



Quick Heal

Security Simplified

INVESTOR PRESENTATION

Q4 FY21

May 2021

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Agenda

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Q4FY21 Earnings

Quick Heal

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SECURITE
Enterprise Cybersecurity Solutions by Quick Heal

Q4FY21 & FY21 EARNINGS HIGHLIGHTS



Q4 & FY21 Earnings Highlights

REVENUE



Q4FY21 Revenue at

₹ **1,053** mln

up 63.9% from ₹ 643 mln
in Q4FY20

FY21 Revenue at

₹ **3,330** mln

up 16.4% from ₹ 2,861 mln
in FY20

EBITDA



Q4FY21 EBITDA at

₹ **538** mln

up 609.0% from ₹ 76 mln
in FY20

FY21 EBITDA at

₹ **1,415** mln

up 54.8% from ₹ 914 mln
in FY20

PAT

Q4FY21 PAT at

₹ **397** mln

up 397.0% from ₹ 80 mln in FY20

FY21 PAT at

₹ **1,070** mln

up 43.8% from ₹ 744 mln in FY20

FY21 Revenue split

Retail 81.8%



Enterprise +
Government 18.2%

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

				Total
Q1	3	0	0	3
Q2	14	5	0	19
Q3	12	5	1	18
Q4	16	12	1	29

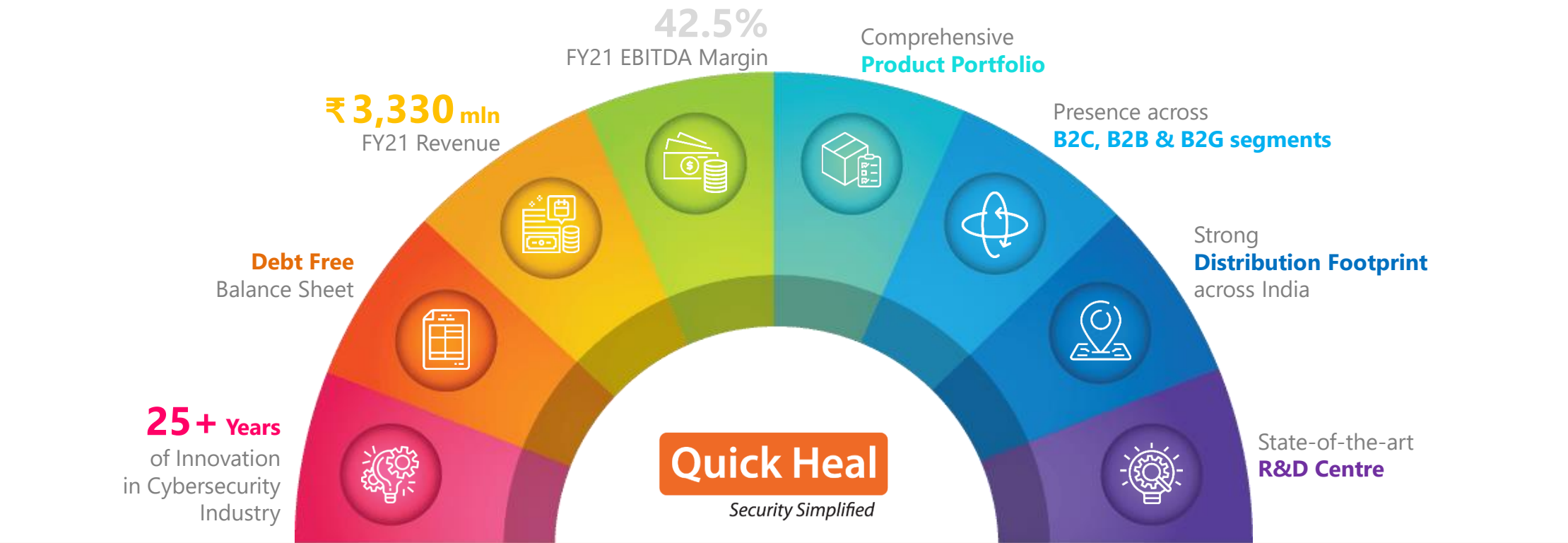
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COMPANY OVERVIEW

Company at a glance



Purpose

Innovate to "simplify" securing digital experience.

Vision

To be trusted by our customers in securing the digital world and aim to grow as reputable global market leader.

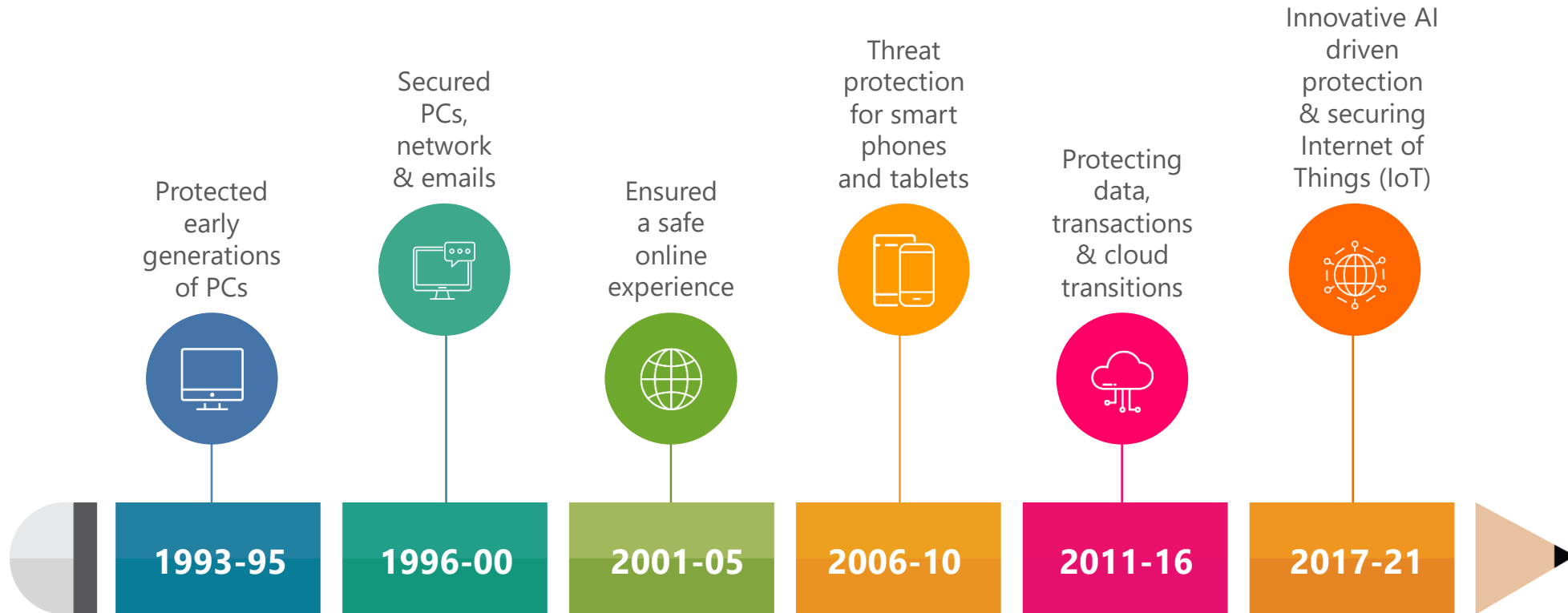
Mission

Empowering the team to solve business problems.

Our journey

Quick Heal
Security Simplified

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Enterprise Cybersecurity Solutions by Quick Heal



Over 25 years
of simplifying security

Scripting a new success story In the cybersecurity industry

Quick Heal



₹ **2,994** mln
FY21 Revenue*



SEQRITE



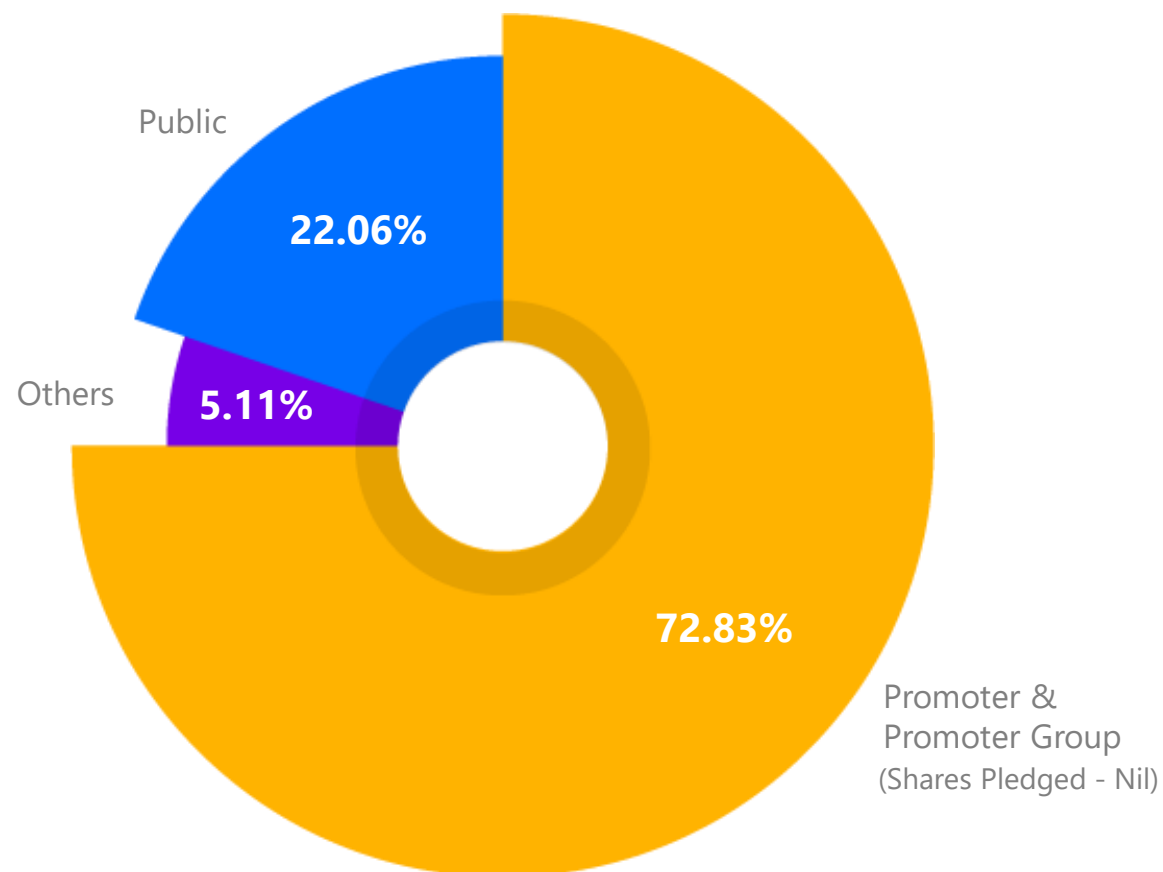
₹ **665** mln
FY21 Revenue*

*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 – 31st March 2021



Shareholder Information (as on 31st March 2021)

