

OCTOBER 21

Quick Heal

*Security Simplified*

# INVESTOR PRESENTATION

Q2 & H1FY22



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# Agenda

01



Q2FY22 Earnings Highlights

02



Company Overview

03



Industry Overview

04



The Quick Heal Advantage

05



Q2FY22 & H1FY22 Earnings

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# Q2FY22 EARNINGS HIGHLIGHTS

# Q2FY22 Earnings Highlight

## REVENUE



Q2FY22 Revenue at

₹ **1,038** mln

Up 23% from Q2FY21

## CASH PAT

Q2FY22 Cash PAT at

₹ **388** mln

Up 15% from Q2FY21

## EBITDA



Q2FY22 EBITDA at

₹ **463** mln

Up 18% from Q2FY21

## Retail at

₹ **906** mln

Up 18% from Q2FY21

## PAT

Q2FY22 PAT at

₹ **346** mln

Up 20% from Q2FY21

## Enterprise at

₹ **209** mln

Up 16% from Q2FY21

## Q2FY22 Revenue split

**Retail 81.3%**



**Enterprise +  
Government  
18.7%**

## New enterprise customers with more than 500 users added in FY21-22

Quarter	>=500 To <=999	>=1000 To <=4999	>=5000	Grand Total
Q1 FY 2022	08	02	0	10
Q2 FY 2022	18	05	1	24



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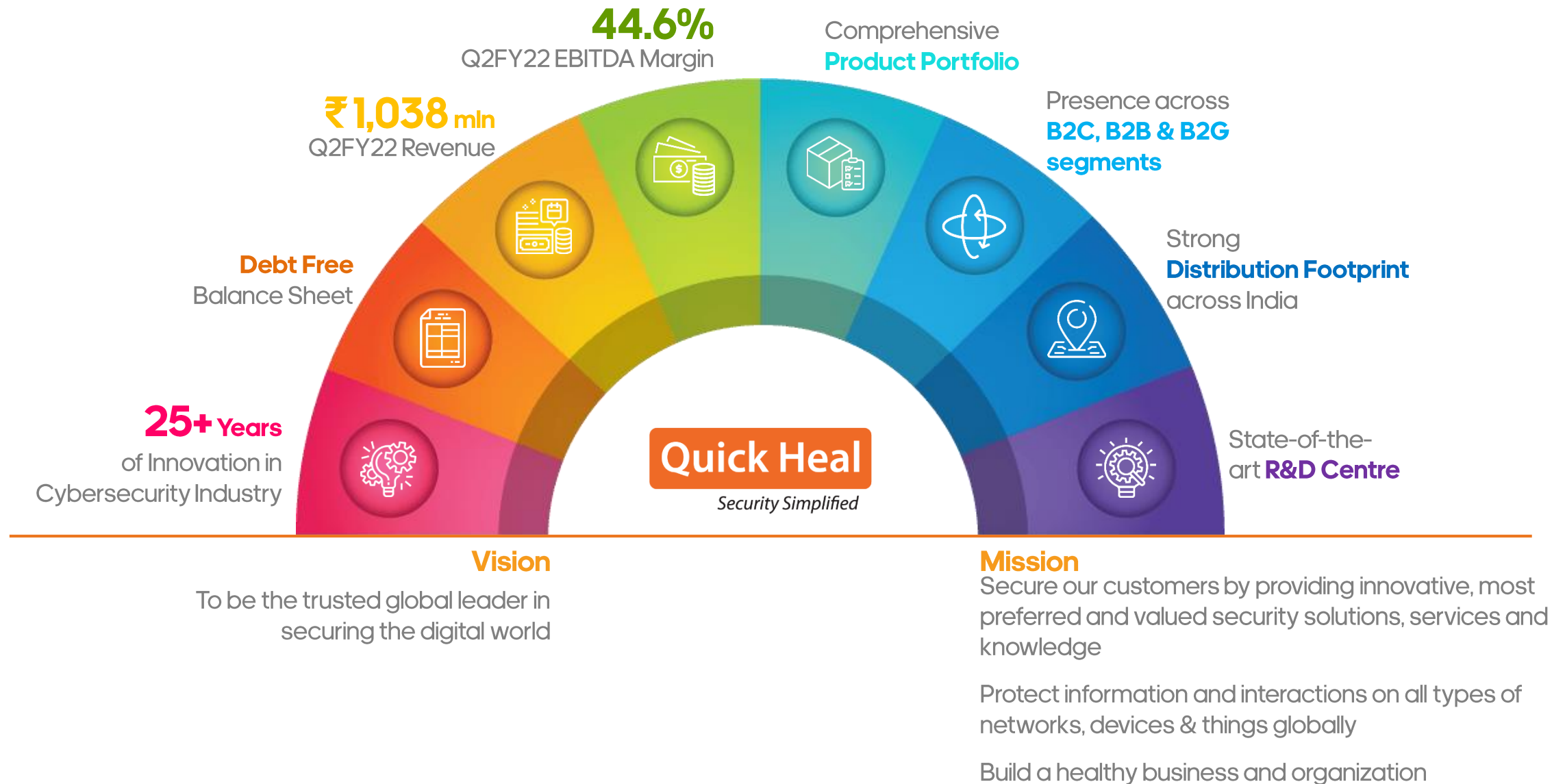
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# COMPANY OVERVIEW

# Company at a glance

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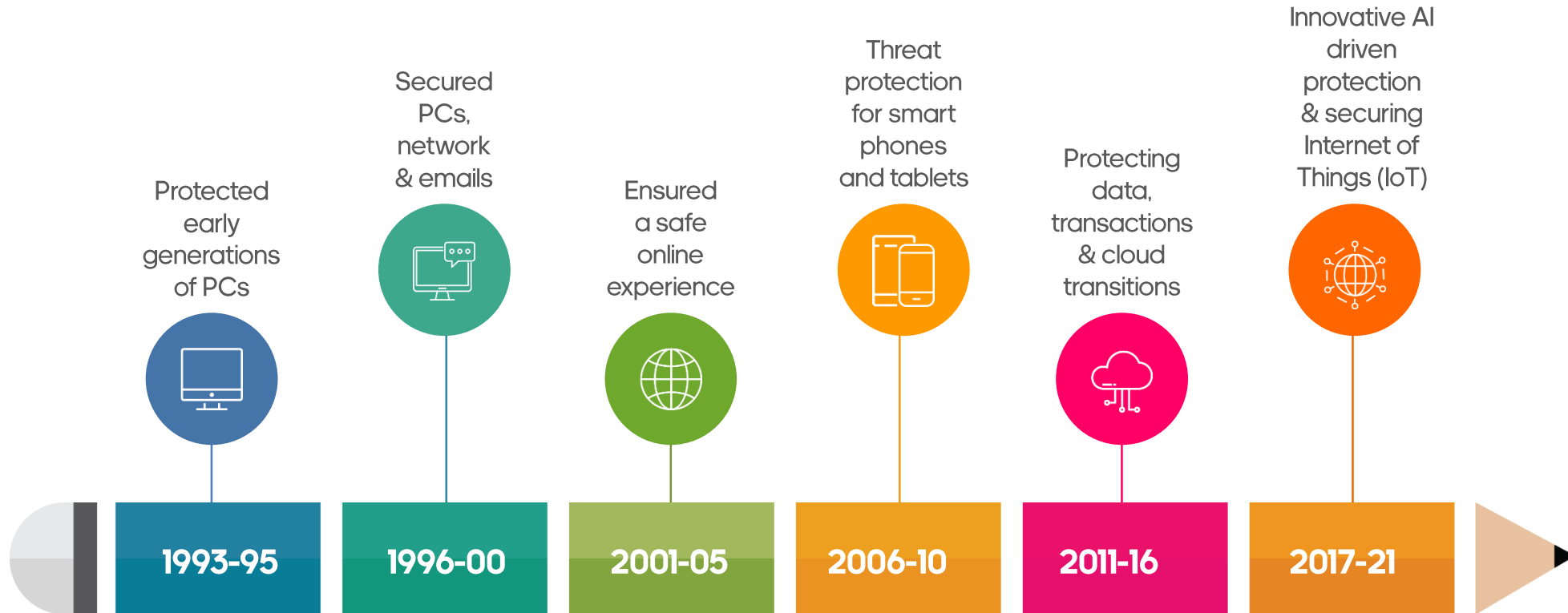
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# Our journey

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**Over 25 years**  
of simplifying security



