



SECURITE

Quick Heal

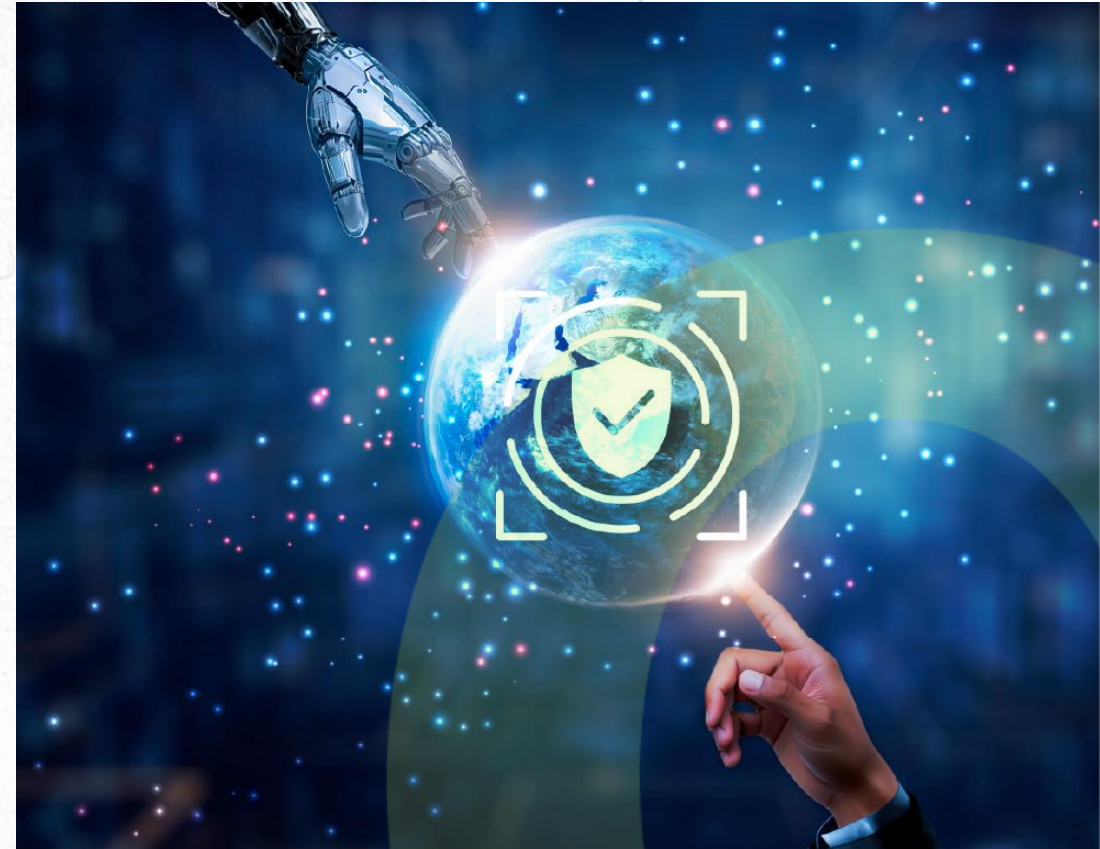
# EARNINGS PRESENTATION Q4 FY26

May 21, 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

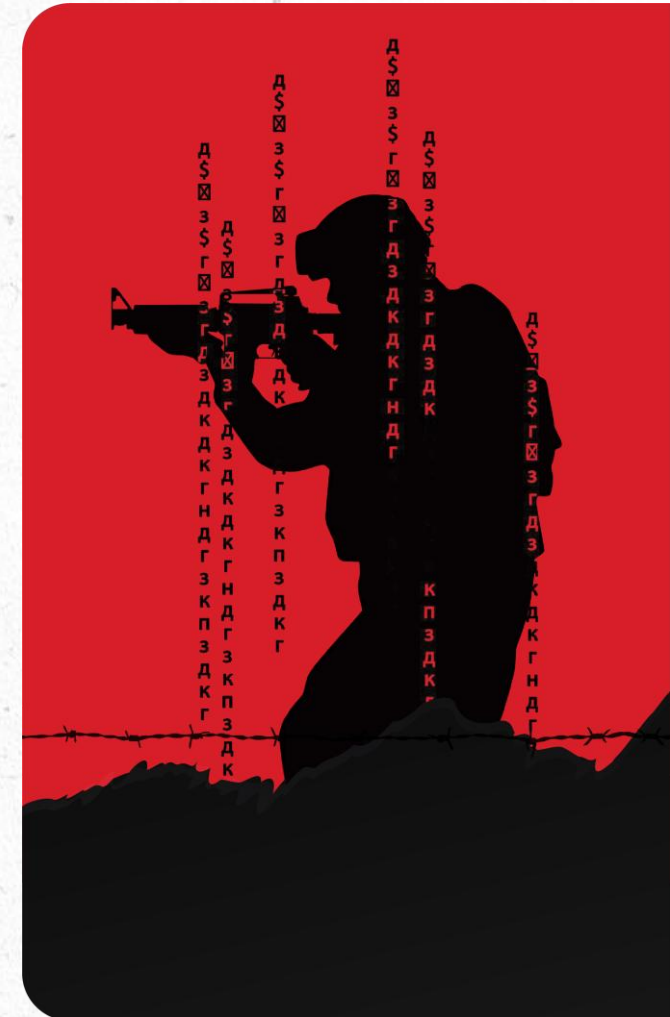
**~12** attacks per  
month per  
personal end  
user device

