



SECURITE

Quick Heal

# Earnings Presentation: Q2 / H1 FY25

17th October, 2024



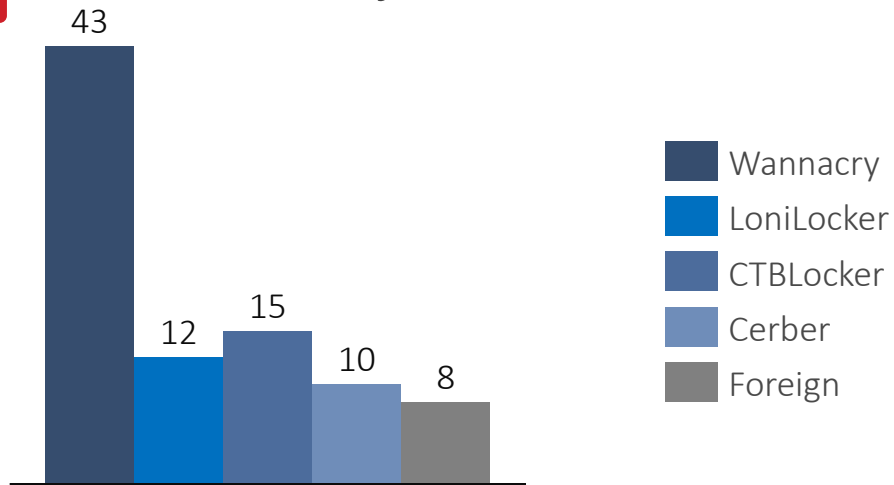


# Global Cybersecurity Trends

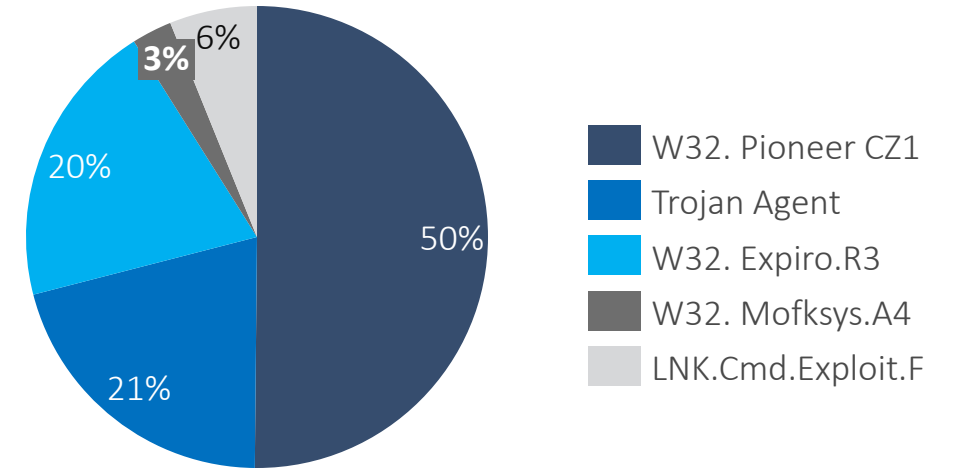
- ▶ Consolidation of security stack
- ▶ Growing Adoption of Cloud Native Application
- ▶ Privacy driven Application & Data Decoupling
- ▶ Investment in generative AI (GenAI)
- ▶ Cyber security reskilling
- ▶ Organizations continue to accelerate their multiyear Security Service Edge (SSE) and Zero Trust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



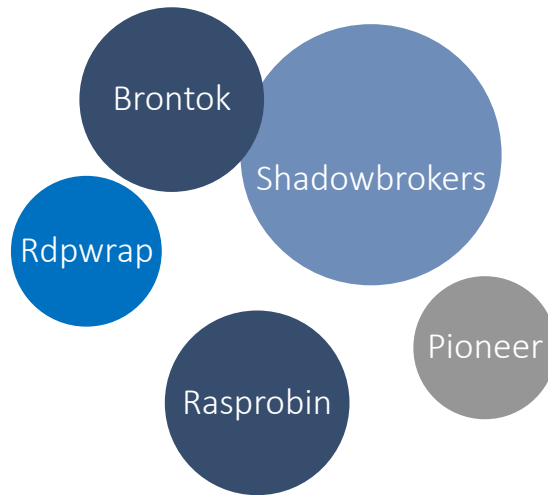
# Prevalent Cyber Threats & Vulnerabilities



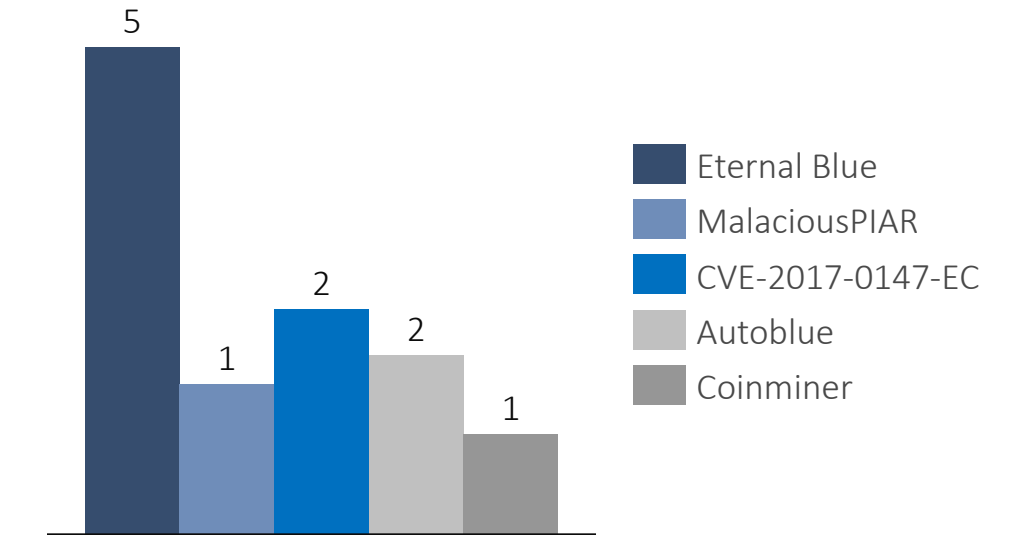
Top 5 Ransomware Families (H1 No. in Thousands)



Top 5 Detected Threats (H1 No. in Lakhs)



Top 5 Trending Threats



Top 5 Vulnerabilities (H1 No. in Thousands)

Source: Seqrite Lab Live insights : 15/10/24, 5:52 P.M.



