Quick Heal
Security Simplified

# INVESTOR PRESENTATION

**Q1 FY22**

**August 2021**

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SEQRITE
Enterprise Cybersecurity Solutions by Quick Heal

# Agenda

| | |
|---|---|
| 01 | Q1FY22 Earnings Highlights |
| 02 | Company Overview |
| 03 | Industry Overview |
| 04 | The Quick Heal Advantage |
| 05 | Q1FY22 Earnings |

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# Q1FY22
# EARNINGS
# HIGHLIGHTS

# Q1FY22 Earnings Highlights

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**REVENUE**

**Q1FY22** Revenue at

₹ **548** mln

**EBITDA margin** at

**9.5%**

**EBITDA**

**Q1FY22** EBITDA at

₹ **52** mln

**PAT margin** at

**11.3%**

**PAT**

**Q1FY22** PAT at

₹ **62** mln

**Enterprise** at

₹ **145** mln

Up 39% from Q1FY22

**Q1FY22 Revenue split**


**New enterprise customers with more than 500 users added in FY21:**

| Quarter | >=500 To <=999 | >=1000 To <=4999 | >=5000 | Grand Total |
|---|---|---|---|---|
| Q1 FY 2021 | 08 | 02 | 0 | 10 |

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# COMPANY OVERVIEW

# Company at a glance

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**9.5%**
Q1FY22 EBITDA Margin

**₹ 548 mln**
Q1FY22 Revenue

**Debt Free**
Balance Sheet

**25+ Years**
of Innovation in Cybersecurity Industry

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

# Our journey

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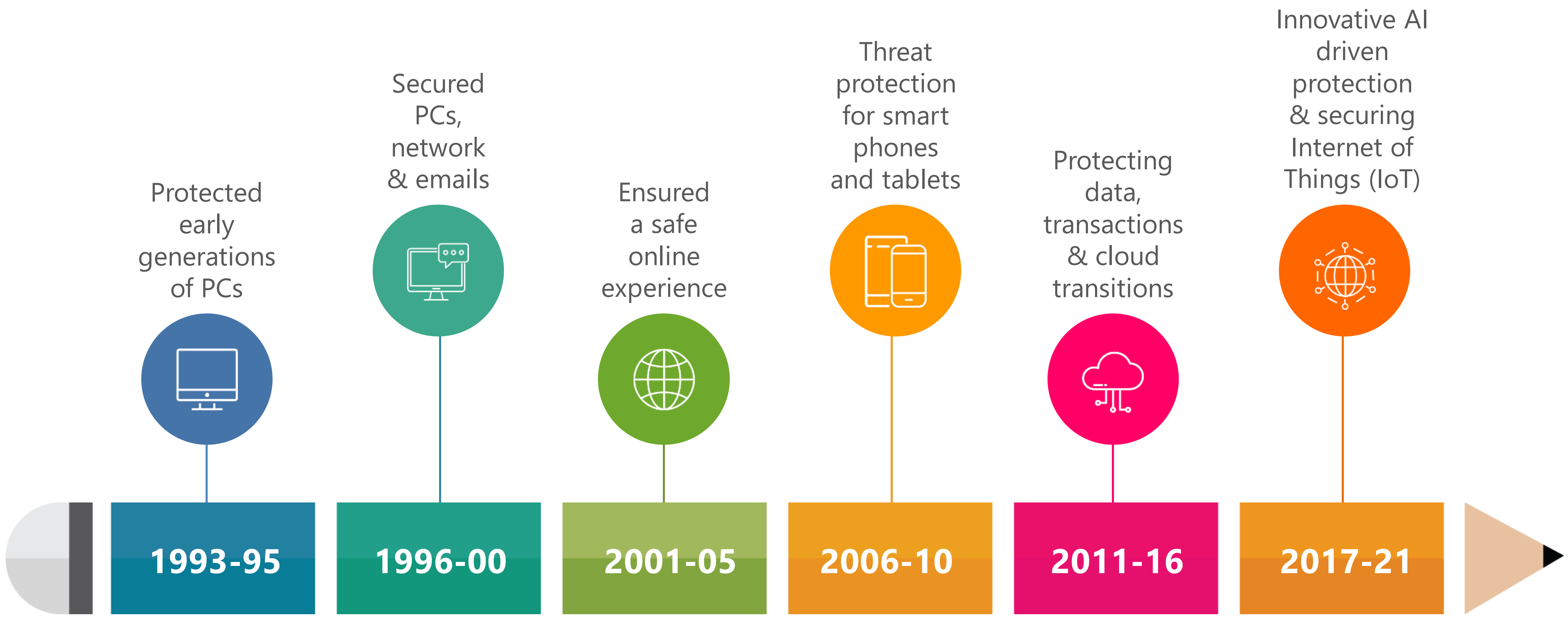



**Over 25 years**

of simplifying security

# Scripting a new success story In the cybersecurity industry

Quick Heal

₹ 428 mln
Q1FY22 Revenue*

SEQRITE

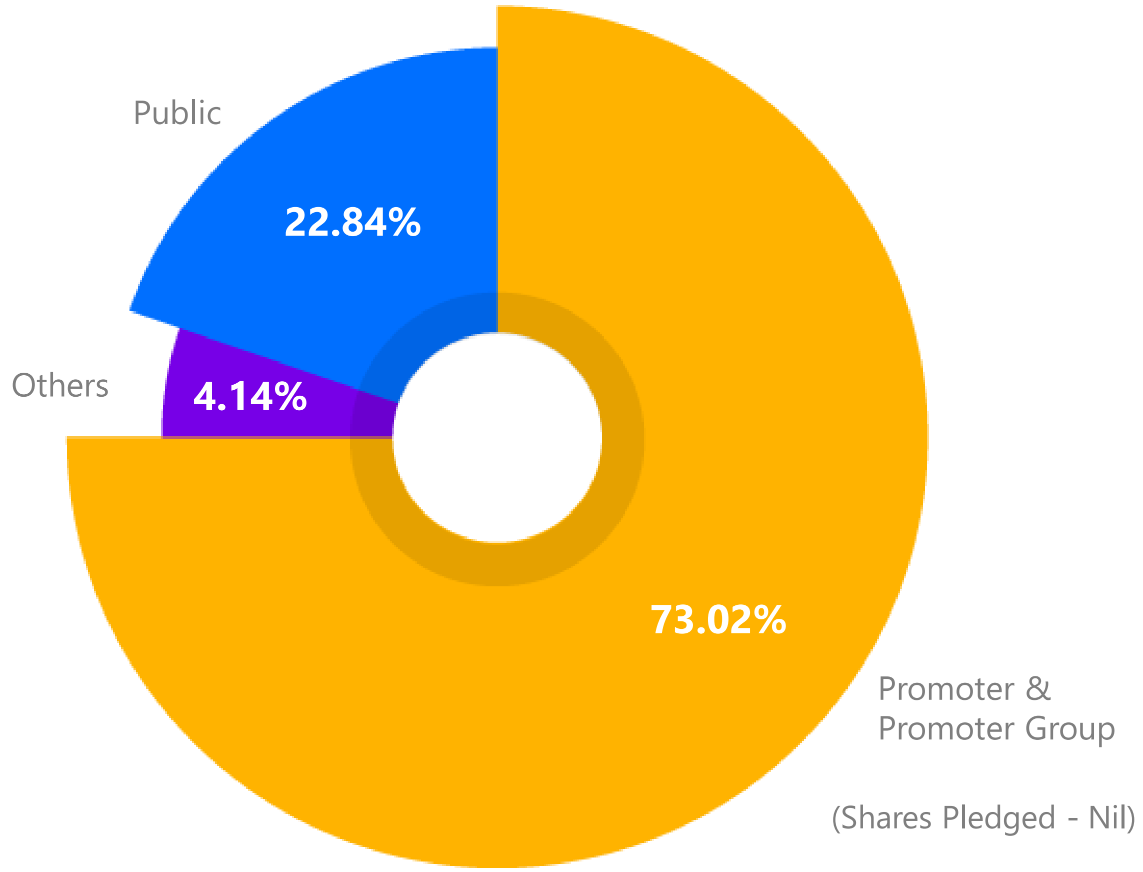
₹ 145 mln
Q1FY22 Revenue*

*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 2021




## Shareholder Information (as on 30th June 2021)

| | |
|---|---|
| NSE Ticker | QUICKHEAL |
| BSE Ticker | 539678 |
| Market Cap (INR mln) | 17,622 |
| % Free-float | 26.98% |
| Free-float market cap (INR mln) | 4,754 |
| Total Debt (INR mln) | - |
| Cash & Cash Equivalents (INR mln) | 2,968 |
| Shares Outstanding | 5,78,81,338 |
| 3M ADTV (Shares)* | 7,23,100 |
| 3M ADTV (INR mln)* | 168.6 |
| Industry | IT Software Products |

