



SECURITE

Quick Heal

EARNINGS PRESENTATION Q2 FY26

15th Oct 2025



GLOBAL CYBERSECURITY TRENDS

- Consolidation of security stack
- Investment & adoption of Generative AI in Cybersecurity
- Privacy driven Application & Data Decoupling
- Growing Adoption of Cloud Native Application
- Cybersecurity 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



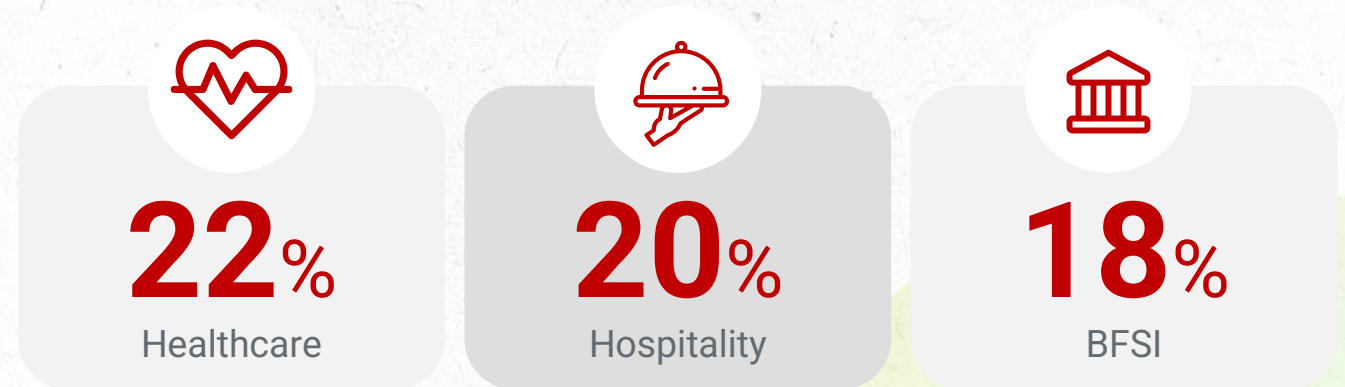


India Cyber Threat Report: **KEY HIGHLIGHTS** Contd.

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**
 - CSMA Product Stack
 - Leadership Strengthening
 - India Cyber Threat Report
 - Brand Refresh
 - Anti Fraud Launch
 - SIA Launch
 - International Expansion



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



Protecting Critical
Infrastructure of
India



Proud Owners of **Seqrite Labs**:
Largest in the country



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

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.

Founded By The
VISIONARIES



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 Technology Officer



Ashish Kadam
Director, Government Business



Deepak Mishra
Co-Head, Retail Sales



Jagannath Patnaik
Co-Head, Retail Sales



Dr. Lalit Mohan
Chief Product Officer



Samuel Sathayjith
Senior VP, Enterprise Sales



Sangamesh S
Head of Secrite Labs



Sudhanshu Tripathi
Chief Marketing Officer



Swapna Sangari
VP, People & Culture



OUR STRATEGY & WAY FORWARD



Expanding Across **3 LEVERS**

Geographic Reach

*Setting up a strong foot in Indian Market
Strategic Expansion in select focused geographies*

