



Earnings Presentation: Q2 FY24

26th October 2023

SEQRITE |

Quick Heal

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.

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Innovate



*Focus on grassroot research
and adoption of new tech*

Simplify



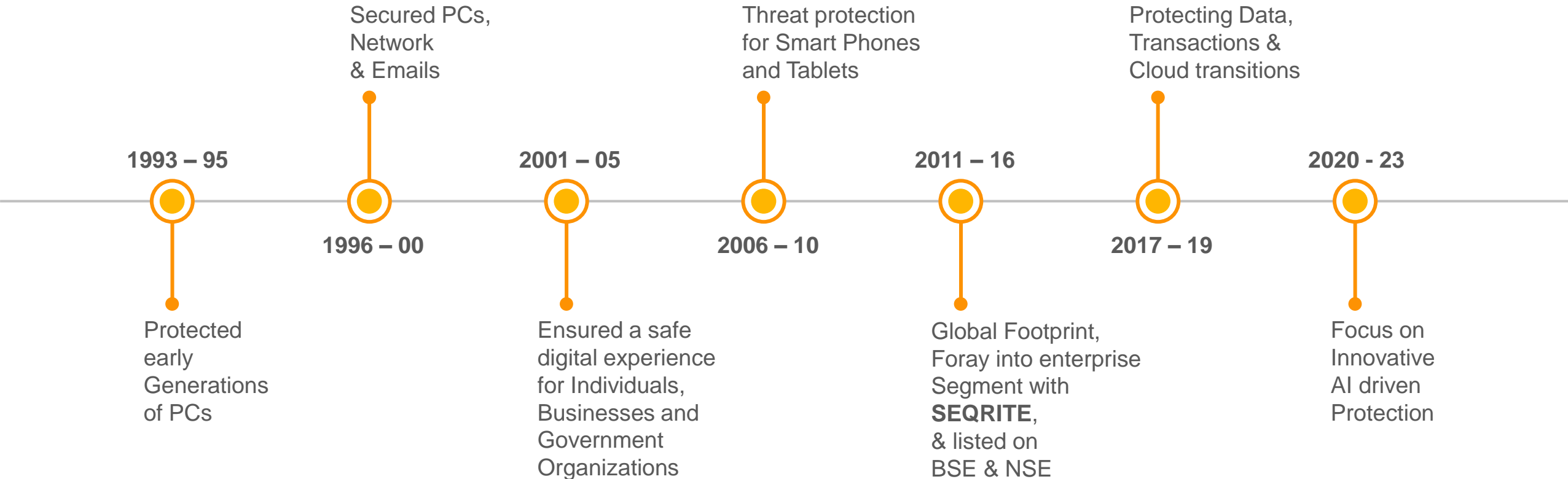
*Ease of manageability &
operations for the end
customers*

Secure

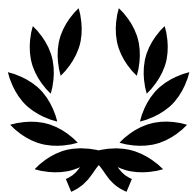


*Getting the Job Done:
Staying one step ahead of
the threat actors to protect
our customers*

Our History



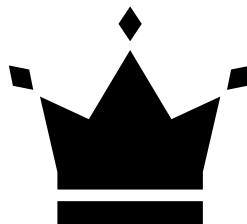
This is Us!



Pioneer of
cybersecurity
startup 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



