



SECURITE

Quick Heal

Earnings Presentation: FY25

6th May 2025



Global Cybersecurity Trends

- ⦿ Consolidation of security stack
- ⦿ Investment & adoption of Generative AI in Cybersecurity
- ⦿ Privacy driven Application & Data Decoupling
- ⦿ Growing Adoption of Cloud Native Application
- ⦿ Cybersecurity reskilling
- ⦿ Organizations continue to accelerate their multiyear Security Service Edge (SSE) and Zero Trust (ZT) journey.
- ⦿ Organizations continue to strengthen their security portfolio with new tools





India Cyber Threat Report: Key Highlights

Bigger spectrum of
detections and endpoints

Over
369.01 million
detections recorded
across **8.44**
Million
endpoints

Averaging **702**
detections
per minute

Behavioral-based
detection

53.73 million
behavior-based detections,
accounted for **14.56%**
of total detections

Significant increase
from **12.5%** in 2023

~12 attacks per
month per
personal end
user device

Primary attack vectors

68%
of attacks originated from
Trojans and Infectors

Cloud detections
contributed

62%
while 38% detections
were on-premise





India Cyber Threat Report: Key Highlights Cont...

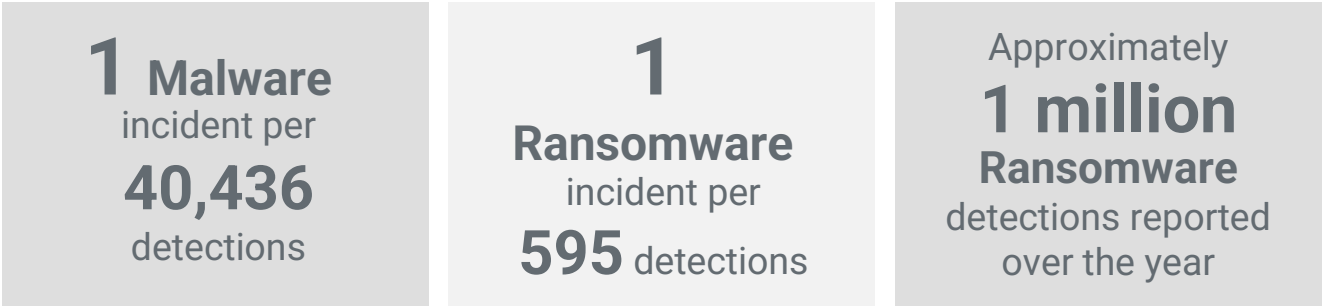
Geographical Hotspots

Telangana 15.03% of detections		Tamil Nadu 12% of detections	
Surat 14.6% of detections	Bengaluru 12% of detections	Jaipur 11.72% of detections	

Top most targeted industries



Malware and Ransomware incidents





Our Purpose

Innovate to “simplify” securing digital experience



Innovate

Focus on grassroot research and adoption of new tech



Simplify

Ease of manageability & operations for the end customers



Secure

Getting the Job Done: Staying one step ahead of the threat actors to protect our customers





Our Journey so far

1993-96

Protected early Generations of PCs

1996-00

Secured PCs, Network & Emails

2001-05

Ensured a safe digital experience for
Individuals, Businesses and Government
Organizations

2006-10

Threat protection for Smart Phones and
Tablets



2011-16

Global Footprint, Foray into enterprise
Segment with SEQRITE, & listed on BSE & NSE

2017-19

Protecting Data, Transactions & Cloud
transitions

2020-23

Protecting Data, Transactions & Cloud
transitions

2023-25

- ⦿ Professional CEO onboard
- ⦿ CSMA Product Stack
- ⦿ Horizon-2 & 3 Product launches
- ⦿ Experience Centre
- ⦿ Leadership Strengthening
- ⦿ India Cyber Threat Report
- ⦿ Brand Refresh
- ⦿ SIA Launch



This is us



Pioneer of
cybersecurity
in India



1st Listed
Cybersecurity
company in India



Market
Leader
in India



Collaborators with
US bodies
NIST & AISIC



Protecting
9 Million
Active Devices



Patents



Presence in **70+**
countries



1000+
Cybersecurity
Professionals



Proud
Partners



Proud Owners of **Seqrite Labs**: Largest in
the country



Founded by the visionaries



Dr. Kailash Katkar
Managing Director

A Visionary Founder and Leader, a Born Entrepreneur, and an Exemplary Trailblazer, he has transformed Quick Heal into a beacon of success and innovation in the Cybersecurity industry. His business acumen has consistently driven Remarkable financial performance, customer satisfaction, market leadership making Quick Heal & SEQRITE the preferred choice for customers globally.



Dr. Sanjay Katkar
Joint Managing Director

Dr. Sanjay Katkar: Co-Founder of Quick Heal Technologies Limited, Joint Force, and Technology Powerhouse behind the company's journey. An unmatched Cybertech Mastermind, who is relentlessly shaping the company's global technology strategy and driving core research and development while pursuing product innovation to fortify cyber security.



Vishal Salvi

Chief Executing Officer

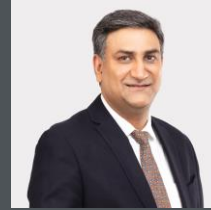
A Prominent Global Leader, and Distinguished Cybersecurity Expert with a remarkable three-decade journey transforming the cybersecurity and information technology for global brands

His recent role was Global Chief Information Security Officer and Business Head of the Cybersecurity Service Line at Infosys Ltd. He was previously associated with reputed organizations: HDFC Bank, Standard Chartered Bank & PWC.