# Scripting a new success story In the cybersecurity industry

## Quick Heal



₹ **906** mln  
Q2FY22 Revenue\*



\*Based on net revenues before adjusting for sales incentives

## SEQRITE

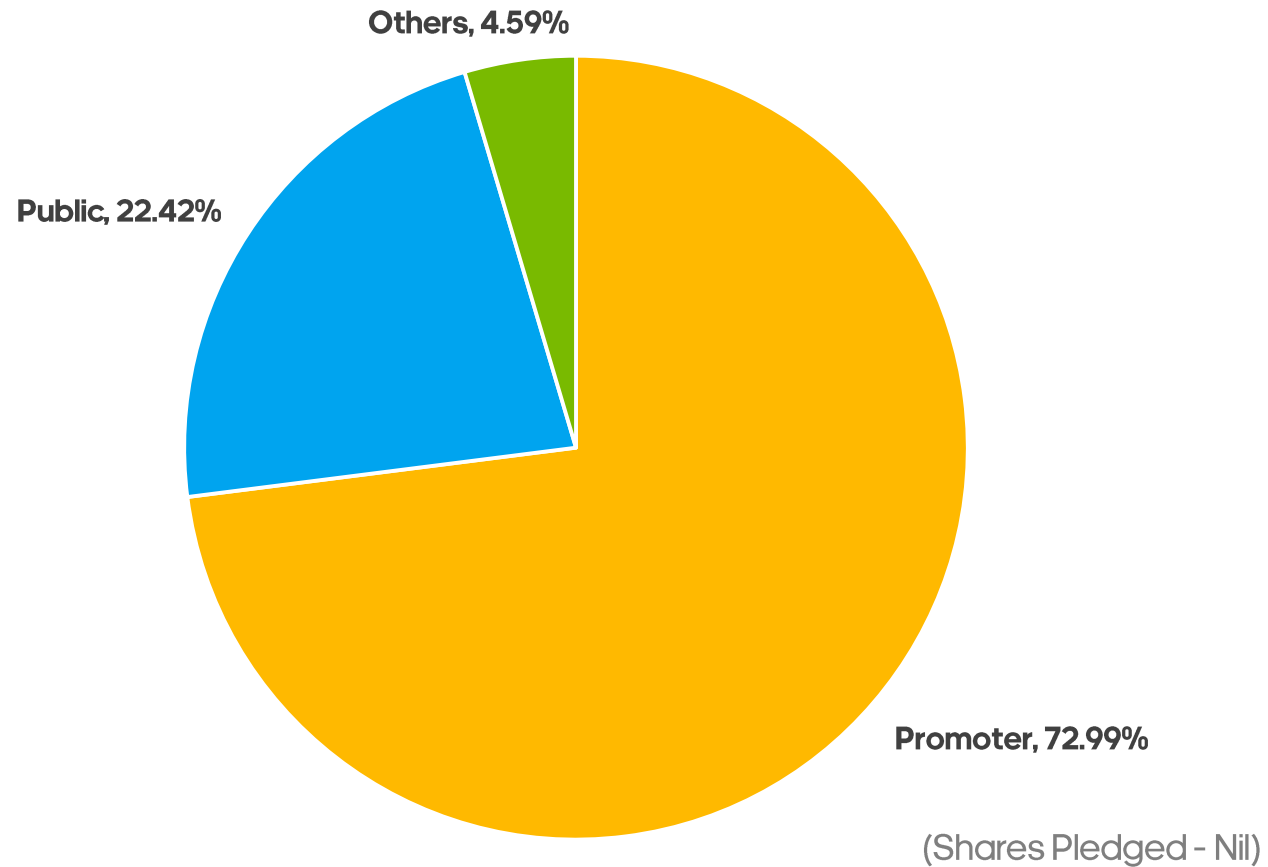


₹ **209** mln  
Q2FY22 Revenue\*

- 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

# Shareholding Information

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



Shareholder Information (as on 30th September 2021)

NSE Ticker	QUICKHEAL
BSE Ticker	539678
Market Cap (INR mln)	13,682
% Free-float	27.01%
Free-float market cap (INR mln)	3,696
Total Debt (INR mln)	-
Cash & Cash Equivalents (INR mln)	3,166
Shares Outstanding	5.79,02,251
3M ADTV (Shares)*	4,32,204
3M ADTV (INR mln)*	116.7
Industry	IT Software Products

\*Source: NSE

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# INDUSTRY OVERVIEW



# 2021 Cyber threat landscape shows that...

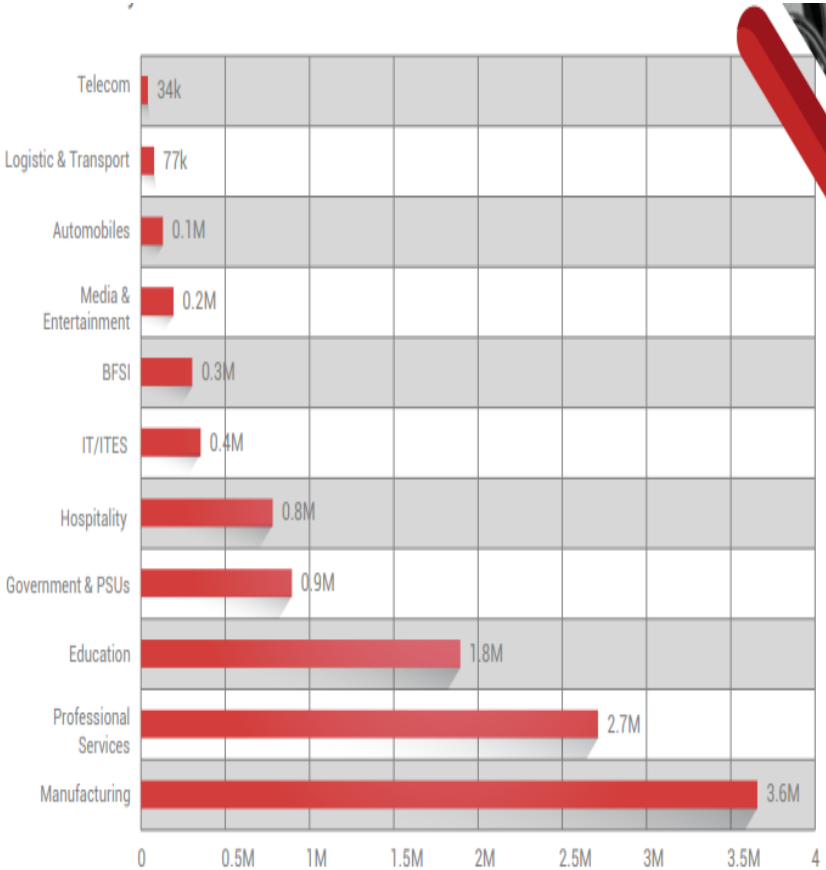
## Detection Highlights – Q2 2021\*



\*Top seven malware categories features in the chart

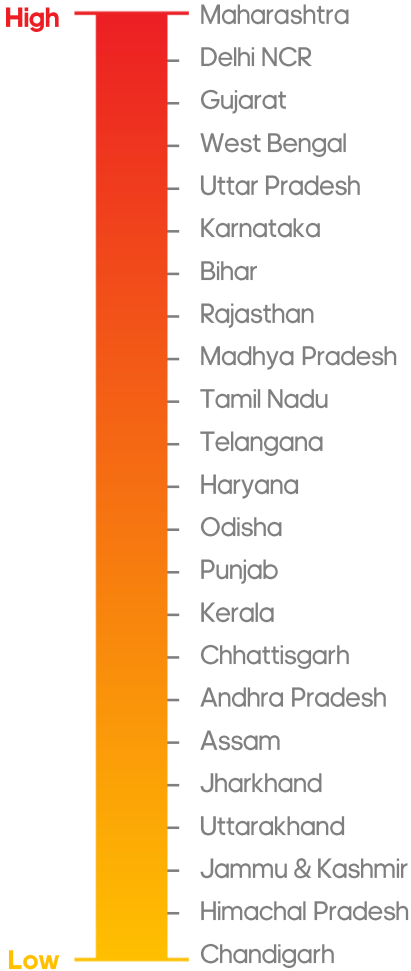
Source: Seqrite Threat Report Q2 2021

## Indian Industries most at risk



Source: Seqrite Threat Report Q2 2021

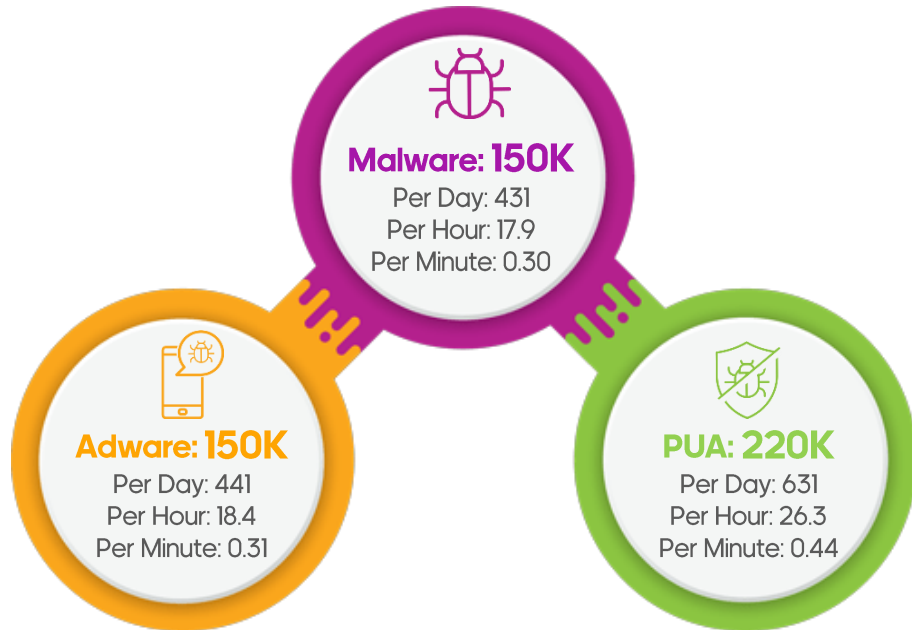
## States most affected



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



**₹ 165 mn**

The Average cost of a data breach in India.

