



SECURITE

Quick Heal

EARNINGS PRESENTATION Q1 FY27

July 30, 2026



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
265.52 M
detections recorded
over **8**
Million
endpoints

Averaging **505**
detections
per minute

Behavioral-based
detection

34 million
behavior-based detections,
accounted for **12.8%**
of total detections

Increase
from **12.5%** in 2023

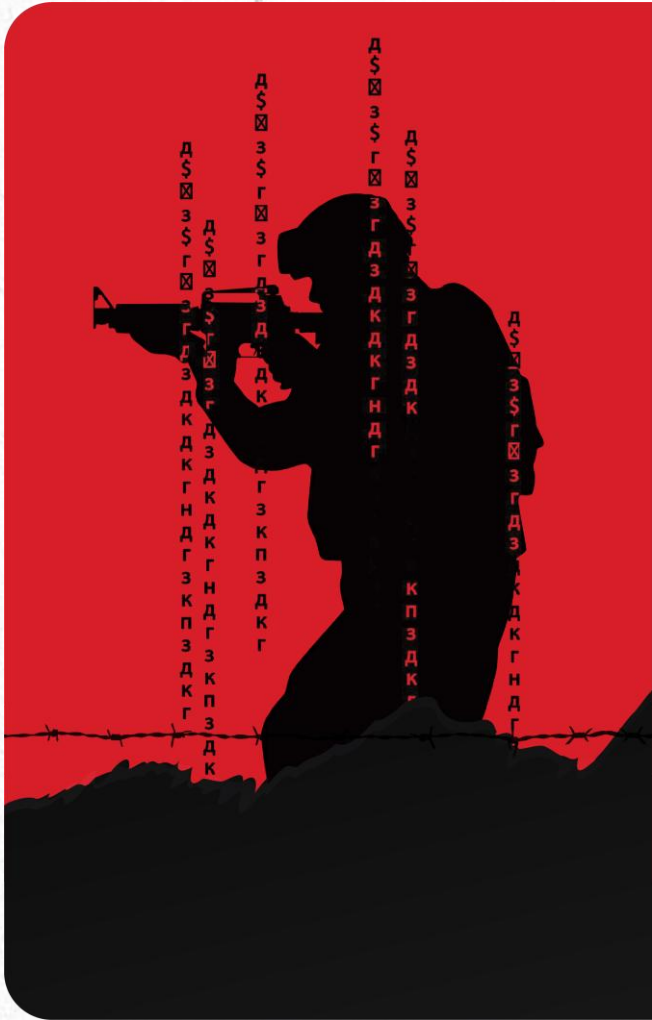
Primary attack vectors

70%
of attacks originated from
Trojans and Infectors

On-Prem detections
contributed

92%
while 8% detections
were cloud

~12 attacks per
month per
personal end
user device



Source: India Cyber Threat Report 2026



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

Top-most targeted industries

Geographical Hotspots

Maharashtra

24.3%
of detections

Gujarat

16.2%
of detections

Delhi NCR

10.4%
of detections

West Bengal

9.7%
of detections

Uttar Pradesh

9.4%
of detections



23.8%
Education & Training



18.3%
Healthcare



18.3%
Engineering &
Manufacturing

Malware and Ransomware incidents

1 Malware
incident per
42,012
detections

1 Ransomware
incident per
669 detections

Approximately
5 million
Cryptojacking
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
- **2023-26**
 - CSMA Product Stack
 - Leadership Strengthening
 - India Cyber Threat Report
 - Brand Refresh
 - Anti Fraud Launch
 - SIA Launch
 - International Expansion
 - Launched DRPS & RRaaS



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
8 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**



Harish Kumar G S
Chief Executive Officer

An industry veteran with over three decades of experience in the technology sector, Harish has a proven track record of driving growth, scaling up iconic brands, and building high-performance teams. He is focused on strengthening Quick Heal's position as a trusted cybersecurity leader through innovation, customer-centricity, and operational excellence.