Led by the Industry Experts



Ajit Zanjad
VP & Head of Delivery



Ankit Maheshwari
Chief Financial Officer



Anupama Katkar
Chief of Operational
Excellence



Ashish Pradhan
Chief Technical Officer



Ashish Kadam
Director, Government Business



Deepak Mishra
Head, Retail Sales



Dr. Lalit Mohan
Chief Product Officer



Samuel Sathayjith
Senior VP, Enterprise Sales



Sangamesh S
Head of Seqrite Labs



Sudhanshu Tripathi
Chief Marketing Officer



Swapna Sangari
VP, People & Culture



Our Strategy & Way Forward



Expanding Across 3 Levers

Geographic Reach

*Setting up a strong foot in Indian Market
Strategic Expansion in select focused geographies*

Large Customers

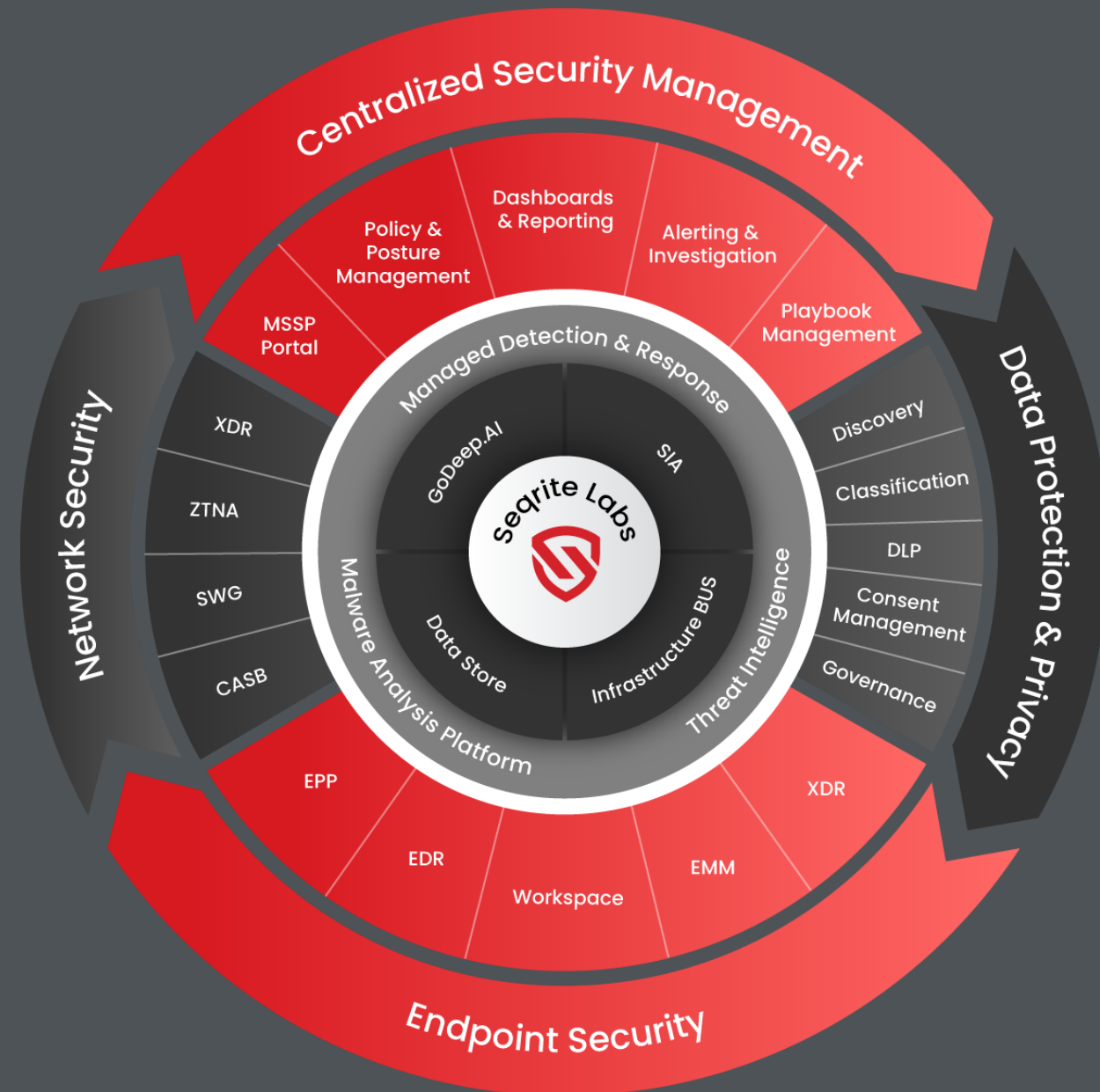
*Moving up the customer segments as the solutions mature
Niche Solutions specifically targeted to Large Enterprises (SDP, SMAP, STI)*

Product Stack:

*Holistic cybersecurity stack for better protection and increased wallet share
Increasing our coverage by launching new products*



