SEQRITE | Quick Heal

EARNINGS PRESENTATION

Q2 FY27

October 27, 2026

GLOBAL CYBERSECURITY TRENDS

- Investment & adoption of AI in Cybersecurity
- Consolidation of security stack
- 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

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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

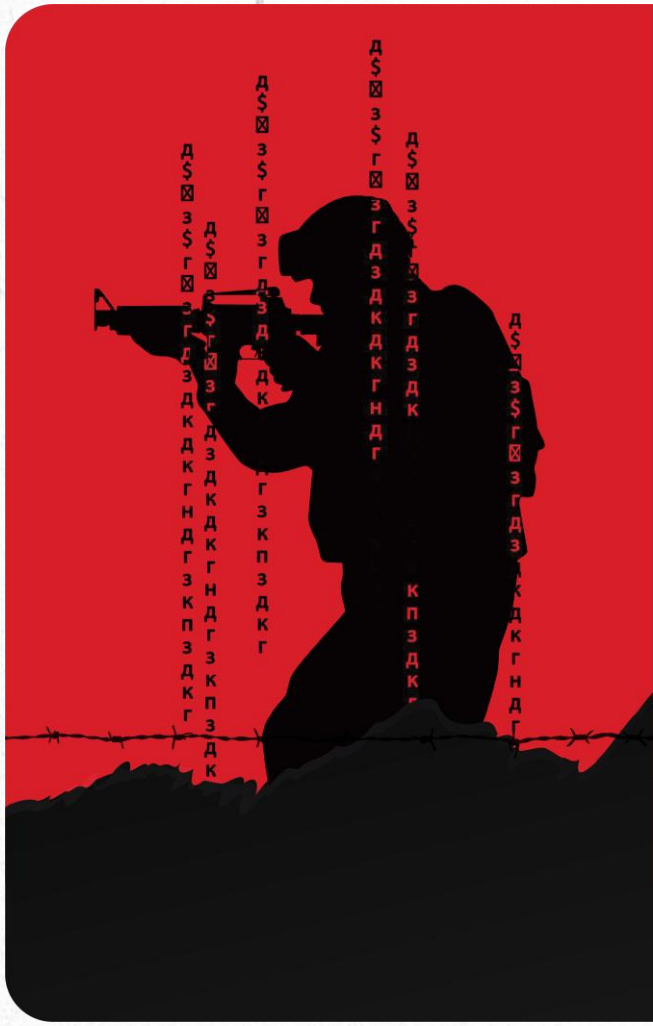
~12 attacks per month per personal end user device

Primary attack vectors

70% of attacks originated from Trojans and Infectors

On-Prem detections contributed

92% while 8% detections were cloud



Source: India Cyber Threat Report 2026

INDIA CYBER THREAT REPORT: KEY HIGHLIGHTS CONTD...

SECRITE | Quick Heal

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



Top-most targeted industries

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

Source: India Cyber Threat Report 2026

OUR PURPOSE

SEQRITE | Quick Heal

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

2017-19
Recognised by NASSCOM's DSCI as 'Cyber security Product pioneer in India'

2020-23
Protecting Data, Transactions & Cloud transitions

2023-26

- CSMA Product Stack
- Collaboration with AISIC and NIST-NCCOE
- India Cyber Threat Report
- Seqrite Brand Refresh
- Anti Fraud Launch
- International Expansion
- Expansion into Privacy & Data Protection

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	9 Patents
Presence in **70+** countries	**~1000** Cybersecurity Professionals	Protecting Critical Infrastructure of India



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

FOUNDED BY THE VISIONARIES



Dr. Kailash Katkar

Chairman and
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: 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.



Dr. Sanjay Katkar

Joint
Managing Director

LED BY THE INDUSTRY EXPERTS



Harish Kumar

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.



