



SECURITE

Quick Heal

Earnings Presentation: Q3 FY25

4th February 2025



Global Cybersecurity Trends

- ⦿ Consolidation of security stack
- ⦿ Investment in Generative AI (GenAI)
- ⦿ Privacy driven Application & Data Decoupling
- ⦿ Growing Adoption of Cloud Native Application
- ⦿ 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





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...

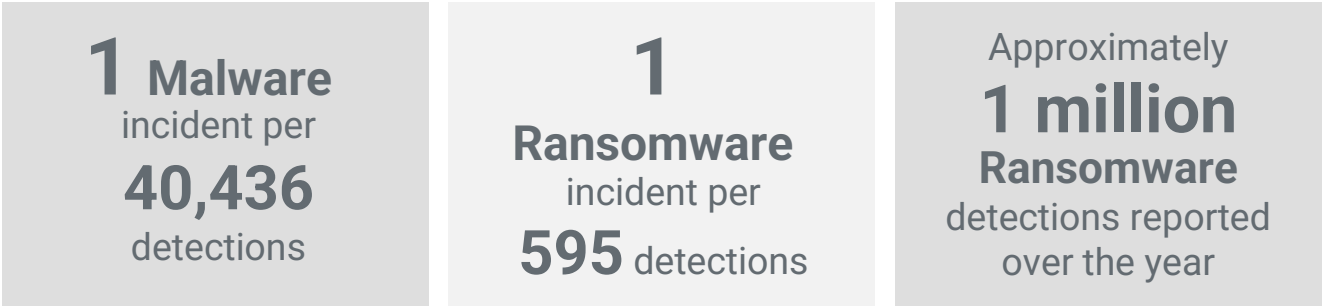
Geographical Hotspots

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
- ⦿ Brand refresh
- ⦿ Horizon-2 & 3 Product launches
- ⦿ Experience Centre
- ⦿ Leadership Strengthening
- ⦿ National Distributor (M.Tech)
- ⦿ AntiFraud.AI launch
- ⦿ India Cyber Threat Report 2025



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

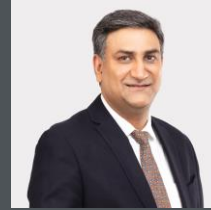
A Prominent Global Leader, and Distinguished Cybersecurity Expert with a remarkable three-decade journey transforming the cybersecurity and information technology for global brands

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

*Currently focused on India market capture
Setting foundation for global expansion*

Large Customers

*Moving up the customer segments as the solutions mature
Niche Solutions specifically targeted to Large Enterprises*

Product Stack:

