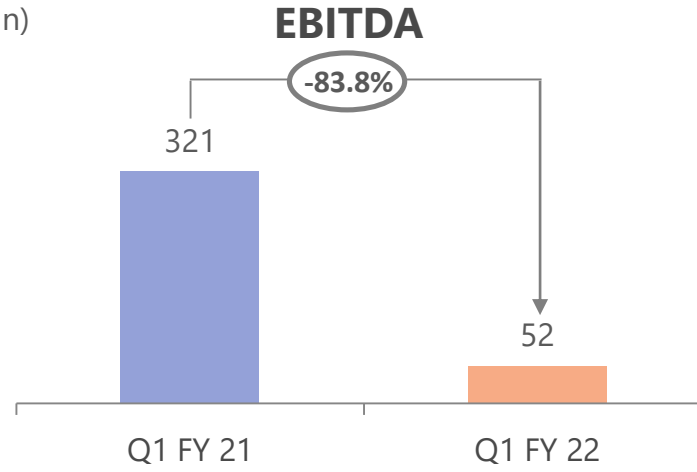
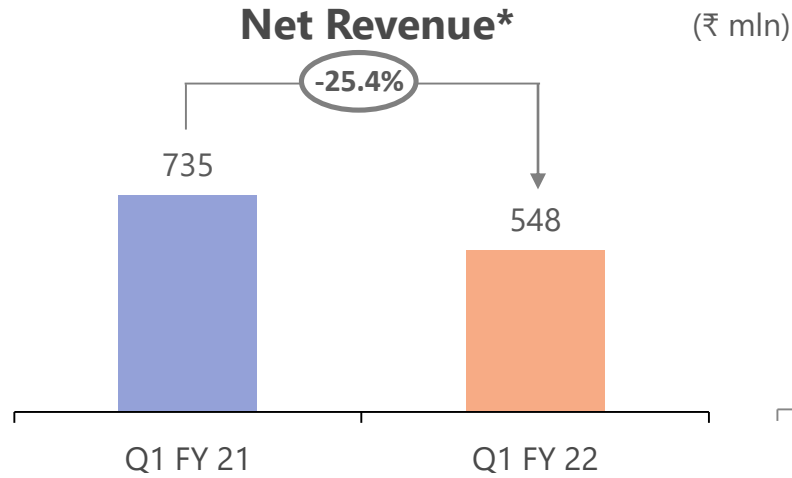
MoU with Deen Dayal Upadhyaya College, a constituent college of the University of Delhi



# Q1FY22 EARNINGS



# Q1FY22 – Consolidated Performance Highlights

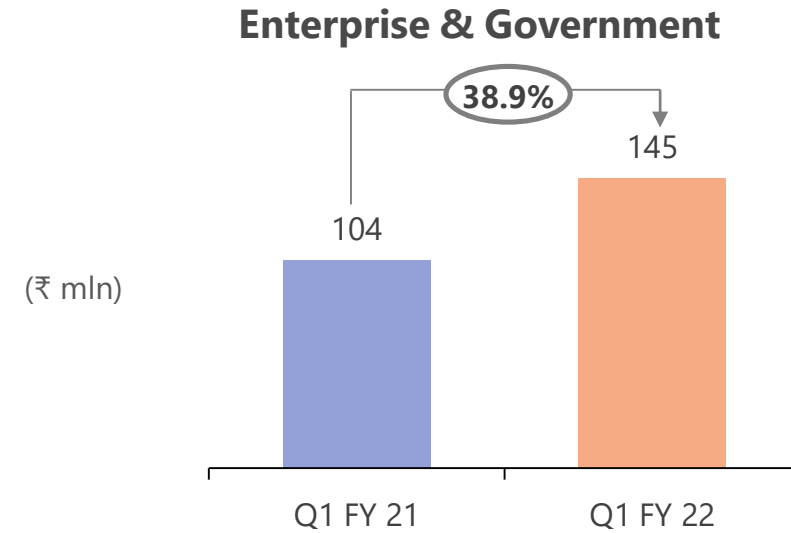
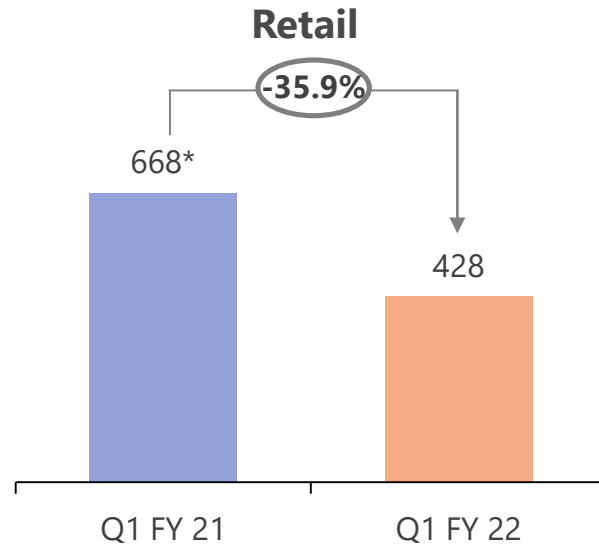