Presence in 75+
countries



1000+
Cybersecurity
Professionals



Proud Partners



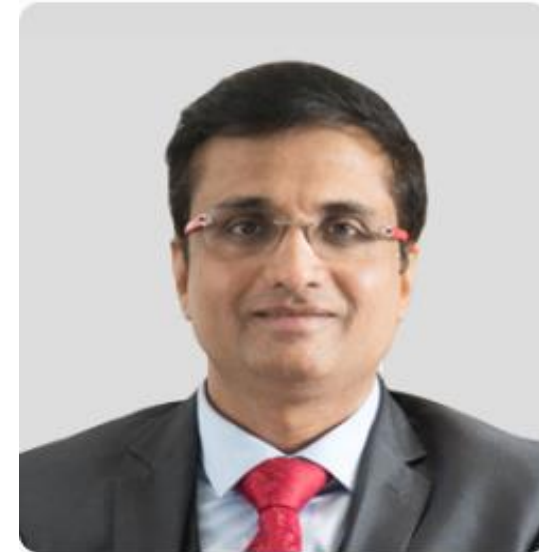
Collaborators
with US body

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 Veterans



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. ANKIT MAHESHWARI
CHIEF FINANCIAL OFFICER



DR. SANJAY AGRAWAL
CHIEF PRODUCT OFFICER



MR. K. VENKATESWARAN
SENIOR VICE PRESIDENT -
ENTERPRISE SALES



MS. ANUPAMA KATKAR
CHIEF OF OPERATIONAL
EXCELLENCE



MR. DEEPAK MISHRA
HEAD, RETAIL SALES



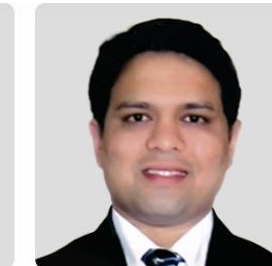
MR. ASHISH PRADHAN
CHIEF TECHNOLOGY OFFICER



MR. SUDHANSHU TRIPATHI
VICE PRESIDENT, HEAD MARKETING
& GROWTH



MS. SWAPNA SANGARI
VICE PRESIDENT, HUMAN
RESOURCES



MR. ASHISH KADAM
DIRECTOR, GOVERNMENT BUSINESS

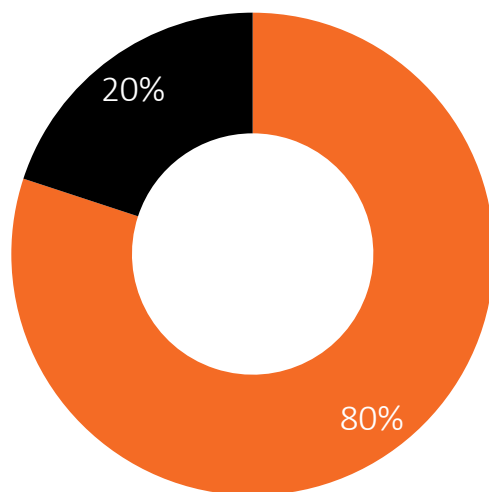


Business Momentum

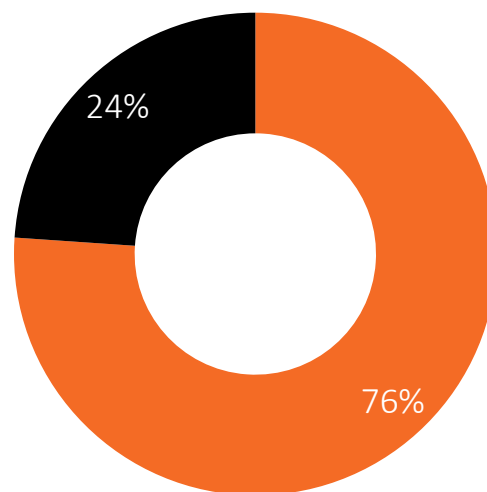
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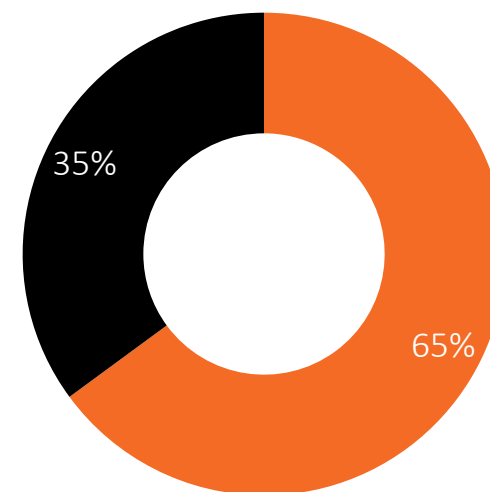
Deconstructing Current Business