An increase of **17.85%** from 2020

Source: IBM

## Cyber-attacks that grabbed headlines

**NEW**

**Indian hackers behind attack on FBR website** - *Business Recorder*  
(September 10, 2021)

**TN government systems under cyber attack: Probe on** - *The New Indian Express* (September 19, 2021)

**Chinese Hackers Targeted Aadhaar Database, Times Group: Report** - *The NDTV* (September 22, 2021)

**Indian SMBs lost upto ₹7 crore in cyber attacks in last 12 months** - *The Hindu* (September 21, 2021)

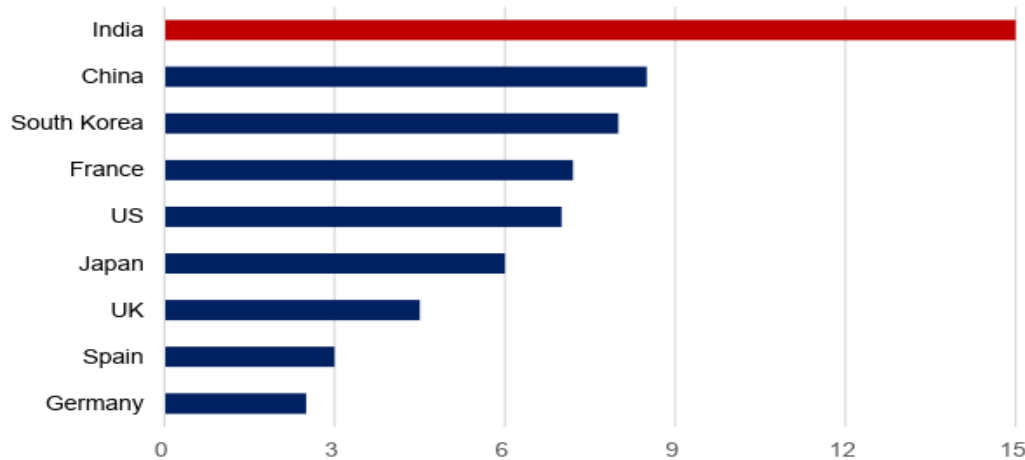
**83% organizations in India saw rise in phishing attacks during pandemic** - *The Mint* (September 20, 2021)

**71 per cent organisations attribute recent cyberattacks to vulnerabilities in technology** - *Business Line* (September 25, 2021)

Source: Reputed News Outlets

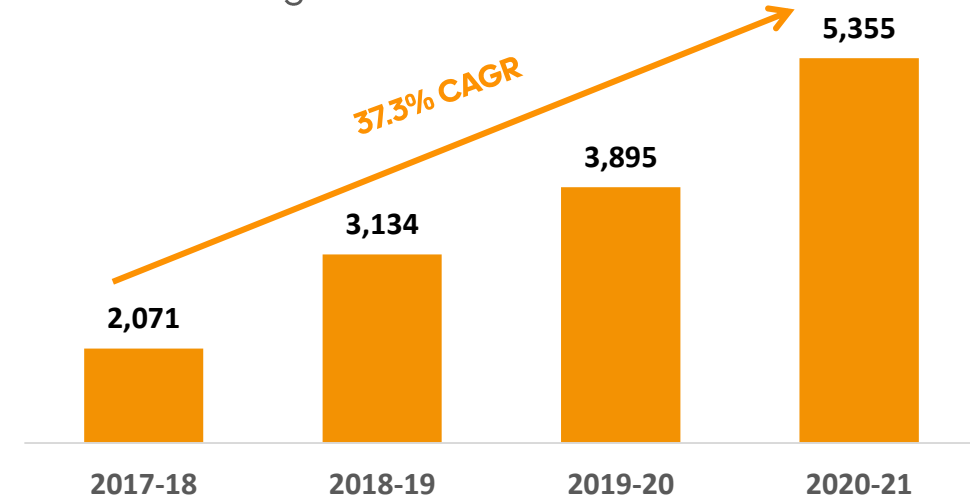
# ...and rapid digitization has enhanced need for greater cybersecurity investments

Indian Mobile data usage highest in the world\*



\* GB per month per user; excluding Wifi

Digital Transactions – INR Crore



**800Mn+**  
Internet users



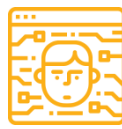
**5x**  
Internet usage  
(FY16 – FY21)



**760Mn+**  
Smartphone users



**20x**  
Mobile data usage  
(FY16 – FY21)



**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



**30b**

Application  
downloads  
in 2020



**Rs.6.98**

Average cost to  
subscriber per GB  
wireless data





# Cyber threat predictions for 2021 and beyond

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**01**

Threat Actors to switch from Ransomware to RansomHack: Double – Trouble for Enterprises