Ankit Maheshwari
Chief Financial Officer



Anupama Katkar
COE at QH & Chairperson QHF



Rajiv Sreekantan
Senior Vice President Enterprise Sales



Netra Deshpande
Head of Engineering



Sangamesh S
Head of Seqrite Labs



Amit Chaudhary
Vice President – Product Management



Rohit Kachroo
Sr Director, IT & Digital Transformation



Deepak Mishra
Head, Retail Sales



Amartya Mukherjee
Vice president & Head of Delivery



Savita Nehra
Vice President, People & Culture



Nitin Bhogan
Head of Academy

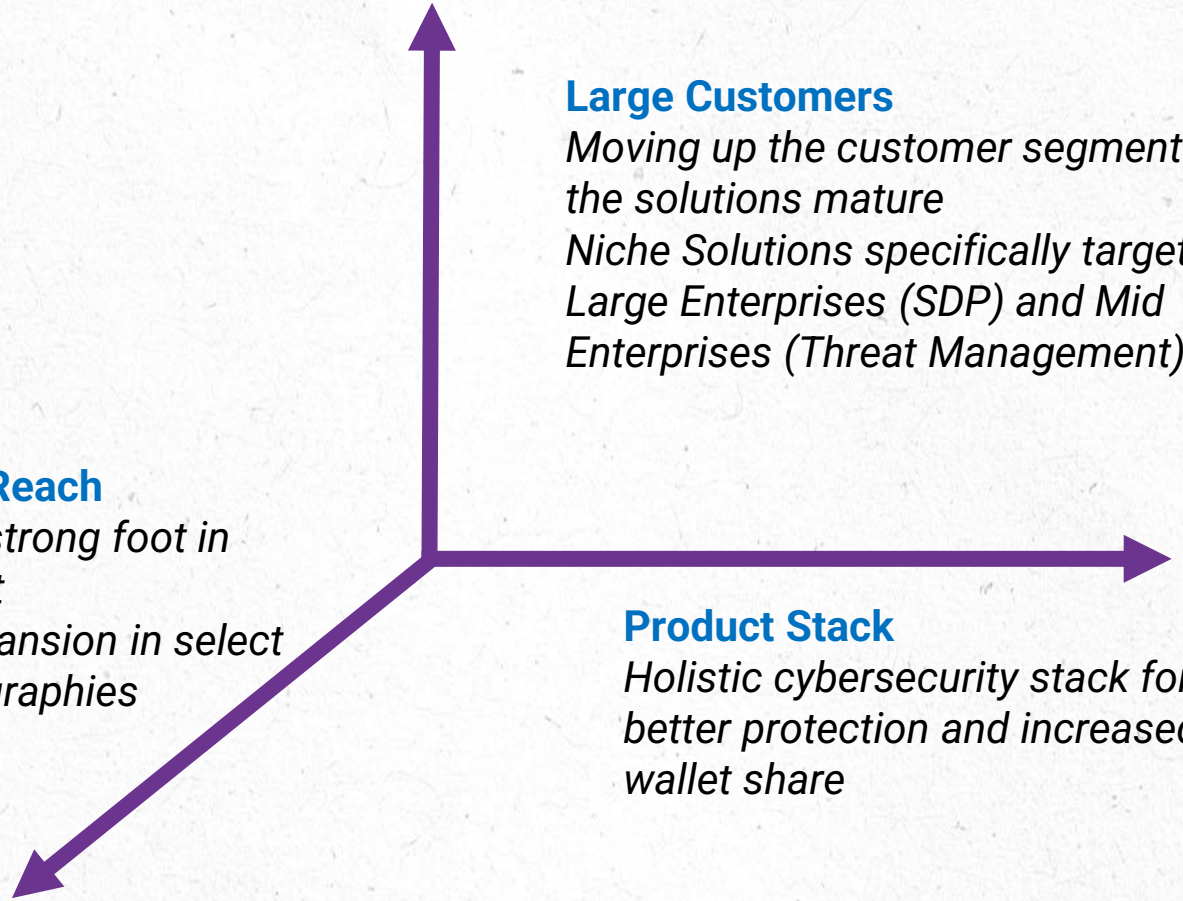


Ashish Kadam
Director, Government Sales



OUR STRATEGY & WAY FORWARD

EXPANDING ACROSS 3 LEVERS



Large Customers

Moving up the customer segments as the solutions mature

Niche Solutions specifically targeted to Large Enterprises (SDP) and Mid Enterprises (Threat Management)

Geographic Reach

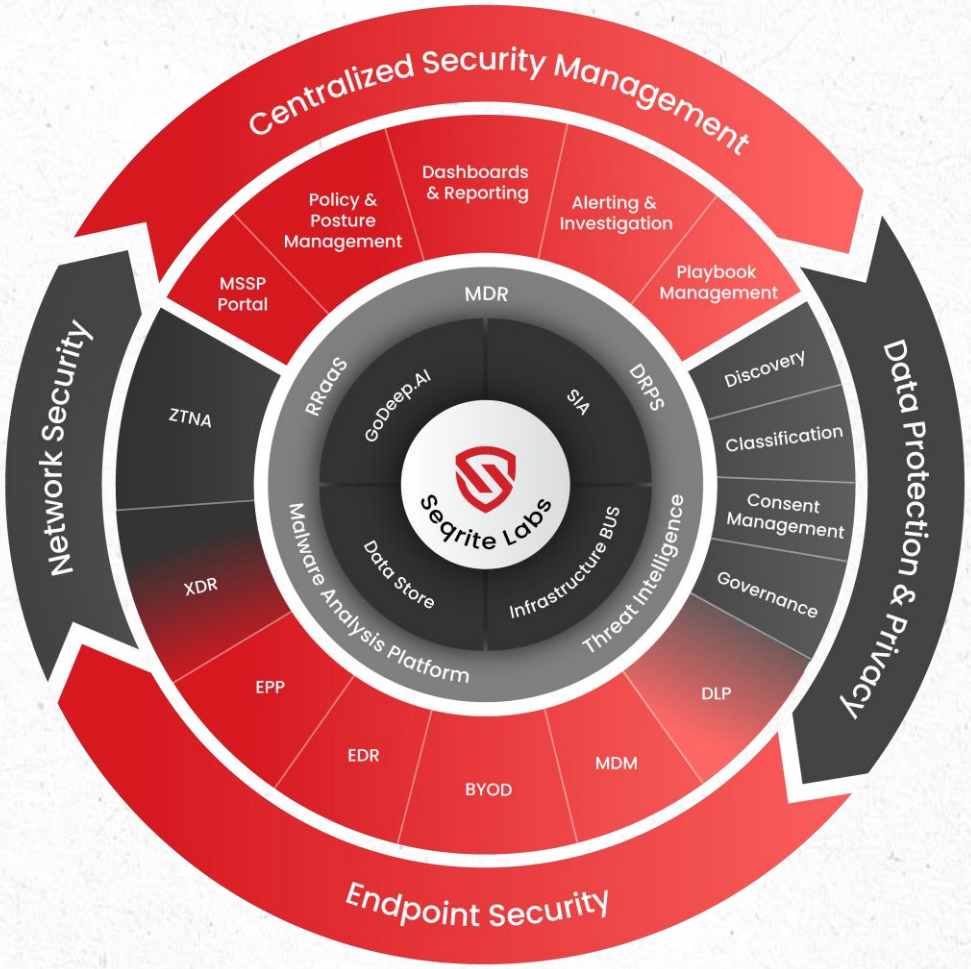
Setting up a strong foot in Indian Market