\*As per Ind AS

# Cash PAT = PAT + Depreciation

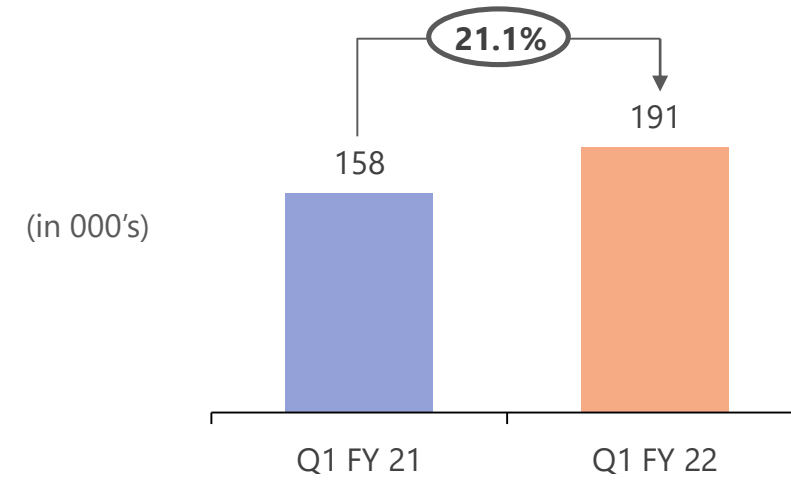
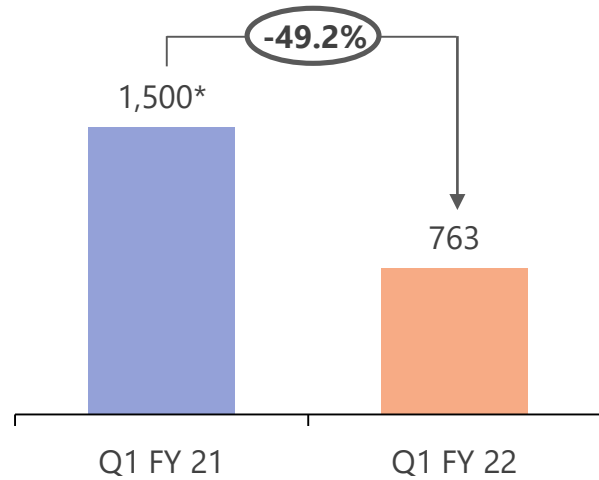
# Q1FY22 – Segment performance

## Revenue break-up



\*includes spillover of revenue from Q4FY20 in Q1FY21

## Licenses Sold Analysis



\*includes 746k licenses from Q4FY20 in Q1FY21 due to revenue spill over  
Based on net revenues before adjusting for sales incentives