NSE Ticker	QUICKHEAL
BSE Ticker	539678
Market Cap (INR mln)	10,148
% Free-float	27.17%
Free-float market cap (INR mln)	2,757
Total Debt (INR mln)	-
Cash & Cash Equivalents (INR mln)	4,809
Shares Outstanding	6,42,07,868
3M ADTV (Shares)*	5,96,783
3M ADTV (INR mln)*	108.7
Industry	IT Software Products

*Source: NSE

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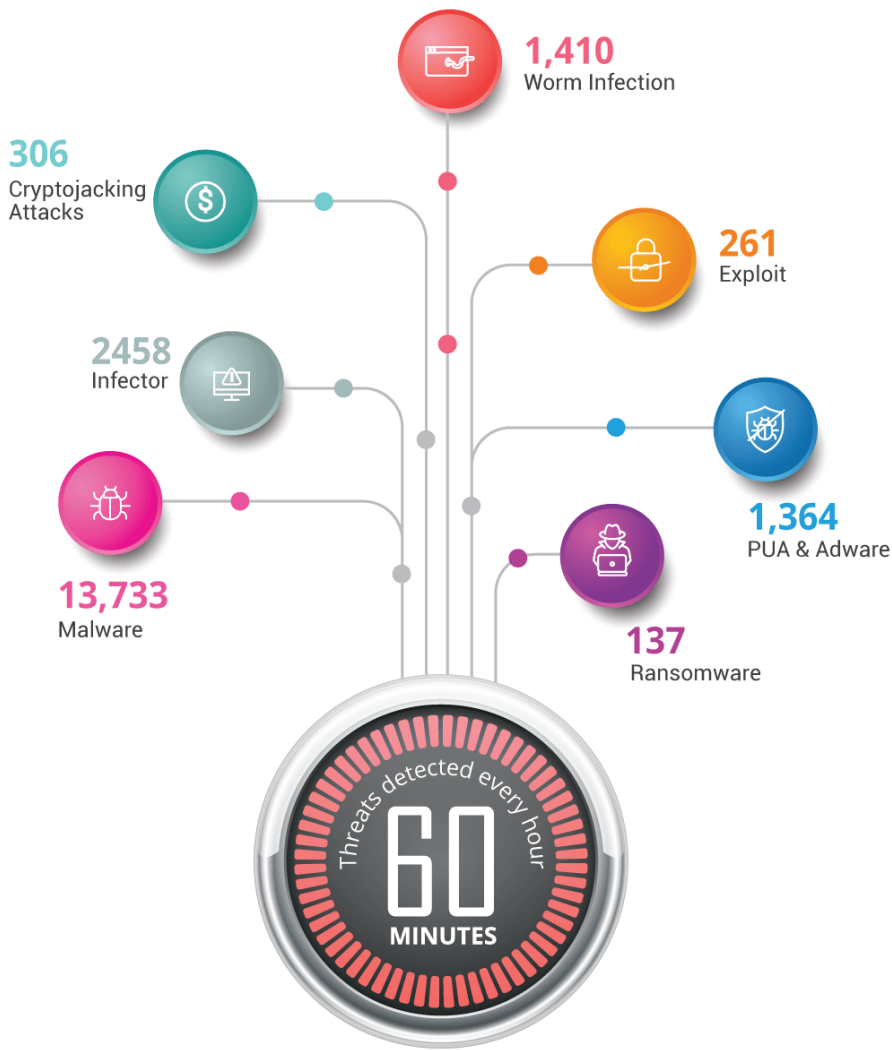
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INDUSTRY OVERVIEW

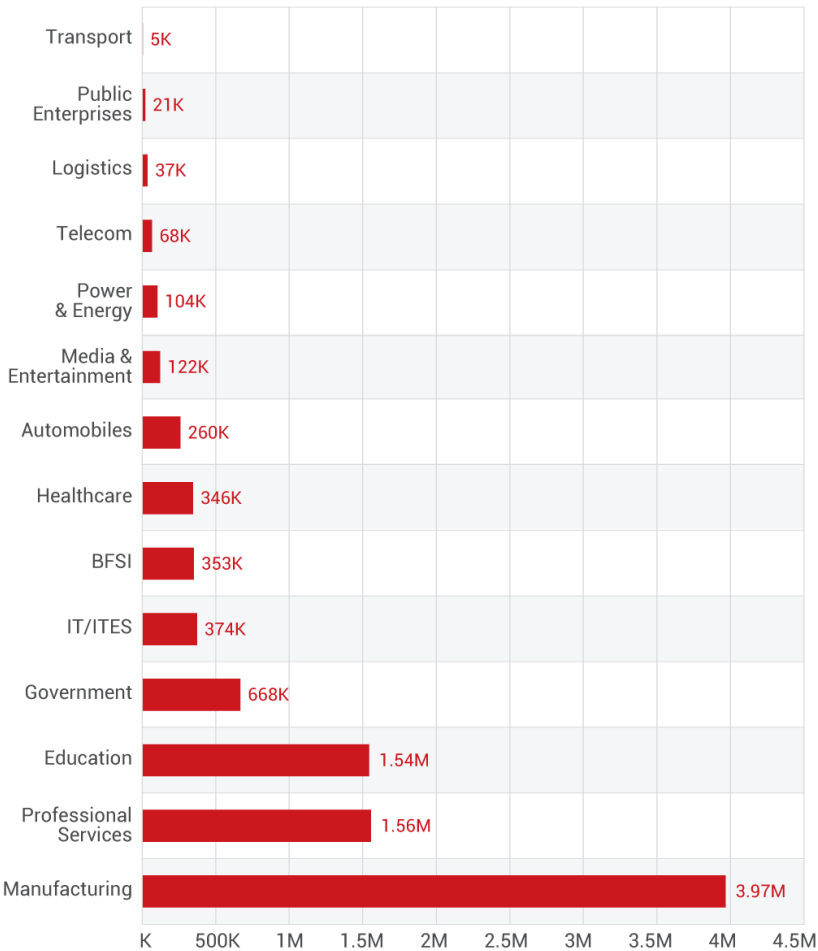
2020 Cyber threat landscape shows that...

Detection Highlights - 2020



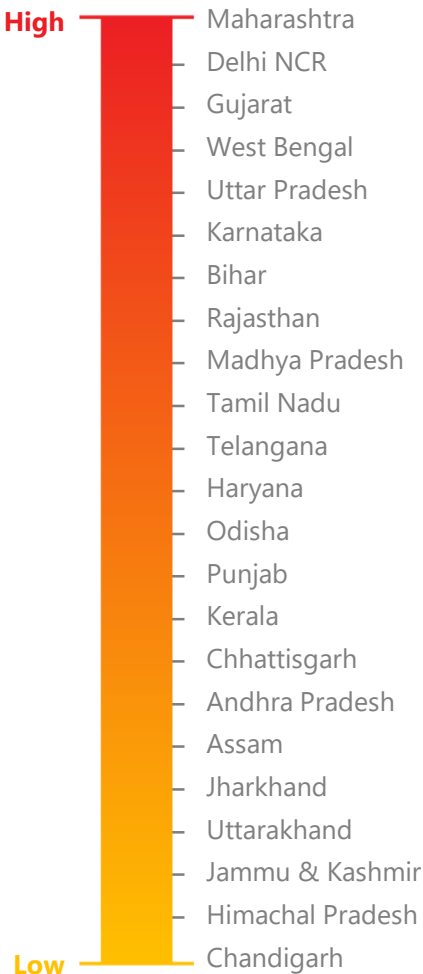
Source: Seqrite Threat Report 2021

Indian Industries most at risk



Source: Seqrite Threat Report 2021

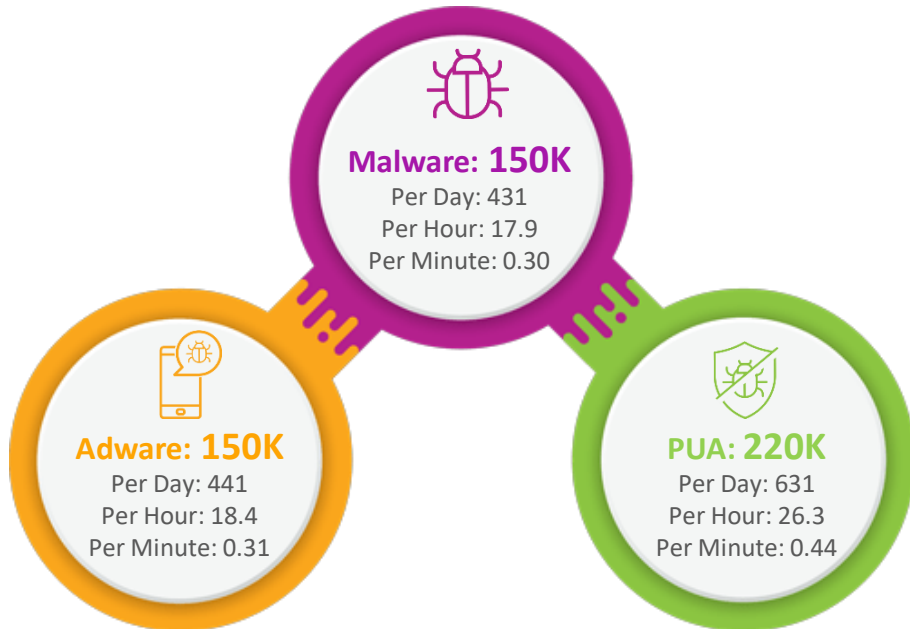
States most affected



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 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