Amartya Mukherjee
VP & Head of Delivery



Ankit Maheshwari
Chief Financial Officer



Anupama Katkar
Chief of Operational
Excellence



Ashish Kadam
Director, Government Business



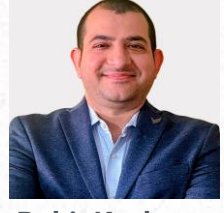
Deepak Mishra
Head, Retail Sales



Dr. Lalit Mohan
Chief Product Officer



Netra Deshpande
Head of Engineering



Rohit Kachroo
Senior Director,
IT & Digital Transformation



Samuel Sathyajith
Senior VP, Enterprise Sales



Sangamesh S
Head of Seqrite Labs



Savita Nehra
Vice-President, People
& Culture



Sudhanshu Tripathi
Chief Marketing Officer



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

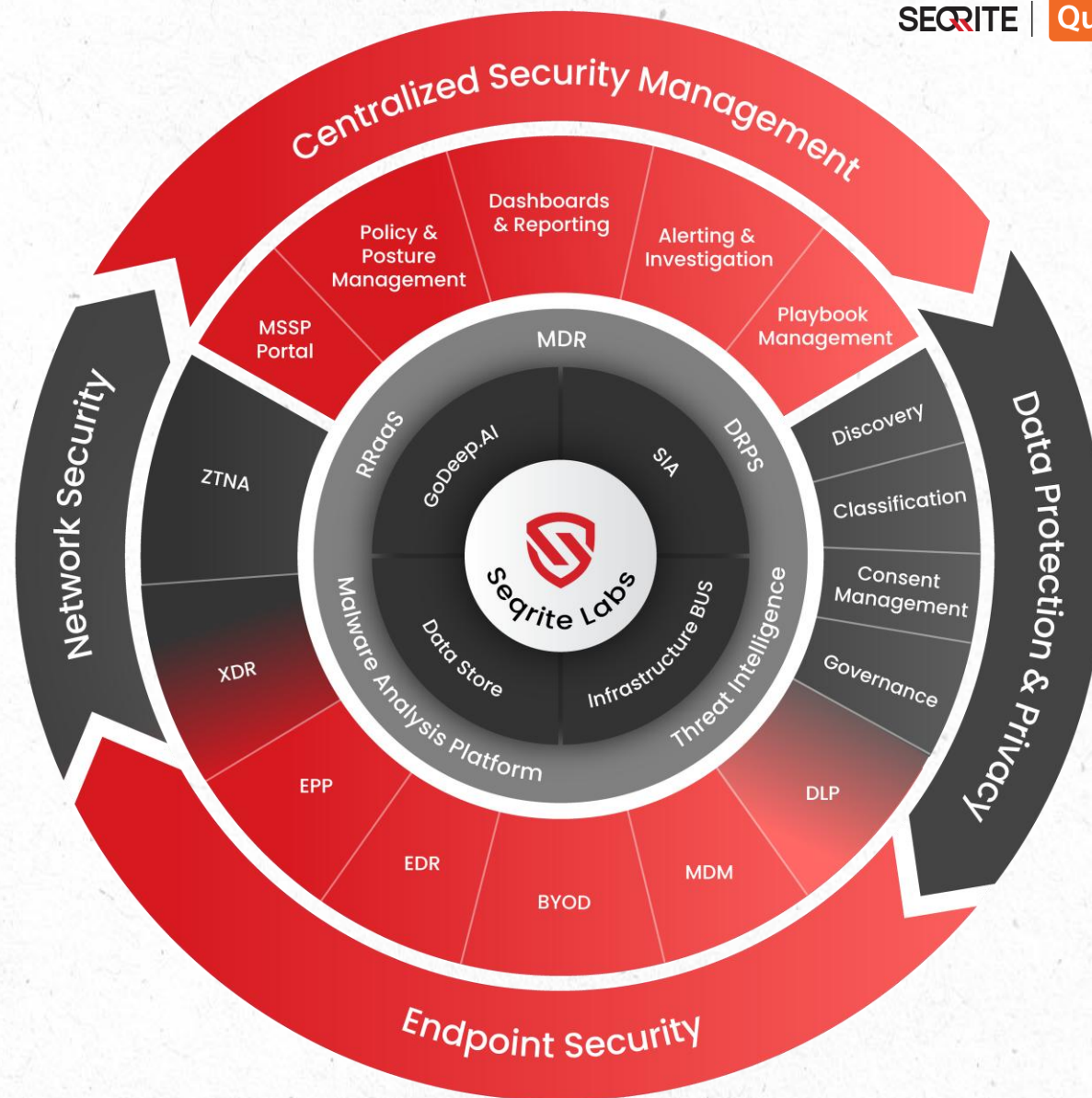
*Moving up the customer segments as the solutions mature
Niche Solutions specifically targeted to Large Enterprises (SDP) and Mid Enterprises (Threat Management)*