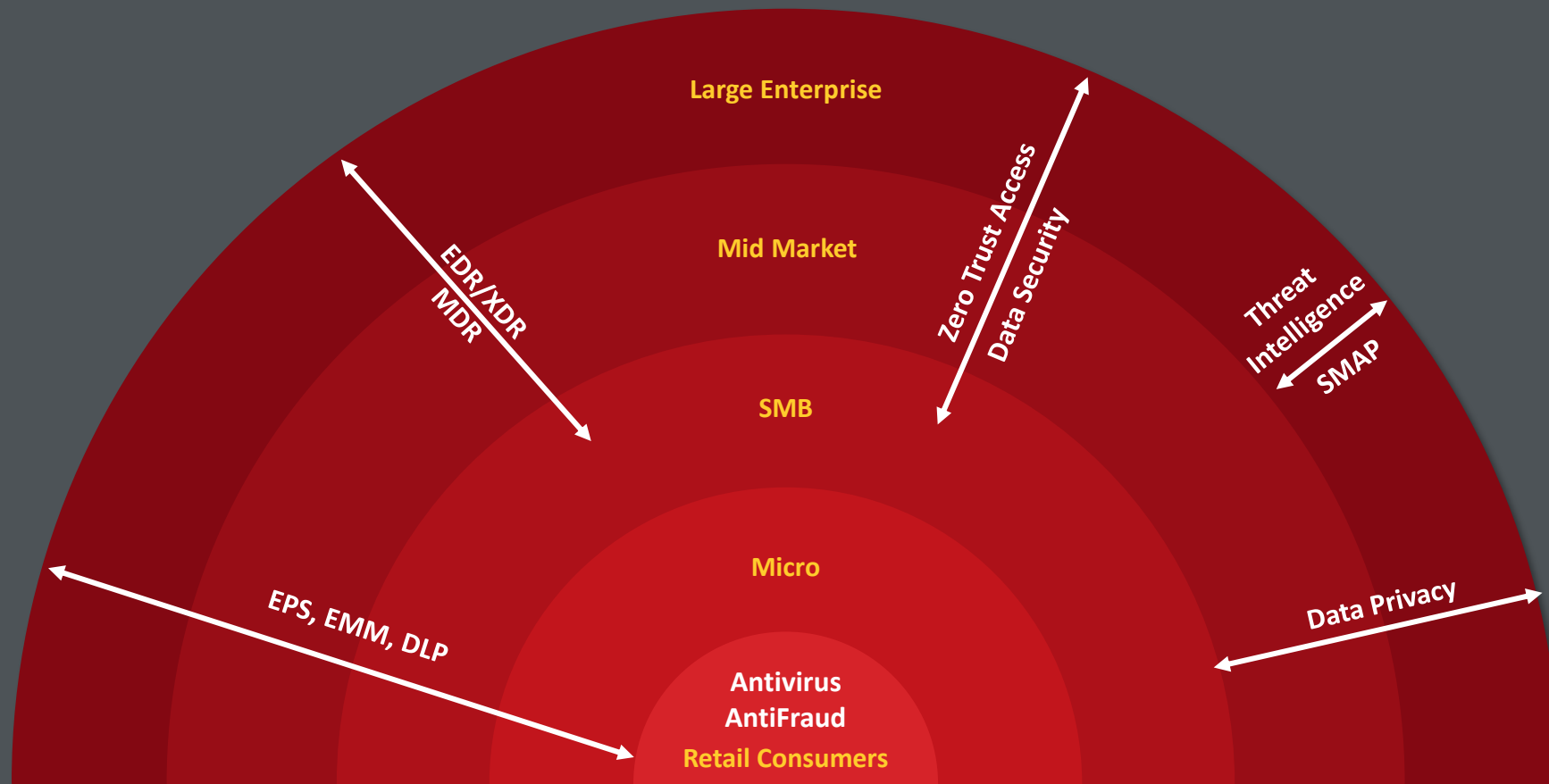
Seqrite Solution Stack



An approach to simplify cybersecurity by integrating security tools across a distributed enterprise