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.

## 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

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
- **2023-26**
  - 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**



**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 Seqrute 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**

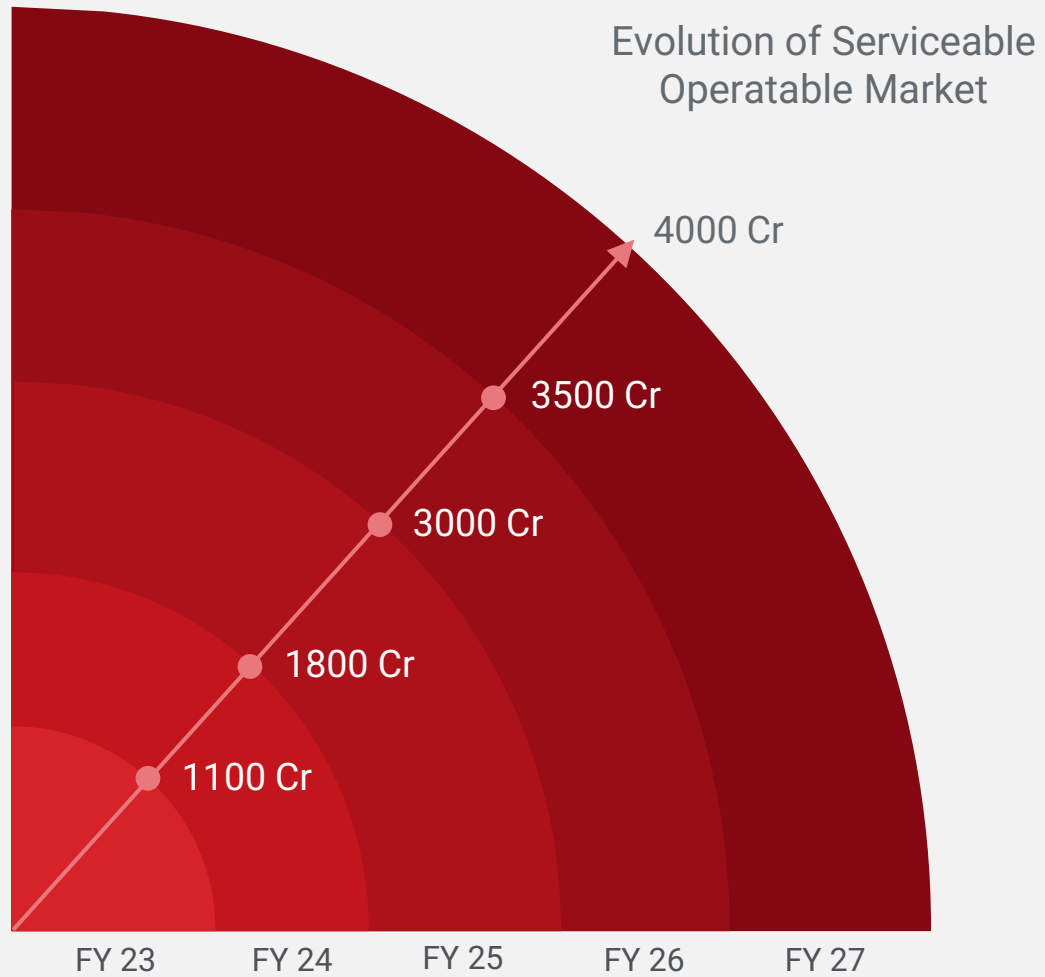


An approach to simplify cybersecurity by integrating security tools across a distributed enterprise