Strategic Expansion in select focused geographies

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

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**



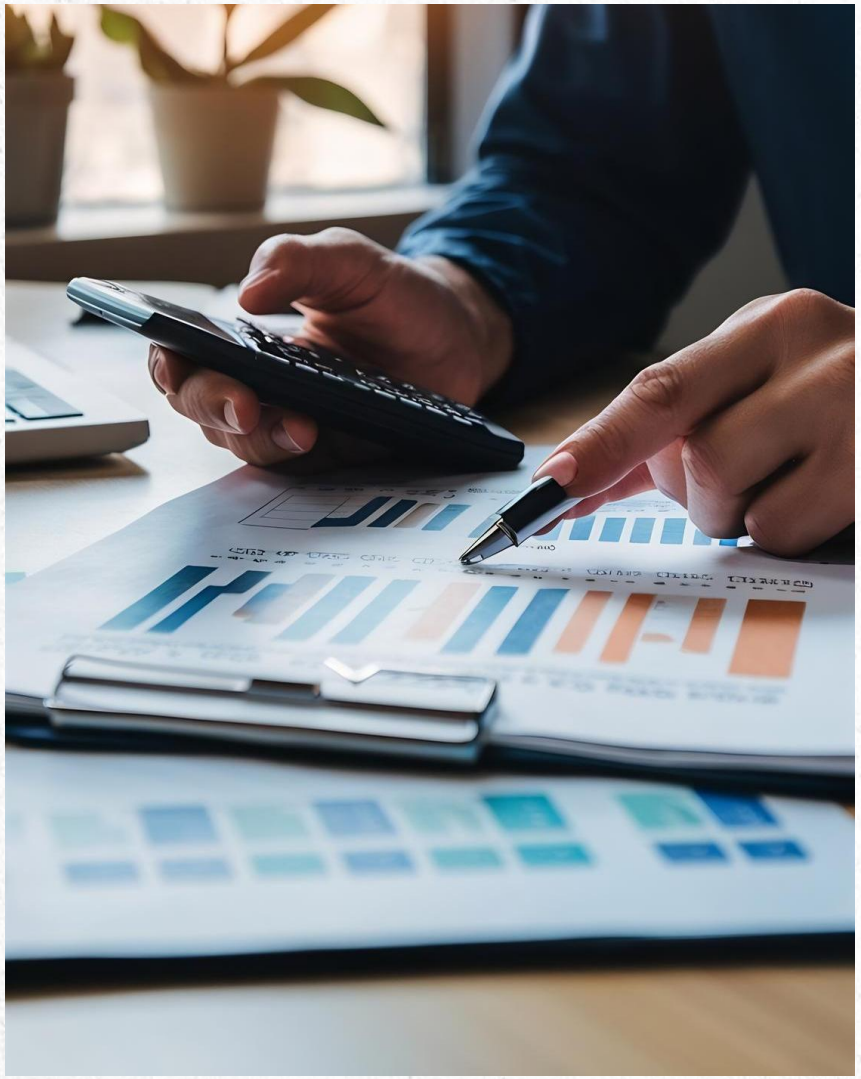
Q2 FY27
BUSINESS HIGHLIGHTS



BUSINESS HIGHLIGHTS

- Key strategic account wins in Defense, BFSI & large IT services company through our new gen products in H1
- Strong momentum in the government vertical
- **Order Book**: INR 57 Cr+
- **Deferred Revenue**: INR 48.3 Cr (Q1FY27: 52.3 Cr)
- Tighter credit controls in the Consumer business
- Onboarding of Key Leadership across Sales & Product functions