Hackers hit India's no 2 broker Upstox

The Times of India (April 12, 2021)

India was the second most cyber-attacked country in Asia-Pacific in 2020 – *The New Indian Express (February 25, 2021)*

Almost 300% rise in cyber attacks in India in 2020, govt tells Parliament – *Hindustan Times (March 23, 2021)*

Cyber Agency asks Indian FB users to enhance account privacy – *The Hindu (April 20, 2021)*

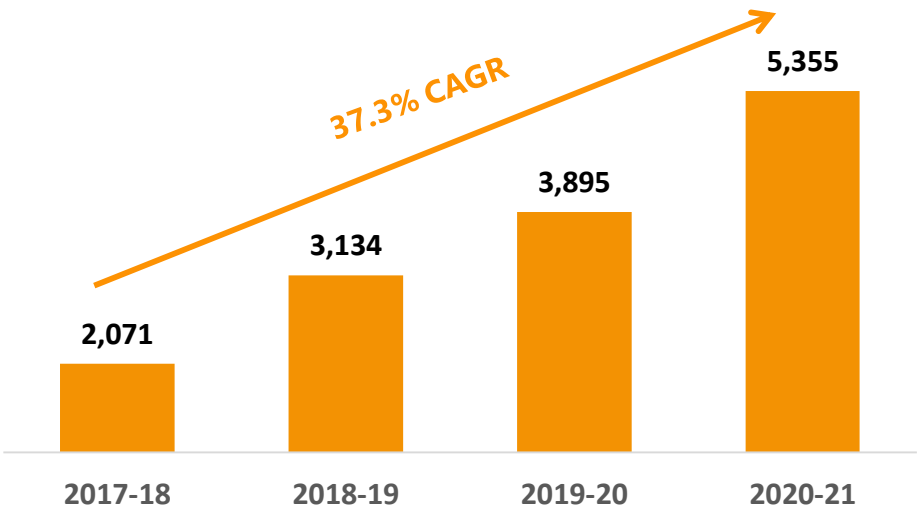
Spike in data breaches sends firms scrambling for security cover – *The Times of India (May 03, 2021)*

Domino's India database likely hacked, 1 million credit card details leaked along with mail IDs, cell numbers – *India Today (April 19, 2021)*

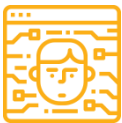
Source: Reputed News Outlets

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

Digital Transactions – INR Crore



India in Numbers



1.29b

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



50%

Internet penetration in India in 2020



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

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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

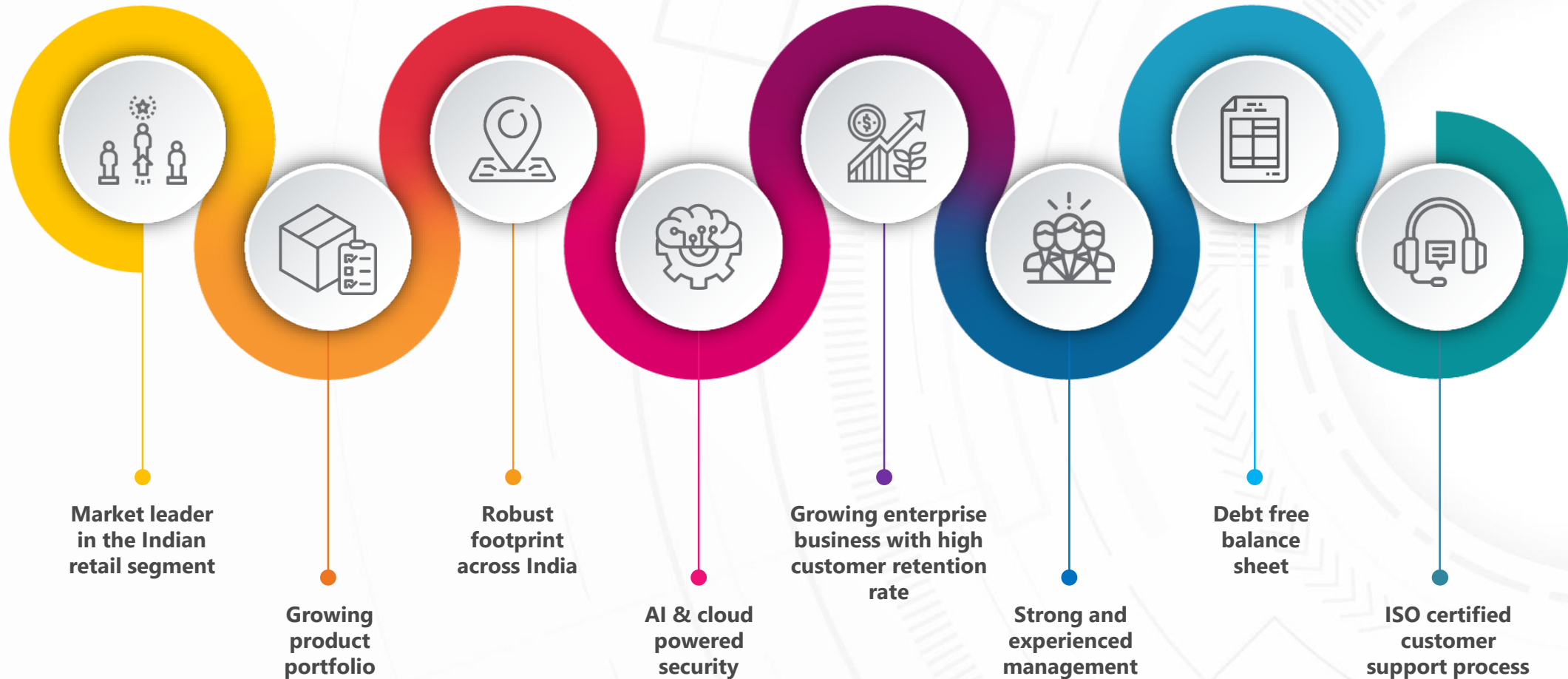


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THE QUICK HEAL ADVANTAGE

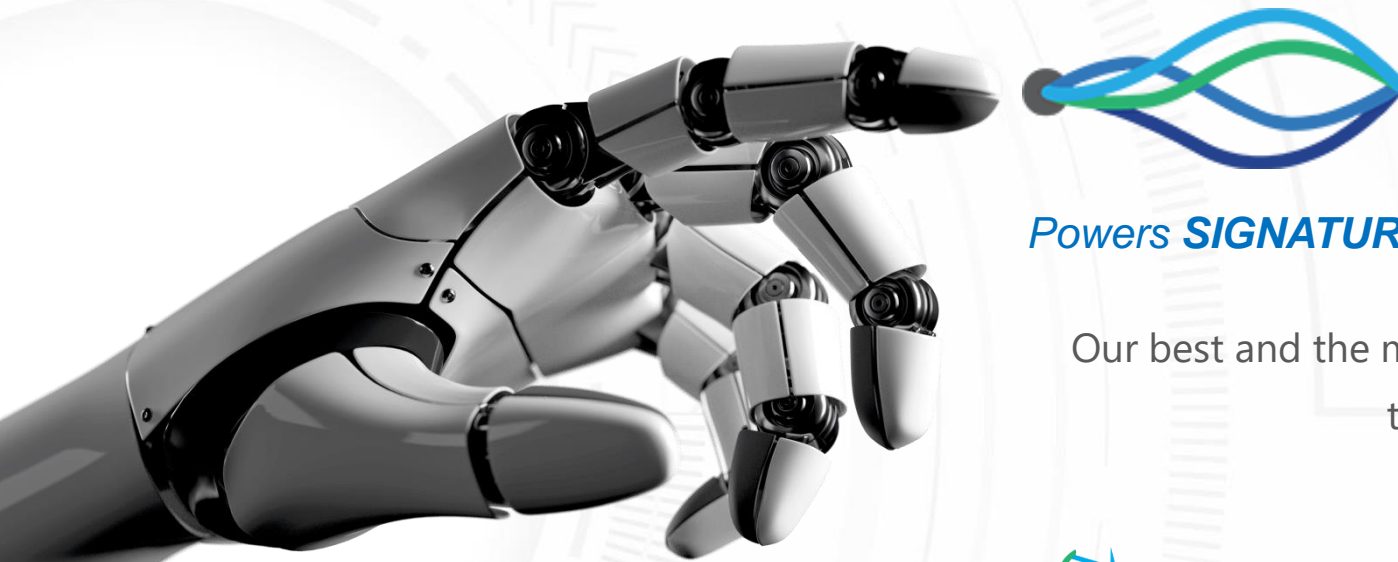
Quick Heal is well positioned to leverage its strengths to capture the future opportunities



Strong threat detection and prevention capabilities...

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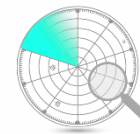


Powers **SIGNATURE-LESS** and **SIGNATURE-BASED** detections

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



New Launch...