# 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



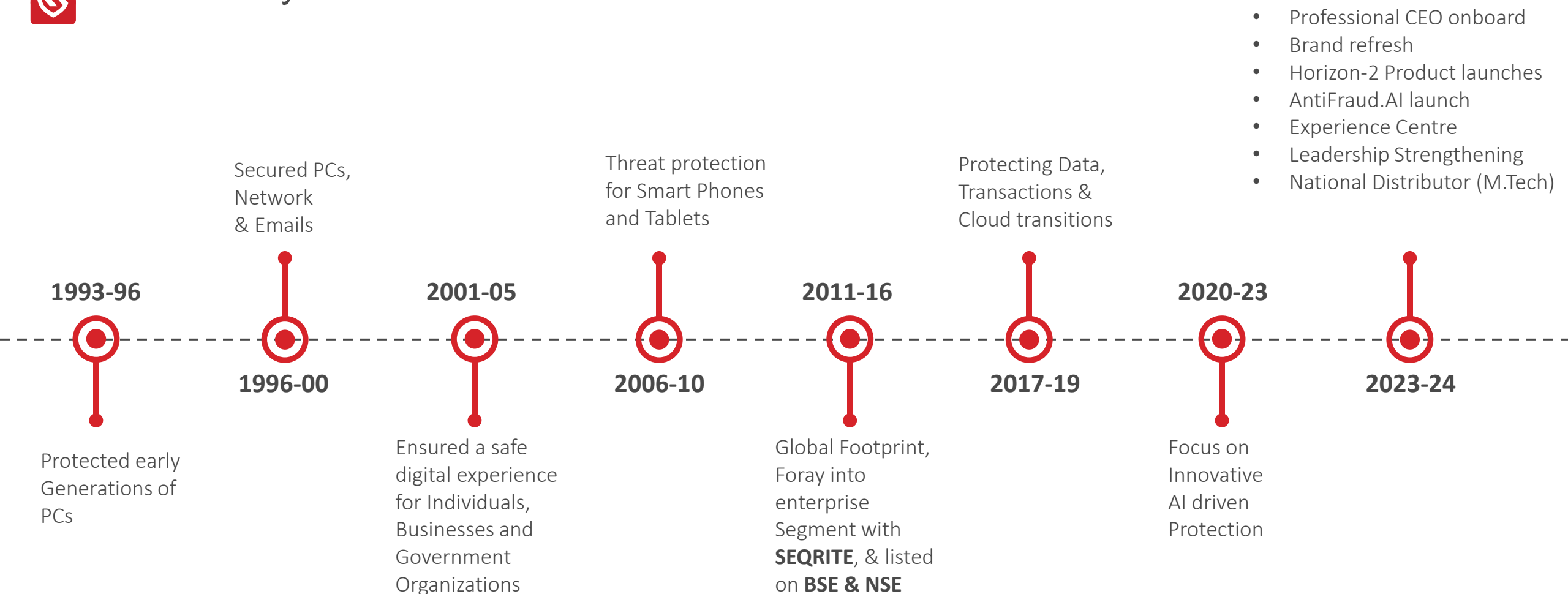
## **Secure**

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





# Our Journey so far







# This is Us!



Pioneer of  
cybersecurity in India



1<sup>st</sup> Listed Cybersecurity  
company in India



Market Leader  
in India



Proud Owners of Seqrite Lab:  
Largest in the country



Protecting 9 Mn  
Active Devices



Patents



Presence in 70+  
countries



1000+ Cybersecurity  
Professionals



Proud Partners

**NIST & AISIC**

Collaborators  
with US bodies





# 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.



# Led by the Industry Experts



**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.*



**Ajit Zanjad**  
VP & Head of Delivery



**Ankit Maheshwari**  
Chief Financial Officer



**Anupama Katkar**  
Chief of Operational Excellence



**Ashish Kadam**  
Director, Government Business



**Ashish Pradhan**  
Chief Technical Officer



**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





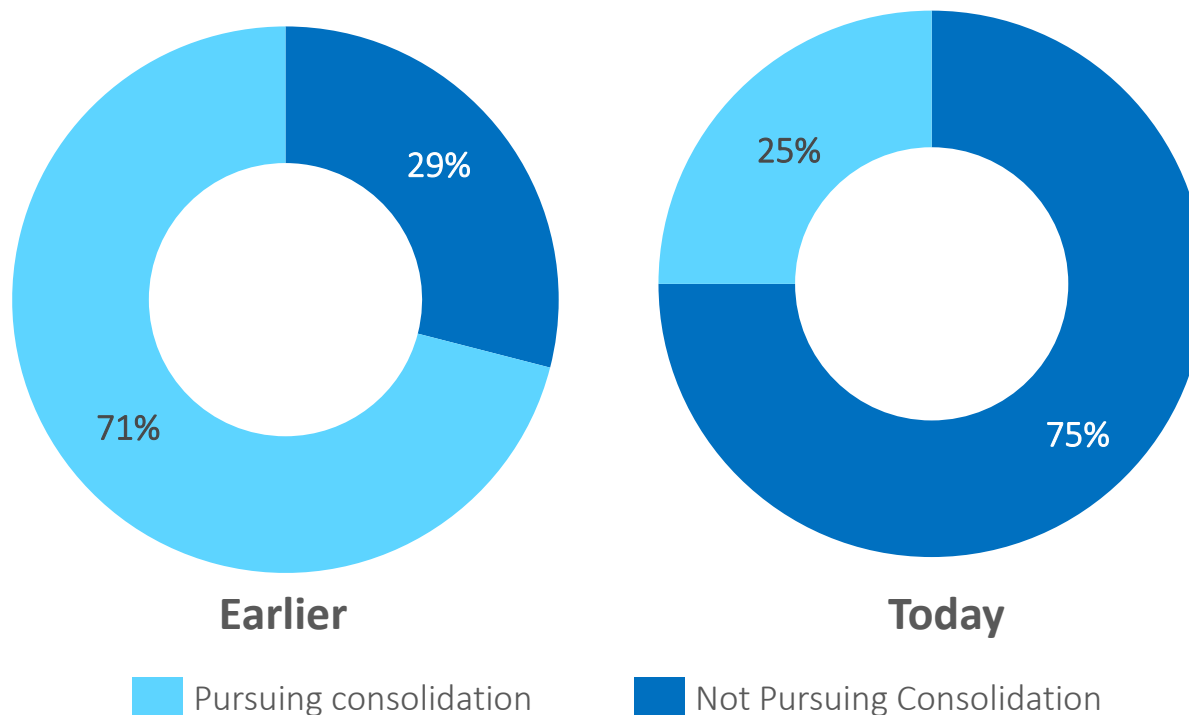
## Our Strategy & Way Forward



# 45+

*Average number of tools  
used by Enterprises*

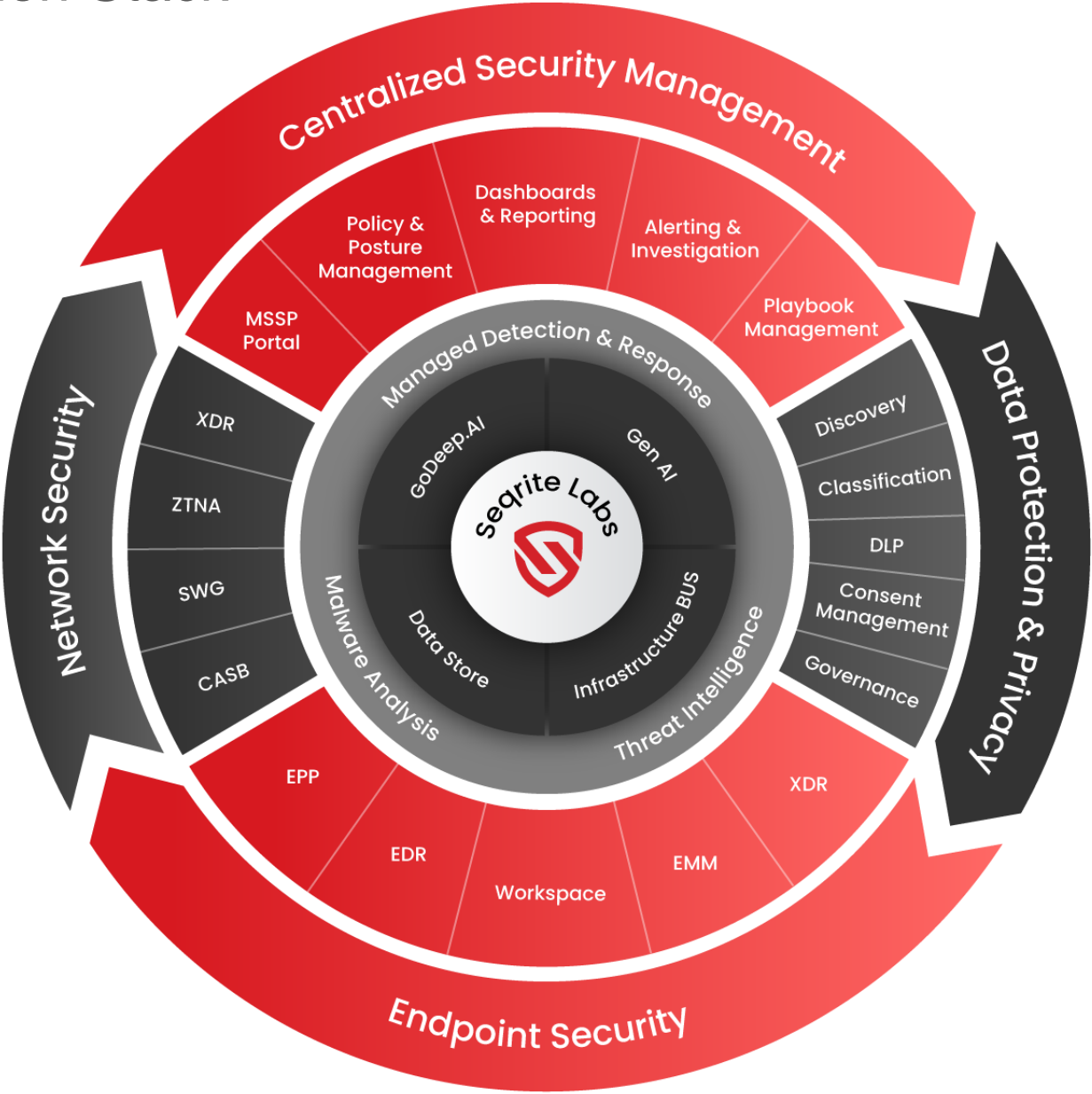
*Organizations pursuing Security Vendor Consolidation*



*India's only full-stack enterprise cybersecurity platform provider, to offer integrated, modular, scalable, sentient and easy-to-deploy & operate solutions*