Product Stack

Holistic cybersecurity stack for better protection and increased wallet share



Seqrite **SOLUTION STACK**



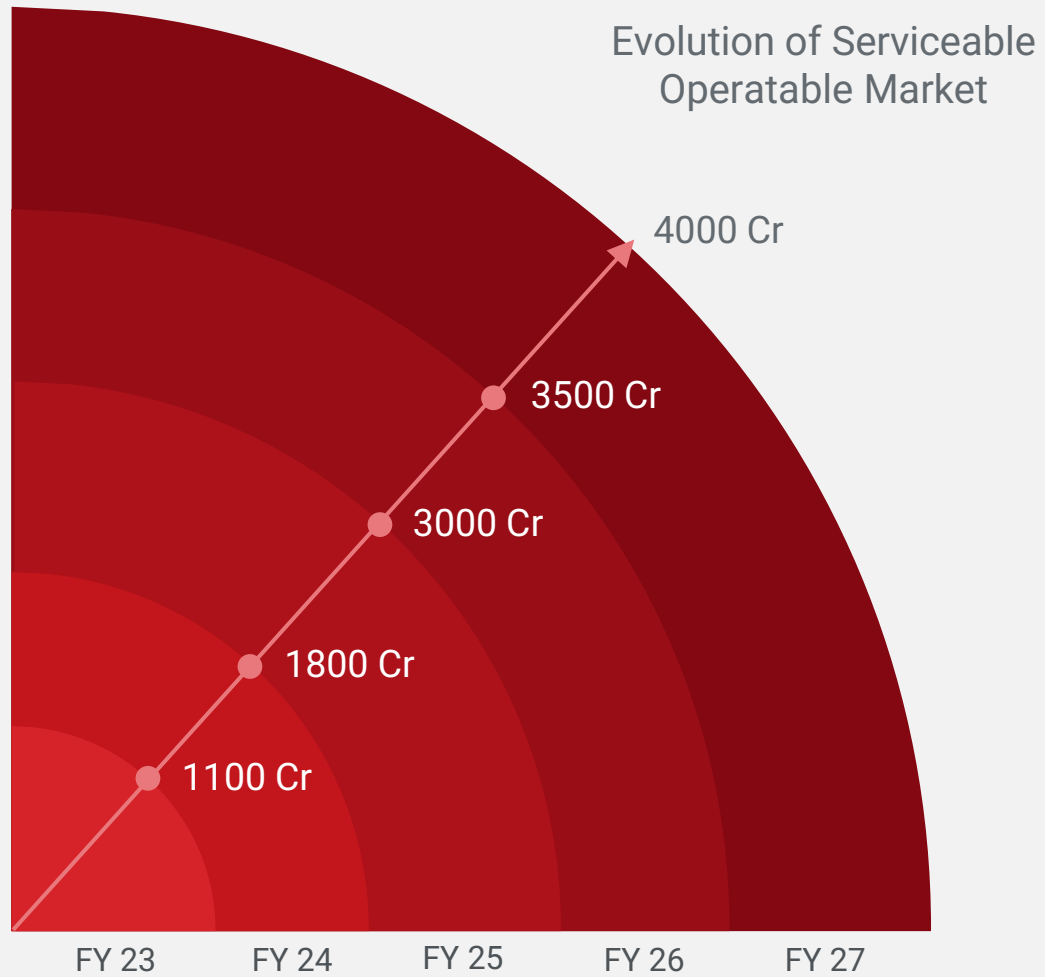
An approach to simplify cybersecurity by integrating security tools across a distributed enterprise



