Quick Heal

Security Simplified

INVESTOR PRESENTATION

Q1 FY21

August 2020

Safe Harbor

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Quick Heal
Security Simplified
SEQRITE
Enterprise Cybersecurity Solutions by Quick Heal

Agenda

01	Q1FY21 Earnings Highlights
02	Company Overview
03	Industry Overview
04	The Quick Heal Advantage
05	Q1FY21 Earnings

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Security Simplified

SEQRITE
Enterprise Cybersecurity Solutions by Quick Heal

Q1FY21 EARNINGS HIGHLIGHTS

Q1FY21 Earnings Highlights

Financial performance for Q1FY21 has improved compared to the previous quarter. We are observing demand returning to normalcy in the Retail market but demand in the MSME market continues to be lacklustre.

REVENUE

Q1FY21 Revenue at

₹ **735** mln

up 27.5% from ₹ 576 mln in Q1FY20

Retail 87%

Enterprise + Government 13%

EBITDA

Q1FY21 EBITDA at

₹ **321** mln

up 150.6% from ₹ 128 mln in Q1FY20

EBITDA margin at

43.8%

in Q1FY21 up 2,149bps from 22.3% in Q1FY20

PAT

Q1FY21 PAT at

₹ **250** mln

up 109.8% from ₹ 119 mln in Q1FY20

PAT margin at

34.0%

In Q1FY21 up 1,331bps from 20.7% in Q1FY20

Average revenue per licence for Q1FY21:

Retail at

₹ **446**

Down 19.2%% from Q1FY20

Enterprise at

₹ **661**

Up 12.1% from Q1FY20

Despite Covid-19 impact, we have added 3 new enterprise customers with more than 500 users in Q1FY21

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SEQRITE
Enterprise Cybersecurity Solutions by Quick Heal

COMPANY OVERVIEW

Company at a glance

25+ Years
of Innovation in Cybersecurity Industry

Debt Free
Balance Sheet

₹ 735 mln
Q1FY21 Revenue

43.8%
Q1FY21 EBITDA

Comprehensive
Product Portfolio

Presence across
B2C, B2B & B2G segments

Strong
Distribution Footprint
across India

State-of-the-art
R&D Centre

Vision

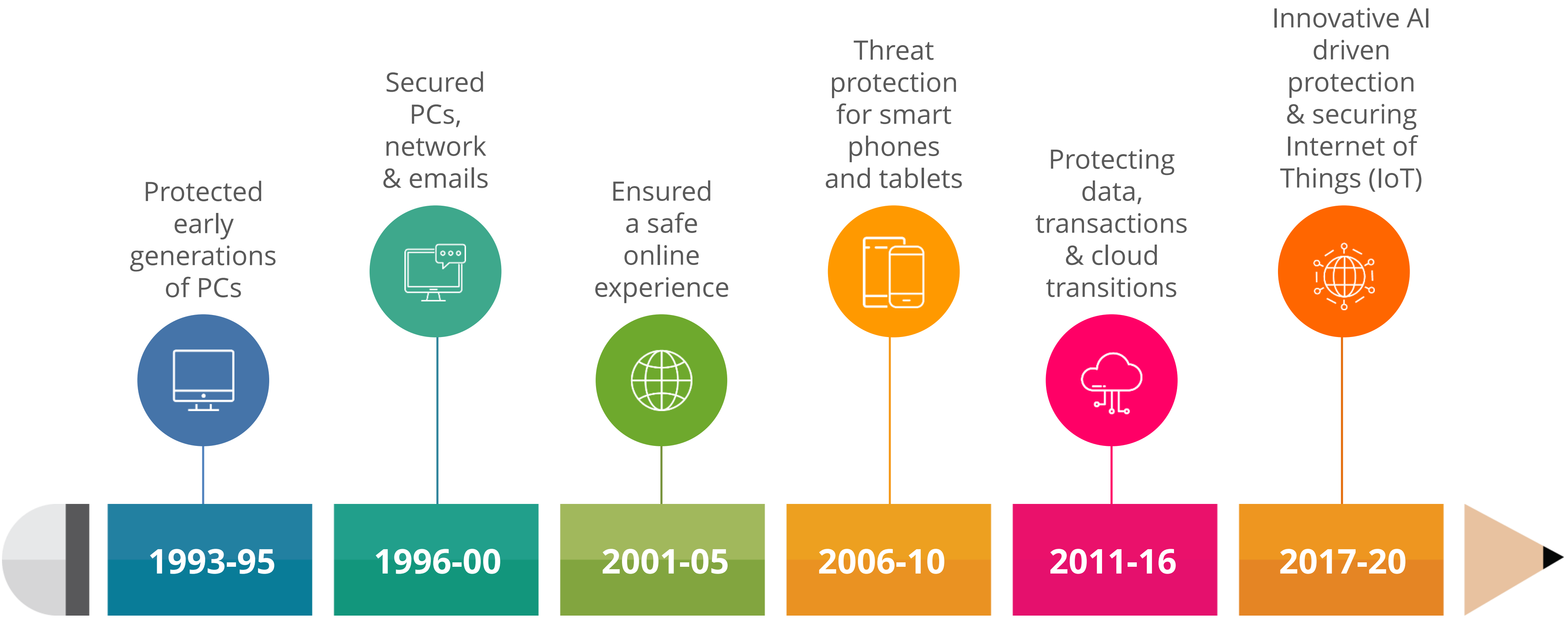
To be the trusted global leader in securing the digital world

Mission

Secure our customers by providing innovative, most preferred and valued security solutions, services and knowledge

Protect information and interactions on all types of networks, devices & things globally

Build a healthy business and organization



Over 25 years
of simplifying security

Scripting a new success story
In the cyber security industry

Quick Heal

₹ 668 mln
Q1FY21 Revenue*

SEQRITE

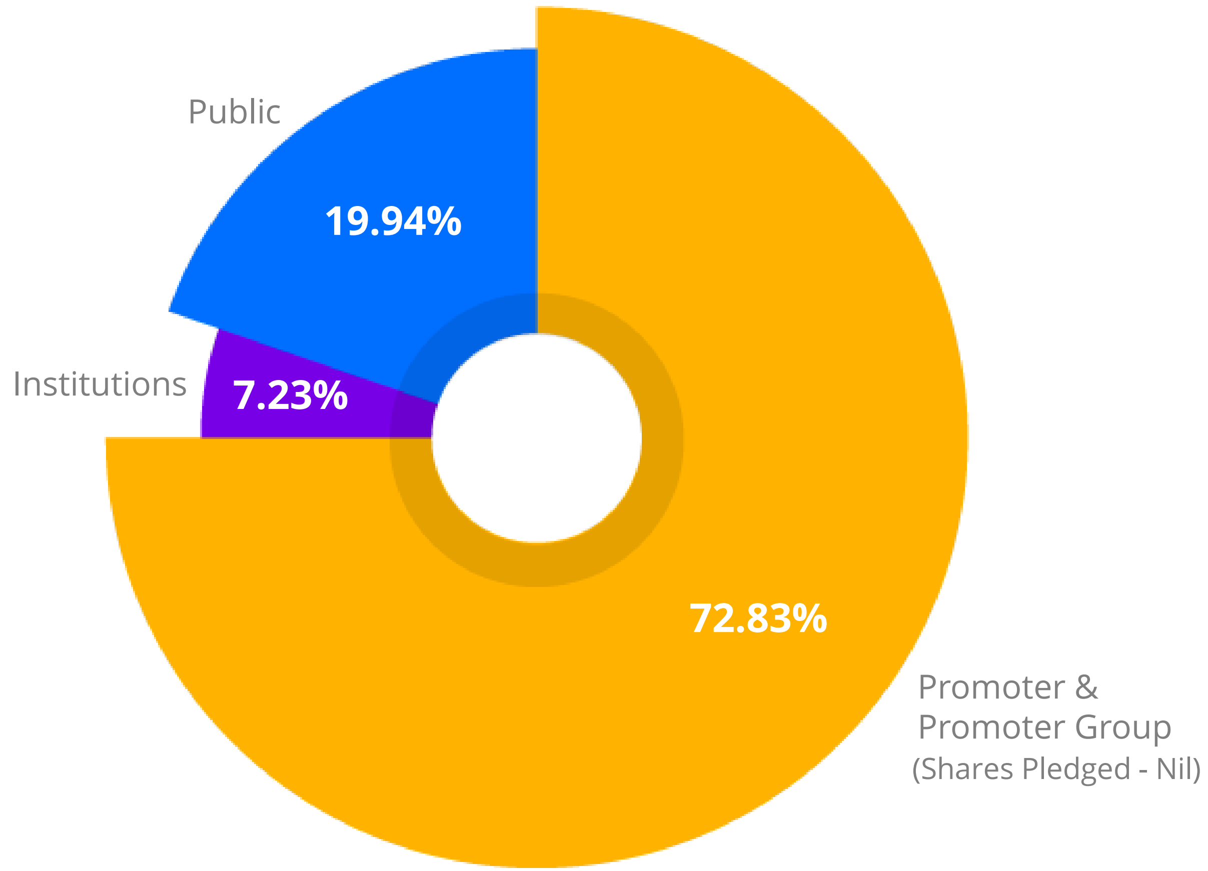
₹ 104 mln
Q1FY21 Revenue*

*Based on net revenues before adjusting for sales incentives

- India's first listed cybersecurity products company
- A "Make in India" product configured to secure countries, cities and companies
- Quick Heal – undisputed leader in the retail segment
- Seqrite making inroads in the SMB & enterprise segment
- Quick Heal Security Labs - a team of highly efficient security researchers, analysts and engineers leverages a combination of AI, cloud and patented technologies to deliver timely and advanced protection
- Solutions to secure across platforms

Shareholder information

Shareholding structure – 30th June 2020



Shareholder Information (as on 30th June 2020)

NSE Ticker	QUICKHEAL
BSE Ticker	539678
Market Cap (INR mln)	7,435
% Free-float	27.17%
Free-float market cap (INR mln)	2,020
Total Debt (INR mln)	-
Cash & Cash Equivalents (INR mln)	3,872
Enterprise Value (INR mln)	3,563
Shares Outstanding	6,42,03,618
3M ADTV (Shares)*	4,35,689
3M ADTV (INR mln)*	48.4
Industry	IT Software Products

