



SECURITE

Quick Heal

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
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

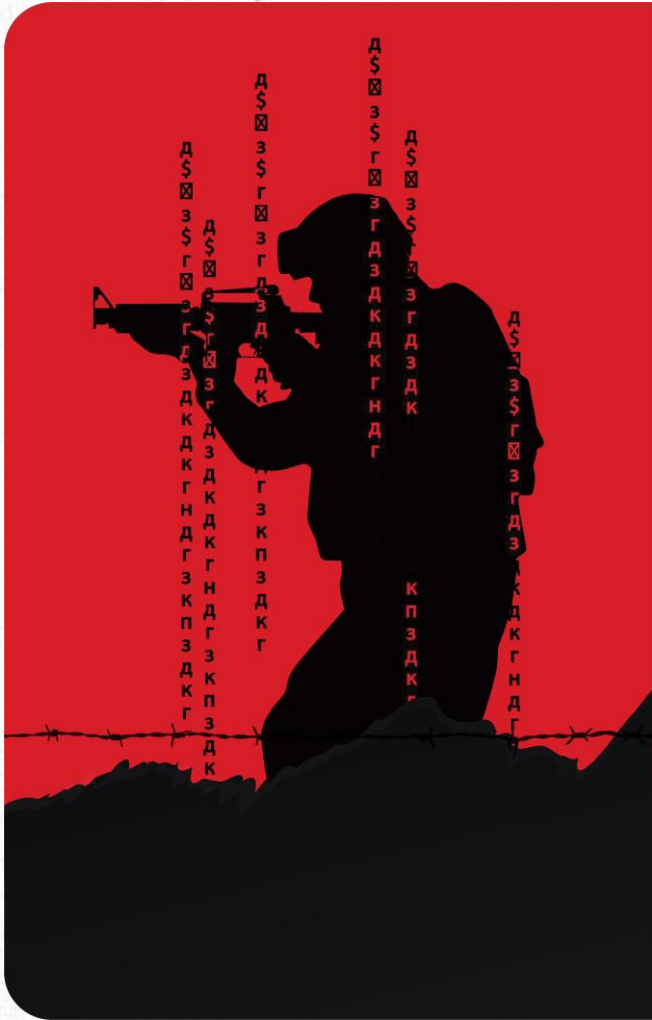
~12 attacks per
month per
personal end
user device

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.

