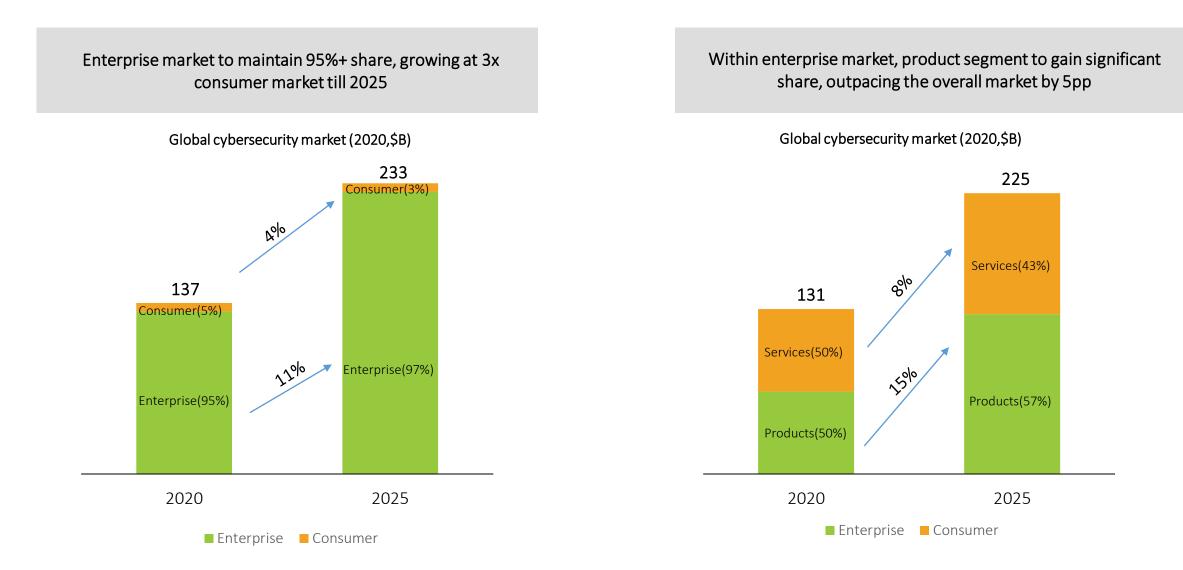


Earnings Presentation | Q2/H1-FY23

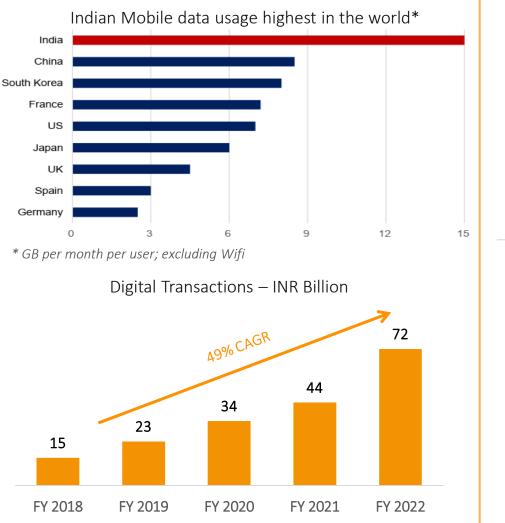


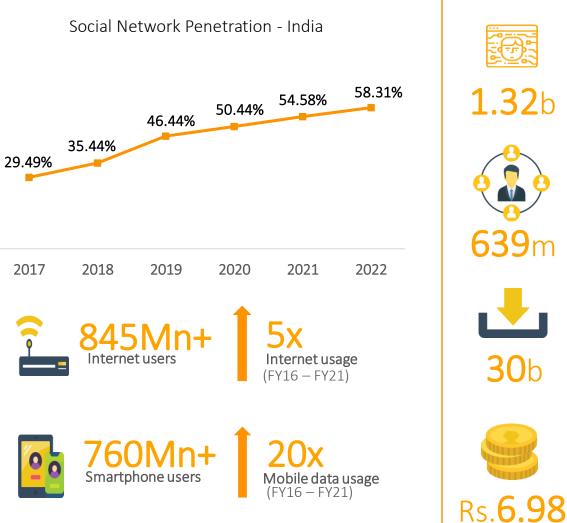
Global cybersecurity market estimated at \$135B in 2020 and expected to grow at 11% till 2025





Rapid digitization has enhanced need for greater cybersecurity investments





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

SEGRITE



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Users engaged in social media



