



SECURITE

Quick Heal

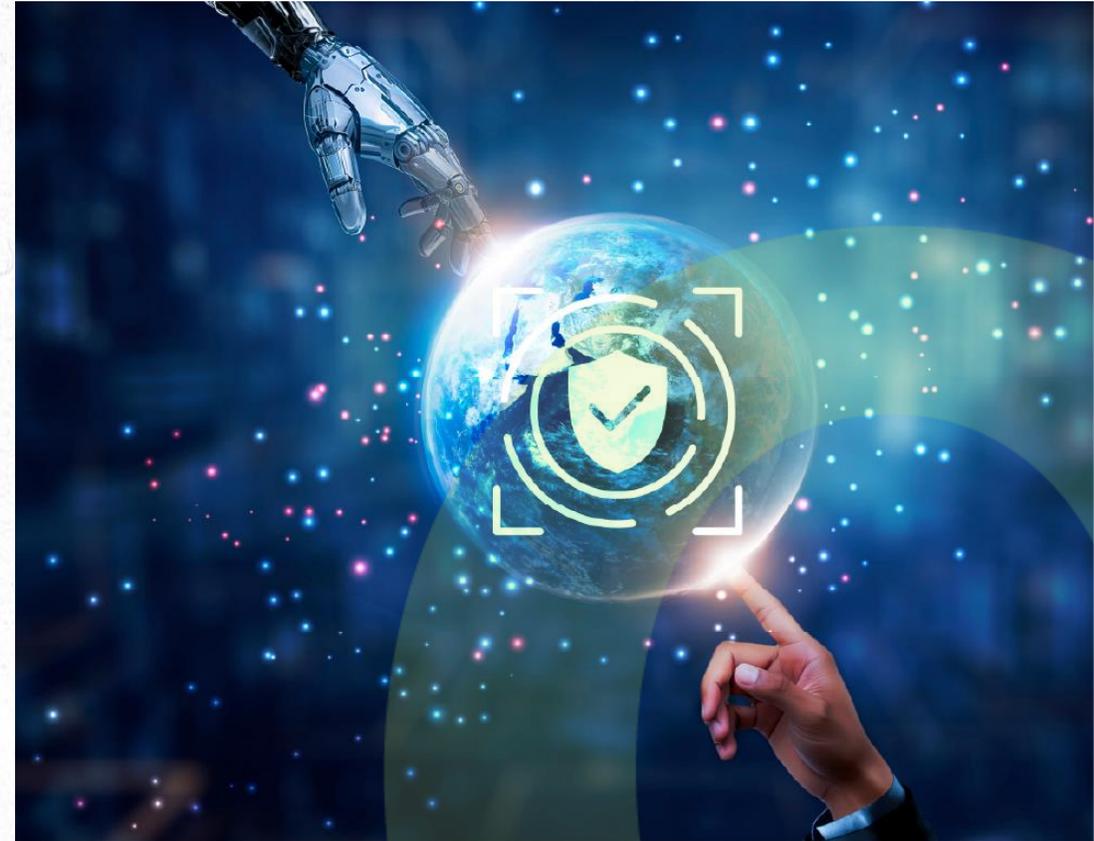
# EARNINGS PRESENTATION Q2 FY26

15<sup>th</sup> 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



**22%**  
Healthcare



**20%**  
Hospitality



**18%**  
BFSI

## Malware and Ransomware incidents

**1** Malware  
incident per  
**40,436**  
detections

**1**  
Ransomware  