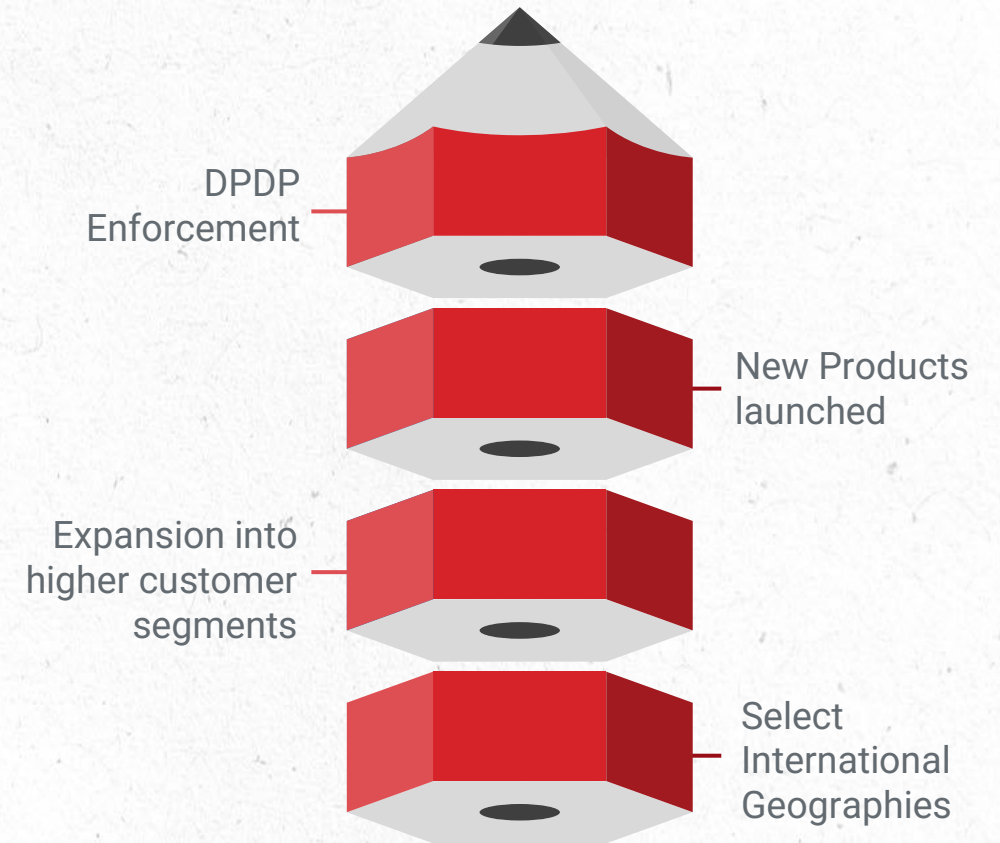
EXPANDING

Serviceable Operatable Market

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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

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



Seqrite Endpoint Protection for Best Performance by **AV-Test**



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**





Q1 FY27: **BUSINESS HIGHLIGHTS**



Business **HIGHLIGHTS**

- Key strategic account wins in Defense, BFSI & large IT services company through our new gen products
- Strong momentum in the government vertical
- Order Book: INR 56 Cr+
- Deferred Revenue: INR 52.3 Cr (Q4FY26: 33.8 Cr)
- Focus on bringing down overdues in the Consumer business





Q1 FY27:

PERFORMANCE HIGHLIGHTS

₹ 45.0 Cr

Net Revenue
-21.4% YoY

₹ (17.6) Cr

EBITDA
-80.6% YoY

₹ (5.3) Cr

PAT
4.2% YoY

₹ (0.9)