*Source: NSE

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# INDUSTRY OVERVIEW

# 2020 Cyber threat landscape shows that…

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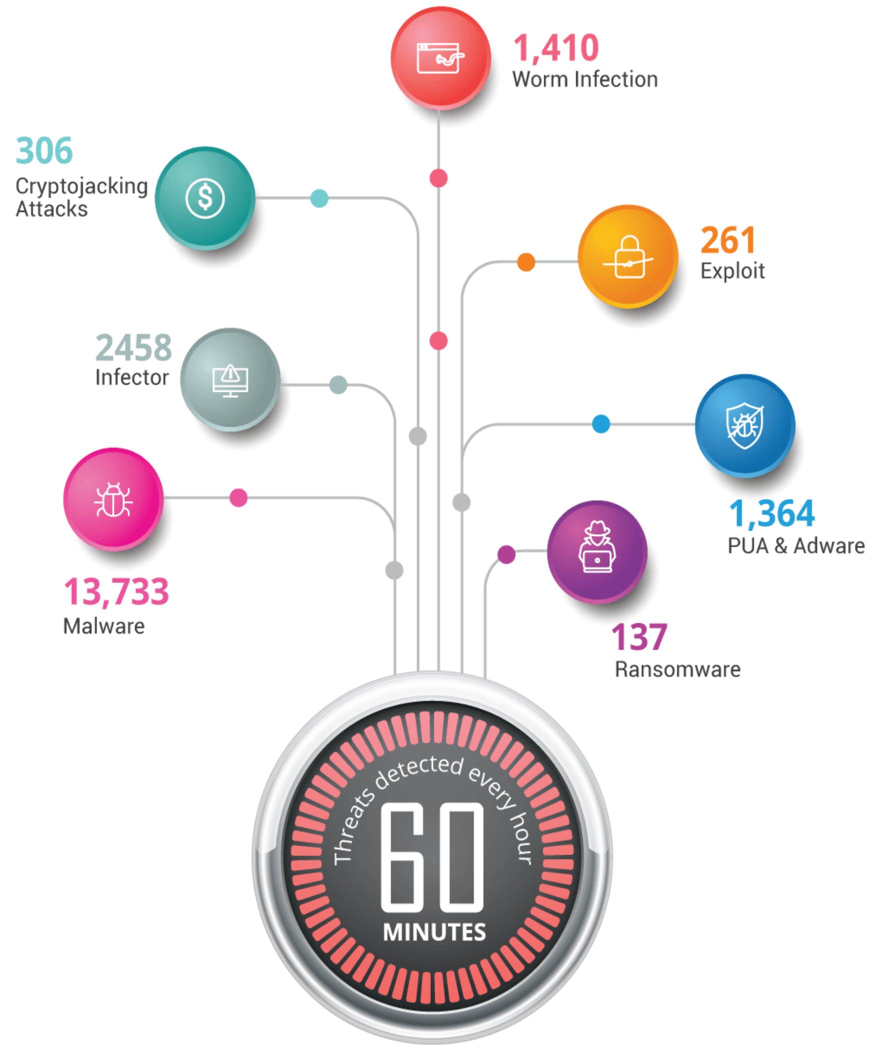
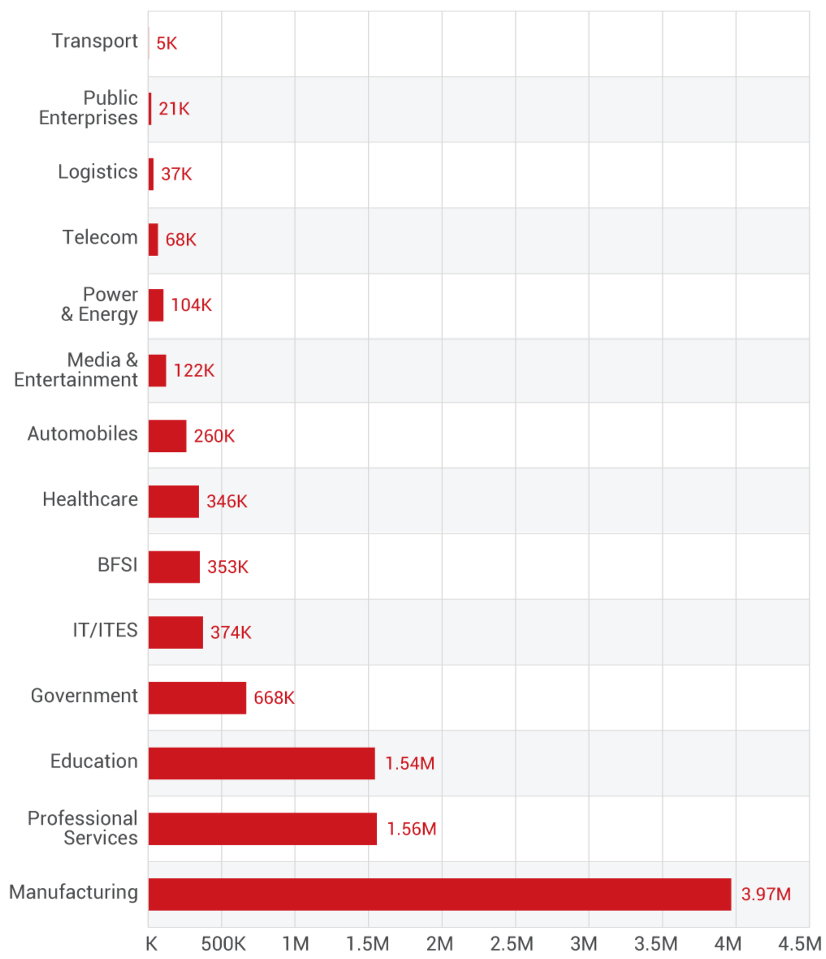
## Detection Highlights - 2020



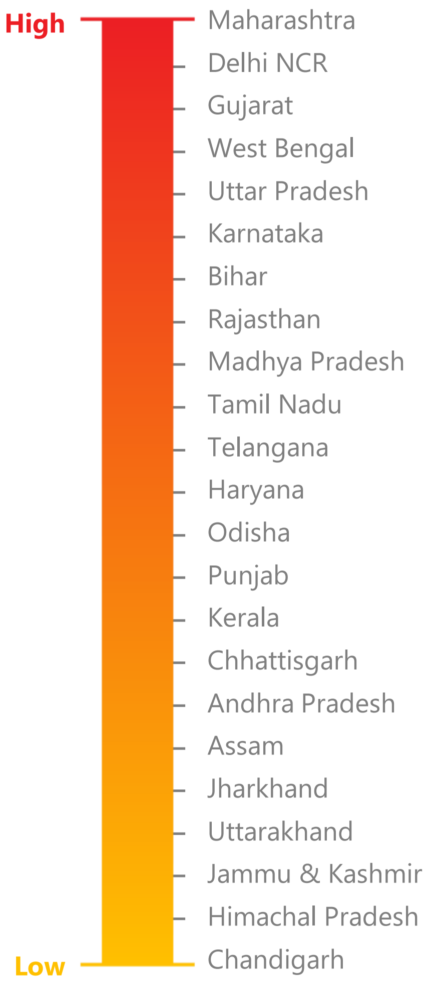

*Source: Seqrite Threat Report 2021*

## Indian Industries most at risk




*Source: Seqrite Threat Report 2021*

## States most affected




*Source: Quick Heal Threat Report 2021*

# …cyber-attacks continue to grow in scale and sophistication…

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## Detection statistics for Mobile