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

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



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**



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

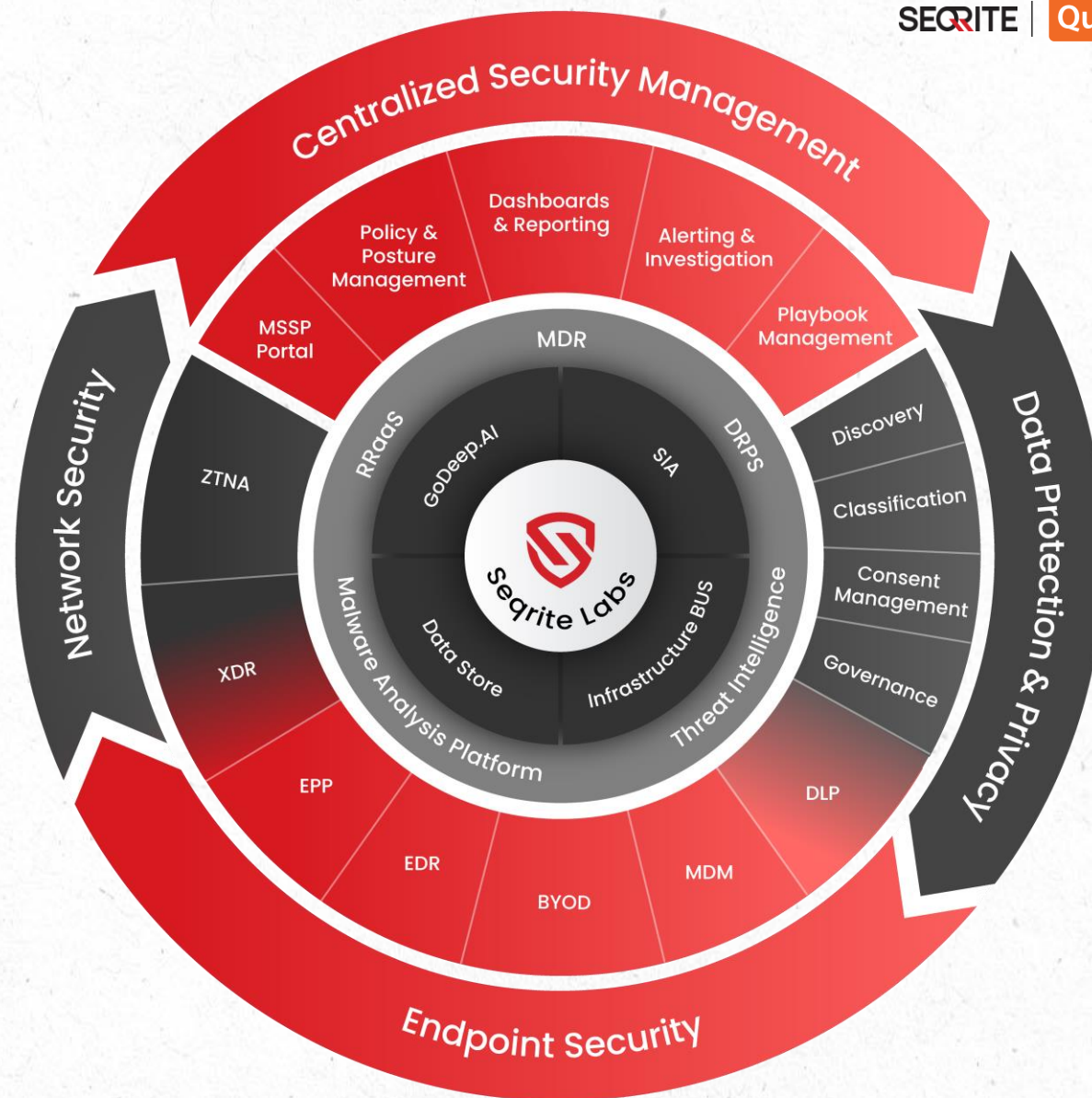
*Moving up the customer segments as the solutions mature
Niche Solutions specifically targeted to Large Enterprises (SDP, SMAP, STI)*

Product Stack:

Holistic cybersecurity stack for better protection and increased wallet share



Seqrite **SOLUTION STACK**

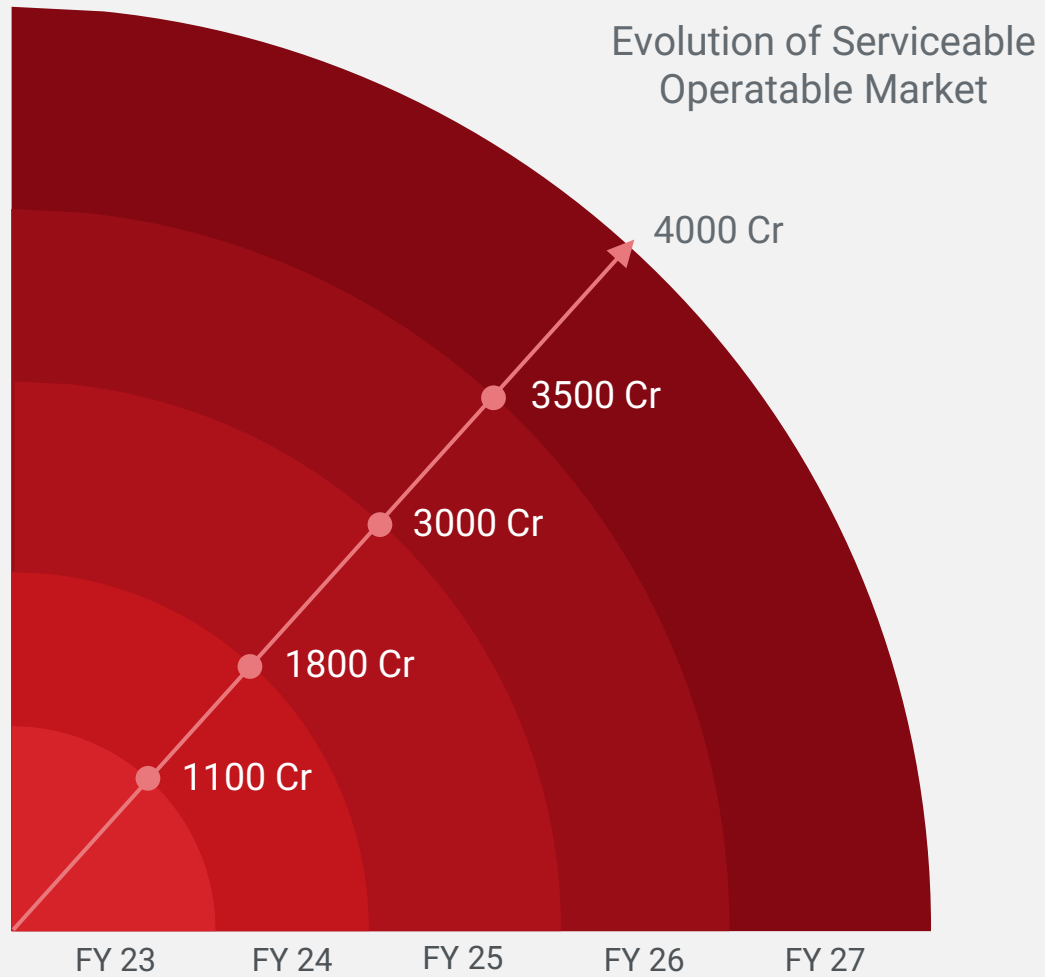


An approach to simplify cybersecurity by integrating security tools across a distributed enterprise