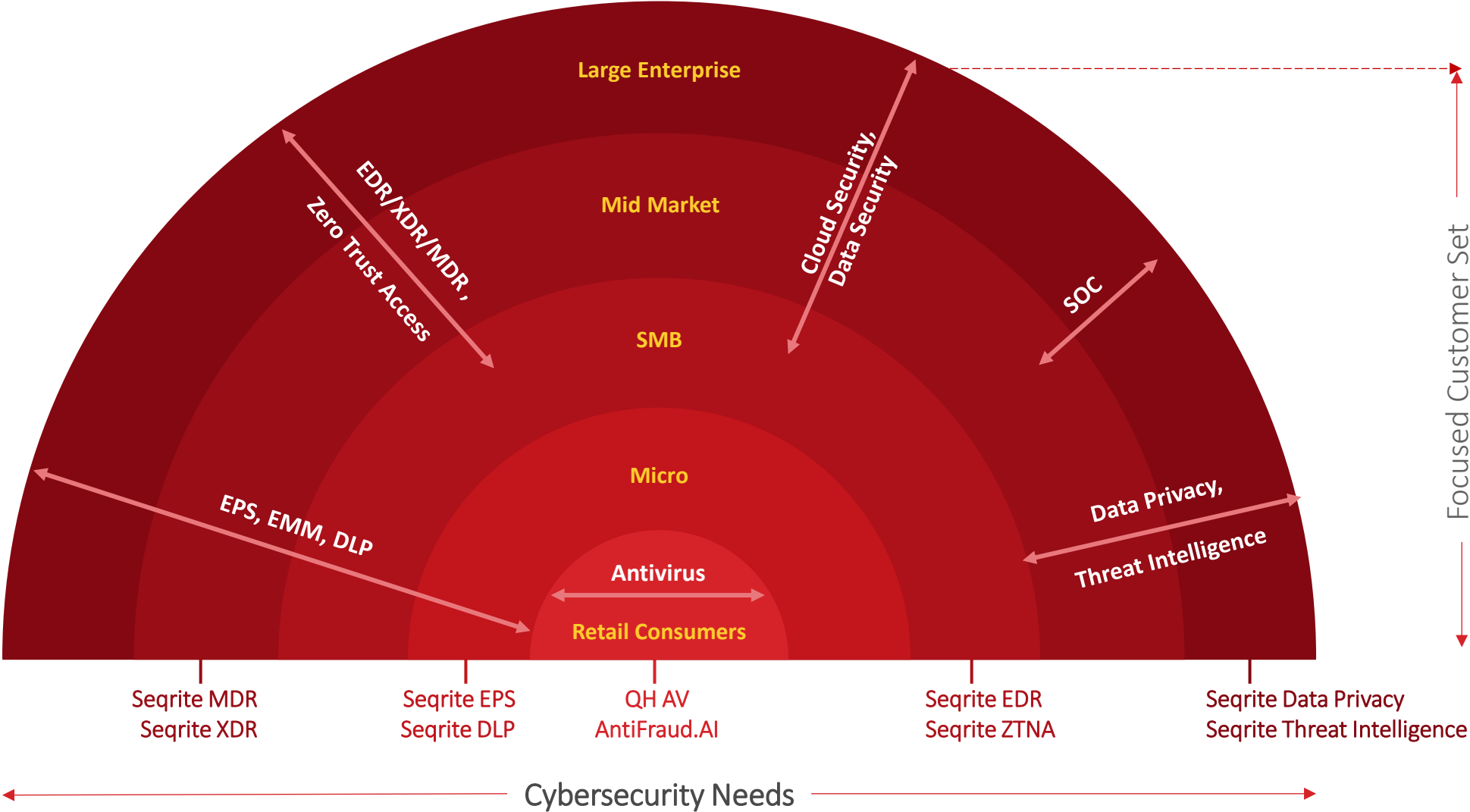
# S3: Seqrite Solution Stack



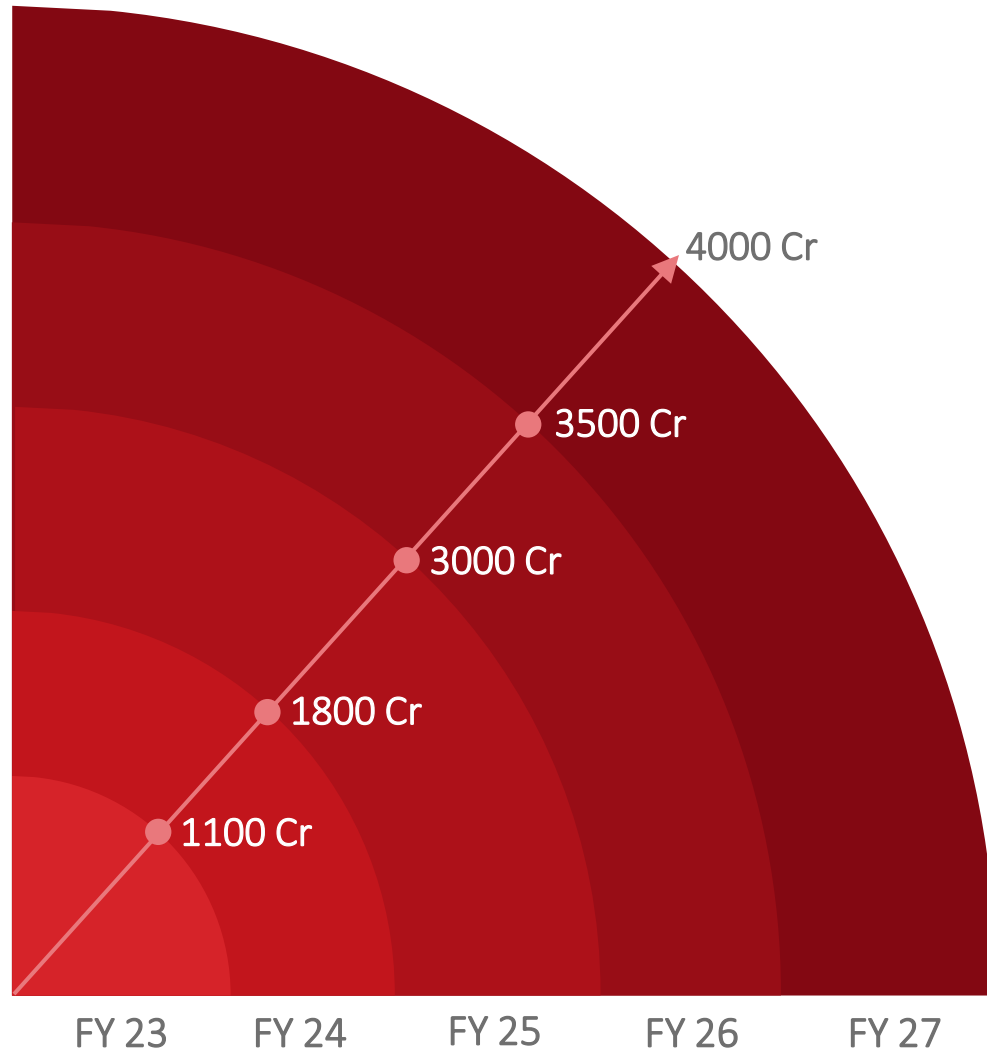




# Cybersecurity Market Landscape: Our Focused Play

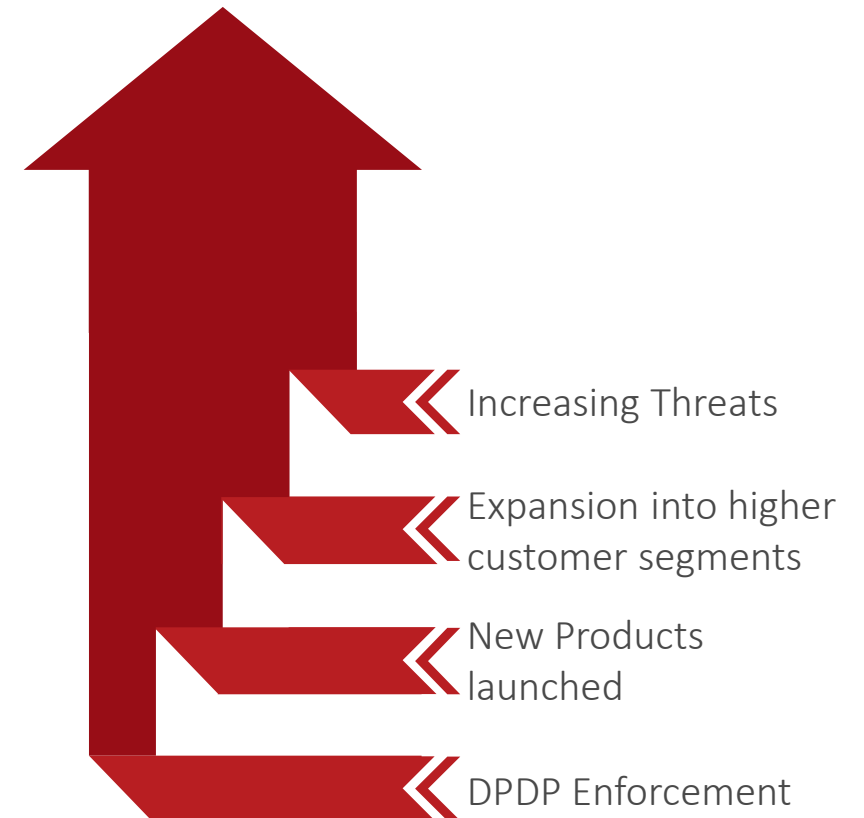


# Expanding Serviceable Operatable Market



Evolution of Serviceable Operatable Market

## Levers of SOM Growth

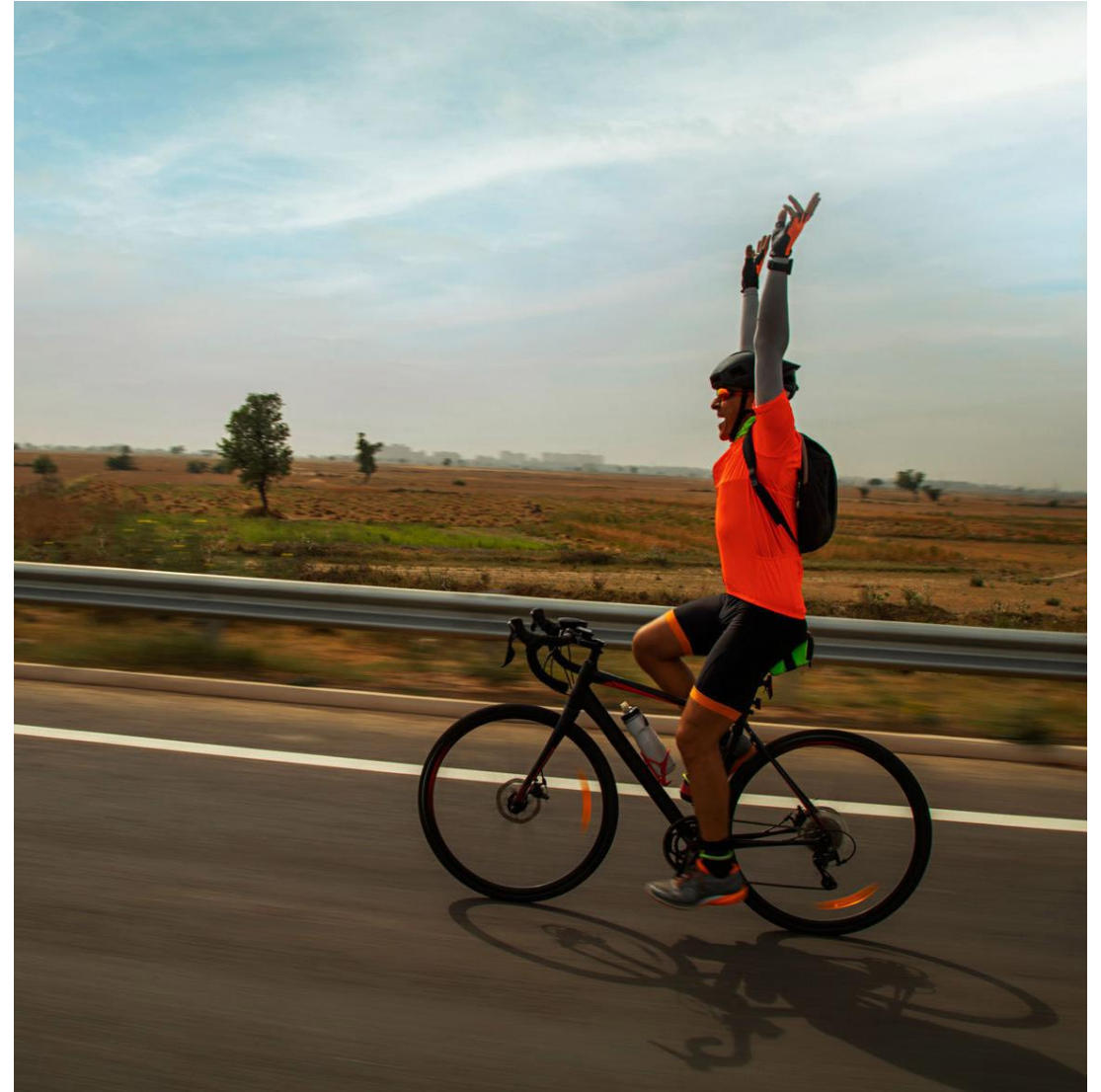


Source: Market Research & Company Estimates



# 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
- Leapfrogging the new age tech adoption in our stack