Q2 FY27:

PERFORMANCE HIGHLIGHTS

₹ 64.9 Cr
Net Revenue
-22.3% YoY
44.3% QoQ

₹ 2.3 Cr
EBITDA
-75.2% YoY
113.0% QoQ

₹ 5.8 Cr
PAT
-26.8% YoY
209.7% QoQ

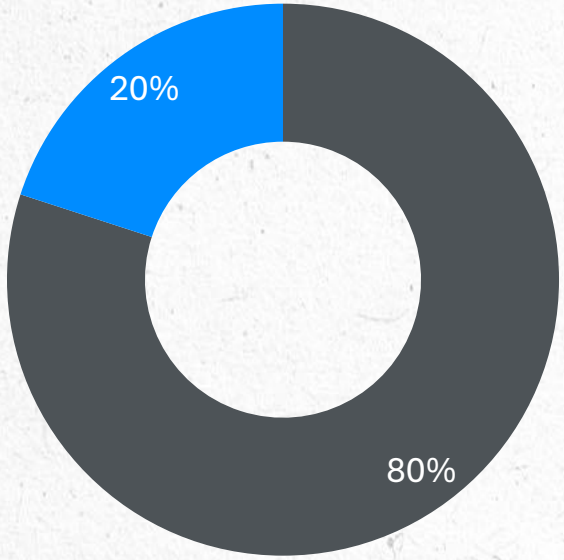
₹ 1.0
Diluted EPS
-27.4% YoY
209.2% QoQ

₹ 35.5 Cr *
Enterprise Revenue
-3.9% YoY
18.1% QoQ

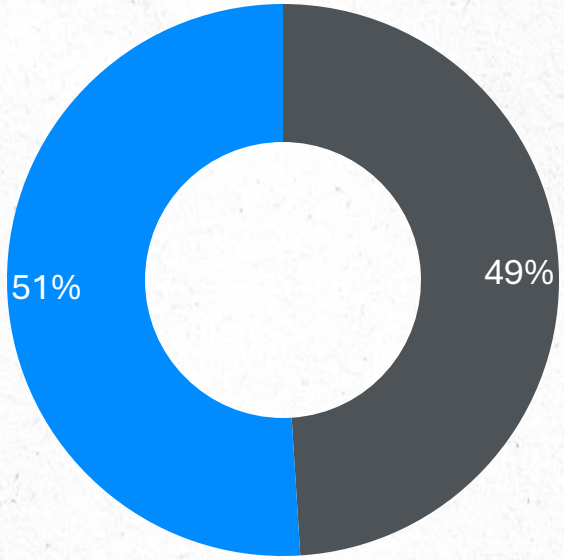
₹ 35.8 Cr *
Consumer Revenue
-39.8% YoY
86.2% QoQ