**Malware: 150K**
Per Day: 431
Per Hour: 17.9
Per Minute: 0.30

**Adware: 150K**
Per Day: 441
Per Hour: 18.4
Per Minute: 0.31

**PUA: 220K**
Per Day: 631
Per Hour: 26.3
Per Minute: 0.44

*Source: Quick Heal Threat Report 2021*

**₹ 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

**Cyberattacks In India Grew By 300% Due To Work From Home**
– *The Times of India (July 16, 2021)*

**Ransomware attacks hit record 300 mn in 1st half of 2021**– *The Times of India (August 01, 2021)*

**Pakistan-based hackers targeted power sector, govt organisation in India this year**– *India Today (July 13, 2021)*

**Indian firm facing 1,738 cyber attacks a week on average**
– *The Economic Times (July 30, 2021)*

**With remote working comes cybersecurity threat** – *The Telegraph (August 03, 2021)*

**Malware business in India is thriving and Covid pandemic has a role to play**
– *The New Indian Express (August 01, 2021)*

*Source: Reputed News Outlets*

# …and rapid digitization has enhanced need for a greater cybersecurity investments

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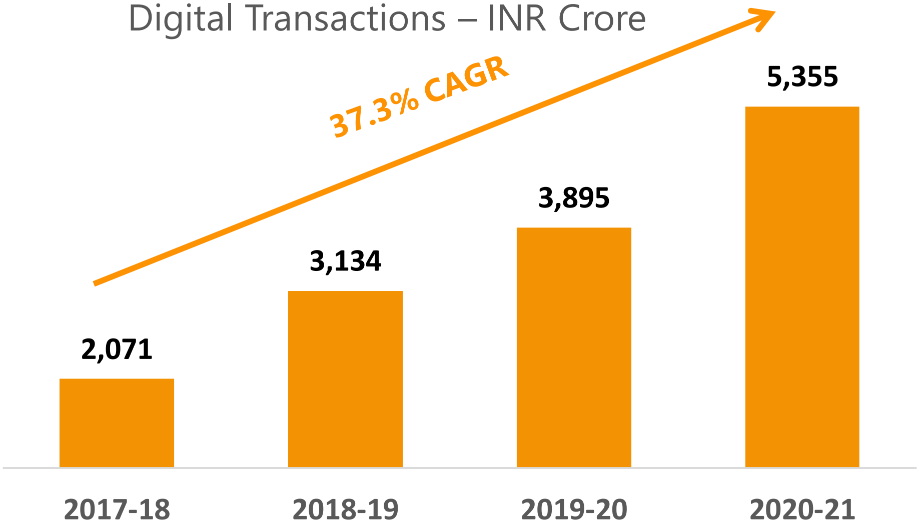
Digital Transactions – INR Crore




India in Numbers

**780million+**
**Internet users**

**760million+**
**Smartphone users**

**1.29b**
People enrolled in the world's largest unique digital identity program

**58%**
Internet penetration in India in 2021

**448m**
Users engaged in social media

**12.2GB**
Average Wireless Data Usage per wireless data subscriber per month in 2020

**30b**
Application downloads in 2020

**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, India Data Diviner – Macquarie*

# Cyber threat predictions for 2021 and beyond

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**01**
Threat Actors to switch from Ransomware to RansomHack: Double – Trouble for Enterprises

**02**
Targeted Ransomware attacks on Healthcare and Pharma Sector to Surge

**03**
Techniques similar to Operation SideCopy

**04**
CobaltStrike: Powerhouse of Ethical Hackers in the Hands of Cyber Criminals

**05**
Increase in threats on Remote Work Infrastructure

**06**
Next wave of Crypto-miners

**07**
Coronavirus themed threats to divert from precaution-based to prevention-based

**08**
New additions in exploits leveraging weak crypto implementations

**09**
Deep-fakes to cyber-frauds

**10**
Automation in performing phishing attacks

**11**
Attacks on Red Team tools

**12**
Increase in attacks related to mobile banking

*Source: Seqrite Threat Predictions 2021*

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# THE QUICK HEAL ADVANTAGE

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

- Market leader in the Indian retail segment
- Growing product portfolio
- Robust footprint across India
- AI & cloud powered security
- Growing enterprise business with high customer retention rate
- Strong and experienced management
- Debt free balance sheet
- ISO certified customer support process

# Strong threat detection and prevention capabilities…

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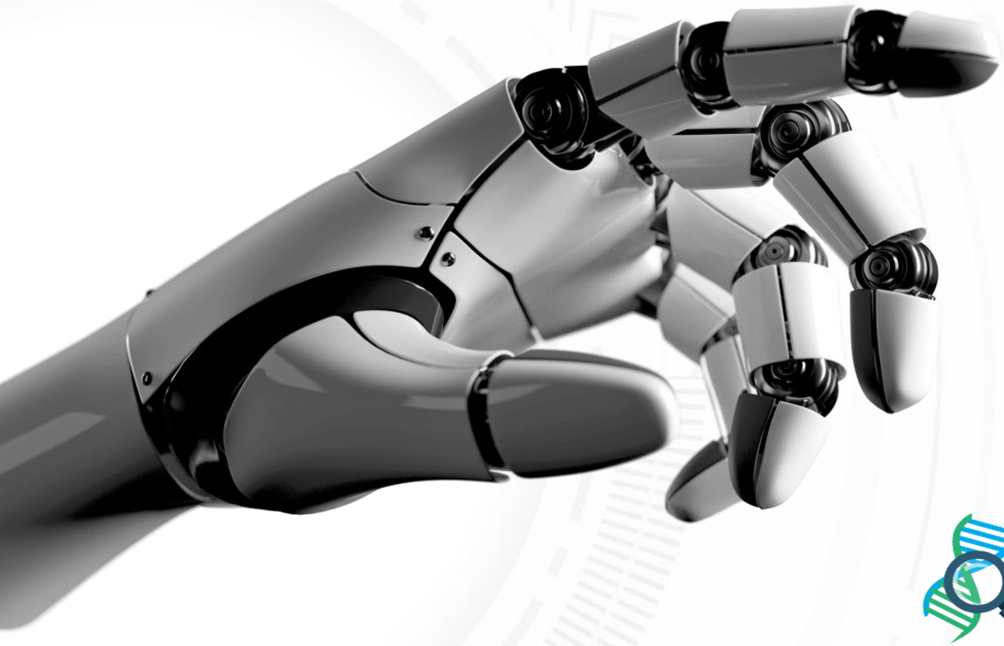