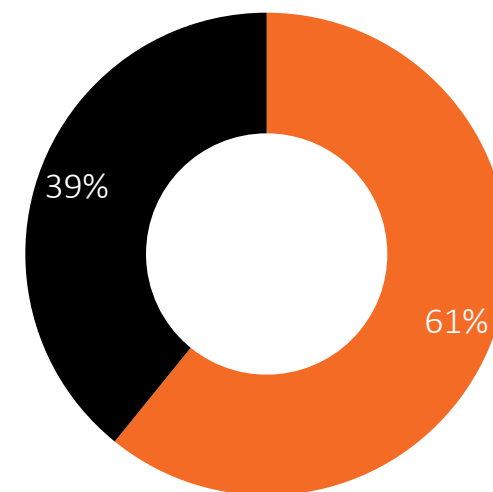
FY 2021



FY 2022



FY 2023



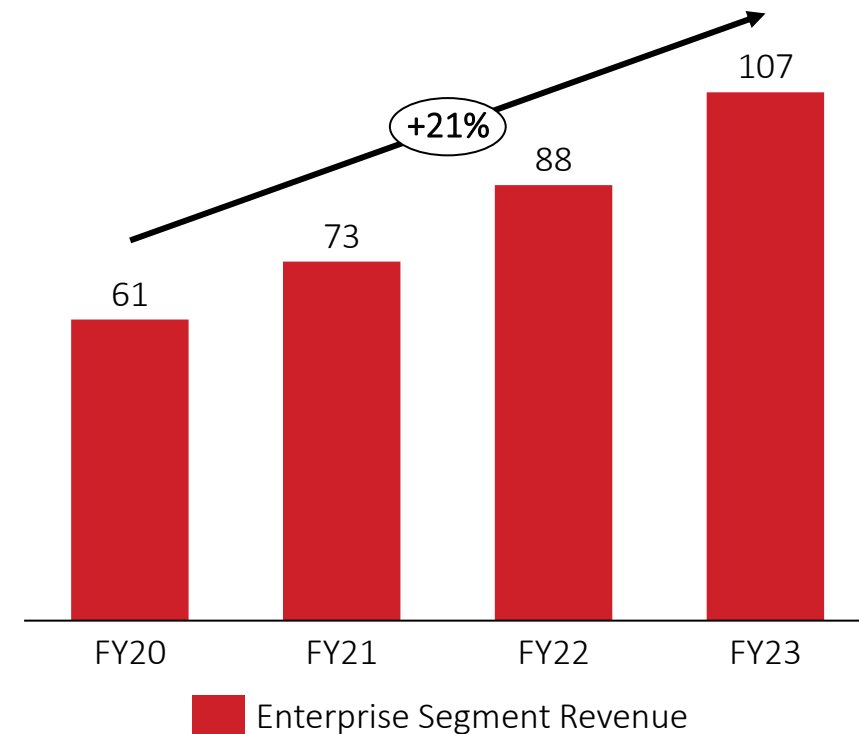
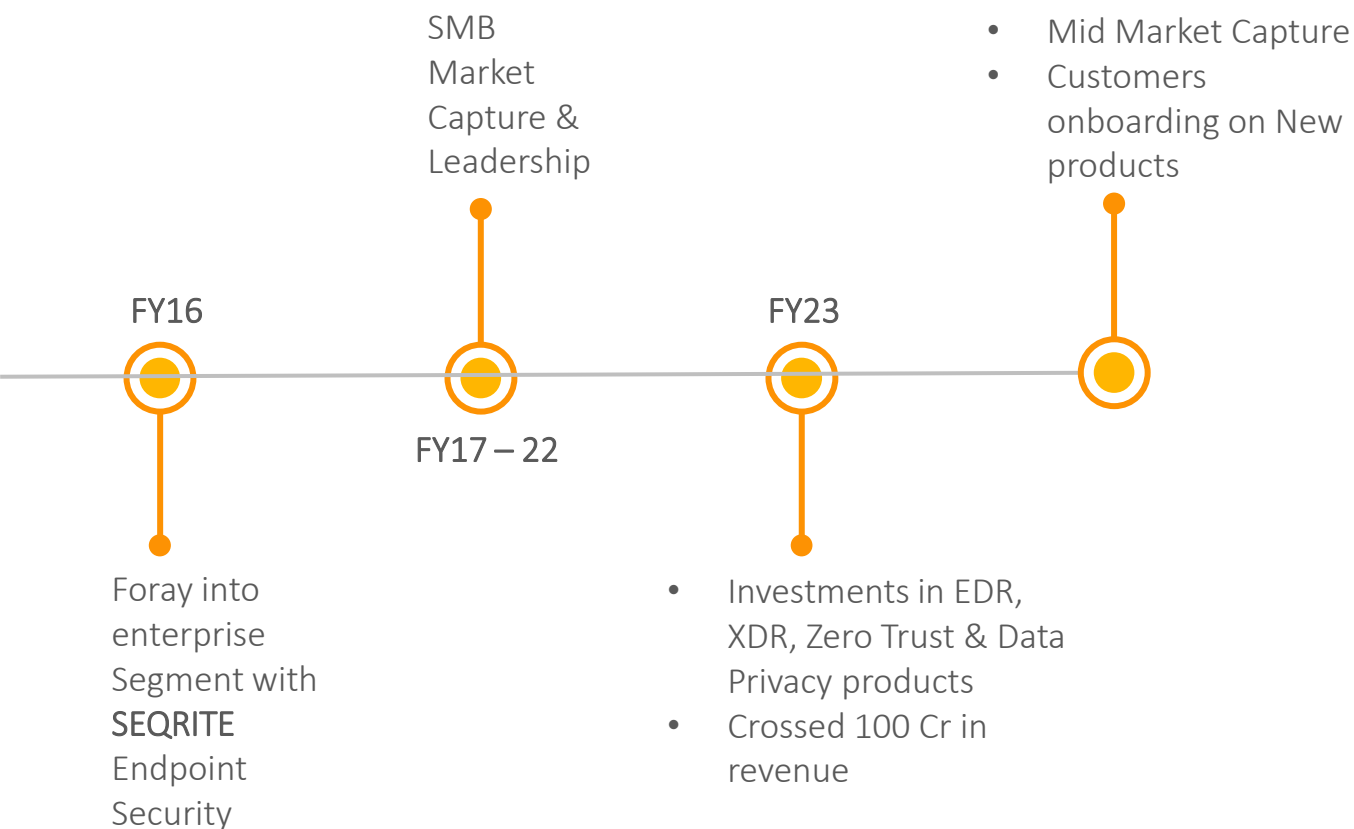
H1 FY 2024