# Q1FY22 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	Q1FY21	Q1FY22	% change	Q1FY21	Q1FY22	% change
<b>Total Revenue</b>	<b>734.40</b>	<b>543.83</b>	<b>-25.95%</b>	<b>734.62</b>	<b>547.84</b>	<b>-25.43%</b>
Direct Cost	29.01	16.46		29.03	13.63	
<b>Gross Profit</b>	<b>705.39</b>	<b>527.37</b>	<b>-25.24%</b>	<b>705.59</b>	<b>534.21</b>	<b>-24.29%</b>
<b>Gross Margin</b>	<b>96.05%</b>	<b>96.97%</b>	<b>92bps</b>	<b>96.05%</b>	<b>97.51%</b>	<b>146bps</b>
<b>Operating Cost</b>						
Research and Development (R&D)	149.61	193.76		149.61	193.76	
Sales and Marketing (S&M)	123.41	158.61		127.48	161.29	
General Administration (G&A)	104.12	130.73		107.14	127.16	
<b>Total Expenditure</b>	<b>377.14</b>	<b>483.10</b>	<b>-28.10%</b>	<b>384.23</b>	<b>482.21</b>	<b>-25.50%</b>
<b>EBITDA</b>	<b>328.25</b>	<b>44.27</b>	<b>-86.51%</b>	<b>321.36</b>	<b>52.00</b>	<b>-83.82%</b>
<b>EBITDA Margin</b>	<b>44.70%</b>	<b>8.14%</b>	<b>-3656bps</b>	<b>43.75%</b>	<b>9.49%</b>	<b>-3425bps</b>
Depreciation	46.50	40.96		46.51	40.98	
<b>EBIT</b>	<b>281.75</b>	<b>3.31</b>	<b>-98.83%</b>	<b>274.85</b>	<b>11.02</b>	<b>-95.99%</b>
<b>EBIT Margin</b>	<b>38.36%</b>	<b>0.61%</b>	<b>-3776bps</b>	<b>37.41%</b>	<b>2.01%</b>	<b>-3540bps</b>
Other Income	62.63	62.35		63.15	62.51	
<b>Profit Before Tax (Before exceptional item)</b>	<b>344.38</b>	<b>65.66</b>	<b>-80.93%</b>	<b>338.00</b>	<b>73.53</b>	<b>-78.25%</b>
Exceptional Item	-	21.64		-	-	
<b>Profit Before Tax</b>	<b>344.38</b>	<b>44.02</b>	<b>-87.22%</b>	<b>338.00</b>	<b>73.53</b>	<b>-78.25%</b>
Tax	88.05	11.41		88.42	11.71	
<b>Profit After Tax (PAT)</b>	<b>256.33</b>	<b>32.61</b>	<b>-87.28%</b>	<b>249.58</b>	<b>61.82</b>	<b>-75.23%</b>
<b>PAT Margin</b>	<b>34.90%</b>	<b>6.00%</b>	<b>-2891bps</b>	<b>33.97%</b>	<b>11.28%</b>	<b>-2269bps</b>

NOTE: Certain figures have been re-grouped wherever necessary

# Q1FY22 – Ratio analysis



In %	Standalone		Consolidated	
	Q1FY21	Q1FY22	Q1FY21	Q1FY22
<b>Expenses</b>				
Direct Cost / Revenue	3.95%	3.03%	3.95%	2.49%
R&D / Revenue	20.37%	35.63%	20.37%	35.37%
S&M / Revenue	16.80%	29.17%	17.35%	29.44%
G&A / Revenue	14.18%	24.04%	14.58%	23.21%
Total Cost / Revenue	51.35%	88.83%	52.30%	88.02%
<b>Margin</b>				
Gross Margin	96.05%	96.97%	96.05%	97.51%
EBITDA	44.70%	8.14%	43.75%	9.49%
EBIT	38.36%	0.61%	37.41%	2.01%
PBT	46.89%	8.09%	46.01%	13.42%
PAT	34.90%	6.00%	33.97%	11.28%

# Consolidated Balance Sheet

Quick Heal

Security Simplified

**SECURITE**  
Enterprise Cybersecurity Solutions by Quick Heal

<b>EQUITY AND LIABILITIES</b> (₹ mln)	<b>Jun 30, 2020</b>	<b>Jun 30, 2021</b>
<b>Share Holder's Funds:</b>		
Equity Share Capital	642.03	578.80
Share application money pending allotment	-	1.31
Reserves and Surplus	6,046.26	5,072.61
<b>Total Shareholder Funds</b>	<b>6,688.29</b>	<b>5,652.72</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	5.58	5.40
Other Non Current Liabilities	15.15	-
Deferred tax liability (net)	-	8.29
<b>Total Non-Current Liabilities</b>	<b>20.73</b>	<b>13.69</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	421.55	461.01
Other Financial Liabilities	8.14	27.73
Other Current Liabilities	91.95	108.21
Net employee defined benefit liabilities	7.74	9.39
Current tax liabilities (Net)	104.46	4.41
<b>Total Current Liabilities</b>	<b>633.84</b>	<b>610.75</b>
<b>Total Equity &amp; Liabilities</b>	<b>7,342.86</b>	<b>6,277.16</b>

