



EARNINGS PRESENTATION Q3 FY26

January 29, 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

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

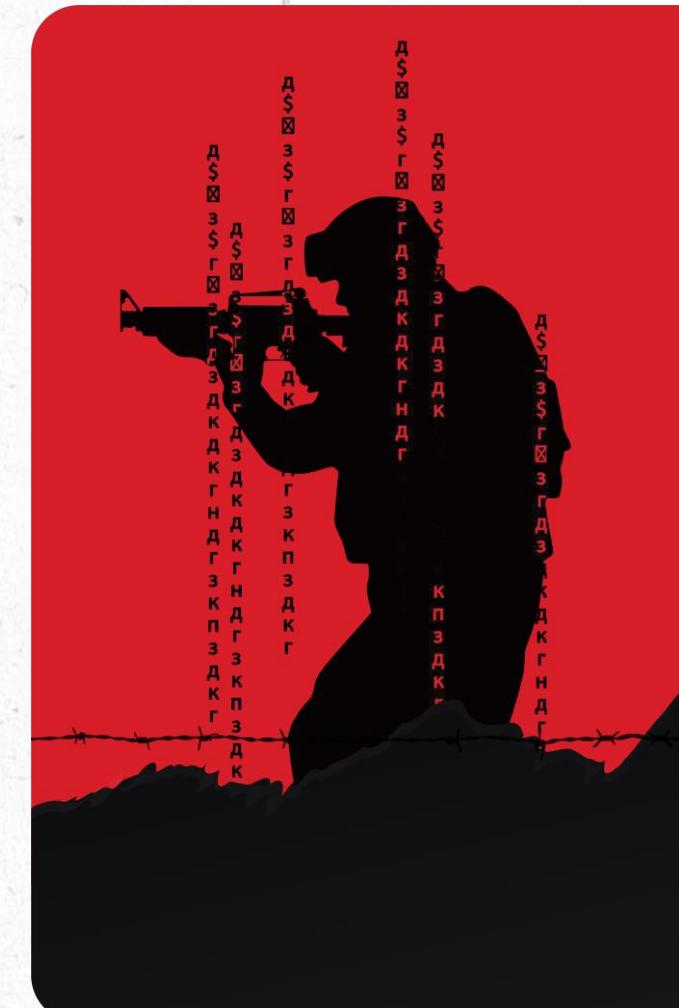
70%

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.

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

1 Malware
incident per
42,012
detections

18.3%
Healthcare

1 Ransomware
incident per
669 detections

18.3%
Engineering &
Manufacturing

Approximately
5 million
Cryptojacking
detections reported
over the year

Top-most targeted industries



Malware and Ransomware incidents

Source: India Cyber Threat Report 2026



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
- 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





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**



Amartya Mukherjee
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
Head, Retail Sales