- Make in India
- Strong Partner Network across the country
- Proximity to the customers







# Awards & Recognitions



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 Security becomes **Top Product** by AV-Test



Seqrite XDR Achieves **AV-TEST Approved Advanced Endpoint Detection and Response Certification**



# Thought Leadership & Brand Strengthening

## Thought Leadership

- Seqrite launches first *“India Cyber Threat Report”* 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.





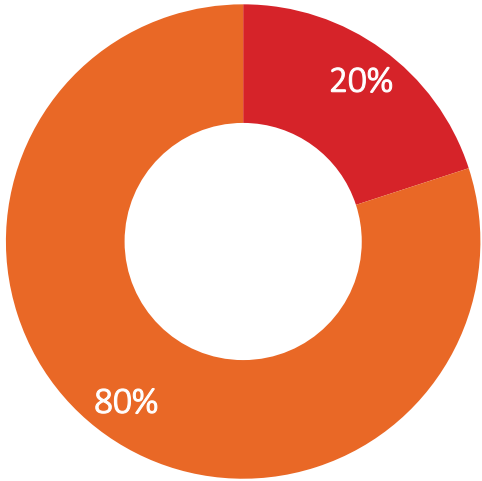


## Q2 / H1 FY25 - Business Highlights

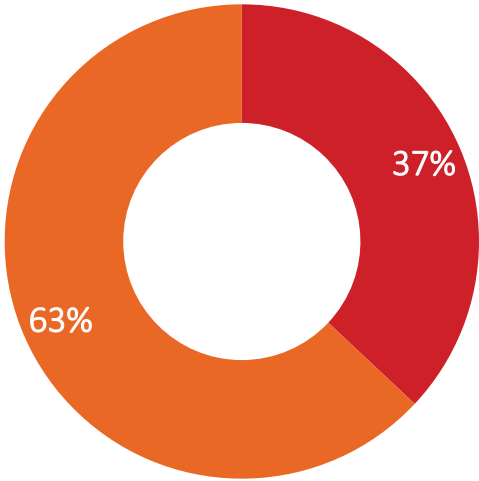




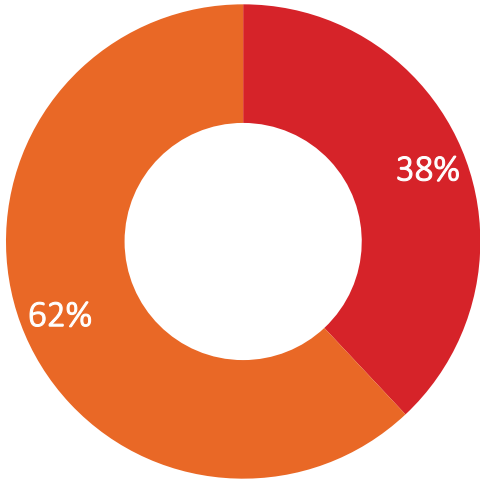
# Deconstructing Current Business



FY 2021



FY 2024

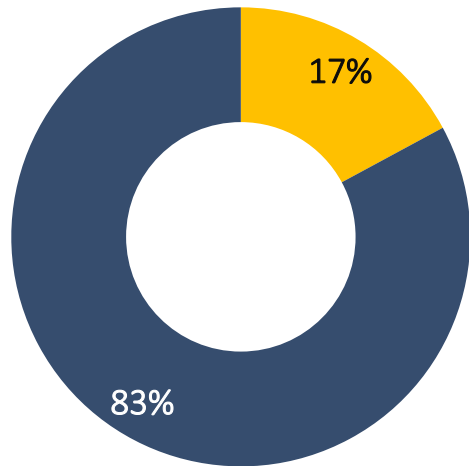


H1 FY 2025

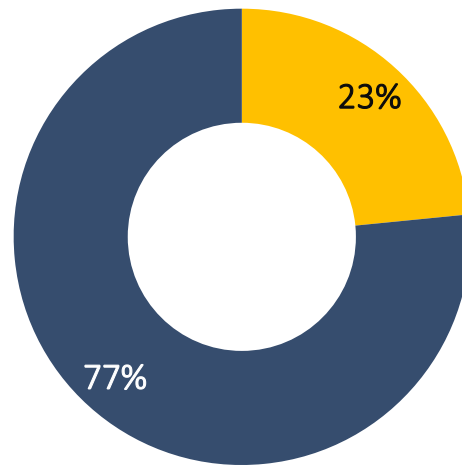
Enterprise  
Consumer



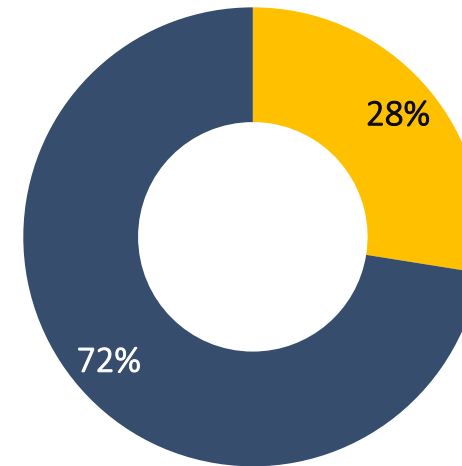
# Enterprise Business – Cloud & Non-Cloud