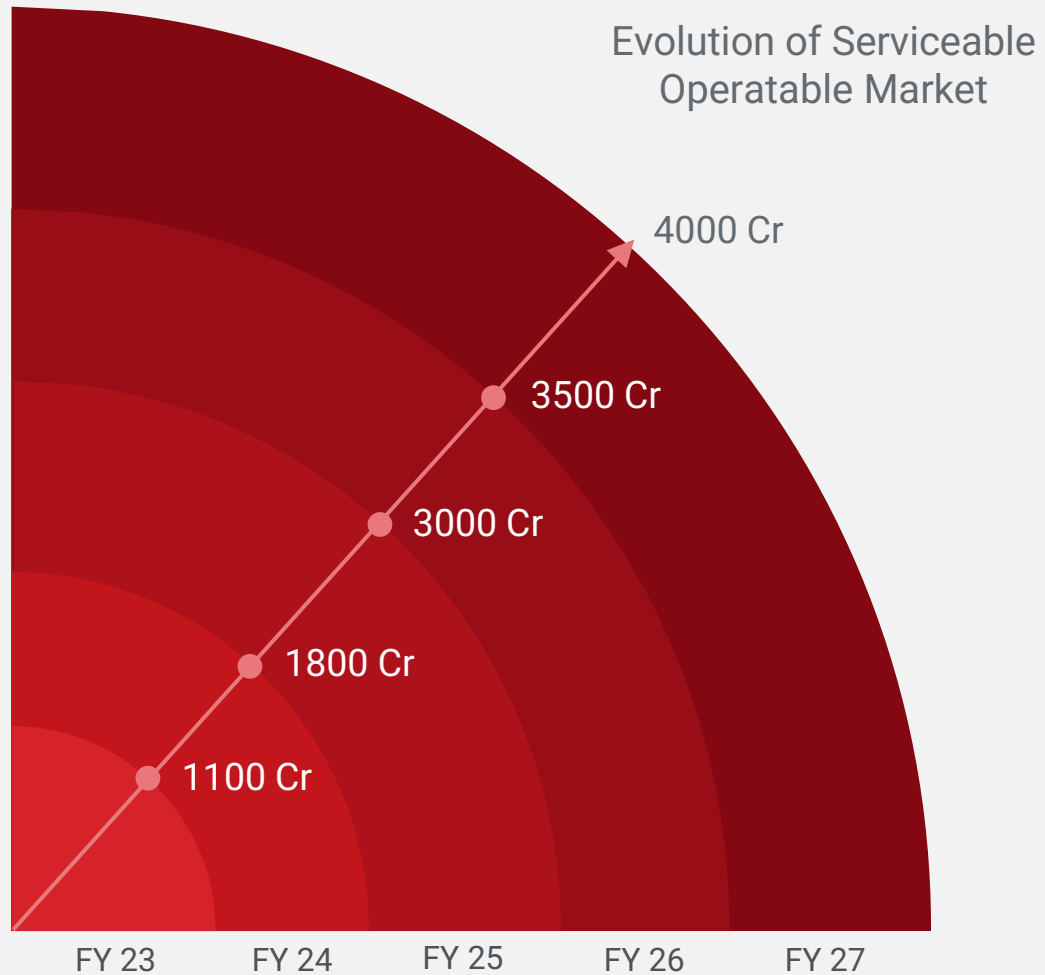


Cybersecurity Market Landscape: Our Targeted Play

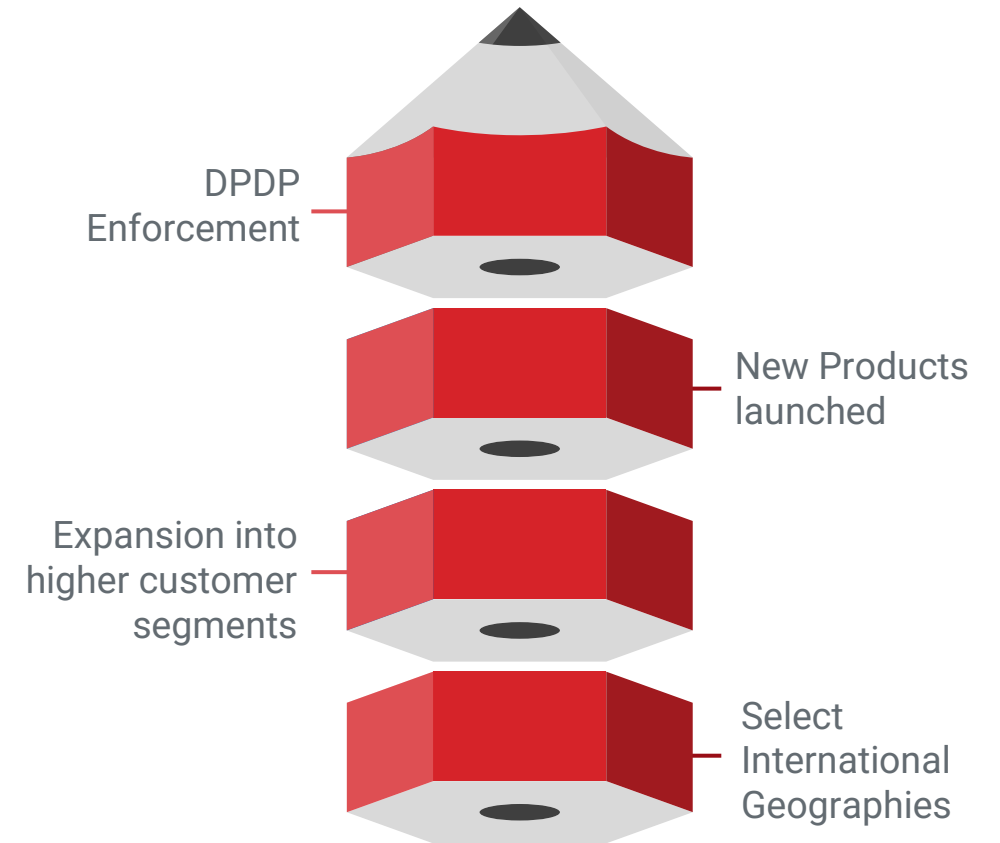




Expanding Serviceable Operatable Market



Levers of SOM Growth



Source: Market Research & Company Estimates



Our Right to Win

- 🎯 Largest Cybersecurity Lab in India with unique telemetry
- 🎯 Holistic platformized cybersecurity solution
- 🎯 Simple Integrated Architecture
- 🎯 Solving unique value propositions & use cases (E.g.: On prem & cloud)
- 🎯 Best in class support offerings
- 🎯 Adoption of the new age tech in our stack
- 🎯 Make in India
- 🎯 Strong Partner Network across the country
- 🎯 Proximity to the customers in India





Awards & Recognition

Quick Heal is certified as one of the safest for browsing & banking by AVLab, Poland



Quick Heal is certified the "Product of the year" by AVLab, Poland



Seqrite Endpoint Protection for Best Performance by AV-Test

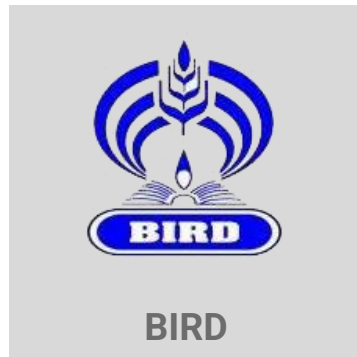


Seqrite Endpoint Protection Achieves AV-TEST Approved – Top Product Corporate Endpoint Protection





Strategic Collaborations





Thought Leadership & Brand Strengthening

Thought Leadership

- Seqrite launches "**India Cyber Threat Report 2025**" with DSCI - *Threat Report launched by Shri S. Krishnan, Secretary, MeitY.*
- Experience Centre

Brand Building

- Speaker sessions, sponsorships and presence in major cybersecurity events
- Brand Refresh
- ATL Campaigns
- ESG focused business

Awards & Recognition

- AV Test certifications
- Consortium Member of the US Artificial Intelligence Safety Institute
- Ranked **4.6/5** in Gartner peer insights.





Q4 FY25 - Business Highlights



Business Highlights

- **Launched** SIA, Seqrite's Gen AI assistant to simplify cybersecurity for end customer.
- Strong **renewal** momentum for large accounts on New Products
- **Order Book:** INR 24+ Cr as on date
- **New Product Billing:** FY25 > 3x FY24
- **Deferred Revenue:** INR 12+ Cr
- **First Order** for Seqrite Threat Intelligence Received
- Strategic account wins through Academy vertical



