

Ref. No.: QHTL/Sec/SE/2023-24/94

January 24, 2024

The Manager,
Corporate Services,
BSE Limited,
14th floor, P J Towers, Dalal Street,
Mumbai – 400 001
Ref: Security ID: QUICKHEAL
Security Code: 539678

The Manager,
Corporate Services,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Symbol: QUICKHEAL
Series: EQ

Subject: Outcome of Board Meeting January 24, 2024.

Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on January 24, 2024 through video conferencing which commenced at 05:00 PM IST and concluded at 7:35 PM, has approved following:

1. Un-Audited Consolidated and Standalone Financial Results of the Company for the quarter and nine months ended December 31, 2023.
2. Appointment of Dr. Lalit Mohan Sanagavarapu as Chief Product Officer.
3. Appointment of Mr. Ajit Zanjad as Vice President Head of Delivery.
4. Pursuant to Regulation 33 of SEBI Regulations, we have enclosed herewith Limited Review Report for the unaudited Standalone & Consolidated financial results for the quarter and nine months ended December 31, 2023 from our Statutory Auditors M/s MSKA & Associates, Chartered Accountants.

We also enclose herewith copy of the Press Release being issued in respect of aforesaid financial results and Presentation on financial results.

This is for your information and records.

For Quick Heal Technologies Limited

Vikram Dhanani
Compliance Officer

QUICK HEAL TECHNOLOGIES LIMITED

Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014

CIN: L72200MH1995PLC091408

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2023

(₹ in Crores, except earning per share)

Sr. No	Particulars	Quarter ended			Nine months ended		Year ended
		December 31, 2023 (Unaudited)	September 30, 2023 (Unaudited)	December 31, 2022 (Unaudited)	December 31, 2023 (Unaudited)	December 31, 2022 (Unaudited)	March 31, 2023 (Audited)
1	Income						
	Revenue from operations	81.92	78.36	66.80	211.72	228.82	278.09
	Other income	4.15	5.69	3.47	14.57	12.07	22.13
	Total income	86.07	84.05	70.27	226.29	240.89	300.22
2	Expenses						
	Cost of raw materials consumed	-	-	0.21	0.41	0.86	1.11
	Purchase of software products	0.83	0.85	1.78	3.74	6.51	7.83
	Change in inventory of security software products	1.20	1.22	0.52	0.96	0.54	0.39
	Employee benefits expenses	43.82	41.70	40.38	124.85	116.95	154.90
	Depreciation and amortisation expense	3.24	3.25	4.17	9.42	12.26	15.99
	Other expenses	24.45	23.62	35.28	74.25	85.90	111.98
	Total expenses	73.54	70.64	82.34	213.63	223.02	292.20
3	Profit / (loss) before tax (1-2)	12.53	13.41	(12.07)	12.66	17.87	8.02
4	Tax expense						
	Current tax						
	Pertaining to profit for the current year	2.66	0.31	(2.16)	2.97	5.24	1.28
	Adjustment in respect of current tax and deferred tax of previous years (Net)	-	-	(0.14)	-	(0.14)	(0.14)
	Deferred tax	(0.19)	0.20	(0.48)	(0.51)	(0.28)	0.48
	Total tax expense	2.47	0.51	(2.78)	2.46	4.82	1.62
5	Profit / (loss) for the period (3-4)	10.06	12.90	(9.29)	10.20	13.05	6.40
6	Other comprehensive income / (loss) (net of tax)						
	Items that will not be reclassified subsequently to profit or loss :						
	Re-measurement of defined benefit plans	(0.71)	0.26	0.18	(0.32)	(0.12)	0.13
	Net (loss) or gain on FVOCI assets (refer note 2)	-	(12.55)	-	(12.55)	(0.61)	(5.99)
	Items that will be reclassified subsequently to profit or loss :						
	Exchange differences on translation of foreign operations	0.02	0.02	0.38	(0.04)	0.17	(0.13)
	Total other comprehensive income / (loss)	(0.69)	(12.27)	0.56	(12.91)	(0.56)	(5.99)
7	Total comprehensive income / (loss) (after tax) (5+6)	9.37	0.63	(8.73)	(2.71)	12.49	0.41
8	Paid-up equity share capital (face value of ₹10 each)	53.32	53.08	53.07	53.32	53.07	53.07
9	Other equity excluding revaluation reserves as per balance sheet	-	-	-	-	-	366.64
10	Earnings per share of ₹10 each: (not annualised for the quarter)						
	a) Basic	1.89	2.43	(1.70)	1.92	2.30	1.14
	b) Diluted	1.86	2.42	(1.70)	1.90	2.29	1.14



QUICK HEAL TECHNOLOGIES LIMITED

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CIN: L72200MH1995PLC091408

NOTES TO THE STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2023

Notes to financial results:

- 1 The above financial results for the quarter and nine months ended December 31, 2023 have been subjected to limited review by the statutory auditors of the Holding Company and reviewed by the Audit Committee and approved by the Board of Directors of the Holding Company at the meeting held on January 24, 2024.
- 2 Considering the financial position, liquidity condition, market conditions and geopolitical scenario in Israel, management based on its assessment has recorded a fair value loss in other comprehensive income (FVOCI) amounting to ₹ 12.55. Accordingly, the carrying value of investment made in L7 Defense Limited has been considered as ₹ Nil in the previous quarter September 30, 2023.
- 3 The Group is engaged in providing cyber security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. consumer, enterprise and government. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Group has structured its operations into one operating segment viz. cyber security platform and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
- 4 Previous period's figures have been regrouped / reclassified wherever necessary to make them comparable with the current period's classification / disclosure.