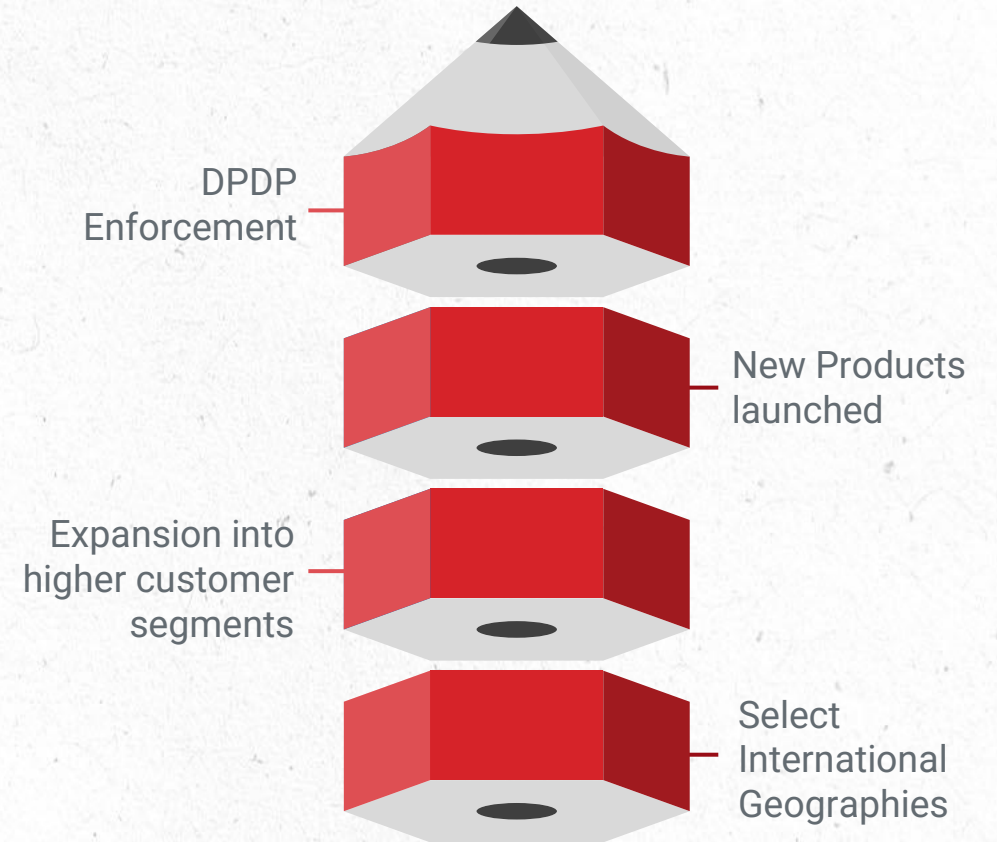


# EXPANDING

## Serviceable Operatable Market



### 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





# Q4/FY26: BUSINESS HIGHLIGHTS



## Business **HIGHLIGHTS**

- Bagged contract for implementation of Integrated Cyber Security Solutions to be delivered over 5 years - INR 64.25 Cr
- Successfully executed order for Cyber Literacy Program
- Government and International verticals showing consistent growth
- **Order Book:** INR 55 Cr+
- **Deferred Revenue:** INR 33.8 Cr (FY25: 14.3 Cr)
- **Seqrite Data Privacy:** Initial customer wins, Strong demand and continued pipeline build-up
- Focus on bringing down overdues in the Consumer business





FY26:

# PERFORMANCE HIGHLIGHTS

**₹ 261.0 Cr**  
Net Revenue  
-6.6% YoY

**₹ (29.4) Cr**  
EBITDA  
-345.4% YoY

**₹ (10.9) Cr**  
PAT  
-316.9% YoY

**₹ (2.0)**  
Diluted EPS  
-315.0% YoY

**₹ 148.4 Cr \***  
Enterprise Revenue  
22.5% YoY

**₹ 139.8 Cr \***  
Consumer Revenue  
-24.7% YoY

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



Q4 FY26:

# PERFORMANCE HIGHLIGHTS

**₹ 48.7 Cr**

Net Revenue  
-25.2% YoY

**₹ (29.3) Cr**

EBITDA  
-245.5% YoY

**₹ (19.9) Cr**

PAT  
-513.5% YoY

**₹ (3.6)**

Diluted EPS  
-493.6% YoY

**₹ 41.3 Cr \***

Enterprise Revenue  
28.2% YoY

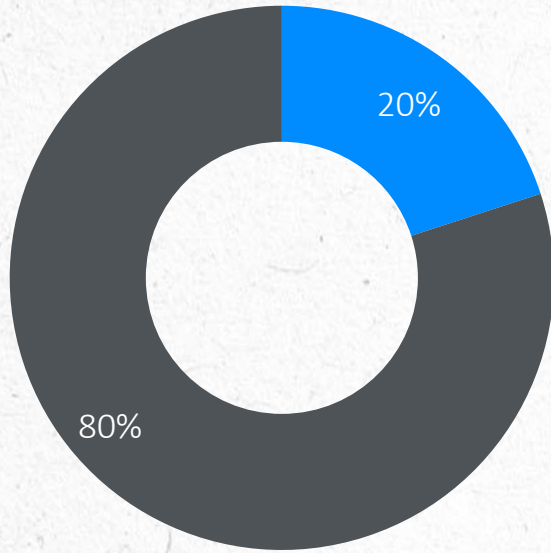
**₹ 11.0 Cr \***

Consumer Revenue  
-71.9% YoY

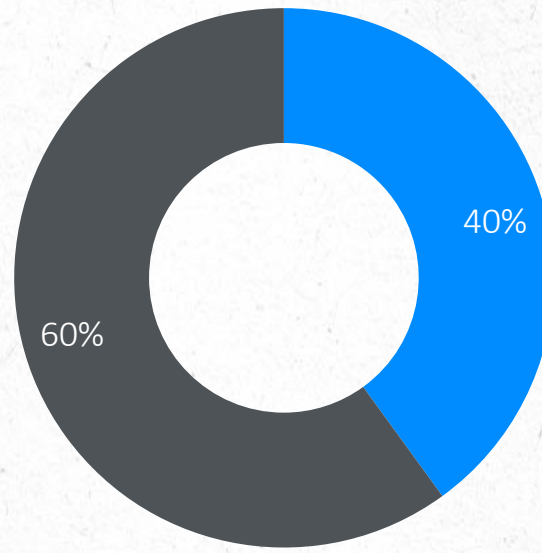
\*Based on gross revenues excluding deferred revenue, before adjusting for sales incentives