Dr. Lalit Mohan
Chief Product Officer



Netra Deshpande
Head of Engineering



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*

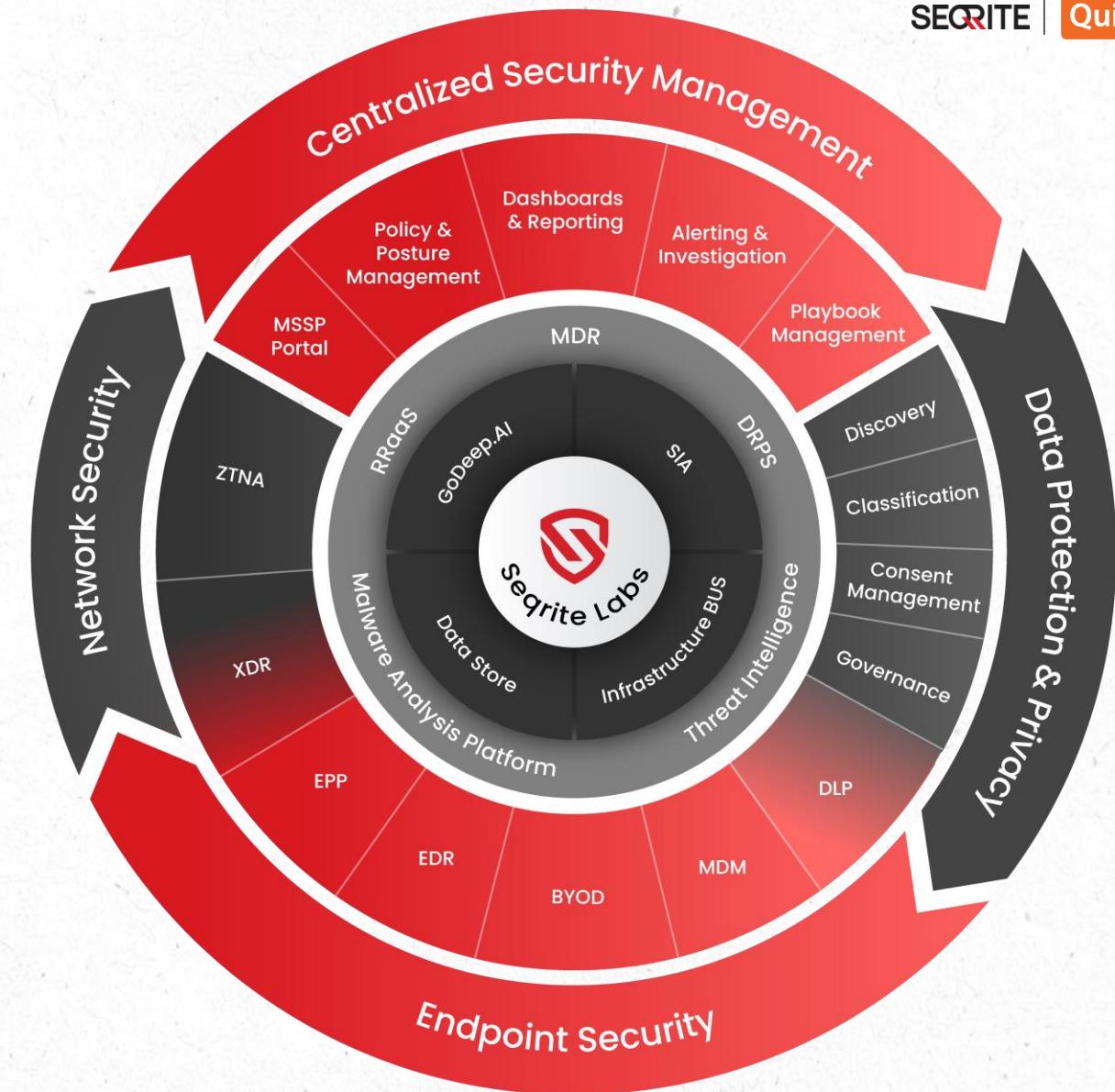
Large Customers

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

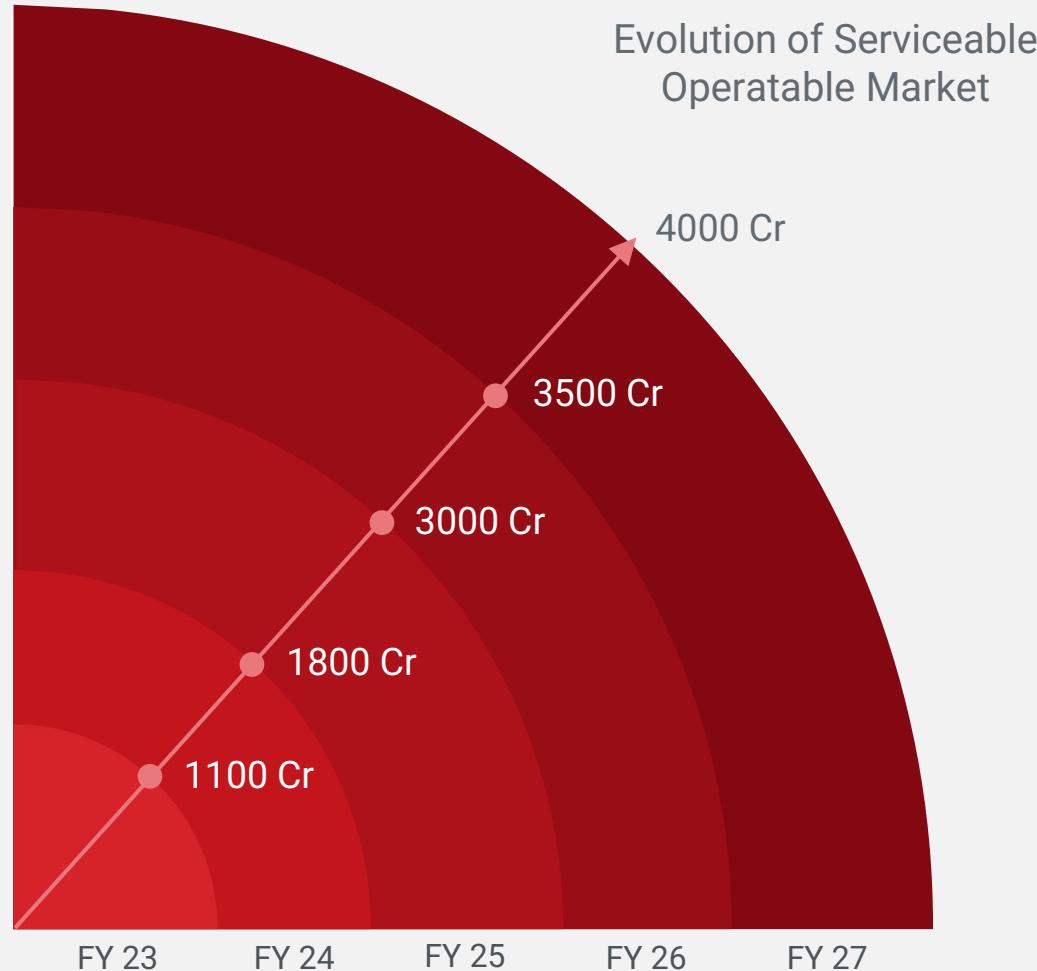
Product Stack:

Holistic cybersecurity stack for better protection and increased wallet share

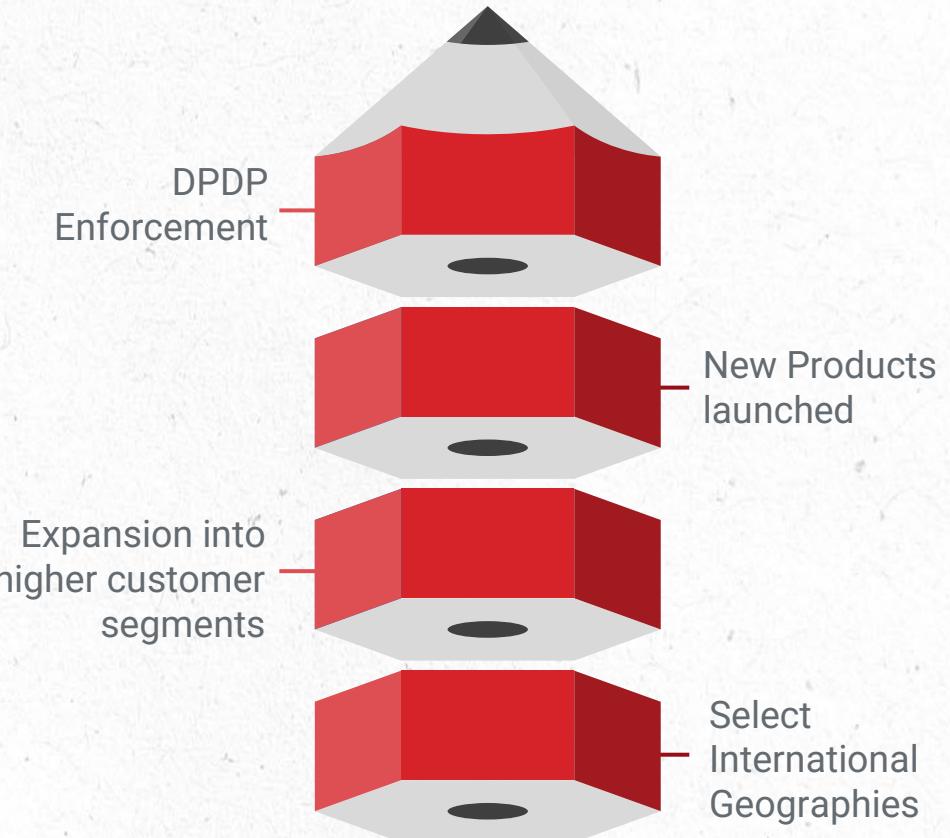
Seqrite **SOLUTION STACK**



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



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





Q3/9M FY26: BUSINESS HIGHLIGHTS

Business **HIGHLIGHTS**

- INR 64 Cr Order received: 5-year fulfillment period for implementation of integrated cybersecurity solutions
- Government vertical showing consistent growth
- Order Book: INR 80 Cr+
- Deferred Revenue: ~INR 20 Cr
- Seqrite Data Privacy: Steady market inroads and strong customer traction
- New version of AV launched with built-in fraud prevention & SIA (Security Intelligent Assistant)