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

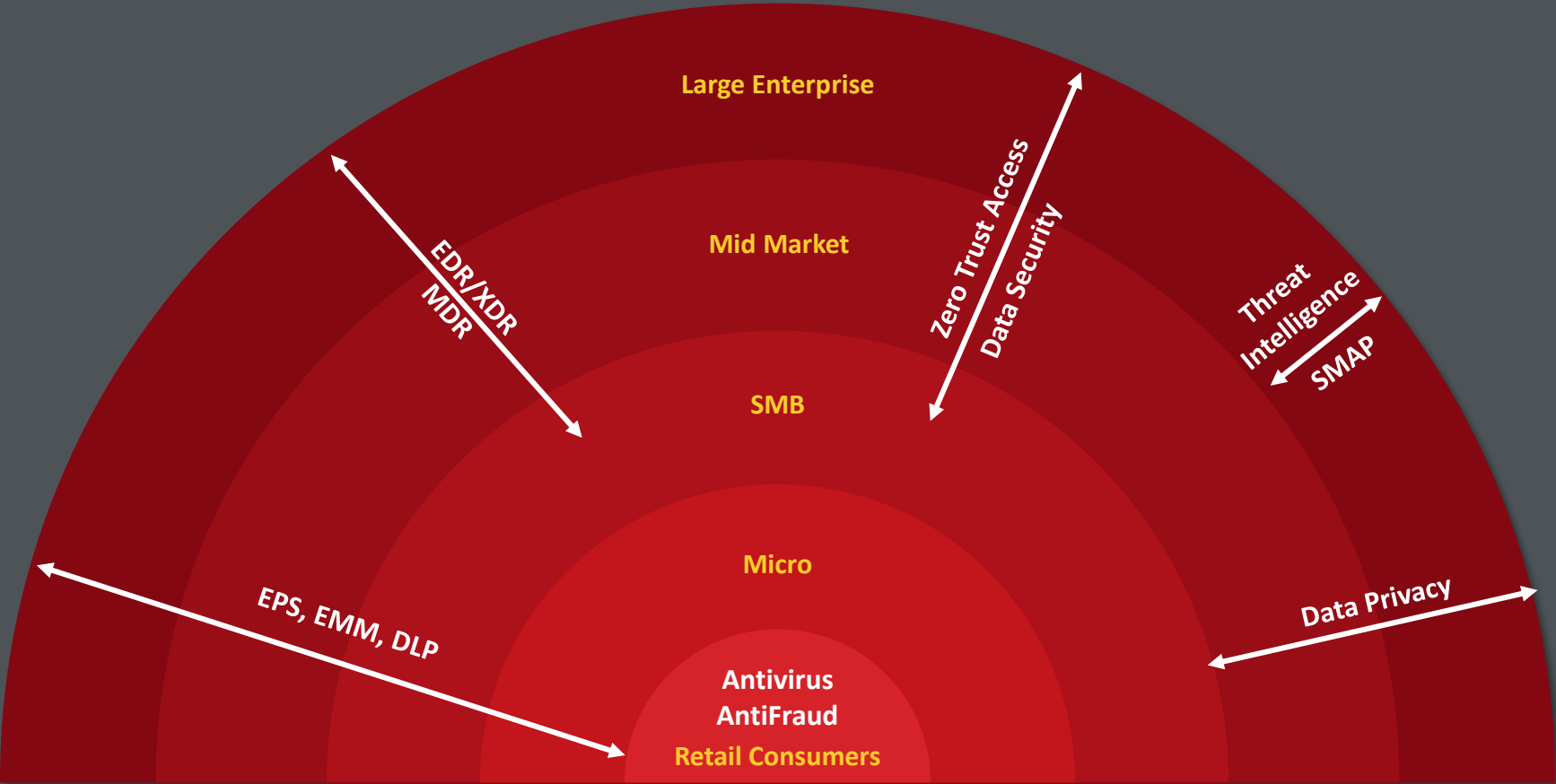


Seqrite Solution Stack



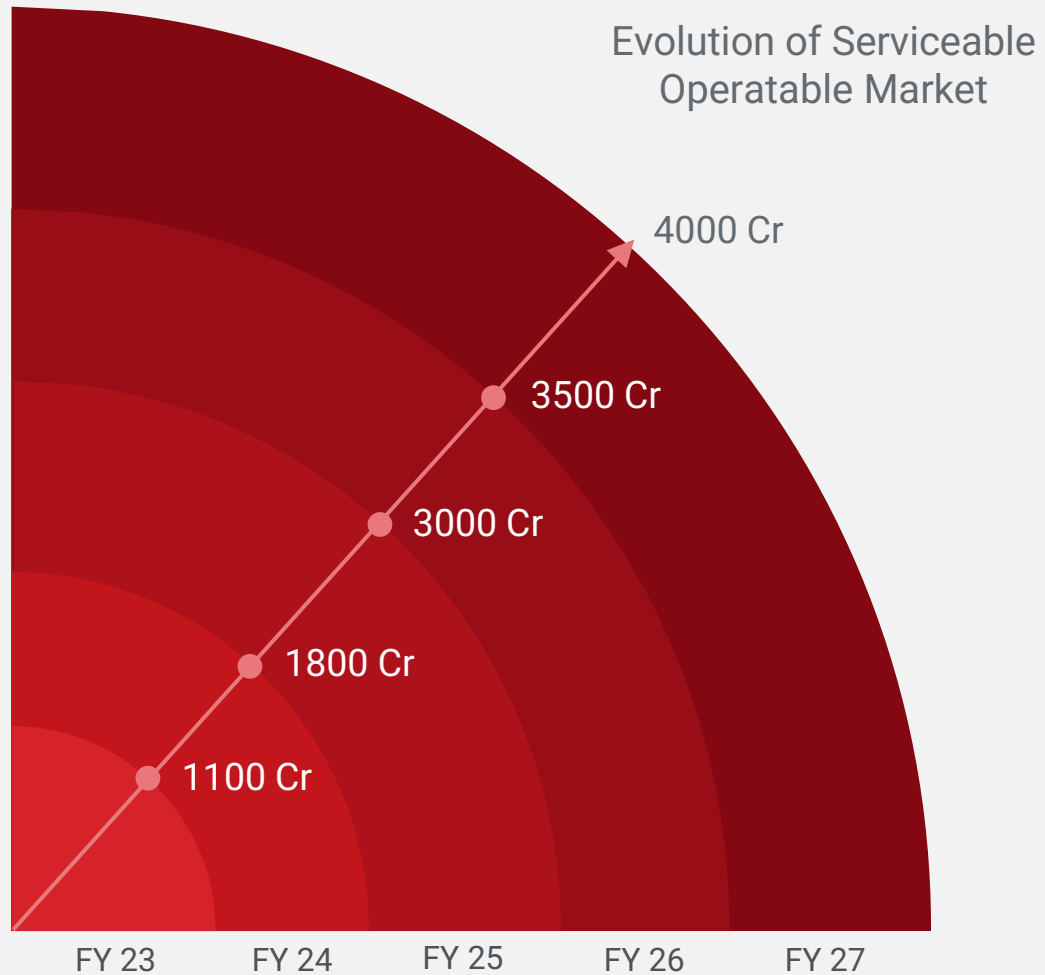


Cybersecurity Market Landscape: Our Targeted Play

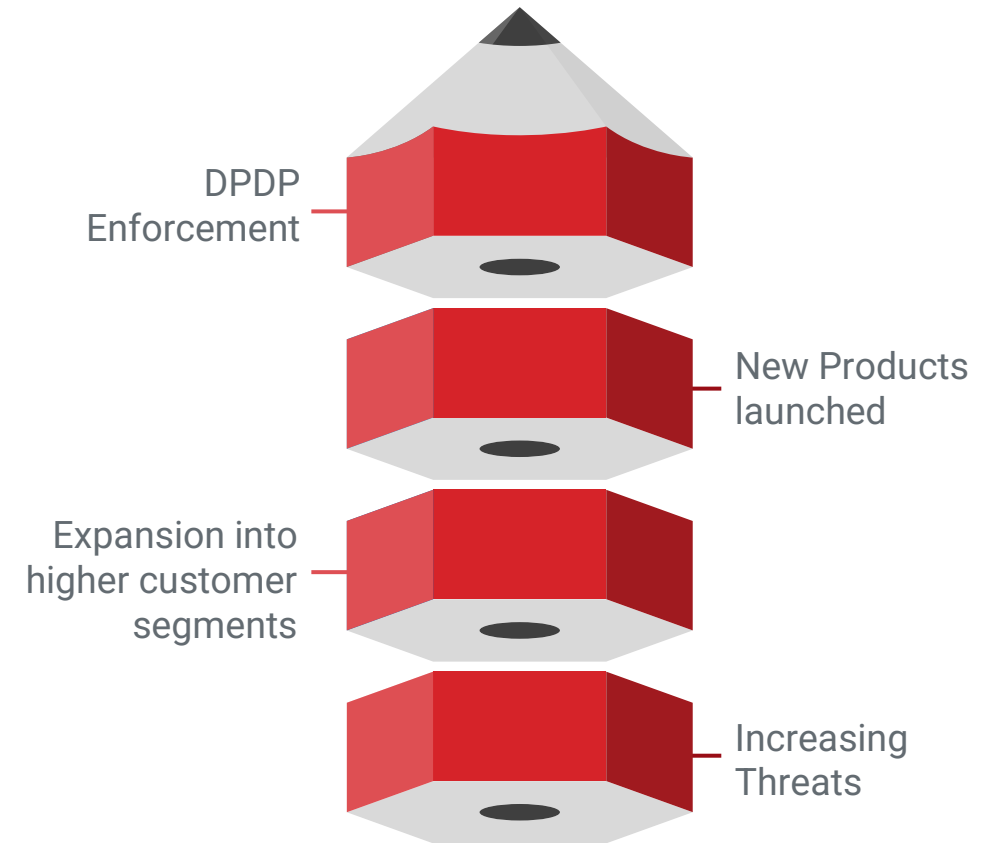




Expanding Serviceable Operatable Market



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

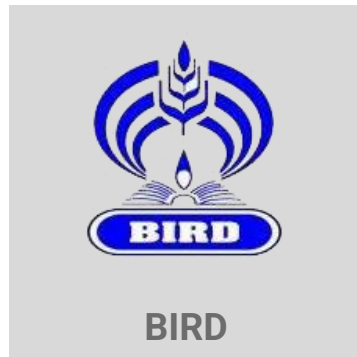


Seqrite XDR Achieves **AV-TEST Approved Advanced Endpoint Detection and Response Certification**





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.