Place: Pune
Date: January 24, 2024



For and on behalf of the Board of Directors

Kailash Katkar
Managing Director
DIN No: 00397191

STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2023

(₹ in Crores, except earning per share)

Sr. No	Particulars	Quarter ended			Nine Months ended		Year ended
		December 31, 2023 (Unaudited)	September 30, 2023 (Unaudited)	December 31, 2022 (Unaudited)	December 31, 2023 (Unaudited)	December 31, 2022 (Unaudited)	March 31, 2023 (Audited)
1	Income						
	Revenue from operations	81.92	78.37	66.80	211.72	228.82	278.11
	Other income	4.14	5.68	3.85	14.55	12.42	22.38
	Total income	86.06	84.05	70.65	226.27	241.24	300.49
2	Expenses						
	Cost of raw materials consumed	-	-	0.21	0.41	0.86	1.11
	Purchase of security software products	0.84	0.84	1.78	3.74	6.51	7.83
	Change in inventory of security software products	1.20	1.22	0.52	0.96	0.54	0.39
	Employee benefits expenses	43.82	41.70	40.38	124.85	116.94	154.89
	Depreciation and amortisation expense	3.24	3.25	4.17	9.42	12.26	15.99
	Other expenses	24.47	23.63	34.63	74.39	85.19	111.09
	Total expenses	73.57	70.64	81.69	213.77	222.30	291.30
3	Profit / (loss) before exceptional items and tax (1-2)	12.49	13.41	(11.04)	12.50	18.94	9.19
4	Exceptional items (refer note 2)	-	-	(0.10)	-	(0.10)	(0.10)
5	Profit / (loss) before tax (3-4)	12.49	13.41	(10.94)	12.50	19.04	9.29
6	Tax expense						
	Current tax						
	Pertaining to profit for the current year	2.66	0.31	(2.16)	2.97	5.21	1.25
	Adjustments of current tax and deferred tax relating to earlier periods (Net)	-	-	(0.14)	-	(0.14)	(0.14)
	Deferred tax	(0.19)	0.20	(0.48)	(0.51)	(0.28)	0.48
	Total tax expense	2.47	0.51	(2.78)	2.46	4.79	1.59
7	Profit / (loss) for the period (5-6)	10.02	12.90	(8.16)	10.04	14.25	7.70
8	Other comprehensive income / (loss) (net of tax)						
	Items that will not be reclassified subsequently to profit or loss :						
	Re-measurement of defined benefit plans	(0.71)	0.26	0.18	(0.32)	(0.12)	0.13
	Net (loss) or gain on FVOCI assets (refer note 3)	-	(12.55)	-	(12.55)	(0.61)	(5.99)
	Total other comprehensive income/ (loss)	(0.71)	(12.29)	0.18	(12.87)	(0.73)	(5.86)
9	Total comprehensive income / (loss) (after tax) (7+8)	9.31	0.61	(7.98)	(2.83)	13.52	1.84
10	Paid-up equity share capital (face value of ₹ 10 each)	53.32	53.08	53.07	53.32	53.07	53.07
11	Other equity excluding revaluation reserves as per balance sheet	-	-	-	-	-	366.65
12	Earnings per share of ₹ 10 each: (not annualised except for the year ended March)						
	a) Basic	1.88	2.43	(1.50)	1.89	2.51	1.38
	b) Diluted	1.85	2.42	(1.50)	1.87	2.50	1.37



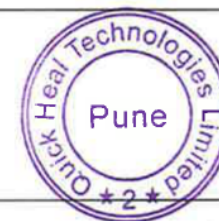
QUICK HEAL TECHNOLOGIES LIMITED
 Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014
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NOTES TO THE STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2023

Notes to financial results:

- 1 The above financial results for the quarter and nine months ended December 31, 2023 have been subjected to limited review by the statutory auditors of the Company and reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on January 24, 2024.
 - 2 Reversal of Impairment of investments
Included in exceptional items
- | Particulars | Standalone | | | | | |
|--|-------------------|--------------------|-------------------|-------------------|-------------------|----------------|
| | Quarter ended | | | Nine months ended | | Year ended |
| | December 31, 2023 | September 30, 2023 | December 31, 2022 | December 31, 2023 | December 31, 2022 | March 31, 2023 |
| | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Audited) |
| Reversal of Impairment of investments in wholly owned subsidiaries | - | - | (0.10) | - | (0.10) | (0.10) |
- 3 Considering the financial position, liquidity condition, market conditions and geopolitical scenario in Israel, management based on its assessment has recorded a fair value loss in other comprehensive income (FVOCI) amounting to ₹ 12.55. Accordingly, the carrying value of investment made in L7 Defense Limited has been considered as ₹ Nil in the previous quarter ended September 30, 2023.
 - 4 The Company is engaged in providing cyber security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. consumer, enterprise and government. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Company has structured its operations into one operating segment viz. cyber security platform and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
 - 5 Previous period's figures have been regrouped / reclassified wherever necessary to make them comparable with the current period's classification / disclosure.

Place: Pune
 Date: January 24, 2024



For and on behalf of the Board of Directors

[Signature]

Kailash Katkar
 Managing Director
 DIN No: 00397191

Q3 FY24: Quick Heal Technologies Limited Delivers Consistent Profitable Growth.

24th January 2024, Pune: Quick Heal Technologies Limited, a global cybersecurity solutions provider catering to consumers and enterprises, reported its unaudited results for the quarter and nine months ended 31st December 2023.

Key Highlights - Q3 FY24

- Revenue: INR 81.9 Cr
- EBITDA: INR 11.6 Cr
- PAT: INR 10.1Cr

Commenting on the consistent business performance, **Vishal Salvi, Chief Executive Officer, Quick Heal Technologies Limited**, said, "We are pleased to report another quarter of strong performance, driven by our commitment to innovation and customer-centric solutions. As the only Indian full-stack cybersecurity alternative to global giants, we are witnessing steady demand for our products across both consumer and enterprise segments. Our momentum remains strong, poised for growth in the mid and large enterprise segments, solidifying our position further. Reflecting our leadership and expertise in the domain, Seqrite, our enterprise arm, unveiled first India Cyber Threat Report, backed by in-depth insights and actionable recommendations, analyzed at India's largest malware analysis facility, Seqrite Labs, in Collaboration with the Data Security Council of India. With an exceptional team at Quick Heal and our robust partner network, our unwavering goal is to forge a secure and resilient digital ecosystem, reflecting our dedication to creating a cyber safe nation and the world. "

Ankit Maheshwari, Chief Financial Officer, Quick Heal Technologies Limited, said, "We are pleased to share that in Q3 FY24, we have delivered consistent results, showcasing a steady growth in revenue and profitability. In line with our commitment to innovation through investments in Research & Development, our Quick Heal version 24 became the first Indian cybersecurity solution to be certified by AVLab Cybersecurity Foundation, Poland, for Safe Browser & Safe Banking feature. We are strengthening our enterprise engagement by partnering with key channel allies, actively participating in major cybersecurity events, and fortifying overall organizational leadership with new talent onboarded. Looking ahead, we are committed towards sustaining our momentum in the coming quarters by further enhancing our product portfolio, expanding our market reach, and creating enduring value for all our stakeholders."