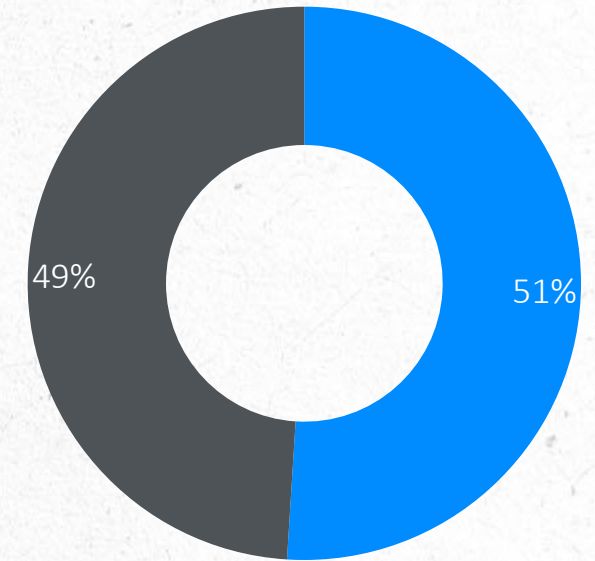
# Deconstructing **CURRENT BUSINESS**



FY 2021




FY 2025



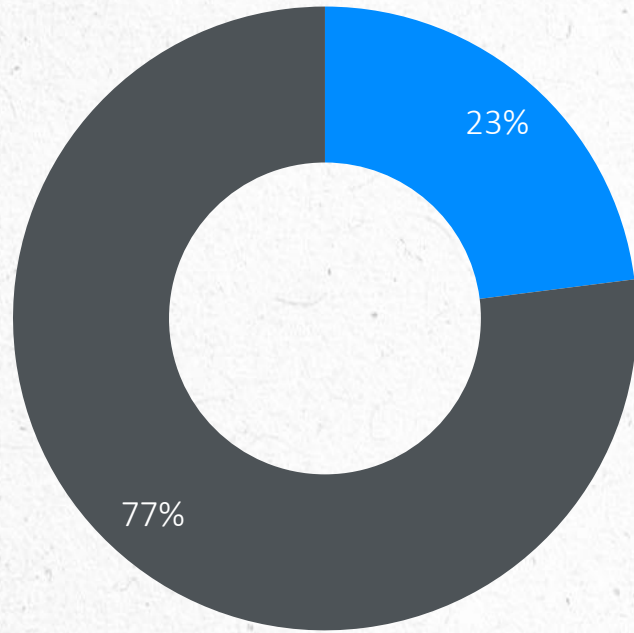
FY 2026

 Enterprise

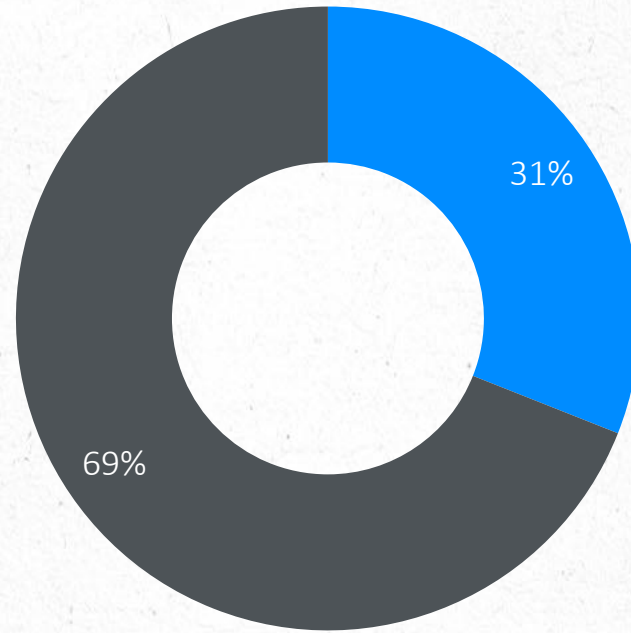
 Consumer



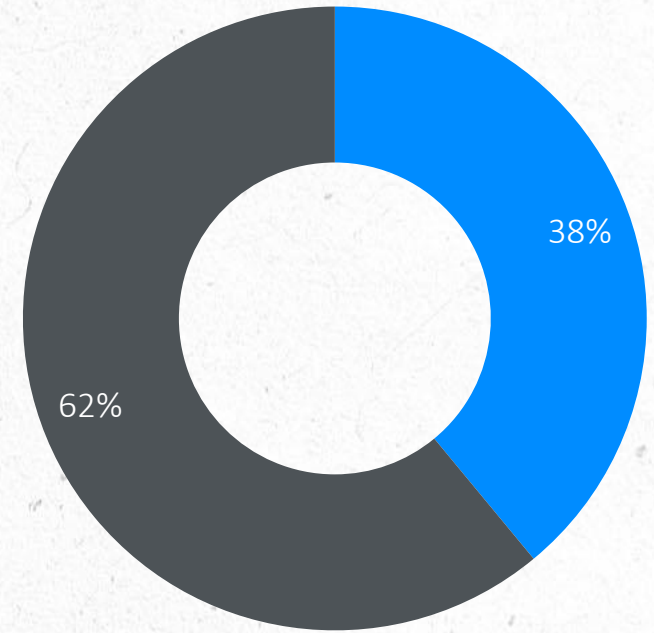
# Enterprise Business **CLOUD & ON-PREM**