Application downloads in 2020

30b



Average cost to subscriber per GB wireless data

Source: The Ministry of Electronics and Information Technology, TRAI, Government of India, Statista, Google report – Insights for Brands, KPMG Report – Fintech In India, India Data Diviner – Macquarie, Nokia MBIT, Goldman Sachs Investment Research – Portfolio Strategy Research (Sept 19, 2021)

Company at a glance



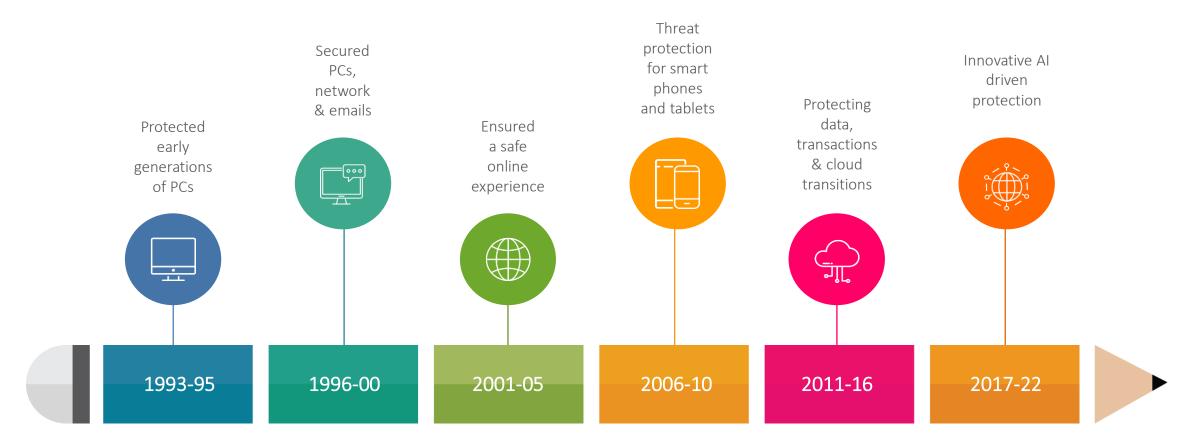


Empowering the team to solve business problems

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

Our Journey



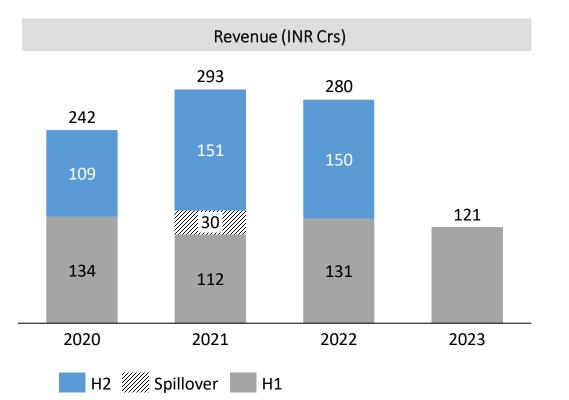


Over 25 years of simplifying security

The Cash Cow: Retail Anti Virus Business



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





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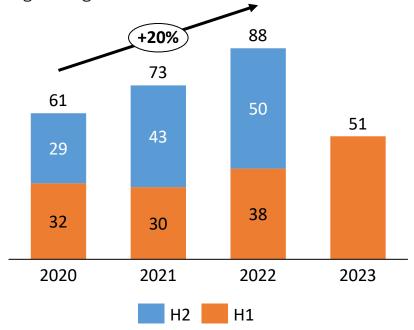
SEGRITE

• FY21 revenues included Rs. 30 crores of spillover revenues from FY20 due to Covid pandemic, hence FY22 numbers are not comparable to FY21

• Segmental revenues are regrouped basis end customers

The Growth Story: Enterprise Solutions

- Incubated the enterprise cybersecurity through internal accruals
- Growth story for QH in the years to come
- Launching new products
- Enterprise solutions represent 95% of the cybersecurity market, which is growing at a CAGR of 11% while Quick Heal is growing at 20%







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Future Outlook



Increasing R&D spend R&D team continuously working towards product upgrades with newer features. In FY22 R&D spends of 26%

Strong and Diversified Channel Network With 35,000+ channel partners, sales team Has deep market penetration

Innovation

Quick Heal lays strong emphasis innovation and evolving threats are addressed through timely updates of features.