FY 2023



FY 2024



H1 FY 2025

 Cloud  
 Non Cloud







# H1 FY25: Performance Highlights

**₹ 143.8 Cr**

Net Revenue

**+10.8% YoY**

**₹ 5.7 Cr**

EBITDA

**+237.7% YoY**

**₹ 8.2 Cr**

PAT

**+5743% YoY**

**₹ 1.49**

Diluted EPS

**+4867% YoY**

**₹ 98.8\* Cr**

Consumer Revenue

**+14.3% YoY**

**₹ 60.9\* Cr**

Enterprise Revenue

**+10.0 YoY**

\*Based on gross revenues before adjusting for sales incentives



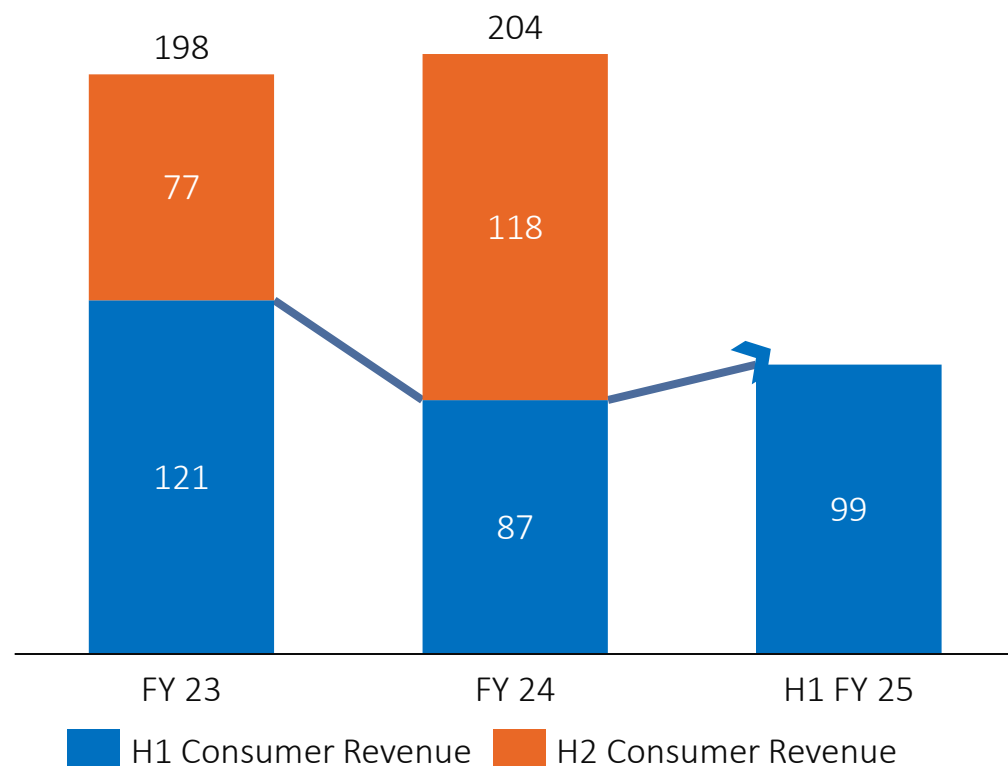




# Market Leaders: Indian Consumer Anti Virus Business

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

## Revenue (INR Cr)



## Current Scenario:

- Current penetration of paid AV in the country 20-25%, while the same in developed geos like US is ~50%.
- Headwinds visible in the segment since H2 FY23 which is easing out gradually

## Our Approach:

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



# AntiFraud.AI: First of its kind Solution to combat Financial Frauds

As technology reshapes our lives and finances, it simultaneously drives a sharp increase in cybercrime and financial frauds.

**Every third individual** has fallen victim to fraud. In the past three years alone, **₹1.25 lakh crore** has been **lost to digital financial fraud**.

## YOUR ALL-IN-ONE SOLUTION FOR FRAUD PREVENTION

AntiFraud.AI, a state-of-the-art solution with advanced features tailored to your operating system, designed to prevent fraud and keep you fraud-free.



### Risk Profile

Assess your risk level with actionable steps to reduce exposure to fraud.



### Fraud Call Alert

Alerts you on receiving a potentially fraudulent call.



### Scam Protection

Protects you from phishing link scams.



### Banking Fraud Alert

Alerts you when a call may potentially lead to fraud.



### Fraud Protect Buddy

Helps protect your close ones from banking frauds.



### Fraud App Detector

Alerts you on detecting a fraud app.



### Secure Payments

Secures all your online transactions from frauds.



### Unauthorized Access Alert

Alerts you when an app uses Mic/Cam while the device is not in use.



### Dark Web Monitoring

Notifies you if your sensitive data is leaked on the dark web.



### Call Forwarding Alert

Alerts you when your calls are being redirected.



### Screen Share Alert

Alerts you if your screen is being shared, while on a call.



### Payee Name Announcer

Helps you avoid QR code scams.



### Spy Alert

Blocks websites from tracking your online activities.



### File Vault

Saves confidential data in an encrypted format to prevent unauthorized access.



### Browsing Protection

Blocks access to malicious websites from your browser.



### Victim Of A Fraud?

A guide to help you recover and take necessary actions in the event of a fraud.



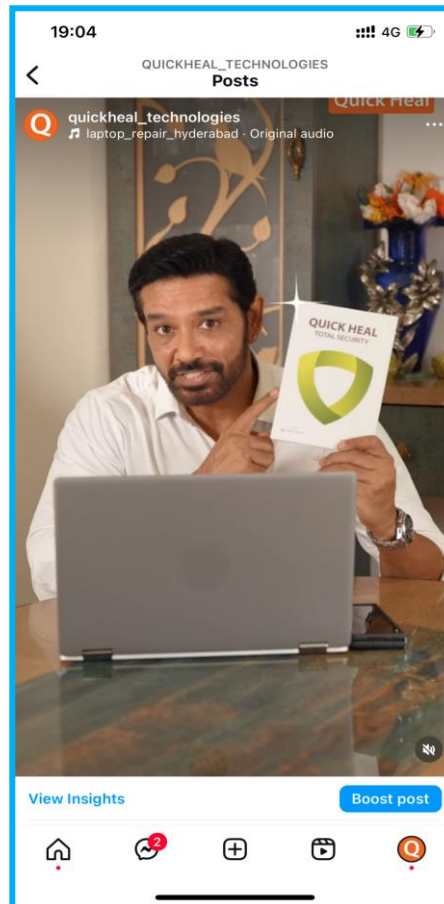
### Information Hub

Your go to section for the latest fraud trends and prevention tips.

