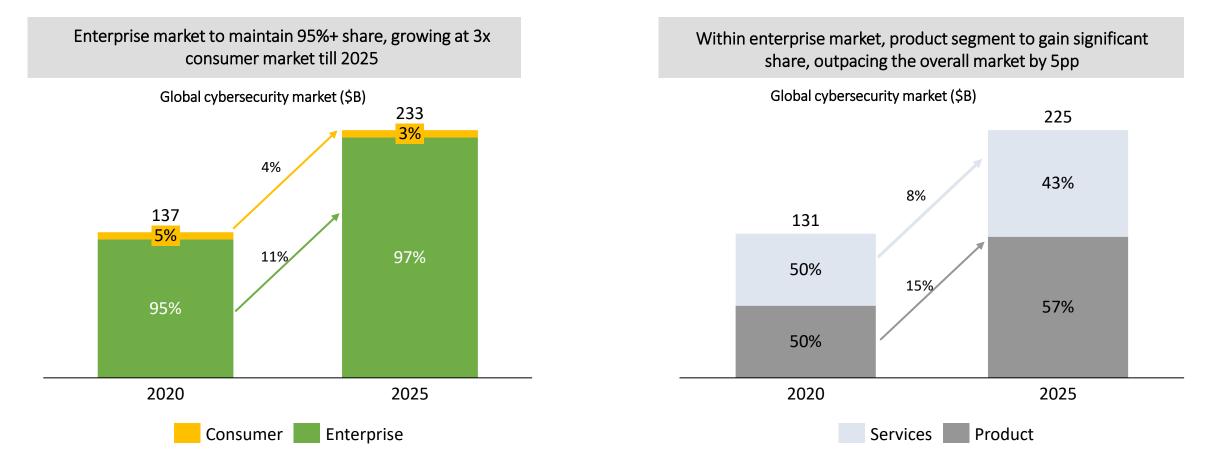


Earnings Presentation | Q3/9M-FY23



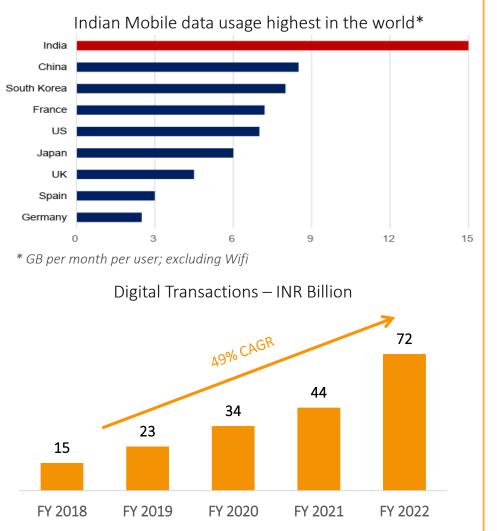
Global cybersecurity market overview

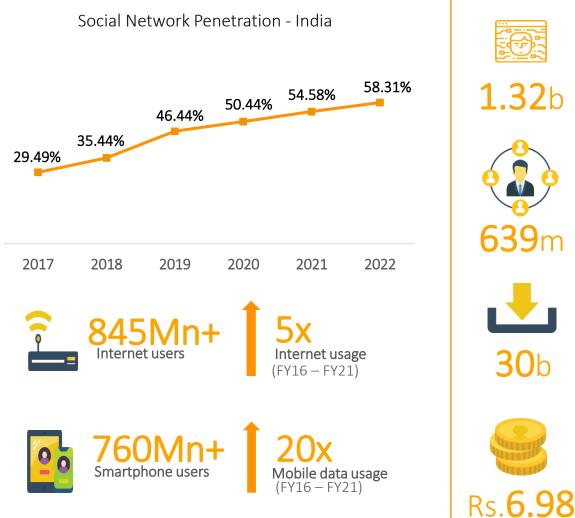




While the long-term growth of the industry is positive, we are witnessing headwinds in the medium-short term