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Quick Heal

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Hiring the best

Focused on hiring the best employees to innovate, market and distribute its products globally

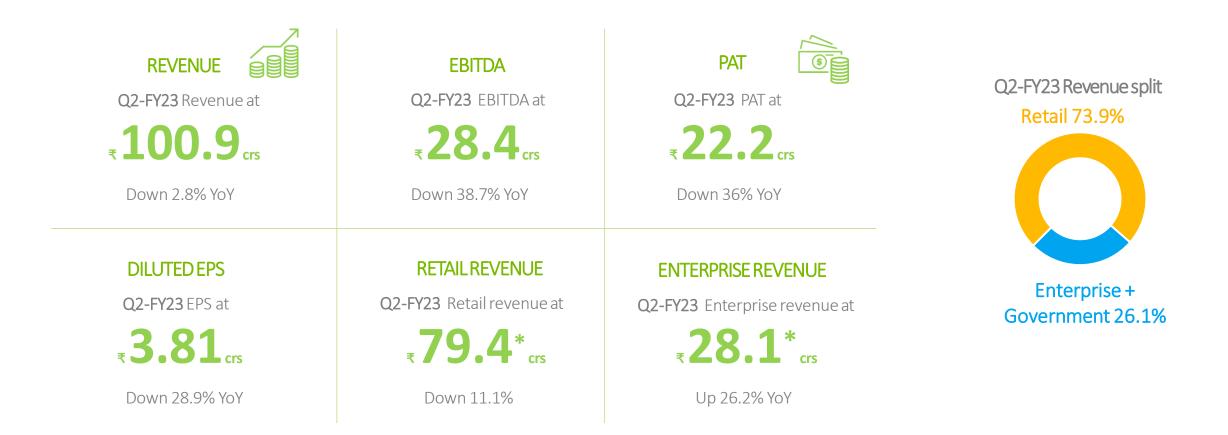
international clients



Q2/H1-FY23 EARNINGS HIGHLIGHTS

Q2-FY23 Earnings Highlights





*Based on gross revenues before adjusting for sales incentives Segmental revenues are regrouped basis end customers

H1-FY23 Earnings Highlights





Scripting a new success story In the cybersecurity industry



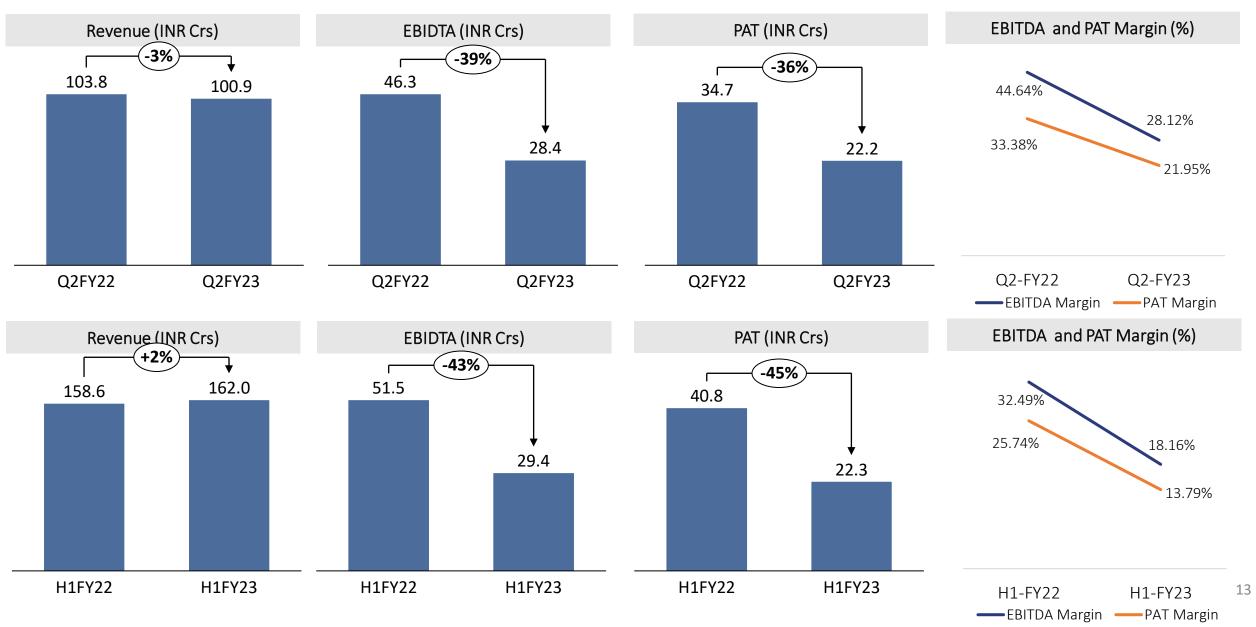


- India's first listed cybersecurity products company
- A "Make in India" product configured to secure individuals, companies, cities and countries
- Undisputed leader in the retail segment
- Seqrite making inroads in the SMB & enterprise segment
- Quick Heal Security Labs a team of highly efficient 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