Q3 FY26: **PERFORMANCE HIGHLIGHTS**

₹ 71.5 Cr

Net Revenue
1.3% YoY

₹ 0.5 Cr

EBITDA
111.9% YoY

₹ 6.6 Cr

PAT
5909.1% YoY

₹ 1.2

Diluted EPS
5801.0% YoY

₹ 38.5 Cr *

Enterprise Revenue
37.1% YoY

₹ 37.6 Cr *

Consumer Revenue
-21.2% YoY

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



9M FY26: **PERFORMANCE HIGHLIGHTS**

₹ 212.3 Cr

Net Revenue
-1.0% YoY

₹ (0.1) Cr

EBITDA
-102.7% YoY

₹ 9.0 Cr

PAT
8.7% YoY

₹ 1.6

Diluted EPS
7.2% YoY

₹ 107.1 Cr *

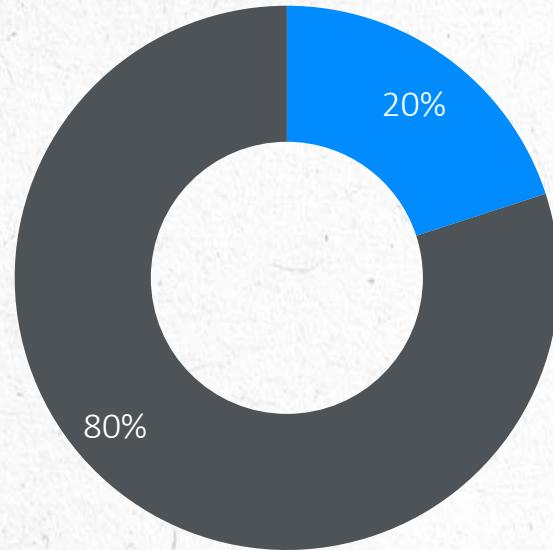
Enterprise Revenue
20.4% YoY

₹ 128.8 Cr *

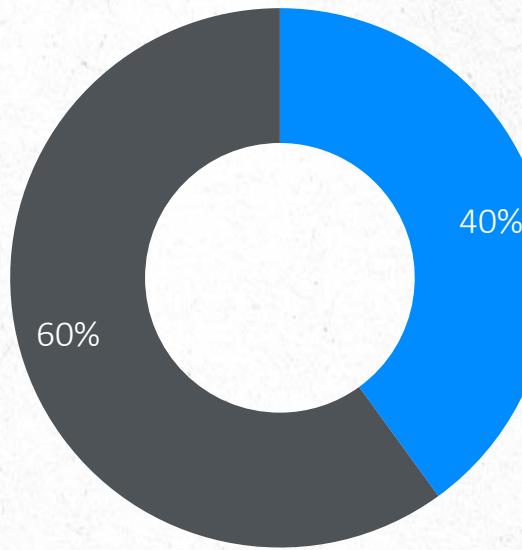