FY 2024



FY 2025

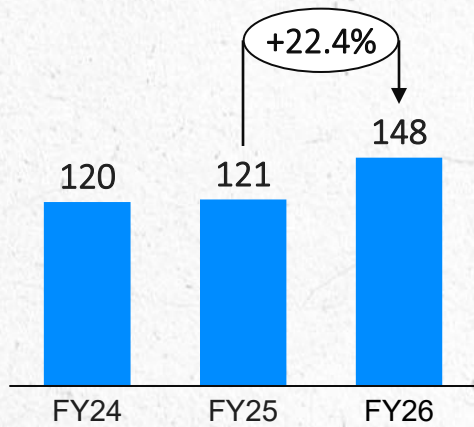


FY 2026

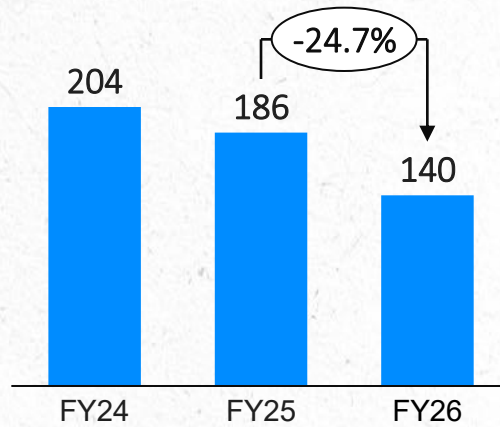


# Key Financial Highlights

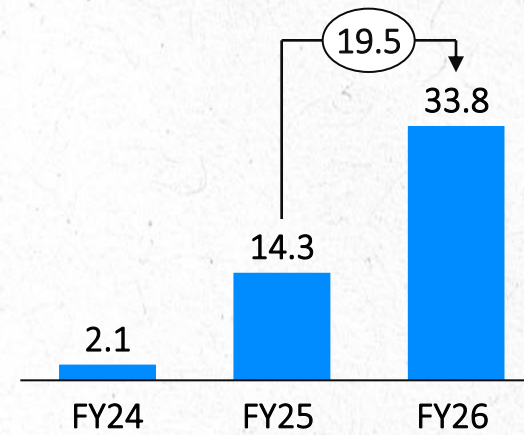
## Gross Revenue Enterprise



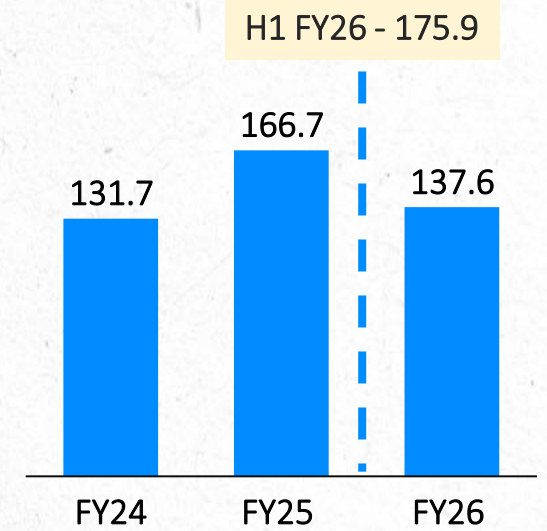
## Gross Revenue Consumer



## Total Deferred Revenue



## Total Overdues





Seqrite:

# ENTERPRISE ARM OF QUICK HEAL

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



FY16

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



FY23-24

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



FY26



FY17 – 22

SMB Market Capture & Leadership



FY25

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



# MARKETING CAMPAIGNS



DSCI Data Protection Summit 2026

Cybersecurity Training Program for BIRD (NABARD)



DPDP Readiness Webinar



SMB Partner Event - Kolkata

SECRITE [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](#)



 The Privacy Hour SECRITE

Alkan De Looz (Seqrte) Mayo

FEATURED EPISODE

### 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](#)

SECRITE **Seqrte**  
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



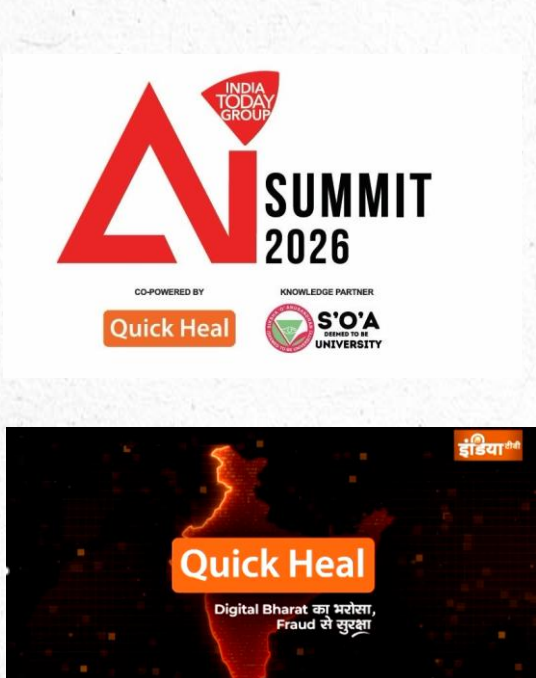
Consumer

# MARKETING CAMPAIGNS

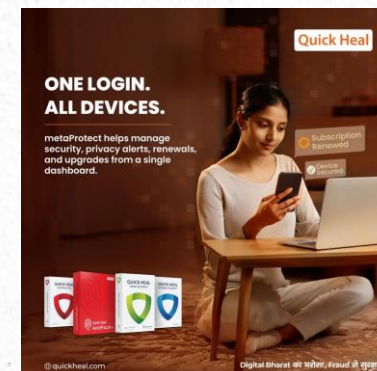
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Repositioning of the brand & amplification through 360-degree marketing

Alignment with Topicality (Key occasions/festive)