Large Customers

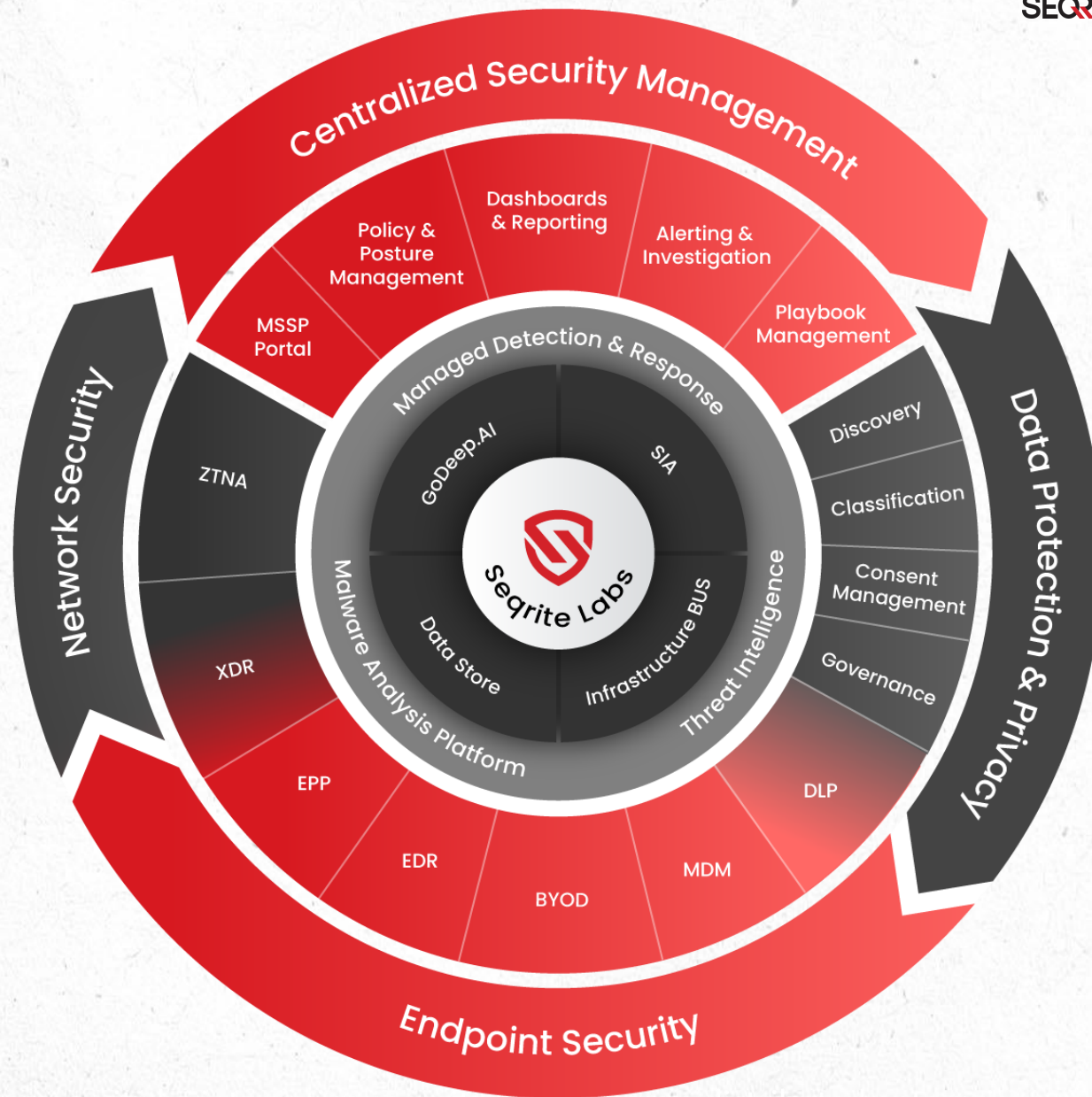
*Moving up the customer segments as the solutions mature
Niche Solutions specifically targeted to Large Enterprises (SDP, SMAP, STI)*

Product Stack:

Holistic cybersecurity stack for better protection and increased wallet share



Seqrite **SOLUTION STACK**

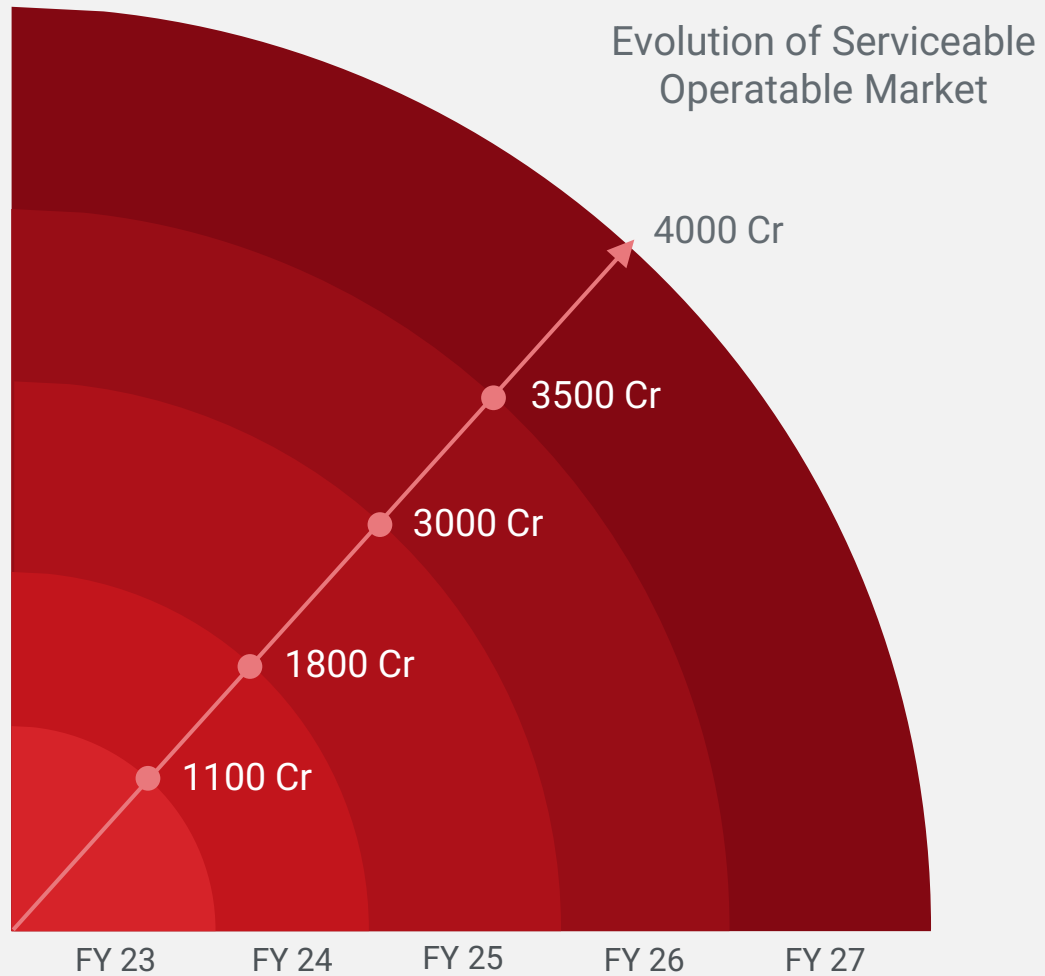


An approach to simplify cybersecurity by integrating security solutions from a single vendor

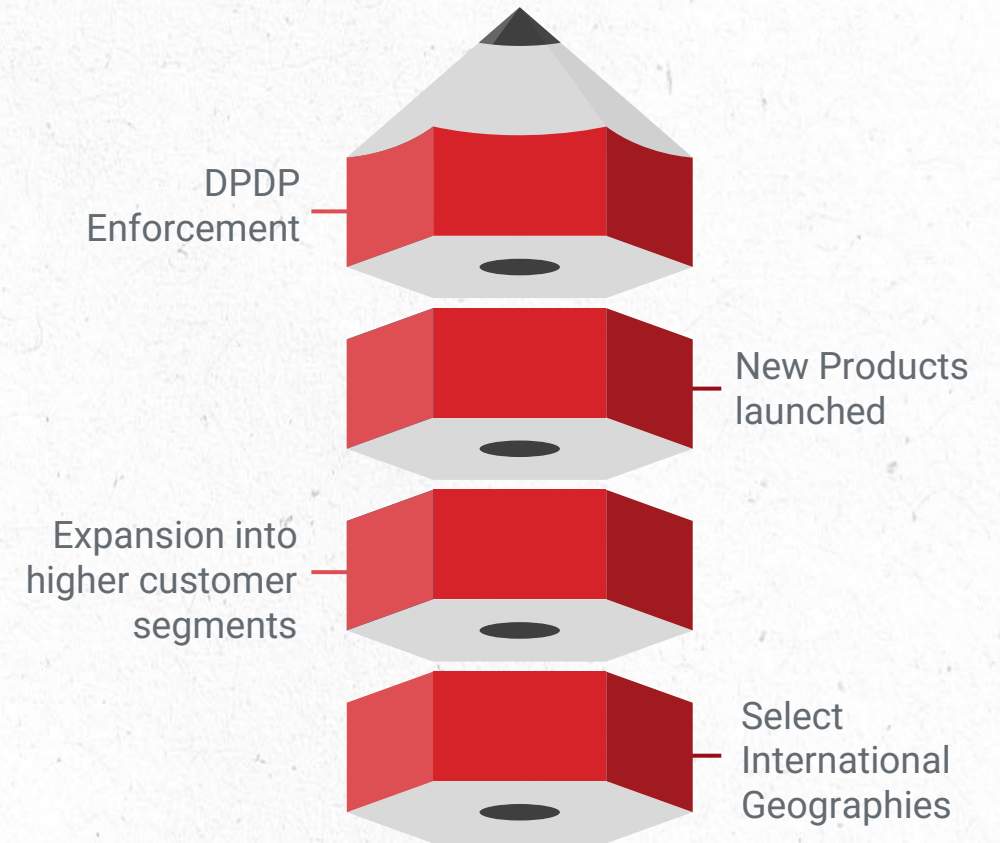


EXPANDING

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 platformised 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 & RECOGNITIONS

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 Protection for Best Performance by AV-Test



Seqrite Endpoint Protection Achieves AV-TEST Approved – Top Product Corporate Endpoint Protection