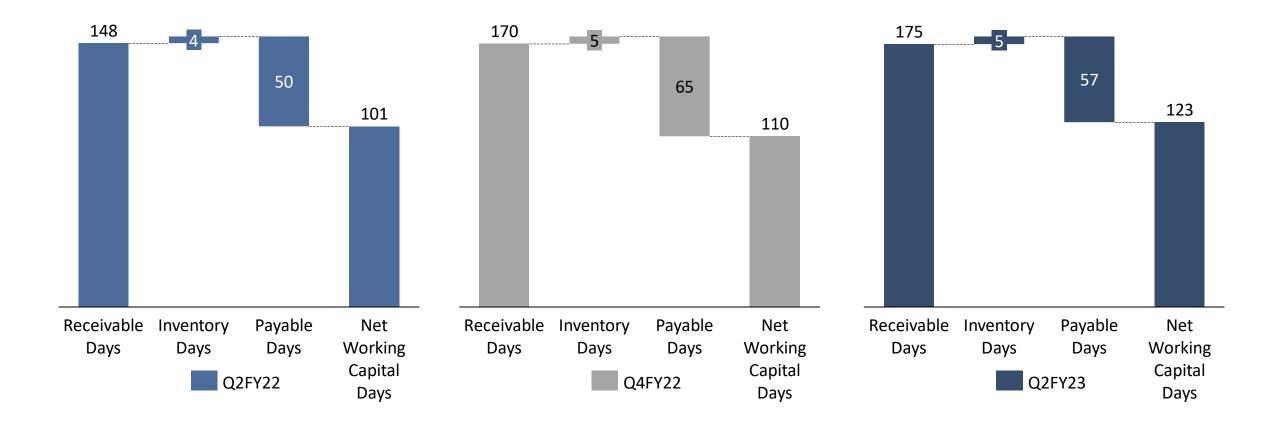
Q2/H1-FY23 Consolidated Performance Highlights





Working Capital Analysis





• Calculation of Days = [(Particular heading/ TTM Sales) X (365 days)]

Quarterly Income Statement

					Security simplified			
PARTICULARS (₹ crs)		Standalone			Consolidated			
PARTICULARS (CCIS)	Q2-FY22	Q2-FY23	% change	Q2-FY22	Q2-FY23	% change		
Total Revenue	103.80	100.93	-2.76%	103.79	100.94	-2.75%		
Direct Cost	4.43	4.21		4.43	4.21			
Gross Profit	99.37	96.72	-2.67%	99.36	96.73	-2.65%		
Gross Margin	95.73%	95.83%		95.73%	95.83%			
Operating Cost								
Research and Development (R&D)	20.80	30.47		20.79	30.47			
Sales and Marketing (S&M)	20.78	25.04		21.13	25.04			
General Administration (G&A)	11.49	12.87		11.11	12.84			
Total Expenditure	53.07	68.38	-28.85%	53.03	68.35	-28.89%		
EBITDA	46.30	28.34	-38.79%	46.33	28.38	-38.74%		
EBITDA Margin	44.61%	28.08%		44.64%	28.12%			
Depreciation	4.15	4.14		4.16	4.14			
EBIT	42.15	24.20	-42.59%	42.17	24.24	-42.52%		
EBIT Margin	40.61%	23.98%		40.63%	24.01%			
Other Income	3.64	5.38		3.65	5.40			
Profit Before Tax (before exceptional item)	45.79	29.58	-35.40%	45.82	29.64	-35.31%		
Exceptional items	-	-		-	-			
Profit before Tax after exceptional items	45.79	29.58	-35.40%	45.82	29.64	-35.31%		
Тах	11.14	7.47		11.17	7.48			
Profit After Tax (PAT)	34.65	22.11	-36.19%	34.65	22.16	-36.04%		
PAT Margin	33.38%	21.91%		33.38%	21.95%			

NOTE: Certain figures have been re-grouped wherever necessary

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Half-Yearly Income Statement