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



# Q4/FY26: FINANCIAL HIGHLIGHTS



# Consolidated P&L

PARTICULARS	Q4 FY25	Q3 FY26	Q4 FY26	FY25	FY26
<b>Revenue</b>	<b>65.1</b>	<b>71.5</b>	<b>48.7</b>	<b>279.5</b>	<b>261.0</b>
Direct Cost	1.8	2.9	4.2	8.0	10.6
<b>Gross Profit</b>	<b>63.3</b>	<b>68.6</b>	<b>44.5</b>	<b>271.5</b>	<b>250.4</b>
<b>Gross Margin</b>	<b>97.2%</b>	<b>95.9%</b>	<b>91.4%</b>	<b>97.1%</b>	<b>95.9%</b>
<b>Operating Cost</b>					
Research and Development	33.6	29.4	32.1	136.0	125.7
Sales and Marketing	23.8	21.0	26.9	86.6	91.5
General Administration	14.4	17.8	14.8	55.5	62.6
<b>Total Expenditure</b>	<b>71.8</b>	<b>68.2</b>	<b>73.8</b>	<b>278.1</b>	<b>279.8</b>
<b>EBITDA</b>	<b>(8.5)</b>	<b>0.5</b>	<b>(29.3)</b>	<b>(6.6)</b>	<b>(29.4)</b>
<b>EBITDA %</b>	<b>-13.0%</b>	<b>0.6%</b>	<b>-60.2%</b>	<b>-2.4%</b>	<b>-11.3%</b>
Depreciation	3.6	3.6	4.1	13.0	13.9
<b>EBIT</b>	<b>(12.1)</b>	<b>(3.1)</b>	<b>(33.4)</b>	<b>(19.6)</b>	<b>(43.3)</b>
Other Income	5.6	9.0	3.8	20.8	22.8
Finance Cost	(0.1)	(0.1)	(0.0)	(0.2)	(0.2)
<b>Profit Before Tax (PBT)</b>	<b>(6.6)</b>	<b>5.8</b>	<b>(29.7)</b>	<b>1.0</b>	<b>(20.6)</b>
Tax	(3.3)	(0.9)	(9.7)	(4.0)	(9.7)
<b>Profit After Tax (PAT)</b>	<b>(3.3)</b>	<b>6.6</b>	<b>(19.9)</b>	<b>5.0</b>	<b>(10.9)</b>
<b>PAT Margin</b>	<b>-5.0%</b>	<b>9.2%</b>	<b>-40.9%</b>	<b>1.8%</b>	<b>-4.2%</b>

All figures in INR Cr



# Balance Sheet

EQUITY AND LIABILITIES	Mar 31, 2025	Mar 31, 2026
<b>Equity</b>		
Equity Share Capital	54.0	54.2
Other Equity	387.5	382.3
<b>Total Shareholder Funds</b>	<b>441.5</b>	<b>436.5</b>
<b>Non-Current Liabilities</b>		
Employee benefit obligations	0.7	2.0
Other Non Current Liabilities	0.1	0.2
<b>Total Non-Current Liabilities</b>	<b>0.9</b>	<b>2.2</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	34.9	41.1
Other Financial Liabilities	1.8	4.5
Other Current Liabilities	27.9	42.2
Employee benefit obligations	18.1	20.5
<b>Total Current Liabilities</b>	<b>82.7</b>	<b>108.3</b>
<b>Total Equity &amp; Liabilities</b>	<b>525.0</b>	<b>547.0</b>

ASSETS	Mar 31, 2025	Mar 31, 2026
<b>Non-Current Assets:</b>		
Property, plant and equipment	83.2	87.6
Capital work-in-progress	0.1	0.0
Intangible assets	0.7	1.3
Investment Property	35.0	32.2
Right-of-use assets	0.3	1.1
<b>Non-current financial assets</b>		
Investments in MF, Tax-Free Bonds & others	7.3	7.5
Other Financial Asset	0.9	0.8
Deferred tax assets (net)	7.9	17.5
Income tax assets (net)	17.2	25.0
Other Non Current assets	1.4	5.3
<b>Total Non-Current Assets</b>	<b>153.9</b>	<b>178.3</b>
<b>Current assets:</b>		
Inventories	2.2	2.6
Investment in Mutual Fund	172.0	205.2
Trade and other receivables	166.7	137.6
Cash and Cash Equivalents	20.8	13.1
Bank Balance other than cash & cash equivalents	0.1	0.1
Other Financial Assets	1.3	1.1
Other Current assets	7.9	9.0
<b>Total Current Assets</b>	<b>371.1</b>	<b>368.7</b>
<b>Total Assets</b>	<b>525.0</b>	<b>547.0</b>