incident per  
**595** detections

Approximately  
**1 million**  
Ransomware  
detections reported  
over the year



# 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 Seqrte 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**

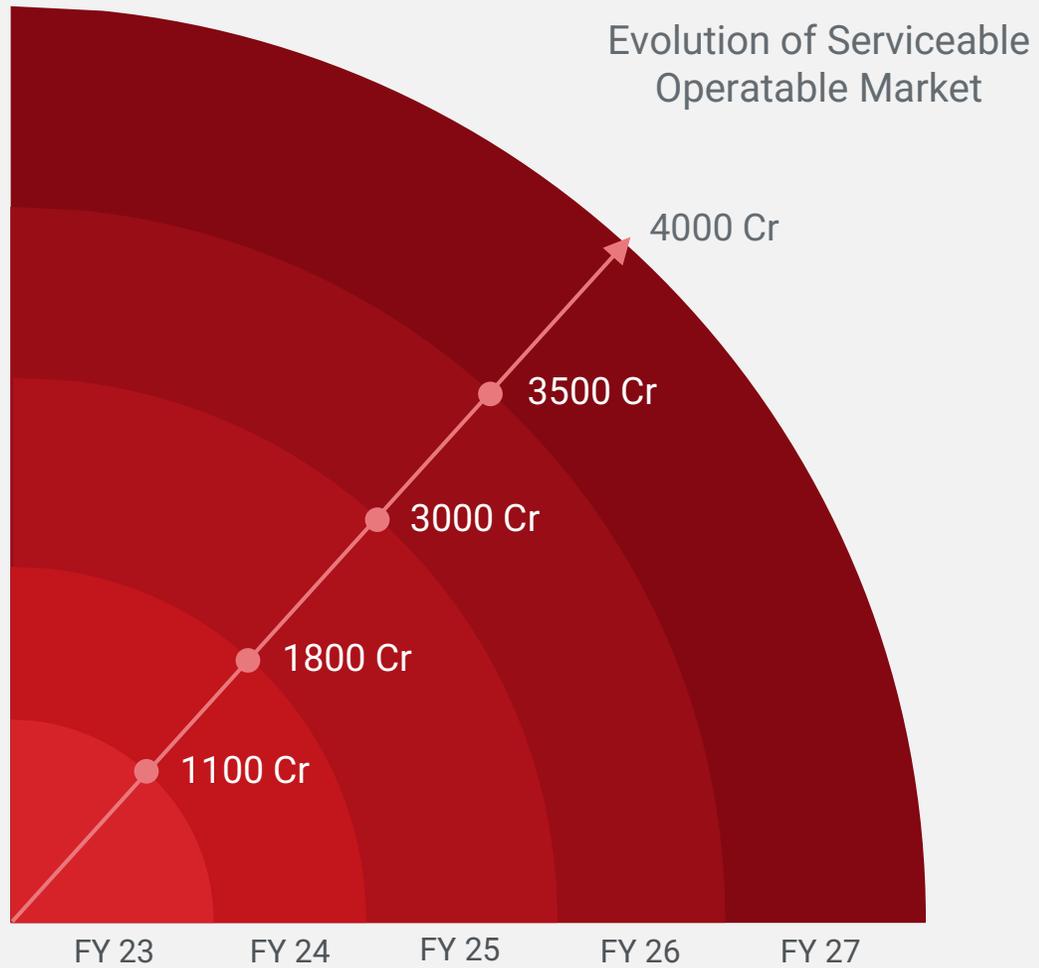


Our approach to simplify cybersecurity by integrating all