*Source: NSE

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INDUSTRY OVERVIEW

2019(Calendar Year) Cyber threat landscape shows that…

2019 detection statistics

1.08 Billion Malware
Per day: 29,79,258
Per Hour: 1,24,136
Per Minute: 2,069

4.5 Million Ransomware
Per day: 12,352
Per Hour: 515
Per Minute: 9

125 Million Exploit
Per day: 3,43,699
Per Hour: 14,321
Per Minute: 239

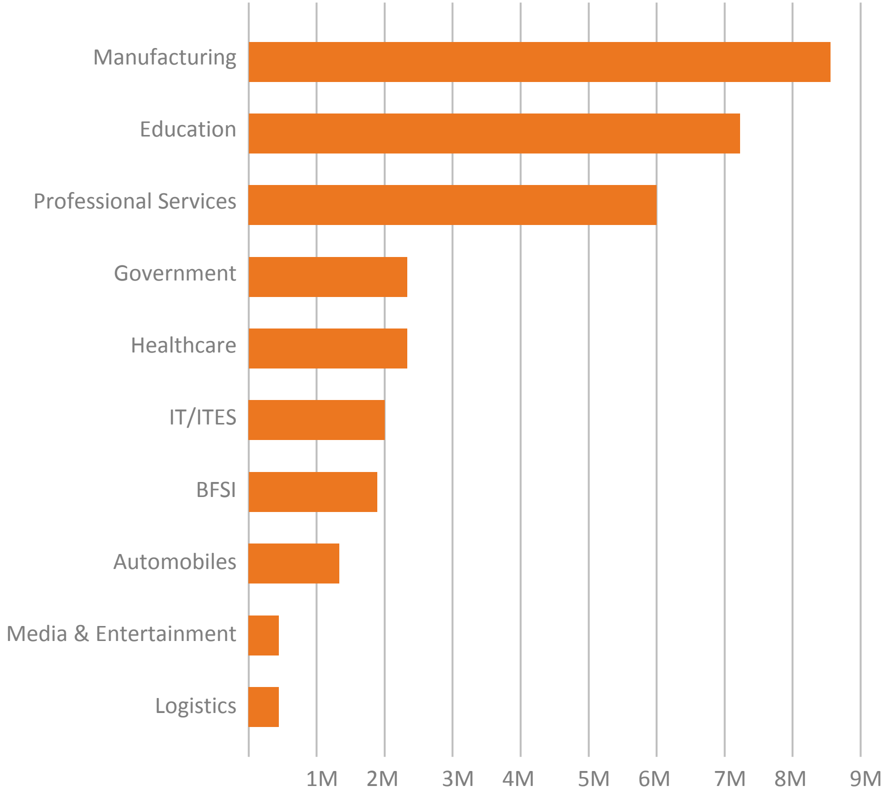
90 Million PUA & Adware
Per day: 2,46,539
Per Hour: 10,272
Per Minute: 171

16 Million Cryptojacking
Per day: 44,704
Per Hour: 1,863
Per Minute: 31

16 Million Infector
Per day: 471,408
Per Hour: 19,642
Per Minute: 372

Source: Quick Heal Annual Threat Report 2020

Industries most at risk



Source: Seqrite Threat Report 2020

States most affected

High
- Maharashtra
- Delhi NCR
- West Bengal
- Karnataka
- Gujarat
- Uttar Pradesh
- Tamil Nadu
- Rajasthan
- Telangana
- Madhya Pradesh
- Haryana
- Kerala
- Odisha
- Andhra Pradesh
- Bihar
- Punjab
- Himachal Pradesh
- Uttarakhand
- Chandigarh
- Kashmir
- Chhattisgarh
- Assam
- Jharkhand
- Goa

Low

...cyber-attacks continue to grow in scale and sophistication...

Detection statistics for Mobile

Malware: 639K
Per Day: 1,752
Per Hour: 73
Per Minute: 1.22

Adware: 125K
Per Day: 344
Per Hour: 14
Per Minute: 0.24

PUA: 360K
Per Day: 987
Per Hour: 41
Per Minute: 0.69

₹ 140 mln

The Average cost of a data breach in India.

An increase of **9.4%** from 2019

Source: IBM

Cyber-attacks that grabbed headlines NEW

India facing more cyber attacks from China and Pakistan since lockdown

Cybercrime in India surges amid lockdown

Twitter says spear-phishing attack on employees led to breach

WHO reports five fold increase in cyber-attacks, urges vigilance

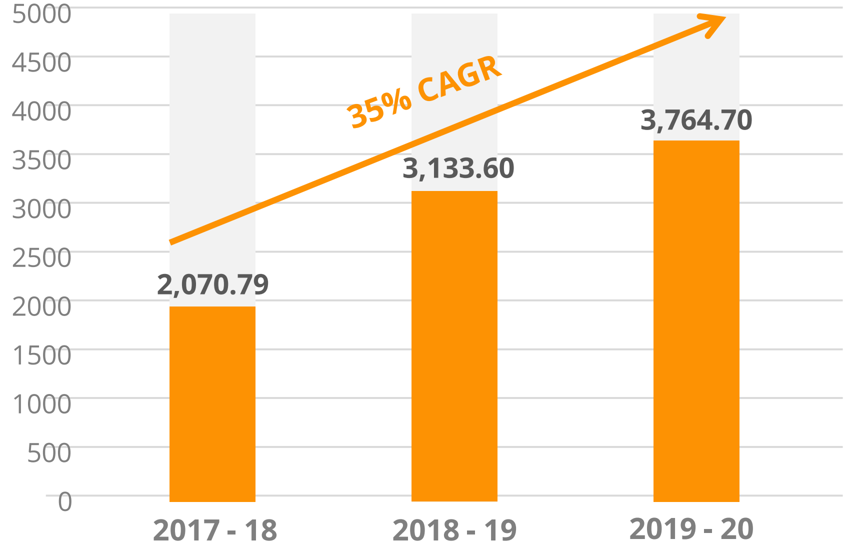
Dunzo data breach contained personal info of 3 million accounts

CERT-In warns of BlackRock Android Malware

Source: Reputed News Outlets

...together with rapid growth in India's digital adoption...

Digital Transactions – INR Crore



Current Data – From 2017-18 to 2019-20

India in Numbers

500million+
Internet users

450million+
Smartphone users

1.26b
People enrolled in the world's largest unique digital identity program

48.48%
Internet penetration in India in 2019

400m
Users engaged in social media

10.37GB
Average Wireless Data Usage per wireless data subscriber per month in 2019