**02**

Targeted Ransomware attacks on Healthcare and Pharma Sector to Surge

**03**

Techniques similar to Operation SideCopy

**04**

CobaltStrike: Powerhouse of Ethical Hackers in the Hands of Cyber Criminals

**05**

Increase in threats on Remote Work Infrastructure

**06**

Next wave of Crypto-miners

**07**

Coronavirus themed threats to divert from precaution-based to prevention-based

**08**

New additions in exploits leveraging weak crypto implementations

**09**

Deep-fakes to cyber-frauds

**10**

Automation in performing phishing attacks

**11**

Attacks on Red Team tools

**12**

Increase in attacks related to mobile banking

Source: Seqrite Threat Predictions 2021

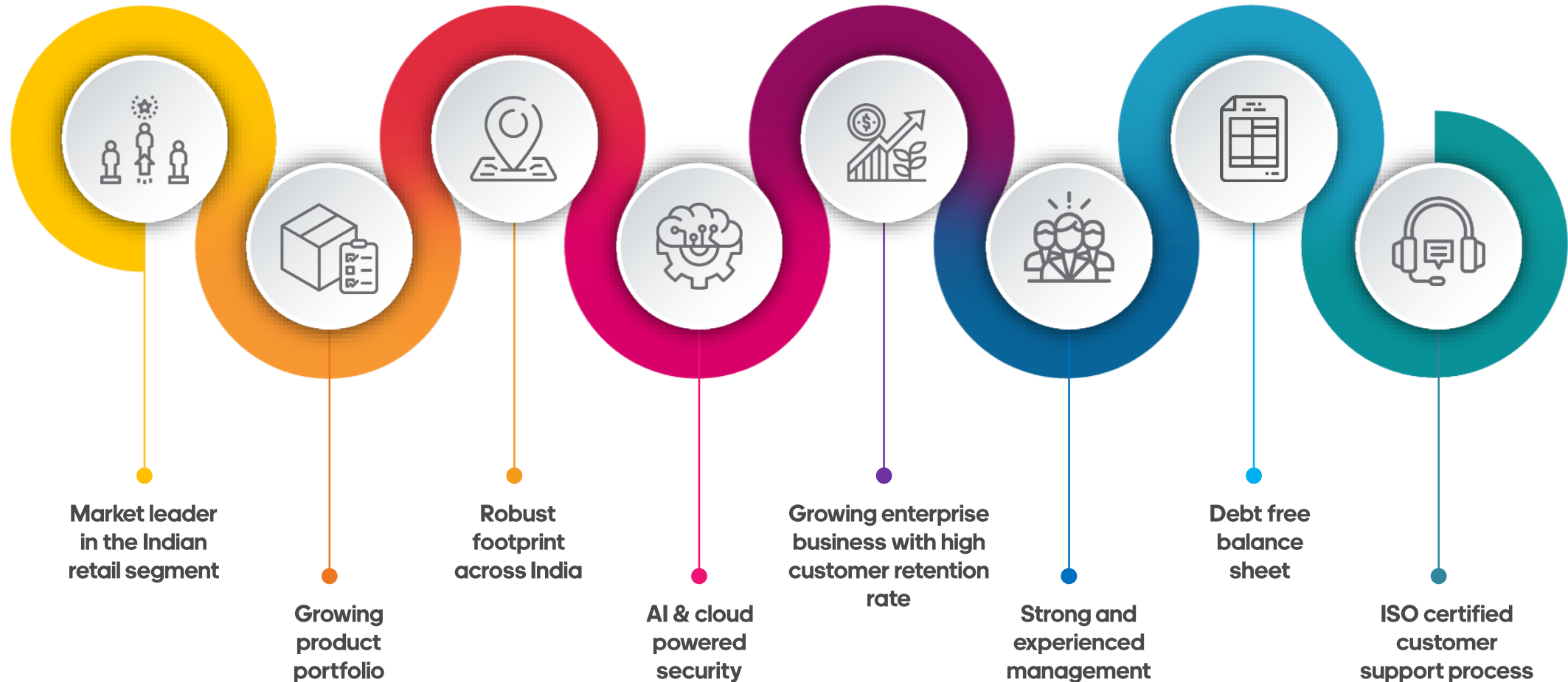


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# THE QUICK HEAL ADVANTAGE

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





# Strong threat detection and prevention capabilities...

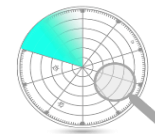


Powers **SIGNATURE-LESS** and **SIGNATURE-BASED** detections

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

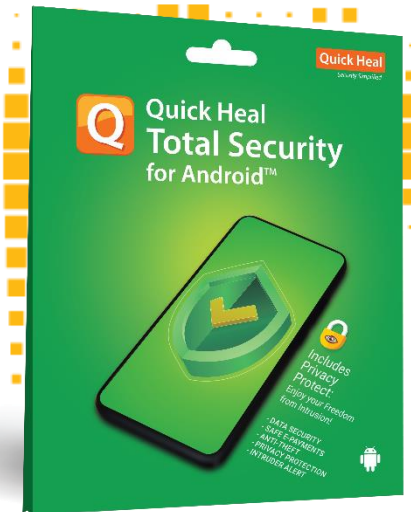
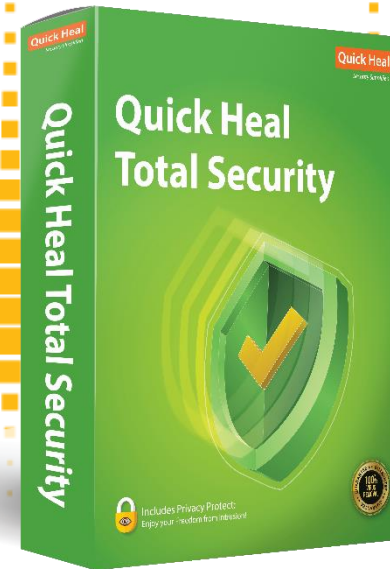
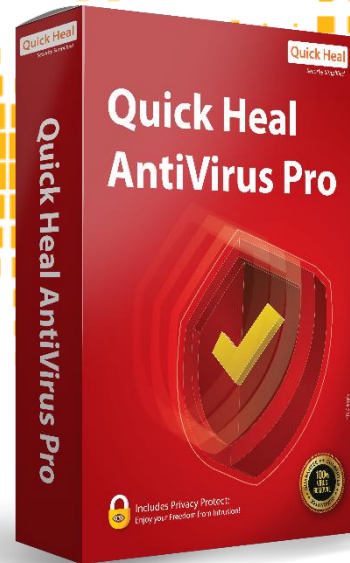
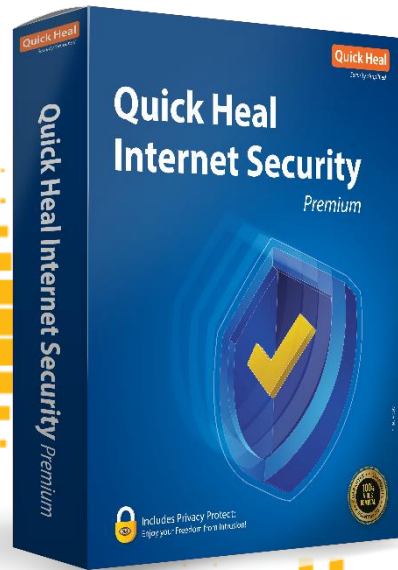
25+ years of experience coupled with vast distribution network across India has helped us understand security market and issues faced by millions of users in depth which has led to consistent introduction of innovative products and solutions for our customers



# Product Portfolio – Home, SOHO & Mobile

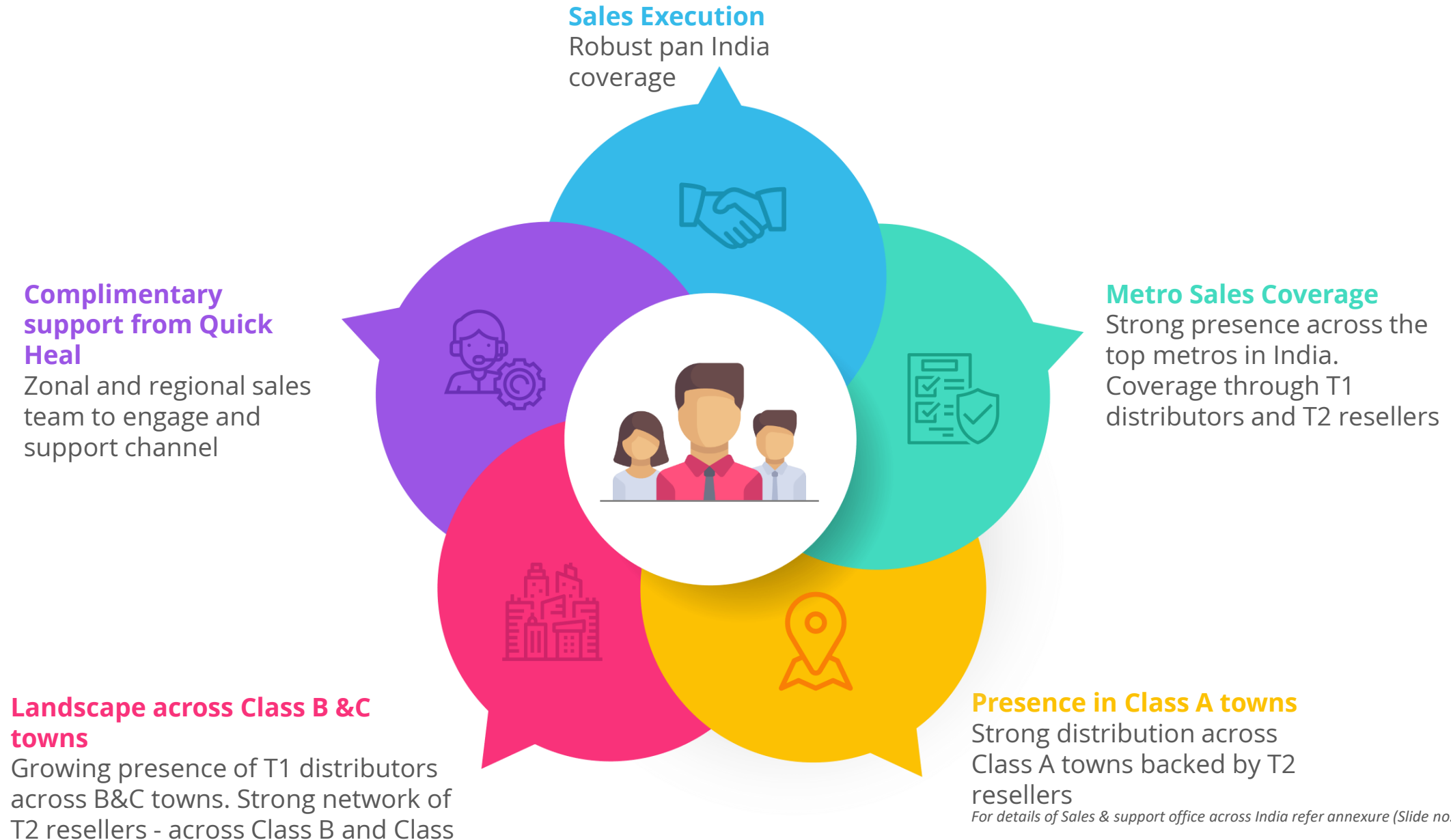
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# Robust sales & distribution network in India





**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



Committed to deliver  
exceptional

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# 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

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





# 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



**Mr. Richard Stiennon**  
*Independent Director*

Serves as Chief Research Analyst at IT-Harvest, and sits on the advisory boards of several start-ups. Advised boards of global companies like Symantec, McAfee, Cisco, Microsoft and Trend Micro.

...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...



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



Certified and approved by **ICSA Labs** in 2020



**Best AV of 2020** at the 13th NCN Innovative Product Award 2021

**NEW**



Certified as **'Top Product'** for enterprises by AV-Test in 2021

**NEW**

# ...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







# ...CSR initiatives through Quick Heal Foundation

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## Education

Cyber Shiksha for  
Cyber Suraksha

2 states

2 schools

1 college

eRYLA

**10000+**

Participants from  
Indonesia, USA,  
Pakistan, Australia,  
UAE, Sri Lanka,  
South Africa,  
Jamaica

## Healthcare

Arogya Yan

6 States, 8 Arogya Yan,  
350+ villages

Lives touched  
**2 Lakh+**

Covid Care Centre

2 covid care centres

1 in association with CYDA

First children Covid Care Centre in Pune  
Consumable donations like masks,  
surgical gloves, oxygen concentrator etc.

Lives touched  
**60000+**

Vaccination drive  
in Satara district

**2000+**  
doses administered

Flood relief in Kolhapur

Distribution of blanket, sarjanji,  
food grains, etc.