Q3 FY25 - Business Highlights



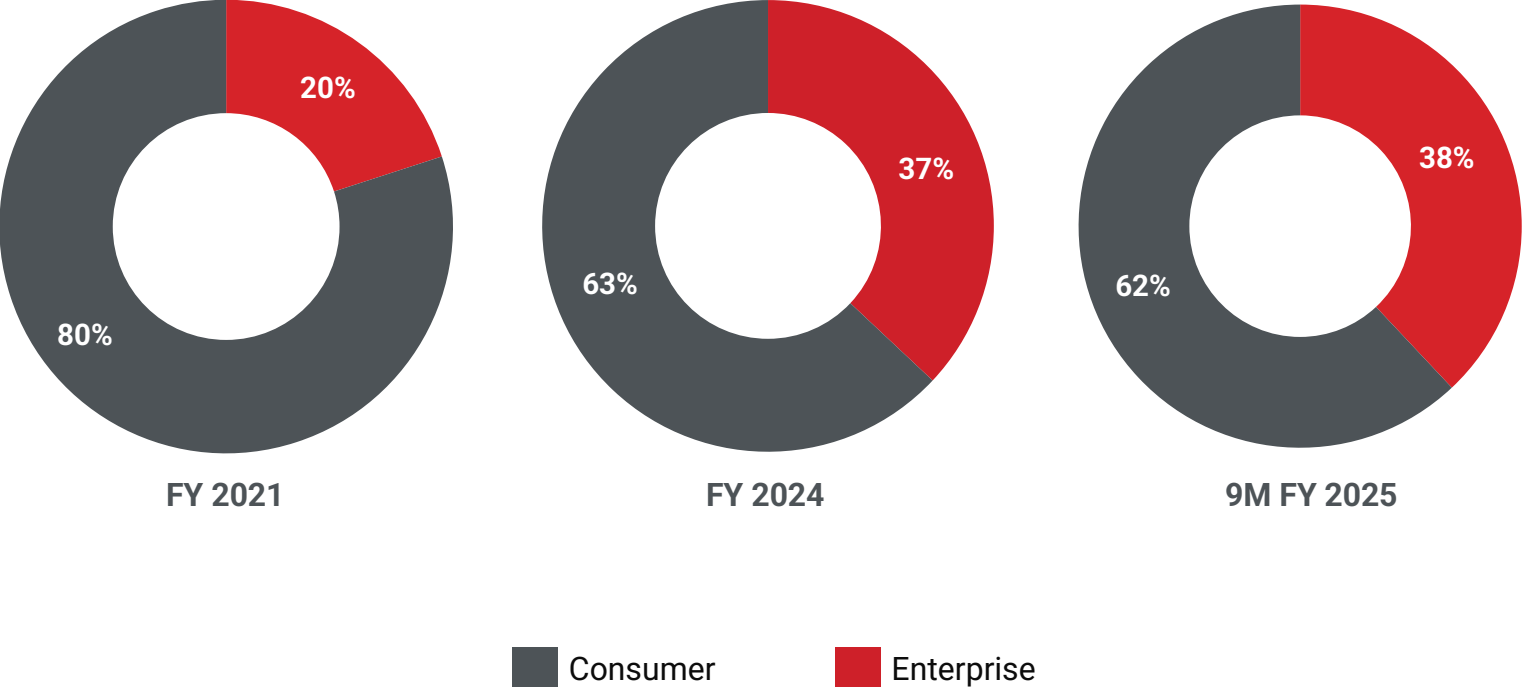
Business Highlights

- **Launched 2 niche products** for the Large Enterprise & Key Government Entities: Seqrite Malware & Analysis Platform & Threat Intelligence
- **Anti Fraud Launch**
- **Order Book:** INR 7.18 Cr as on date (Sep-2024: INR 0.35 Cr)
- **New Product Billing:** 9M FY25 > 2x FY24
- **Deferred Revenue:** INR 10 Cr (Sep-2024: INR 8.8 Cr)
- **First Order** for Seqrite Threat Intelligence Received (in January)