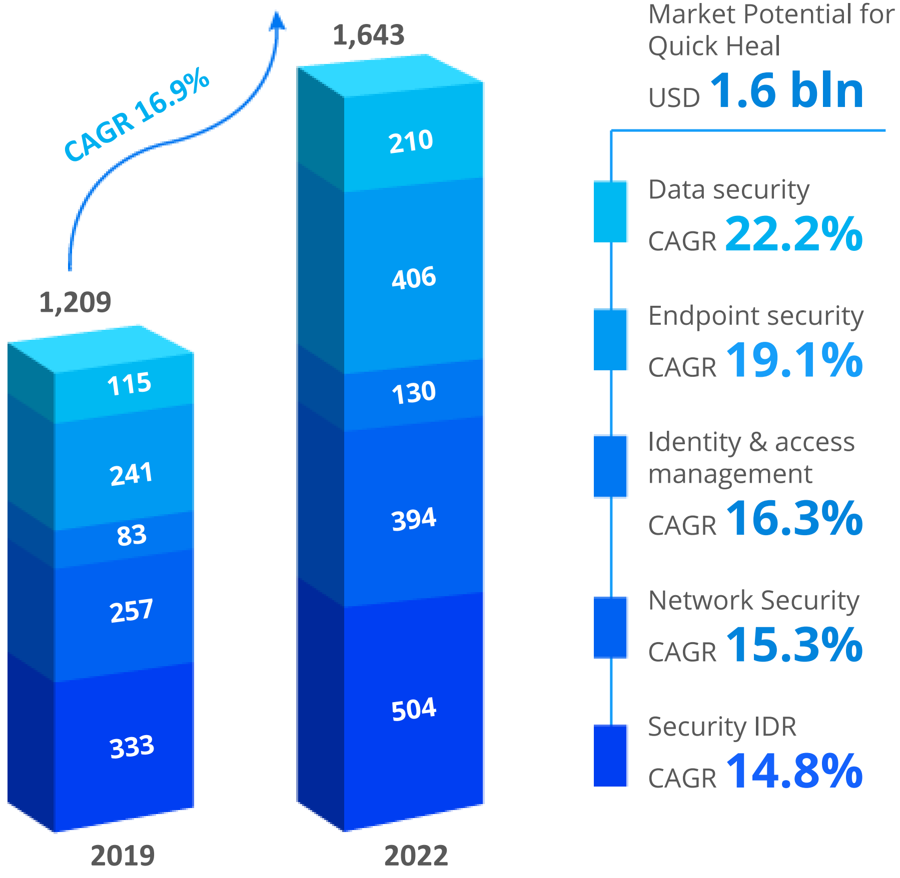
19b
Application downloads in 2019

Rs.6.98
Average cost to subscriber per GB wireless data

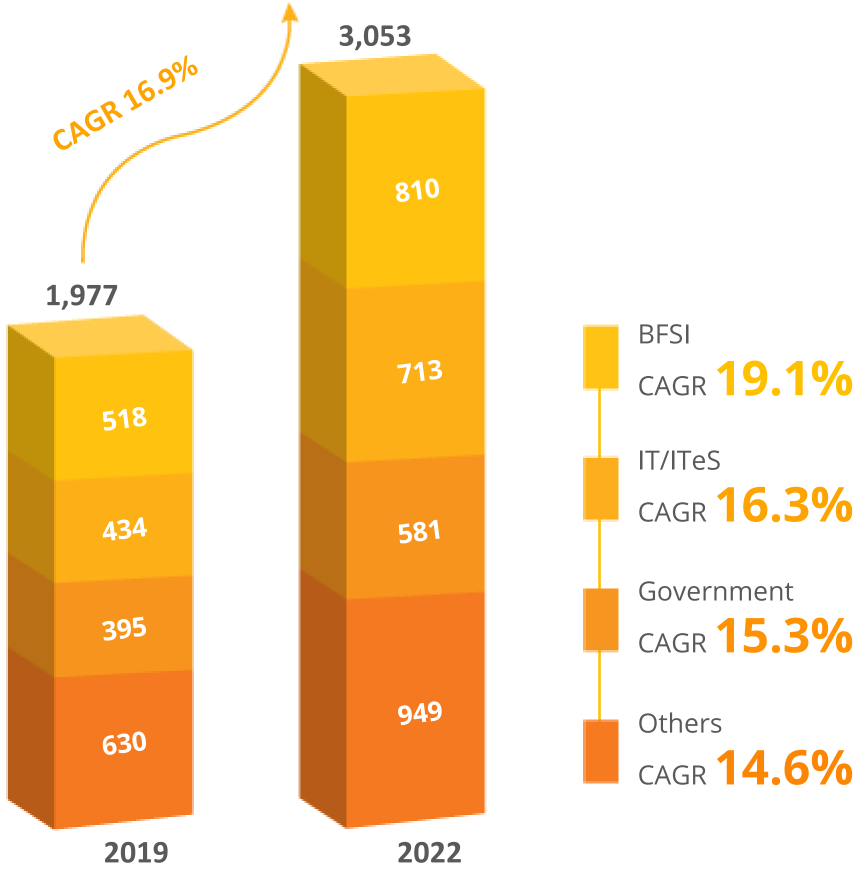
Source: The Ministry of Electronics and Information Technology, TRAI, Government of India, Statista, Google report – Insights for Brands, KPMG Report – Fintech In India

...is expected to increase Cybersecurity spending in India

Expected growth of Cybersecurity products in India
(USD mln)



Expected sectoral expenditure on Cybersecurity
(USD mln)



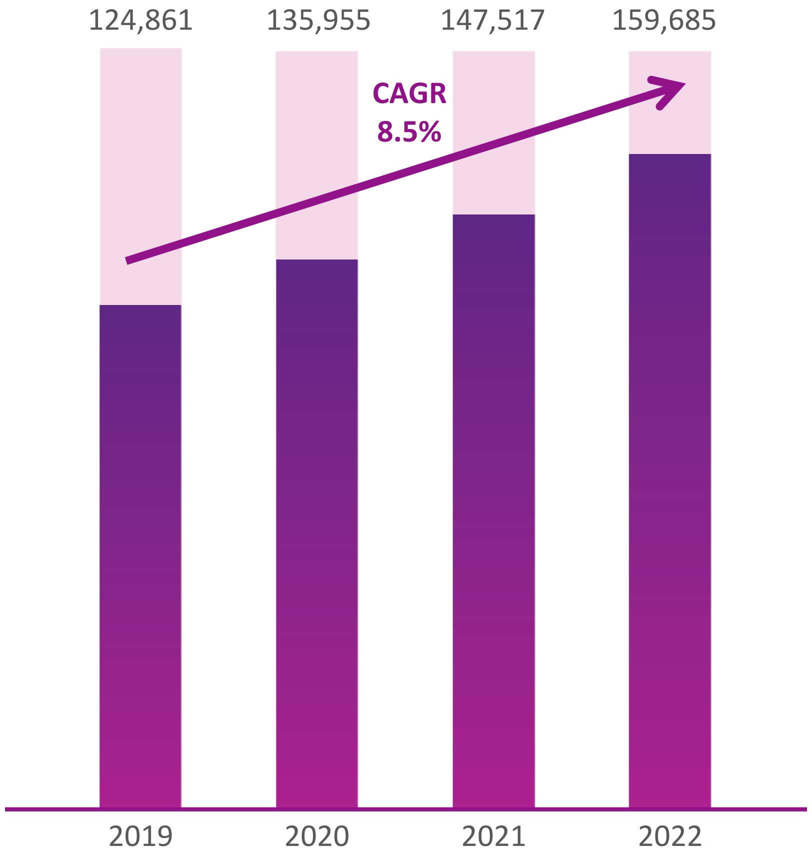
Cybersecurity market in India is expected to grow at ~16% CAGR between 2019 to 2022 and become a $3 bln market with security product market estimated to grow at ~17% to become $1.6 bln market. Quick Heal is well placed to capitalise on this opportunity.

Source: PWC & DSCI report – Cyber Security India Market

Global cybersecurity market
along with cyber threat predictions for 2020

Globally cybersecurity market to grow at 8.5% CAGR

($ mln)



Source: Gartner

Threat Predictions for 2020

01 Increase in web skimming attacks

02 Look out for more Bluekeep-like wormable exploits

03 Deepfakes to cyber-frauds

04 APT attacks on critical infrastructures

05 Increase in threat landscape because of 5G

06 Attacks against Windows 7 to increase

07 Increased use of LOLBins

08 Increase in Office Macro-based attacks over office exploits

09 Ransomware to darken the cloud

Source: Seqrite Threat Report 2020

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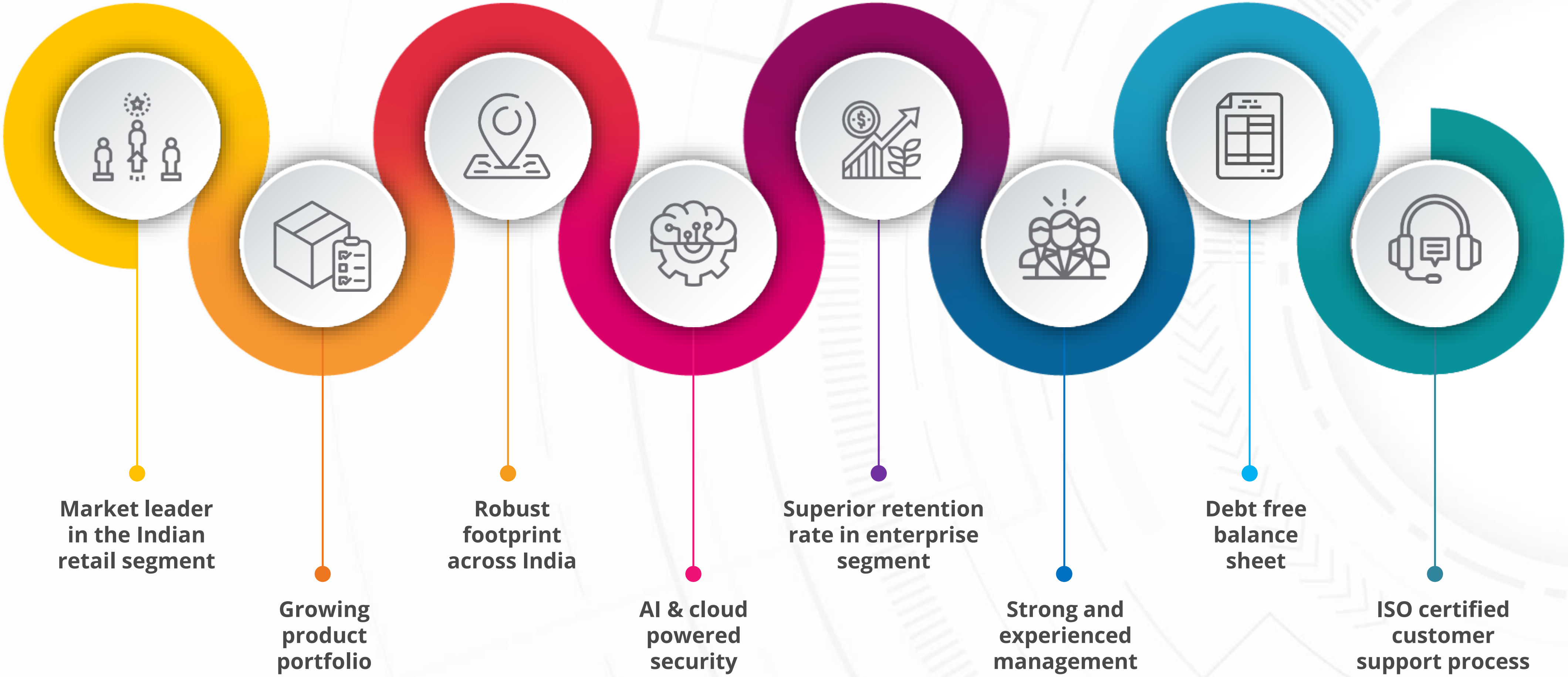
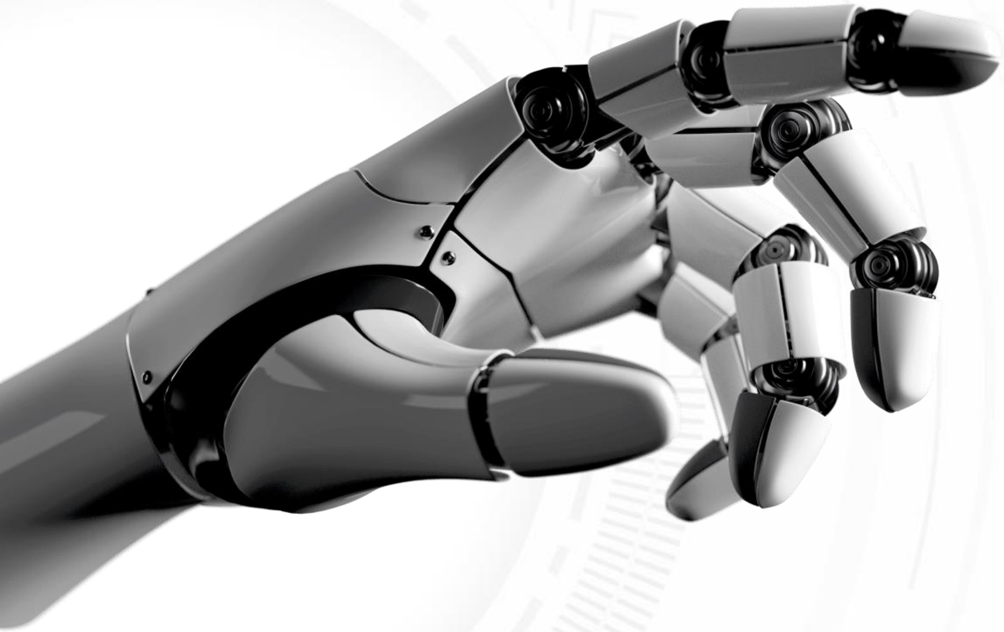
THE QUICK HEAL ADVANTAGE

Quick Heal is well positioned to leverage its strengths to capture the future opportunities



Strong threat detection and prevention capabilities…



GoDeep.AI

*Powers **SIGNATURE-LESS** and **SIGNATURE-BASED** detections*

Our best and the most innovative malware hunting engine brings together the best of the best!