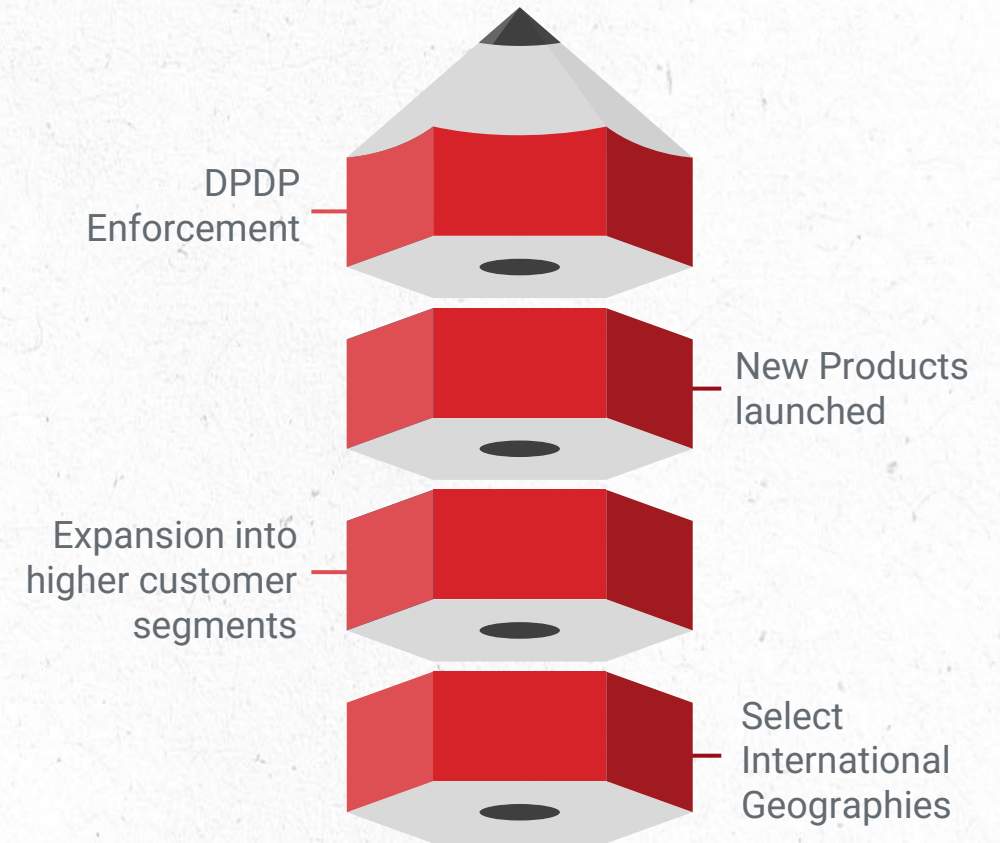


EXPANDING

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

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

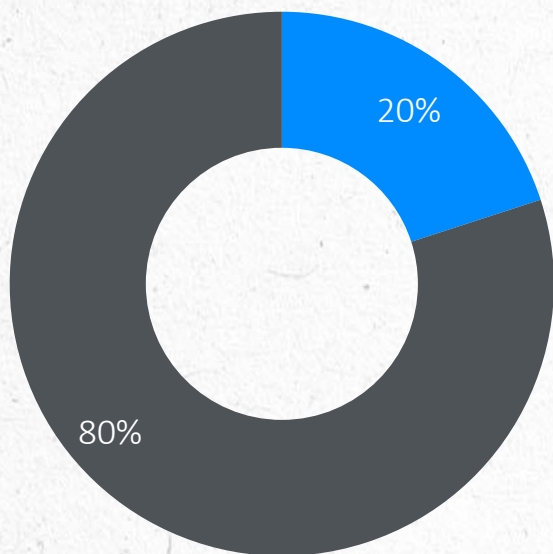
₹ 128.8 Cr *

Consumer Revenue
-12.1% YoY

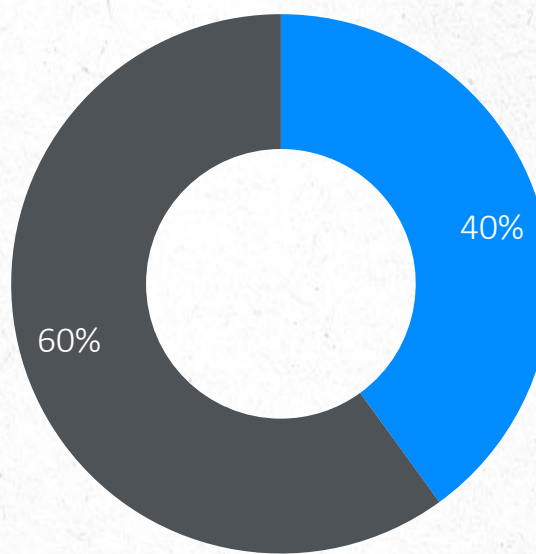
*Based on gross revenues excluding deferred revenue, before adjusting for sales incentives