Diluted EPS
5.4% YoY

₹ 30.0 Cr *

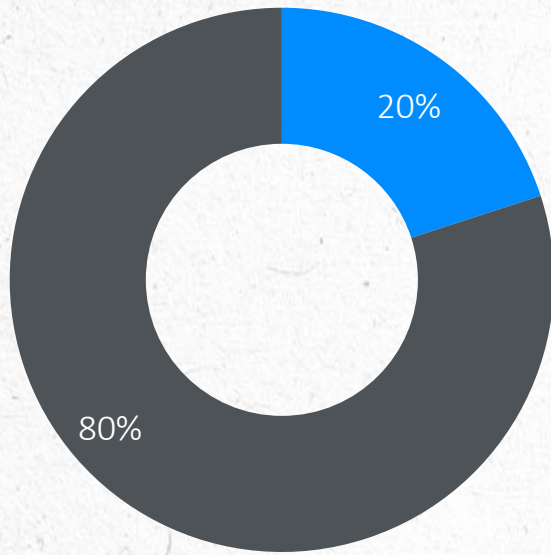
Enterprise Revenue
-5.5% YoY

₹ 19.2 Cr *

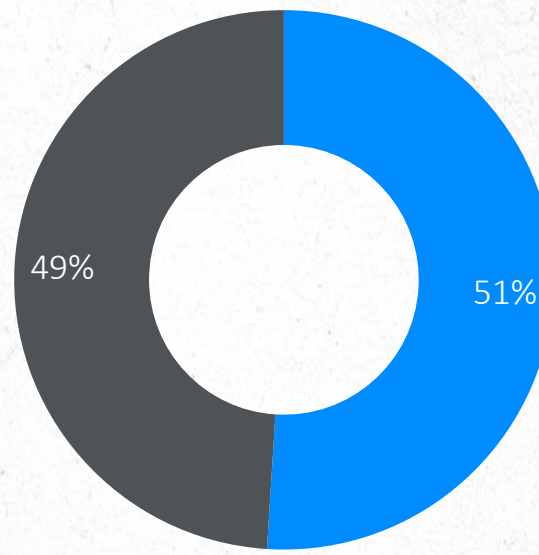
Consumer Revenue
-39.3% YoY

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

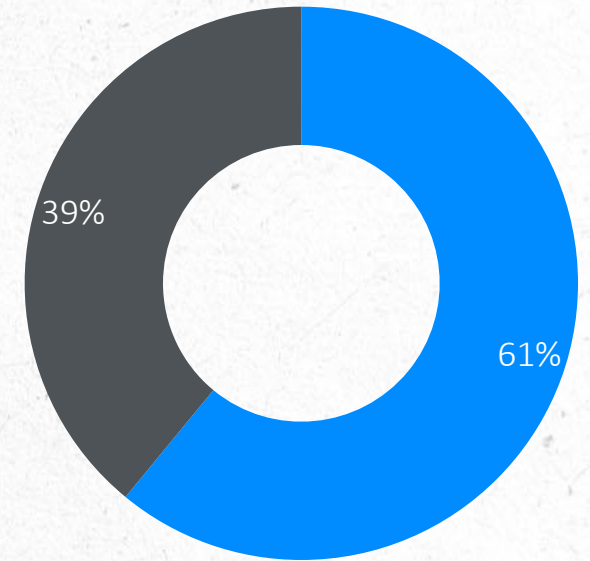
Deconstructing **CURRENT BUSINESS**



FY 2021



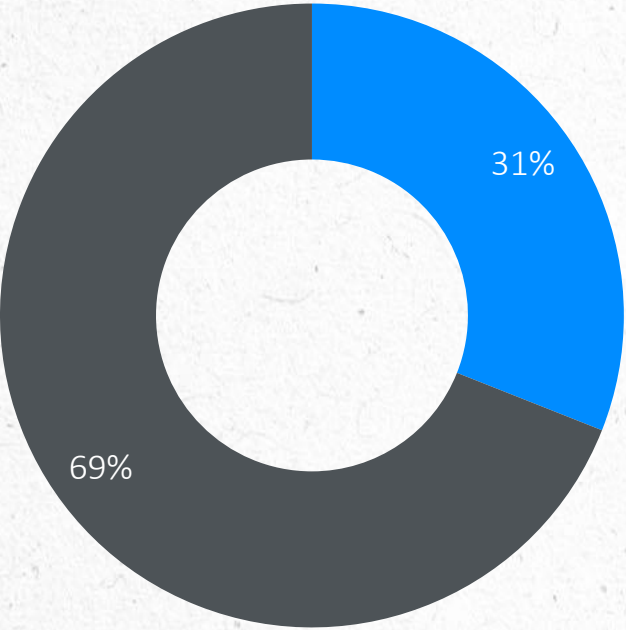
FY 2026



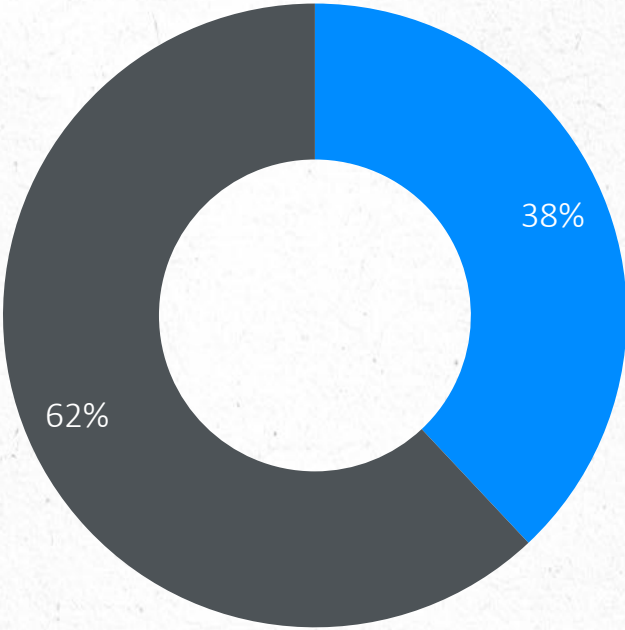
Q1 FY2027

Enterprise

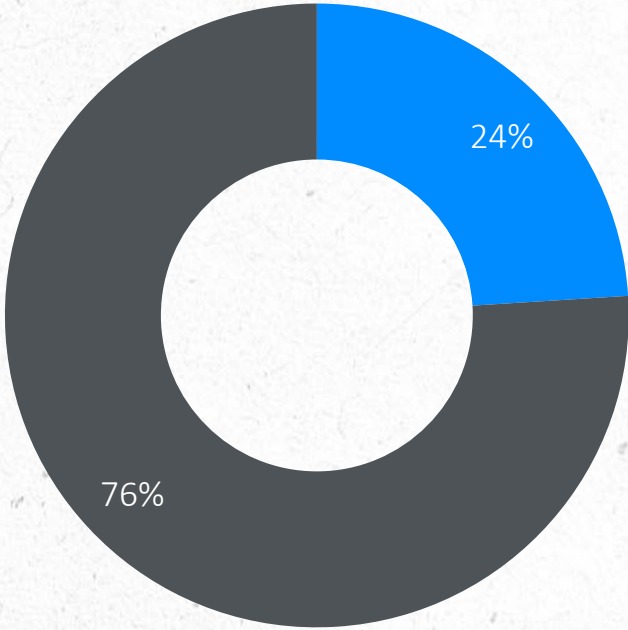
Consumer



FY 2025



FY 2026



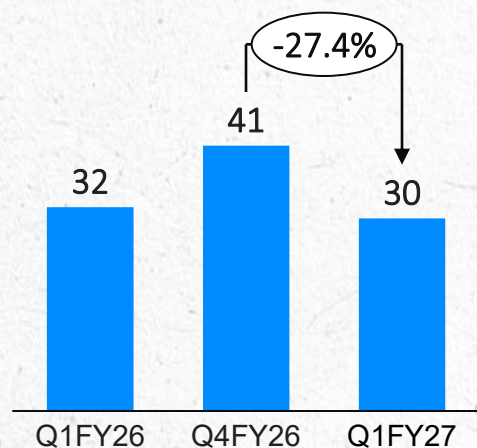
Q1 FY2027

Cloud On-Prem

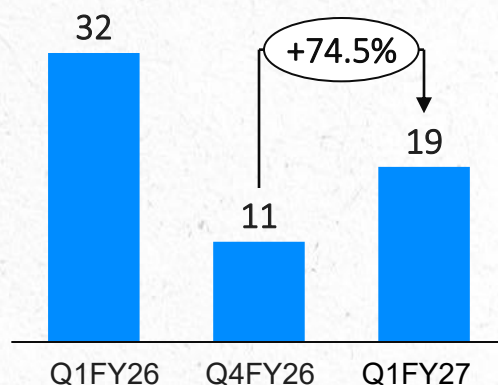
Key Financial Highlights

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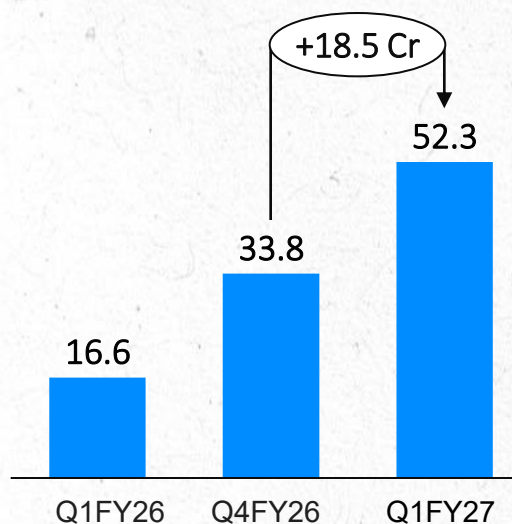
Gross Revenue Enterprise



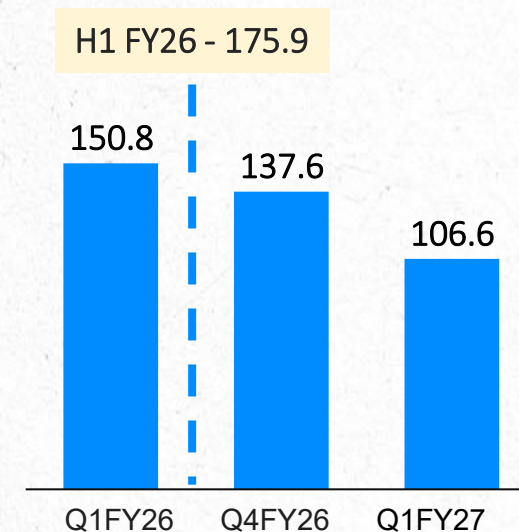
Gross Revenue Consumer



Total Deferred Revenue



Total Overdues



- Incremental Deferred revenue of 18.5 Crs for Q1FY27, over and above enterprise and consumer revenue, demonstrating strong inroads & market acceptance of our new gen products
- Reduction in overdues by nearly 70 Crs since H1FY26, which now stands at 106.6 Crs

All figures in INR Cr



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

- Government segment penetration
- International Expansion