- Advanced DNA Scan
- Patented Behavior Detection System
- Multilayered Defense
- Seed Analysis
- Cloud Based Deep Learning Module

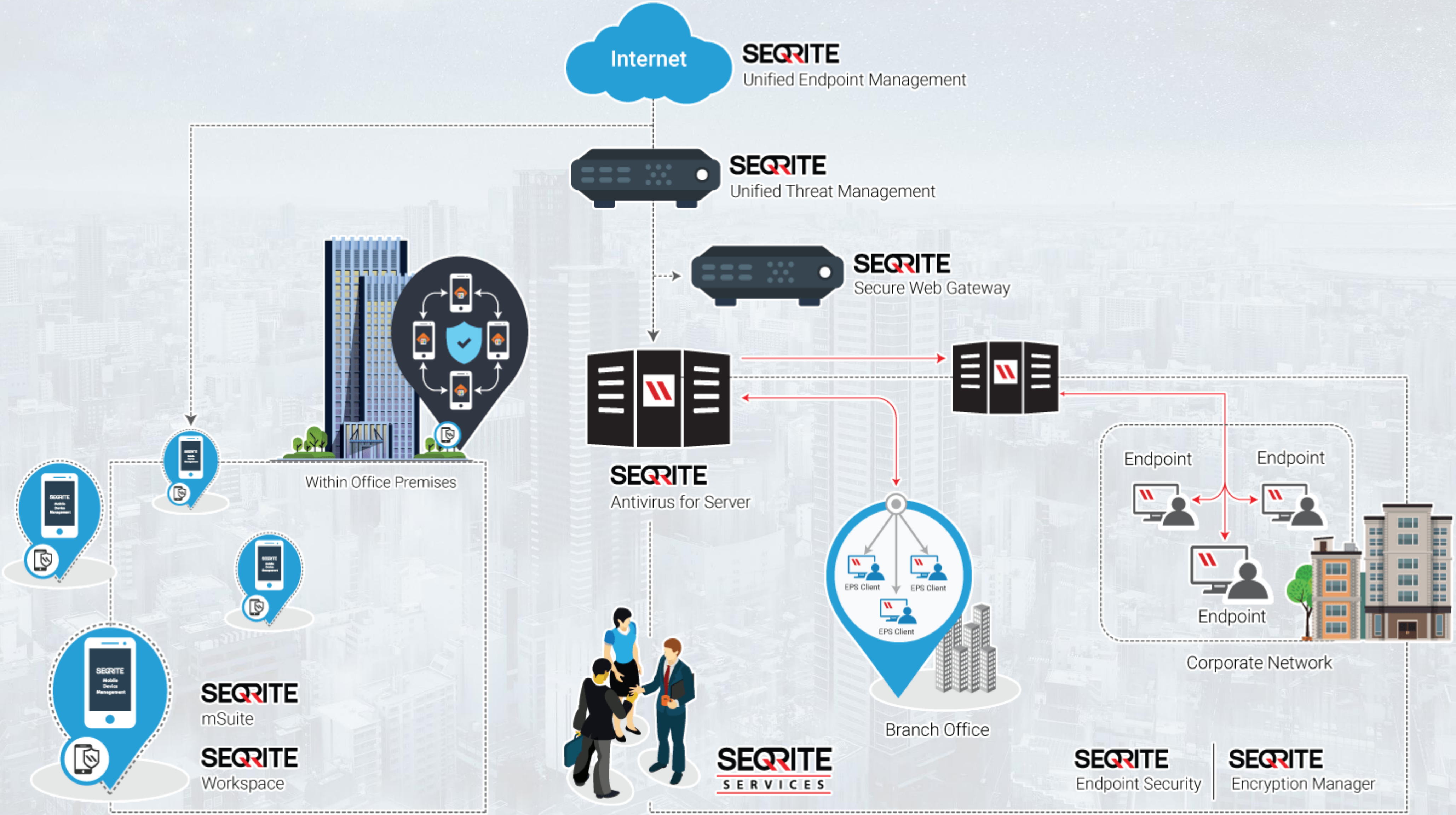
...with State-of-the-Art

Research & Development

leading to Innovations

25+ years of experience coupled with vast distribution network across India has helped us understand security market and issues faced by millions of users in depth which has led to consistent introduction of innovative products and solutions for our customers

Product Portfolio – Enterprise & Government

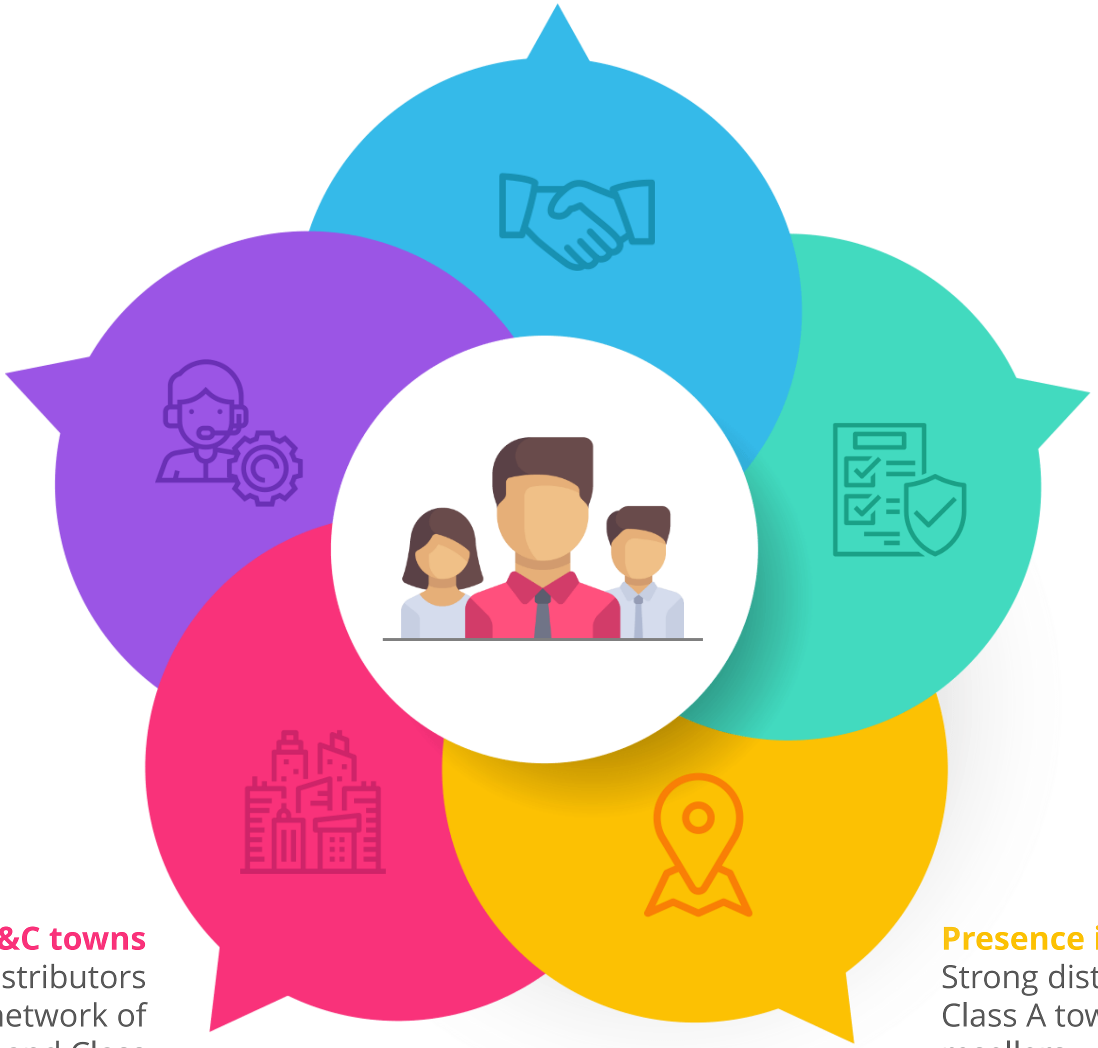


Product Portfolio – Home, SOHO & Mobile

Robust sales & distribution network in India

Sales Execution
Robust pan India coverage

Complimentary support from Quick Heal
Zonal and regional sales team to engage and support channel



Metro Sales Coverage
Strong presence across the top metros in India. Coverage through T1 distributors and T2 resellers

Landscape across Class B &C towns
Growing presence of T1 distributors across B&C towns. Strong network of T2 resellers - across Class B and Class

Presence in Class A towns
Strong distribution across Class A towns backed by T2 resellers

For details of Sales & support office across India refer annexure

QUICK HEAL Global Presence

India (HO)
Quick Heal Technologies Limited

USA
Quick Heal Technologies America Inc.