Highlights of the Quarter Q3 FY24:

- *Achieved INR 81.9 Crs Revenue & INR 10.1 Crs PAT for the quarter Q3 FY24*
- *Signed an MoU with IIM Nagpur for deep research on cybersecurity*
- *Added 59 Enterprise Clients onboarded for new products in Q3 FY24*

- Released first ever “India focused Seqrite Cyber Threat Report 2023” in association with the Data Security Council of India (DSCI), highlighting the key insights and actionable recommendations
- India's only full-stack enterprise cybersecurity company to provide integrated solutions aligned with Cybersecurity Mesh Architecture
- Became the first Indian cybersecurity company to be certified by AVLab Cybersecurity Foundation, Poland, for Quick Heal's Safe Browser & Safe Banking feature
- Recruited Mr Ajit Zanjad, as Head of Delivery and Dr. Lalit Mohan, as new Chief Product Officer
- Participated in significant cybersecurity events across the country with the leading industry bodies including AISS, COCON, ISMG, and The Economic Times CISO- Data Protection & Privacy
- Blocked over 88Mn malicious attacks including 242K ransomware attacks in the quarter

As a pioneer in the cybersecurity industry, Quick Heal Technologies Limited is committed to delivering cutting-edge solutions that empower individuals, businesses & nations to safeguard their digital assets and identities. With a strong focus on innovation, simplification, customer-centricity along with social responsibility to create a positive impact on society and the environment. Quick Heal Technologies Limited believes that cybersecurity is not just a product, but a culture that needs to be embraced by all stakeholders in the digital economy.

About Quick Heal Technologies

Quick Heal Technologies Limited is a leading global cybersecurity solutions provider. Incorporated in the year 1995, with a registered office in Pune, it is an end-to-end cybersecurity player with presence in B2C, B2B and B2G segments. Quick Heal's portfolio includes solutions under the widely recognized brand names 'Quick Heal' and 'SEQRITE'. Backed by AI and patented technologies, the range of award-winning solutions caters to endpoints, network, data, mobility and cloud. With a heavy focus on R&D and innovation, the company aims to simplify security by delivering the best-in-class protection against advanced cyber-threats to millions of its customers, enterprises and government organizations worldwide.

For more information about the Company, please visit our website www.quickheal.co.in



SECURITE

Quick Heal

Earnings Presentation: Q3 FY24

24th January 2024



Cyber Security Trends



Large Attack Threat Surface:
Due to constant technology
innovation and digital adoption



Attacks growing in numbers
and intensity, one attack
every 39 seconds



Geopolitical situation and
many other factors fuelling
Cybersecurity risks



10.5 Trillion \$ losses by
2025



Cybersecurity Risk
Management a
mainstream process



Cyber Security product
market deeply
fragmented



225 Billion \$ (130 Billion \$
in product) by 2025
Cybersecurity Industry



Cyber Security talent
gap is a big
challenge



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*

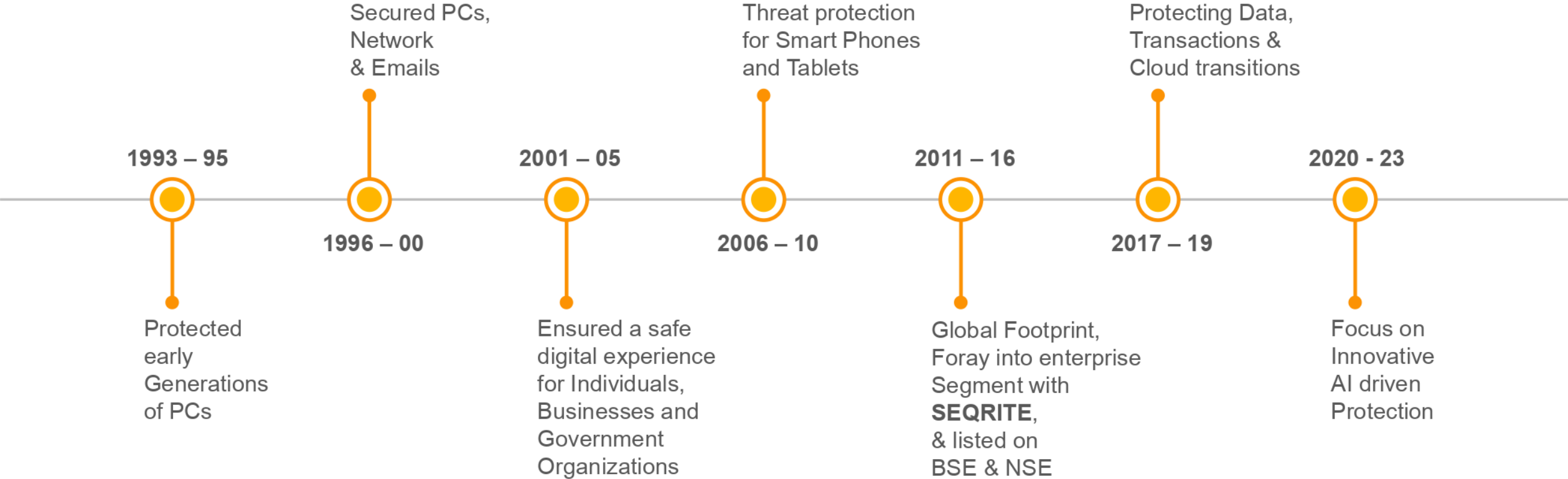
Secure



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



Our History





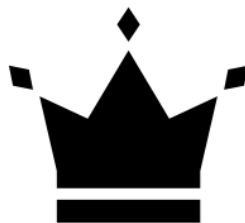
This is Us!



Pioneer of
cybersecurity
company in India



1st Listed
Cybersecurity
company in India



Market Leader
in India



Proud Owners of
Seqrite Lab: Largest
in the country



Protecting 9 Mn
Active Devices



Patents



Prescence in 75+
countries



1000+ Cybersecurity
Professionals



Proud Partners

NIST

Collaborators
with US body



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



MR. VISHAL SALVI
CHIEF EXECUTIVE 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.