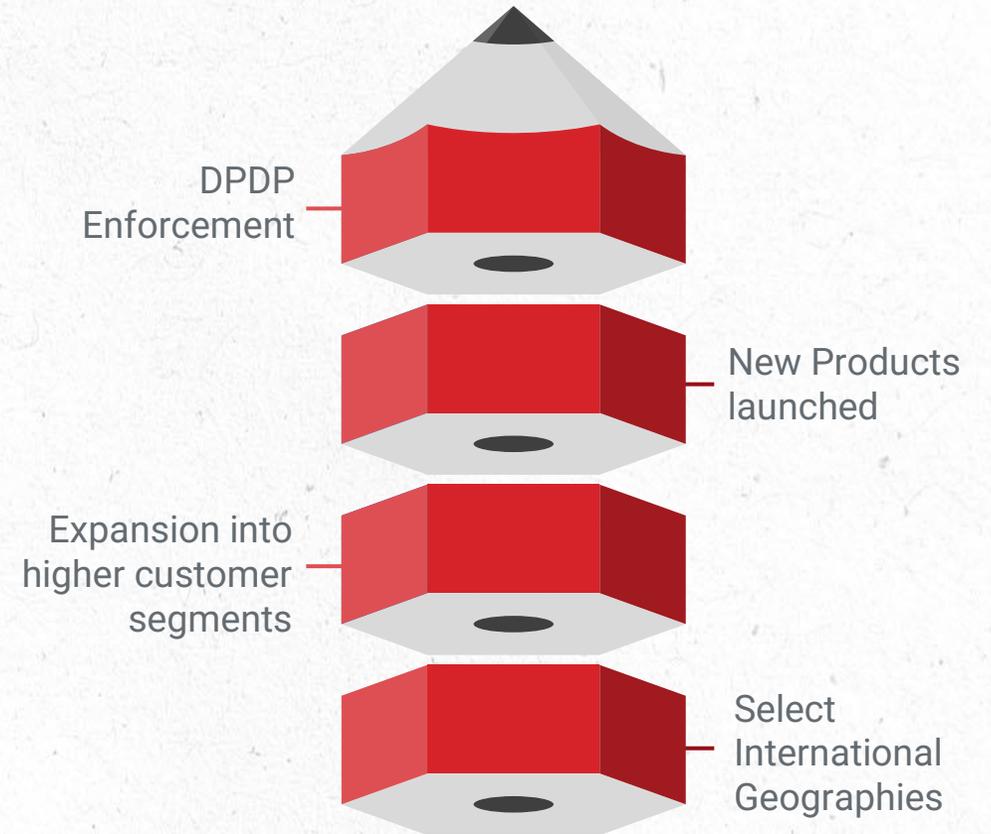


# EXPANDING

## 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

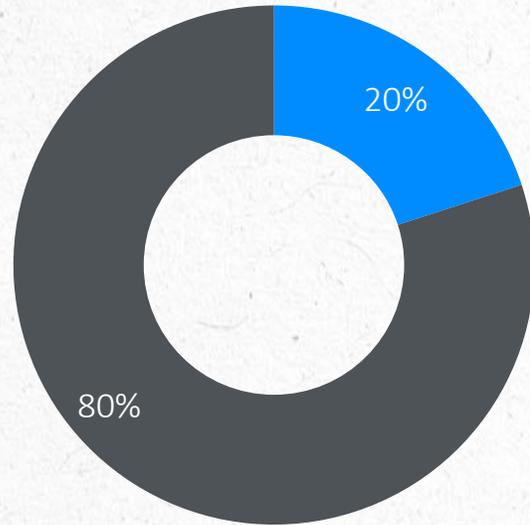
**₹ 91.2 Cr \***

Consumer Revenue  
-7.7% YoY

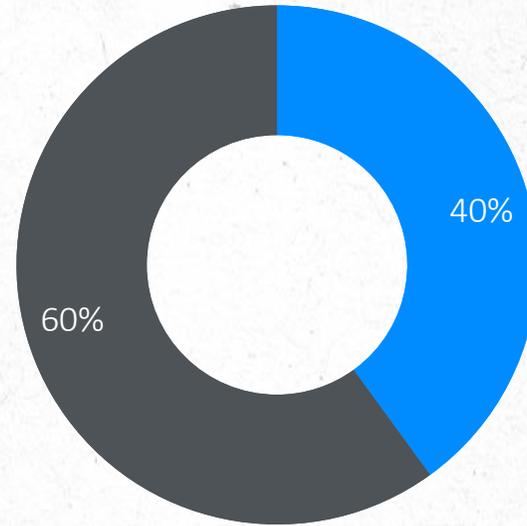
\*Based on gross revenues excluding deferred revenue, before adjusting for sales incentives



