

FOR IMMEDIATE RELEASE

Quick Heal Technologies Limited announces FY 2020 Results

PUNE, May 21, 2020: Quick Heal Technologies Limited (“Quick Heal”), one of the leading providers of cybersecurity and data protection solutions to consumers, businesses and Government, reported its audited results for the full year ended 31st March 2020.

Consolidated Financial Highlights:

Particulars (Rs. million)	FY19	FY20	YoY Change
Revenue	3,149	2,861	-9.14%
EBITDA	1,279	914	-28.54%
EBITDA Margin	40.61%	31.94%	-867 bps
PAT	918	744	-18.96%
PAT Margin	29.16%	26.01%	-315 bps

Mr. Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited, said; “COVID-19 has severely disrupted the economy and its impact was visible on our performance with overall decline in Q4 sales which, historically, has been a strong quarter for us. During the quarter, we witnessed threat actors riding on the COVID-19 wave to target consumers and businesses working remotely. I’m extremely proud of the way we handled these attacks and ensured a safe and seamless digital experience for our customers. In these testing times, we remain deeply committed to providing a high level of digital security to our customers, maintain operational excellence and continue to deliver innovative solutions to grow our business in future.”

Mr. Nitin Kulkarni, Chief Financial Officer, Quick Heal Technologies Limited, added “Our financial performance for the year and quarter were impacted due the lock down imposed due to COVID-19 and the corresponding disruptions to our business. We continue to maintain financial discipline with several cost control measures underway. Our balance sheet remains strong with zero debt and a cash and cash equivalents of around Rs 387 cr.”

Segmental Performance for full year ended 31st March 2020

- Retail segment revenue at Rs. 2,422 million as compared to Rs. 2,604 million in the corresponding period of the previous year. Average realization per license grown 12% for the year
 - ✓ Contributes 80% to total Revenue



- Enterprise and Government segment revenue at Rs. 609 million as compared to Rs. 701 million in the corresponding period previous year. Average realization per license grown 10% for the year.
 - ✓ Contributes 20% to Total Revenue.

Key updates for the quarter:

- Fino Payments Bank selected Seqrite mSuite to power its Workforce Mobility – The solution empowers Fino's mobile workforce to access enterprise data and applications on the go while enabling IT teams to securely manage and control the devices

About Quick Heal Technologies Limited

Quick Heal Technologies Limited is one of the leading providers of IT Security 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 a 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

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.

For further details please contact

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