Rapid digitization has enhanced need for greater cybersecurity investments





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

SEGRITE



Quick Heal

Security Simplified

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



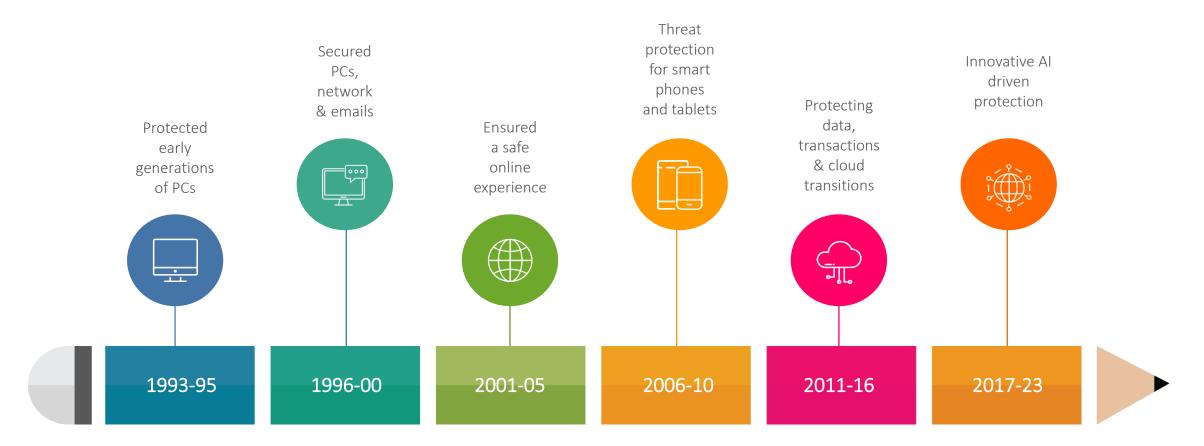


Empowering the team to solve business problems

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

Our Journey



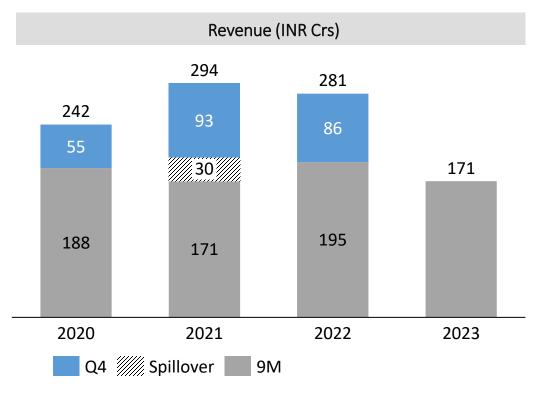


Over 25 years of simplifying security

The Cash Cow: Retail Anti Virus Business



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





Current Scenario:

- Market Headwinds in the short term: Sudden decrease in IT spending in the last quarter
- The trend is visible across the global software industry
- We foresee the same trend in the next couple of quarters

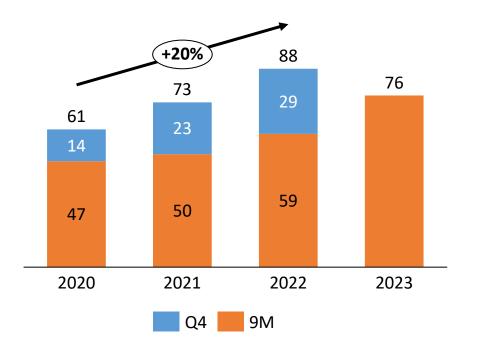
Our Approach:

- Focusing towards maintaining our market share in the period
- Drive consumer awareness in the geography in cybersecurity specific domain
- 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
- Enterprise solutions represent 95% of the cybersecurity market, which is growing at a CAGR of 11% while Quick Heal is growing at 20%





Ouick Heal

Business Momentum:

- Enterprise segment outperforming the market growth rates
- Established market fit for HawkkHunt: 5 customers onboarded
- HawkkProtect & HawkkScan currently in the process of establishing the product market fit
- New launches for all the products depicted above, planned in Q4 and revenues expected form Q2FY24.
- We are overlooking accelerated growth in the segment going forward

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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Security Simplified