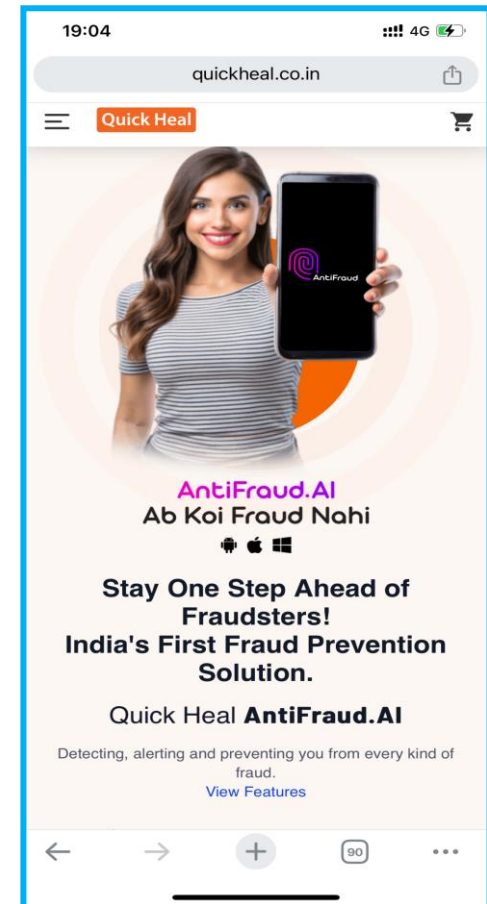
# Consumer Marketing Campaigns



**Influencer Partnership:**  
Raj Shamani:  
**1.4M views**



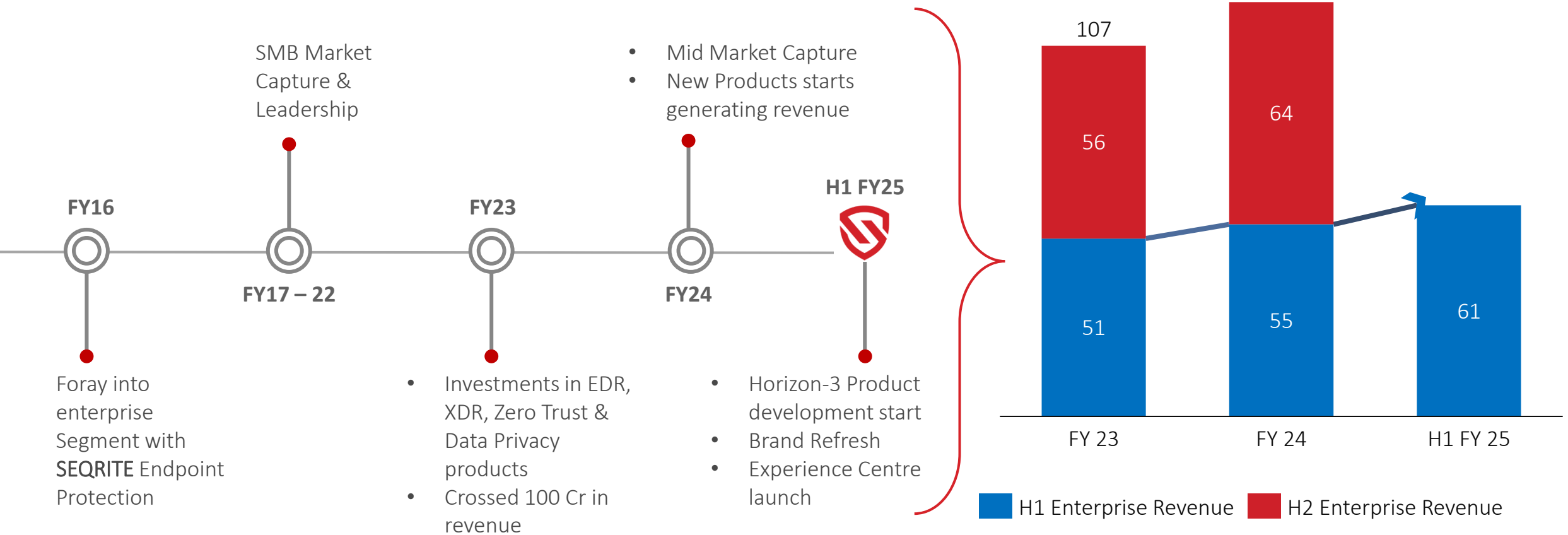
**Influencer Partnership:**  
Anup Soni:  
**1.4M views**



**Antifraud New Web  
Page Launched:**  
**Booking Started**



# Seqrite: Self Funded Cybersecurity Startup





# Enterprise Marketing Events



Cybersecurity Modernization Summit for CXOs, Delhi Organized by Seqrite



Seqrite Keynote Presentation at ISMG CISO Engage Offsite



CISO Deep Dive Session on Data Privacy by Seqrite at ISMG CISO Engage Offsite



ETCISO - Seqrite Webinar on Zero Trust Network Access Solution



Seqrite Honored with Best Cyber Security Company Award by IT Voice



Team Seqrite at the ETNow PSU Summit Delhi





# Customer Success Stories (Logistics)

- **The Customer:** One of the largest players in logistics industry
- **Customer Challenge:** Legacy cybersecurity stack which could not cover pressing needs of threat hunting and asset management
- **Our Solution:** Extended Detection & Response
- **Customer Benefits:** Modernized security stack with increased visibility and protection
- **Whom did we compete against:** Global Top 5 cybersecurity company







# Customer Success Stories (Media)

- **The Customer:** One of the largest media companies
- **Customer Challenge:** Secure Remote Access to its hybrid workforce
- **Our Solution:** Zero Trust Network Access
- **Customer Benefits:** Seamless and secured connectivity
- **Whom did we compete against:** Global Top 5 cybersecurity company





# Customer Success Stories (Staffing)

- **The Customer:** Leading staffing firm
- **Customer Challenge:** Legacy cybersecurity stack which could not cover pressing needs of threat hunting and asset management
- **Our Solution:** Extended Detection & Response
- **Customer Benefits:** Modernized security stack with increased visibility and protection
- **Whom did we compete against:** American cybersecurity company



# Customer Success Stories (Healthcare)

- **The Customer:** Leading Multi Specialty Hospital
- **Customer Challenge:** Cyber security product performance of existing vendor
- **Our Solution:** Endpoint Protection
- **Customer Benefits:** Enhanced protection, product performance and support ecosystem
- **Whom did we compete against:** Multinational cybersecurity company



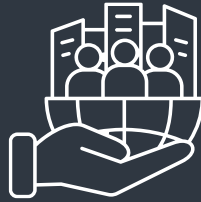


### National



Securing one of the largest armed forces through our core endpoint protection

### PSU



Securing one of the public sector critical infrastructure through our endpoint detection & response solution