## GoDeep.AI

*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

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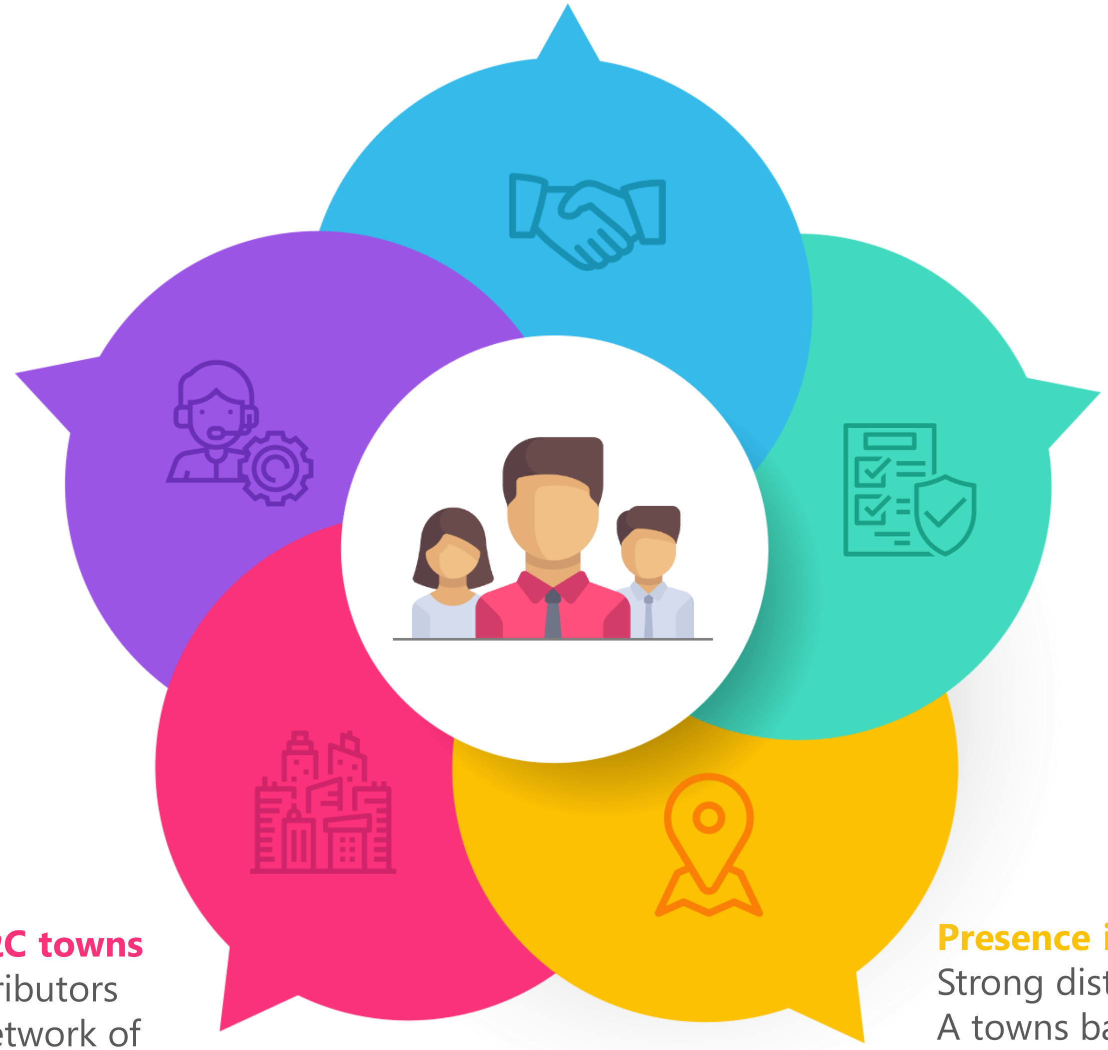
# ...with State-of-the-Art Research & Development leading to Innovations

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 – 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 (Slide no. 43)*

# 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**
Seqrite Technologies DMCC

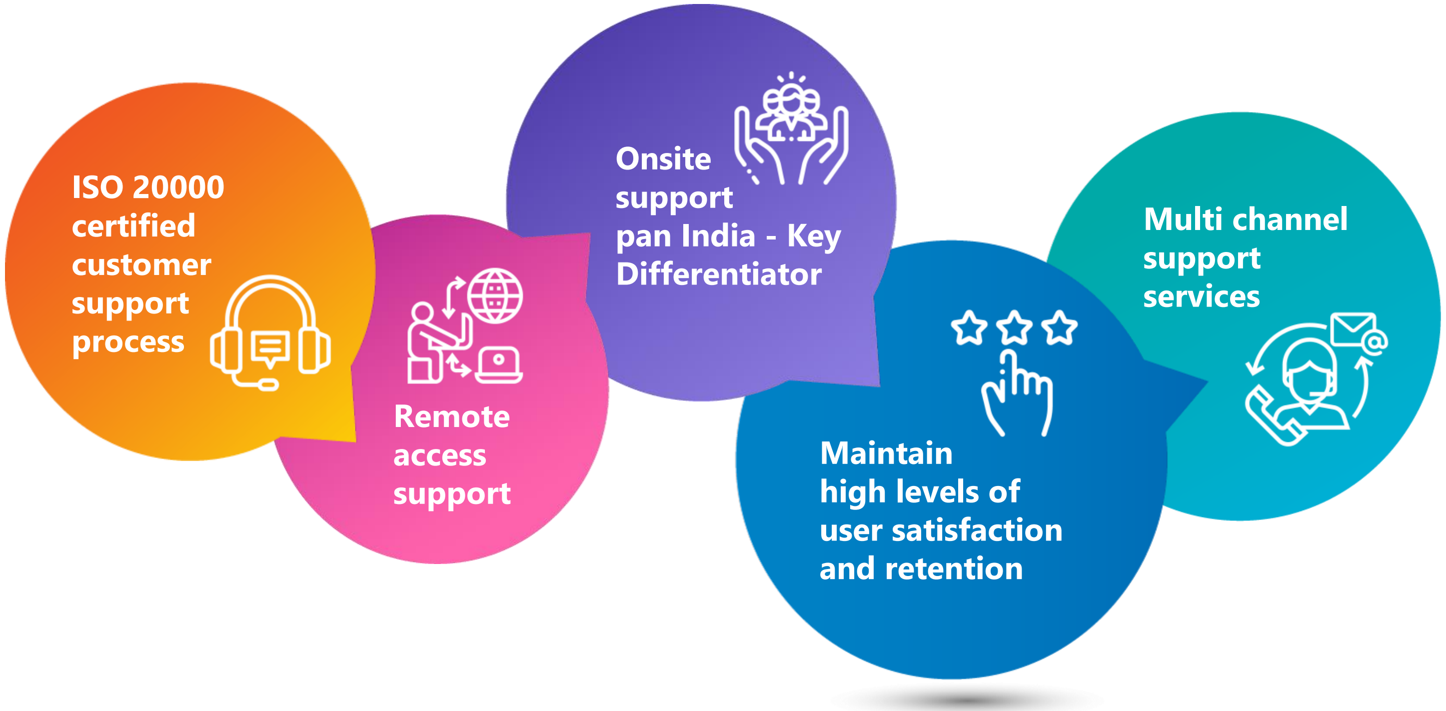
*For product sold countries refer annexure (slide no: 43)*

# 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

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**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***

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. 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.

**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.

# …and seasoned Leadership team

**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.

**Ms. Reetu Raina**

***CHRO***

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. Sanjay Agrawal**

***CPO***

Responsible for driving the overall product vision and strategy in line with market expectations.

Sanjay is an entrepreneurial engineering and product leader with two decades of experience and proven success in building cybersecurity products for the global markets.

A computer engineering graduate from University of Illinois, Sanjay holds a Ph.D. and M.S. from Stanford University in Electrical Engineering and Computer Science (EECS).

# …and seasoned Leadership team

**Mr. Bibhuti Kar**

***Head, R&D***

Responsible for driving company's development efforts leading a team of talented engineering professionals and security researchers.

Bibhuti brings with him over two and a half decades of rich experience in the global high-tech industry.