- Data Privacy Market Entry
- DRPS and RRaaS launched

FY26-27



Enterprise

MARKETING CAMPAIGNS

SEQRTE | Quick Heal

BTL – Outdoor Hoarding Branding



Webinar- Privacy Hour



Partner Webinar for MEA Region



DSCI FINSEC Conclave 2026



SECURITE Products & Services Solutions Company Partners Support Resources [UNDER ATTACK?](#) [CONTACT SALES](#)

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PRIVACY HOUR

Expert Conversations on Data Privacy & Compliance

Discover insights, best practices and expert perspectives on privacy, data protection and regulatory compliance.

[Watch Episodes](#)





Building a Culture of Intent: Strategic Perspectives on DPDPA Operationalization

How does the DPDPA differ from the GDPR in terms of organizational approach? While the GDPR is highly structured and provides a...

[Watch Now](#)

FEATURED EPISODE

Seqrite
27,388 followers
Promoted

DPDP Enforcement Is LIVE! Are You Compliant or at Risk?

- Avoid penalties, reputational damage & loss of trust
- Get a clear, step-by-step compliance roadmap
- Identify gaps in data, consent, and security fast
- Learn what regulators expect right now
- Turn compliance into a business advantage

Download the whitepaper now to stay ahead in the evolving data privacy landscape.