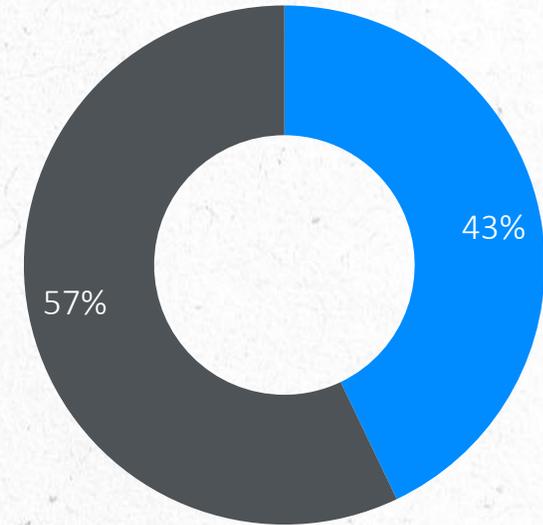
# Deconstructing **CURRENT BUSINESS**



FY 2021



FY 2025



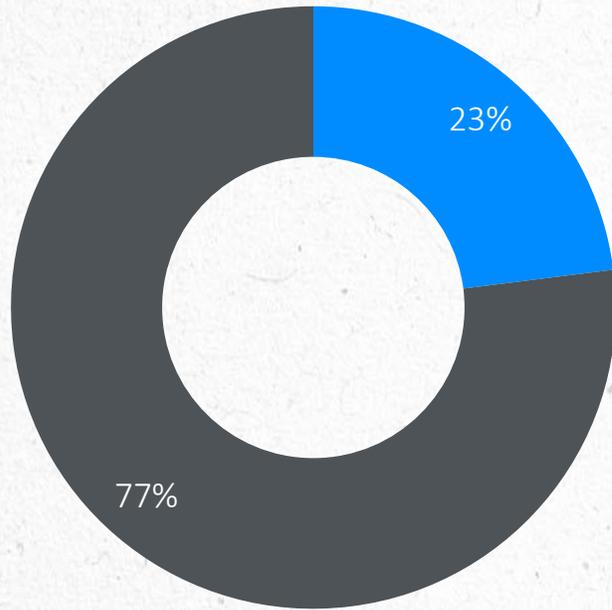
H1 FY 2026

 Enterprise

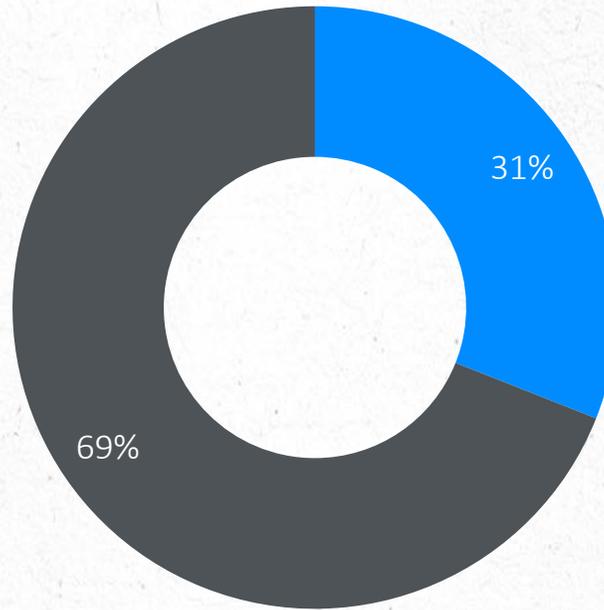
 Consumer



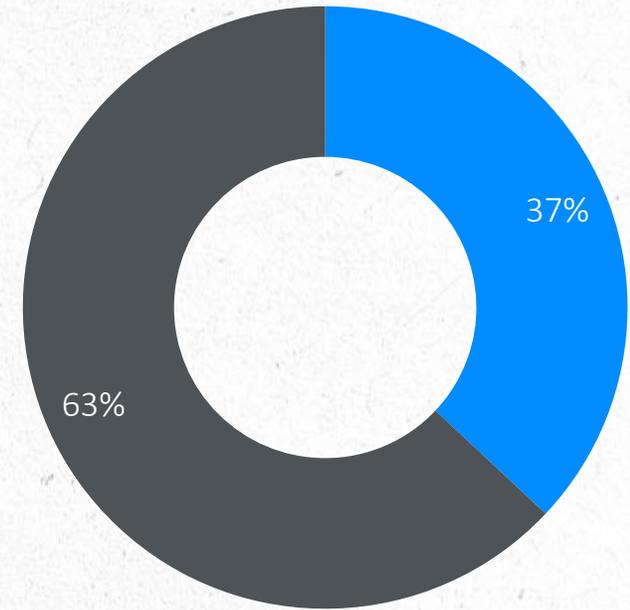
# Enterprise Business **CLOUD & NON-CLOUD**