An alumnus of IIT Kharagpur with a master's in ECE, he has worked on missile communication systems with DRDO.

**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.

Over two decades of diverse sales experience including leadership roles in cybersecurity companies.

**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.

Over two decades of experience in FMCG, Beverages, Telecom and IT Industries.

# Strong brand recognition…

**Seqrite**

**Best Enterprise IT Security Brand** at the 11th NCN Innovative Product Award 2018

**Quick Heal Total Security** (Windows)

**Best Protection rate** In AV-Comparatives Test 2018

**Seqrite Endpoint Security**

Certified as '**Approved Corporate Endpoint Protection**' for Windows by 'AV-Test' 2018

**Seqrite**

**Best cybersecurity brand** award at National Summit on Digital Innovation & Cybersecurity Summit 2018

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**Quick Heal Technologies**

Recognized by NASSCOM's DSCI as '**Cybersecurity Product Pioneer in India**' 2019

**Seqrite**

'**Best Performance 2018**' award for its Endpoint Security Solution from AV-Test Institute in Germany 2019

**Quick Heal Technologies**

Granted Patent for **Anti-Ransomware Technology** 2019 U.S. Patent No. US20160378988A1

**Quick Heal Technologies**

Granted Patent for its **Signatureless Behavior-based Detection Technology** 2019 U.S Patent No. US20170124327A1

**Seqrite Endpoint Security**

Certified as '**Top Product**' for business users by '**AV-Test**' in 2020

**Quick Heal Total Security**

Certified as '**Top Product**' for consumers by '**AV-Test**' in 2020

**Seqrite Endpoint Security**

Seqrite Endpoint Security certified and approved **by ICSA Labs** in 2020

# …backed by Certifications, Patents and…

## International & ISO Certifications

CERTIFIED ISO 9001:2015 CERTIFIED

CERTIFIED ISO 20000-1:2011 CERTIFIED

CERTIFIED ISO 27001:2013 CERTIFIED

AV TEST av-test.org 02/2021 APPROVED CORPORATE ENDPOINT PROTECTION WINDOWS

AV TEST av-test.org 06/2020 CERTIFIED WINDOWS TOP PRODUCT

ICSA labs CERTIFIED ENDPOINT SECURITY

DSCI Excellence Awards

**Cybersecurity Product Pioneer in India**

PATENTED

## Patented Technologies

**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

# Securing the future through our community initiatives

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**23,50,000+**

Lives directly impacted since 2016

### Cybersecurity

- Cybersecurity Awareness
- Cyber Shiksha for Suraksha
- Street Plays


**1,00,000+**

Lives impacted since 2020

### Covid-19 Relief Initiatives

- Free immunity boosters medicines to frontline workers
- Organised health camps and assisted in the smooth functioning of Covid-19 centres
- Donated medical vans to NGOs to heal tribal population
- Distribution of food grains during lockdown
- Distribution of PPE kits to NGOs
- Donated to PM Cares Fund


**45,000+**

Lives directly impacted since 2016

### Education

- Life Skills Education for underprivileged children

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

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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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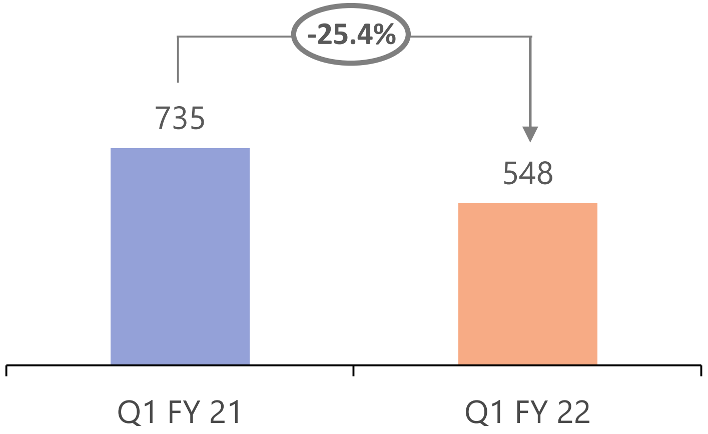
# Q1FY22 EARNINGS

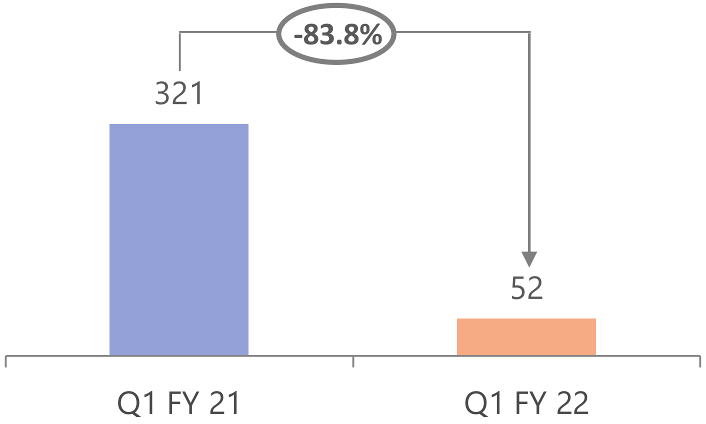
# Q1FY22 – Consolidated Performance Highlights

(₹ mln)