Q2/H1 FY26: **BUSINESS HIGHLIGHTS**



Business **HIGHLIGHTS**

- First Order received for **Seqrite Data Privacy**
- Growth in Retail business
- **Order Book: INR 27+ Cr**
- International Revenue continues the positive trend
- **Deferred Revenue: INR 17.2 Cr**
- Government Business Momentum picking up





Q2 FY26:

PERFORMANCE HIGHLIGHTS

₹ 83.5 Cr

Net Revenue
13.6% YoY

₹ 9.2 Cr

EBITDA
200.7% YoY

₹ 7.9 Cr

PAT
90.6% YoY

₹ 1.4

Diluted EPS
89.6% YoY

₹ 36.9 Cr *

Enterprise Revenue
30.0% YoY

₹ 59.5 Cr *

Consumer Revenue
8.3% YoY

*Based on gross revenues excluding deferred revenue, before adjusting for sales incentives



H1 FY26:

PERFORMANCE HIGHLIGHTS

₹ 140.8 Cr

Net Revenue
-2.1% YoY

₹ (0.5) Cr

EBITDA
-108.8% YoY

₹ 2.4 Cr

PAT
-70.7% YoY

₹ 0.43

Diluted EPS
-71.0% YoY

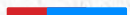
₹ 68.6 Cr *

Enterprise Revenue
12.8% YoY

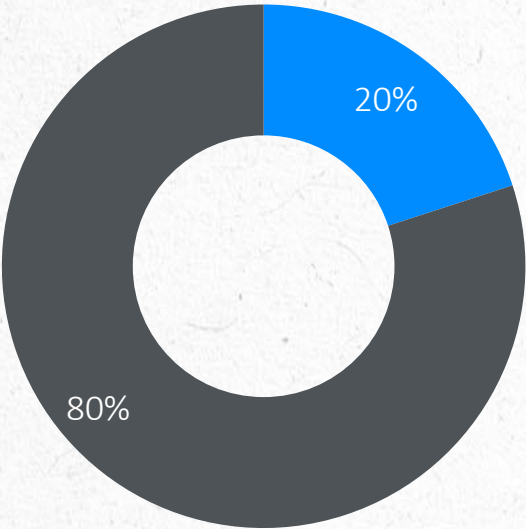
₹ 91.2 Cr *

Consumer Revenue
-7.7% YoY

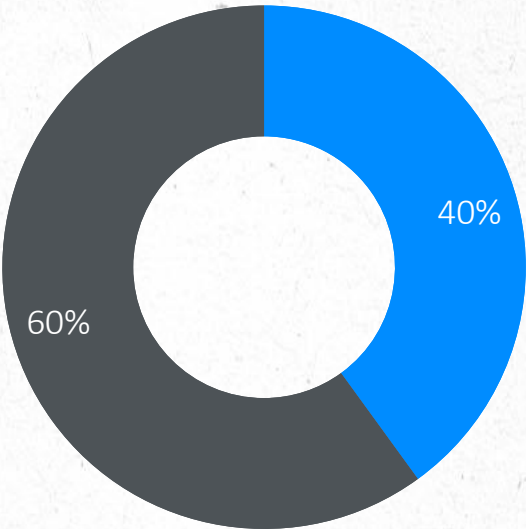
*Based on gross revenues excluding deferred revenue, before adjusting for sales incentives