 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

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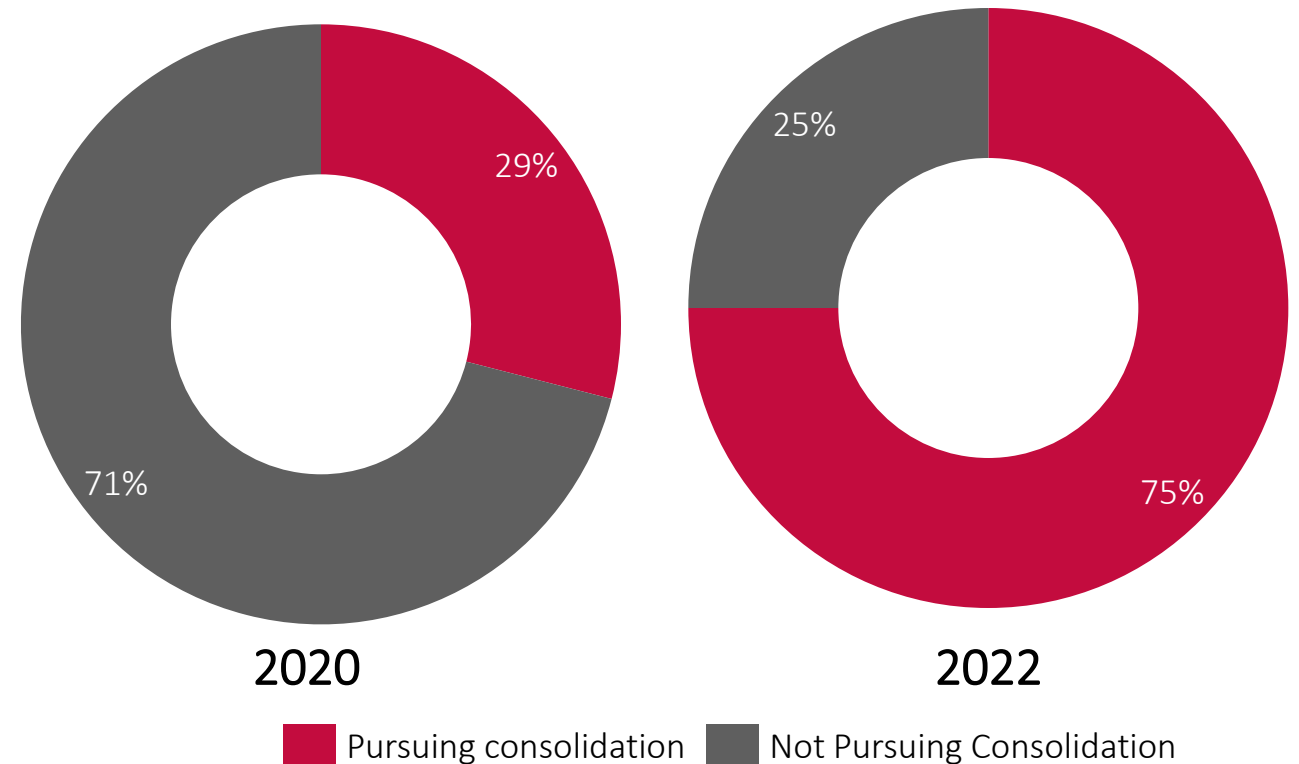
Industry growing at a CAGR of 11%