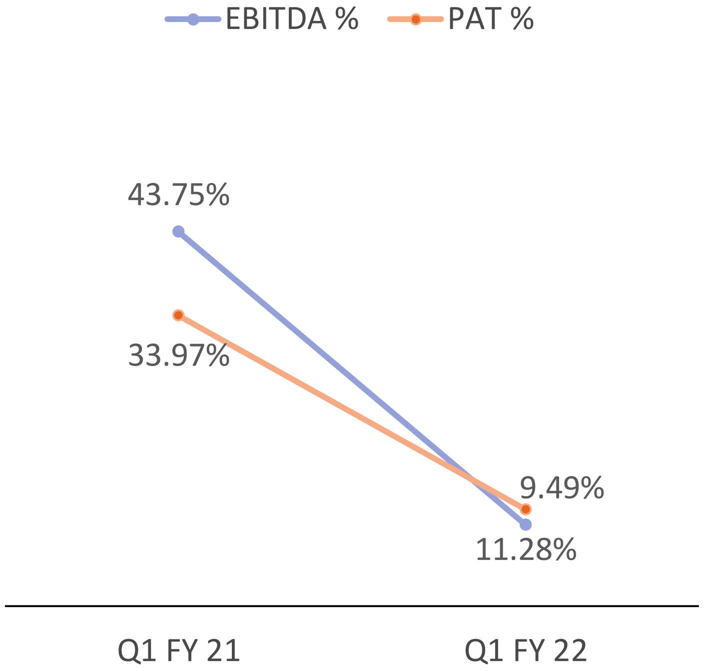
## Net Revenue*




## EBITDA

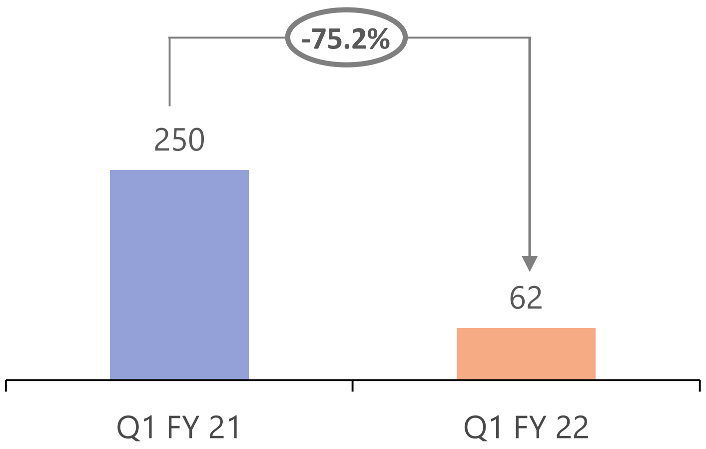



## Margins

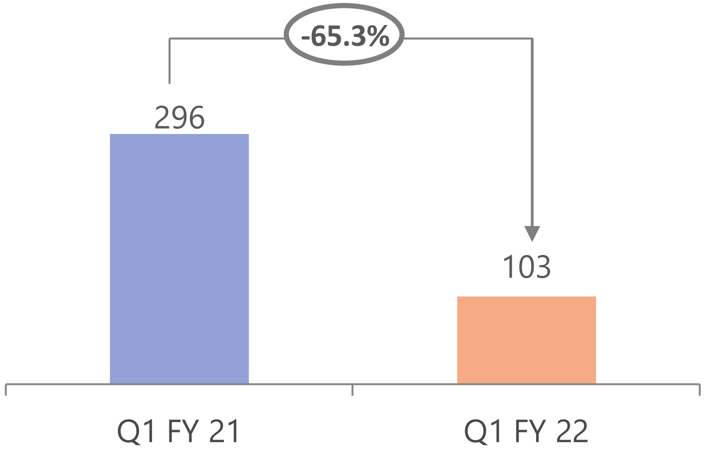



(₹ mln)

## PAT




## Cash PAT#




*As per Ind AS

# Cash PAT = PAT + Depreciation

# Q1FY22 – Segment performance

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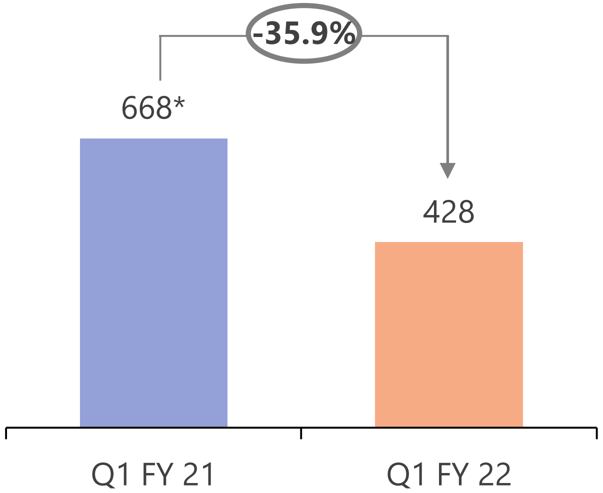
## Revenue break-up

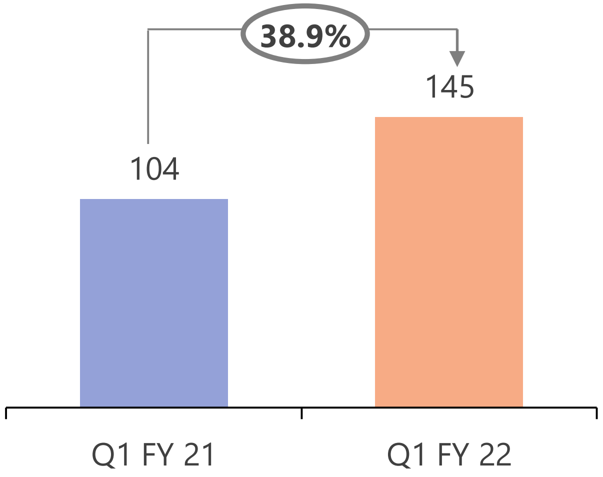
(₹ mln)

### Retail



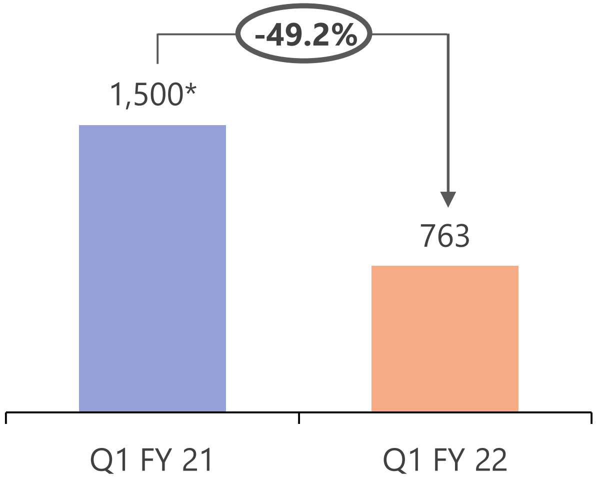

*includes spillover of revenue from Q4FY20 in Q1FY21

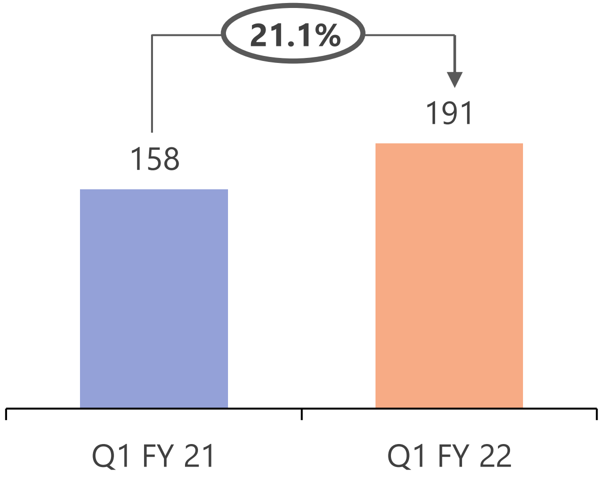
### Enterprise & Government




## Licenses Sold Analysis

(in 000's)




*includes 746k licenses from Q4FY20 in Q1FY21 due to revenue spill over

Based on net revenues before adjusting for sales incentives

# Q1FY22 – Profitability statement

| PARTICULARS (₹ mln) | Standalone | | | Consolidated | | |
|---|---|---|---|---|---|---|
| | Q1FY21 | Q1FY22 | % change | Q1FY21 | Q1FY22 | % change |
| **Total Revenue** | **734.40** | **543.83** | **-25.95%** | **734.62** | **547.84** | **-25.43%** |
| Direct Cost | 29.01 | 16.46 | | 29.03 | 13.63 | |
| **Gross Profit** | **705.39** | **527.37** | **-25.24%** | **705.59** | **534.21** | **-24.29%** |
| **Gross Margin** | **96.05%** | **96.97%** | **92bps** | **96.05%** | **97.51%** | **146bps** |
| **Operating Cost** | | | | | | |
| Research and Development (R&D) | 149.61 | 193.76 | | 149.61 | 193.76 | |
| Sales and Marketing (S&M) | 123.41 | 158.61 | | 127.48 | 161.29 | |
| General Administration (G&A) | 104.12 | 130.73 | | 107.14 | 127.16 | |
| **Total Expenditure** | **377.14** | **483.10** | **-28.10%** | **384.23** | **482.21** | **-25.50%** |
| **EBITDA** | **328.25** | **44.27** | **-86.51%** | **321.36** | **52.00** | **-83.82%** |
| **EBITDA Margin** | **44.70%** | **8.14%** | **-3656bps** | **43.75%** | **9.49%** | **-3425bps** |
| Depreciation | 46.50 | 40.96 | | 46.51 | 40.98 | |
| **EBIT** | **281.75** | **3.31** | **-98.83%** | **274.85** | **11.02** | **-95.99%** |
| **EBIT Margin** | **38.36%** | **0.61%** | **-3776bps** | **37.41%** | **2.01%** | **-3540bps** |
| Other Income | 62.63 | 62.35 | | 63.15 | 62.51 | |
| **Profit Before Tax (Before exceptional item)** | **344.38** | **65.66** | **-80.93%** | **338.00** | **73.53** | **-78.25%** |
| Exceptional Item | - | 21.64 | | - | - | |
| **Profit Before Tax** | **344.38** | **44.02** | **-87.22%** | **338.00** | **73.53** | **-78.25%** |
| Tax | 88.05 | 11.41 | | 88.42 | 11.71 | |
| **Profit After Tax (PAT)** | **256.33** | **32.61** | **-87.28%** | **249.58** | **61.82** | **-75.23%** |
| **PAT Margin** | **34.90%** | **6.00%** | **-2891bps** | **33.97%** | **11.28%** | **-2269bps** |