WHITEPAPER

Preparing for DPDP Enforcement

What Every Organization Needs to Know

[GET YOUR COPY](#)



[Download](#)



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:

- Positioning **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



Consumer

MARKETING CAMPAIGNS

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Repositioning of the brand & amplification through 360-degree marketing



Booster for Sales - T3 partner

Quick Heal

Because Your Efforts Should

PAY YOU TWICE

Happy MUJHE KUCH NAHI HOGA Day

Threat Blocked
Suspicious link detected and blocked.

COMPLETE YOUR ACTIVATIONS.

UNLOCK AN EXCLUSIVE REWARD

How to Earn Your Reward

STEP 01	STEP 02	STEP 03	STEP 04
Purchase Quick Heal products worth ₹44,000	Activate 50% (₹22,000) during the scheme period	Ensure the first scan is done through the RPP Portal	Receive an Electric Pizza Pan worth ₹4,190

₹4,190 FREE

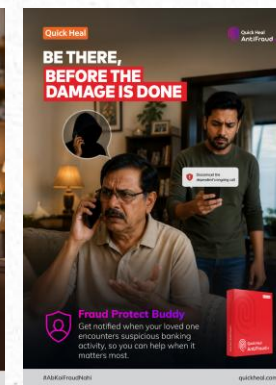
Important Details
Scheme Period: 4 July - 30 September 2026 | Applicable for Registered T3 Partners
Eligibility based on the first scan in the RPP Portal | Gifts will be dispatched to the registered partner address | *Only one gift will be awarded per eligible dealer.

For more details call your Area Sales Manager.

BTL – Auto Branding across different cities



Partner Communications





CSR Update

Cyber Shiksha for Cyber Suraksha



Total Outreach **90 Lacs+**

Total States Covered **19**

Maharashtra, Karnataka, Gujarat, West Bengal, Chhattisgarh, Uttar Pradesh, Assam, Punjab, Jammu & Kashmir, Madhya Pradesh, Kerala, Goa, Odisha, Haryana, Tamil Nadu, Rajasthan, Bihar, Jharkhand, Puducherry