Lives touched  
**42000+**

# 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

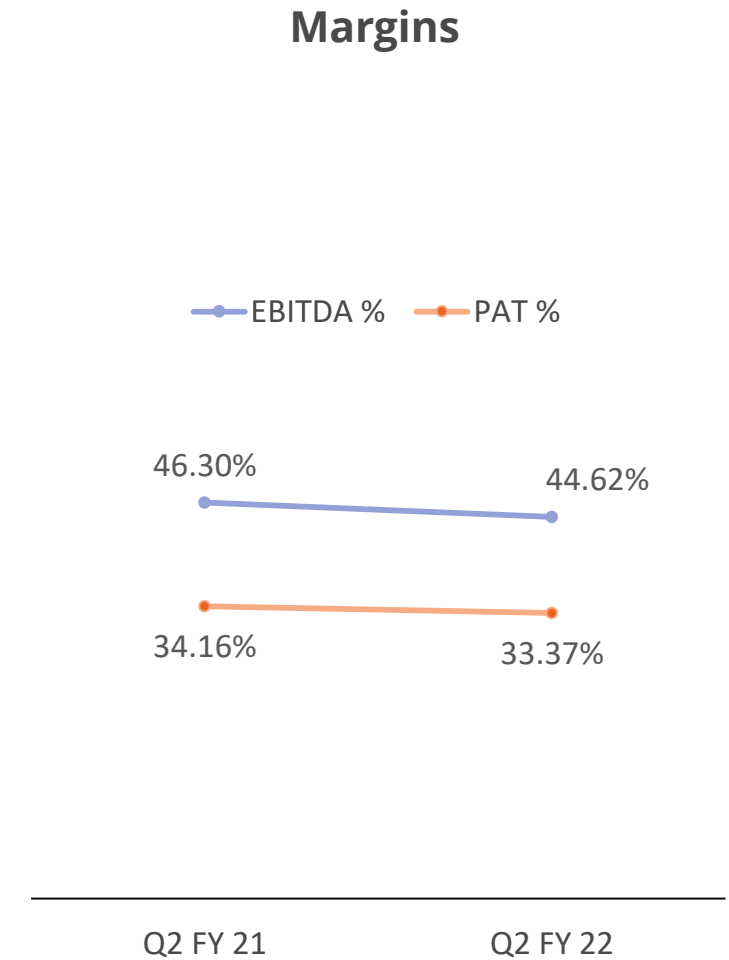
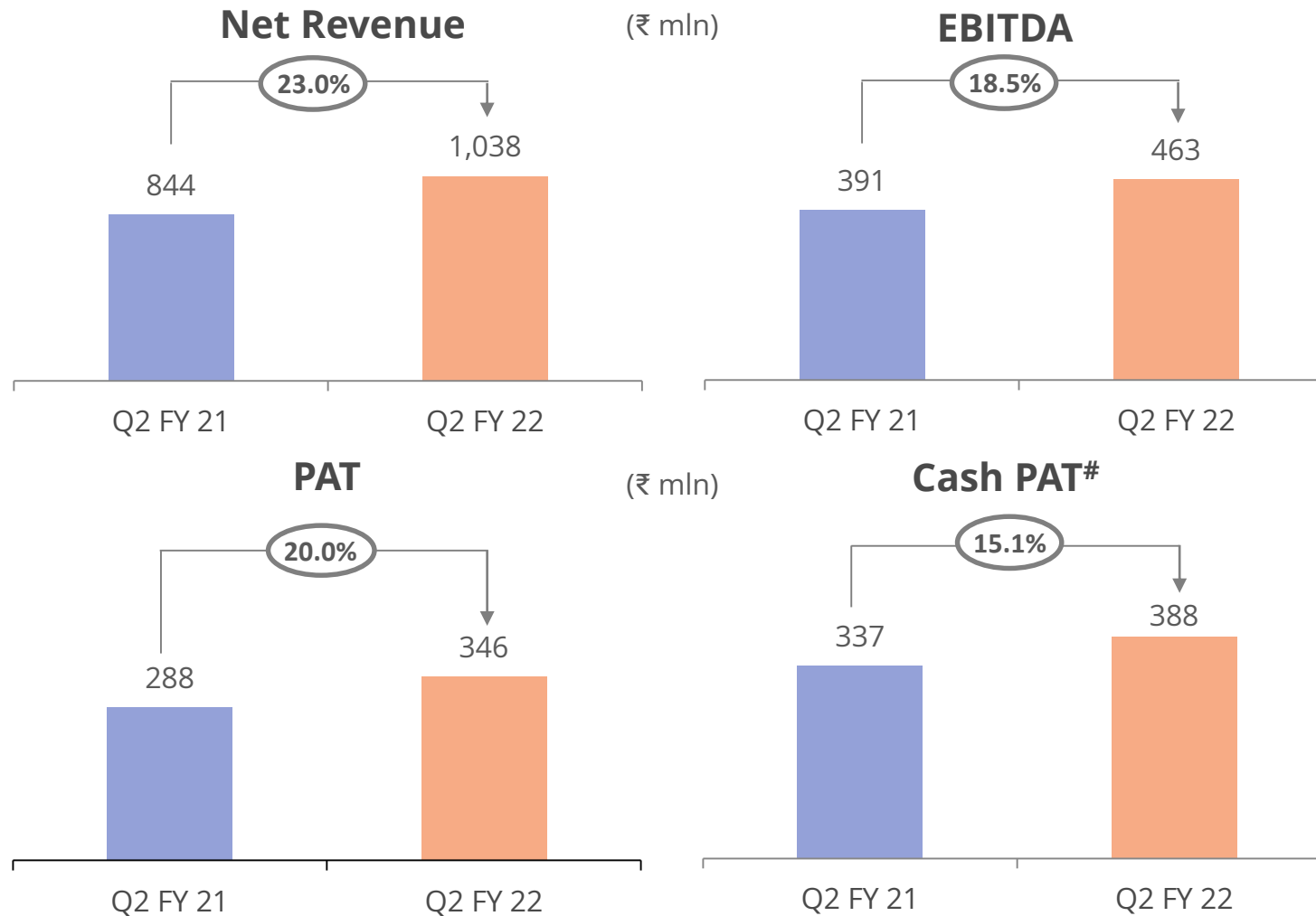
MoU with Deen Dayal Upadhyaya College, a  
constituent college of the University of Delhi