Hiring the best

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



international clients

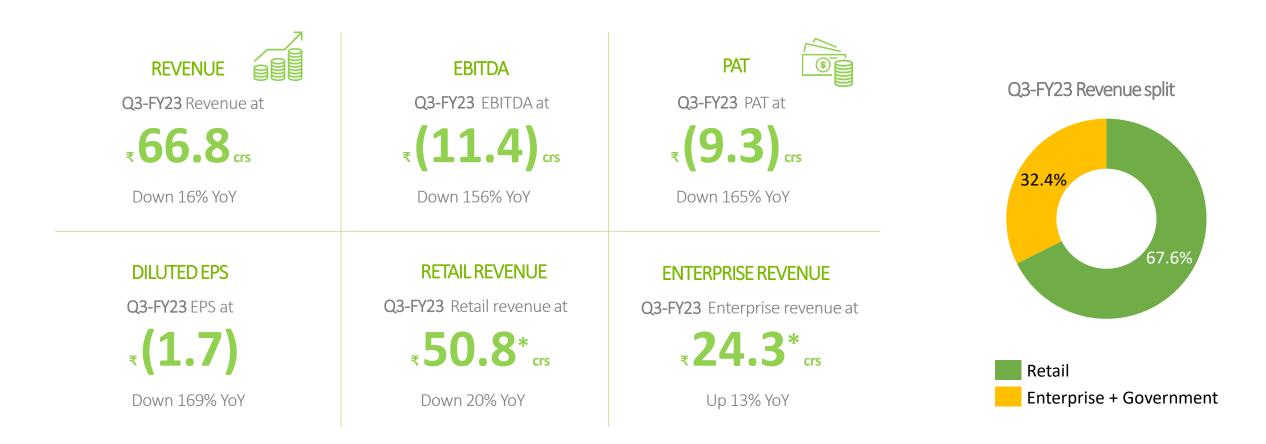




Q3/9M-FY23 EARNINGS HIGHLIGHTS

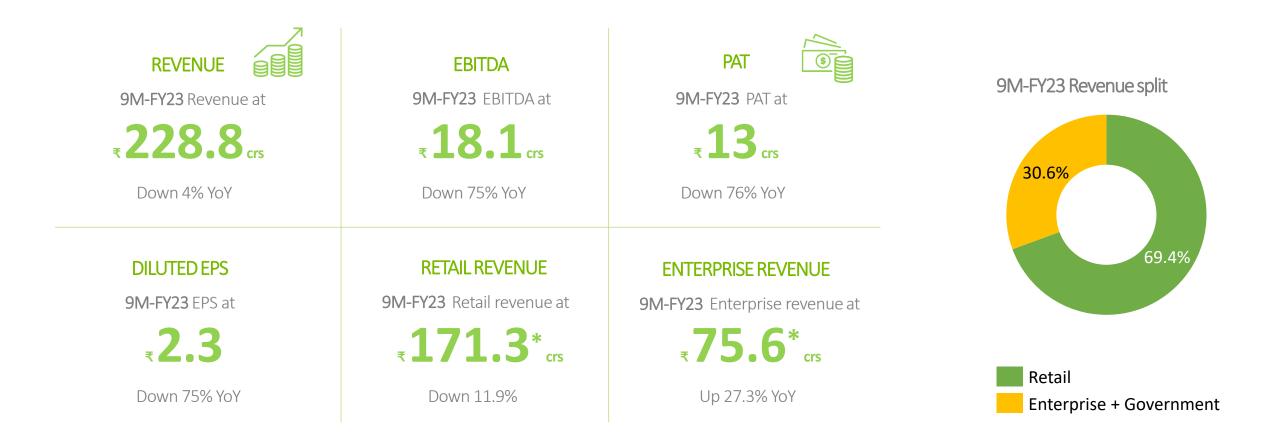
Q3-FY23 Earnings Highlights





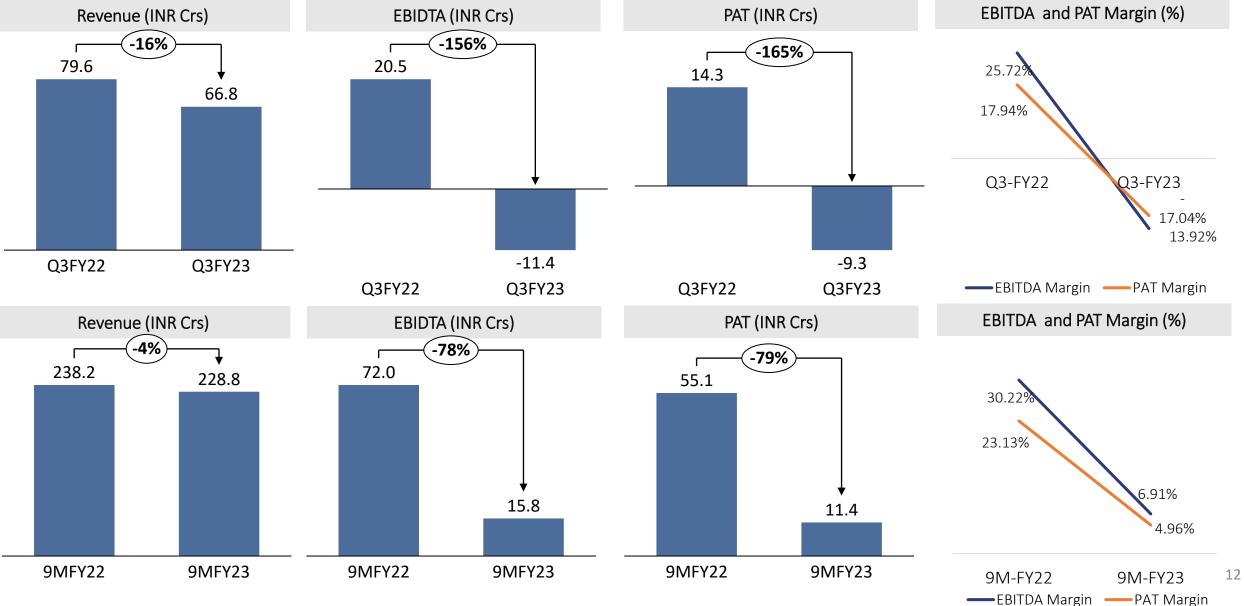