Japan
Quick Heal Japan KK

Kenya
Quick Heal Technologies Africa Limited

UAE
Quick Heal Technologies (MENA) FZE

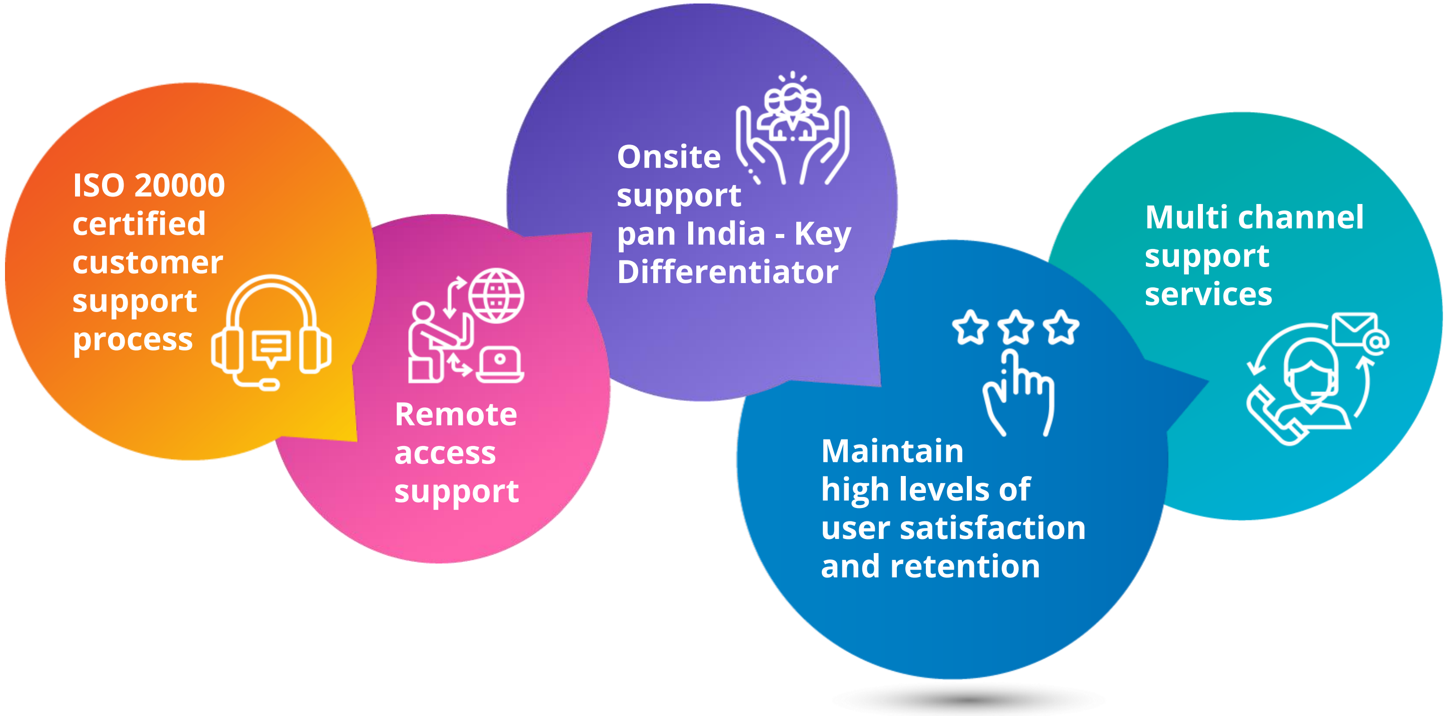
For product sold countries refer annexure (slide no: 48)

Committed to deliver exceptional
customer experience

1 Multi-lingual end user support in English, Hindi and several other major regional Indian languages

2 Availability of data sheets, product videos and manuals on website for providing information on technical specifications, installation guide, upgrade mechanisms

3 Release of various articles, technical papers, quarterly threat reports and conducting webinars in the area of security software



Experienced Board of Directors

Dr. Kailash Katkar
MD & CEO

Drives the strategic direction for the company while nurturing a strong leadership team to drive its execution

Dr. Sanjay Katkar
Joint MD & CTO

Spearheads the creation and subsequent development of the core product technology

Mr. Shailesh Lakhani
Non-Executive Director

Serves as the MD at Sequoia Capital India. Previously, he worked at Redknee's India subsidiary as the Managing Director

Mr. Amitabha Mukhopadhyay
Independent Director

Over three decades of experience in corporate finance, legal and litigation, strategy and M&A. Served as the Group CFO of Thermax

Air Marshal (Retd) Bhushan Nilkanth Gokhale
Independent Director
(w.e.f. Aug 12, 2020)

Served on the board of defense PSUs and adviser to government institutions. Appointed as Independent Security Advisor in Ministry of Home Affairs.

Mr. Mehul Savla
Independent Director

Serves as Director for RippleWave Equity Advisors LLP. Previously worked at JP Morgan, ICICI Securities and SEBI

Ms. Apurva Joshi
Independent Director

Certified bank forensic accounting professional and anti – money laundering expert

...along with strong Management...

Dr. Sanjay Katkar

Joint MD & CTO

Co-founder of the Company

Leads the global technology strategy & is responsible for the core research & development of the products.

Has served as the Director of Association of Anti-Virus Researchers, Asia and is a distinguished speaker at various industry forums.

Holds Master's degree in Computer Science from the University of Pune.

Dr. Kailash Katkar

MD & CEO

Co-founder of the Company

Has been the driving force in growing Quick Heal Technologies since it's inception.

A proven leader with a profound proficiency in developing strong client relationships, passion for building outstanding teams and a disciplined focus on operations & execution of strategy.

Mr. Nitin Kulkarni

CFO

25+ years of experience in managing different aspects of finance in IT and Manufacturing Industry.

Previously held leadership positions at Tech Mahindra, KPIT, Atlas Copco India and Persistent Systems.

A member of the Institute of Chartered Accountants of India.

...and seasoned Leadership team

Ms. Reetu Raina
Chief Human Resources Officer

Responsible for driving HR and steering the company's people operations, culture and recruitment initiatives.

Ms. Raina holds extensive industry experience and has worked across sectors such as Telecom, BFSI, and IT.

She has held leadership roles with domain-leading brands such as TATA, HDFC Bank, and Amdocs. She was the Head of HR at Sterlite Technologies.

Mr. Deepak Mishra
Head, Retail Sales

Responsible for enhancing market share and driving channel strategy for the retail brand.

Has extensive exposure in sales and distribution, channel management, and building a robust distribution to drive productivity and profitability.

20 years of experience in FMCG, Beverages, Telecom and IT Industries.

Mr. Kuldeep Raina
Head, Global Enterprise Sales

Responsible for leading the enterprise and government sales strategy and managing the vertical on a global level.

Passionate technocrat with a rich flare for sales and ability to drive targets in dynamic business environment.

20 years of diverse sales experience including leadership roles in cybersecurity companies.

Mr. Bijoe George
Head, Global Marketing

Marketing strategist with over two decades of rich data-driven, integrated marketing experience.

Leading marketing transformation to deliver strategic value. Has extensive experience working on technology brands that include Cisco, HPE, Infosys, Citrix to name a few.

Bijoe loves the interplay between strategy, technology & creative while delivering results, big ideas and big wins.

Strong brand recognition...

Seqrite	Quick Heal Total Security (Windows)	Seqrite Endpoint Security	Seqrite
Best Enterprise IT Security Brand at the 11th NCN Innovative Product Award 2018	**Best Protection rate** In AV-Comparatives Test 2018	Certified as **'Approved Corporate Endpoint Protection'** for Windows by 'AV-Test' 2018	**Best cybersecurity brand** award at National Summit on Digital Innovation & Cybersecurity Summit 2018

Quick Heal Technologies	Seqrite	Quick Heal Technologies	Quick Heal Technologies	Seqrite Endpoint Security	Quick Heal Total Security
Recognized by NASSCOM's DSCI as **'Cybersecurity Product Pioneer in India'** 2019	**'Best Performance 2018'** award for its Endpoint Security Solution from AV-Test Institute in Germany 2019	Granted Patent for **Anti-Ransomware Technology** 2019 U.S. Patent No. US20160378988A1	Granted Patent for its **Signatureless Behavior-based Detection Technology** 2019 U.S Patent No. US20170124327A1	Certified as **'Top Product'** for business users by **'AV-Test'**	Certified as **'Top Product'** for consumers by **'AV-Test'**

…backed by Certifications, Patents and…

International & ISO Certifications

ISO 9001:2015 CERTIFIED

ISO 20000-1:2011 CERTIFIED

ISO 27001:2013 CERTIFIED

AV-TEST APPROVED CORPORATE ENDPOINT PROTECTION WINDOWS 06/2020 TOP PRODUCT

AV-TEST CERTIFIED WINDOWS 06/2020 TOP PRODUCT

ICSA labs CERTIFIED ANTI-MALWARE

DSCI Excellence Awards

Cybersecurity Product Pioneer in India

Patented Technologies

PATENTED

USPTO 10,387,649
Signatureless Behaviour-based Detection Technology

USPTO 10,311,234
Anti-Ransomware technology

USPTO 8,973,136
System and method for protecting computer systems from malware attacks

USPTO 8,914,908
A completely automated computer implemented system and method for piracy control based on update requests

USPTO 8,347,389
System for protecting devices against virus attacks

USPTO 7,945,955
Virus detection in mobile devices having insufficient resources to execute virus detection software

Our marquee customers

INDIAN NAVY

Urban Company

Fino Payments Bank

BITS Pilani
Pilani | Dubai | Goa | Hyderabad

SUN GROUP

SHARDA UNIVERSITY
Beyond Boundaries

atul

Justdial

inspiriSYS Solutions Limited
(formerly Accel Frontline Limited)

राजस्थान पत्रिका
www.rajasthanpatrika.com

NUCLEAR POWER CORPORATION OF INDIA LIMITED
(A Government of India Enterprise)
Department of Atomic Energy

SERUM INSTITUTE OF INDIA PVT. LTD.
Cyrus Poonawalla Group

Trusted by over 9 million users across the world

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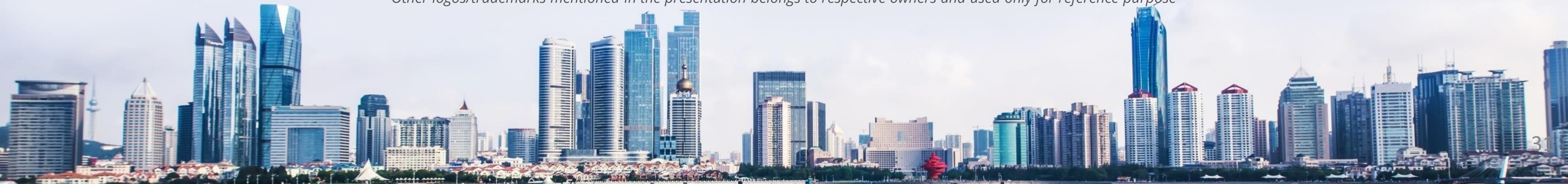