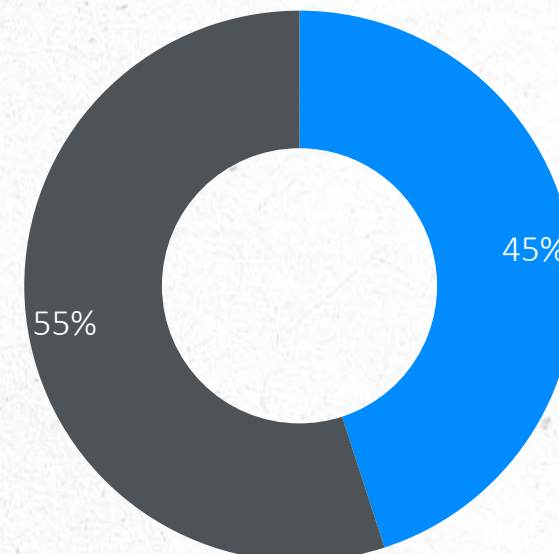
Deconstructing **CURRENT BUSINESS**



FY 2021




FY 2025



9M FY 2026

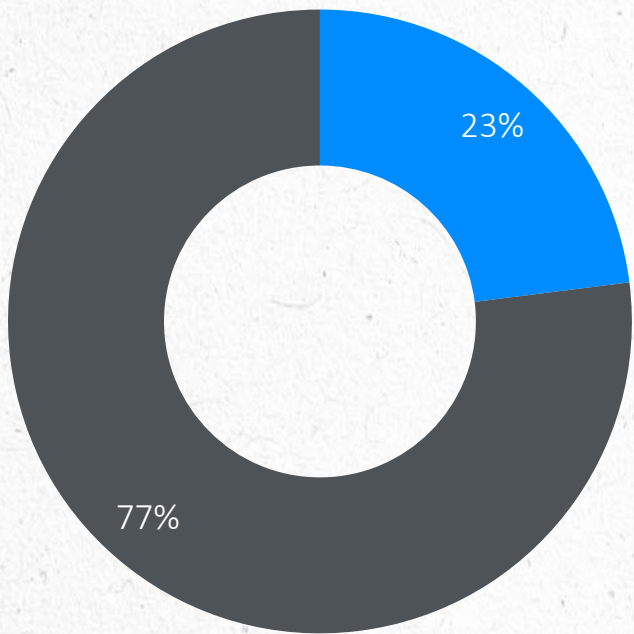
 Enterprise

 Consumer

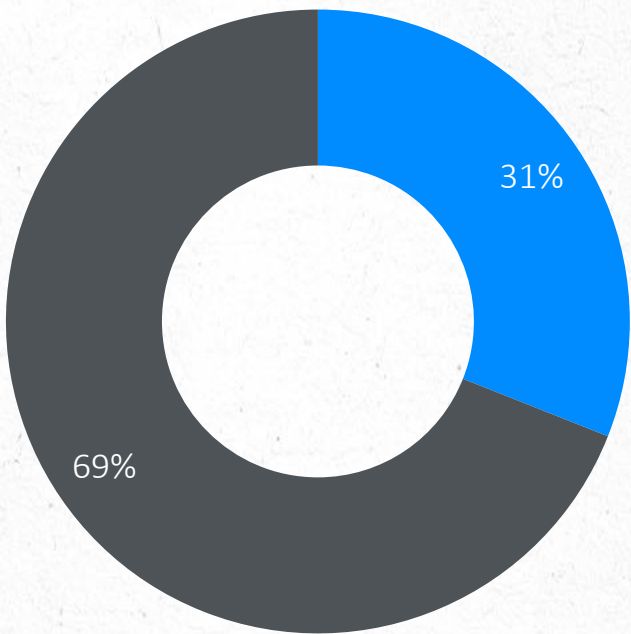


Enterprise Business

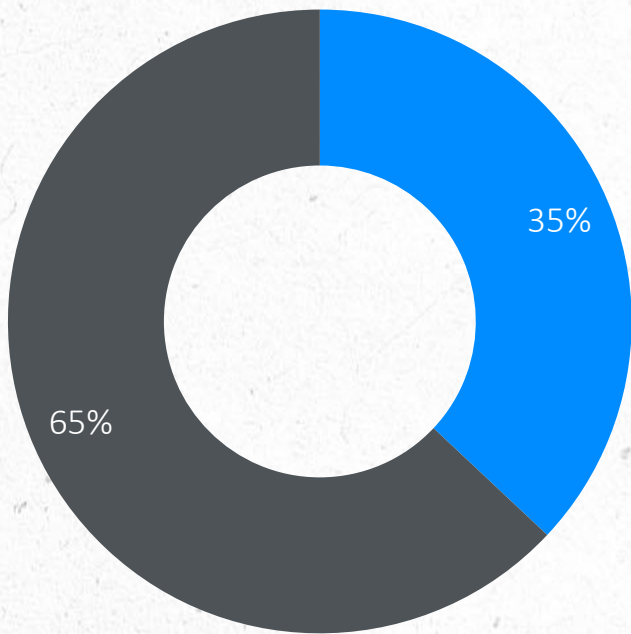