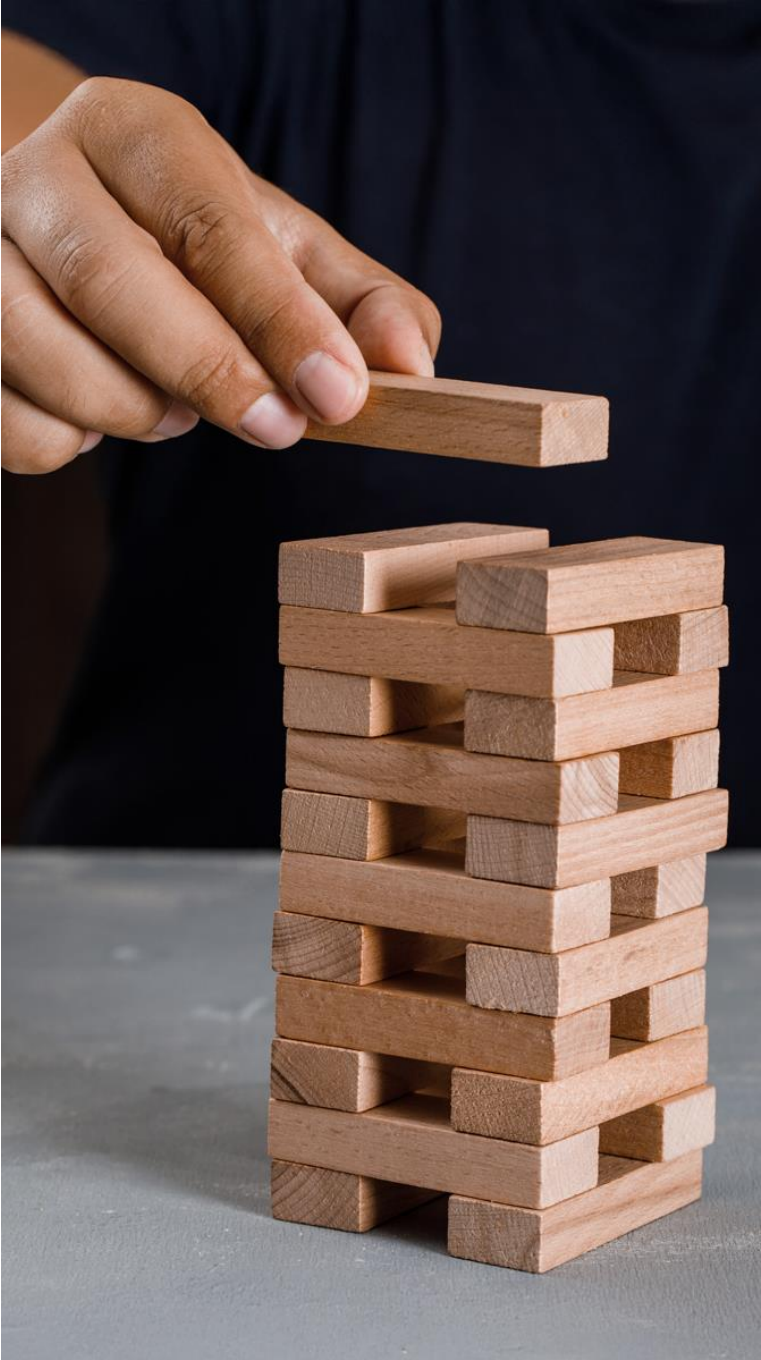
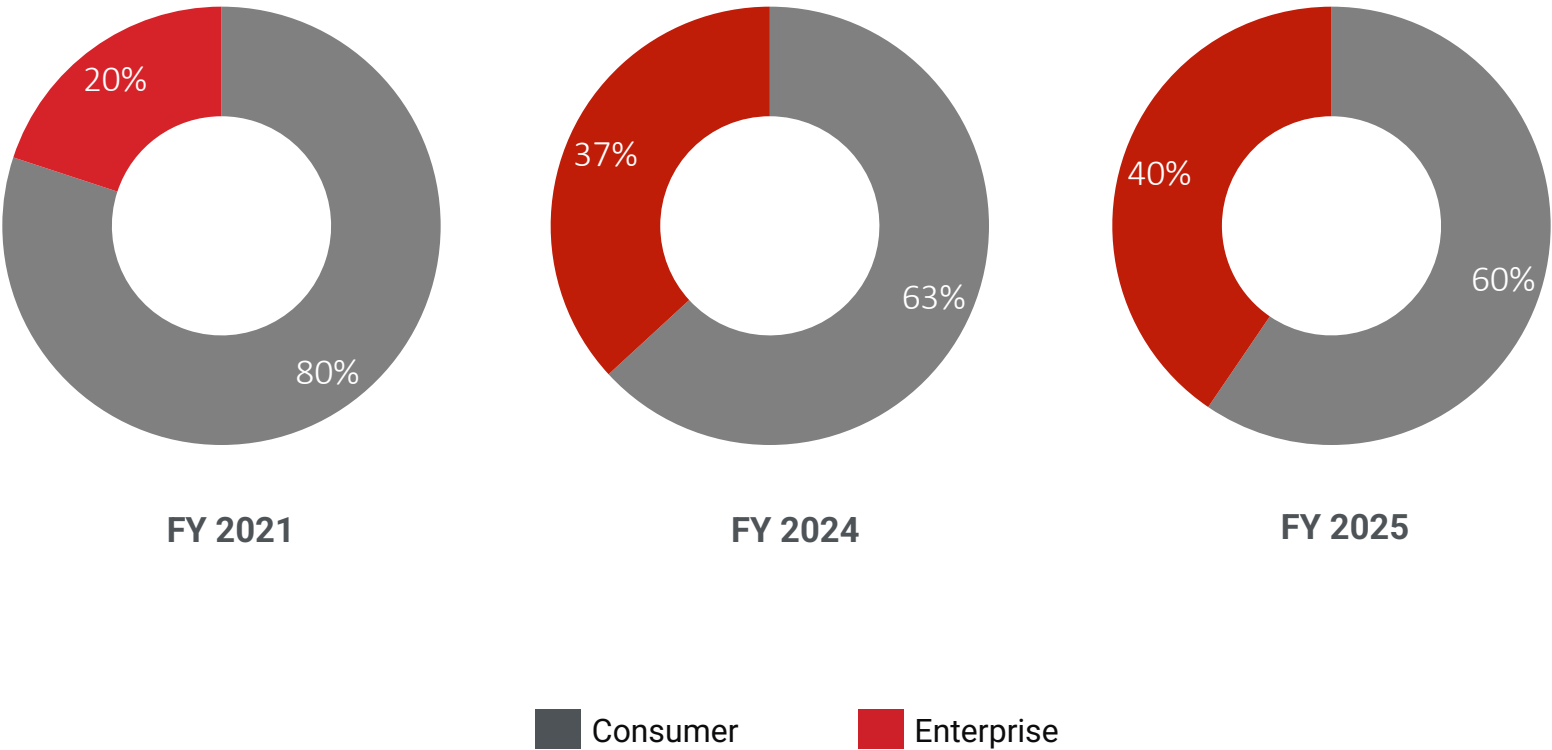