Securing the future through our community initiatives

22,87,000+

Lives directly impacted since 2016

Cybersecurity

- Cybersecurity Awareness
- Securing Futures through secured programming

20,000+

Lives directly impacted since 2016

Education

- Life Skills Education
- Shaalangan Counselling Centre

2,500+

Lives impacted since 2016

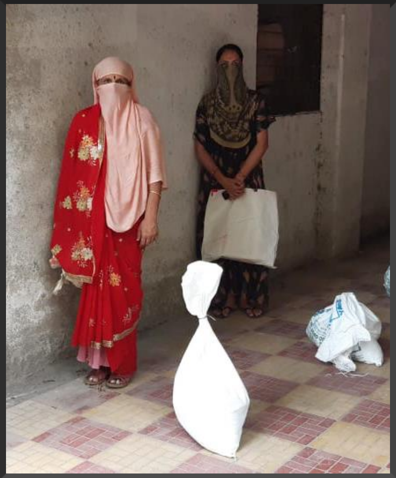
Eradicating Extreme Hunger & Poverty

Project Disha
works with Paud's Katkari Tribe

CSR initiatives for Covid-19 Relief

As a responsible corporate citizen:

- Supported ‘Covid-19 Warriors’ – the true heroes!
- Distributed ration kits to the needy in association with RSS Jana Kalyan Samiti
- Provided food, shelter and PPE kits to social workers
- Contributed to the PM CARES fund



Quick Heal Academy to drive the next generation of cyber security experts

Quick Heal Academy
Creating a Safer Digital World

Popular Courses

- ✓ Cyber Security and Forensics
- ✓ Cyber Threat Intelligence
- ✓ Malware Analysis & Reverse Engineering
- ✓ Security Operations Centre (SOC)
- ✓ Electronic Crime Scene Investigation

Offerings

CORPORATE TRAINING

NEED-BASED TRAINING

WORKSHOPS & SEMINARS

CONNECTING CYBER ECO-SYSTEM

Academy Partners

Savitribai Phule Pune University
Designed 'M-Tech in Information Security' Program for Savitribai Phule Pune University

Quantum University
MoU with Quantum University for a joint B.Tech (Hons.) with specialization in Cyber Security

Gujarat Forensic Sciences University
MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017

Maharashtra Cosmopolitan Education Society
The society runs 30 institutes from its ultra modern campaigns located in Maharashtra

Chitkara University
MoU with Chitkara University
Introduced an additional stream in Cyber Security for the four-year Undergraduate program

Deen Dayal Upadhyaya College
MoU with Deen Dayal Upadhyaya College, a constituent college of the University of Delhi

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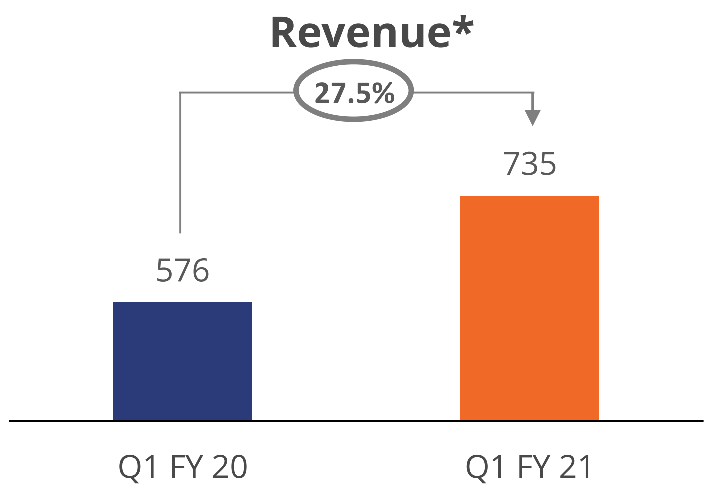
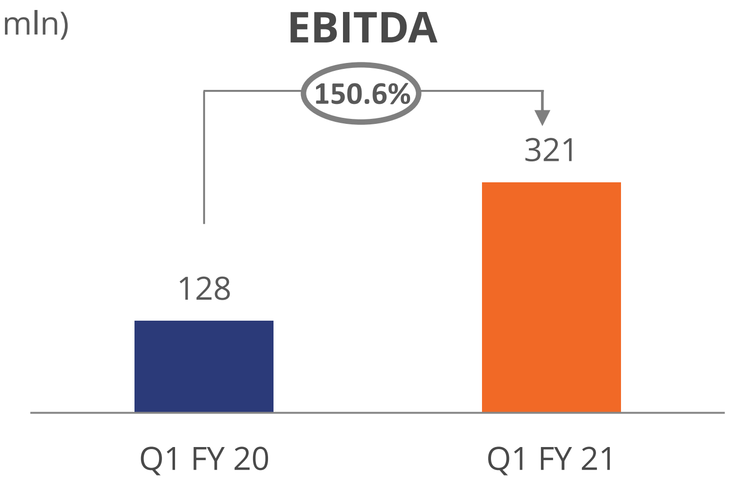
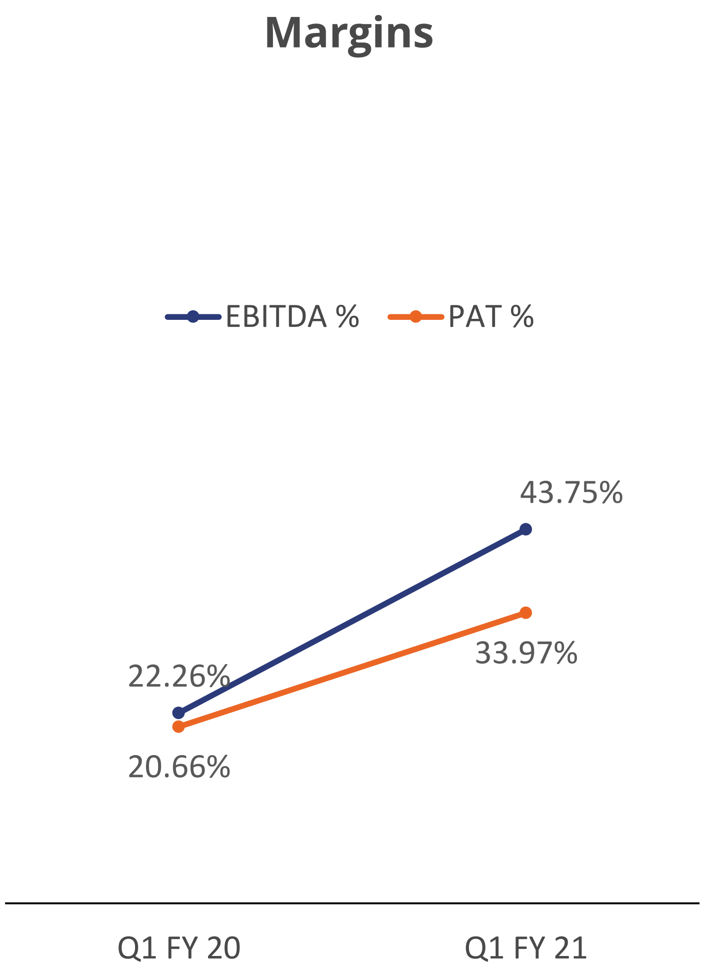
Q1FY21 EARNINGS

Q1FY21 – Consolidated Performance Highlights

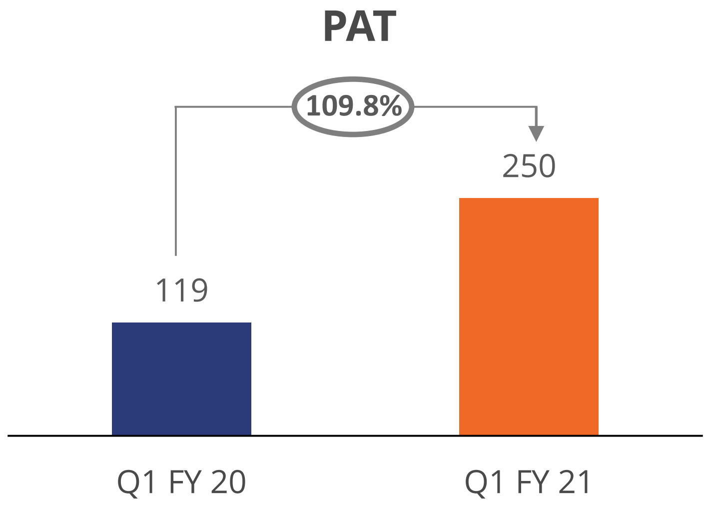
(₹ mln)

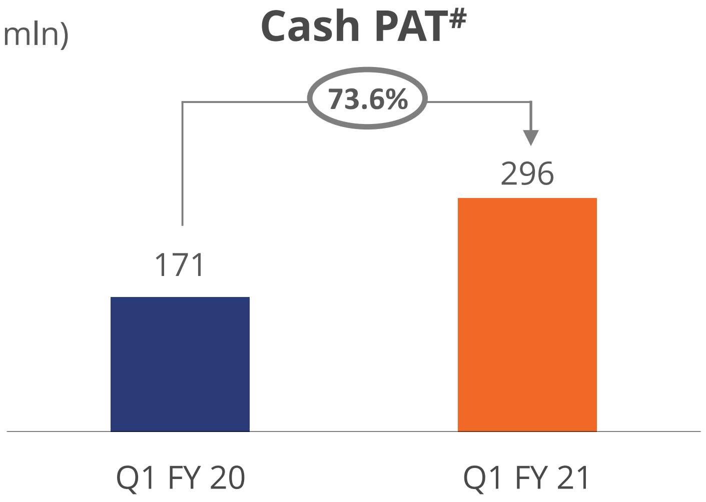






(₹ mln)