<b>ASSETS</b> (₹ mln)	<b>Jun 30, 2020</b>	<b>Jun 30, 2021</b>
<b>Non-Current Assets:</b>		
Property, plant and equipment	1,452.29	1,360.29
Capital work-in-progress	34.00	47.74
Intangible assets	86.08	49.96
<b>Non-current financial assets</b>		
Investments in MF ,Tax-Free Bonds & others	233.67	247.48
Loan and Security Deposits	3.81	3.66
Bank Balances	3.35	2.19
Deferred tax assets (net)	36.02	-
Other non current assets	195.19	129.16
<b>Total Non-Current Assets</b>	<b>2,044.41</b>	<b>1,840.48</b>
<b>Current assets:</b>		
Inventories	44.50	34.54
Investment in Mutual Fund	610.68	2,103.69
Trade and other receivables	1,432.99	1,385.90
Bank Balances & Cash and Cash Equivalents	98.39	167.90
Investment in Fixed Deposit	2970.59	637.94
Loan and security deposits	8.89	6.92
Interest accrued on FDR and Tax-Free Bonds	36.82	14.93
Other Current assets	95.59	73.75
Assets classified as held for sale	-	11.11
<b>Total Current Assets</b>	<b>5,298.45</b>	<b>4,436.68</b>
<b>Total Assets</b>	<b>7,342.86</b>	<b>6,277.16</b>

NOTE: Certain figures have been re-grouped wherever necessary

# Standalone Balance Sheet

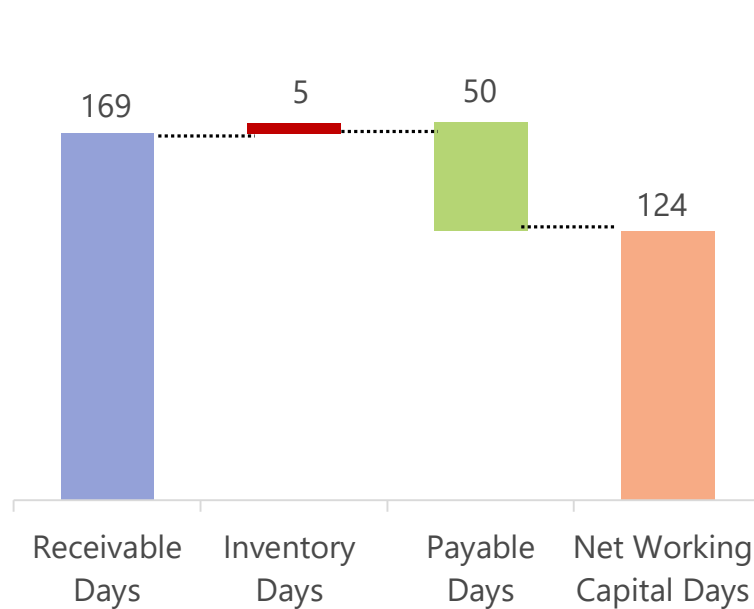
<b>EQUITY AND LIABILITIES (₹ mln)</b>	<b>Jun 30, 2020</b>	<b>Jun 30, 2021</b>
<b>Share Holder's Funds:</b>		
Equity Share Capital	642.03	578.80
Share application money pending allotment	-	1.31
Reserves and Surplus	6,094.96	5,085.94
<b>Total Shareholder Funds</b>	<b>6,736.99</b>	<b>5,666.05</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	5.58	5.40
Other Non Current Liabilities	15.15	-
Deferred tax liability (net)	-	8.29
<b>Total Non-Current Liabilities</b>	<b>20.73</b>	<b>13.69</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	417.63	467.26
Other Financial Liabilities	8.14	27.73
Other Current Liabilities	89.54	106.58
Net employee defined benefit liabilities	7.74	9.39
Current tax liabilities (Net)	104.06	4.29
<b>Total Current Liabilities</b>	<b>627.11</b>	<b>615.25</b>
<b>Total Equity &amp; Liabilities</b>	<b>7,384.83</b>	<b>6,294.99</b>