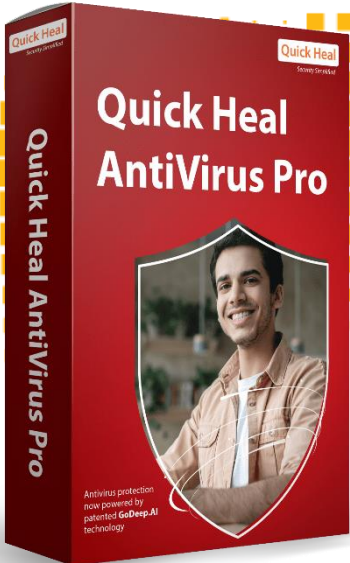


Integrate your **cybersecurity
to make data-driven solutions
from a **single dashboard****

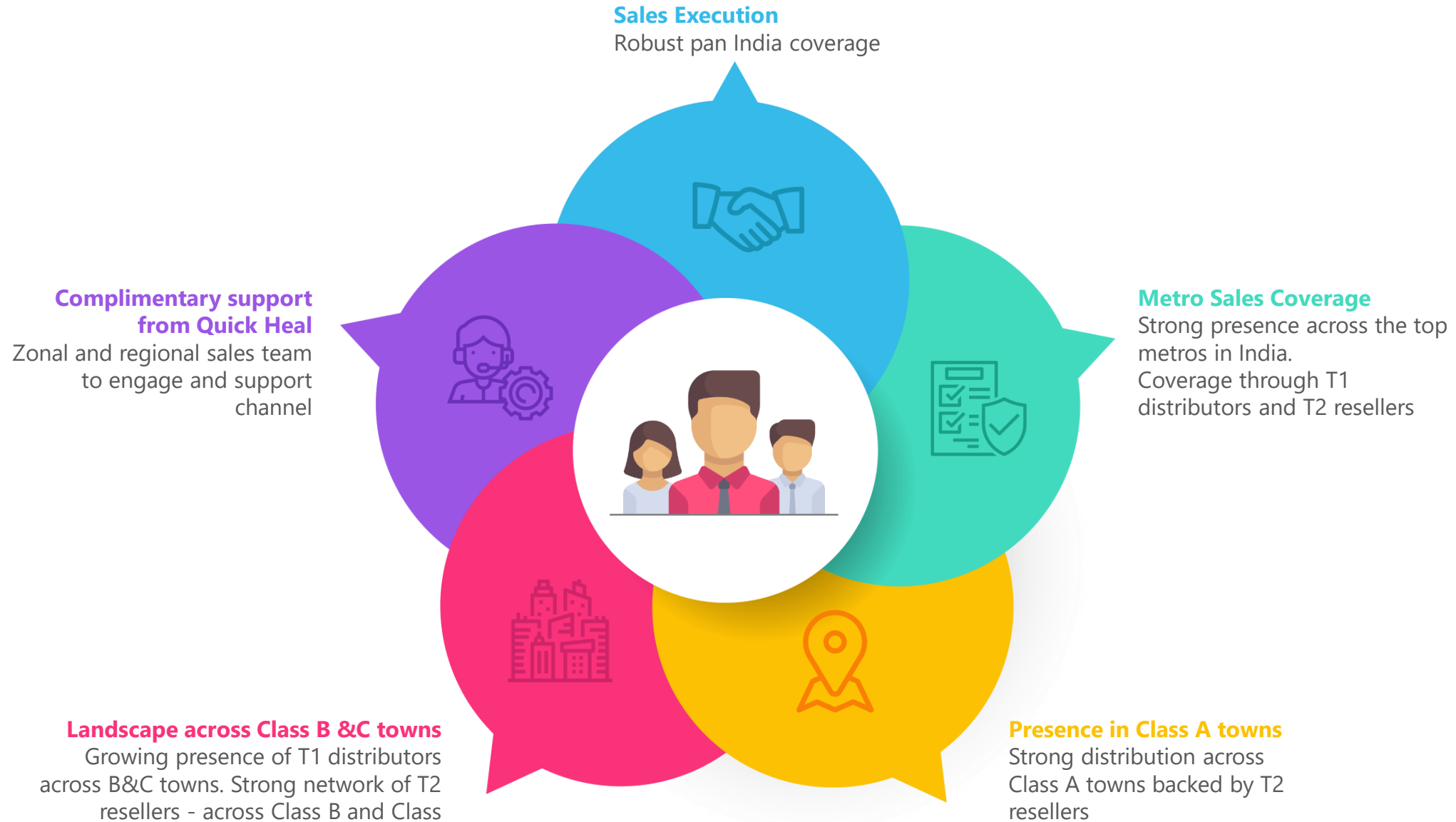
#GetTheHawkkAdvantage



Product Portfolio – Home, SOHO & Mobile



Robust sales & distribution network in India



QUICK HEAL Global Presence

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India (HO)
Quick Heal Technologies
Limited

USA
Quick Heal Technologies
America Inc.

Japan
Quick Heal Japan KK

Kenya
Quick Heal Technologies
Africa Limited

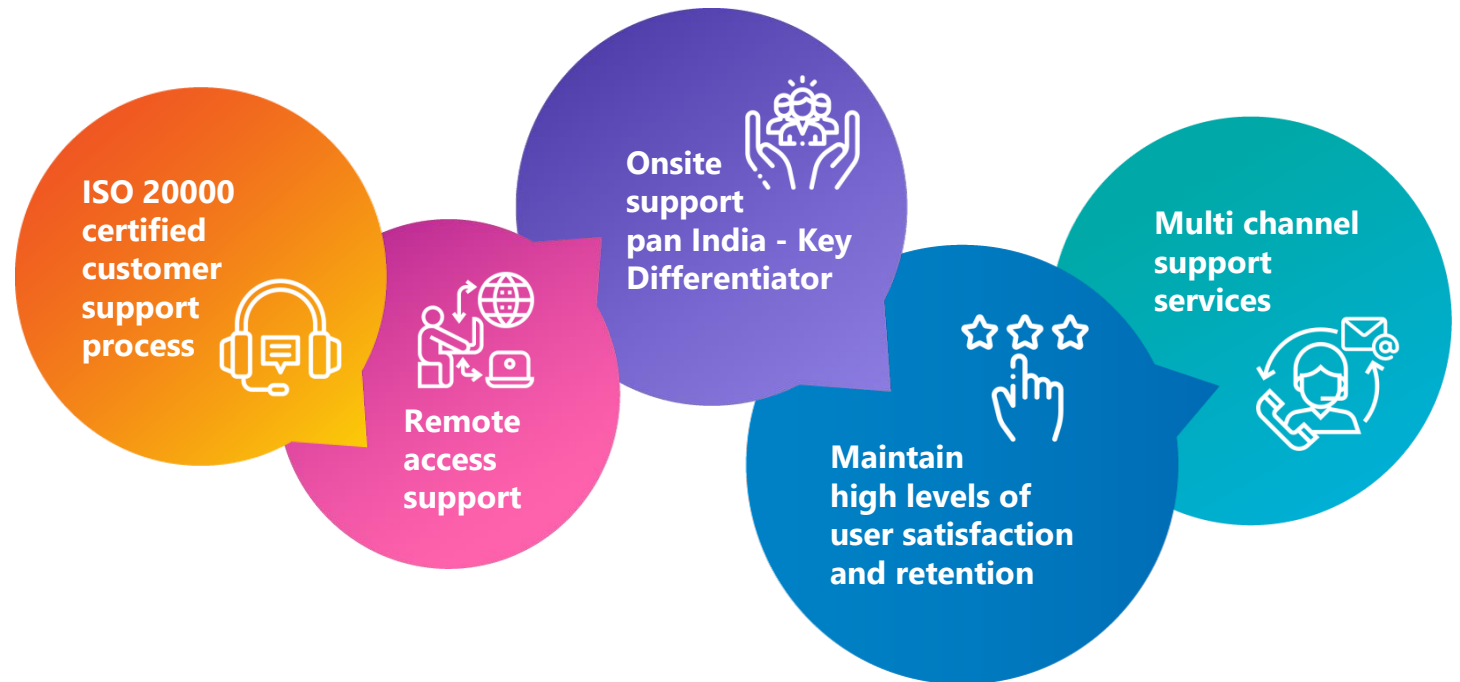
UAE
Seqrite Technologies
DMCC

For product sold countries refer annexure (slide no: 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

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

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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.



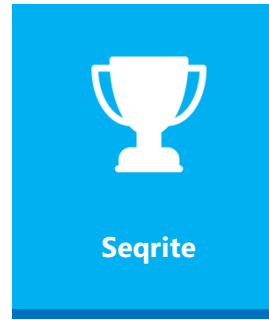
Mr. Deepak Mishra
Head, Retail Sales

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...