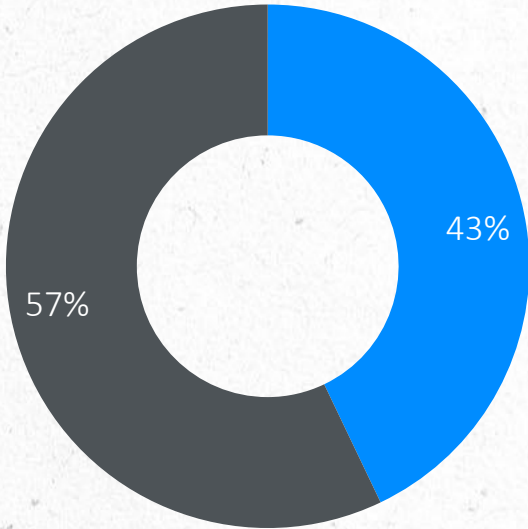
Deconstructing **CURRENT BUSINESS**



FY 2021



FY 2025



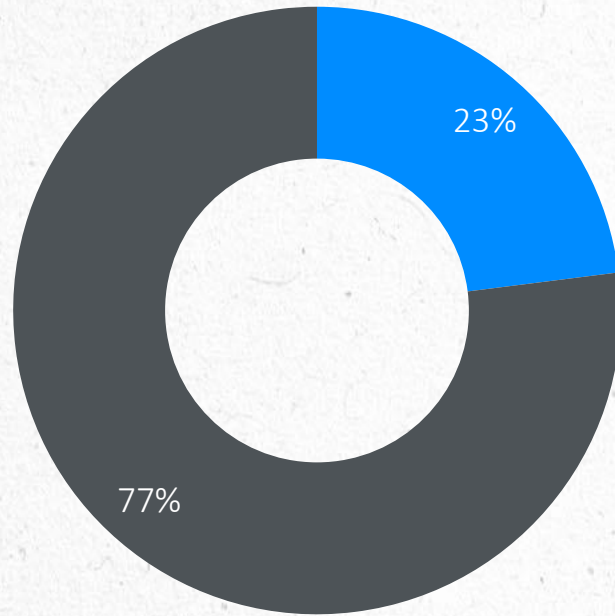
H1 FY 2026

Enterprise

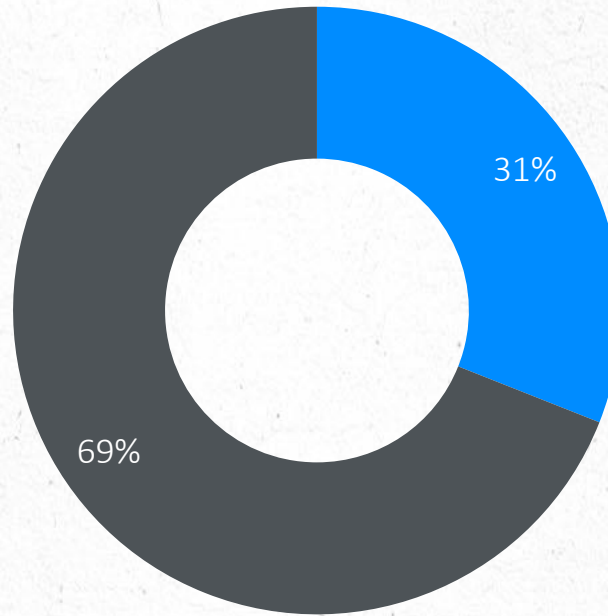
Consumer



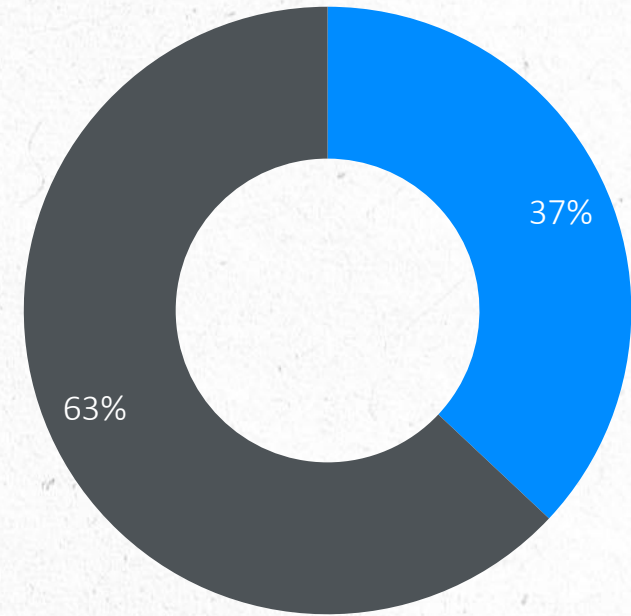
Enterprise Business **CLOUD & NON-CLOUD**