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# Q2 & H1FY22 EARNINGS



# Q2FY22 – Consolidated Performance Highlights

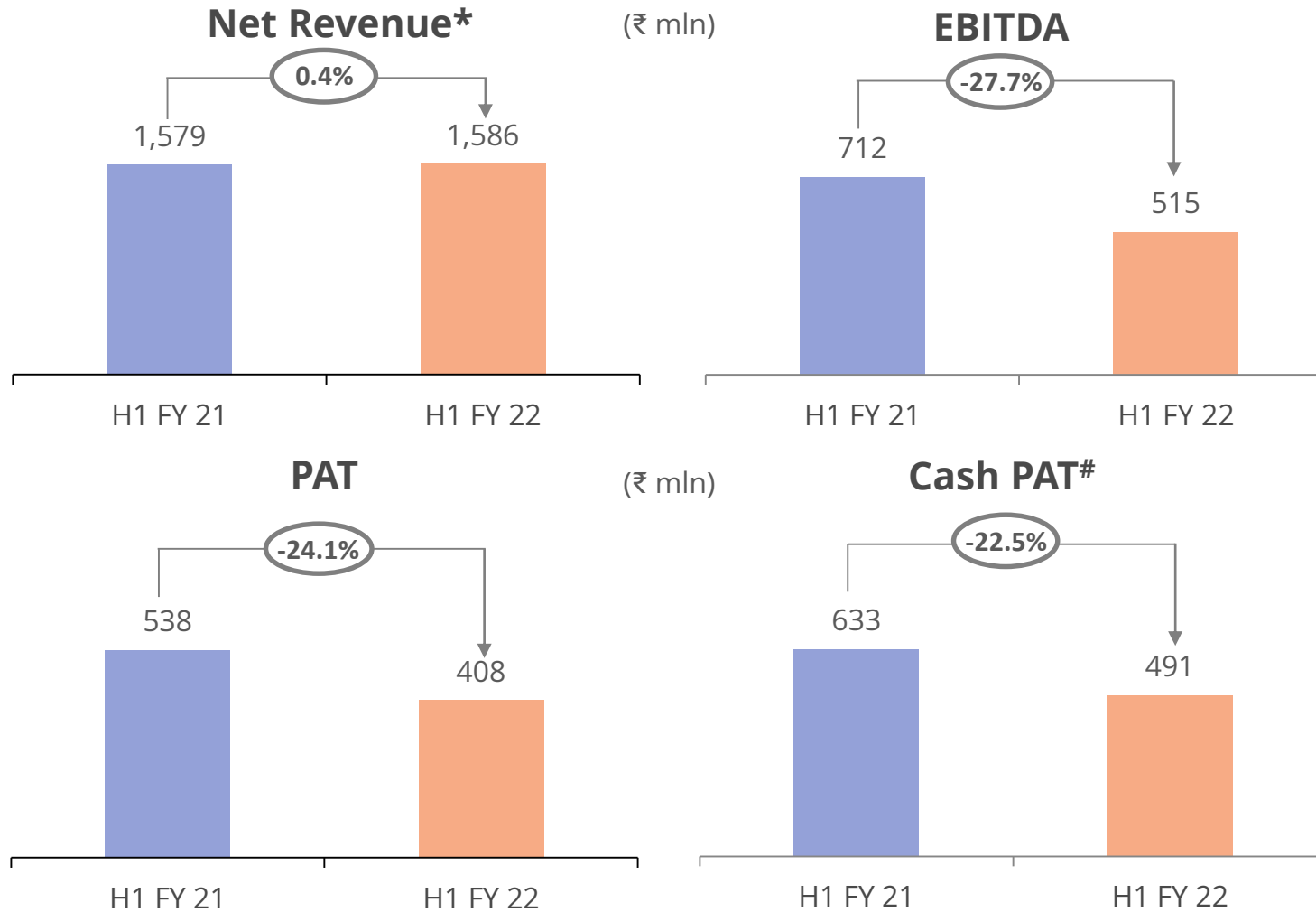


\*As per Ind AS

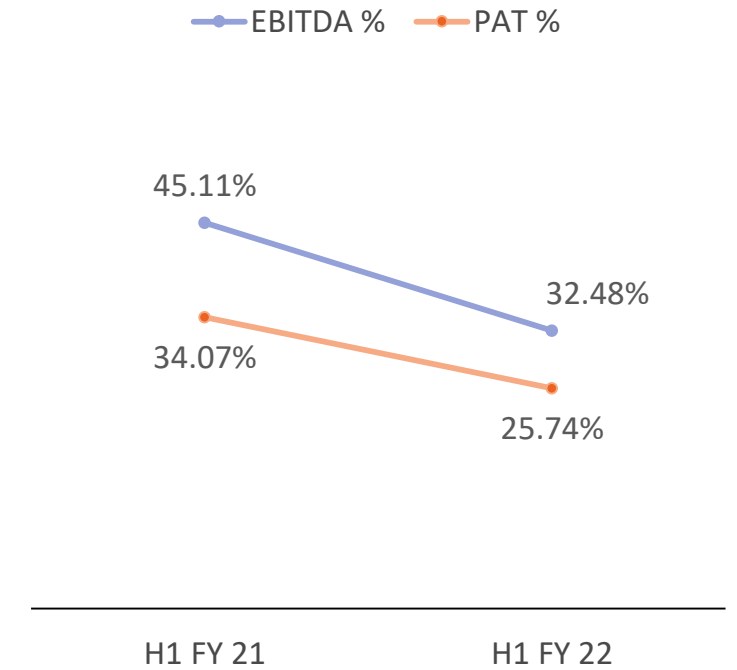
# Cash PAT = PAT + Depreciation



# H1FY22 – Consolidated Performance Highlights



## Margins



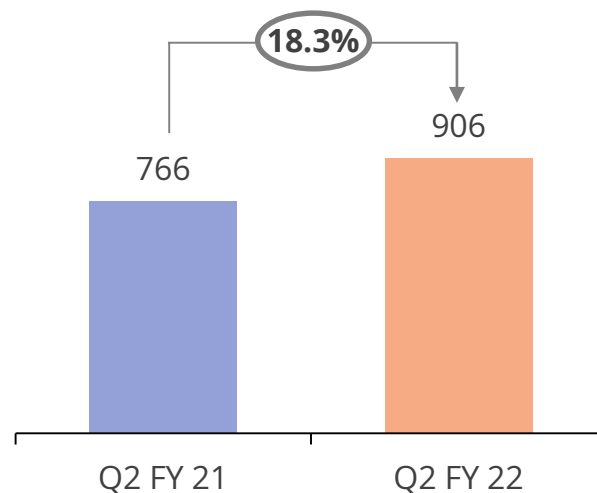
\*As per Ind AS

# Cash PAT = PAT + Depreciation

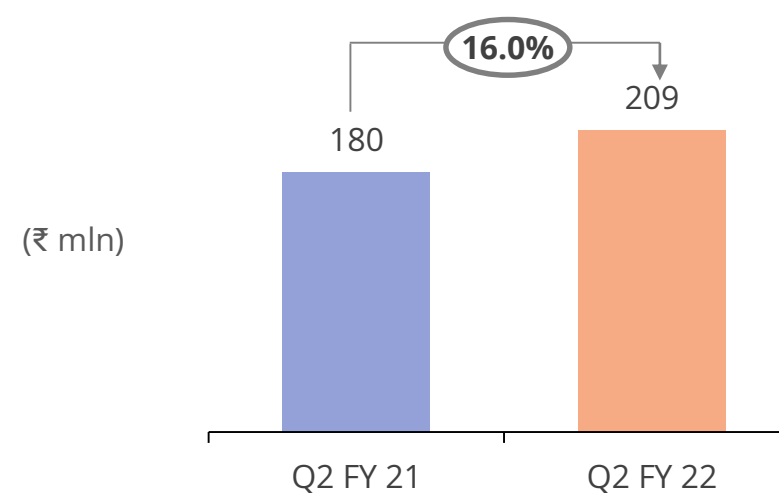
# Q2FY22 Segment performance

## Revenue break-up

### Retail

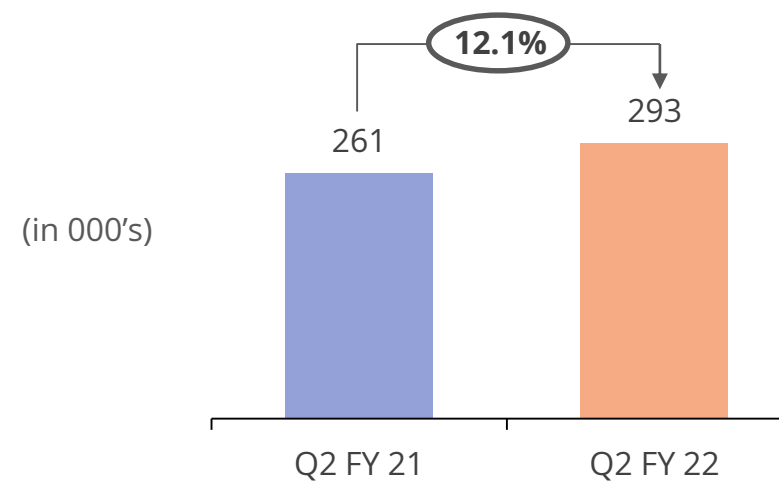
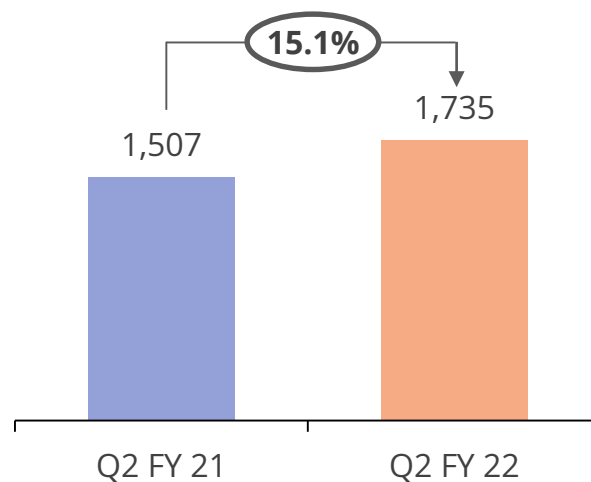


### Enterprise & Government



(₹ mn)

## Licenses Sold Analysis

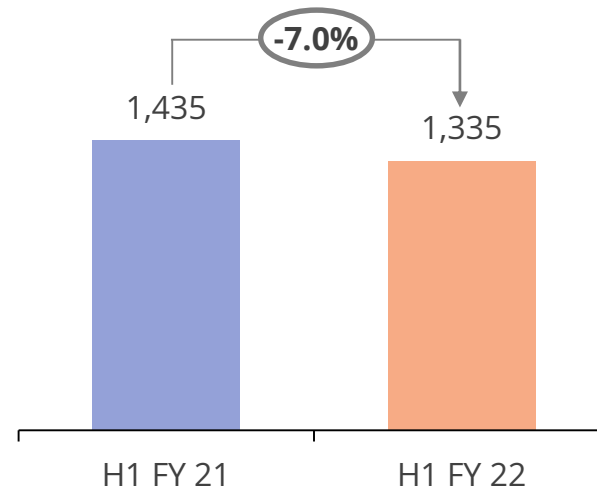


(in 000's)

# H1FY22 Segment performance

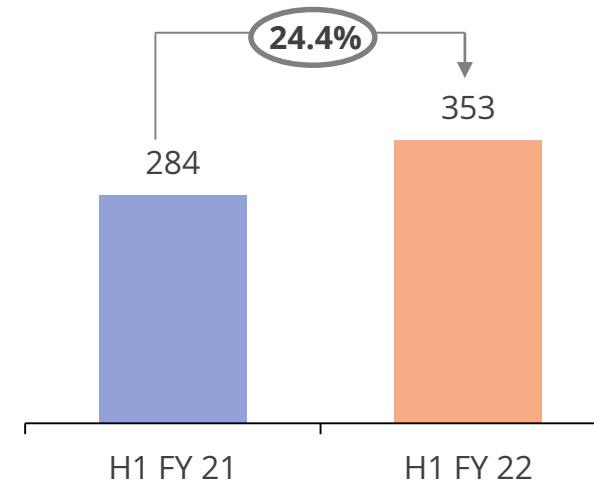
## Revenue break-up

### Retail

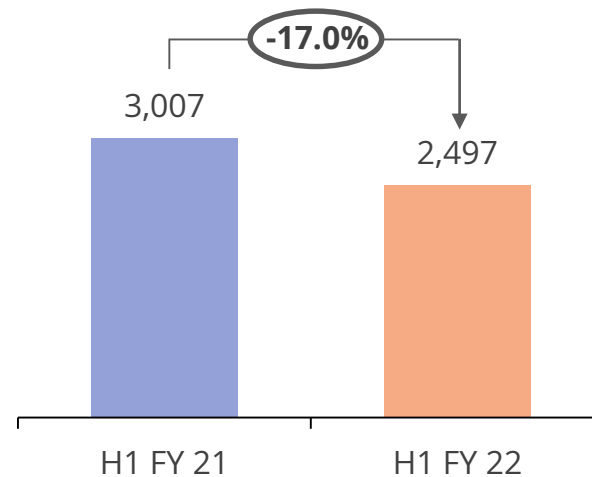


(₹ mln)

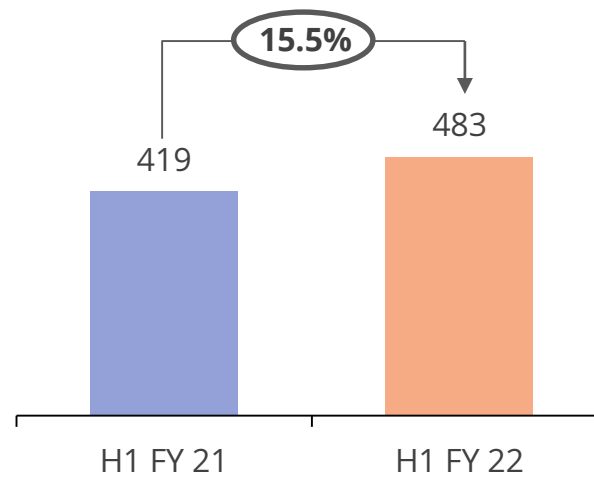
### Enterprise & Government



## Licenses Sold Analysis



(in 000's)



Based on net revenues before adjusting for sales incentives

# Q2FY22 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	Q2FY21	Q2FY22	% change	Q2FY21	Q2FY22	% change
<b>Total Revenue</b>	<b>828.60</b>	<b>1,037.92</b>	<b>25.26%</b>	<b>844.13</b>	<b>1037.85</b>	<b>22.95%</b>
Direct Cost	33.48	44.29		36.11	44.28	
<b>Gross Profit</b>	<b>795.12</b>	<b>993.63</b>	<b>24.97%</b>	<b>808.02</b>	<b>993.57</b>	<b>22.96%</b>
<b>Gross Margin</b>	<b>95.96%</b>	<b>95.73%</b>	<b>-23bps</b>	<b>95.72%</b>	<b>95.73%</b>	<b>1bps</b>
Operating Cost						
Research and Development (R&D)	168.89	201.02		168.89	201.02	
Sales and Marketing (S&M)	138.28	201.06		142.24	204.14	
General Administration (G&A)	100.62	128.58		106.03	125.33	
<b>Total Expenditure</b>	<b>407.79</b>	<b>530.66</b>	<b>-30.13%</b>	<b>417.16</b>	<b>530.49</b>	<b>-27.17%</b>
<b>EBITDA</b>	<b>387.33</b>	<b>462.97</b>	<b>19.53%</b>	<b>390.86</b>	<b>463.08</b>	<b>18.48%</b>
<b>EBITDA Margin</b>	<b>46.75%</b>	<b>44.61%</b>	<b>-214bps</b>	<b>46.30%</b>	<b>44.62%</b>	<b>-168bps</b>
Depreciation	48.74	41.58		48.79	41.62	
<b>EBIT</b>	<b>338.59</b>	<b>421.39</b>	<b>24.45%</b>	<b>342.07</b>	<b>421.46</b>	<b>23.21%</b>
<b>EBIT Margin</b>	<b>40.86%</b>	<b>40.60%</b>	<b>-26bps</b>	<b>40.52%</b>	<b>40.61%</b>	<b>9bps</b>
Other Income	57.19	36.49		58.25	36.51	
<b>Profit Before Tax (PBT after exceptional item)</b>	<b>395.78</b>	<b>457.88</b>	<b>15.69%</b>	<b>400.32</b>	<b>457.97</b>	<b>14.40%</b>
Tax	111.77	111.40		111.97	111.69	
<b>Profit After Tax (PAT)</b>	<b>284.01</b>	<b>346.48</b>	<b>22.00%</b>	<b>288.35</b>	<b>346.28</b>	<b>20.09%</b>
<b>PAT Margin</b>	<b>34.28%</b>	<b>33.38%</b>	<b>-89bps</b>	<b>34.16%</b>	<b>33.37%</b>	<b>-79bps</b>