MR. ASHISH PRADHAN
CHIEF TECHNOLOGY OFFICER



DR. LALIT MOHAN
CHIEF PRODUCT OFFICER



MR. ANKIT MAHESHWARI
CHIEF FINANCIAL OFFICER



MR. K. VENKATESWARAN
SENIOR VICE PRESIDENT -
ENTERPRISE SALES



MS. ANUPAMA KATKAR
CHIEF OF OPERATIONAL
EXCELLENCE



MR. DEEPAK MISHRA
HEAD, RETAIL SALES



MR. SUDHANSHU TRIPATHI
CHIEF MARKETING OFFICER



MR. AJIT ZANJAD
VICE PRESIDENT AND HEAD OF
DELIVERY



MS. SWAPNA SANGARI
VICE PRESIDENT, HUMAN
RESOURCES



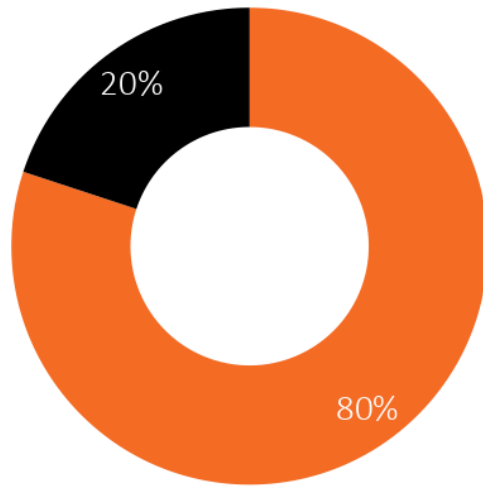
MR. ASHISH KADAM
DIRECTOR, GOVERNMENT BUSINESS



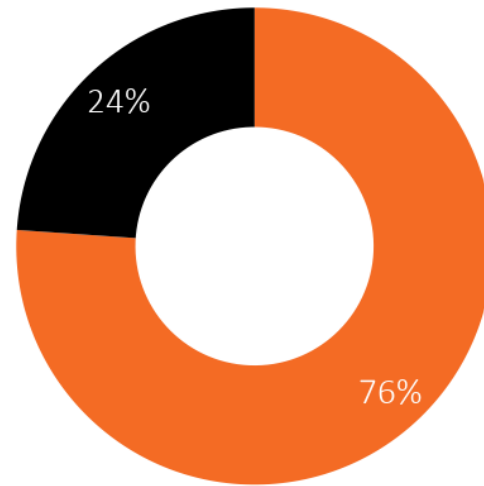
Business Momentum



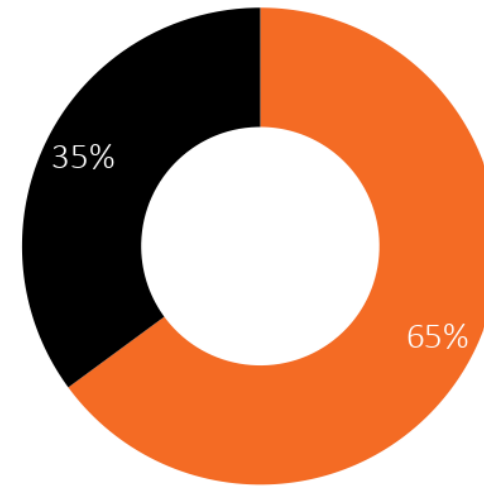
Deconstructing Current Business



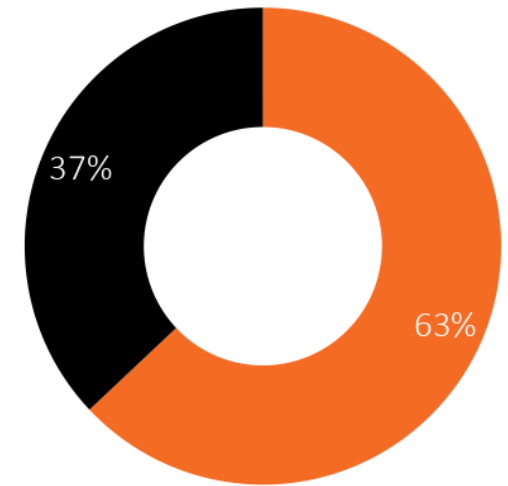
FY 2021



FY 2022



FY 2023



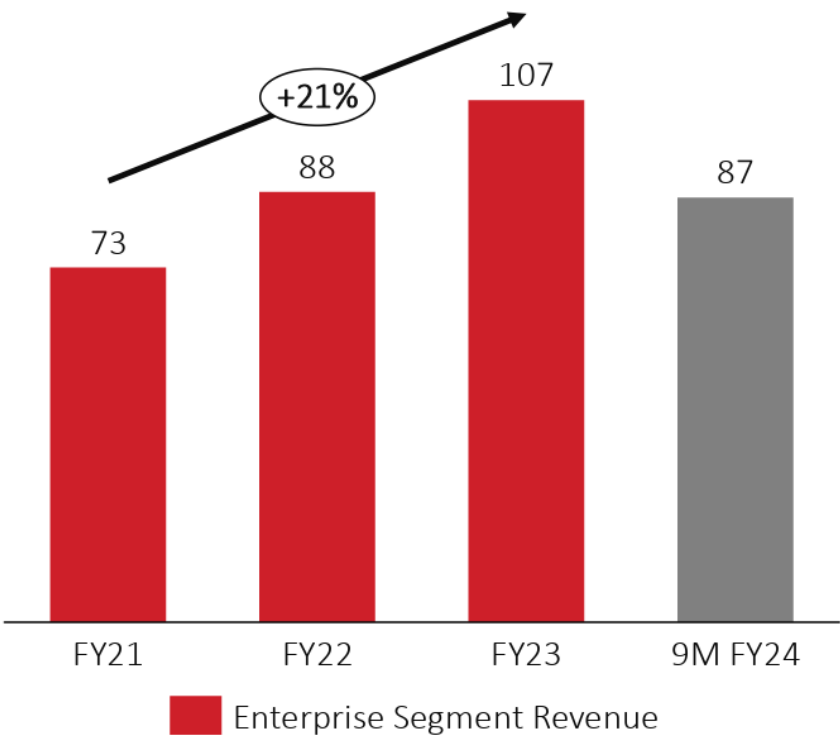
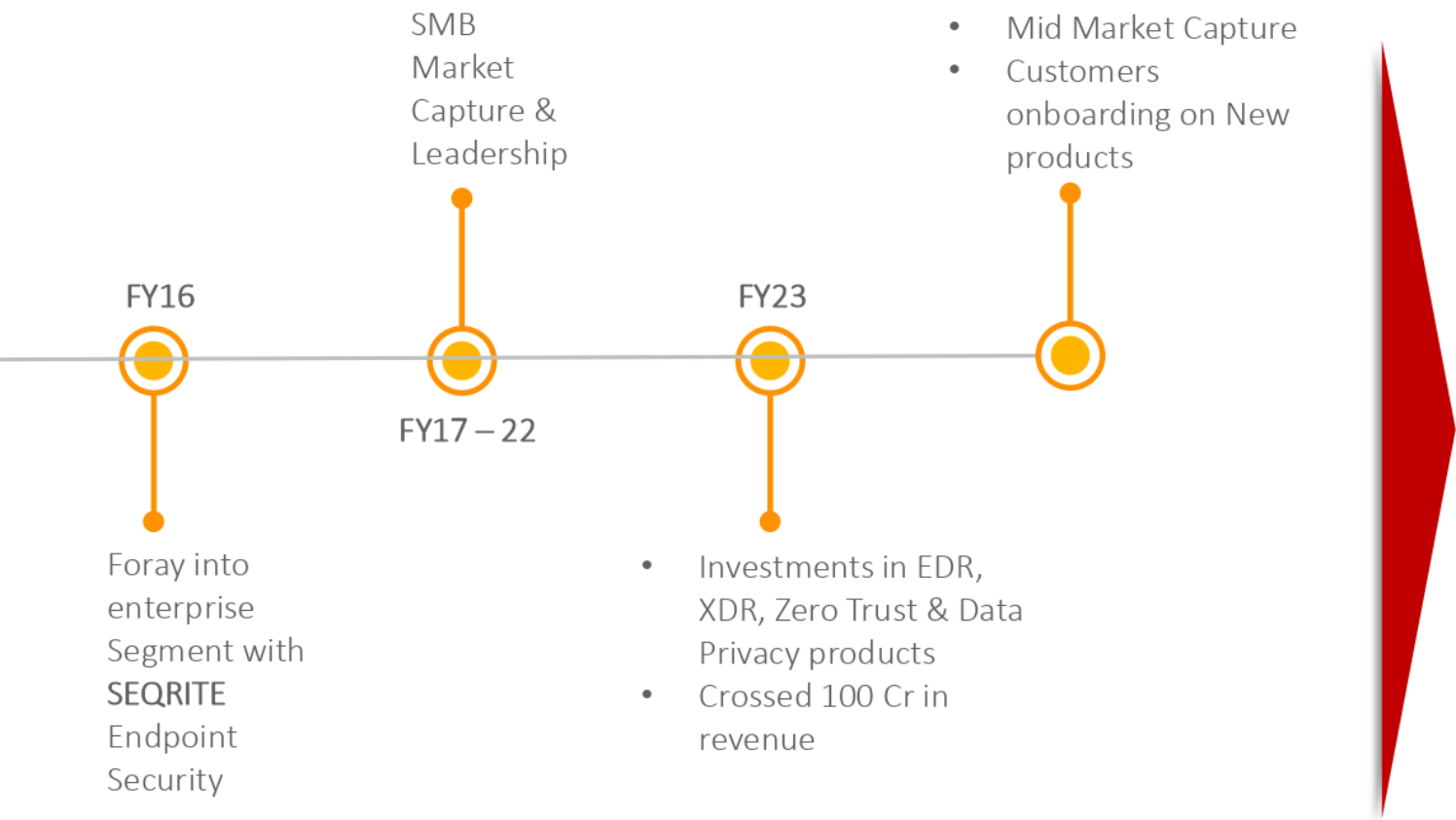
9M FY 2024