NOTE: Certain figures have been re-grouped wherever necessary

# Q1FY22 – Ratio analysis

| In % | Standalone | | Consolidated | |
|---|---|---|---|---|
| | Q1FY21 | Q1FY22 | Q1FY21 | Q1FY22 |
| **Expenses** | | | | |
| Direct Cost / Revenue | 3.95% | 3.03% | 3.95% | 2.49% |
| R&D / Revenue | 20.37% | 35.63% | 20.37% | 35.37% |
| S&M / Revenue | 16.80% | 29.17% | 17.35% | 29.44% |
| G&A / Revenue | 14.18% | 24.04% | 14.58% | 23.21% |
| Total Cost / Revenue | 51.35% | 88.83% | 52.30% | 88.02% |
| **Margin** | | | | |
| Gross Margin | 96.05% | 96.97% | 96.05% | 97.51% |
| EBITDA | 44.70% | 8.14% | 43.75% | 9.49% |
| EBIT | 38.36% | 0.61% | 37.41% | 2.01% |
| PBT | 46.89% | 8.09% | 46.01% | 13.42% |
| PAT | 34.90% | 6.00% | 33.97% | 11.28% |

# Consolidated Balance Sheet

| EQUITY AND LIABILITIES (₹ mln) | Jun 30, 2020 | Jun 30, 2021 |
|---|---|---|
| **Share Holder's Funds:** | | |
| Equity Share Capital | 642.03 | 578.80 |
| Share application money pending allotment | - | 1.31 |
| Reserves and Surplus | 6,046.26 | 5,072.61 |
| **Total Shareholder Funds** | **6,688.29** | **5,652.72** |
| **Non-Current Liabilities** | | |
| Net employee defined benefit liabilities | 5.58 | 5.40 |
| Other Non Current Liabilities | 15.15 | - |
| Deferred tax liability (net) | - | 8.29 |
| **Total Non-Current Liabilities** | **20.73** | **13.69** |
| **Current Liabilities:** | | |
| Trade and Other Payables | 421.55 | 461.01 |
| Other Financial Liabilities | 8.14 | 27.73 |
| Other Current Liabilities | 91.95 | 108.21 |
| Net employee defined benefit liabilities | 7.74 | 9.39 |
| Current tax liabilities (Net) | 104.46 | 4.41 |
| **Total Current Liabilities** | **633.84** | **610.75** |
| **Total Equity & Liabilities** | **7,342.86** | **6,277.16** |

| ASSETS (₹ mln) | Jun 30, 2020 | Jun 30, 2021 |
|---|---|---|
| **Non-Current Assets:** | | |
| Property, plant and equipment | 1,452.29 | 1,360.29 |
| Capital work-in-progress | 34.00 | 47.74 |
| Intangible assets | 86.08 | 49.96 |
| **Non-current financial assets** | | |
| Investments in MF ,Tax-Free Bonds & others | 233.67 | 247.48 |
| Loan and Security Deposits | 3.81 | 3.66 |
| Bank Balances | 3.35 | 2.19 |
| Deferred tax assets (net) | 36.02 | - |
| Other non current assets | 195.19 | 129.16 |
| **Total Non-Current Assets** | **2,044.41** | **1,840.48** |
| **Current assets:** | | |
| Inventories | 44.50 | 34.54 |
| Investment in Mutual Fund | 610.68 | 2,103.69 |
| Trade and other receivables | 1,432.99 | 1,385.90 |
| Bank Balances & Cash and Cash Equivalents | 98.39 | 167.90 |
| Investment in Fixed Deposit | 2970.59 | 637.94 |
| Loan and security deposits | 8.89 | 6.92 |
| Interest accrued on FDR and Tax-Free Bonds | 36.82 | 14.93 |
| Other Current assets | 95.59 | 73.75 |
| Assets classified as held for sale | - | 11.11 |
| **Total Current Assets** | **5,298.45** | **4,436.68** |
| **Total Assets** | **7,342.86** | **6.277.16** |

NOTE: Certain figures have been re-grouped wherever necessary

# Standalone Balance Sheet

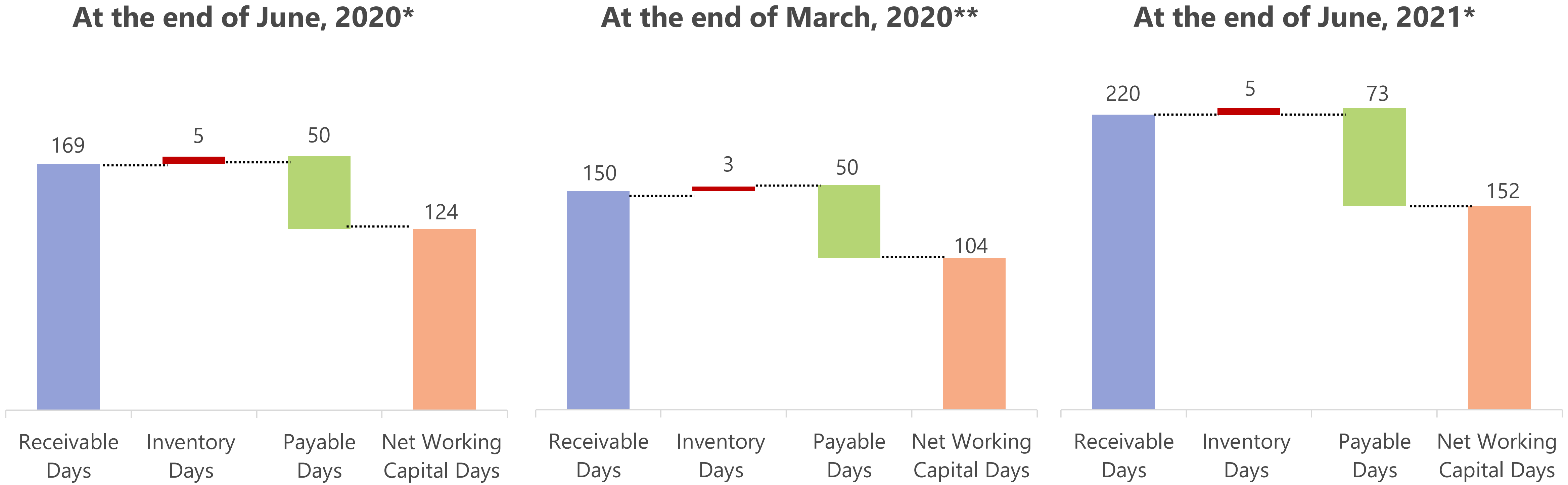
| **EQUITY AND LIABILITIES** (₹ mln) | **Jun 30, 2020** | **Jun 30, 2021** |
|---|---|---|
| **Share Holder's Funds:** | | |
| Equity Share Capital | 642.03 | 578.80 |
| Share application money pending allotment | - | 1.31 |
| Reserves and Surplus | 6,094.96 | 5,085.94 |
| **Total Shareholder Funds** | **6,736.99** | **5,666.05** |
| **Non-Current Liabilities** | | |
| Net employee defined benefit liabilities | 5.58 | 5.40 |
| Other Non Current Liabilities | 15.15 | - |
| Deferred tax liability (net) | - | 8.29 |
| **Total Non-Current Liabilities** | **20.73** | **13.69** |
| **Current Liabilities:** | | |
| Trade and Other Payables | 417.63 | 467.26 |
| Other Financial Liabilities | 8.14 | 27.73 |
| Other Current Liabilities | 89.54 | 106.58 |
| Net employee defined benefit liabilities | 7.74 | 9.39 |
| Current tax liabilities (Net) | 104.06 | 4.29 |
| **Total Current Liabilities** | **627.11** | **615.25** |
| **Total Equity & Liabilities** | **7,384.83** | **6.294.99** |