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

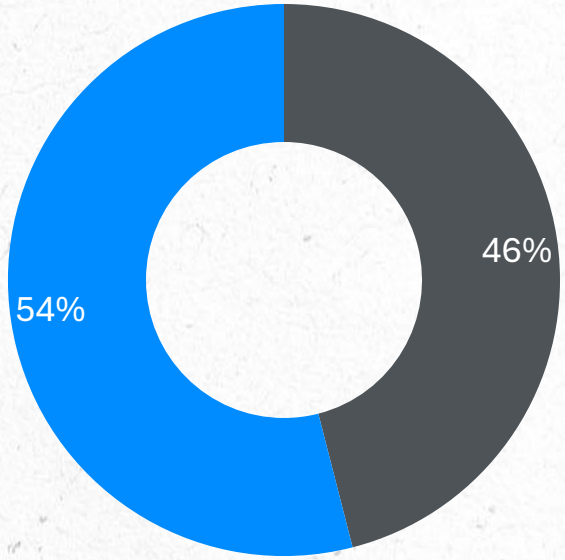
DECONSTRUCTING CURRENT BUSINESS



FY 2021



FY 2026

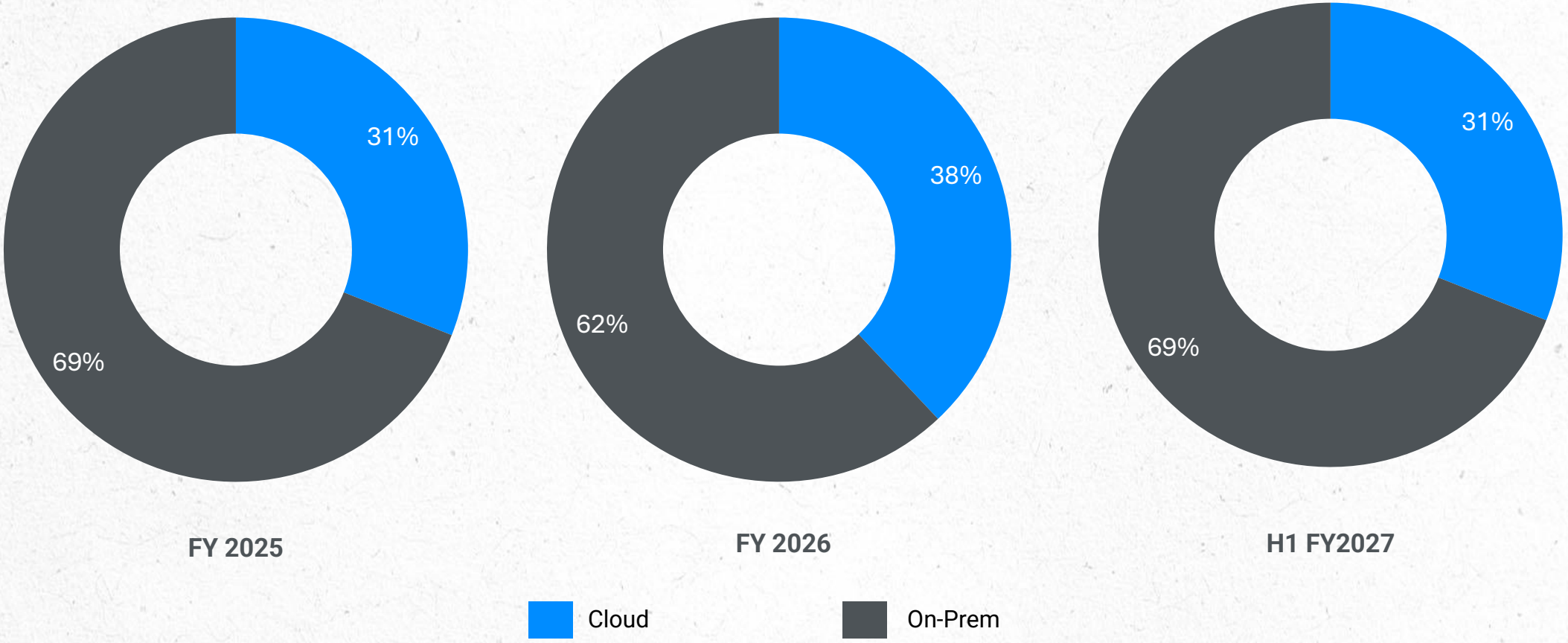


H1 FY 2027

Enterprise

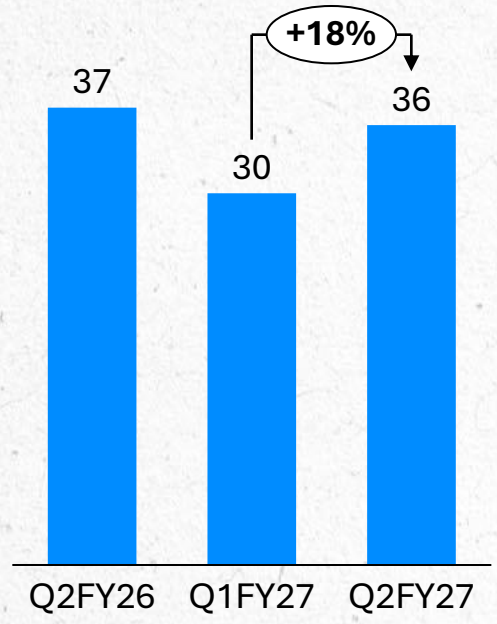
Consumer

ENTERPRISE BUSINESS CLOUD & ON-PREM

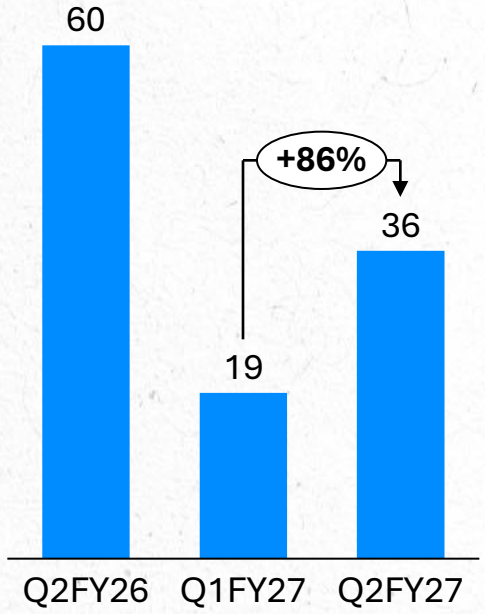


KEY FINANCIAL HIGHLIGHTS

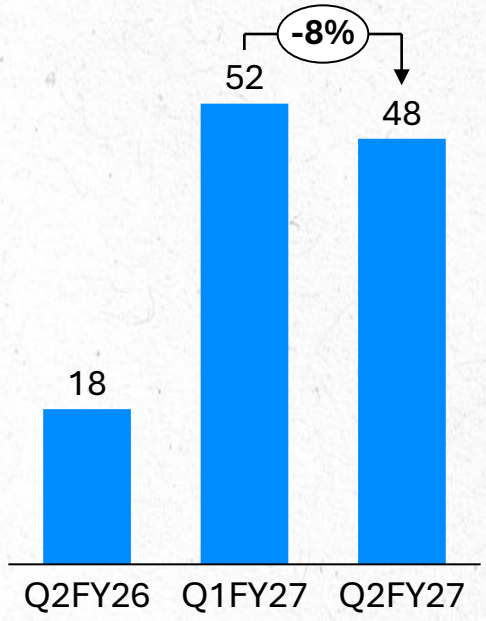
Gross Revenue Enterprise



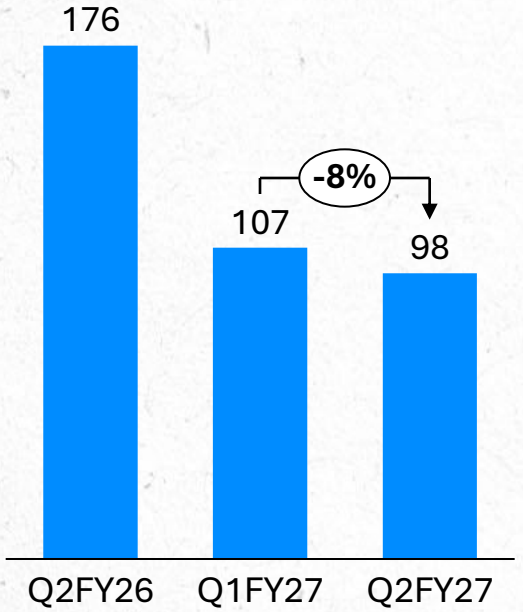
Gross Revenue Consumer



Total Deferred Revenue



Total Receivables



All figures in INR Cr

SEQRITE:
ENTERPRISE ARM OF QUICK HEAL

FY16

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

FY17 – 22

SMB Market Capture & Leadership

FY23-24

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

FY25

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

FY26-27

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

ENTERPRISE MARKETING CAMPAIGNS



Seqrite + JISA Webinar: Implementing DPDP the Right Way | 23 July 2026



23rd Elets NBFC100 Tech Summit, Chennai | 9 July 2026



Kerala Cyber Suraksha Summit (KCSS) 2026, Kochi | 5 September 2026



15th GISEC Global 2026, Dubai | 16-18 September 2026

MARKET LEADER: CONSUMER ANTIVIRUS BUSINESS



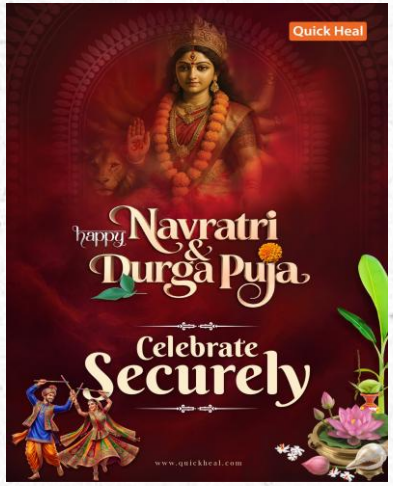
- 30 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India

