

Quick Heal Technologies posts its Q4 and FY22 results with strong growth in the Enterprise segment

FY22 Highlights:

- Revenue at ₹342 Cr
- EBITDA at ₹107 Cr
- PAT at ₹83 Cr
- Proposed Dividend: ₹4.5 per share
- Continues to be a debt free company with strong cash balance of ₹ 359 Cr

Pune, May 05, 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 full year ended 31st March 2022.

Consolidated Financial Highlights:

Particulars (₹ Cr)	FY22	FY21	YoY Change
Revenue	342	333	2.7%
EBITDA	107	141	(24.5%)
EBITDA Margin	31.3%	42.5%	(1121bps)
PAT	83	107	(22.2%)
PAT Margin	24.3%	32.1%	(778bps)

Dr. Kailash Katkar, Managing Director and Chief Executive Officer, Quick Heal Technologies Limited, said, “Our 4th quarter and full year results continues to be strong. We have delivered growth in our revenues despite 2 waves of Covid hitting the country largely during the year. We have launched couple of new age tech products in the year to suit the needs of our Enterprise customers and have similar in pipelines in the next couple of years.

Our strategy is to grow multifold in the years to come and we are taking right steps towards it. We have started investing heavily into our R&D and S&M through this year catering to the right offering to the customers into the right market through best channels,” he added.

Mr. Navin Sharma, Chief Financial Officer, Quick Heal Technologies Limited, said, “We have delivered robust results in FY22, through continued strong demand for our products. The enterprise business which we incubated few years ago has caught momentum and has crossed an ARR of 100Cr for the first time and has grown by 23% YoY and 33% QoQ. We are investing more than 50% of our revenues for the future growth. R&D investments for the year stands at 26% while the S&M stands at 24%. Our balance sheet remains strong with zero debt and cash and cash equivalents of ₹ 359 Cr as on 31st March 2022. We are committed to driving shareholder value by growing profitability across both of our segments and driving solid Unlevered Cash Flow. We have proposed a dividend of ₹4.5 per share in line with our dividend distribution policy”

Segmental performance for the quarter ended 31st March 2022:

- ✓ Retail segment revenue stood at ₹287 Cr as compared to ₹299 Cr in the previous year despite spillover revenue of ₹30 Cr in the last year.
- ✓ Enterprise and Government segment revenue stood at ₹82Cr as compared to ₹66 Cr in the corresponding year, up 23.4% YoY.

Key updates for Q4FY22/FY22:

- Enterprise business grew by 23.4% YoY for the full year FY22, with an ARR (Annualised Revenue Run Rate) of ₹107 Cr
- Removing the impact of spillover revenue, retail business grew by 6% for the full year
- Couple of new age tech beta products launched for the Enterprise cybersecurity customers with continual upgrades of existing product lines in the Retail & Enterprise space.
- Completed buyback at Rs 245 per share, amounting to an aggregate of Rs 155 Cr.
- Quick Heal has continued its efforts in the quarter towards serving the community by donating 3 mobile clinics in Bihar, Nagpur & Indore, 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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