 Consumer  Enterprise

Business mix continues to evolve as we pivot gradually to a holistic cybersecurity player protecting the consumers as well as enterprises



SEQRITE: Self Funded Cybersecurity Startup



Industry growing at a CAGR of 11%

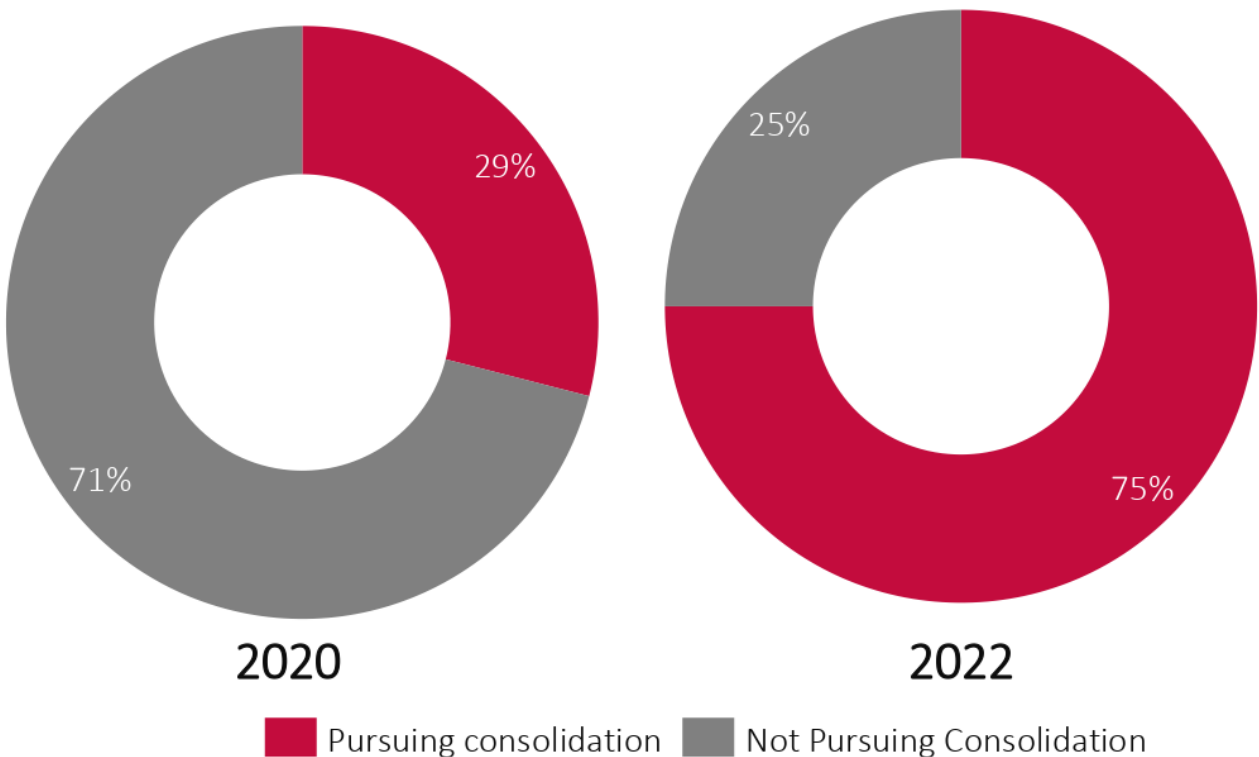


Solving The Big Challenge

45+

*Average number of tools used by
Enterprises*

Organizations pursuing Security Vendor Consolidation

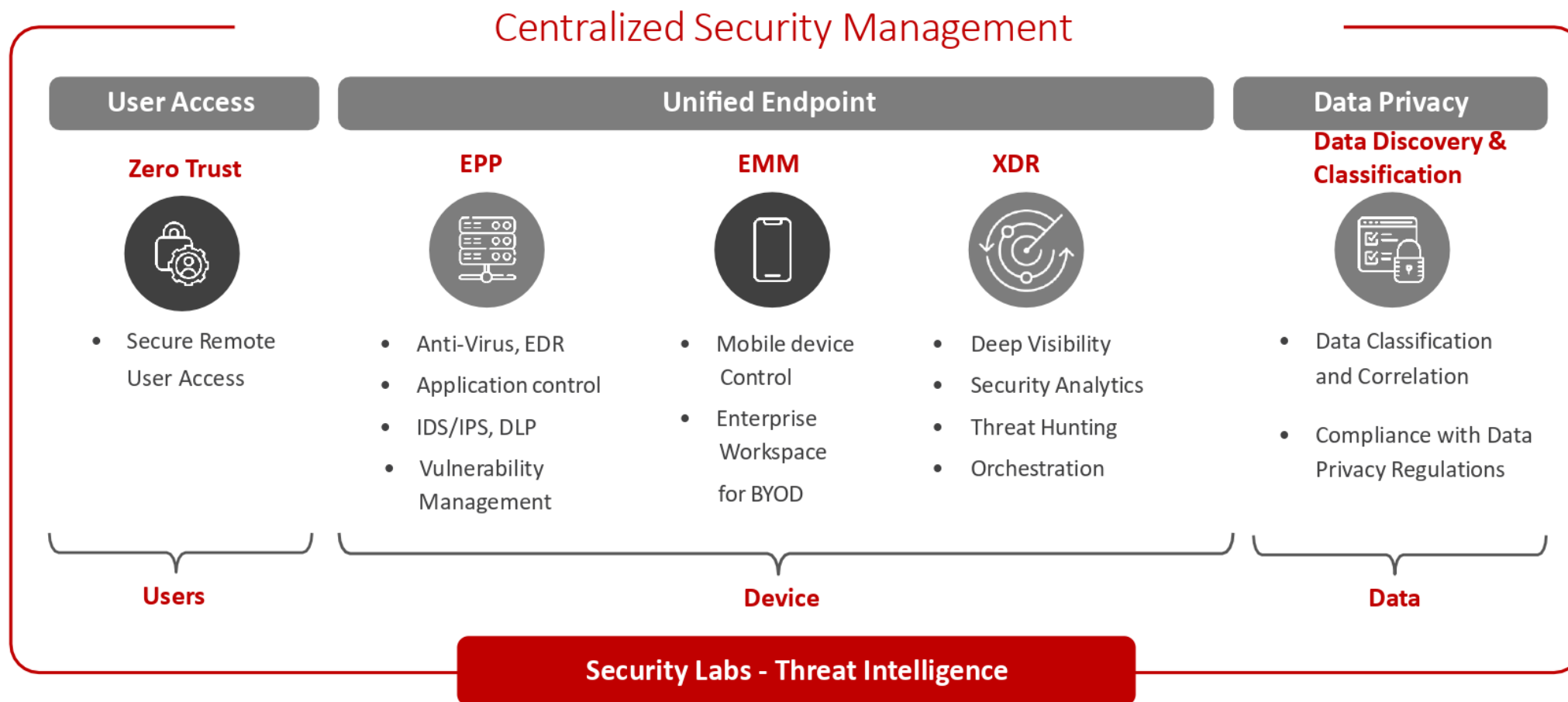


India's only full-stack enterprise cybersecurity platform provider, to offer integrated, modular, scalable, sentient and easy-to-deploy & operate solutions

Source: Gartner & Company estimates



Through Integrated Cybersecurity Solution





Seqrite launches first India Cyber Threat Report in partnership with DSCI

Threat Report launched by Shri S. Krishnan, Secretary, MeitY



Key Highlights

- **400 Million+** detections over **~9 million** Endpoints
- Average **761** Detections per minute
- Ransomware: **1 security incident per 650** detections
- **One incident per 38000 detections** for other malwares
- Trojans and Infectors were highest contributors to the attack spectrum
- Ransomwares and Cryptominers were other major miscreants
- **Over 50%** detections are over removable media and network drives
- **~25%** attacks resulted from clicking malicious links in emails and websites
- Industry: Automobile Industry had maximum detections followed by Govt & Education sectors
- **Average ~3 attacks** per month per Android device; observed over 500 k devices



Industry events as an avenue to establish the brand Seqrite

At AISS 2023



- Seqrite, a Security Platform Partner of AISS 2023
- Company's participation at two panel discussions
- 1000 industry attendees at AISS 2023

ETCISO Data Protection & Privacy Summit



- Seqrite Gold Sponsor of ET Data Privacy Summit
- Company's Keynote at the Event and panel discussion
- 300+ key attendees

C0C0N Security and Hacking Conference



- Seqrite Gold Sponsor of C0C0N 2023
- 1000+ attendees
- Company's exclusive session with 100 law enforcement personnel and panel discussion with CISOs

ISMG Cybersecurity Summit - Mumbai



- Seqrite Silver Sponsor of ISMG 2023
- 400+ attendees
- Company's keynote on Simplifying Cybersecurity and panel discussion on Data Privacy

Seqrite Sponsors DSCI Cybersecurity Awareness Month



- Seqrite partnered with DSCI for a month-long Cybersecurity Awareness
- Company's participation in a panel discussion during the opening ceremony at BSE



Strengthening the Team



Dr. Lalit Mohan

Chief Product Officer

With over 25 years of rich experience in IT & Cybersecurity Industry, Dr. Lalit Mohan will be responsible for Product Management. Prior to joining Quick Heal, Dr Lalit has held key roles in reputed organizations like Infosys and Wells Fargo.

Dr. Lalit holds a Ph.D. in Computer Science and Engineering from IIT-Hyderabad, specializing in Threat Intelligence.