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

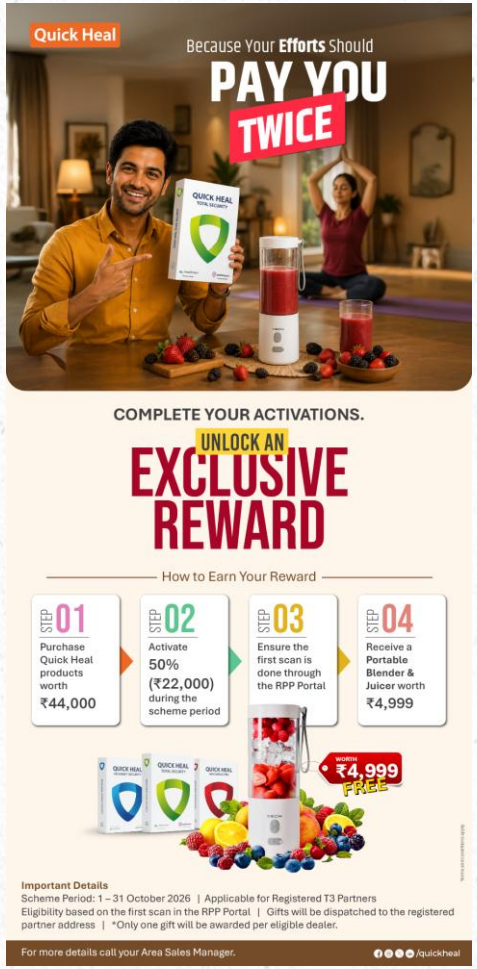
CONSUMER MARKETING CAMPAIGNS

Festive activities



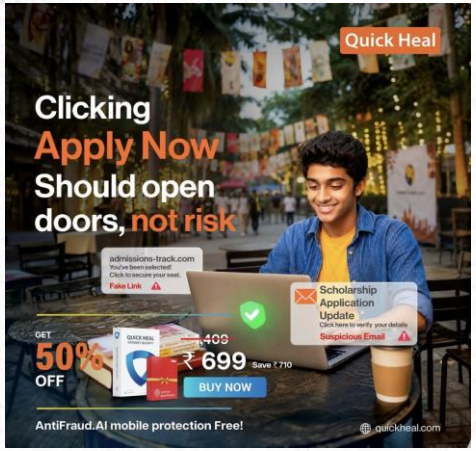


Booster for Sales - T3 partner

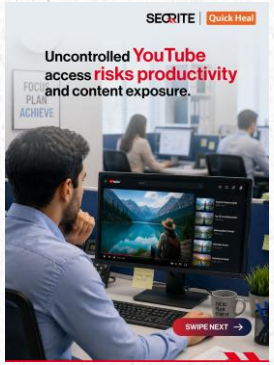


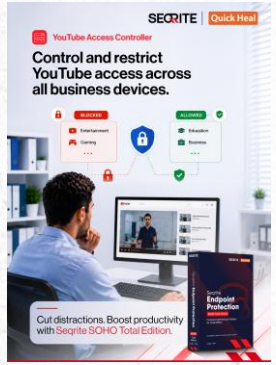
Student Campaign





Partner Communications





CSR UPDATE

Cyber Shiksha for Cyber Suraksha

Total Outreach

1 Cr+

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

Q2 FY27
FINANCIAL HIGHLIGHTS



CONSOLIDATED P&L

PARTICULARS	Q2 FY26	Q1 FY27	Q2 FY27	H1 FY26	H1 FY27
Revenue	**83.5**	**45.0**	**64.9**	**140.8**	**109.9**
Direct Cost	2.6	0.8	4.3	3.5	5.0
Gross Profit	**81.0**	**44.2**	**60.7**	**137.3**	**104.9**
Gross Margin	**96.9%**	**98.2%**	**93.5%**	**97.5%**	**95.4%**
Operating Cost					
Research and Development	32.9	28.1	27.1	64.2	55.2
Sales and Marketing	22.5	20.9	19.1	43.6	40.0
General Administration	16.3	12.8	12.2	30.0	25.0
Total Expenditure	**71.7**	**61.8**	**58.4**	**137.8**	**120.2**
EBITDA	**9.2**	**(17.6)**	**2.3**	**(0.5)**	**(15.3)**
EBITDA %	**11.1%**	**-39.1%**	**3.5%**	**-0.4%**	**-13.9%**
Depreciation	3.3	3.9	5.8	6.2	9.6
EBIT	**6.0**	**(21.4)**	**(3.5)**	**(6.7)**	**(24.9)**
Other Income	4.4	14.1	8.3	10.1	22.4
Finance Cost	(0.1)	0.0	(0.5)	(0.1)	(0.5)
Profit Before Tax (PBT)	**10.3**	**(7.3)**	**4.3**	**3.3**	**(3.0)**
Tax	2.4	(2.0)	(1.5)	0.9	(3.5)
Profit After Tax (PAT)	**7.9**	**(5.3)**	**5.8**	**2.4**	**0.5**
PAT Margin	**9.5%**	**-11.7%**	**8.9%**	**1.7%**	**0.5%**

All figures in INR Cr

BALANCE SHEET

EQUITY AND LIABILITIES	Mar 31, 2026	Sep 30, 2026
Equity		
Equity Share Capital	54.2	54.3
Other Equity	382.3	381.9
Total Shareholder Funds	**436.5**	**436.2**
Non-Current Liabilities		
Lease Liabilities	-	24.4
Employee benefit obligations	2.0	2.0
Other Non Current Liabilities	0.2	8.7
Total Non-Current Liabilities	**2.2**	**35.0**
Current Liabilities:		
Trade and Other Payables	41.1	29.4
Other Financial Liabilities	4.5	7.6
Contract Liabilities	33.8	39.9
Other Current Liabilities	8.4	6.7
Employee benefit obligations	20.5	14.3
Total Current Liabilities	**108.3**	**97.9**
Total Equity & Liabilities	**547.0**	**569.1**

ASSETS	Mar 31, 2026	Sep 30, 2026
Non-Current Assets:		
Property, plant and equipment	87.6	62.7
Capital work-in-progress	0.0	1.3
Intangible assets	1.3	1.0
Investment Property	32.2	54.0
Right-of-use assets	1.1	31.6
Non-current financial assets		
Investments in MF, Tax-Free Bonds & others	7.5	7.8
Other Financial Asset	0.8	3.2
Deferred tax assets (net)	17.5	19.7
Income tax assets (net)	25.0	11.0
Other Non Current assets	5.3	2.2
Total Non-Current Assets	**178.3**	**194.3**
Current assets:		
Inventories	2.6	1.8
Investments	205.2	256.3
Trade and other receivables	137.6	97.8
Cash and Cash Equivalents	13.1	5.3
Bank Balance other than cash & cash equivalents	0.1	0.1
Other Financial Assets	1.1	1.7
Other Current assets	9.0	11.9
Total Current Assets	**368.7**	**374.8**
Total Assets	**547.0**	**569.1**