Consumer Revenue
-12.1% YoY

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

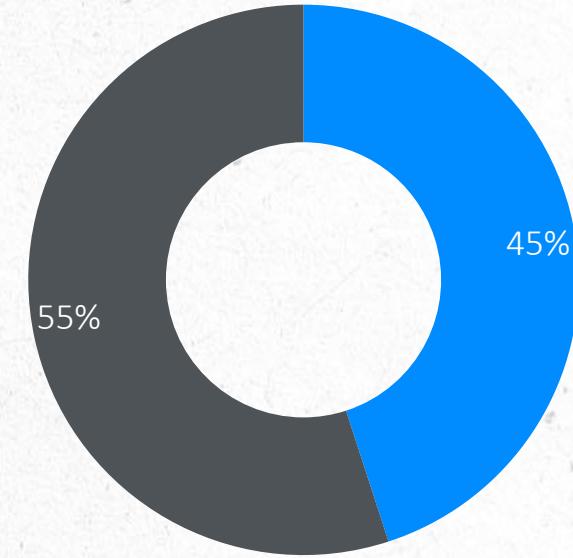
Deconstructing **CURRENT BUSINESS**



FY 2021



FY 2025



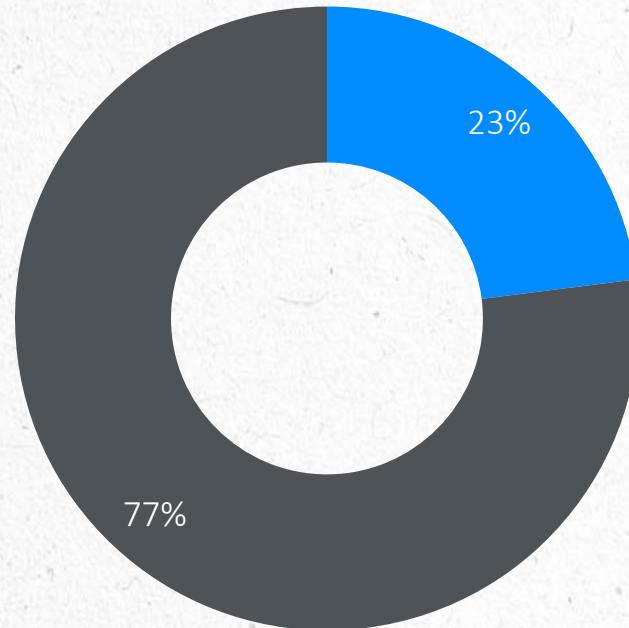
9M FY 2026

 Enterprise

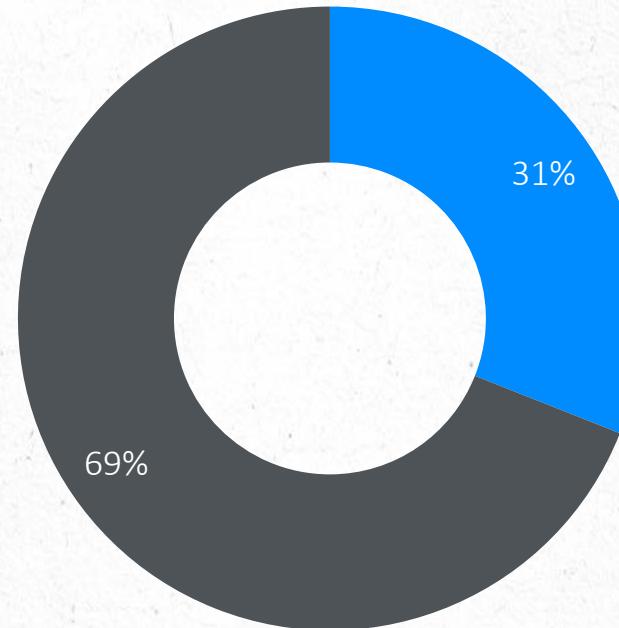
 Consumer

Enterprise Business

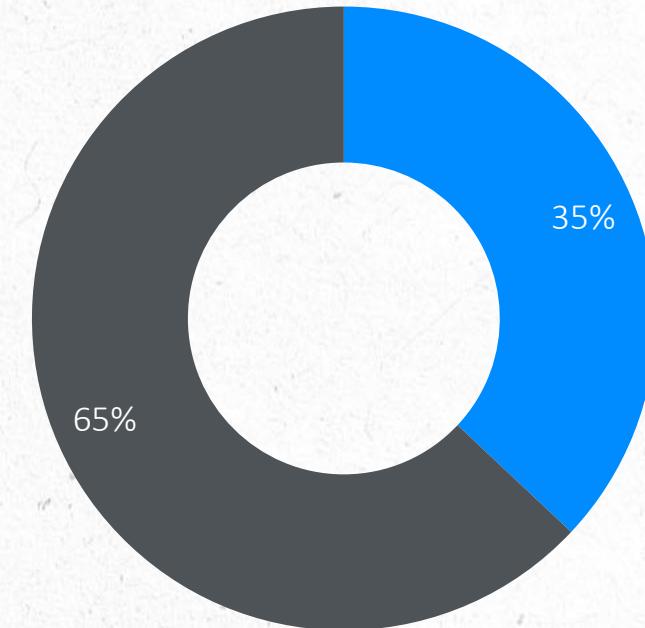
CLOUD & ON-PREM



FY 2024



FY 2025



9M FY 2026

 Cloud

 On-Prem

Seqrite:

ENTERPRISE ARM OF QUICK HEAL

Foray into
Enterprise
Segment with
Seqrite Endpoint
Protection



SMB Market
Capture &
Leadership