Solving The Big Challenge

45+

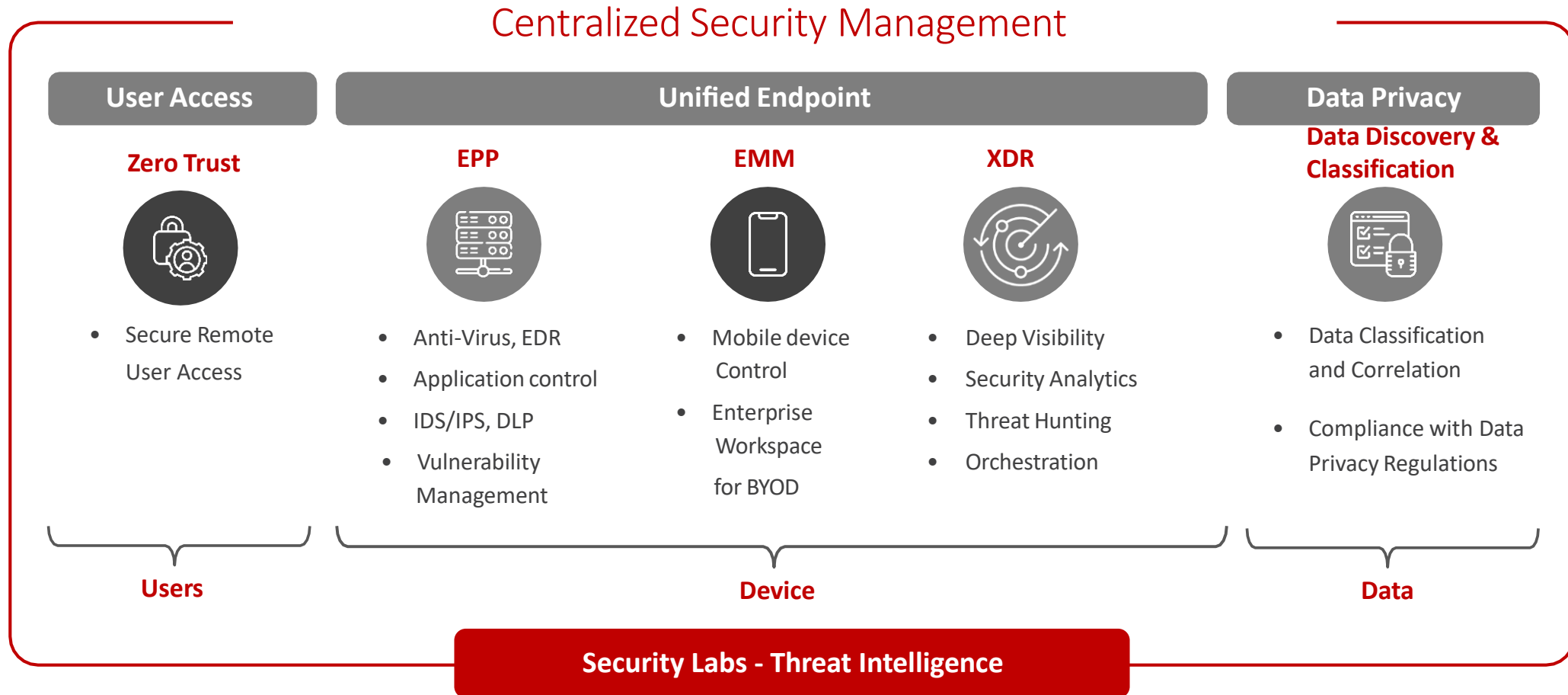
*Average number of tools used by
Enterprises*