		Standalone			Consolidated		
PARTICULARS (₹ crs)	H1-FY22	H1-FY23	% change	H1-FY22	H1-FY23	% change	
Total Revenue	158.18	162.02	2.43%	158.57	162.02	2.18%	
Direct Cost	6.08	6.09		5.80	6.09		
Gross Profit	152.10	155.93	2.52%	152.77	155.93	2.07%	
Gross Margin	96.16%	96.24%		96.34%	96.24%		
Operating Cost							
Research and Development (R&D)	40.86	58.29		40.85	58.29		
Sales and Marketing (S&M)	37.41	43.46		38.00	43.47		
General Administration (G&A)	23.11	24.68		22.40	24.74		
Total Expenditure	101.38	126.43	-24.71%	101.26	126.50	24.93%	
EBITDA	50.72	29.50	-41.84%	51.51	29.43	-42.87%	
EBITDA Margin	32.06%	18.21%		32.49%	18.16%		
Depreciation	8.25	8.09		8.26	8.09		
EBIT	42.47	21.41	-49.59%	43.25	21.34	-50.66%	
EBIT Margin	26.85%	13.21%		27.28%	13.17%		
Other Income	9.88	8.57		9.90	8.60		
Profit Before Tax (before exceptional item)	52.35	29.98	-42.73%	53.15	29.94	-43.67%	
Exceptional items	2.16	-		-	-		
Profit before Tax after exceptional items	50.19	29.98	-40.27%	53.15	29.94	-43.67%	
Тах	12.28	7.57		12.34	7.60		
Profit After Tax (PAT)	37.91	22.41	-40.89%	40.81	22.34	-45.26%	
PAT Margin	23.97%	13.83%		25.74%	13.79%		

NOTE: Certain figures have been re-grouped wherever necessary

Quarterly Ratio analysis



	Stand	alone	Consolidated		
In %	Q2-FY22	Q2-FY23	Q2-FY22	Q2-FY23	
Expenses					
Direct Cost / Revenue	4.27%	4.17%	4.27%	4.17%	
R&D / Revenue	20.04%	30.19%	20.03%	30.19%	
S&M / Revenue	20.02%	24.81%	20.36%	24.81%	
G&A / Revenue	11.07%	12.75%	10.71%	12.72%	
Total Cost / Revenue	51.13%	67.75%	51.09%	67.71%	
Margin					
Gross Margin	95.73%	95.83%	95.73%	95.83%	
EBITDA	44.61%	28.08%	44.64%	28.12%	
EBIT	40.61%	23.98%	40.63%	24.01%	
PBT	44.11%	29.31%	44.15%	29.36%	
PAT	33.38%	21.91%	33.38%	21.95%	

Half Yearly Ratio analysis



	Stand	alone	Consolidated		
In %	H1-FY22	H1-FY23	H1-FY22	H1-FY23	
Expenses					
Direct Cost / Revenue	3.84%	3.76%	3.66%	3.76%	
R&D / Revenue	25.83%	35.98%	25.76%	35.98%	
S&M / Revenue	23.65%	26.82%	23.96%	26.83%	
G&A / Revenue	14.61%	15.23%	14.13%	15.27%	
Total Cost / Revenue	64.09%	78.03%	63.86%	78.08%	
Margin					
Gross Margin	96.16%	96.24%	96.34%	96.24%	
EBITDA	32.06%	18.21%	32.49%	18.16%	
EBIT	26.85%	13.21%	27.28%	13.17%	
PBT	31.73%	18.50%	33.52%	18.48%	
PAT	23.97%	13.83%	25.74%	13.79%	

Historical Annual Consolidated Income Statement



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PARTICULARS (INR Crs)	FY20	FY21	FY22	H1-FY23
Total Revenue	286.14	333.04	341.90	162.02
Direct Cost	12.41	13.70	13.84	6.09
Gross Profit	273.73	319.34	328.06	155.93
Gross Margins (%)	95.66%	95.89%	95.95%	96.24%
Operating Cost				
Total Expenditure	182.33	177.90	221.20	126.50
EBITDA	91.39	141.44	106.86	29.43
EBITDA Margins (%)	31.94%	42.47%	31.26%	18.16%
Depreciation	21.68	19.49	17.38	8.09
EBIT	69.71	121.95	89.48	21.34
EBIT Margins (%)	24.36%	36.62%	26.17%	13.17%
Other Income	31.59	24.16	19.20	8.60
Profit Before Tax (PBT)	101.31	146.11	108.68	29.94
Тах	26.90	39.16	25.49	7.60
Profit After Tax (PAT)	74.41	106.95	83.19	22.34
PAT Margins (%)	26.00%	32.11%	24.33%	13.79%
Basic & Diluted EPS (INR)	11.34	16.65	13.94	3.84