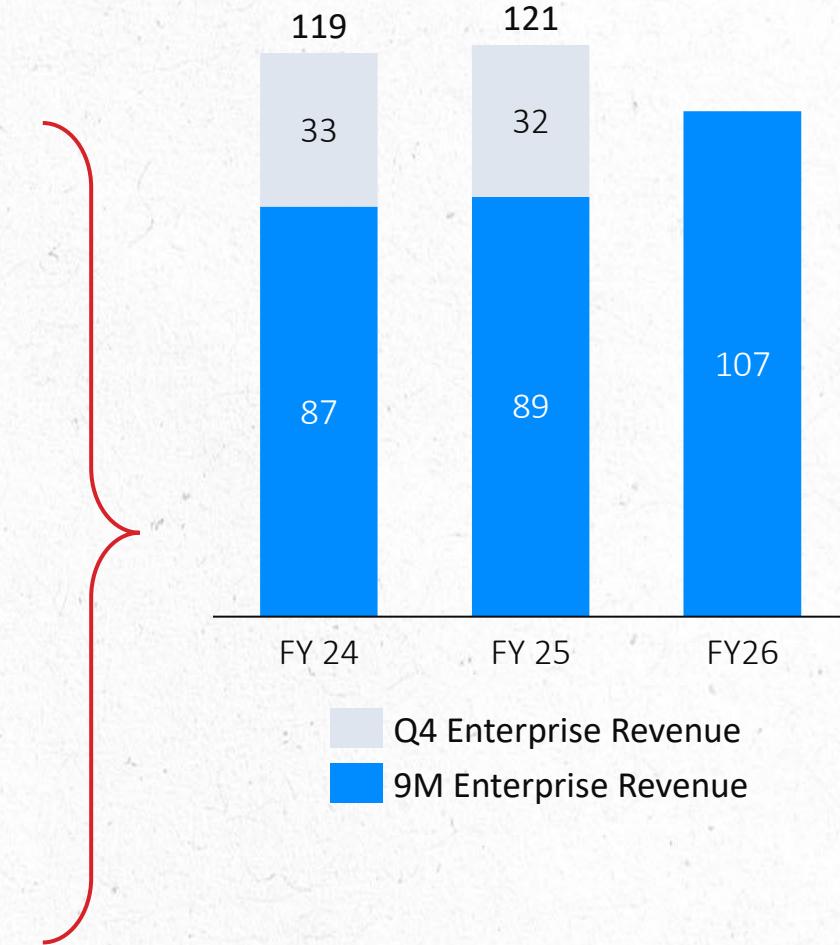
- Investments in EDR, XDR, Zero Trust & Data Privacy products
- Crossed 100 Cr in revenue
- Mid-Market Capture



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



- Data Privacy Market Penetration
- International Expansion
- DRPS and RRaaS launched



Enterprise MARKETING CAMPAIGNS



Seqrite participated in the Bharat privacy & AI Conference 2025, New Delhi.



Seqrite participated as a co-powered partner at the AISS 2025 Conference, New Delhi.



Seqrite participated in the Maha Privacy & Security Summit 2026, NSE, Mumbai.