CLOUD & ON-PREM



FY 2024



FY 2025



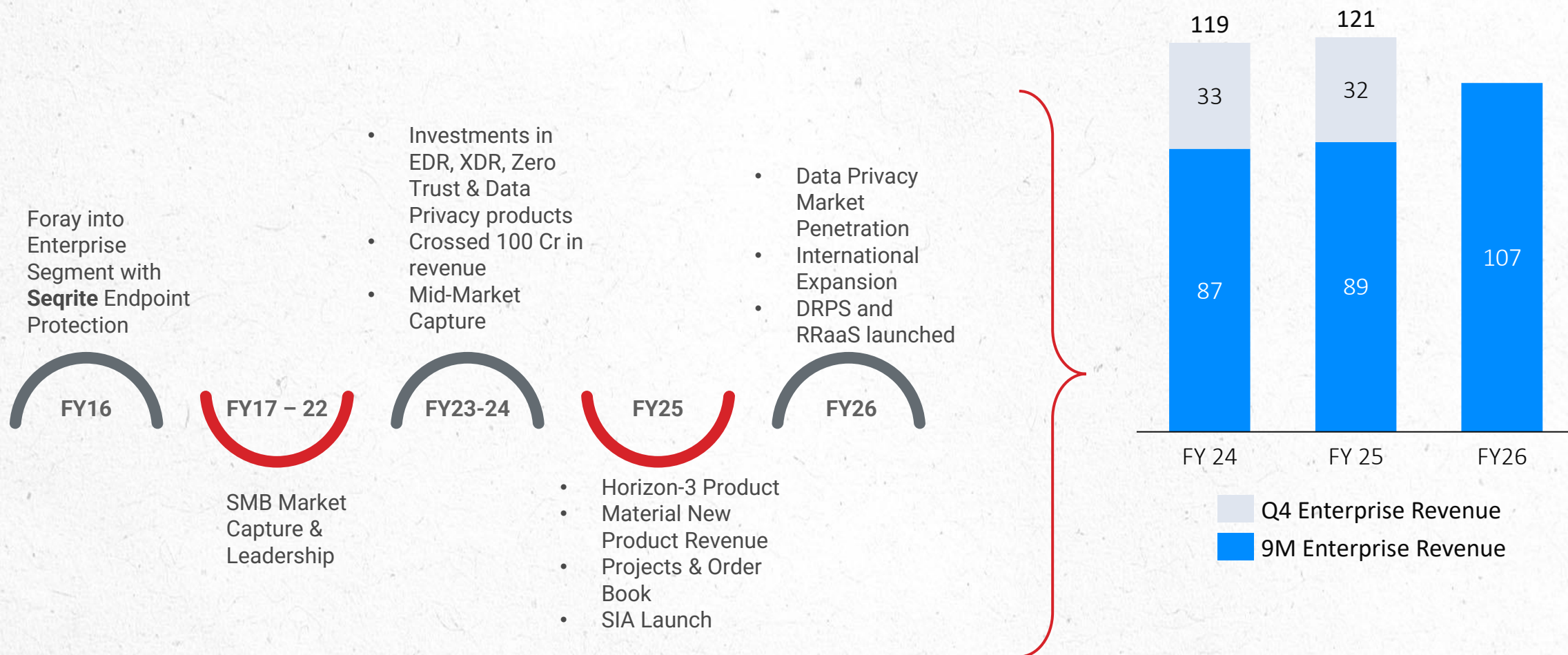
9M FY 2026

Cloud On-Prem



Seqrite:

ENTERPRISE ARM OF QUICK HEAL





Enterprise MARKETING CAMPAIGNS



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



Seqrite released the India Cyber Threat Report 2026.