9M-FY23 Earnings Highlights





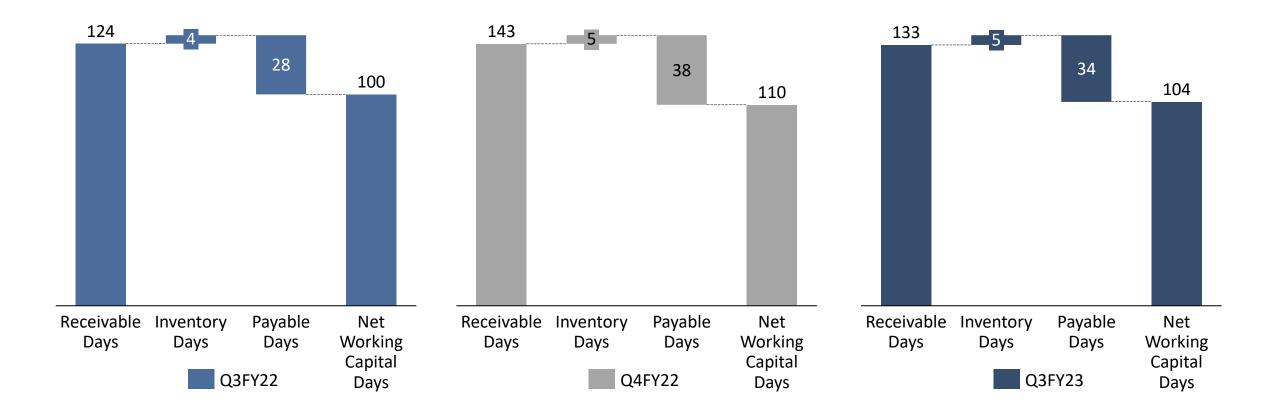
Q3/9M-FY23 Consolidated Performance Highlights





Working Capital Analysis





- Calculation of Days = [(Particular heading/ TTM Sales) X (365 days)]
- Receivables have been considered net of Incentives