All figures in INR Cr

Previous period's figures have been regrouped wherever necessary



# Cashflow Statement

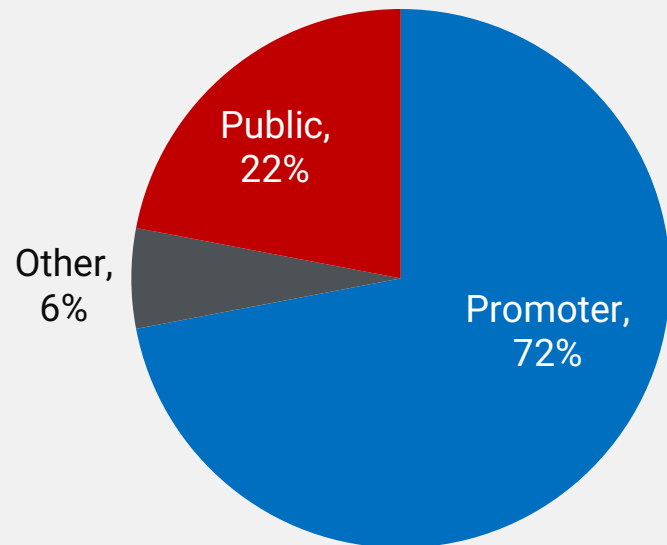
PARTICULARS	FY 25	FY 26
Net cash flow from / (used in) operating activities (A)	(22.3)	15.4
Net cash flow from / (used in) investing activities (B)	16.0	(25.7)*
Net cash flow from / (used in) financing activities (C)	(10.3)	2.8
<b>Net (decrease) in cash and cash equivalents (A+B+C)</b>	<b>(16.7)</b>	<b>(7.6)</b>
Cash and cash equivalents at the beginning of the period	37.5	20.8
Effect of exchange differences on cash and cash equivalents held in foreign currency	0.0	(0.1)
<b>Cash and cash equivalents at the end of the period</b>	<b>20.8</b>	<b>13.1</b>
<b>Components of cash and cash equivalents</b>		
Cash in hand	0.0	0.0
Balances with banks and cheques on hand	20.8	13.1
<b>Total cash and cash equivalents</b>	<b>20.8</b>	<b>13.1</b>

\* 'Net cash flow from / (used in) investing activities' includes investments in Mutual Funds of INR 22.3 Cr.

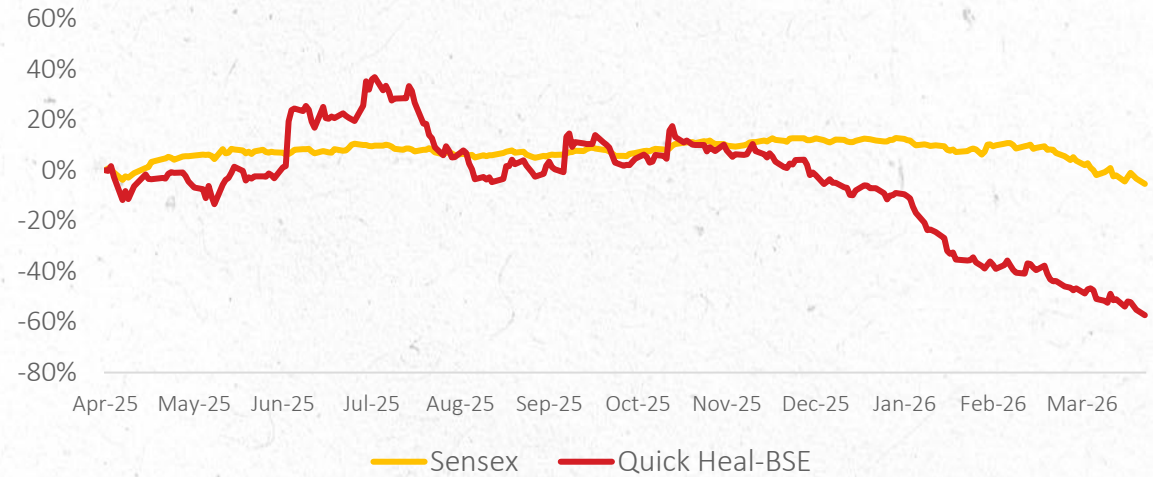


# Capital Market Data

Shareholding Pattern (as on 31<sup>st</sup> March 2026)



Stock Market Performance (as on 31<sup>st</sup> March 2026)



Price Data (as of 31<sup>st</sup> March 2026)

Face Value	10.00
Market Price	126.10
52 Week H/L	416.00/125.00
Market Cap (INR Mn)	6,840.35
Equity Shares Outstanding (Mn)	54.25
1 Year Avg. Trading Volume ('000)	391.12
1 Year Avg. Net Turnover (Mn)	124.21



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**Thank You**