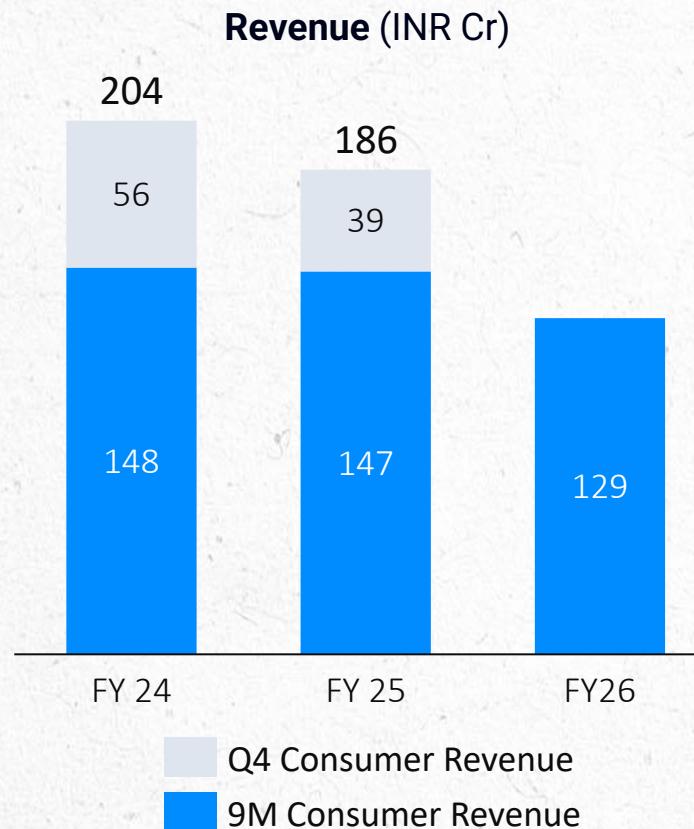


Seqrite released the India Cyber Threat Report 2026.



Seqrite hosted SMB forum at Jaipur.

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

Quick Heal

Say *hello* to **version 26**.
Privacy. Powered by GoDeep.AI

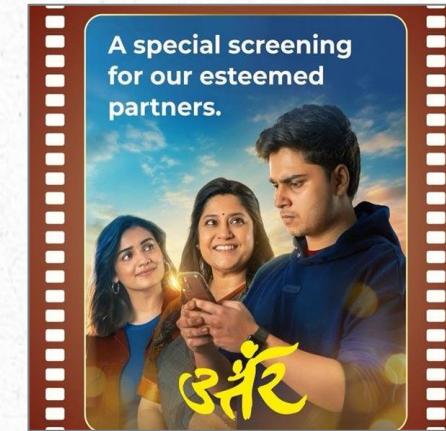


GoDeep.AI
Smarter, faster, AI-driven shield against evolving digital threats.

Quick Heal AntiFraud.ai
Fraud prevention for every threat, now inbuilt.

Quick Heal Total Security
Your personal security guide: instant answers, easy help.