NOTE: Certain figures have been re-grouped wherever necessary



# H1FY22 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	H1FY21	H1FY22	% change	H1FY21	H1FY22	% change
<b>Total Revenue</b>	<b>1,563.00</b>	<b>1,581.75</b>	<b>1.20%</b>	<b>1,578.75</b>	<b>1,585.69</b>	<b>0.44%</b>
Direct Cost	62.49	60.75		65.14	57.91	
<b>Gross Profit</b>	<b>1,500.51</b>	<b>1,521.00</b>	<b>1.37%</b>	<b>1,513.61</b>	<b>1,527.78</b>	<b>0.94%</b>
<b>Gross Margin</b>	<b>96.00%</b>	<b>96.16%</b>	<b>16bps</b>	<b>95.87%</b>	<b>96.35%</b>	<b>47bps</b>
Operating Cost						
Research and Development (R&D)	318.50	394.78		318.50	394.78	
Sales and Marketing (S&M)	261.68	359.67		269.71	365.43	
General Administration (G&A)	204.75	259.31		213.18	252.48	
<b>Total Expenditure</b>	<b>784.93</b>	<b>1,013.76</b>	<b>-29.15%</b>	<b>801.39</b>	<b>1,012.69</b>	<b>-26.37%</b>
<b>EBITDA</b>	<b>715.58</b>	<b>507.24</b>	<b>-29.11%</b>	<b>712.22</b>	<b>515.09</b>	<b>-27.68%</b>
<b>EBITDA Margin</b>	<b>45.78%</b>	<b>32.07%</b>	<b>-1371bps</b>	<b>45.11%</b>	<b>32.48%</b>	<b>-1263bps</b>
Depreciation	95.24	82.54		95.30	82.60	
<b>EBIT</b>	<b>620.34</b>	<b>424.70</b>	<b>-31.54%</b>	<b>616.92</b>	<b>432.49</b>	<b>-29.90%</b>
<b>EBIT Margin</b>	<b>39.69%</b>	<b>26.85%</b>	<b>-1284bps</b>	<b>39.08%</b>	<b>27.27%</b>	<b>-1180bps</b>
Other Income	119.82	98.84		121.40	99.02	
<b>Profit Before Tax (PBT after exceptional items)</b>	<b>740.16</b>	<b>523.54</b>	<b>-29.27%</b>	<b>738.32</b>	<b>531.51</b>	<b>-28.01%</b>
Exceptional items	-	21.64		-	-	
<b>Profit Before Tax</b>	<b>740.16</b>	<b>501.90</b>	<b>-32.19%</b>	<b>738.32</b>	<b>531.51</b>	<b>-28.01%</b>
Tax	199.82	122.81		200.39	123.40	
<b>Profit After Tax (PAT)</b>	<b>540.34</b>	<b>379.09</b>	<b>-29.84%</b>	<b>537.93</b>	<b>408.11</b>	<b>-24.13%</b>
<b>PAT Margin</b>	<b>34.57%</b>	<b>23.97%</b>	<b>-1060bps</b>	<b>34.07%</b>	<b>25.74%</b>	<b>-834bps</b>

NOTE: Certain figures have been re-grouped wherever necessary

# Q2FY22 – Ratio analysis



In %	Standalone		Consolidated	
	Q2FY21	Q2FY22	Q2FY21	Q2FY22
<b>Expenses</b>				
Direct Cost / Revenue	4.04%	4.27%	4.28%	4.27%
R&D / Revenue	20.38%	19.37%	20.01%	19.37%
S&M / Revenue	16.69%	19.37%	16.85%	19.67%
G&A / Revenue	12.14%	12.39%	12.56%	12.08%
Total Cost / Revenue	49.21%	51.13%	49.42%	51.11%
<b>Margin</b>				
Gross Margin	95.96%	95.73%	95.72%	95.73%
EBITDA	46.75%	44.61%	46.30%	44.62%
EBIT	40.86%	40.60%	40.52%	40.61%
PBT	47.76%	44.12%	47.42%	44.13%
PAT	34.28%	33.38%	34.16%	33.37%

# H1FY22 – Ratio analysis



In %	Standalone		Consolidated	
	H1FY21	H1FY22	H1FY21	H1FY22
<b>Expenses</b>				
Direct Cost / Revenue	4.00%	3.84%	4.13%	3.65%
R&D / Revenue	20.38%	24.96%	20.17%	24.90%
S&M / Revenue	16.74%	22.74%	17.08%	23.05%
G&A / Revenue	13.10%	16.39%	13.50%	15.92%
Total Cost / Revenue	50.22%	64.09%	50.76%	63.86%
<b>Margin</b>				
Gross Margin	96.00%	96.16%	95.87%	96.35%
EBITDA	45.78%	32.07%	45.11%	32.48%
EBIT	39.69%	26.85%	39.08%	27.27%
PBT	47.36%	33.10%	46.77%	33.52%
PAT	34.57%	23.97%	34.07%	25.74%

# Consolidated Balance Sheet

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EQUITY AND LIABILITIES (₹ mln)	Sep 30, 2020	Sep 30, 2021
<b>Share Holder's Funds:</b>		
Equity Share Capital	642.03	579.01
Share application money pending allotment	-	0.03
Reserves and Surplus	6,341.20	5,205.94
<b>Total Shareholder Funds</b>	<b>6,983.23</b>	<b>5,784.98</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	6.86	2.03
Other Non Current Liabilities	0.30	-
Deferred tax liability (net)	-	6.14
<b>Total Non-Current Liabilities</b>	<b>7.16</b>	<b>8.17</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	501.73	500.02
Other Financial Liabilities	18.15	12.22
Other Current Liabilities	142.54	172.98
Net employee defined benefit liabilities	11.42	13.75
Current tax liabilities (Net)	136.97	1.62
<b>Total Current Liabilities</b>	<b>810.81</b>	<b>700.59</b>
<b>Total Equity &amp; Liabilities</b>	<b>7,801.20</b>	<b>6,493.74</b>

ASSETS (₹ mln)	Sep 30, 2020	Sep 30, 2021
<b>Non-Current Assets:</b>		
Property, plant and equipment	1,427.40	1,361.70
Capital work-in-progress	34.00	21.10
Intangible assets	70.86	43.63
<b>Non-current financial assets</b>		
Investments in MF ,Tax-Free Bonds & others	172.78	247.48
Loan and Security Deposits	3.82	3.65
Bank Balances	4.03	-
Deferred tax assets (net)	31.16	-
Other non current assets	211.23	129.46
<b>Total Non-Current Assets</b>	<b>1,955.28</b>	<b>1,807.02</b>
<b>Current assets:</b>		
Inventories	46.69	36.83
Investment in Mutual Fund	3,658.79	2,542.88
Trade and other receivables	1,327.97	1,469.35
Bank Balances & Cash and Cash Equivalents	128.09	158.12
Investment in Fixed Deposit	561.50	406.80
Loan and security deposits	8.03	3.93
Interest accrued on FDR & Tax-Free Bonds	12.77	5.46
Other Current assets	102.08	57.81
Assets classified as held for sale	-	5.54
<b>Total Current Assets</b>	<b>5,845.92</b>	<b>4,686.72</b>
<b>Total Assets</b>	<b>7,801.20</b>	<b>6,493.74</b>

NOTE: Certain figures have been re-grouped wherever necessary



# Standalone Balance Sheet

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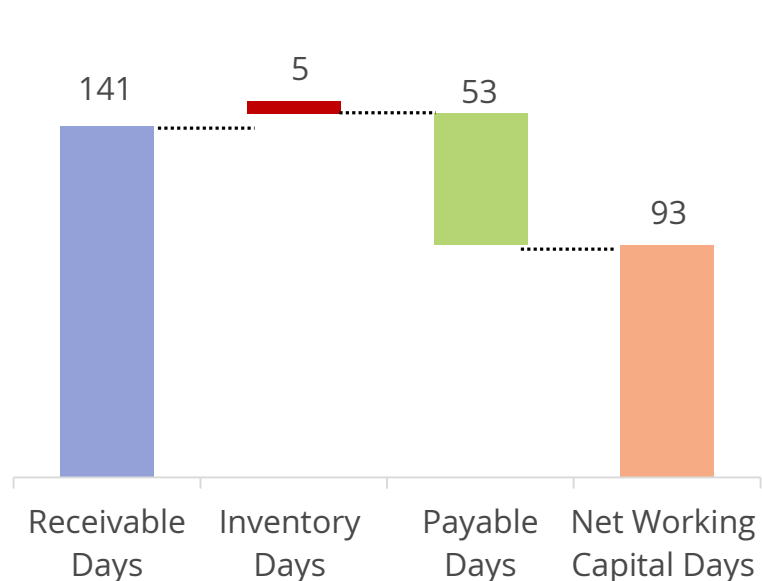
Enterprise Cybersecurity Solutions by Quick Heal

