

FOR IMMEDIATE RELEASE

## Quick Heal Technologies Limited announces H1FY21 Results

- EBITDA up 17.6% to ₹712 mln with EBITDA margins expanding to ~45.1%
- PAT Margin improves to ~34.07%

**Pune, November 6, 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 reviewed and unaudited results for the half year ended 30<sup>th</sup> September 2020.

### Consolidated Financial Highlights:

The Company delivered good performance despite the macroeconomic risks arising from the Covid-19 pandemic situation.

Particulars (₹ million)	Q2FY21	Q1FY21	Q-o-Q Change	H1FY21	H1FY20	Y-o-Y Change
Revenue	844.13	734.62	14.91%	1,578.75	1,561.77	1.09%
EBITDA	390.86	321.36	21.63%	712.22	605.82	17.56%
EBITDA Margin	46.30%	43.75%	255 bps	45.11%	38.79%	632 bps
PAT	288.35	249.58	15.53%	537.93	486.33	10.61%
PAT Margin	34.16%	33.97%	19 bps	34.07%	31.14%	293 bps

**Dr. Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited,** said; *“We have delivered good performance despite the uncertainties posed by the Covid-19 pandemic. We recorded marginal revenue growth for the first half, however, EBITDA has grown strongly by 17.6%. Our enterprise business has picked up with a growth of 5% in Q2 as compared to last year. The recent discovery of ‘Operation SideCopy’, an Advanced Persistent Threat (APT) targeting defence forces, is a testament to our prowess in uncovering previously unseen and highly sophisticated threats. I am also happy to update that we have further strengthened our R&D leadership team with the appointment of global experts to drive expansion of next-generation security products and solutions.”*

**Mr. Nitin Kulkarni, Chief Financial Officer, Quick Heal Technologies Limited,** added *“We delivered good performance during volatile times as India slowly came out of the lockdown and we were able to*

*resume our operations. Our margins have improved in H1 due to better overhead management and continuous cost optimisation efforts. We were able to manage our working capital in an efficient way which has resulted in better cash flow. Our balance sheet remains strong with zero debt and a cash and cash equivalents balance of Rs 448 cr.”*

#### **Segmental Performance for half year ended 30<sup>th</sup> September 2020**

- ✓ Retail segment revenue at ₹1,435 million compared to ₹1,336 in H1FY20. Retail segment contributed 83.5% to total revenue in H1FY21
- ✓ Enterprise and Government segment revenue at ₹284 million compared to ₹317 mln in H1FY20. Enterprise segment contributed 16.5% to total revenue in H1FY21

#### **Key updates for the quarter:**

- [Quick Heal Security Labs uncovered a new Advanced Persistent Threat \(APT\) targeting India's Defence Forces](#). Dubbed as 'Operation Sidecopy', threat actors behind this campaign were found misleading the security community by copying Tactics, Techniques, and Procedures (TTPs) that pointed at the Sidewinder APT group. However, researchers at Quick Heal Security Labs discovered strong evidence of 'Operation Sidecopy', having potential links with Pakistan backed – Transparent Tribe group. This is a breakthrough discovery making Quick Heal Technologies the first cybersecurity company to expose the real identity of these threat actor
- Quick Heal Technologies has further strengthened its R&D leadership team with the appointment of global experts, Mr. Sanjay Agrawal and Mr. Bibhuti Kar as Chief Product Officer and Head of Research and Development respectively
- Quick Heal Technologies appointed Air Marshal (Retd) Bhushan Nilkanth Gokhale as Additional Independent Director with effect from August 12, 2020

#### **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 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



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