www.quickheal.com



Marathi movie association



Building community through cultural connect

SECRITE | Quick Heal

CSR Update

Total
Outreach **80 Lacs+**

Total States
Covered **12**

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



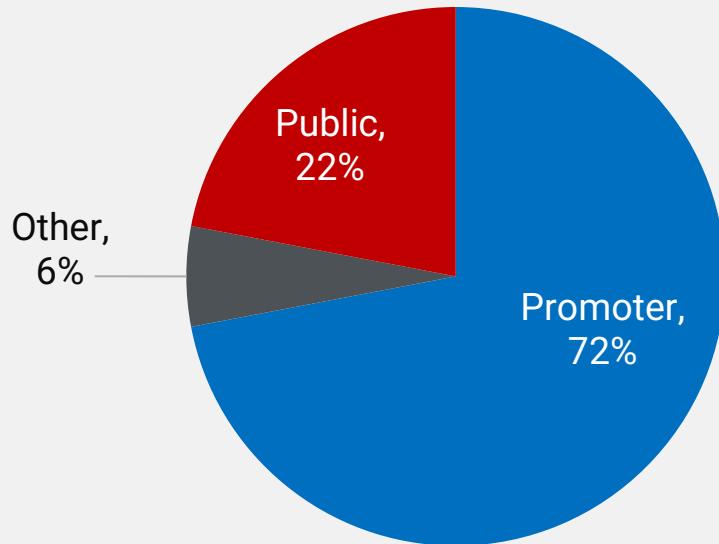


Q3/9M FY26: FINANCIAL HIGHLIGHTS

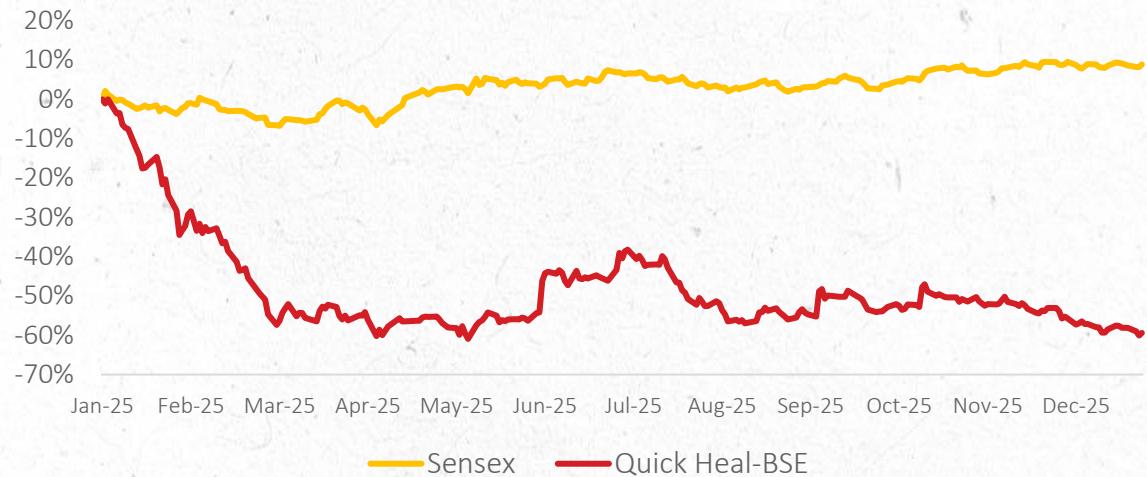
Particulars	Q3 FY25	Q2 FY26	Q3 FY26	9M FY25	9M FY26
Revenue	70.6	83.5	71.5	214.4	212.3
Direct Cost	1.9	2.6	2.9	6.2	6.4
Gross Profit	68.7	81.0	68.6	208.2	205.9
Gross Margin	97.3%	96.9%	95.9%	97.1%	97.0%
Operating Cost					
Research and Development	33.8	32.9	29.4	102.3	93.6
Sales and Marketing	23.7	22.5	21.3	62.8	64.9
General Administration	15.0	16.3	17.5	41.1	47.5
Total Expenditure	72.5	71.7	68.2	206.3	206.0
EBITDA	(3.8)	9.2	0.5	1.9	(0.1)
EBITDA %	-5.3%	11.1%	0.6%	0.9%	0.0%
Depreciation	3.4	3.3	3.6	9.3	9.8
EBIT	(7.2)	6.0	(3.1)	(7.4)	(9.9)
Other Income	4.9	4.4	9.0	15.2	19.1
Finance Cost	(0.1)	(0.1)	(0.1)	(0.2)	(0.2)
Profit Before Tax (PBT)	(2.3)	10.3	5.8	7.6	9.0
Tax	(2.4)	2.4	(0.9)	(0.7)	0.0
Profit After Tax (PAT)	0.1	7.9	6.6	8.3	9.0
PAT Margin	0.2%	9.5%	9.2%	3.9%	4.2%

Capital Market Data

Shareholding Pattern (as on 31st December 2025)



Stock Market Performance (as on 31st December 2025)



Price Data (as of 31st December 2025)

Face Value	10.00
Market Price	266.05
52 Week H/L	679.75/252.00
Market Cap (INR Mn)	14,423.88
Equity Shares Outstanding (Mn)	54.21
1 Year Avg. Trading Volume ('000)	368.70
1 Year Avg. Net Turnover (Mn)	127.86

DISCLAIMER

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



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