FY 2024



FY 2025



H1 FY 2026

 Cloud  Non-Cloud



# Seqrite:

# ENTERPRISE ARM OF QUICK HEAL

Foray into Enterprise Segment with **Seqrite** Endpoint Protection



FY16



FY17 – 22

SMB Market Capture & Leadership

- Investments in EDR, XDR, Zero Trust & Data Privacy products
- Crossed 100 Cr in revenue
- Mid-Market Capture



FY23-24



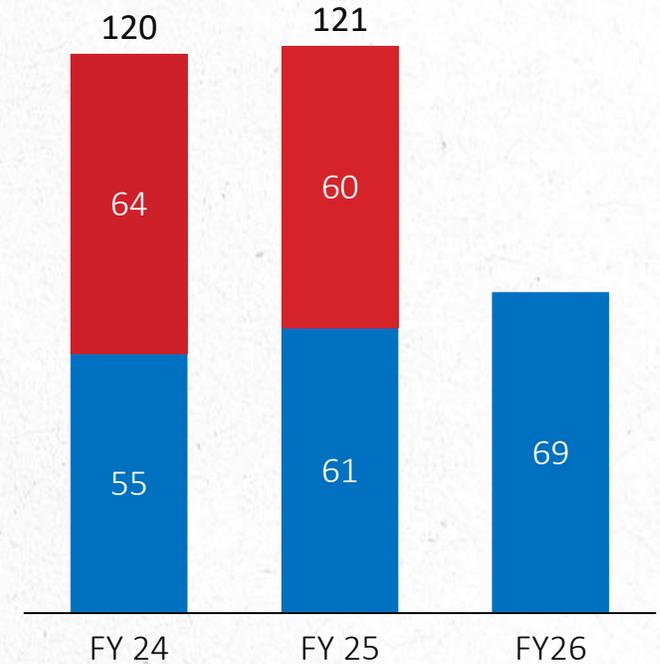
FY25

- Horizon-3 Product
- Material New Product Revenue
- Projects & Order Book
- SIA Launch



FY26

- Data Privacy Market Penetration
- International Expansion



■ H2 Enterprise Revenue  
■ H1 Enterprise Revenue



# 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



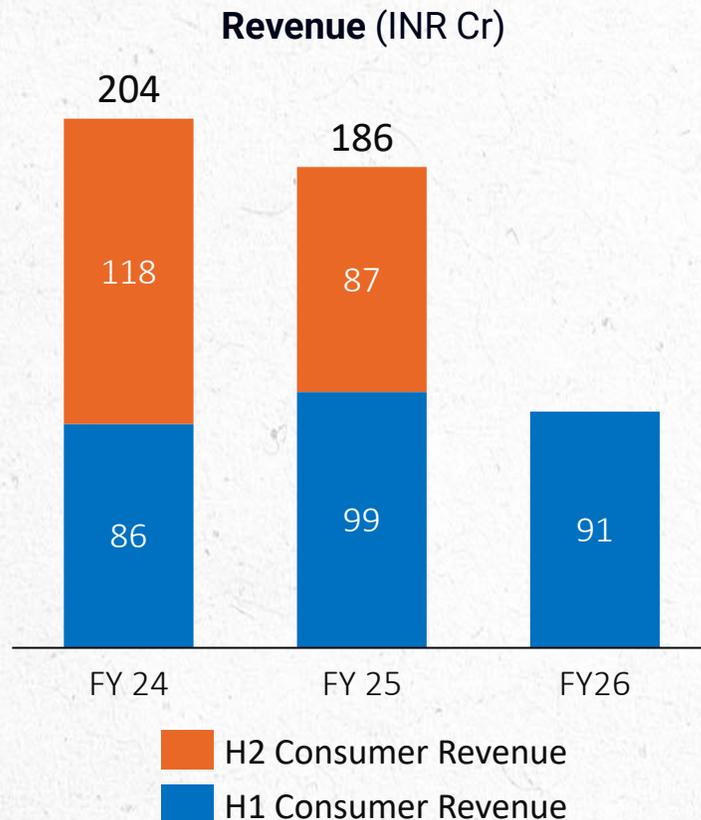
Seqrite published an in-depth Cyber Threat Landscape Analysis on **Operation Sindoor** amid the India-Pakistan conflict.