EQUITY AND LIABILITIES (₹ mln)	Sep 30, 2020	Sep 30, 2021
<b>Share Holder's Funds:</b>		
Equity Share Capital	642.03	579.01
Share application money pending allotment	-	0.03
Reserves and Surplus	6,387.57	5,220.84
<b>Total Shareholder Funds</b>	<b>7,029.60</b>	<b>5,799.88</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	6.86	2.03
Other Non Current Liabilities	0.30	-
Deferred tax liability (net)	-	6.14
<b>Total Non-Current Liabilities</b>	<b>7.16</b>	<b>8.17</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	500.29	503.55
Other Financial Liabilities	18.15	12.22
Other Current Liabilities	140.07	171.94
Net employee defined benefit liabilities	11.42	13.75
Current tax liabilities (Net)	136.37	1.21
<b>Total Current Liabilities</b>	<b>806.30</b>	<b>702.67</b>
<b>Total Equity &amp; Liabilities</b>	<b>7,843.06</b>	<b>6,510.72</b>

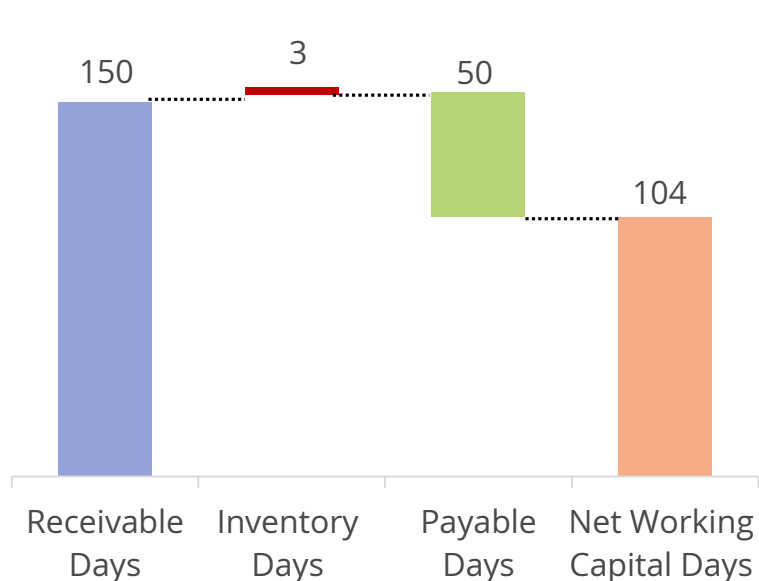
ASSETS (₹ mln)	Sep 30, 2020	Sep 30, 2021
<b>Non-Current Assets:</b>		
Property, plant and equipment	1,427.18	1,361.33
Capital work-in-progress	34.00	21.10
Intangible assets	70.68	43.49
<b>Non-current financial assets</b>		
Investments in MF ,Tax-Free Bonds & others	287.79	348.12
Loan and Security Deposits	3.82	3.65
Bank Balances	4.03	-
Deferred tax assets (net)	31.16	-
Other non current assets	211.23	129.46
<b>Total Non-Current Assets</b>	<b>2,069.89</b>	<b>1,907.15</b>
<b>Current assets:</b>		
Inventories	46.47	36.80
Investment in Mutual Fund	3,658.79	2,542.88
Trade and other receivables	1,315.42	1,475.03
Bank Balances & Cash and Cash Equivalents	68.73	70.86
Investment in Fixed Deposit	561.50	406.80
Loan and security deposits	7.96	3.86
Interest accrued on FDR & Tax-Free Bonds	12.77	5.46
Other Current assets	101.53	56.34
Assets classified as held for sale	-	5.54
<b>Total Current Assets</b>	<b>5,773.17</b>	<b>4,603.57</b>
<b>Total Assets</b>	<b>7,843.06</b>	<b>6,510.72</b>

NOTE: Certain figures have been re-grouped wherever necessary

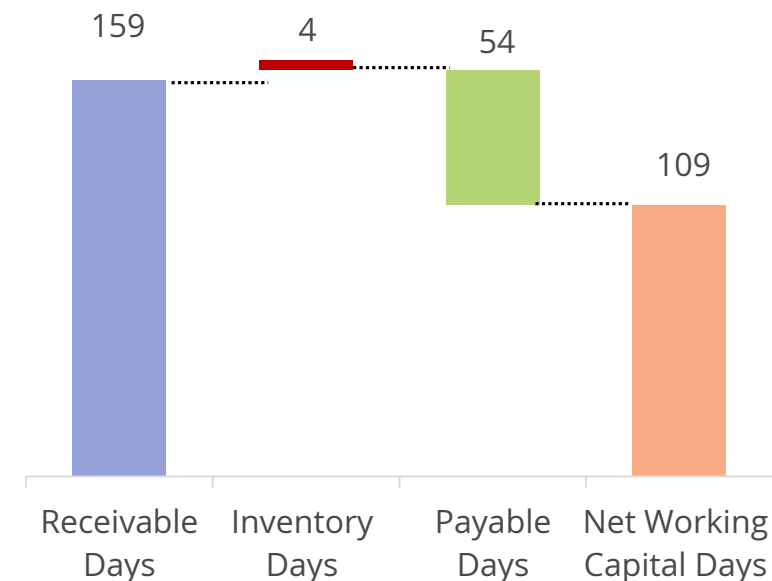
At the end of September, 2020\*



At the end of March, 2021\*\*



At the end of September, 2021\*



**Note\***

Receivable Days = [(Debtors/ Sales) X (183 days)]

Inventory Days = [(Inventory/Sales) X (183 days)]

Payable Days = [(Creditor/Sales) X (183 days)]

Calculation is based on net revenues before adjusting for sales incentives

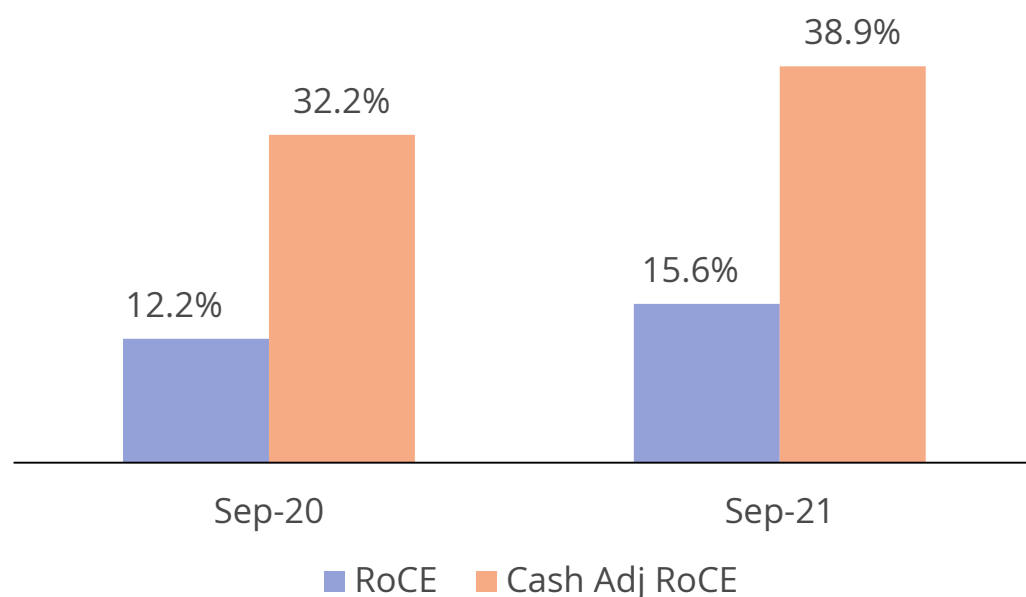
**Note\*\***

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

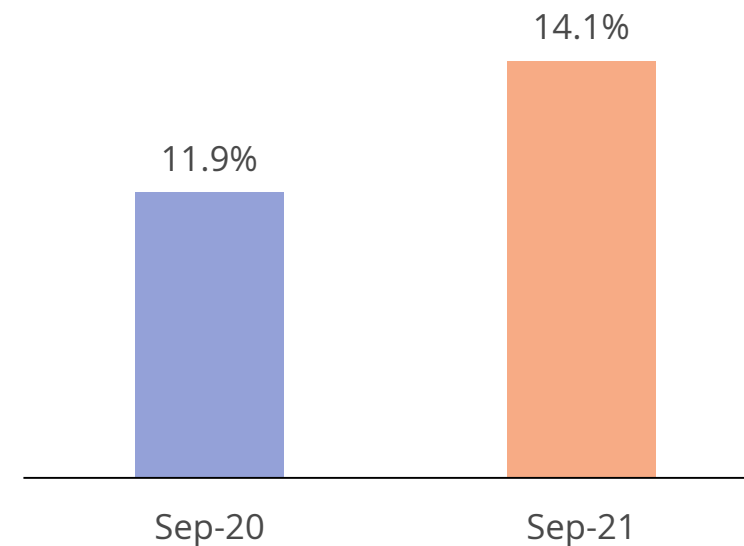
Inventory Days = [(Inventory/Sales) X (365 days)]

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

## 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





**Quick Heal**

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Enterprise Cybersecurity Solutions by Quick Heal

# Thank You

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**CIN No:**

**L72200MH1995PLC091408**

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



## Products Sold in following countries

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

## Sales & Support offices across India

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