Q3-FY23 Income Statement



		Standalone			Consolidated		
PARTICULARS (₹ crs)	Q3-FY22	Q3-FY23	% change	Q3-FY22	Q3-FY23	% change	
Total Revenue	79.62	66.80	-16.10%	79.62	66.79	-16.11%	
Direct Cost	3.23	2.65		3.23	2.65		
Gross Profit	76.39	64.15	-16.02%	76.39	64.14	-16.04%	
Gross Margin	95.94%	96.03%		95.94%	96.03%		
Operating Cost							
Research and Development (R&D)	21.81	32.86		21.80	32.86		
Sales and Marketing (S&M)	21.74	26.19		22.04	26.19		
General Administration (G&A)	12.38	15.82		12.07	16.47		
Total Expenditure	55.93	74.87	-33.86%	55.91	75.52	-35.06%	
EBITDA	20.46	(10.72)	-152.39%	20.48	(11.38)	-155.58%	
EBITDA Margin	25.70%	-16.05%		25.72%	-17.04%	-42.76%	
Depreciation	4.55	4.17		4.54	4.17		
EBIT	15.91	(14.89)	-193.59%	15.94	(15.55)	-197.58%	
EBIT Margin	19.98%	-22.29%		20.01%	-23.28%		
Other Income	3.63	3.85		3.63	3.47		
Profit Before Tax (before exceptional item)	19.54	(11.04)	-156.50%	19.57	(12.08)	-161.74%	
Exceptional items	_	(0.10)		_	_		
Profit before Tax after exceptional items	19.54	(10.94)	-155.99%	19.57	(12.08)	-161.74%	
Тах	5.25	(2.78)		5.28	(2.78)		
Profit After Tax (PAT)	14.29	(8.16)	-157.10%	14.29	(9.30)	-165.10%	
PAT Margin	17.95%	-12.22%		17.94%	-13.92%		

NOTE: Certain figures have been re-grouped wherever necessary

9M-FY23 Income Statement

				Secu	irity Simplified	
PARTICULARS (₹ crs)		Standalone			Consolidated	
	9M-FY22	9M-FY23	% change	9M-FY22	9M-FY23	% change
Total Revenue	237.80	228.82	-3.78%	238.19	228.81	-3.94%
Direct Cost	9.31	8.74		9.03	8.74	
Gross Profit	228.49	220.08	-3.68%	229.16	220.07	-3.97%
Gross Margin	96.08%	96.18%		96.21%	96.18%	
Operating Cost						
Research and Development (R&D)	62.67	88.76		62.65	88.76	
Sales and Marketing (S&M)	59.15	67.26		60.04	67.27	
General Administration (G&A)	35.49	45.28		34.48	45.99	
Total Expenditure	157.31	201.30	-27.96%	157.17	202.02	28.54%
EBITDA	71.18	18.78	-73.62%	71.99	18.05	-74.93%
EBITDA Margin	29.93%	8.21%		30.22%	7.89%	-22.34%
Depreciation	12.80	12.26		12.80	12.26	
EBIT	58.38	6.52	-88.83%	59.19	5.79	-90.22%
EBIT Margin	24.55%	2.85%		24.85%	2.53%	
Other Income	13.51	12.42		13.53	12.07	
Profit Before Tax (before exceptional item)	71.89	18.94	-73.65%	72.72	17.86	-75.44%
Exceptional items	2.16	(0.10)		-	-	
Profit before Tax after exceptional items	69.73	19.04	-72.69%	72.72	17.86	-75.44%
Тах	17.53	4.79		17.62	4.82	
Profit After Tax (PAT)	52.20	14.25	-72.70%	55.10	13.04	-76.33%
PAT Margin	21.95%	6.23%		23.13%	5.70%	-17.43%

NOTE: Certain figures have been re-grouped wherever necessary

Quick Heal SEQRITE

Q3-FY23 Ratio analysis



	Stand	alone	Consolidated		
In %	Q3FY22	Q3-FY23	Q3-FY22	Q3-FY23	
Expenses					
Direct Cost / Revenue	4.06%	3.97%	4.06%	3.97%	
R&D / Revenue	27.39%	49.19%	27.38%	49.20%	
S&M / Revenue	27.30%	39.21%	27.68%	39.22%	
G&A / Revenue	15.55%	23.68%	15.16%	24.65%	
Total Cost / Revenue	70.25%	112.08%	70.23%	113.07%	
Margin					
Gross Margin	95.94%	96.03%	95.94%	96.03%	
EBITDA	25.70%	-16.05%	25.72%	-17.04%	
EBIT	19.98%	-22.29%	20.01%	-23.28%	
PBT	24.54%	-16.53%	24.57%	-18.09%	
PAT	17.95%	-12.22%	17.94%	-13.92%	