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



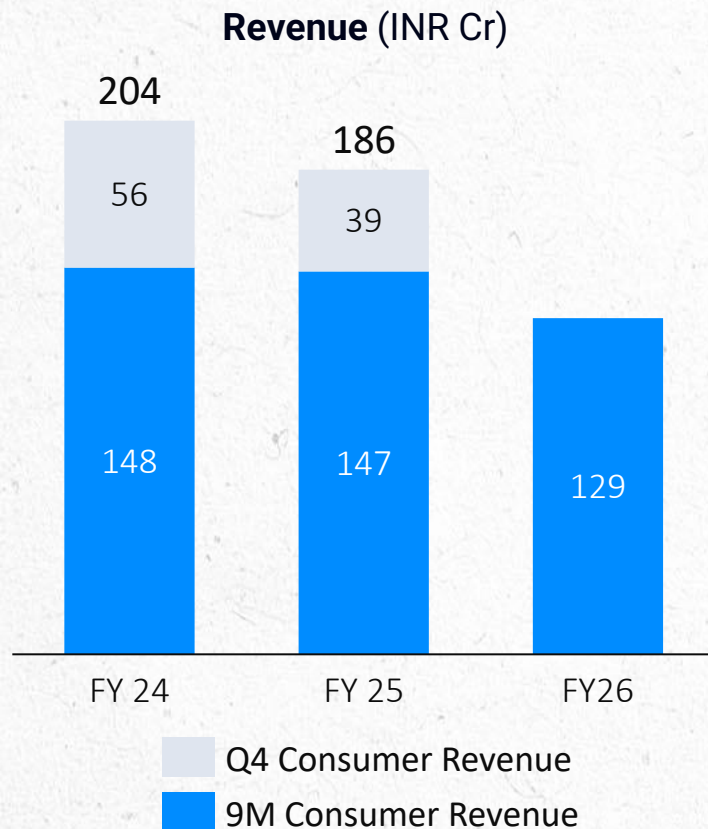
Seqrite participated in the Maha Privacy & Security Summit 2026, NSE, Mumbai.