SIA: Seqrite Intelligent Assistant



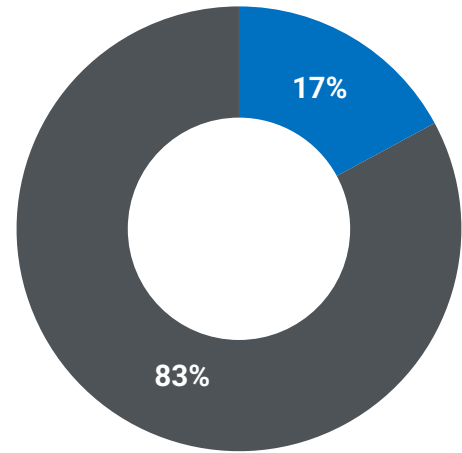


Deconstructing Current Business

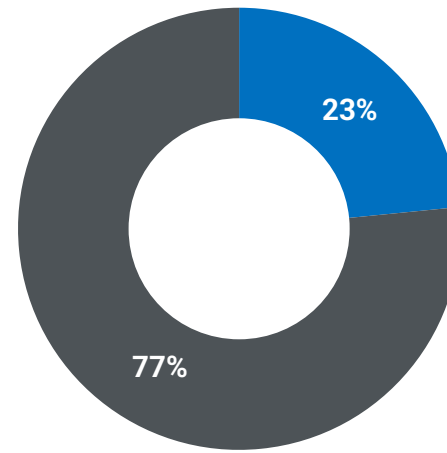




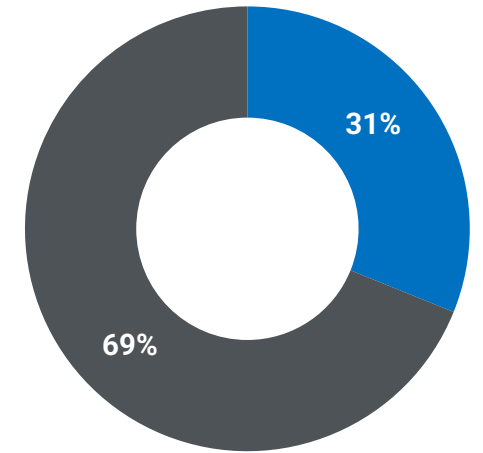
Enterprise Business Cloud & Non-Cloud



FY 2023



FY 2024



FY 2025

■ Non-Cloud ■ Cloud

CAGR of cloud business is 47% in 2 years





FY25: Performance Highlights

₹ 279.5 Cr

Net Revenue
-4.2% YoY

₹ (6.6) Cr

EBITDA
-137.5% YoY

₹ 5.0 Cr

PAT
-79.2% YoY

₹ 0.91

Diluted EPS
-79.7% YoY

₹ 185.7 Cr

Consumer Revenue
-9.2% YoY

₹ 121.2 Cr

Enterprise Revenue
+1.5%YoY

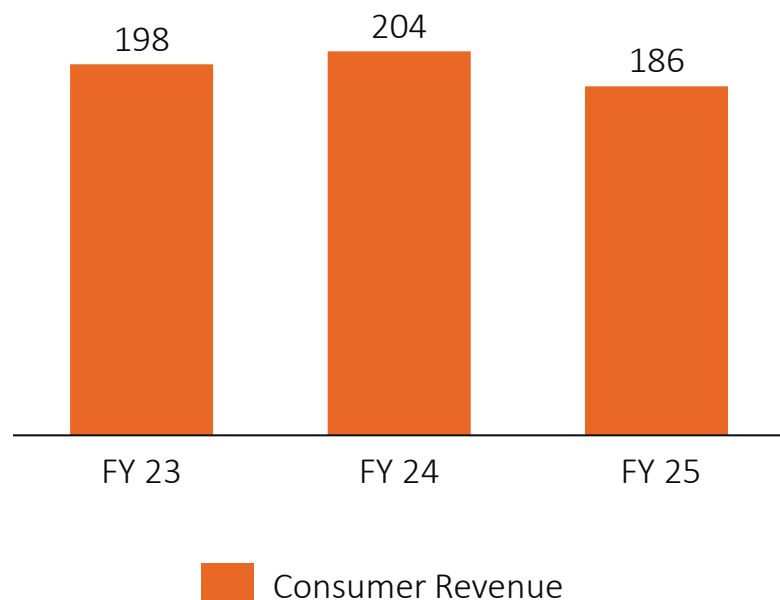
*Based on gross revenues excluding deferred revenue, before adjusting for sales incentives



Market Leaders: Indian Consumer Antivirus Business



Revenue (INR Cr)



- 30 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India

Our Approach:

- Launched **AntiFraud.AI** to tackle the financial frauds
- Focus towards maintaining our market share in AV segment
- Drive consumer awareness in the geography in cybersecurity specific domain



Consumer Marketing Campaigns



Indian Idol

SAT-SUN 8:30 PM

SONY ENTERTAINMENT TELEVISION

Quick Heal AntiFraud.AI

Spot the Stars,
Dodge the scams!
Get it Free!