9M-FY23 Ratio analysis



	Stand	alone	Consolidated		
In %	9M-FY22	9M-FY23	9M-FY22	9M-FY23	
Expenses					
Direct Cost / Revenue	3.92%	3.82%	3.79%	3.82%	
R&D / Revenue	26.35%	38.79%	26.30%	38.79%	
S&M / Revenue	24.87%	29.39%	25.21%	29.40%	
G&A / Revenue	14.92%	19.79%	14.48%	20.10%	
Total Cost / Revenue	66.15%	87.97%	65.99%	88.29%	
Margin					
Gross Margin	96.08%	96.18%	96.21%	96.18%	
EBITDA	29.93%	8.21%	30.22%	7.89%	
EBIT	24.55%	2.85%	24.85%	2.53%	
PBT	30.23%	8.28%	30.53%	7.81%	
PAT	21.95%	6.23%	23.13%	5.70%	

Historical Annual Consolidated Income Statement



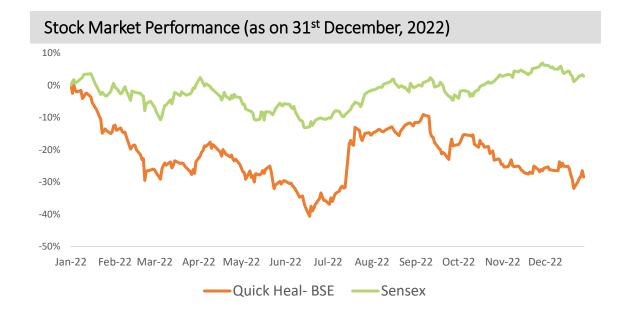
Security Simplified

PARTICULARS (INR Crs)	FY20	FY21	FY22	9M-FY23
Total Revenue	286.14	333.04	341.90	228.81
Direct Cost	12.41	13.70	13.84	8.74
Gross Profit	273.73	319.34	328.06	220.07
Gross Margins (%)	95.66%	95.89%	95.95%	96.18%
Operating Cost				
Total Expenditure	182.33	177.90	221.20	202.02
EBITDA	91.39	141.44	106.86	18.05
EBITDA Margins (%)	31.94%	42.47%	31.26%	7.89%
Depreciation	21.68	19.49	17.38	12.26
EBIT	69.71	121.95	89.48	5.79
EBIT Margins (%)	24.36%	36.62%	26.17%	2.53%
Other Income	31.59	24.16	19.20	12.07
Profit Before Tax (PBT)	101.31	146.11	108.68	17.86
Тах	26.90	39.16	25.49	4.82
Profit After Tax (PAT)	74.41	106.95	83.19	13.04
PAT Margins (%)	26.00%	32.11%	24.33%	5.70%
Basic & Diluted EPS (INR)	11.34	16.65	13.94	2.29

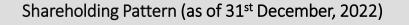
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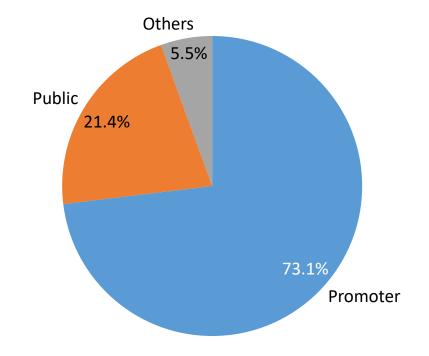
Capital Market Data





Price Data (as of 31 st December, 2022)				
Face Value	10.0			
Market Price	174.80			
52 Week H/L	251.1/143.95			
Market Cap (INR Mn)	9,277.25			
Equity Shares Outstanding (Mn)	53.08			
1 Year Avg. Trading Volume ('000)	131.55			
1 Year Avg. Net Turnover (Mn)	26.47			





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Thank You