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



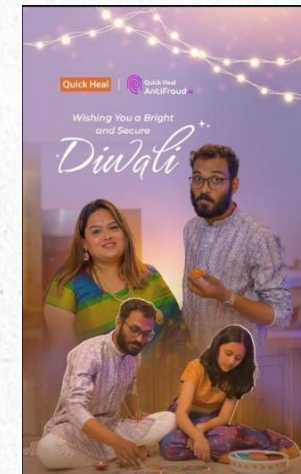
Consumer

MARKETING CAMPAIGNS

SECURE | Quick Heal



Marathi movie association



Building community through
cultural connect



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



Consolidated P&L

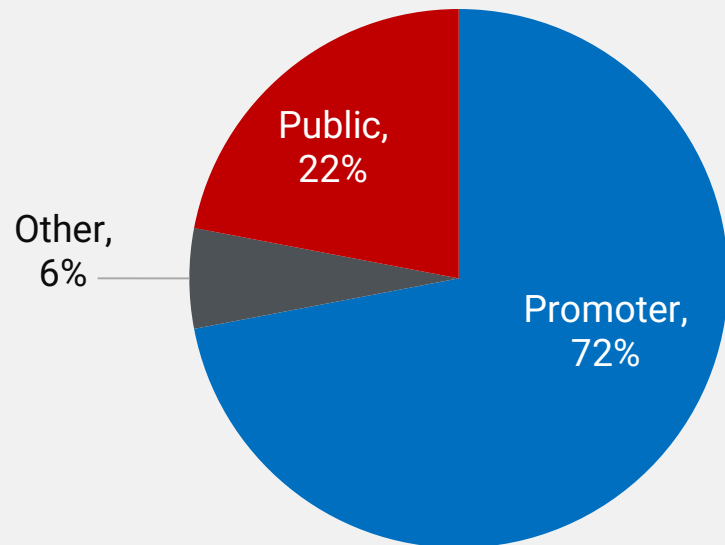
PARTICULARS	Q3 FY25	Q2 FY26	Q3 FY26
Revenue	70.6	83.5	71.5
Direct Cost	1.9	2.6	2.9
Gross Profit	68.7	81.0	68.6
Gross Margin	97.3%	96.9%	95.9%
Operating Cost			
Research and Development	33.8	32.9	29.4
Sales and Marketing	23.7	22.5	21.3
General Administration	15.0	16.3	17.5
Total Expenditure	72.5	71.7	68.2
EBITDA	(3.8)	9.2	0.5
EBITDA %	-5.3%	11.1%	0.6%
Depreciation	3.4	3.3	3.6
EBIT	(7.2)	6.0	(3.1)
Other Income	4.9	4.4	9.0
Finance Cost	(0.1)	(0.1)	(0.1)
Profit Before Tax (PBT)	(2.3)	10.3	5.8
Tax	(2.4)	2.4	(0.9)
Profit After Tax (PAT)	0.1	7.9	6.6
PAT Margin	0.2%	9.5%	9.2%

9M FY25	9M FY26
214.4	212.3
6.2	6.4
208.2	205.9
97.1%	97.0%
102.3	93.6
62.8	64.9
41.1	47.5
206.3	206.0
1.9	(0.1)
0.9%	0.0%
9.3	9.8
(7.4)	(9.9)
15.2	19.1
(0.2)	(0.2)
7.6	9.0
(0.7)	0.0
8.3	9.0
3.9%	4.2%

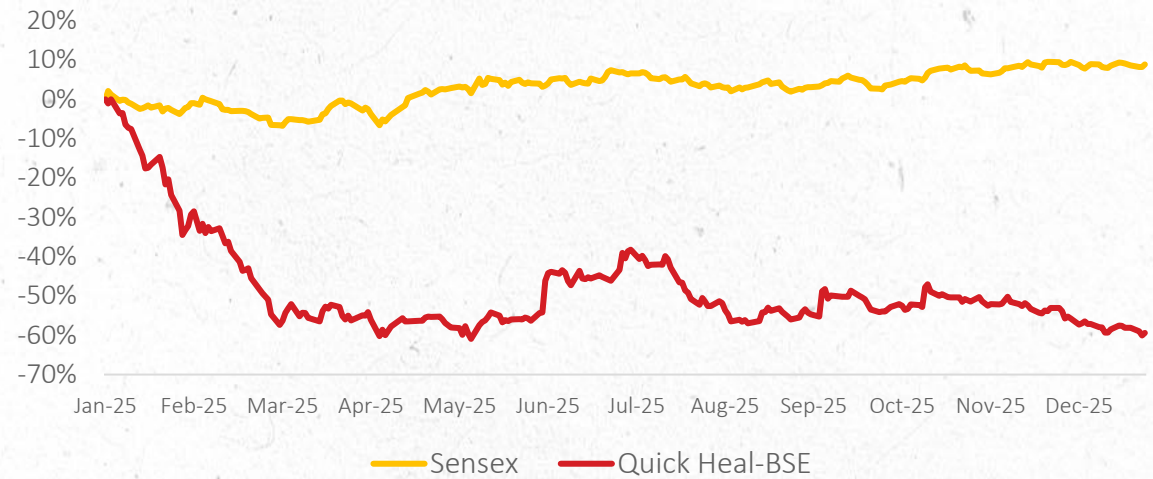


Capital Market Data

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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