[Click Here](#)



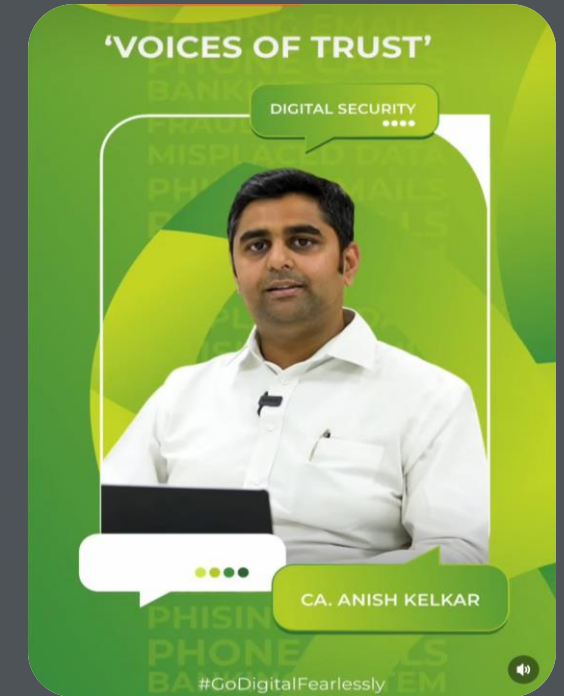
Quick Heal

FATEH

JAB SONU
KE SATH HO
QUICK HEAL
AntiFraud.AI
TOH HOGI
FATEH

INDIA'S FIRST
FRAUD PREVENTION SOLUTION

Available on



'VOICES OF TRUST'

DIGITAL SECURITY

CA. ANISH KELKAR

#GoDigitalFearlessly

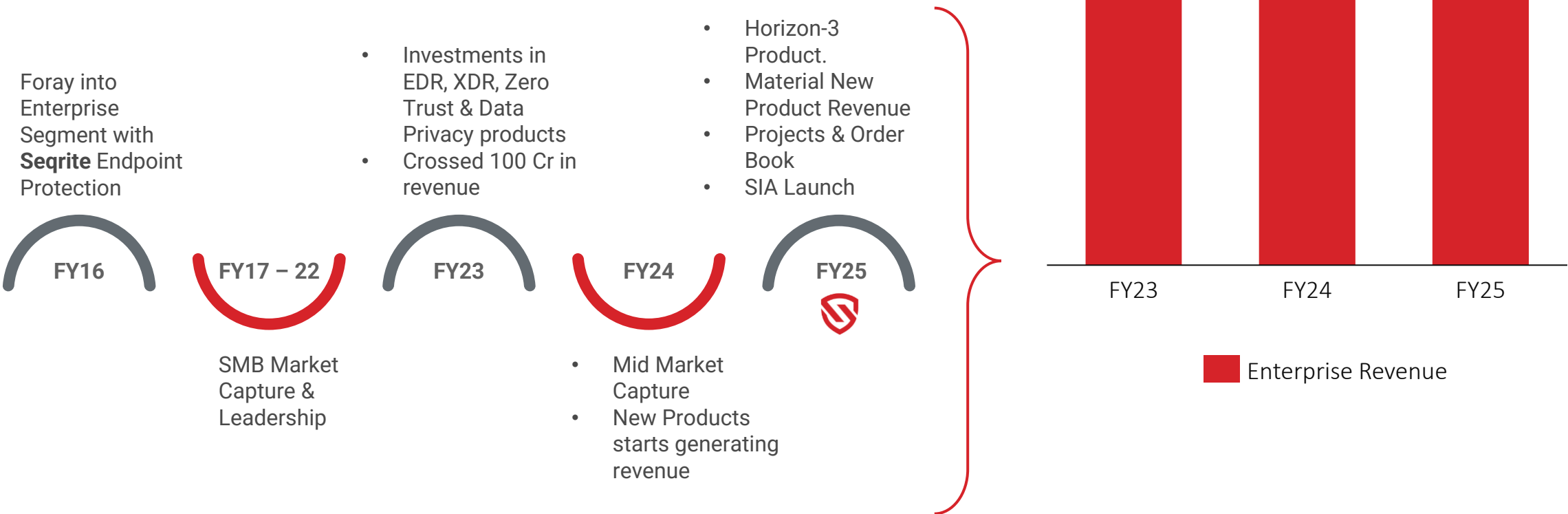


Quick Heal

#MahaKumbh2025



Seqrite: Enterprise Arm of QH





Enterprise Marketing Campaigns



Seqrite a Gold Sponsor of the DSCI Data Protection Summit 2025 - Mumbai



Seqrite Featured on the IT Voice Magazine cover page with 50K Reach



Team Seqrite at India Options Conclave in Gujarat



Seqrite Unveiling The Karnataka Cyber Threat Report 2025



CSR Update FY25



Earn & Learn - Direct

4 States, 780 Volunteers

13,20,883

Lives Touched



Earn & Learn - InDirect

3 States, 120 Volunteers

1,34,006

People Reached



Street Play

3 States

54,009

People Reached

Total
Outreach: **64 Lacs+**

Total States
Covered: **10**

Maharashtra, Karnataka, Gujarat, West Bengal, Chhattisgarh, Uttar Pradesh, Assam, Punjab, Jammu & Kashmir, Madhya Pradesh



Financial Highlights



Consolidated P&L

PARTICULARS	Q4 FY24	Q3 FY25	Q4 FY25	FY24	FY25
Revenue	80.0	70.6	65.1	291.8	279.5
Direct Cost	1.9	1.9	1.8	7.9	8.0
Gross Profit	78.1	68.7	63.3	283.9	271.5
Gross Margin	97.6%	97.3%	97.2%	97.3%	97.1%
Operating Cost					
Research & Development	33.7	33.8	33.6	133.1	136.0
Sales and Marketing	20.5	23.7	23.8	80.2	86.6
General Administration	13.8	15.0	14.4	53.1	55.5
Total Expenditure	68.1	72.5	71.8	266.3	278.1
EBITDA	10.0	(3.8)	(8.5)	17.6	(6.6)
EBITDA %	12.6%	-5.3%	-13.0%	6.0%	-2.4%
Depreciation	3.2	3.4	3.6	12.6	13.0
EBIT	6.9	(7.2)	(12.1)	4.9	(19.6)
Other Income	6.8	4.9	5.6	21.4	20.8
Finance Cost	(0.1)	(0.1)	(0.1)	(0.1)	(0.2)
Profit Before Tax (PBT)	13.6	(2.3)	(6.6)	26.2	1.0
Tax	(0.5)	(2.4)	(3.3)	2.0	(4.0)
Profit After Tax (PAT)	14.0	0.1	(3.3)	24.2	5.0
PAT Margin	17.5%	0.2%	-5.0%	8.3%	1.8%