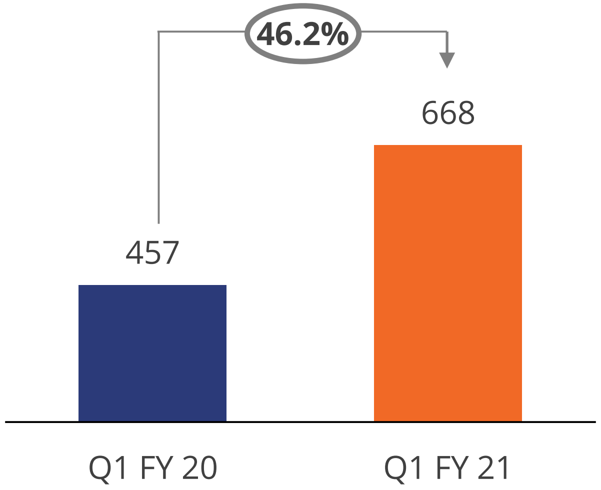


*As per Ind AS   # Cash PAT = PAT + Depreciation

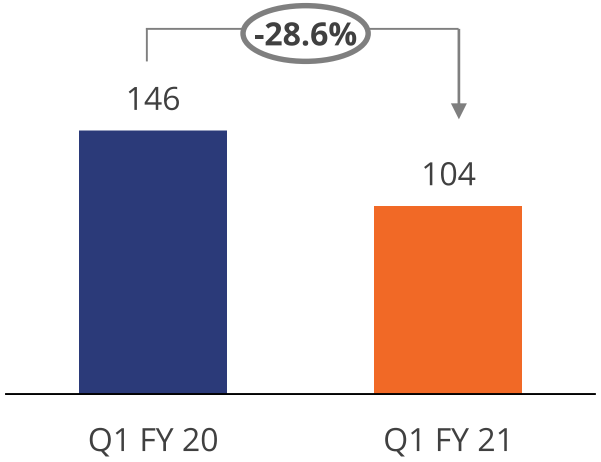
Q1FY21 Segment performance

Retail | **Enterprise & Government**

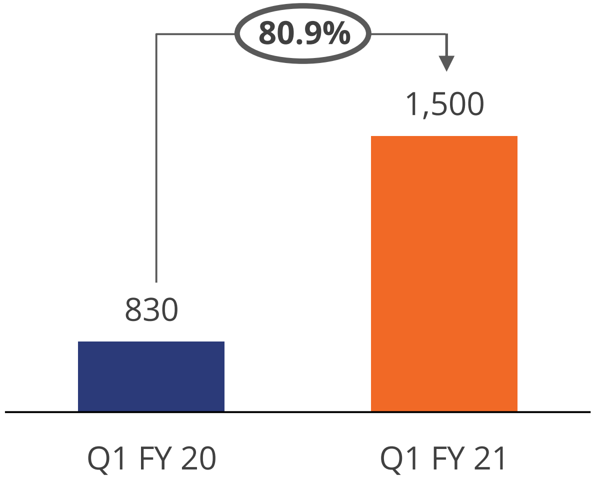
Revenue break-up



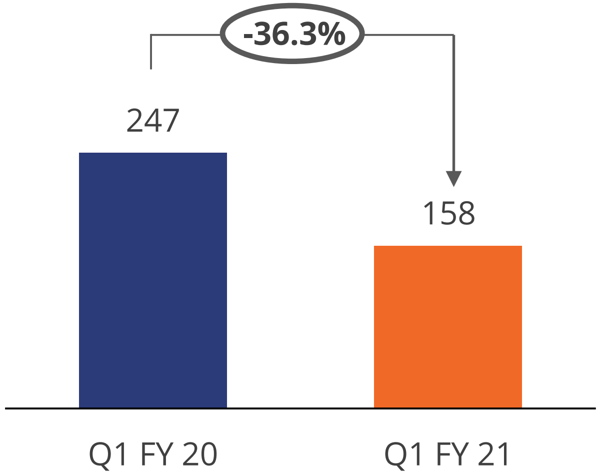
(₹ mln)



Licenses Sold Analysis



(in 000's)



Based on net revenues before adjusting for sales incentives

Q1FY21 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	Q1FY20	Q1FY21	% change	Q1FY20	Q1FY21	% change
Total Revenue	**571.49**	**734.40**	**28.51%**	**576.00**	**734.62**	**27.54%**
Direct Cost	27.49	29.01		27.21	29.03	
Gross Profit	**544.00**	**705.39**	**29.67%**	**548.79**	**705.59**	**28.57%**
Gross Margin	**95.19%**	**96.05%**	**+86bps**	**95.28%**	**96.05%**	**+77bps**
Operating Cost						
Research and Development (R&D)	140.62	142.33		140.62	142.33	
Sales and Marketing (S&M)	129.33	123.41		132.75	127.48	
General Administration (G&A)	143.92	111.40		147.18	114.42	
Total Expenditure	**413.87**	**377.14**	**8.87%**	**420.55**	**384.23**	**8.64%**
EBITDA	**130.13**	**328.25**	**152.25%**	**128.24**	**321.36**	**150.59%**
EBITDA Margin	**22.77%**	**44.70%**	**+2193bps**	**22.26%**	**43.75%**	**+2149bps**
Depreciation	51.61	46.50		51.63	46.51	
EBIT	**78.52**	**281.75**	**258.83%**	**76.61**	**274.85**	**258.77%**
EBIT Margin	**13.74%**	**38.36%**	**+2462bps**	**13.30%**	**37.41%**	**+2411bps**
Other Income	84.27	62.63		84.46	63.15	
Profit Before Tax (PBT before exceptional items)	**162.79**	**344.38**	**111.55%**	**161.07**	**338.00**	**109.85%**
Exceptional Item	-	-		-	-	
Profit Before Tax (PBT after exceptional items)	**162.79**	**344.38**		**161.07**	**338.00**	**109.77%**
Tax	41.93	88.05		42.09	88.42	
Profit After Tax (PAT)	**120.86**	**256.33**	**112.09%**	**118.98**	**249.58**	**109.77%**
PAT Margin	**21.15%**	**34.90%**	**+1375bps**	**20.66%**	**33.97%**	**+1331bps**

NOTE: Certain figures have been re-grouped wherever necessary

Q1FY21 – Ratio analysis

In %	Standalone		Consolidated	
	Q1FY20	Q1FY21	Q1FY20	Q1FY21
Expenses				
Direct Cost / Revenue	4.81%	3.95%	4.72%	3.95%
R&D / Revenue	24.61%	19.38%	24.41%	19.37%
S&M / Revenue	22.63%	16.80%	23.05%	17.35%
G&A / Revenue	25.18%	15.17%	25.55%	15.58%
Total Cost / Revenue	72.42%	51.35%	73.01%	52.30%
Margin				
Gross Margin	95.19%	96.05%	95.28%	96.05%
EBITDA	22.77%	44.70%	22.26%	43.75%
EBIT	13.74%	38.36%	13.30%	37.41%
PBT (Before Exceptional Item)	28.49%	46.89%	27.96%	46.01%
PBT (After Exceptional Item)	28.49%	46.89%	27.96%	46.01%
PAT	21.15%	34.90%	20.66%	33.97%

Consolidated Balance Sheet

EQUITY AND LIABILITIES (₹ mln)	**Jun 30, 2019**	**Jun 30, 2020**
Share Holder's Funds:		
Equity Share Capital	642.01	642.03
Share application money pending allotment	-	-
Reserves and Surplus	5,630.51	6,046.26
Total Shareholder Funds	**6,272.52**	**6,688.29**
Non-Current Liabilities		
Net employee defined benefit liabilities	-	5.58
Other Non Current Liabilities	19.53	15.15
Total Non-Current Liabilities	**19.53**	**20.73**
Current Liabilities:		
Trade and Other Payables	371.60	421.55
Other Financial Liabilities	33.75	8.14
Other Current Liabilities	108.84	91.95
Net employee defined benefit liabilities	19.57	7.74
Current tax liabilities (Net)	13.26	104.46
Total Current Liabilities	**547.02**	**633.84**
Total Equity & Liabilities	**6,839.07**	**7,342.86**

NOTE: Certain figures have been re-grouped wherever necessary

ASSETS (₹ mln)	**Jun 30, 2019**	**Jun 30, 2020**
Non-Current Assets:		
Property, plant and equipment	1,602.50	1,452.29
Capital work-in-progress	36.63	34.00
Intangible assets	63.85	86.08
Non-current financial assets		
Investments in MF ,Tax-Free Bonds	313.59	233.67
Loan and Security Deposits	3.75	3.81
Bank Balances	3.93	3.35
Deferred tax assets (net)	84.76	36.02
Other non current assets	92.83	195.19
Total Non-Current Assets	**2,201.84**	**2,044.41**
Current assets:		
Inventories	48.89	44.50
Investment in Mutual Fund	2,044.32	610.68
Trade and other receivables	1,032.73	1,432.99
Bank Balances & Cash and Cash Equivalents	233.05	98.39
Investment in Fixed Deposit	1,152.55	2,970.59
Loan and security deposits	7.00	8.89
Interest accrued on FDR and Tax-Free Bonds	46.16	36.82
Other Current assets	72.53	95.59
Total Current Assets	**4,637.23**	**5,298.45**
Total Assets	**6,839.07**	**7,342.86**

Standalone Balance Sheet

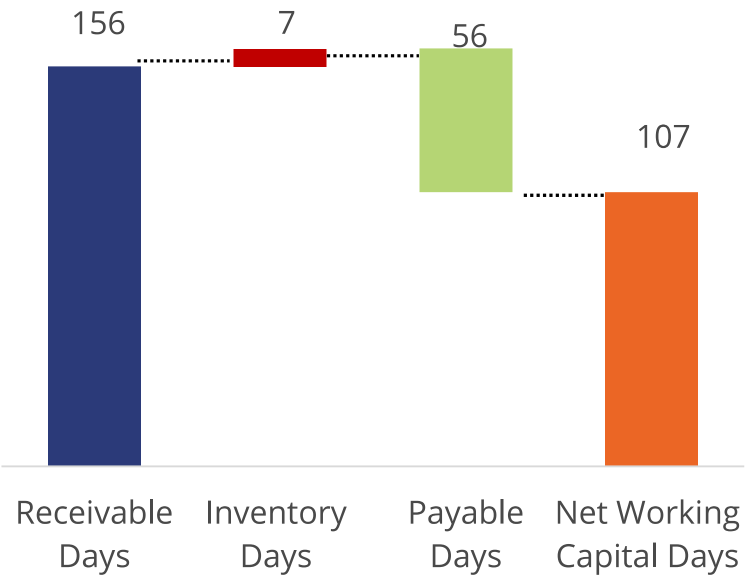
EQUITY AND LIABILITIES (₹ mln)	Jun 30, 2019	Jun 30, 2020
Share Holder's Funds:		
Equity Share Capital	642.01	642.03
Share application money pending allotment	-	-
Reserves and Surplus	5,685.02	6,094.96
Total Shareholder Funds	**6,327.03**	**6,736.99**
Non-Current Liabilities		
Net employee defined benefit liabilities	-	5.58
Other Non Current Liabilities	19.53	15.15
Total Non-Current Liabilities	**19.53**	**20.73**
Current Liabilities:		
Trade and Other Payables	368.50	417.63
Other Financial Liabilities	33.75	8.14
Other Current Liabilities	102.86	89.54
Net employee defined benefit liabilities	19.40	7.74
Current tax liabilities (Net)	13.03	104.06
Total Current Liabilities	**537.54**	**627.11**
Total Equity & Liabilities	**6,884.10**	**7,384.83**