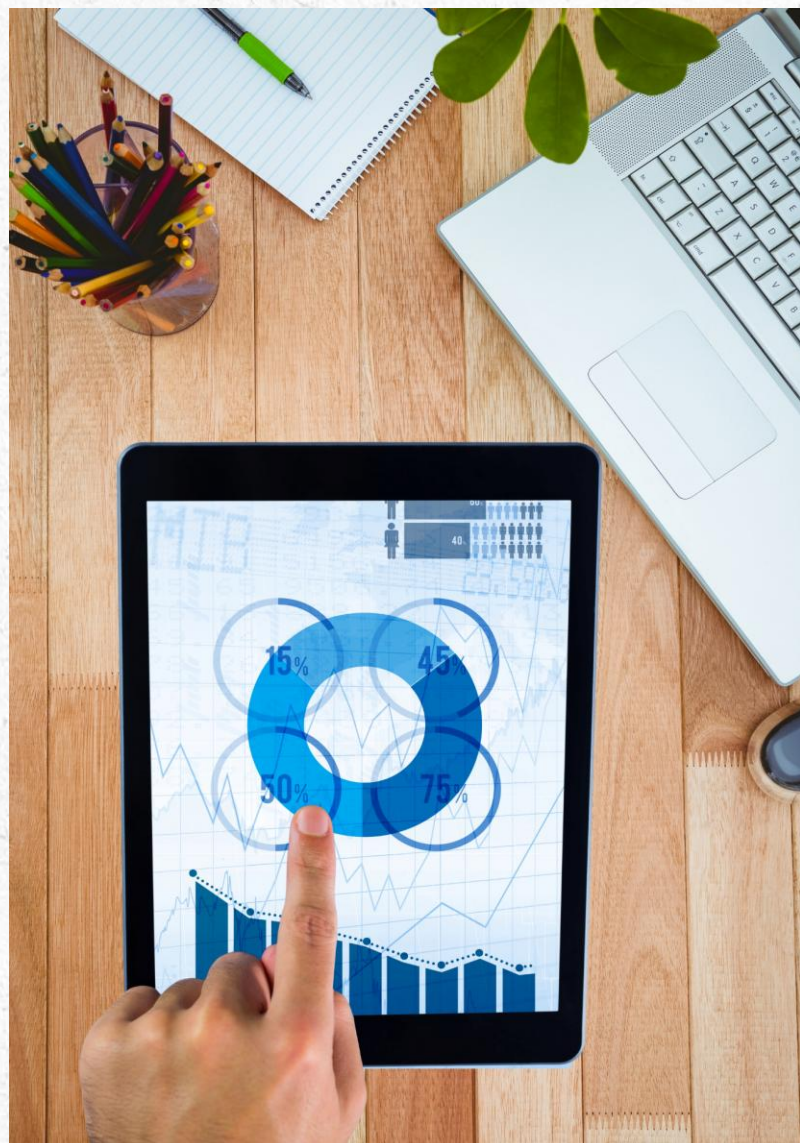


Q1FY27: FINANCIAL HIGHLIGHTS



Consolidated P&L

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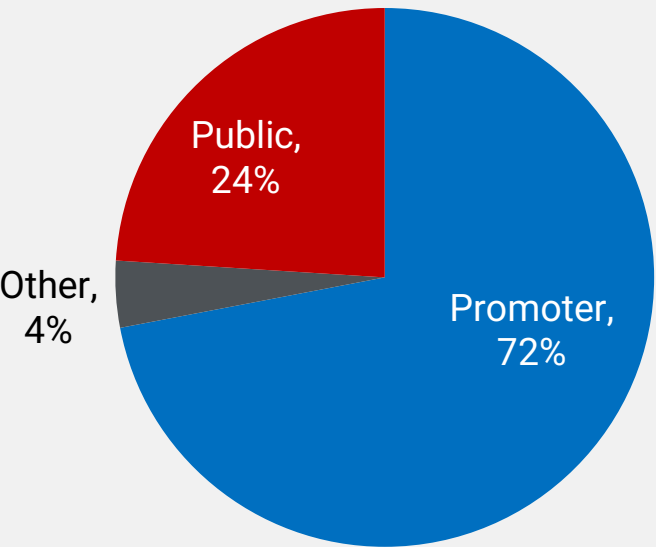
PARTICULARS	Q1 FY26	Q4 FY26	Q1 FY27
Revenue	57.2	48.7	45.0
Direct Cost	0.9	4.2	0.8
Gross Profit	56.4	44.5	44.2
Gross Margin	98.5%	91.4%	98.2%
Operating Cost			
Research and Development	31.3	32.1	28.1
Sales and Marketing	21.1	26.9	20.9
General Administration	13.6	14.8	12.6
Total Expenditure	66.1	73.8	61.8
EBITDA	(9.7)	(29.3)	(17.6)
EBITDA %	-17.0%	-60.2%	-39.1%
Depreciation	3.0	4.1	3.9
EBIT	(12.7)	(33.4)	(21.4)
Other Income	5.8	3.8	14.1
Finance Cost	(0.1)	(0.0)	0.0
Profit Before Tax (PBT)	(7.0)	(29.7)	(7.3)
Tax	(1.5)	(9.7)	(2.0)
Profit After Tax (PAT)	(5.5)	(19.9)	(5.3)
PAT Margin	-9.6%	-40.9%	-11.7%

All figures in INR Cr

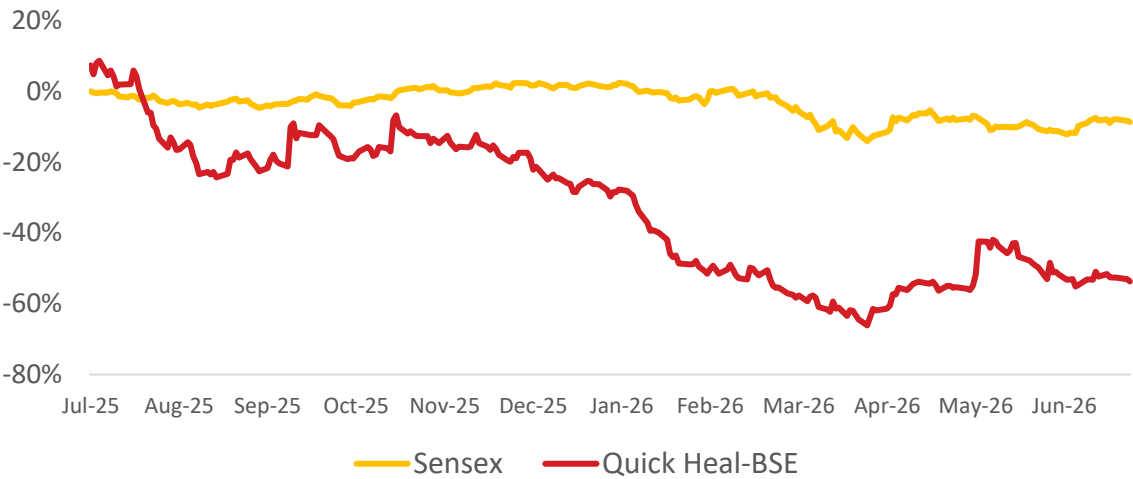


Capital Market Data

Shareholding Pattern (as on 30th June 2026)



Stock Market Performance (as on 30th June 2026)



Price Data (as of 30th June 2026)

Face Value	10.00
Market Price	172.40
52 Week H/L	416.00/125.00
Market Cap (INR Mn)	9,354.17
Equity Shares Outstanding (Mn)	54.26
1 Year Avg. Trading Volume ('000)	678.21
1 Year Avg. Net Turnover (Mn)	172.13



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Thank You