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



# Market Leader: **CONSUMER ANTIVIRUS BUSINESS**



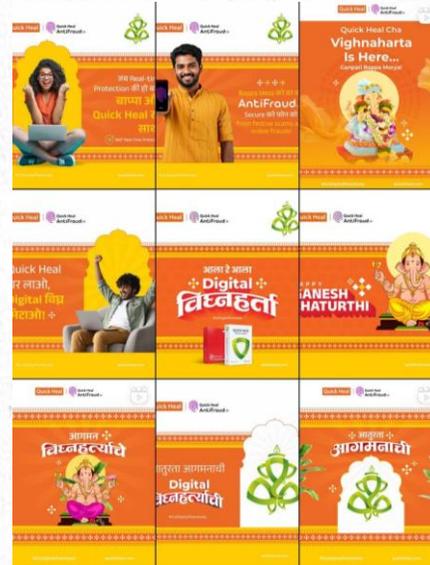
- 30 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India

### 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

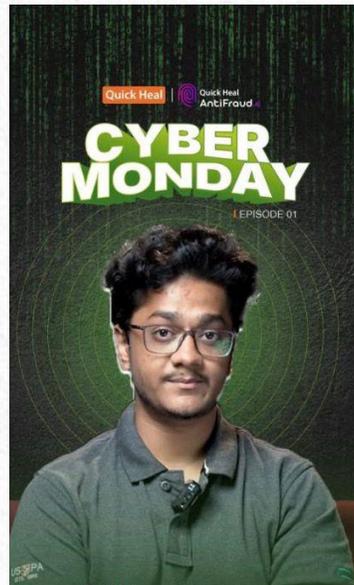


# Scaling REGIONAL RELEVANCE with Consumer Impact & Partner Synergy



Digital-first, partner-led festive activations

360° Hyper-Local Campaign



Spreading Consumer Awareness



'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
<b>Revenue</b>	<b>73.5</b>	<b>57.2</b>	<b>83.5</b>
Direct Cost	2.7	0.9	2.6
<b>Gross Profit</b>	<b>70.8</b>	<b>56.4</b>	<b>81.0</b>
<b>Gross Margin</b>	<b>96.3%</b>	<b>98.5%</b>	<b>96.9%</b>
<b>Operating Cost</b>			
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
<b>Total Expenditure</b>	<b>67.7</b>	<b>66.1</b>	<b>71.7</b>
<b>EBITDA</b>	<b>3.1</b>	<b>(9.7)</b>	<b>9.2</b>
<b>EBITDA %</b>	<b>4.2%</b>	<b>-17.0%</b>	<b>11.1%</b>
Depreciation	3.2	3.0	3.3
<b>EBIT</b>	<b>(0.1)</b>	<b>(12.7)</b>	<b>6.0</b>
Other Income	5.2	5.8	4.4
Finance Cost	(0.1)	(0.1)	(0.1)
<b>Profit Before Tax (PBT)</b>	<b>5.1</b>	<b>(7.0)</b>	<b>10.3</b>
Tax	0.9	(1.5)	2.4
<b>Profit After Tax (PAT)</b>	<b>4.2</b>	<b>(5.5)</b>	<b>7.9</b>
<b>PAT Margin</b>	<b>5.7%</b>	<b>-9.6%</b>	<b>9.5%</b>

