



# QUICK HEAL TECHNOLOGIES POSTS ITS Q1-FY23 RESULTS WITH ~50% YOY GROWTH IN THE ENTERPRISE SEGMENT

Q1-FY23 Highlights:

- Revenue at ₹61.1 Cr
- EBITDA at ₹1.1 Cr
- PAT at ₹0.2 Cr
- Proposed Buyback: ₹150 Cr

**Pune, July 21, 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 ended 30th June 2022.

CONSOLIDATED FINANCIAL HIGHLIGHTS:

Particulars (INR Cr)	Q1-FY23	Q1-FY22	YoY Change
Revenue	61.1	54.8	11.5%
EBITDA	1.1	5.2	(79.8%)
EBITDA Margins	1.72%	9.47%	(775) bps
PAT	0.2	6.2	(97.1%)
PAT Margin	0.29%	11.26%	(1,097) bps

**Dr. Kailash Katkar, Managing Director and Chief Executive Officer, Quick Heal Technologies Limited, said,** “Our 1st quarter results show an improved YoY double digit growth in Revenue. The Enterprise segment continues its strong momentum because of our years of hard work on the R&D and customer centricity. We have set up a strong customer base in the SMB segment in India through years of S&M efforts. With the new products releases and our shift towards large Enterprise, the future looks far more promising. Our newly launched ZTUA product was able to garner traction and acquired first customer in this quarter, which further solidifies our belief,” he added.

**Mr. Navin Sharma, Chief Financial Officer, Quick Heal Technologies Limited, said,** “We have delivered strong growth in revenues within Q1-FY23, through continued demand for our products. The enterprise segment has already become one-third of our overall business and has grown by ~50% YoY. We are continuing to invest heavily into R&D and S&M for future. We have seen early successes and are very confident of the future growth. We are committed to driving shareholder value by growing profitability across both of our segments and driving solid Unlevered Cash Flow. We have constantly rewarded our shareholders through buyback and dividend distribution programs and have returned INR 436 Cr to our shareholders since FY20,” he added.

We have proposed a buyback of INR 150 Cr for our shareholders.

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SEGMENTAL PERFORMANCE FOR THE QUARTER ENDED 30TH JUNE 2022:

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- Retail segment revenue stood at ₹42.8 Cr with a flattish trajectory compared to the similar period last year.

- Enterprise and Government segment revenues stood at ₹21.6 Cr as compared to ₹14.5 Cr in the same period of the corresponding year, up 49.1% YoY.

KEY UPDATES FOR Q1FY23:

- Consolidated revenues grew by 11.5% YoY driven by ~50% YoY growth in Enterprise business.
- Recorded few early key customers deal wins for the newly launched Seqrite products.
- R&D expenses increased by 38.6% YoY due to continuous investments made in R&D on new and existing products to drive future growth.
- Sales and Marketing spends increased by 9.2% on a YoY basis
- Onboarded Ashish Pradhan as Chief Technology Officer and Sudhanshu Tripathi as VP and Head – Marketing & Growth to drive the company’s vision.
- Began engagement with one of the top 3 global consulting companies to develop a long-term strategic growth plan for the company.

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](http://www.quickheal.co.in)

SAFE HARBOR STATEMENT

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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