ASSETS (₹ mln)	Jun 30, 2019	Jun 30, 2020
Non-Current Assets:		
Property, plant and equipment	1,602.18	1,452.05
Capital work-in-progress	36.63	34.00
Intangible assets	63.64	85.88
Non-current financial assets		
Investments in MF & Tax-Free Bonds & Subsidiaries	423.89	341.50
Loan and Security Deposits	3.75	3.81
Bank Balances	3.93	3.35
Deferred tax assets (net)	84.76	36.02
Other non current assets	92.83	195.19
Total Non-Current Assets	**2,311.61**	**2,151.80**
Current assets:		
Inventories	36.08	44.30
Investment in Mutual Fund	2,044.32	610.68
Trade and other receivables	1,028.60	1,438.16
Bank Balances & Cash and Cash Equivalents	186.68	31.93
Investment in Fixed Deposit	1,152.55	2,970.59
Loan and security deposits	6.33	8.18
Interest accrued on FDR and Tax-Free Bonds	46.16	36.86
Other Current assets	71.77	92.33
Total Current Assets	**4,572.49**	**5,233.03**
Total Assets	**6,884.10**	**7,384.83**

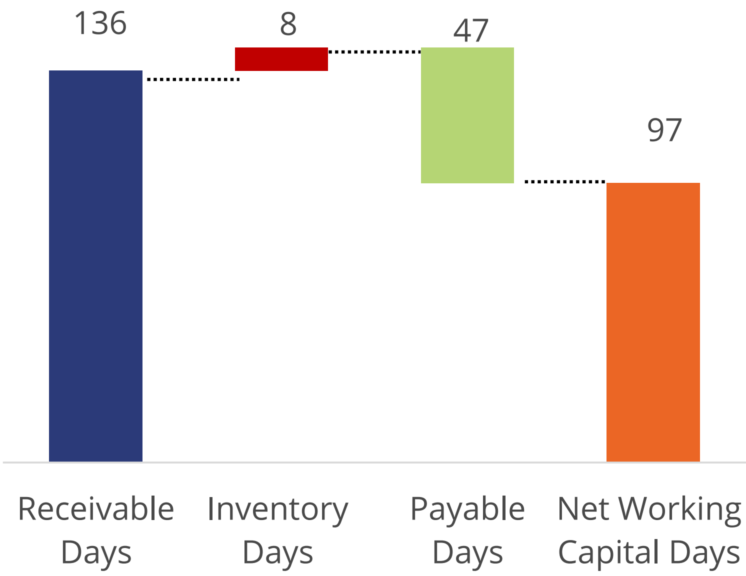
NOTE: Certain figures have been re-grouped wherever necessary

Working capital analysis

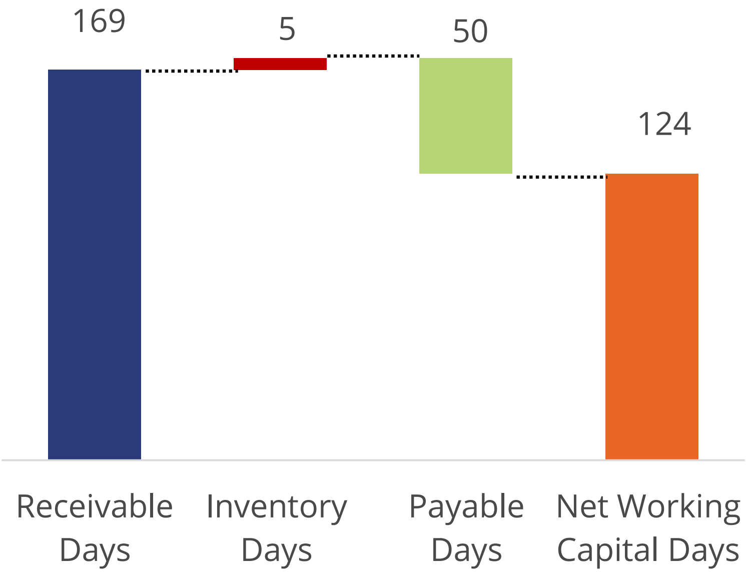
At the end of June 2019*



At the end of March 2020**



At the end of June 2020*



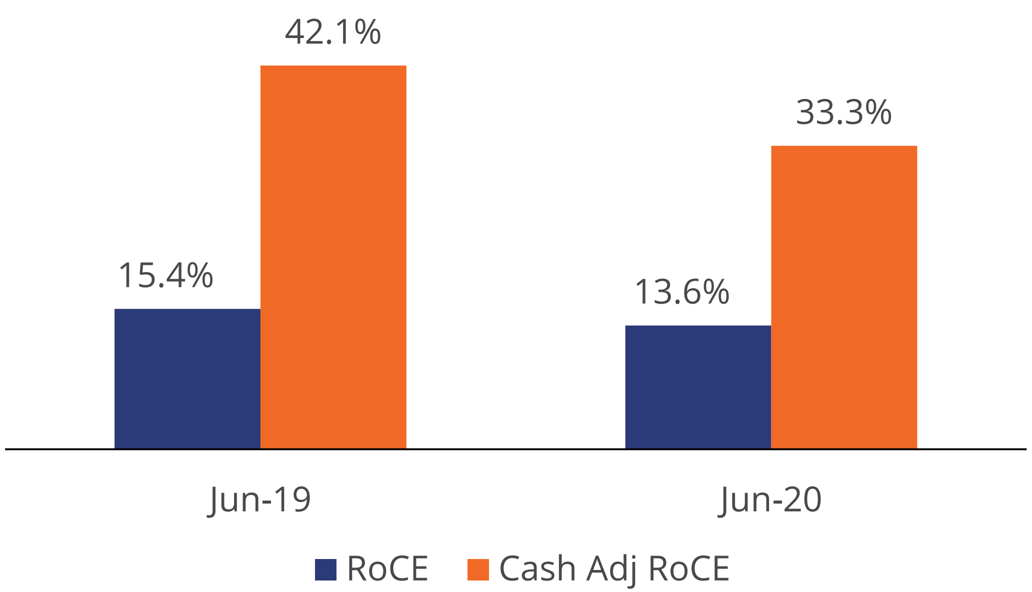
Note**
Receivable Days = [(Debtors/ Sales) X (366 days)]
Inventory Days = [(Inventory/Sales) X (366 days)]
Payable Days = [(Creditor/Sales) X (366 days)]

Note*
Receivable Days = [(Debtors/ Sales) X (91 days)]
Inventory Days = [(Inventory/Sales) X (91 days)]
Payable Days = [(Creditor/Sales) X (91 days)]

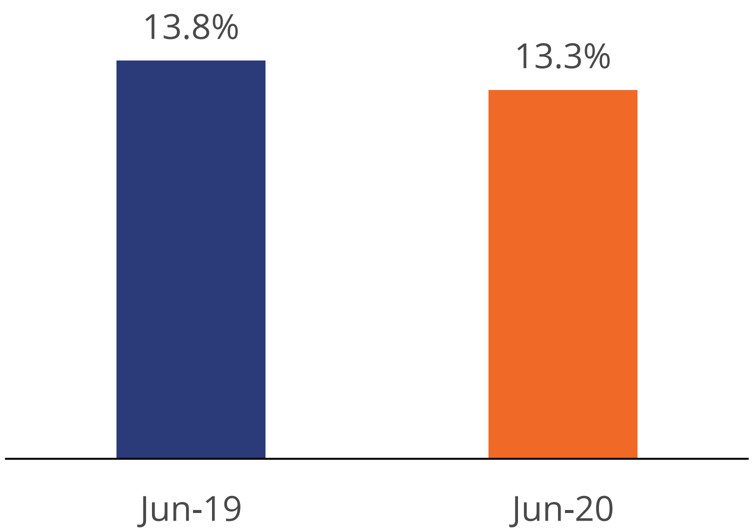
Calculation is based on net revenues before adjusting for sales incentives

Return ratio analysis

Return on Capital Employed*



Return on Equity*



- **Company is continuously evaluating strategic inorganic opportunities to invest across the cybersecurity ecosystem**
- **Till such time the company invests its surplus cash in mutual funds, tax free-bonds and fixed deposits**

RoCE = EBIT / Avg. Capital Employed (Equity + Debt)
Cash Adj. RoCE = EBIT / Avg. Cash Adj. Capital Employed (Equity + Debt – Cash & Cash Equivalents)

ROE = PAT / Avg. Equity

* Calculated on trailing 12 months basis

Quick Heal

Security Simplified

Thank You

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Annexure

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- Sri Lanka
- Singapore
- Congo
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- Peru
- Australia
- Mexico
- Hong Kong
- Mauritius
- South Africa
- Jordan
- Malaysia
- Gambia
- Venezuela
- USA
- Guinea
- New Zealand
- Cambodia
- Ecuador
- Chile
- South Korea
- Paraguay
- Saudi Arabia
- Turkey
- Aruba
- Ghana
- Tanzania
- Canada
- Panama
- Myanmar
- Honduras
- Rwanda
- Germany
- Malta
- Uganda
- El Salvador
- Croatia
- Nicaragua
- Zambia
- Poland
- Netherlands

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- New Delhi
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- Mumbai
- Pune
- Aurangabad
- Kolhapur
- Raipur
- Kolkata
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- Bangalore
- Chennai
- Kochi