FY 2024



FY 2025



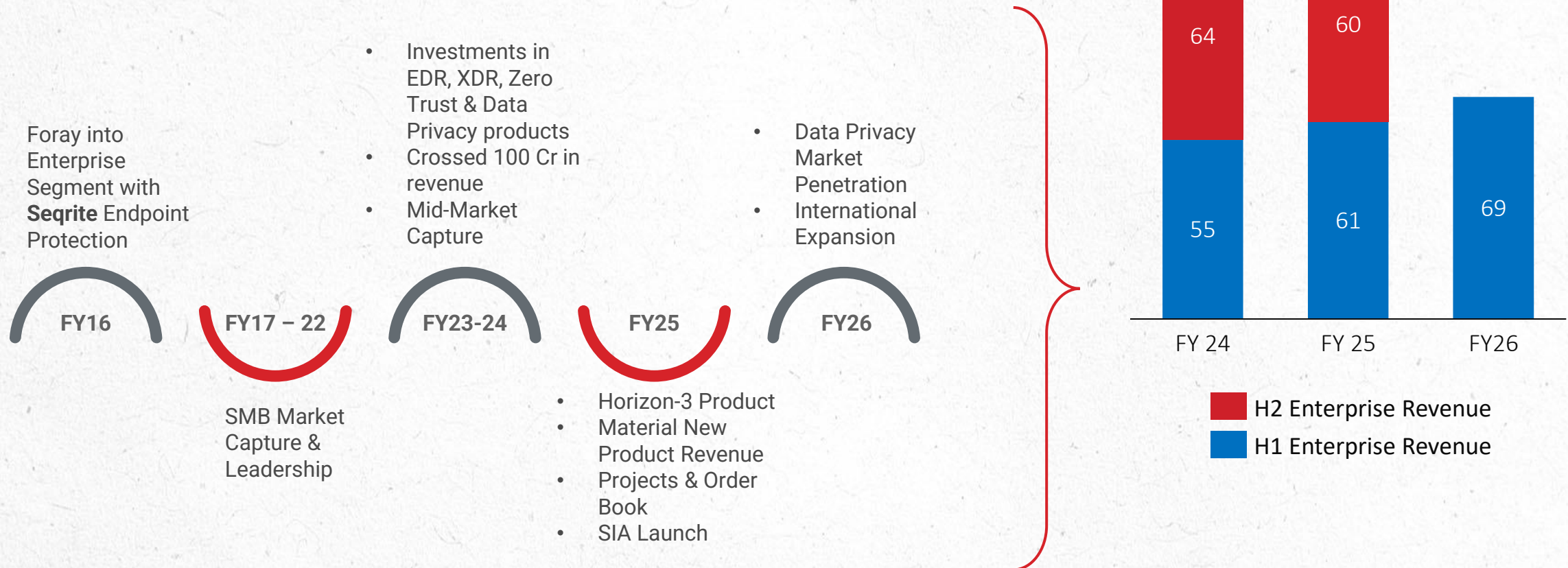
H1 FY 2026





Seqrite:

ENTERPRISE ARM OF QUICK HEAL





Enterprise MARKETING CAMPAIGNS



Seqrite participated in the **Times Secure India Summit 2025**



Seqrite **SMB Partner Connect 2025**, covered Pune, Mumbai, Chennai, Ahmedabad and Delhi



Customer and Partner Event at Bangalore



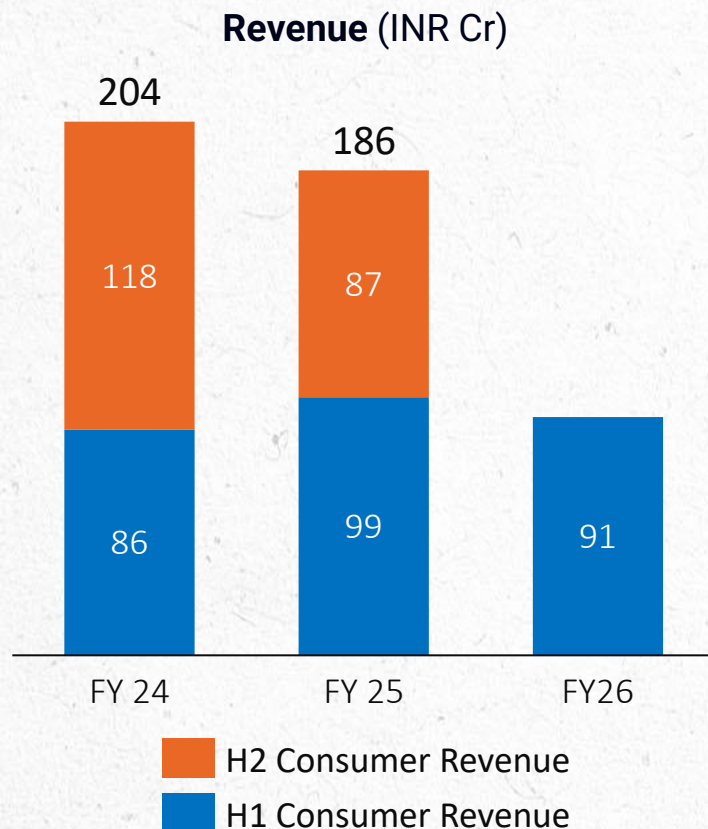
Seqrite published an in-depth Cyber Threat Landscape Analysis on **Operation Sindoor** amid the India-Pakistan conflict.