| **ASSETS** (₹ mln) | **Jun 30, 2020** | **Jun 30, 2021** |
|---|---|---|
| **Non-Current Assets:** | | |
| Property, plant and equipment | 1,452.05 | 1,359.99 |
| Capital work-in-progress | 34.00 | 47.74 |
| Intangible assets | 85.88 | 49.81 |
| **Non-current financial assets** | | |
| Investments in MF, Tax-Free Bonds, Subsidiaries & others | 341.50 | 348.12 |
| Loan and Security Deposits | 3.81 | 3.65 |
| Bank Balances | 3.35 | 2.19 |
| Deferred tax assets (net) | 36.02 | - |
| Other non current assets | 195.19 | 129.16 |
| **Total Non-Current Assets** | **2,151.80** | **1,940.66** |
| **Current assets:** | | |
| Inventories | 44.30 | 34.51 |
| Investment in Mutual Fund | 610.68 | 2,103.69 |
| Trade and other receivables | 1,438.16 | 1,389.74 |
| Bank Balances & Cash and Cash Equivalents | 31.93 | 82.76 |
| Investment in Fixed Deposit | 2970.59 | 637.94 |
| Loan and security deposits | 8.18 | 6.86 |
| Interest accrued on FDR and Tax-Free Bonds | 36.86 | 14.93 |
| Other Current assets | 92.33 | 72.79 |
| Assets classified as held for sale | - | 11.11 |
| **Total Current Assets** | **5,233.03** | **4,354.33** |
| **Total Assets** | **7,384.83** | **6,294.99** |

NOTE: Certain figures have been re-grouped wherever necessary

# Working capital analysis

Quick Heal
Security Simplified
SEQRITE
Enterprise Cybersecurity Solutions by Quick Heal




**Note***

Receivable Days = [(Debtors/ Sales) X (91 days)]

Inventory Days = [(Inventory/Sales) X (91 days)]

Payable Days = [(Creditor/Sales) X (91 days)]

**Note****

Receivable Days = [(Debtors/ Sales) X (365 days)]

Inventory Days = [(Inventory/Sales) X (365 days)]

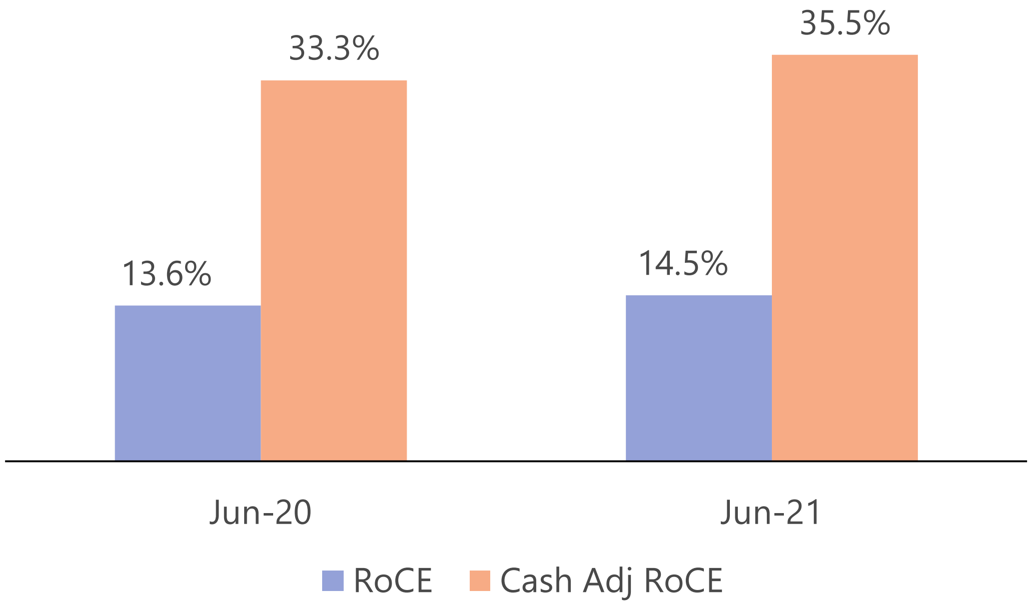
Payable Days = [(Creditor/Sales) X (365 days)]

Calculation is based on net revenues before adjusting for sales incentives

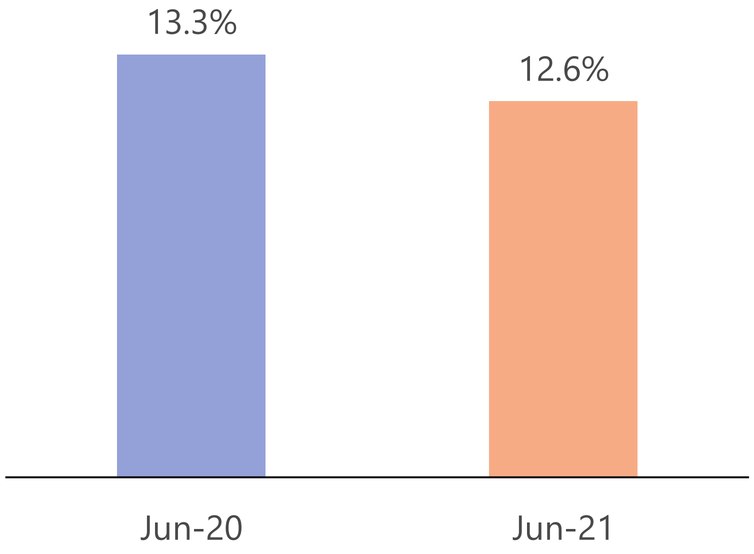
# Return ratio analysis

Quick Heal Security Simplified | SEQRITE Enterprise Cybersecurity Solutions by Quick Heal

## 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

# Thank You

**Chief Financial Officer**
Mr. Nitin Kulkarni
Nitin.Kulkarni@quickheal.co.in
+91-20-66813232

**Company Secretary**
Mr. Srinivas Anasingaraju
cs@quickheal.co.in
+91-20-66813232

**CIN No: L72200MH1995PLC091408**
www.quickheal.co.in

# Annexure

## Products Sold in following countries

- Australia
- Bangladesh
- Benin
- Cambodia
- Canada
- Chile
- Colombia
- Congo
- Ecuador
- El Salvador
- France
- Gambia
- Germany
- Guinea
- Honduras
- Hong Kong
- Italy
- Japan
- Jordan
- Kenya
- Kuwait
- Macao
- Malaysia
- Mauritius
- Mexico
- Morocco
- Netherlands
- New Zealand
- Nigeria
- Saudi Arabia
- Singapore
- Solomon Islands
- South Africa
- South Korea
- Sri Lanka
- Panama
- Paraguay
- Peru
- Philippines
- Qatar
- Rwanda
- Thailand
- Turkey
- Uganda
- UAE
- USA
- Venezuela

## Sales & Support offices across India

- Chandigarh
- New Delhi
- Jaipur
- Lucknow
- Patna
- Guwahati
- Ahmedabad
- Indore
- Surat
- Nashik
- Nagpur
- Mumbai
- Pune
- Aurangabad
- Kolhapur
- Raipur
- Kolkata
- Bhubaneshwar
- Hyderabad
- Bangalore
- Chennai
- Kochi