All figures in INR Cr

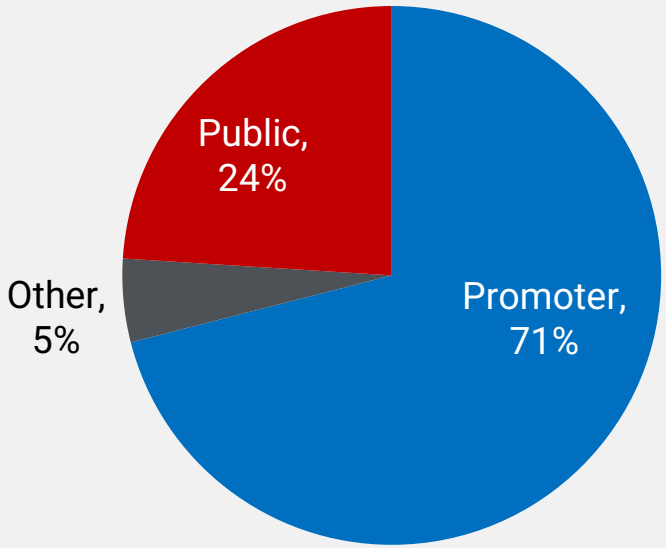
CASH FLOW STATEMENT

PARTICULARS	Sep 30, 2025	Mar 31, 2026	Sep 30, 2026
Net cash flow from / (used in) operating activities (A)	(5.4)	15.4	39.6
Net cash flow from / (used in) investing activities (B)	(10.3)	(25.7)	(44.8)
Net cash flow from / (used in) financing activities (C)	1.6	2.8	(2.6)
Net (decrease) in cash and cash equivalents (A+B+C)	**(14.1)**	**(7.6)**	**(7.9)**
Cash and cash equivalents at the beginning of the period	20.8	20.8	13.1
Effect of exchange differences on cash and cash equivalents held in foreign currency	(0.0)	(0.1)	-
Cash and cash equivalents at the end of the period	**6.7**	**13.1**	**5.3**
Components of cash and cash equivalents			
Cash in hand	0.0	0.0	0.0
Balances with banks and cheques on hand	6.7	13.1	5.3
Total cash and cash equivalents	**6.7**	**13.1**	**5.3**

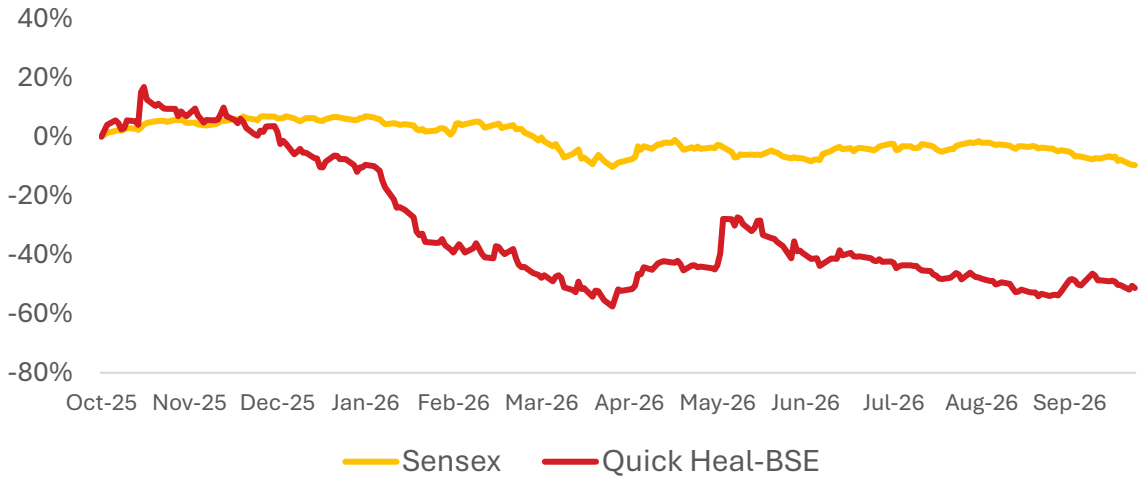
All figures in INR Cr

CAPITAL MARKET DATA

Shareholding Pattern (as on 30th September 2026)



Stock Market Performance (as on 30th September 2026)



Price Data (as of 30th September 2026)	
Face Value	10.00
Market Price	144.85
52 Week H/L	371.00/125.00
Market Cap (INR Mn)	7,863.51
Equity Shares Outstanding (Mn)	54.27
1 Year Avg. Trading Volume ('000)	593.14
1 Year Avg. Net Turnover (Mn)	135.62

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SEQRITE | Quick Heal

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