### State/ Local Body



Securing one of the largest municipalities through our new generation products



**Financial Highlights**



# Consolidated P&L



PARTICULARS	Q2 FY24	Q1 FY25	Q2 FY25	H1 FY24	H1 FY25
<b>Revenue</b>	<b>78.4</b>	<b>70.3</b>	<b>73.5</b>	<b>129.8</b>	<b>143.8</b>
Direct Cost	2.4	1.6	2.7	3.6	4.3
<b>Gross Profit</b>	<b>76.0</b>	<b>68.7</b>	<b>70.8</b>	<b>126.2</b>	<b>139.5</b>
<b>Gross Margin</b>	<b>97.0%</b>	<b>97.7%</b>	<b>96.3%</b>	<b>97.2%</b>	<b>97.0%</b>
<b>Operating Cost</b>					
Research and Development	33.0	34.5	34.0	64.6	68.5
Sales and Marketing	20.4	18.9	20.2	38.8	39.2
General Administration	11.7	12.7	13.5	27.0	26.2
<b>Total Expenditure</b>	<b>65.0</b>	<b>66.1</b>	<b>67.7</b>	<b>130.3</b>	<b>133.8</b>
<b>EBITDA</b>	<b>11.0</b>	<b>2.6</b>	<b>3.1</b>	<b>(4.1)</b>	<b>5.7</b>
<b>EBITDA %</b>	<b>14.0%</b>	<b>3.7%</b>	<b>4.2%</b>	<b>-3.2%</b>	<b>3.9%</b>
Depreciation	3.3	2.8	3.2	6.2	5.9
<b>EBIT</b>	<b>7.7</b>	<b>(0.2)</b>	<b>(0.1)</b>	<b>(10.3)</b>	<b>(0.3)</b>
Other Income	5.7	5.1	5.2	10.4	10.3
Finance Cost	-	(0.1)	(0.1)	0.0	(0.1)
<b>Profit Before Tax (PBT)</b>	<b>13.4</b>	<b>4.8</b>	<b>5.1</b>	<b>0.1</b>	<b>9.9</b>
Tax	0.5	0.8	0.9	(0.0)	1.7
<b>Profit After Tax (PAT)</b>	<b>12.9</b>	<b>4.0</b>	<b>4.1</b>	<b>0.1</b>	<b>8.2</b>
<b>PAT Margin</b>	<b>16.5%</b>	<b>5.7%</b>	<b>5.6%</b>	<b>0.1%</b>	<b>5.7%</b>





# Balance Sheet as at Sep 30, 2024

EQUITY AND LIABILITIES	Mar 31, 2024	Sep 30, 2024
<b>Equity</b>		
Equity Share Capital	53.5	53.8
Share application money pending allotment	-	0.7
Reserves and Surplus	383.5	382.6
<b>Total Shareholder Funds</b>	<b>437.0</b>	<b>437.1</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	-	-
Other Non Current Liabilities	2.3	4.4
Deferred tax liabilities (net)	-	-
<b>Total Non-Current Liabilities</b>	<b>2.3</b>	<b>4.4</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	39.9	43.2
Other Financial Liabilities	3.8	1.2
Other Current Liabilities	14.0	18.1
Net employee defined benefit liabilities	15.6	12.6
Current tax liabilities (Net)	-	-
<b>Total Current Liabilities</b>	<b>73.3</b>	<b>75.1</b>
<b>Total Equity &amp; Liabilities</b>	<b>512.6</b>	<b>516.6</b>

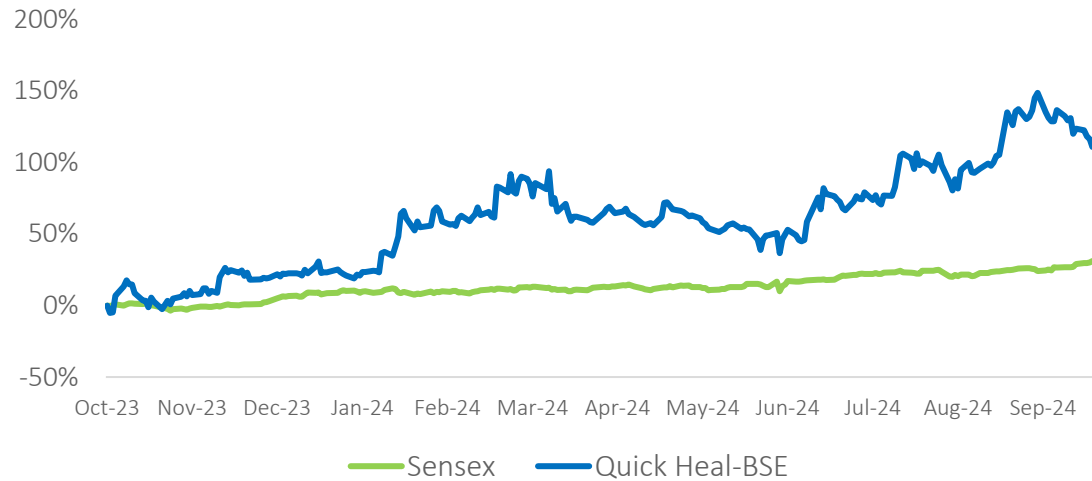
ASSETS	Mar 31, 2024	Sep 30, 2024
<b>Non-Current Assets:</b>		
Property, plant and equipment	83.6	82.1
Capital work-in-progress	3.1	0.5
Intangible assets	1.5	0.9
Investment Property	31.6	35.8
<b>Non-current financial assets</b>		
Investments in MF, Tax-Free Bonds, Subs & others	7.5	7.5
Other Financial Asset	0.8	0.9
Deferred tax assets (net)	3.4	3.8
Other Non Current assets	17.4	19.1
<b>Total Non-Current Assets</b>	<b>148.8</b>	<b>150.7</b>
<b>Current assets:</b>		
Inventories	2.8	2.8
Investment in Mutual Fund	182.5	173.5
Trade and other receivables	131.7	165.9
Bank Balances & Cash and Cash Equivalents	37.5	12.8
Investment in Fixed Deposit	0.3	0.2
Other Financial Assets	1.3	1.9
Other Current assets	7.8	8.7
<b>Total Current Assets</b>	<b>363.8</b>	<b>365.9</b>
<b>Total Assets</b>	<b>512.6</b>	<b>516.6</b>

All values are in INR Cr, unless otherwise stated



# Capital Market Data

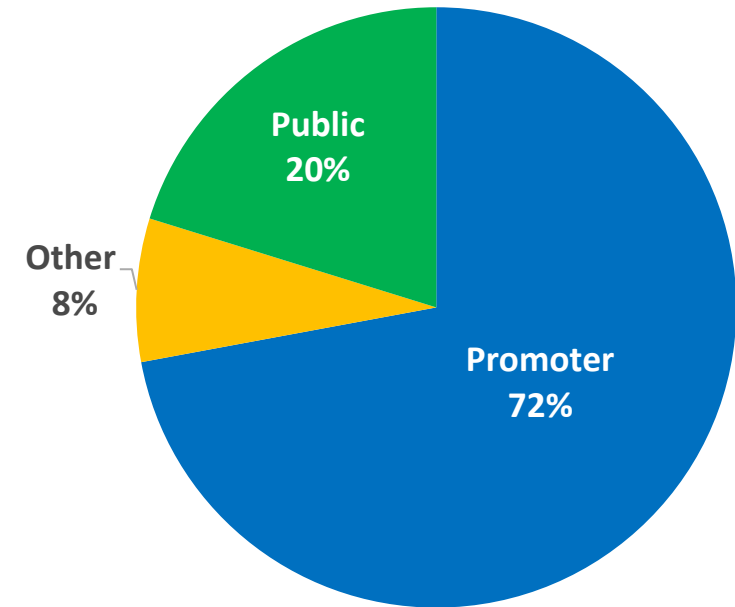
**Stock Market Performance** (as on 30th September 2024)



**Price Data** (as of 30<sup>th</sup> September 2024)

Face Value	10.00
Market Price	662.05
52 Week H/L	758.85/278.20
Market Cap (INR Mn)	35,449.02
Equity Shares Outstanding (Mn)	53.54
1 Year Avg. Trading Volume ('000)	455.82
1 Year Avg. Net Turnover (Mn)	214.30

**Shareholding Pattern** (as on 30<sup>th</sup> September 2024)





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Thank You

Simplifying Cybersecurity