All values are in INR Cr, unless otherwise stated





Balance Sheet

EQUITY AND LIABILITIES	Mar 31, 2024	Mar 31, 2025
Equity		
Equity Share Capital	53.5	54.0
Share application money pending allotment	-	-
Reserves and Surplus	383.5	387.5
Total Shareholder Funds	437.0	441.5
Non-Current Liabilities		
Net employee defined benefit liabilities	-	0.7
Other Non Current Liabilities	2.3	4.1
Deferred tax liabilities (net)	-	0.0
Total Non-Current Liabilities	2.3	4.9
Current Liabilities:		
Trade and Other Payables	39.9	34.9
Other Financial Liabilities	3.8	1.8
Other Current Liabilities	14.0	23.9
Net employee defined benefit liabilities	15.6	18.1
Current tax liabilities (Net)	-	0.0
Total Current Liabilities	73.3	78.7
Total Equity & Liabilities	512.6	525.0

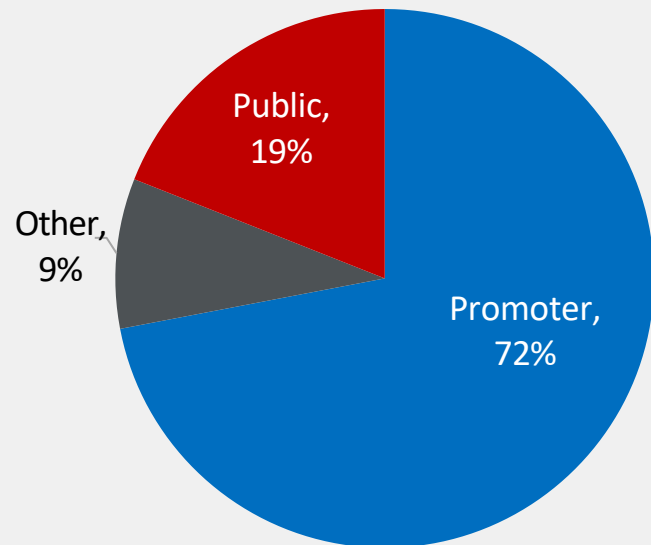
ASSETS	Mar 31, 2024	Mar 31, 2025
Non-Current Assets:		
Property, plant and equipment	83.6	83.2
Capital work-in-progress	3.1	0.1
Intangible assets	1.5	0.7
Investment Property	31.6	35.0
Right-of-use assets	-	0.3
Non-current financial assets		
Investments in MF, Tax-Free Bonds, Subs & others	7.5	7.3
Other Financial Asset	0.8	0.9
Deferred tax assets (net)	3.4	7.9
Other Non Current assets	17.4	18.6
Total Non-Current Assets	148.8	153.9
Current assets:		
Inventories	2.8	2.2
Investment in Mutual Fund	182.5	172.0
Trade and other receivables	131.7	166.7
Cash and Cash Equivalents	37.5	20.8
Bank Balance other than cash & cash equivalents	0.3	0.1
Other Financial Assets	1.3	1.3
Other Current assets	7.8	7.9
Total Current Assets	363.8	371.1
Total Assets	512.6	525.0

All values are in INR Cr, unless otherwise stated

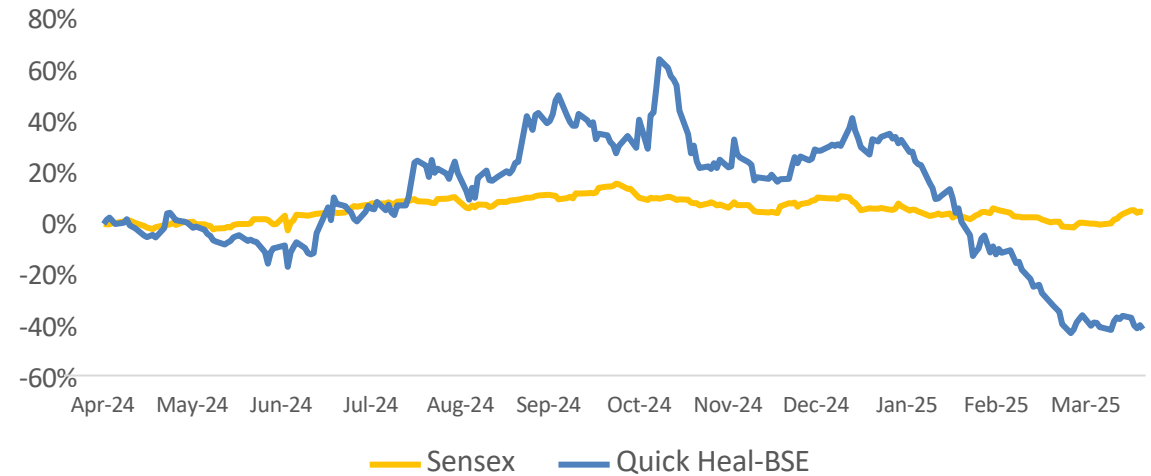


Capital Market Data

Shareholding Pattern (as on 31st March 2025)



Stock Market Performance (as on 31st March 2025)



Price Data (as of 31st March 2025)

Face Value	10.00
Market Price	286.75
52 Week H/L	825.90/272.50
Market Cap (INR Mn)	15,486.39
Equity Shares Outstanding (Mn)	54.00
1 Year Avg. Trading Volume ('000)	291.48
1 Year Avg. Net Turnover (Mn)	170.31



Disclaimer

For further details, please feel free to contact our Investor Relations Representatives:



VALOREM ADVISORS

Mr. Anuj Sonpal
Valorem Advisors

Email: quickheal@valoremadvisors.com

Tel: +91-22-4903 9500

Investor Relations Officer

Mr. Deepak Kumar

Deepak.Kumar01@quickheal.com

Company Secretary

Mr. Sarang H Deshpande

cs@quickheal.com

+91-20-66813232

CIN No: L72200MH1995PLC091408

www.quickheal.co.in

Quick Heal Technologies Limited

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Simplifying Cybersecurity