Mr. Ajit Zanjad

VP and Head of Delivery

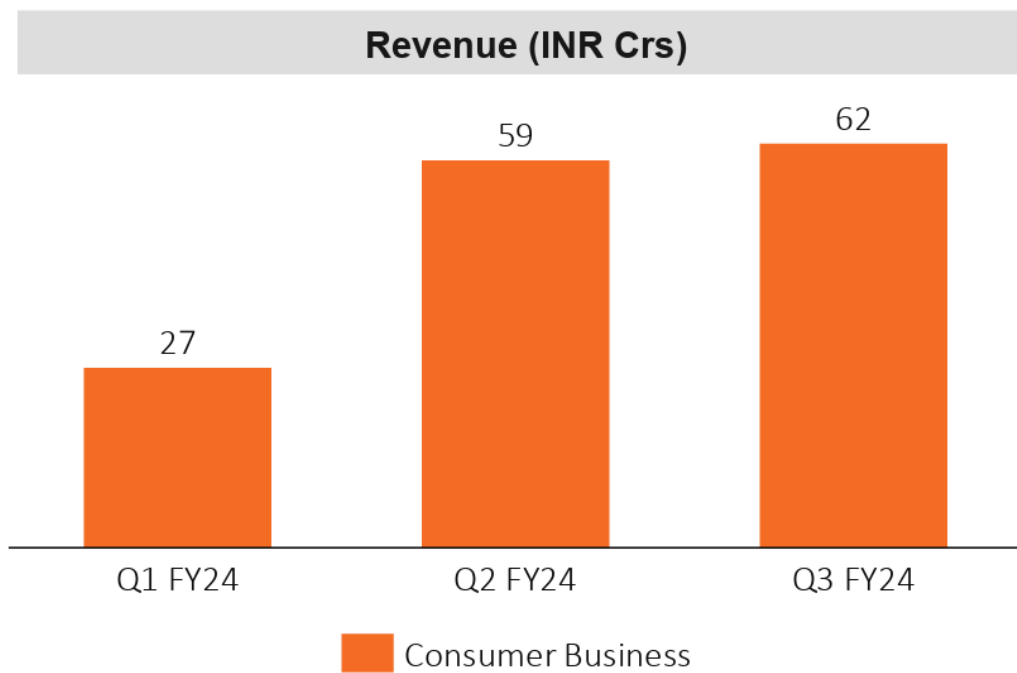
Ajit has extensive 19+ years of experience across domains like Cloud Security, Infra & Network Security, IAM, GRC, UVM, Database Security, Regulatory etc in key organizations like Infosys, IBM, PwC and Hitachi Systems.

Ajit as Head of Delivery would oversee critical functions such as Pre-sales, Professional Services, Managed Security Services, Tech Support and Academy.



Market Leaders: Indian Consumer Anti Virus Business

- Over 28 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 which is easing out gradually

Our Approach:

- Focusing towards maintaining our market share
- Drive consumer awareness in the geography in cybersecurity specific domain



AV Labs Poland Certifies QH as one of the safest

Product	Special Module for Banking Protection	Hijacking Clipboard	Swapping Clipboard	Logging keystrokes	Capturing screenshots	Detecting Remote Connection	Detecting Data Theft from Drive
AVAST Free Antivirus	Avast Secure Browser & Bank Mode	✓	✓	✓	✓	✓	✓
BITEDEFENDER Total Security	Bitdefender Safepay	✗	✗	✓	✓	✗	✗
F-SECURE Total	Secure Browsing & Banking Protection	✓	✓	✓	✓	✓	✓
MICROSOFT Defender	Application Guard	✓	✓	✗	✗	✗	✗
MICROSOFT Defender	Windows Sandbox	✓	✓	✗	✗	✗	✗
MKS_VIR Internet Security	Safe Browser	✓	✓	✓	✓	✓	✓
QUICK HEAL Total Security	Safe Browser + Safe Banking	✓	✓	✓	✓	✓	✓
XCITIUM (Comodo) Internet Security Pro	Secure Shopping	✓	✓	✓	✓	✓	✓

Competitive edge:

- Quick Heal is certified as one of the safest for browsing & banking by AV Labs, Poland
- AV Labs tested Quick Heal on 6 parameters in a rigorous 4 step process and compared against 8 prominent competition





MoU with IIM Nagpur for Cybersecurity Research



Quick Heal



IIM NAGPUR



Signed an MoU with IIM Nagpur for deep cybersecurity joint research



Financial Highlights




Financial Highlights (Q3 FY24)

Revenue

₹ **81.9** Cr 
Increased 5% QoQ


EBITDA

₹ **11.6** Cr 
Increased 6% QoQ

PAT

₹ **10.1** Cr 
Decreased 22% QoQ


Diluted EPS

₹ **1.9** 
Decreased 23% QoQ

Consumer Revenue

₹ **62.0*** Cr 
Increased 5% QoQ

Enterprise Revenue

₹ **32.0*** Cr 
Increased 9% QoQ

* Based on gross revenues before adjusting for sales incentives

Quarterly Performance (Q3 FY24)

Quarter on Quarter

Q1 FY 24

Q2 FY 24

Q3 FY 24

Change

REVENUE	51.4	78.4	81.9	↑ 5%
EXPENDITURE	66.5	67.4	70.3	↑ 4%
EBITDA	(15.1)	11.0	11.6	↑ 6%
EBITDA %	-29.3%	14.0%	14.2%	↑ 1%
PBT	(13.3)	13.4	12.5	↓ 7%
PBT %	-25.8%	17.1%	15.3%	↓ 11%
PAT	(12.8)	12.9	10.1	↓ 22%
PAT %	-24.8%	16.5%	12.3%	↓ 25%

Year on Year

Q3 FY 23

Q3 FY 24

Change

66.8	81.9	↑ 23%
78.2	70.3	↓ 10%
(11.4)	11.6	↑ 202%
-17.0%	14.2%	↑ 183%
(12.1)	12.5	↑ 204%
-18.1%	15.3%	↑ 185%
(9.3)	10.1	↑ 208%
-13.9%	12.3%	↑ 188%



Consolidated P&L



PARTICULARS	Q1 FY 24	Q2 FY 24	Q3 FY 24
Total Revenue	51.4	78.4	81.9
Direct Cost	1.2	2.4	2.4
Gross Profit	50.2	76.0	79.6
Gross Margin	97.6%	97.0%	97.1%
Research and Development	31.6	33.0	34.8
Sales and Marketing	18.3	20.4	21.0
General Administration	15.4	11.7	12.2
Total Expenditure	65.3	65.0	67.9
EBITDA	(15.1)	11.0	11.6
EBITDA %	-29.3%	14.0%	14.2%
Depreciation	2.9	3.3	3.2
EBIT	(18.0)	7.7	8.4
Other Income	4.7	5.7	4.2
Profit Before Tax (PBT)	(13.3)	13.4	12.5
Tax	(0.5)	0.5	2.5
Profit After Tax (PAT)	(12.8)	12.9	10.1
PAT Margin	-24.8%	16.4%	12.3%