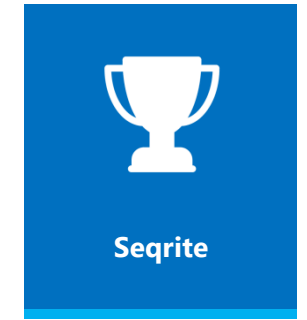
Best Enterprise IT Security Brand at the 11th NCN Innovative Product Award 2018



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

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

Securing the future through our community initiatives

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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 to the needy 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

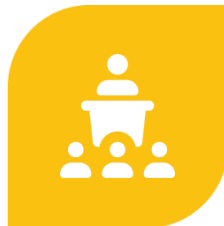
Offerings



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

Manav Rachna University

MoU with Manav Rachna University (MRU) for a joint B. Tech in Cyber Security & Threat Intelligence, programme

NEW

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

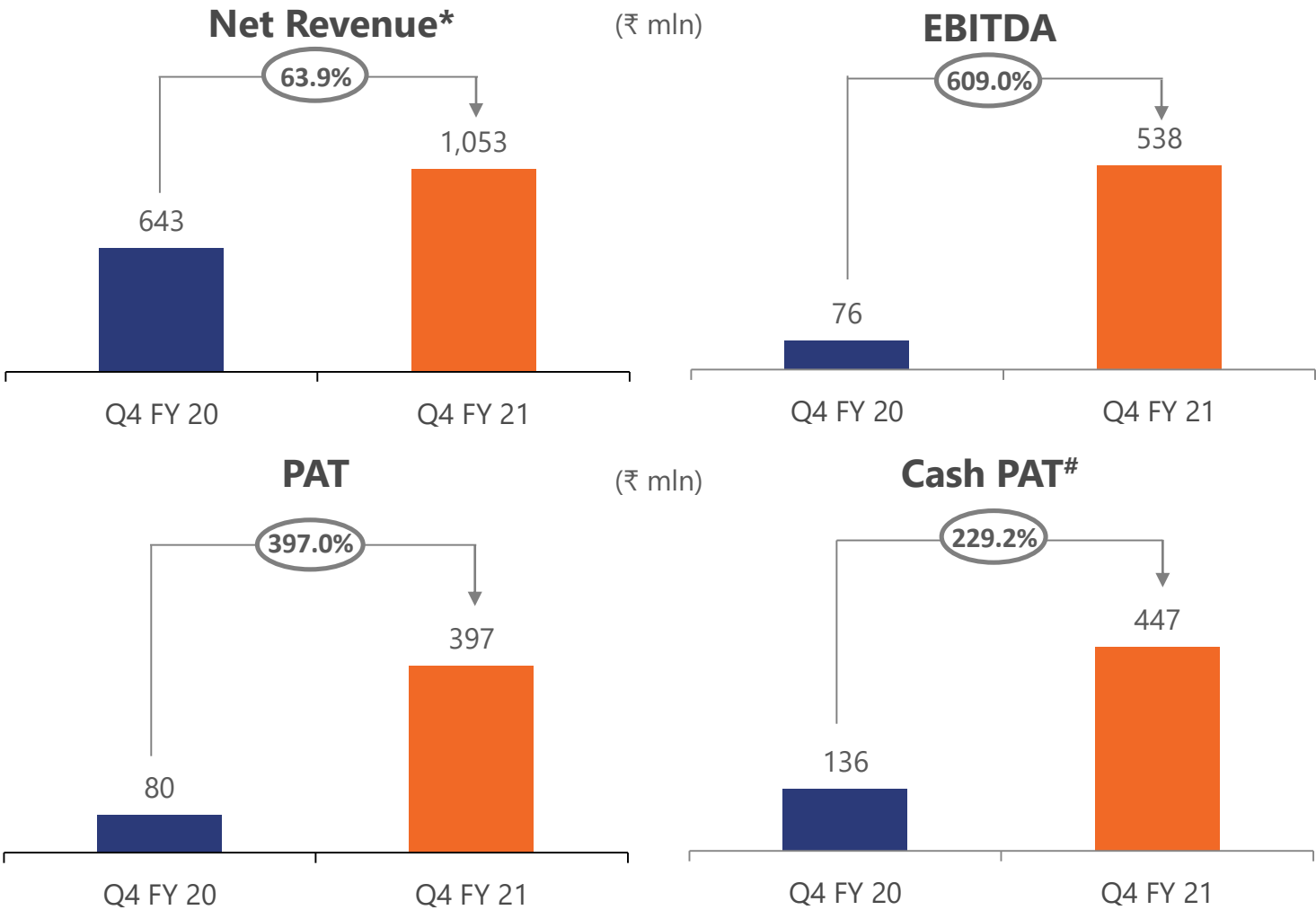
Parul University

MoU with Parul University, Vadodara for Joint B. Tech Programme (4 Years)

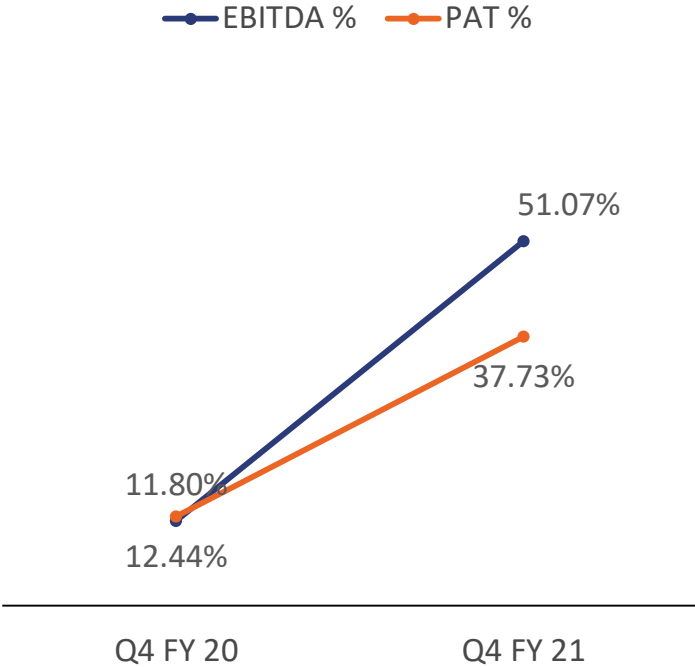
NEW

Q4 & FY21 EARNINGS

Q4FY21 – Consolidated Performance Highlights

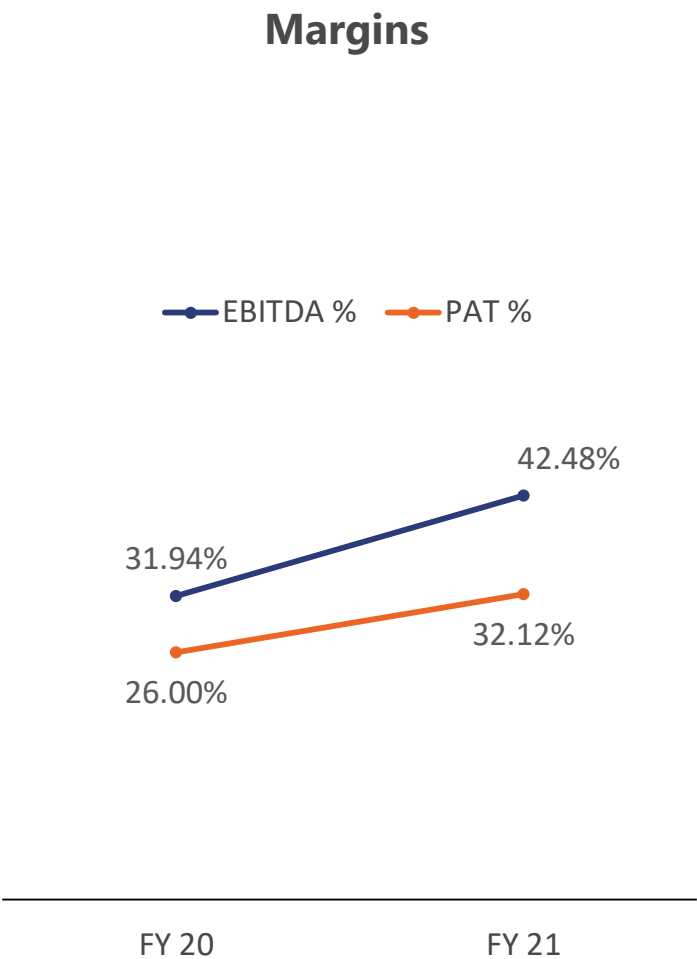
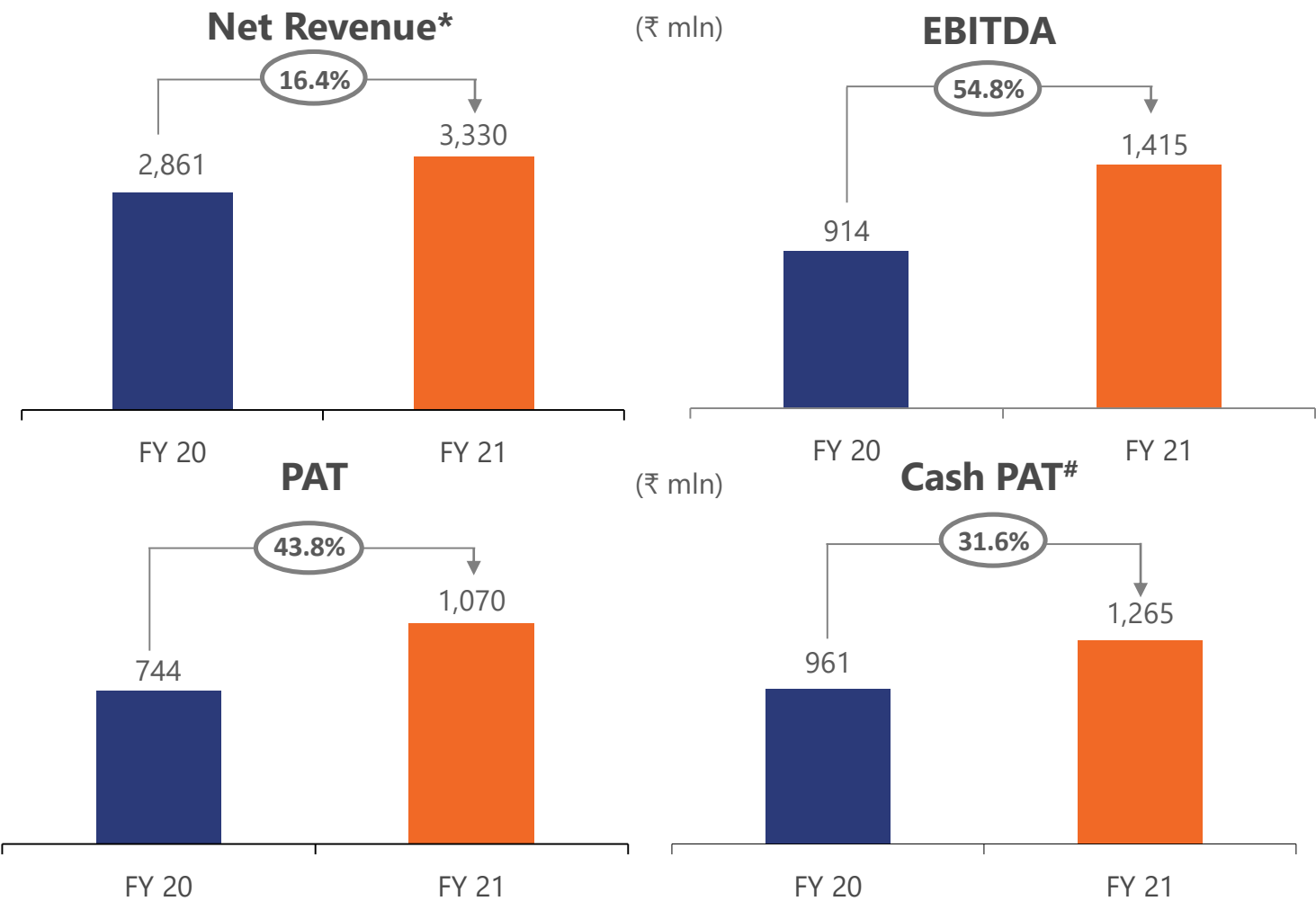