<b>ASSETS (₹ mln)</b>	<b>Jun 30, 2020</b>	<b>Jun 30, 2021</b>
<b>Non-Current Assets:</b>		
Property, plant and equipment	1,452.05	1,359.99
Capital work-in-progress	34.00	47.74
Intangible assets	85.88	49.81
<b>Non-current financial assets</b>		
Investments in MF, Tax-Free Bonds, Subsidiaries & others	341.50	348.12
Loan and Security Deposits	3.81	3.65
Bank Balances	3.35	2.19
Deferred tax assets (net)	36.02	-
Other non current assets	195.19	129.16
<b>Total Non-Current Assets</b>	<b>2,151.80</b>	<b>1,940.66</b>
<b>Current assets:</b>		
Inventories	44.30	34.51
Investment in Mutual Fund	610.68	2,103.69
Trade and other receivables	1,438.16	1,389.74
Bank Balances & Cash and Cash Equivalents	31.93	82.76
Investment in Fixed Deposit	2970.59	637.94
Loan and security deposits	8.18	6.86
Interest accrued on FDR and Tax-Free Bonds	36.86	14.93
Other Current assets	92.33	72.79
Assets classified as held for sale	-	11.11
<b>Total Current Assets</b>	<b>5,233.03</b>	<b>4,354.33</b>
<b>Total Assets</b>	<b>7,384.83</b>	<b>6,294.99</b>

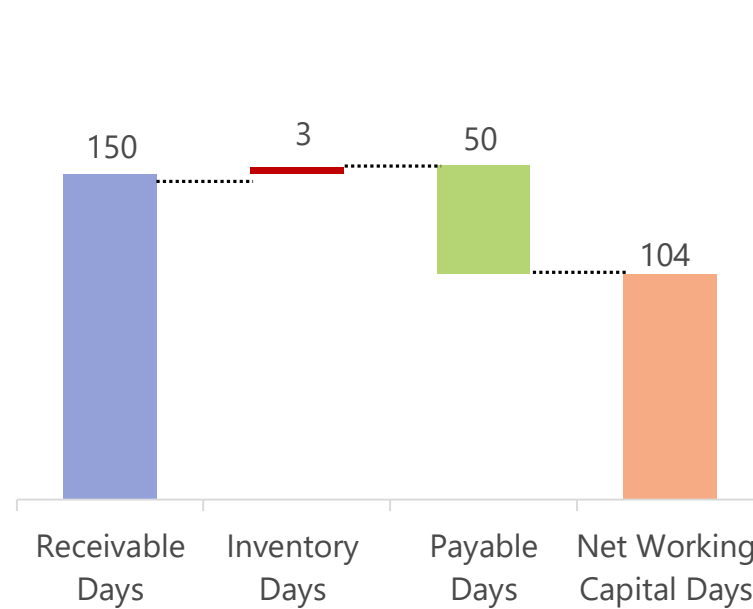
NOTE: Certain figures have been re-grouped wherever necessary