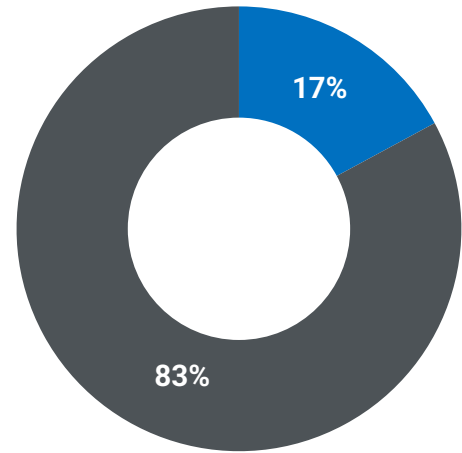


Deconstructing Current Business

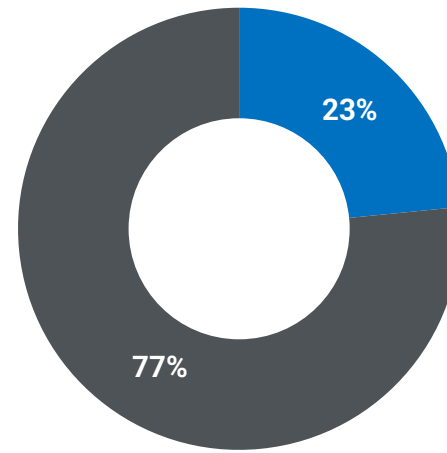




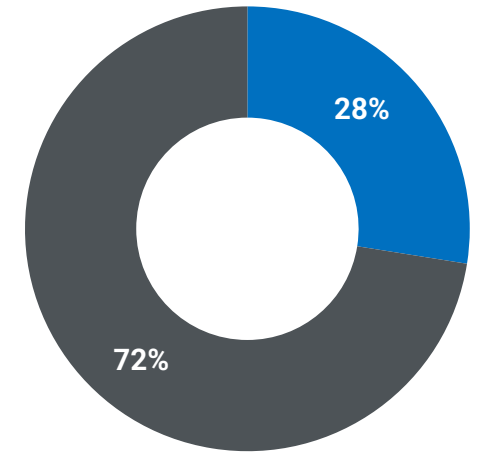
Enterprise Business Cloud & Non-Cloud



FY 2023



FY 2024



9M FY 2025

■ Non-Cloud ■ Cloud

CAGR of cloud business is 39% in 2 years





9M FY25: Performance Highlights

₹ 214.4 Cr

Net Revenue
+1.3% YoY

₹ 1.9 Cr

EBITDA
-74.8% YoY

₹ 8.3 Cr

PAT
-18.7% YoY

₹ 1.51

Diluted EPS
-20.5% YoY

₹ 146.6* Cr

Consumer Revenue
-1.0% YoY

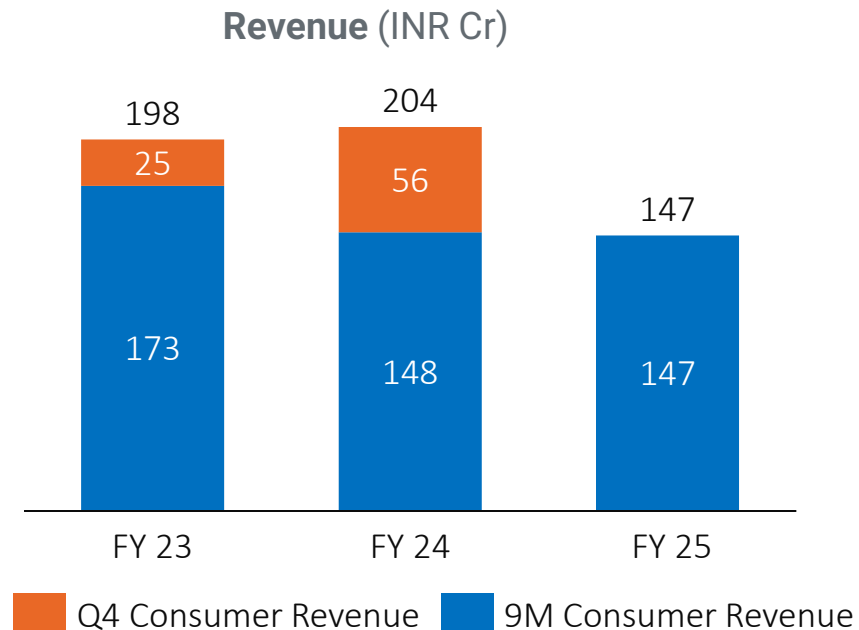
₹ 89.0* Cr

Enterprise Revenue
+2.3 YoY

*Based on gross revenues (excl. deferred revenue) before adjusting for sales incentives

Market Leaders: Indian Consumer Antivirus Business

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



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

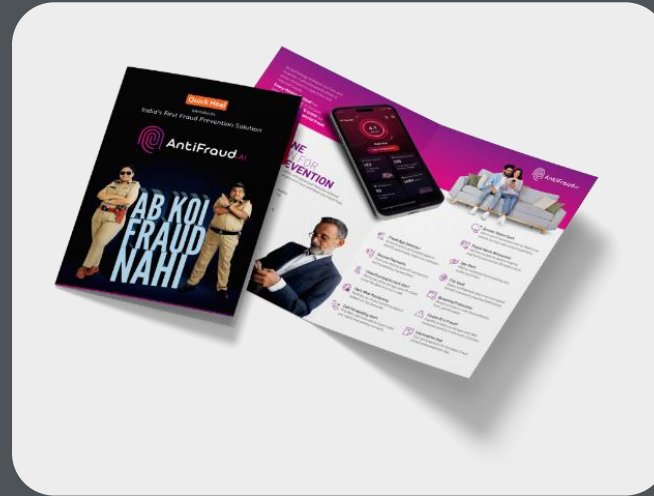
Our Approach:

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

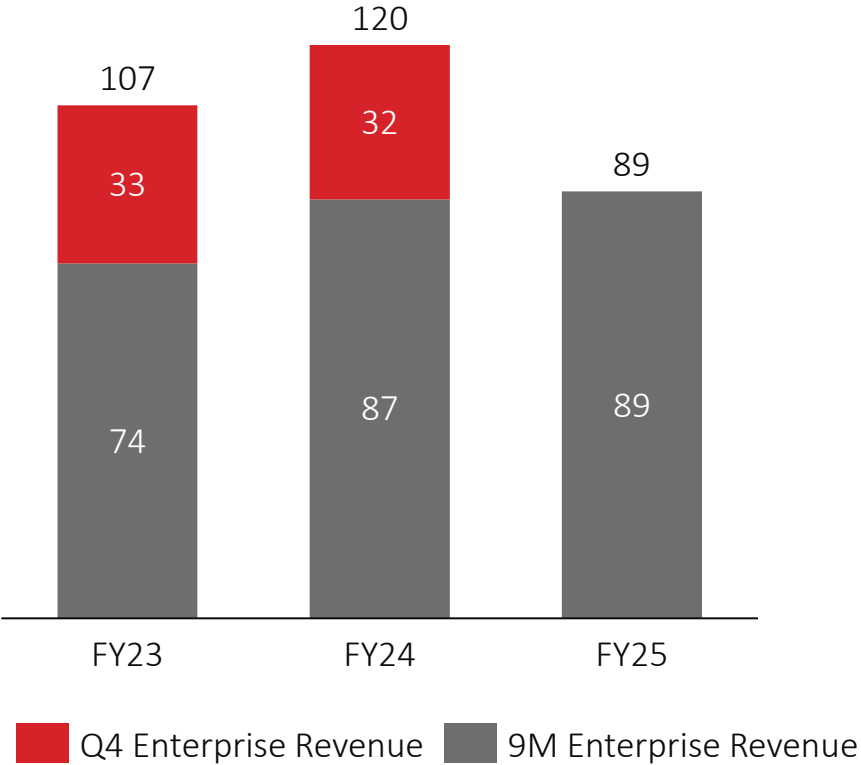
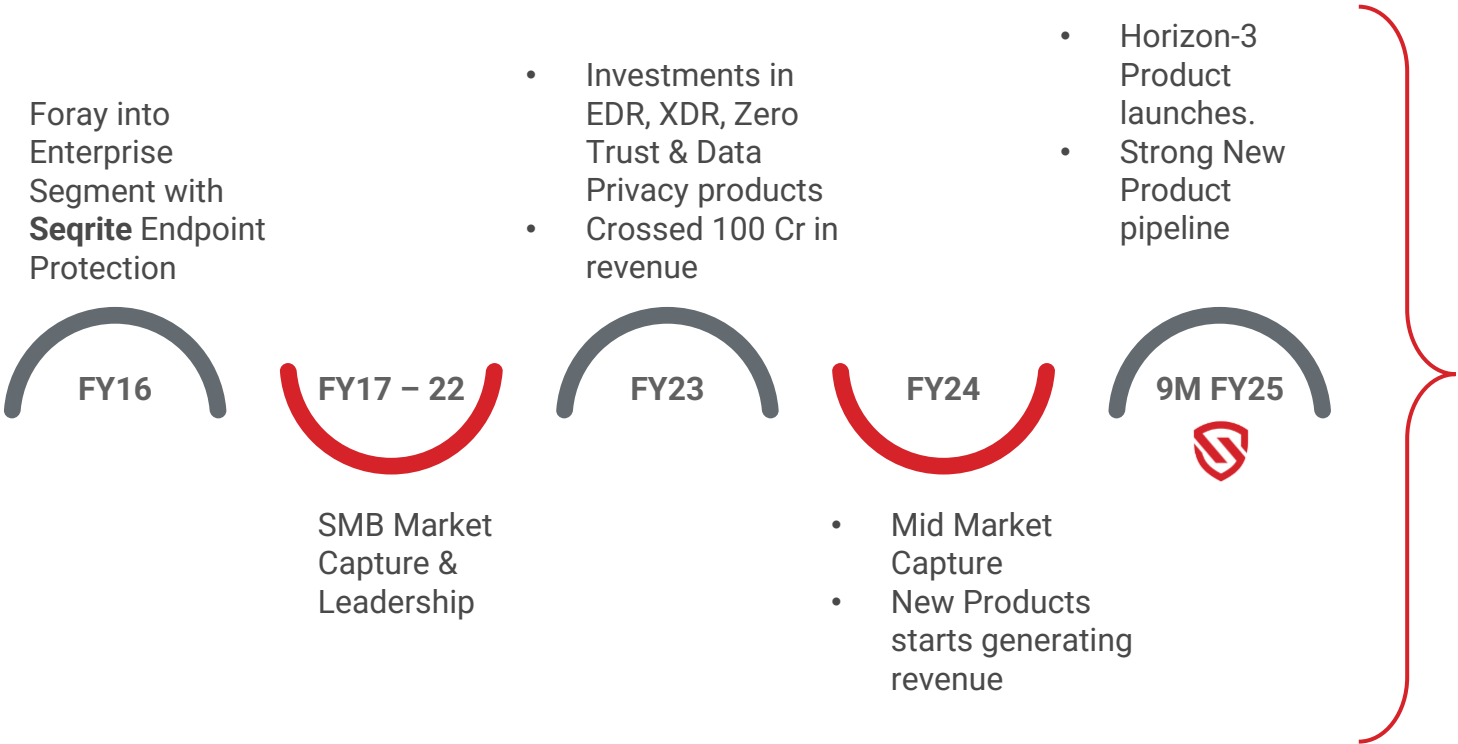