Seqrite participated in India's largest **Urban Co-operative Banks Summit 2025**



Market Leader: **CONSUMER ANTIVIRUS BUSINESS**



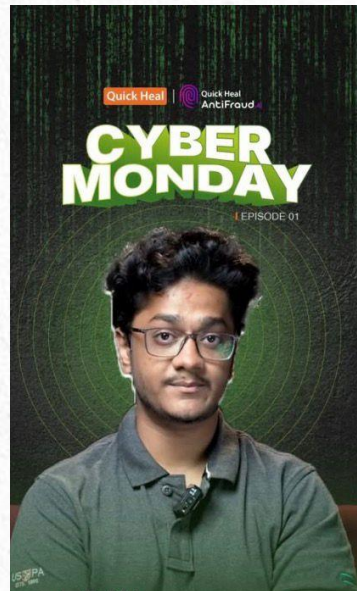
- 30 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India

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



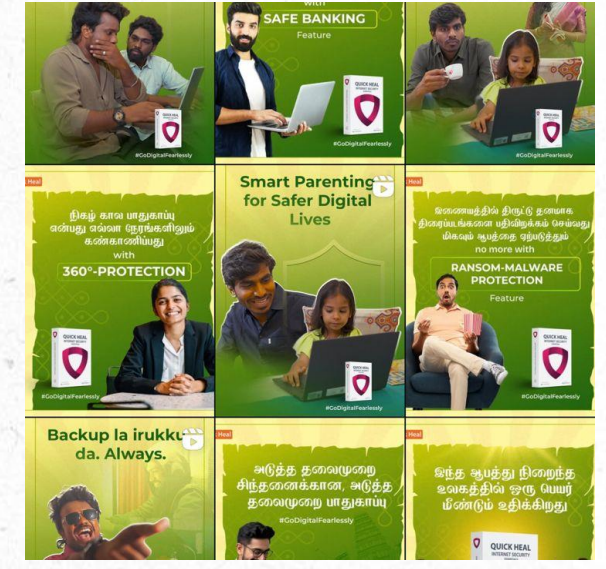
Scaling **REGIONAL RELEVANCE** with Consumer Impact & Partner Synergy



Spreading Consumer Awareness



Digital-first, partner-led festive activations



360° Hyper-Local Campaign



'Freedom campaign'



CSR Update



Total Outreach **68 Lacs+**

Total States Covered **10**

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



Q2/H1 FY26: **FINANCIAL HIGHLIGHTS**



Consolidated P&L

PARTICULARS (In Cr)	Q2 FY25	Q1 FY26	Q2 FY26
Revenue	73.5	57.2	83.5
Direct Cost	2.7	0.9	2.6
Gross Profit	70.8	56.4	81.0
Gross Margin	96.3%	98.5%	96.9%
Operating Cost			
Research and Development	34.0	31.3	32.9
Sales and Marketing	20.2	21.1	22.5
General Administration	13.5	13.6	16.3
Total Expenditure	67.7	66.1	71.7
EBITDA	3.1	(9.7)	9.2
EBITDA %	4.2%	-17.0%	11.1%
Depreciation	3.2	3.0	3.3
EBIT	(0.1)	(12.7)	6.0
Other Income	5.2	5.8	4.4
Finance Cost	(0.1)	(0.1)	(0.1)
Profit Before Tax (PBT)	5.1	(7.0)	10.3
Tax	0.9	(1.5)	2.4
Profit After Tax (PAT)	4.2	(5.5)	7.9
PAT Margin	5.7%	-9.6%	9.5%

H1 FY25	H1 FY26
143.8	140.8
4.3	3.5
139.5	137.3
97.0%	97.5%
68.5	64.2
39.2	43.6
26.2	30.0
133.8	137.8
5.7	(0.5)
3.9%	-0.4%
5.9	6.2
(0.3)	(6.7)
10.3	10.1
(0.1)	(0.1)
9.9	3.3
1.7	0.9
8.2	2.4
5.7%	1.7%