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

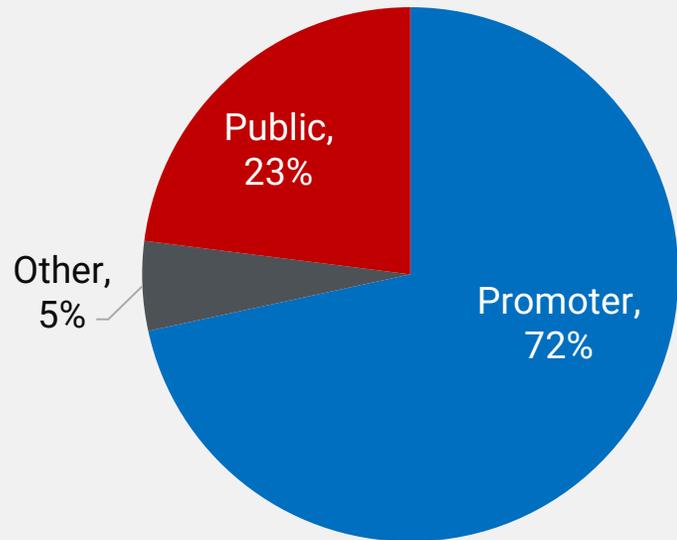
<b>EQUITY AND LIABILITIES (In Cr)</b>	<b>Mar 31, 2025</b>	<b>Sep 30, 2025</b>
<b>Equity</b>		
Equity Share Capital	54.0	54.1
Share application money pending allotment	-	0.2
Reserves and Surplus	387.5	392.1
<b>Total Shareholder Funds</b>	<b>441.5</b>	<b>446.5</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	0.7	0.0
Other Non Current Liabilities	4.2	9.8
<b>Total Non-Current Liabilities</b>	<b>4.9</b>	<b>9.8</b>
<b>Current Liabilities:</b>		
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
<b>Total Current Liabilities</b>	<b>78.7</b>	<b>89.0</b>
<b>Total Equity &amp; Liabilities</b>	<b>525.0</b>	<b>545.3</b>

<b>ASSETS (In Cr)</b>	<b>Mar 31, 2025</b>	<b>Sep 30, 2025</b>
<b>Non-Current Assets:</b>		
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
<b>Non-current financial assets</b>		
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
<b>Total Non-Current Assets</b>	<b>153.9</b>	<b>168.3</b>
<b>Current assets:</b>		
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
<b>Total Current Assets</b>	<b>371.1</b>	<b>377.0</b>
<b>Total Assets</b>	<b>525.0</b>	<b>545.3</b>

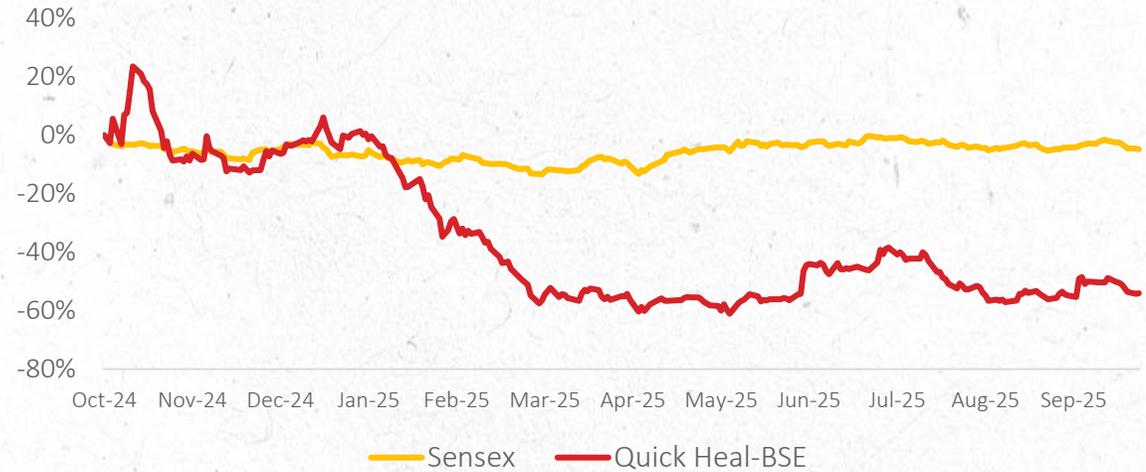


# Capital Market Data

Shareholding Pattern (as on 30th September 2025)



Stock Market Performance (as on 30<sup>th</sup> 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

For further details, please feel free to contact our Investor Relations Representatives:



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