Consumer Marketing Campaigns





Seqrite: Self Funded Cybersecurity Startup





Product Launches

Seqrite Malware Analysis Platform

Without advanced malware analysis, threats go undetected, detection times lengthen, and compliance challenges grow. Seqrite Malware Analysis Platform (SMAP) addresses these critical challenges head-on. With cutting-edge technologies, multi-stage processing, and a vast malware repository, SMAP empowers businesses to detect, analyze, and neutralize threats swiftly.

Seqrite Threat Intel

Seqrite Threat Intel is a powerful, real-time threat intelligence platform designed to enhance cybersecurity readiness. Leveraging telemetry from Seqrite's 10 million endpoints and global sources, it offers India-specific insights across industries while enabling seamless threat information sharing. By prioritizing potential risks and reducing false positives, it helps security teams respond faster and more efficiently.

Powered By





Enterprise Marketing Campaigns



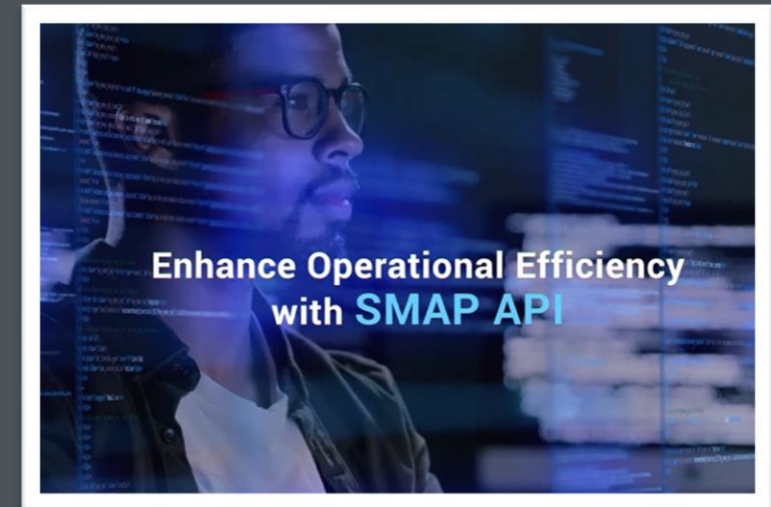
Seqrite as Security Platform Partner at AISS 2024



Threat Report Launch By Shri S. Krishnan, Secretary, MeitY



Seqrite sponsored the ABP Infocomm Event in Kolkata and presented a keynote



SMAP and Threat Intel Platform Launch at AISS



CSR Q3 FY25 Update



Earn & Learn - Direct

3 States, 780 Volunteers

4,66,256

Lives Touched



Earn & Learn - InDirect

3 States, 120 Volunteers

81,112

People Reached



Street Play

2 States

37,290

People Reached

Total
Outreach: **5.85 Lacs**

Total States
Covered: **08**

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



Financial Highlights



Consolidated P&L

PARTICULARS	Q3 FY24	Q2 FY25	Q3 FY25	9m FY24	9m FY25
Revenue	81.9	73.5	70.6	211.7	214.4
Direct Cost	2.4	2.7	1.9	5.9	6.2
Gross Profit	79.6	70.8	68.7	205.8	208.2
Gross Margin	97.1%	96.3%	97.3%	97.2%	97.1%
Operating Cost					
Research and Development	34.8	34.0	33.8	99.3	102.3
Sales and Marketing	21.0	20.2	23.7	59.7	62.8
General Administration	12.2	13.5	15.0	39.2	41.1
Total Expenditure	67.9	67.7	72.5	198.3	206.3
EBITDA	11.6	3.1	(3.8)	7.5	1.9
EBITDA %	14.2%	4.2%	-5.3%	3.5%	0.9%
Depreciation	3.2	3.2	3.4	9.4	9.3
EBIT	8.4	(0.1)	(7.2)	(1.9)	(7.4)
Other Income	4.2	5.2	4.9	14.6	15.2
Finance Cost	-	(0.1)	(0.1)	0.0	(0.2)
Profit Before Tax (PBT)	12.5	5.1	(2.3)	12.7	7.6
Tax	2.5	0.9	(2.4)	2.5	(0.7)
Profit After Tax (PAT)	10.1	4.2	0.1	10.2	8.3
PAT Margin	12.3%	5.6%	0.2%	4.8%	3.9%