Margins



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

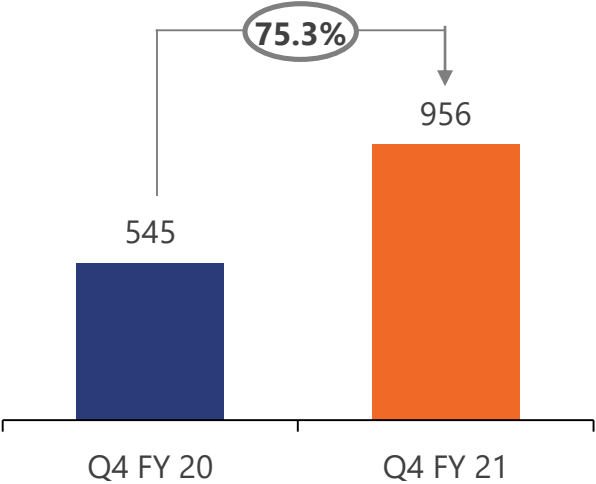
FY21 – Consolidated Performance Highlights



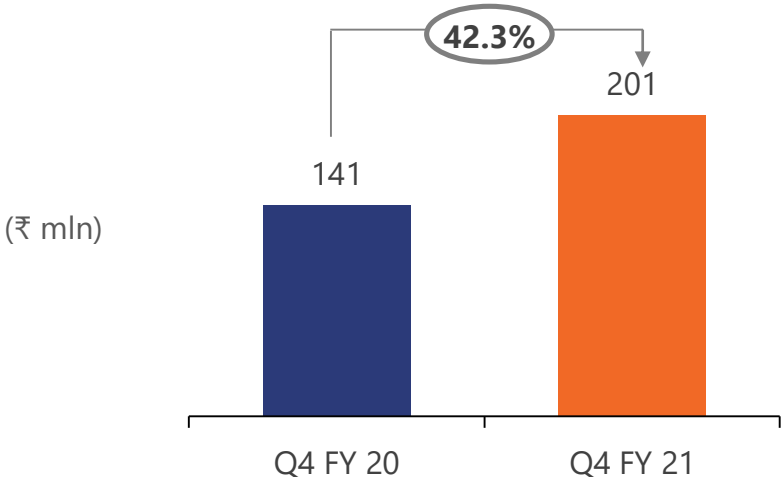
*As per Ind AS # Cash PAT = PAT + Depreciation

Revenue
break-up

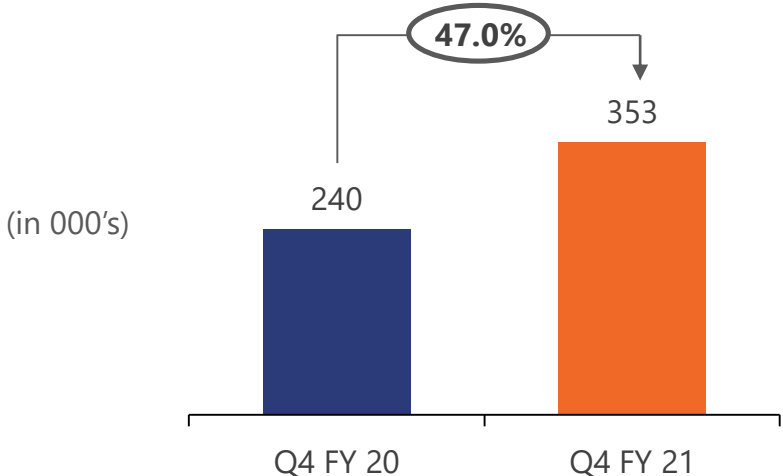
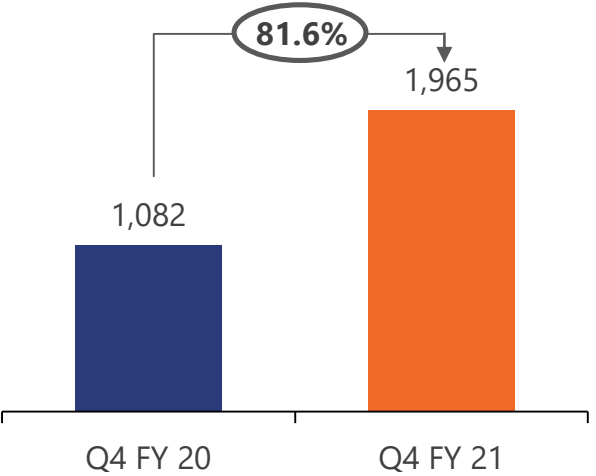
Retail



Enterprise & Government



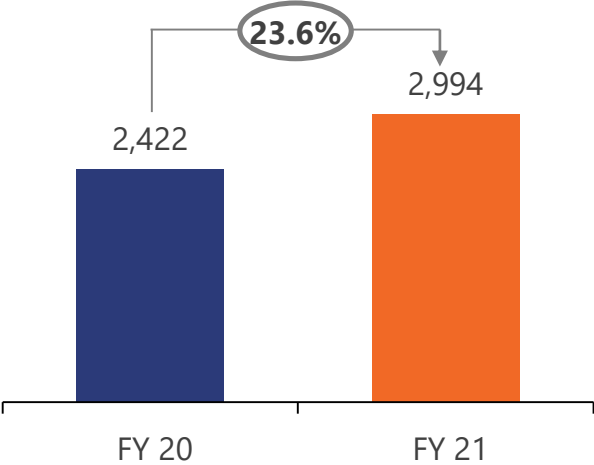
Licenses Sold
Analysis



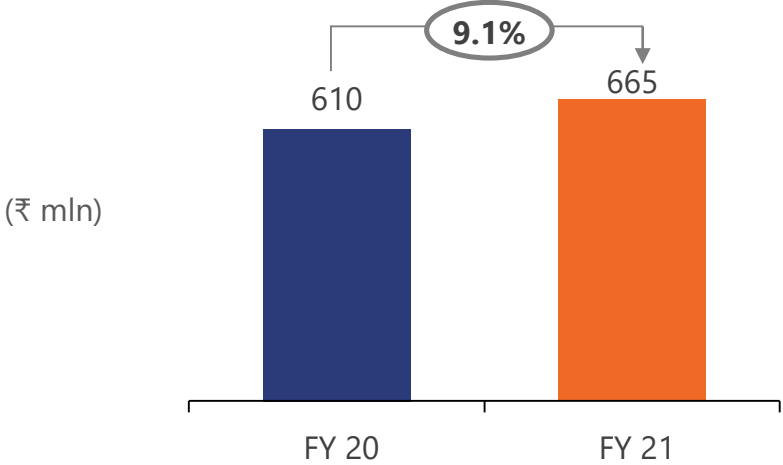
Based on net revenues before adjusting for sales incentives