# Working capital analysis

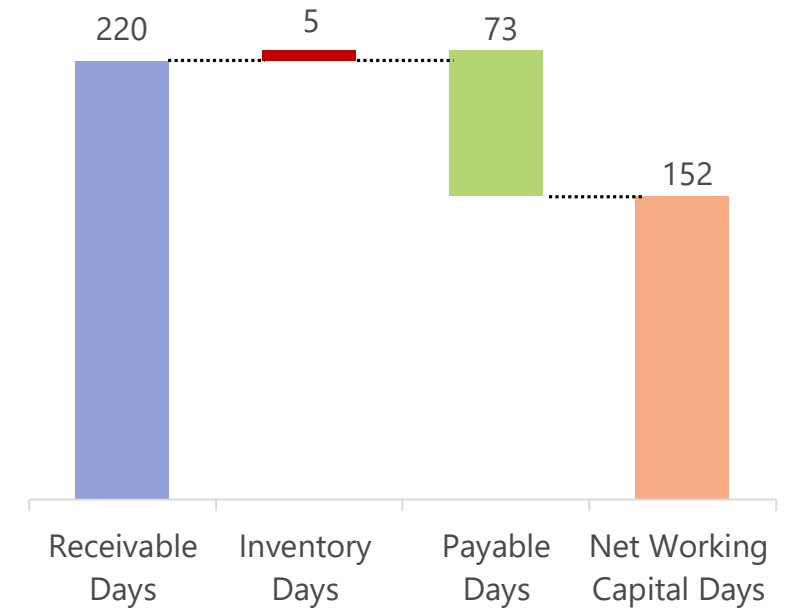
**At the end of June, 2020\***



**At the end of March, 2020\*\***



**At the end of June, 2021\***



**Note\***

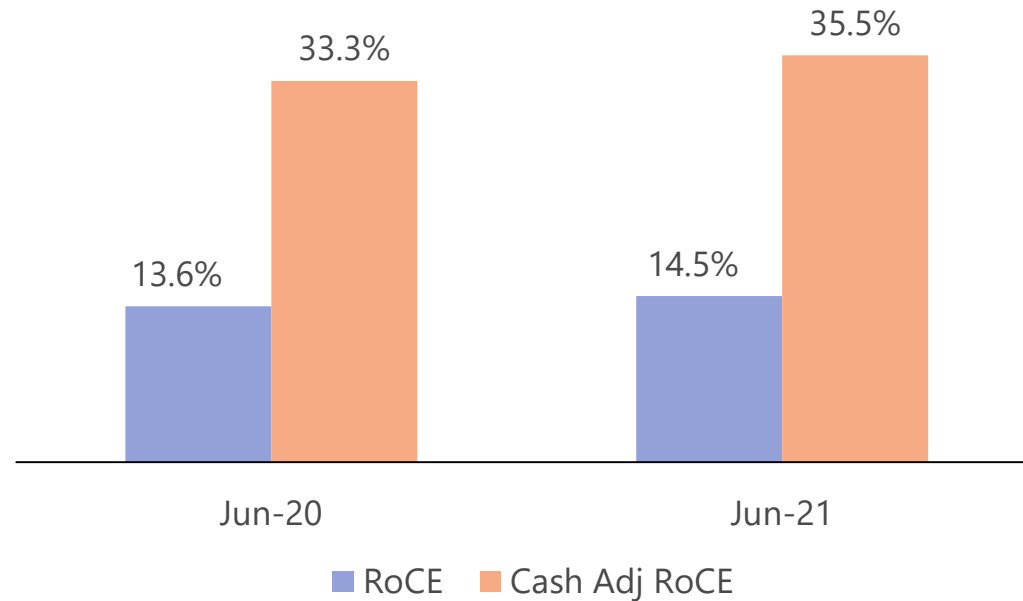
Receivable Days = [(Debtors/ Sales) X (91 days)]  
 Inventory Days = [(Inventory/Sales) X (91 days)]  
 Payable Days = [(Creditor/Sales) X (91 days)]

**Note\*\***

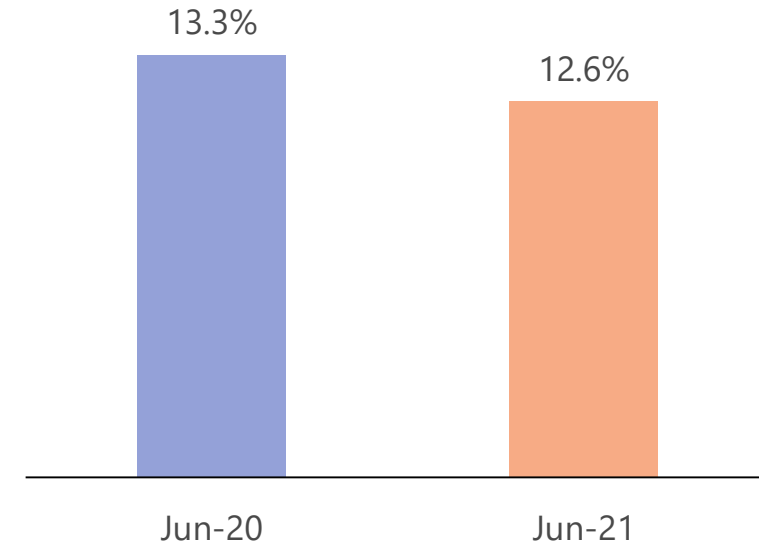
Receivable Days = [(Debtors/ Sales) X (365 days)]  
 Inventory Days = [(Inventory/Sales) X (365 days)]  
 Payable Days = [(Creditor/Sales) X (365 days)]

Calculation is based on net revenues before adjusting for sales incentives

## 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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## Company Secretary

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**CIN No: L72200MH1995PLC091408**

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

## Products Sold in following countries

- Australia
- Bangladesh
- Benin
- Cambodia
- Canada
- Chile
- Colombia
- Congo
- Ecuador
- El Salvador
- France
- Gambia
- Germany
- Guinea
- Honduras
- Hong Kong
- Italy
- Japan
- Jordan
- Kenya
- Kuwait
- Macao
- Malaysia
- Mauritius
- Mexico
- Morocco
- Netherlands
- New Zealand
- Nigeria
- Saudi Arabia
- Singapore
- Solomon Islands
- South Africa
- South Korea
- Sri Lanka
- Panama
- Paraguay
- Peru
- Philippines
- Qatar
- Rwanda
- Thailand
- Turkey
- Uganda
- UAE
- USA
- Venezuela

## Sales & Support offices across India

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