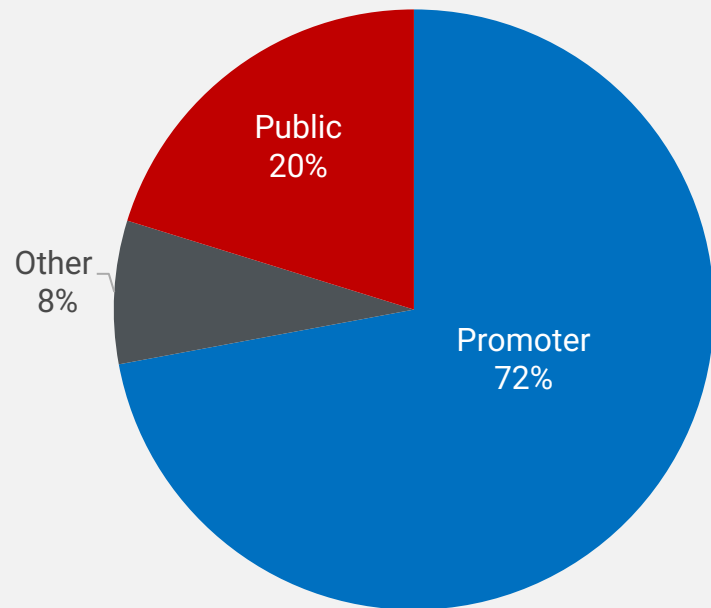
All values are in INR Cr, unless otherwise stated



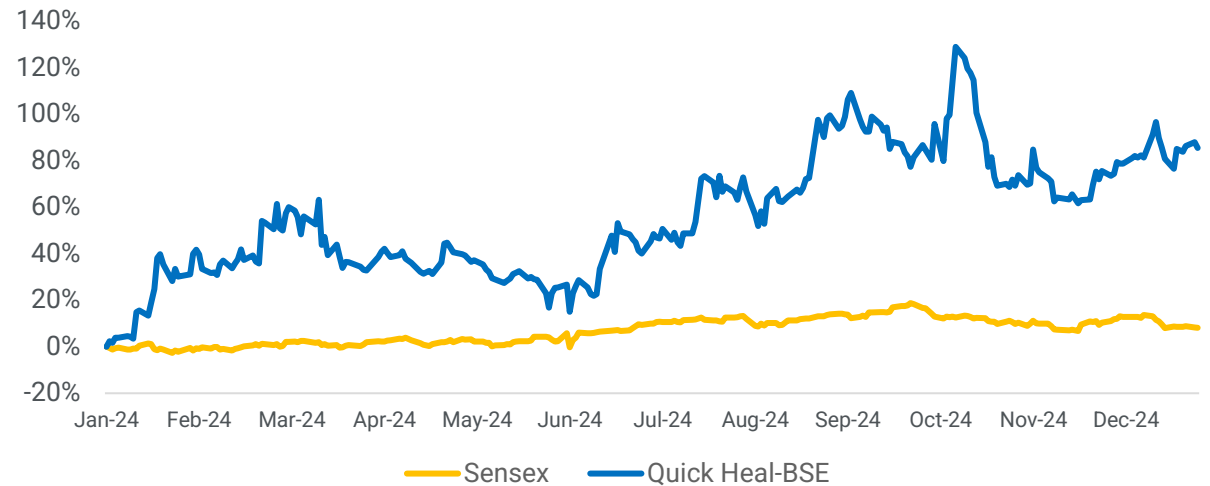


Capital Market Data

Shareholding Pattern (as on 31th December 2024)



Stock Market Performance (as on 31st December 2024)



Price Data (as of 31st December 2024)

Face Value	10.00
Market Price	657.40
52 Week H/L	825.90/352.60
Market Cap (INR Mn)	35,453.42
Equity Shares Outstanding (Mn)	53.93
1 Year Avg. Trading Volume ('000)	381.82
1 Year Avg. Net Turnover (Mn)	216.91



Disclaimer

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



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Quick Heal Technologies Limited

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Simplifying Cybersecurity