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

Through Integrated Cybersecurity Solution



SEQRITE: Business Momentum

Customer Case Studies

Case Studies available @ <https://www.seqrите.com/resources/cat/case-studies>

Channel Partners Onboarded



Inked partnership with Tata Tele Business Services on cybersecurity for Enterprises

Thought Leadership & Branding



ASSOCHAM,
Gujarat



Thought Leadership
DPDP Act



SEQRITE CXO
Summit, Mumbai



Empowering CXO,
Bangalore



Cocoon 2023, Kochi



Customer Testimonials

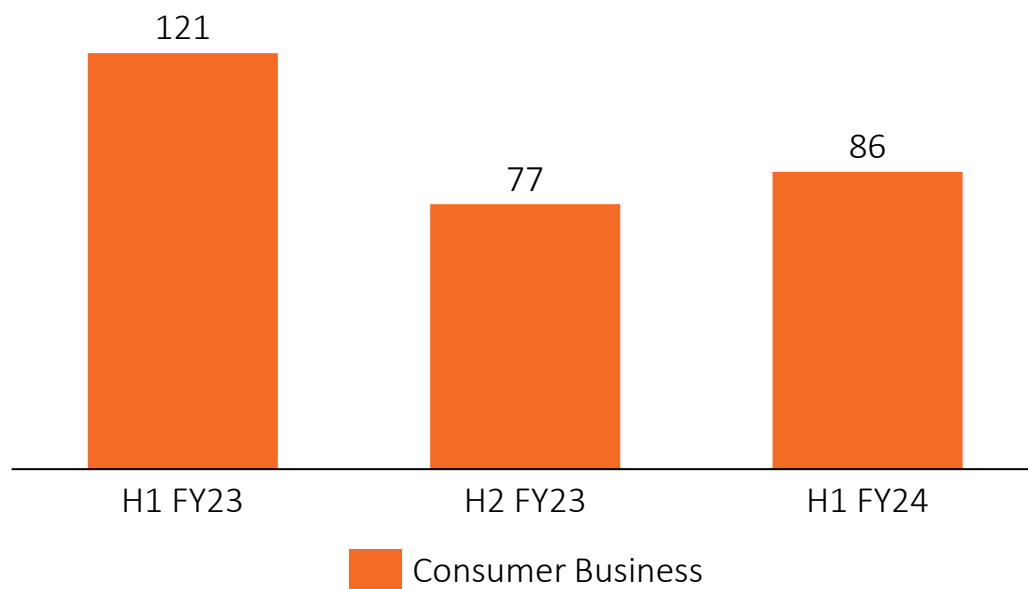
Market Leaders: Indian Consumer Anti Virus Business



- Over 25 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India



Revenue (INR Crs)



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

Quick Heal v24 Launch

#DigitallySafe

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*India's Trusted Partner
for Cyber Protection*

*Manageability of all devices
through a single platform*



*Quantification of security
and privacy posture and
simple and easy guide to
improve score*

Consumer Awareness Focused Marketing





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<head>...</head>
<body class="skin-vector-legacy mediawiki ltr sitedir-ltr mw-hide-...
Nilawan_Pintong skin-vector action-view vector-feature-language-in-head...
vector-feature-language-alert-in-sidebar-enabled vector-feature-sticky-head...
or-feature-table-of-contents-legacy-toc-disabled vector-feat...
e-limited-width-content-enabled" data-new-gr-c-s-check-head...
<div id="mw-page-base" class="noprint"></div>
<div id="mw-head-base" class="noprint"></div>
<div id="content" class="mw-body ve-init-mw-desktopArticleTarget-targetC...
<a id="top"></a>
<div id="siteNotice">...</div>
<div class="mw-indicators"> </div>
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<div id="contentSub"></div>
<div id="contentSub2"></div>
<div id="jump-to-nav"></div>
<a class="mw-jump-link" href="#mw-head">Jump to navigation
<a class="mw-jump-link" href="#search-input">Jump to search
<div id="mw-content-text" class="mw-content-text" data-mw="...
<div class="mw-parser-output">...</div>
<noscript>...</noscript>
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<div class="catlinks" class="catlinks" data-mw="...
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ASSISTANCE