NOTE: Certain figures have been re-grouped wherever necessary

Historical Annual Consolidated Balance Sheet

FY21

64

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H1-FY23

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79

704

ASSETS (INR Crs)	FY21	FY22	H1-FY23
Non-Current Assets			
Property, plant and equipment	140	106	102
Capital work-in-progress	2	-	-
Investment Property	-	25	25
Intangible assets	5	6	4
Non-current financial assets			
Investments in MF ,Tax-Free Bonds & Others	32	27	27
Other Financial Assets	1	1	1
Deferred tax assets (net)	-	-	-
Other non current assets	15	16	22
Total Non-Current Assets	195	181	179
Current assets			
Inventories	3	5	5
Investment in Mutual Fund	383	290	313
Trade and other receivables	151	172	178
Bank Balances & Cash and Cash Equivalents	17	8	11
Investment in Fixed Deposit	68	55	8
Other Financial Assets	1	1	2
Other Current assets	7	4	8
Assets classified as held for sale	2	-	-
Total Current Assets	632	535	525
Total Assets	827	716	704

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NOTE: Certain figures have been re-grouped wherever necessary

EQUITY AND LIABILITIES (INR Crs)

Share application money pending allotment

Net employee defined benefit liabilities

Net employee defined benefit liabilities

Share Holder's Funds

Equity Share Capital

Reserves and Surplus

Total Shareholder Funds

Other Non Current Liabilities

Deferred tax liability (net)

Trade and Other Payables

Other Financial Liabilities

Other Current Liabilities

Current tax liabilities (Net)

Total Current Liabilities

Total Equity & Liabilities

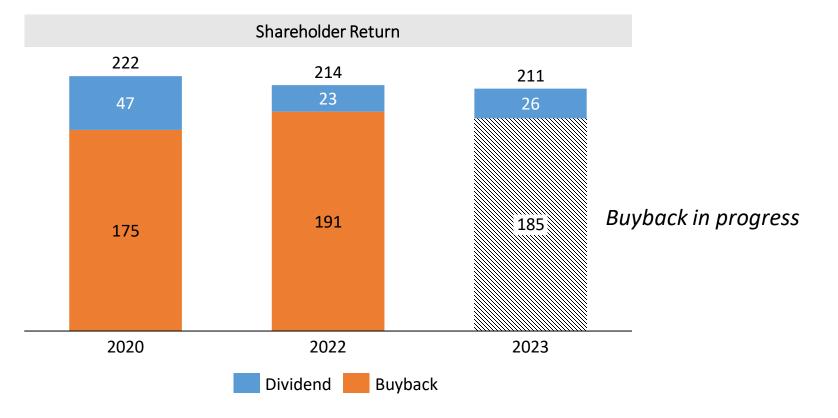
Current Liabilities:

Total Non-Current Liabilities

Non-Current Liabilities

Shareholders Return





Constantly rewarded shareholders through dividend and buyback program

NOTE: Interim dividend announced in FY20 was paid during the same financial year (i.e. FY20) Buyback amount is inclusive of taxes

Capital Market Data

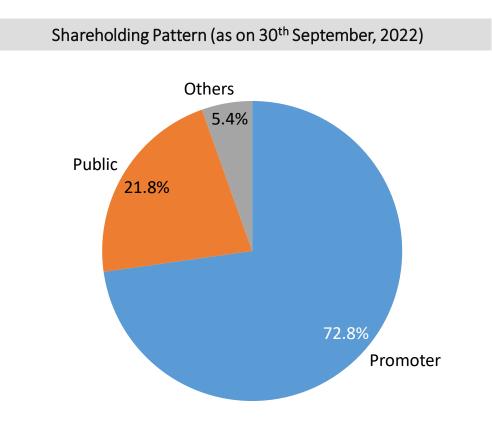




Stock Market Performance (as on 30th September, 2022)

Oct-21 Nov-21 Dec-21 Jan-22 Feb-22 Mar-22 Apr-22 May-22 Jun-22 Jul-22 Aug-22 Sep-22

Price Data (as of 30 th September, 2022)				
Face Value	10.0			
Market Price	198.8			
52 Week H/L	257.0/143.9			
Market Cap (INR Cr)	1,154.49			
Equity Shares Outstanding (Mn)	58.0			
1 Year Avg. Trading Volume ('000)	164.8			
1 Year Avg. Net Turnover (Mn)	35.13			



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Thank You