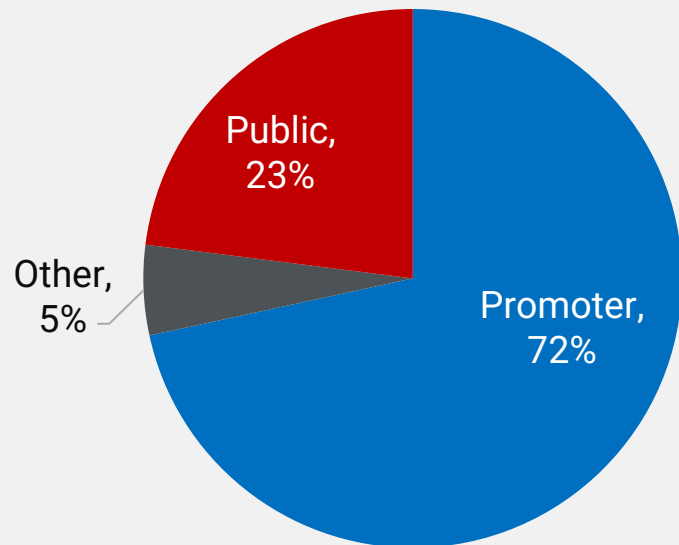
EQUITY AND LIABILITIES (In Cr)	Mar 31, 2025	Sep 30, 2025
Equity		
Equity Share Capital	54.0	54.1
Share application money pending allotment	-	0.2
Reserves and Surplus	387.5	392.1
Total Shareholder Funds	441.5	446.5
Non-Current Liabilities		
Net employee defined benefit liabilities	0.7	0.0
Other Non Current Liabilities	4.2	9.8
Total Non-Current Liabilities	4.9	9.8
Current Liabilities:		
Trade and Other Payables	34.9	42.7
Other Financial Liabilities	1.8	2.2
Other Current Liabilities	23.9	27.2
Employee Benefit Obligations	18.1	17.0
Income tax liabilities (Net)	0.0	0.0
Total Current Liabilities	78.7	89.0
Total Equity & Liabilities	525.0	545.3

ASSETS (In Cr)	Mar 31, 2025	Sep 30, 2025
Non-Current Assets:		
Property, plant and equipment	83.2	81.0
Capital work-in-progress	0.1	8.8
Intangible assets	0.7	0.5
Investment Property	35.0	34.2
Right-of-use assets	0.3	1.2
Non-current financial assets		
Investments in MF, Tax-Free Bonds & others	7.3	7.3
Other Financial Asset	0.9	0.8
Deferred tax assets (net)	7.9	7.8
Income tax assets (net)	17.2	20.1
Other Non Current assets	1.4	6.6
Total Non-Current Assets	153.9	168.3
Current assets:		
Inventories	2.2	2.4
Investment in Mutual Fund	172.0	178.2
Trade and other receivables	166.7	175.9
Cash and Cash Equivalents	20.8	6.7
Bank Balance other than cash & cash equivalents	0.1	0.1
Other Financial Assets	1.3	1.8
Other Current Assets	7.9	10.6
Assets classified as held for sale	-	1.3
Total Current Assets	371.1	377.0
Total Assets	525.0	545.3

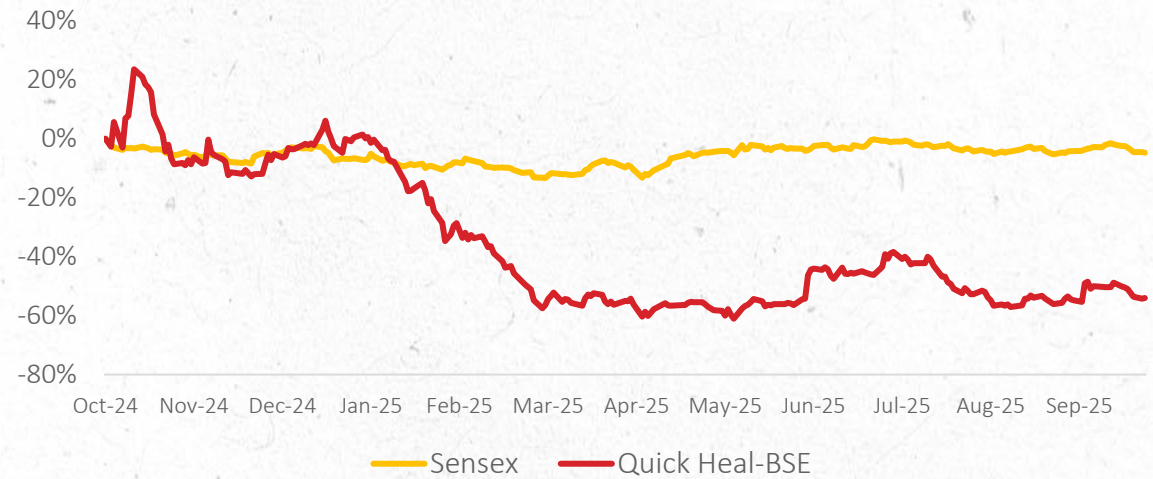


Capital Market Data

Shareholding Pattern (as on 30th September 2025)



Stock Market Performance (as on 30th September 2025)



Price Data (as of 30th September 2025)

Face Value	10.00
Market Price	301.70
52 Week H/L	825.90/252.00
Market Cap (INR Mn)	16,335.39
Equity Shares Outstanding (Mn)	54.14
1 Year Avg. Trading Volume ('000)	348.11
1 Year Avg. Net Turnover (Mn)	149.03



DISCLAIMER

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Quick Heal

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