Revenue
break-up

Retail

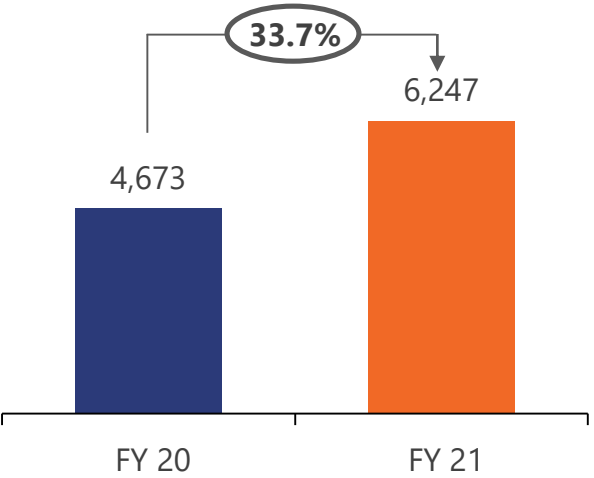


Enterprise & Government

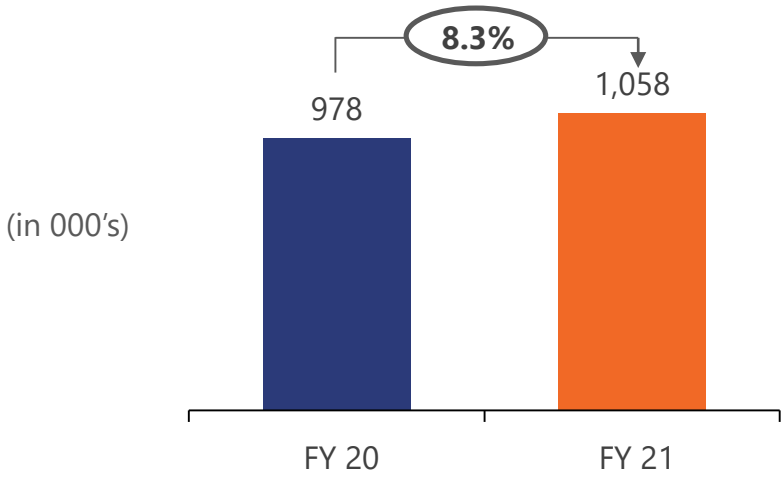


Licenses Sold
Analysis

Retail



Enterprise & Government



Based on net revenues before adjusting for sales incentives

Q4FY21 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	Q4FY20	Q4FY21	% change	Q4FY20	Q4FY21	% change
Total Revenue	634.31	1061.05	67.28%	642.54	1,052.94	63.87%
Direct Cost	29.78	45.57		34.14	45.44	
Gross Profit	604.53	1,015.48	67.98%	608.40	1,007.50	65.60%
Gross Margin	95.31%	95.71%	40bps	94.69%	95.68%	100bps
Operating Cost						
Research and Development (R&D)	128.47	172.81		128.47	172.81	
Sales and Marketing (S&M)	234.67	166.52		238.58	170.36	
General Administration (G&A)	161.13	135.41		165.50	126.55	
Total Expenditure	524.27	474.74	9.45%	532.55	469.72	11.80%
EBITDA	80.26	540.74	573.74%	75.85	537.78	609.00%
EBITDA Margin	12.65%	50.96%	3831bps	11.80%	51.07%	3927bps
Depreciation	55.88	49.98		55.93	50.00	
EBIT	24.38	490.76	1912.96%	19.92	487.78	2348.69%
EBIT Margin	3.84%	46.25%	4241bps	3.10%	46.33%	4323bps
Other Income	81.12	57.24		82.42	57.34	
Profit Before Tax (Before exceptional item)	105.50	548.00	419.43%	102.34	545.12	432.66%
Exceptional Item	23.17	-		-	-	
Profit Before Tax	82.33	548.00	565.61%	102.34	545.12	432.66%
Tax	22.09	147.62		22.41	147.86	
Profit After Tax (PAT)	60.24	400.38	564.64%	79.93	397.26	397.01%
PAT Margin	9.50%	37.73%	2824bps	12.44%	37.73%	2529bps

NOTE: Certain figures have been re-grouped wherever necessary

FY21 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	FY20	FY21	% change	FY20	FY21	% change
Total Revenue	2,834.04	3,335.28	17.69%	2,861.38	3,330.44	16.39%
Direct Cost	111.75	134.24		124.13	136.97	
Gross Profit	2,722.29	3,201.04	17.59%	2,737.25	3,193.47	16.67%
Gross Margin	96.06%	95.98%	-8bps	95.66%	95.89%	23bps
Operating Cost						
Research and Development (R&D)	532.90	634.44		532.90	634.44	
Sales and Marketing (S&M)	714.69	649.25		731.18	665.07	
General Administration (G&A)	543.90	503.57		559.26	479.34	
Total Expenditure	1,791.49	1,787.26	0.24%	1,823.34	1,778.85	2.44%
EBITDA	930.80	1,413.78	51.89%	913.91	1,414.62	54.79%
EBITDA Margin	32.84%	42.39%	955bps	31.94%	42.48%	1054bps
Depreciation	216.64	194.78		216.77	194.87	
EBIT	714.16	1,219.00	70.69%	697.14	1,219.75	74.97%
EBIT Margin	25.20%	36.55%	1135bps	24.36%	36.62%	1226bps
Other Income	313.41	239.37		315.96	241.61	
Profit Before Tax (Before exceptional item)	1,027.57	1,458.37	41.92%	1,013.10	1,461.36	44.25%
Exceptional Item	23.17	-		-	-	
Profit Before Tax	1,004.40	1,458.37	45.20%	1,013.10	1,461.36	44.25%
Tax	268.01	390.43		269.00	391.57	
Profit After Tax (PAT)	736.39	1,067.94	45.02%	744.10	1,069.79	43.77%
PAT Margin	25.98%	32.02%	604bps	26.00%	32.12%	612bps

NOTE: Certain figures have been re-grouped wherever necessary

Q4FY21 – Ratio analysis



In %	Standalone		Consolidated	
	Q4FY20	Q4FY21	Q4FY20	Q4FY21
Expenses				
Direct Cost / Revenue	4.69%	4.29%	5.31%	4.32%
R&D / Revenue	20.25%	16.29%	19.99%	16.41%
S&M / Revenue	37.00%	15.69%	37.13%	16.18%
G&A / Revenue	25.40%	12.76%	25.76%	12.02%
Total Cost / Revenue	82.65%	44.74%	82.88%	44.61%
Margin				
Gross Margin	95.31%	95.71%	94.69%	95.68%
EBITDA	12.65%	50.96%	11.80%	51.07%
EBIT	3.84%	46.25%	3.10%	46.33%
PBT	12.98%	51.65%	15.93%	51.77%
PAT	9.50%	37.73%	12.44%	37.73%

FY21 – Ratio analysis



In %	Standalone		Consolidated	
	FY20	FY21	FY20	FY21
Expenses				
Direct Cost / Revenue	3.94%	4.02%	4.34%	4.11%
R&D / Revenue	18.80%	19.02%	18.62%	19.05%
S&M / Revenue	25.22%	19.47%	25.55%	19.97%
G&A / Revenue	19.19%	15.10%	19.55%	14.39%
Total Cost / Revenue	63.21%	53.59%	63.72%	53.41%
Margin				
Gross Margin	96.06%	95.98%	95.66%	95.89%
EBITDA	32.84%	42.39%	31.94%	42.48%
EBIT	25.20%	36.55%	24.36%	36.62%
PBT	35.44%	43.73%	35.41%	43.88%
PAT	25.98%	32.02%	26.00%	32.12%

Consolidated Balance Sheet

Quick Heal

Security Simplified

SECURITE

Enterprise Cybersecurity Solutions by Quick Heal

EQUITY AND LIABILITIES (₹ mln)	Mar 31, 2020	Mar 31, 2021
Share Holder's Funds:		
Equity Share Capital	642.03	642.07
Share application money pending allotment	-	-
Reserves and Surplus	5,798.65	6,872.79
Total Shareholder Funds	6,440.68	7,514.86
Non-Current Liabilities		
Net employee defined benefit liabilities	4.62	3.72
Other Non Current Liabilities	19.63	-
Deferred tax liability (net)	-	8.19
Total Non-Current Liabilities	24.25	11.91
Current Liabilities:		
Trade and Other Payables	387.27	499.77
Other Financial Liabilities	9.04	13.30
Other Current Liabilities	86.68	183.07
Net employee defined benefit liabilities	3.94	11.66
Current tax liabilities (Net)	13.80	32.30
Total Current Liabilities	500.73	740.10
Total Equity & Liabilities	6,965.66	8,266.87

ASSETS (₹ mln)	Mar 31, 2020	Mar 31, 2021
Non-Current Assets:		
Property, plant and equipment	1,485.09	1,404.67
Capital work-in-progress	34.00	21.10
Intangible assets	99.81	52.81
Non-current financial assets		
Investments in MF ,Tax-Free Bonds & others	353.32	322.00
Loan and Security Deposits	3.81	3.75
Bank Balances	3.91	1.62
Deferred tax assets (net)	25.86	-
Other non current assets	173.24	146.13
Total Non-Current Assets	2,179.04	1,952.08
Current assets:		
Inventories	62.40	33.35
Investment in Mutual Fund	2,745.22	3,833.10
Trade and other receivables	1,131.62	1,506.30
Bank Balances & Cash and Cash Equivalents	101.73	165.73
Investment in Fixed Deposit	698.52	677.37
Loan and security deposits	7.74	6.79
Interest accrued on FDR and Tax-Free Bonds	15.26	7.95
Other Current assets	24.13	68.18
Assets classified as held for sale	-	16.02
Total Current Assets	4,786.62	6,314.79
Total Assets	6,965.66	8,266.87

NOTE: Certain figures have been re-grouped wherever necessary

Standalone Balance Sheet

Quick Heal

Security Simplified

SECURITE

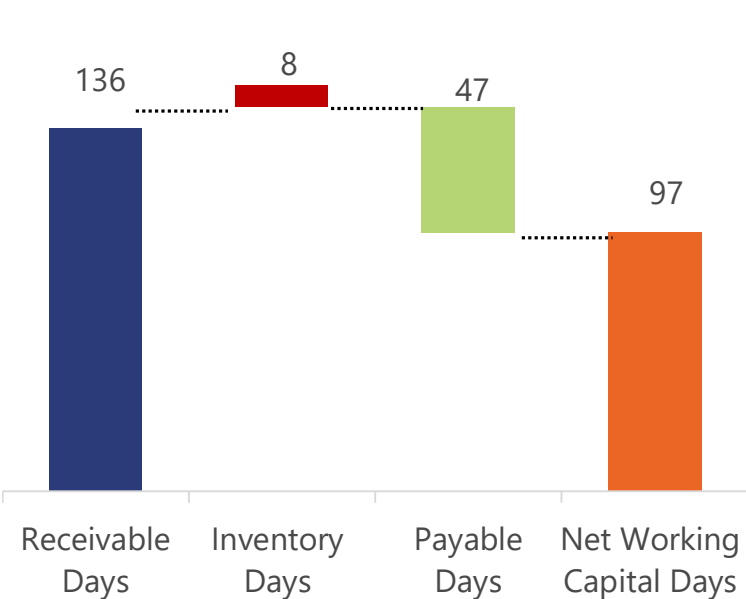
Enterprise Cybersecurity Solutions by Quick Heal