SUPPORT

MAINTENANCE

SATISFACTION

CUSTOMER

COMMUNICATION

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height: 100%;
z-index: 10;
```

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.fcb-popup .fancybox-slide--iframe
max-width: 100%;
max-height: 161px;
```

```
cListSocial {
min-height: 90px;
```

Financial Performance

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Financial Highlights (Q2 FY24)

Revenue

₹ **78.4** Cr 

Increased 52% QoQ

EBITDA

₹ **11.0** Cr 

Increased 173% QoQ

PAT

₹ **12.9** Cr 

Increased 201% QoQ

Diluted EPS

₹ **2.42** 

Increased 201% QoQ

Consumer Revenue

₹ **59.0*** Cr 

Increased 115% QoQ

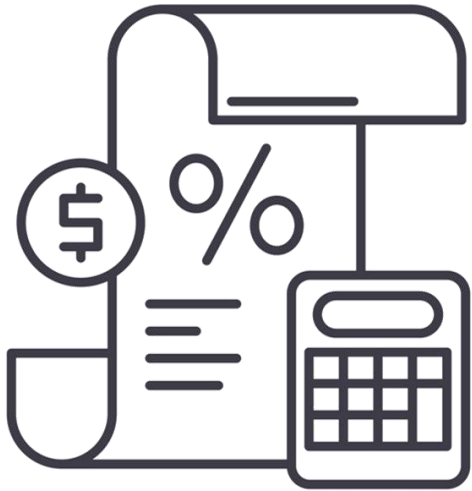
Enterprise Revenue

₹ **28.8*** Cr 

Increased 9% QoQ

* Based on gross revenues before adjusting for sales incentives

Consolidated P&L



PARTICULARS	Q1 FY 24	Q2 FY 24	H1 FY 24
Total Revenue	51.4	78.4	129.8
Direct Cost	1.2	2.4	3.6
Gross Profit	50.2	76.0	126.2
Gross Margin	97.6%	97.0%	97.2%
Research and Development	31.6	33.0	64.6
Sales and Marketing	18.3	20.4	38.8
General Administration	15.4	11.7	27.0
Total Expenditure	65.3	65.0	130.3
EBITDA	(15.1)	11.0	(4.1)
EBITDA %	-29.3%	14.0%	-3.2%
Depreciation	2.9	3.3	6.2
EBIT	(18.0)	7.7	(10.3)
Other Income	4.7	5.7	10.4
Profit Before Tax (PBT)	(13.3)	13.4	0.1
Tax	(0.5)	0.5	0.0
Profit After Tax (PAT)	(12.8)	12.9	0.1
PAT Margin	-24.8%	16.4%	0.1%

Note: Figures are regrouped/reclassified wherever necessary

All values are in INR Cr, unless otherwise stated

Consolidated Balance Sheet

EQUITY AND LIABILITIES	Mar 31, 2023	Sep 30, 2023
Equity		
Equity Share Capital	53.1	53.1
Share application money pending allotment	0.0	0.1
Reserves and Surplus	366.6	342.9
Total Shareholder Funds	419.7	396.1
Non-Current Liabilities		
Net employee defined benefit liabilities	0.6	0.0
Other Non Current Liabilities	0.5	1.0
Deferred tax liabilities (net)	0.5	0.4
Total Non-Current Liabilities	1.7	1.4
Current Liabilities:		
Trade and Other Payables	48.6	40.6
Other Financial Liabilities	12.7	8.4
Other Current Liabilities	10.0	14.2
Net employee defined benefit liabilities	0.6	1.0
Current tax liabilities (Net)	0.0	0.0
Total Current Liabilities	71.9	64.2
Total Equity & Liabilities	493.3	461.6

ASSETS	Mar 31, 2023	Sep 30, 2023
Non-Current Assets:		
Property, plant and equipment	97.6	92.7
Capital work-in-progress	0.2	0.2
Intangible assets	2.8	1.9
Investment Property	24.1	27.6
Non-current financial assets		
Investments in MF, Tax-Free Bonds, Subs & others	21.5	8.4
Other Financial Asset	0.8	0.8
Deferred tax assets (net)	0.0	0.0
Other Non Current assets	23.0	29.7
Total Non-Current Assets	169.8	161.3
Current assets:		
Inventories	4.5	4.3
Investment in Mutual Fund	176.2	163.6
Trade and other receivables	122.7	107.5
Bank Balances & Cash and Cash Equivalents	11.8	13.0
Investment in Fixed Deposit	0.1	0.1
Other Financial Assets	1.5	1.9
Other Current assets	6.8	9.9
Total Current Assets	323.5	300.3
Total Assets	493.3	461.6