Note: Figures are regrouped/reclassified wherever necessary

All values are in INR Cr, unless otherwise stated



CSR Update: Q3



States: 6

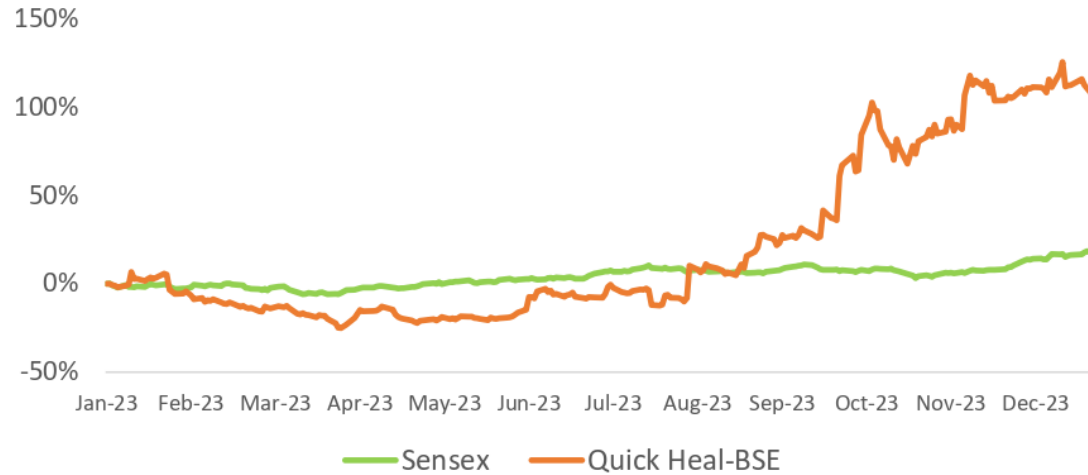
Number of volunteers involved: 1000+

People Reached: 7L+



Capital Market Data

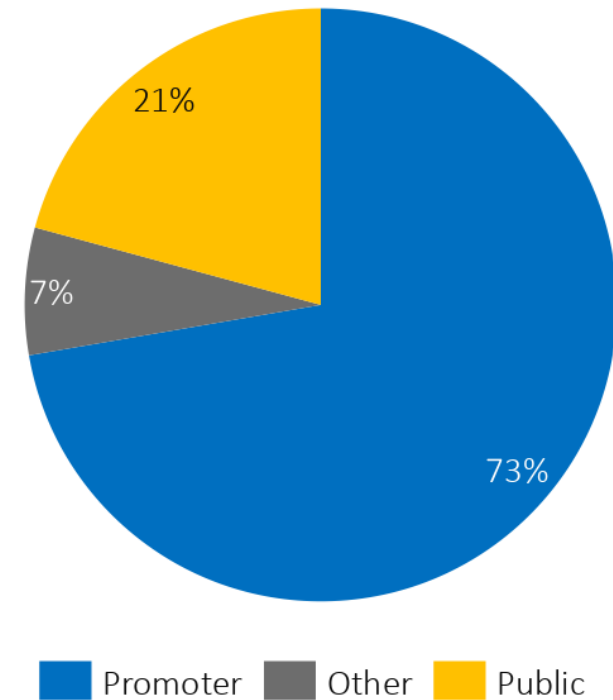
Stock Market Performance (as on 31st December, 2023)



Price Data (as of 31st December, 2023)

Face Value	10.00
Market Price	360.9
52 Week H/L	397.70/127.35
Market Cap (INR Mn)	19,237.58
Equity Shares Outstanding (Mn)	53.30
1 Year Avg. Trading Volume ('000)	315.65
1 Year Avg. Net Turnover (Mn)	85.26

Shareholding Pattern (as on 31st December, 2023)





Thank You

Simplifying Cybersecurity

Independent Auditor's Review Report on unaudited consolidated financial results for the quarter and year to date financial results of Quick Heal Technologies Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

To The Board of Directors of Quick Heal Technologies Limited

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of Quick Heal Technologies Limited ('the Holding Company'), its subsidiaries, (the Holding Company and its subsidiaries together referred to as the 'Group') and its share of the net profit after tax for the quarter ended December 31, 2023 and the year to date results for the period from April 01, 2023 to December 31, 2023 ('the Statement'), being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('the Regulations').
2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting' prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder ('Ind AS 34') and other recognised accounting principles generally accepted in India and is in compliance with the Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. This Statement includes the results of the Holding Company and the following entities:

Sr. No	Name of the Entity	Relationship with the Holding Company
1	Quick Heal Technologies America Inc.	Wholly owned subsidiary
2	Seqrite Technologies Dubai DMCC	Wholly owned subsidiary

5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 and other recognised accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulations including the manner in which it is to be disclosed, or that it contains any material misstatement.



MSKA & Associates

Chartered Accountants

6. The Statement includes the interim financial information of two subsidiaries which are not subject to review, whose interim financial information reflects total revenue of INR. 1.70 crores and INR. 3.11 crores, total net profit after tax of INR. 0.04 and INR. 0.08 crores and total comprehensive income of INR. 0.04 and INR. 0.08 crores for the quarter ended December 31, 2023, and for the period from April 01, 2023 to December 31, 2023 respectively as considered in the financial information. These interim financial information have been furnished to us by the Management and our conclusion on the Statement in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on such management prepared unaudited interim financial information. According to the information and explanations given to us by the Management, this interim financial information is not material to the Group.

Our conclusion is not modified in respect of the above matter.

For M S K A & Associates
Chartered Accountants
ICAI Firm Registration No.105047W

SD Khivasara
Shraddha D Khivasara
Partner
Membership No.: 134285
UDIN: 24134285BK EY2T8304



Place: Pune
Date: January 24, 2024

Independent Auditor's Review Report on unaudited Standalone financial results for the quarter and year to date of Quick Heal Technologies Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

To The Board of Directors of Quick Heal Technologies Limited

1. We have reviewed the accompanying statement of unaudited standalone financial results of Quick Heal Technologies Limited ('the Company') for the quarter ended December 31, 2023 and the year to date results for the period from April 01, 2023 to December 31, 2023 ('the Statement') attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('the Regulations').
2. This Statement, which is the responsibility of the Company's Management and has been approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting', prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder ('Ind AS 34') and other recognised accounting principles generally accepted in India and is in compliance with the Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



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MSKA & Associates

Chartered Accountants

4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 and other recognised accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulations including the manner in which it is to be disclosed, or that it contains any material misstatement.

For M S K A & Associates
Chartered Accountants
ICAI Firm Registration No.105047W

SD Khivasara

Shraddha D Khivasara
Partner
Membership No.: 134285
UDIN: 24134285BKYZS9404



Place: Pune
Date: January 24, 2024