

Quick Heal Technologies Third Quarter Revenue Grows 14%, Enterprise segment continues to grow in double digits

Q3 FY22 Highlights (YoY):

- Revenue at ₹796 mln up 14%
- EBITDA at ₹205 mln up 24%
- PAT at ₹143 mln up 6%
- EPS at ₹2.45 up 17%
- Continues to be a debt free company

Pune, January 24, 2022: Quick Heal Technologies Limited, one of the leading providers of cybersecurity and data protection solutions to consumers, businesses and government, reported its unaudited results for the quarter and nine months ended 31st December 2021.

Consolidated Financial Highlights:

Particulars (₹ million)	Q3 FY22	Q3 FY21	YoY Change
Revenue	796	699	13.9%
EBITDA	205	165	24.4%
EBITDA Margin	25.7%	23.6%	216bps
PAT	143	135	6.1%
PAT Margin	17.9%	19.3%	(132bps)
Diluted EPS (₹)	2.45	2.09	17.22%

Dr. Kailash Katkar, Managing Director and Chief Executive Officer, Quick Heal Technologies Limited, said, “We delivered a robust third quarter in terms of revenue, subscribers, profitability and cash flow which is a testament to our team’s strong execution. Our continued commitment to secure our customers’ ever-increasing online footprint helped us add 818 thousand new subscribers. The growth in enterprise segment has been promising and we expect the momentum to continue in the coming quarters.

In line with our strategy to boost market share, we continue to invest in R&D and strengthen leadership team that will enable us to launch next-generation solutions in the coming quarters,” he added.

Mr. Navin Sharma, Chief Financial Officer, Quick Heal Technologies Limited, said, “We delivered solid results in Q3, as continued strong demand for our cybersecurity products across our diversified global go-to-market channels, coupled with our focus on operational discipline, resulted in 14% Y-o-Y growth in Revenue and 24% Y-o-Y growth in EBITDA. In line with our continued focus on R&D and innovation, we spent 27% of revenues as R&D during the quarter. Our balance sheet remains strong with zero debt and cash and cash equivalents of ₹ 3,275 mln as on 31st December 2021. We are committed to driving shareholder value by growing profitability across both of our segments and driving solid Unlevered Cash Flow.”

Segmental performance for the quarter ended 31st December 2021:

- ✓ Retail segment revenue stood at ₹652 million as compared to ₹603 million in the corresponding period of the previous year, up 8.1% YoY.
- ✓ Enterprise and Government segment revenue stood at ₹201 million as compared to ₹180 million in the corresponding period previous year, up 11.3% YoY.

Key updates for the quarter:

- Quick Heal has appointed Mr. Navin Sharma, with over 18 years of experience in manufacturing and software industry, as the CFO to drive the company's financial performance and bring greater rigor to the company's ongoing investments in next-generation technologies and M&A initiatives.
- Seqrite Endpoint Security has been EPS accredited with "Advanced Approved Endpoint Protection" Certificate and the AV Test certification for top product for the second time in a row.
- Seqrite has been certified and approved for its endpoint anti-malware solution by ICSA labs
- Quick Heal has worked extensively in helping the community at large by donating mobile clinics in the aspirational districts of Hazaribagh & Bundelkhand identified by PMO office, helping school kids in Maharashtra through mental wellness program and creating cyber awareness in college students through innovative methods like street plays.

About Quick Heal Technologies Limited

Quick Heal Technologies Limited is one of the leading providers of Cybersecurity and Data Protection Solutions with a strong footprint in India and an evolving global presence. Incorporated in the year 1995, with a registered office in Pune, it is an all-round player in cybersecurity with presence in B2B, B2G and B2C segments and multiple product categories – endpoints, network, data and mobility.

It helps in simplifying security by delivering the best-in-class protection against advanced cyber-threats to millions of its customers and enterprises. Quick Heal's portfolio includes solutions under the widely recognized brand names 'Quick Heal' and 'Seqrite' across various operating systems and devices.

For more information about the Company, please visit our website www.quickheal.co.in

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This document may contain forward-looking statements about Quick Heal Technologies Limited, which are based on the beliefs, opinions, and expectations of the company's management as the date of this press release and the companies do not assume any obligation to update their forward-looking statements if those beliefs, opinions, expectations, or other circumstances should change. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

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