Note: Figures are regrouped/reclassified wherever necessary

Crossed the milestone of 50L cumulative lives touched through all the initiatives

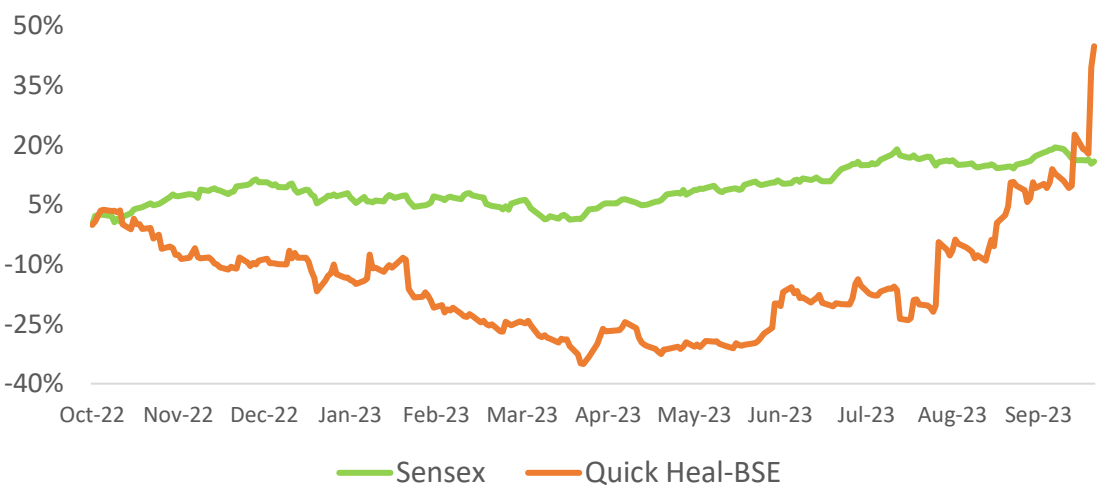


States: 9 | State Police: 8

Number of volunteers involved: 800+

People Reached: ~5L

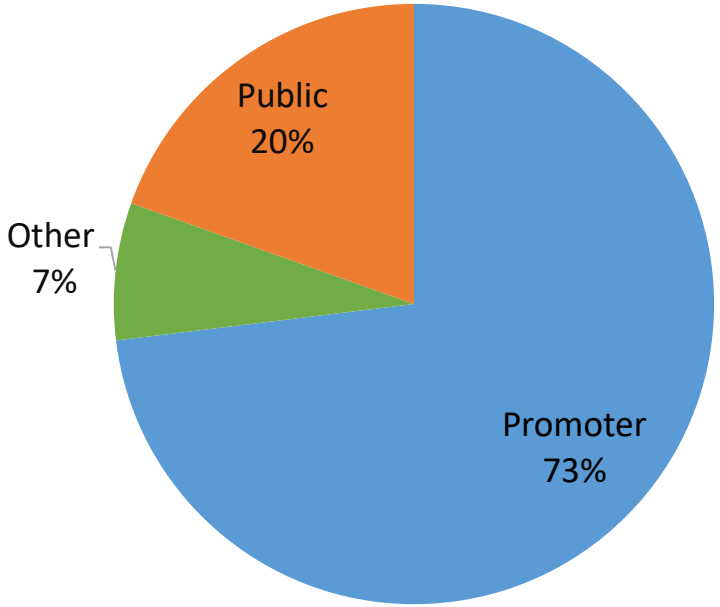
Stock Market Performance (as on 30th September 2023)



Price Data (as on 30th September 2023)

Face Value	10.00
Market Price	289.15
52 Week H/L	299.70/127.35
Market Cap (INR Mn)	15,350.32
Equity Shares Outstanding (Mn)	53.09
1 Year Avg. Trading Volume ('000)	179.87
1 Year Avg. Net Turnover (Mn)	36.34

Shareholding Pattern (as on 30th September 2023)



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Thank You