EQUITY AND LIABILITIES (₹ mln)	Mar 31, 2020	Mar 31, 2021
Share Holder's Funds:		
Equity Share Capital	642.03	642.07
Share application money pending allotment	-	-
Reserves and Surplus	5,840.10	6,915.97
Total Shareholder Funds	6,482.13	7,558.04
Non-Current Liabilities		
Net employee defined benefit liabilities	4.62	3.72
Other Non Current Liabilities	19.63	-
Deferred tax liability (net)	-	8.19
Total Non-Current Liabilities	24.25	11.91
Current Liabilities:		
Trade and Other Payables	383.60	497.14
Other Financial Liabilities	9.04	13.30
Other Current Liabilities	83.79	182.13
Net employee defined benefit liabilities	3.94	11.66
Current tax liabilities (Net)	13.03	31.81
Total Current Liabilities	493.40	736.34
Total Equity & Liabilities	6,999.78	8,306.29

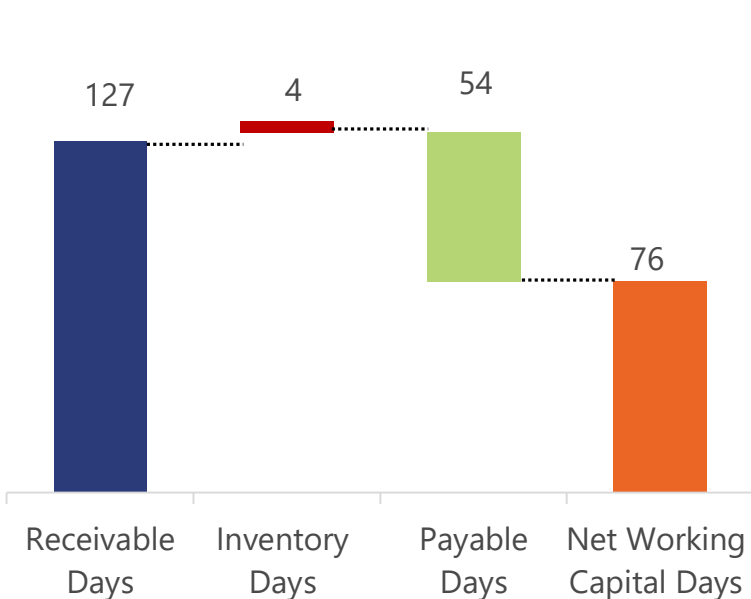
ASSETS (₹ mln)	Mar 31, 2020	Mar 31, 2021
Non-Current Assets:		
Property, plant and equipment	1,484.82	1,404.45
Capital work-in-progress	34.00	21.10
Intangible assets	99.61	52.65
Non-current financial assets		
Investments in MF, Tax-Free Bonds, Subsidiaries & others	453.96	444.28
Loan and Security Deposits	3.81	3.75
Bank Balances	3.91	1.62
Deferred tax assets (net)	25.86	-
Other non current assets	173.24	146.13
Total Non-Current Assets	2,279.21	2,073.98
Current assets:		
Inventories	62.19	32.96
Investment in Mutual Fund	2,745.22	3,833.10
Trade and other receivables	1,132.26	1,494.62
Bank Balances & Cash and Cash Equivalents	36.58	96.85
Investment in Fixed Deposit	698.52	677.37
Loan and security deposits	7.08	6.72
Interest accrued on FDR and Tax-Free Bonds	15.30	7.95
Other Current assets	23.42	66.72
Assets classified as held for sale	-	16.02
Total Current Assets	4,720.57	6,232.31
Total Assets	6,999.78	8,306.29

NOTE: Certain figures have been re-grouped wherever necessary

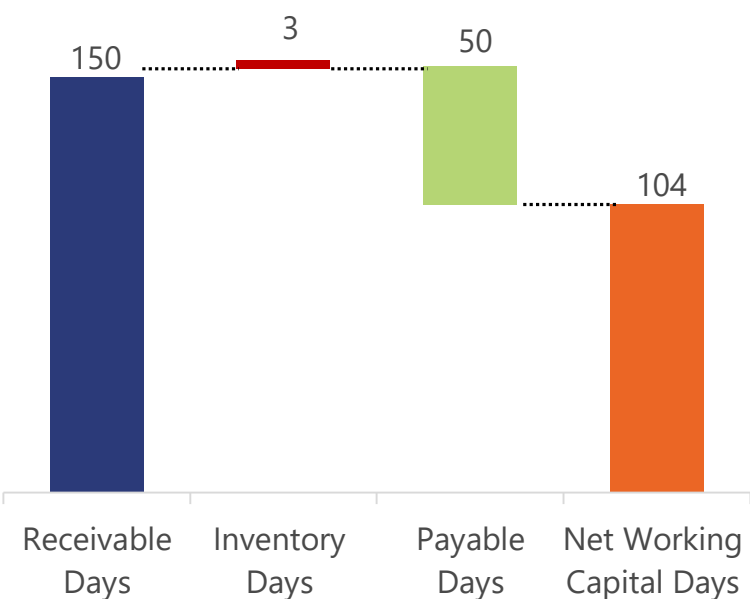
At the end of March, 2020*



At the end of December, 2020**



At the end of March, 2021*

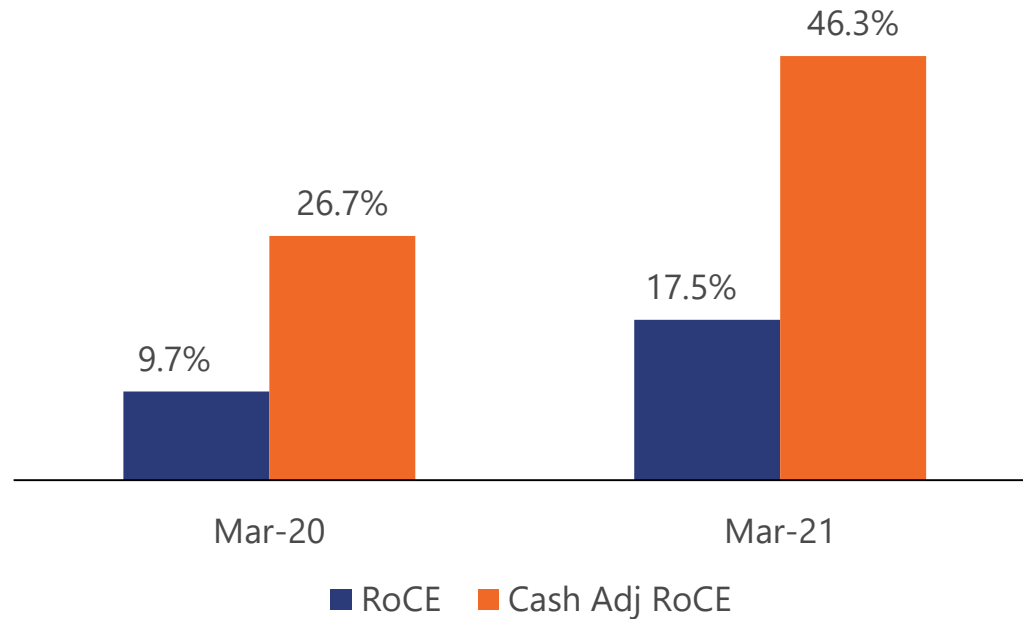


Note*
Receivable Days = [(Debtors/ Sales) X (365 days)]
Inventory Days = [(Inventory/Sales) X (365 days)]
Payable Days = [(Creditor/Sales) X (365 days)]

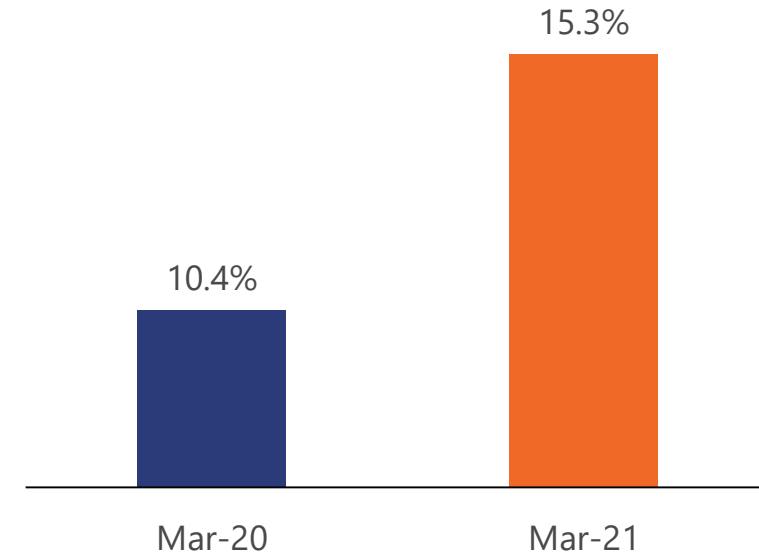
Note**
Receivable Days = [(Debtors/ Sales) X (275 days)]
Inventory Days = [(Inventory/Sales) X (275 days)]
Payable Days = [(Creditor/Sales) X (275 days)]

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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| • 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 | |

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- | | |
|--------------|---------------|
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| • New Delhi | • Pune |
| • Jaipur | • Aurangabad |
| • Lucknow | • Kolhapur |
| • Patna | • Raipur |
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| • Ahmedabad | • Bhubaneswar |
| • Indore | • Hyderabad |
| • Surat | • Bangalore |
| • Nashik | • Chennai |
| • Nagpur | • Kochi |

