



**Quick Heal**

*Security Simplified*

# INVESTOR PRESENTATION

**Q4 FY21**

**May 2021**

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# Agenda

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02



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The Quick Heal Advantage

05



Q4FY21 Earnings



Quick Heal

Security Simplified

**SECURITE**  
Enterprise Cybersecurity Solutions by Quick Heal

# Q4FY21 & FY21 EARNINGS HIGHLIGHTS



Actual Sales  
Jan 24 - 105M  
Target Sales  
Jan 26 - 65M



# Q4 & FY21 Earnings Highlights

## REVENUE



Q4FY21 Revenue at

₹ **1,053** mln

up 63.9% from ₹ 643 mln  
in Q4FY20

FY21 Revenue at

₹ **3,330** mln

up 16.4% from ₹ 2,861 mln  
in FY20

## EBITDA



Q4FY21 EBITDA at

₹ **538** mln

up 609.0% from ₹ 76 mln  
in FY20

FY21 EBITDA at

₹ **1,415** mln

up 54.8% from ₹ 914 mln  
in FY20

## PAT

Q4FY21 PAT at

₹ **397** mln

up 397.0% from ₹ 80 mln in FY20

FY21 PAT at

₹ **1,070** mln

up 43.8% from ₹ 744 mln in FY20

## FY21 Revenue split

Retail 81.8%



Enterprise +  
Government 18.2%

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

				Total
Q1	3	0	0	3
Q2	14	5	0	19
Q3	12	5	1	18
Q4	16	12	1	29



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# COMPANY OVERVIEW

# Company at a glance



## Purpose

Innovate to "simplify" securing digital experience.

## Vision

To be trusted by our customers in securing the digital world and aim to grow as reputable global market leader.

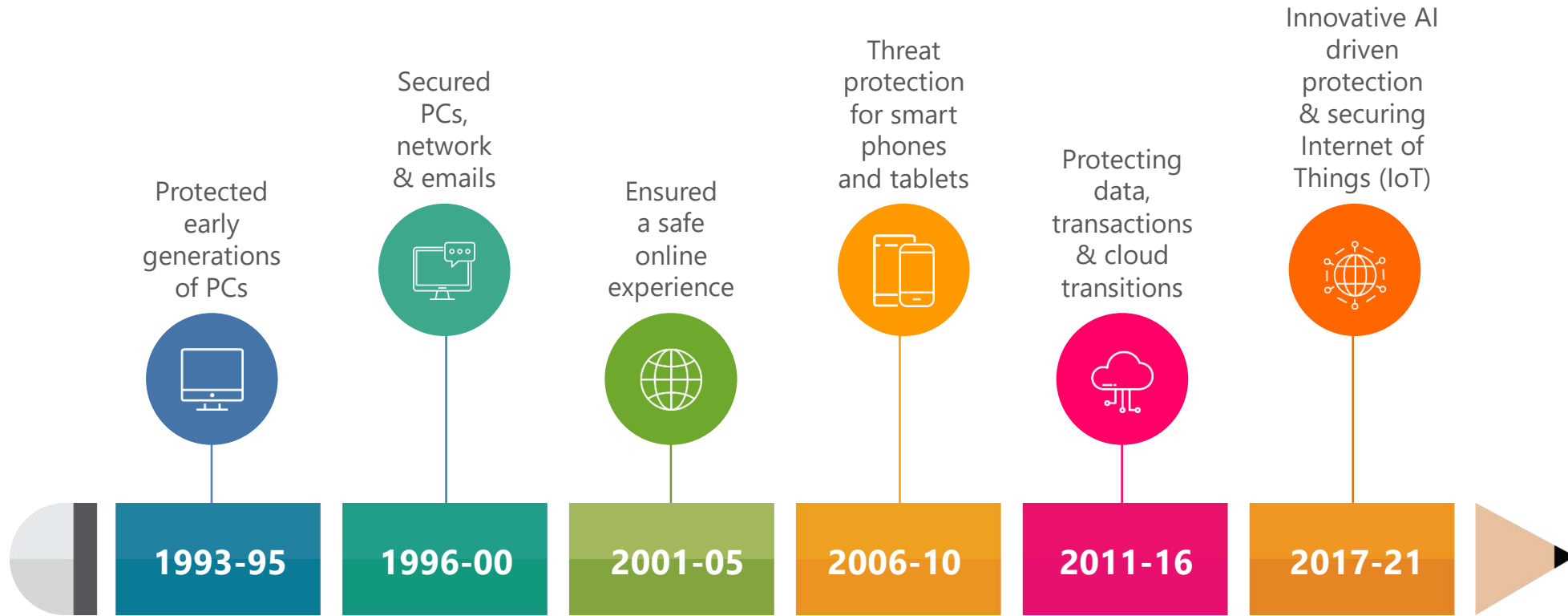
## Mission

Empowering the team to solve business problems.

# Our journey

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Enterprise Cybersecurity Solutions by Quick Heal



**Over 25 years**  
of simplifying security



# Scripting a new success story In the cybersecurity industry

## Quick Heal



₹ **2,994** mln  
FY21 Revenue\*



## SEQRITE



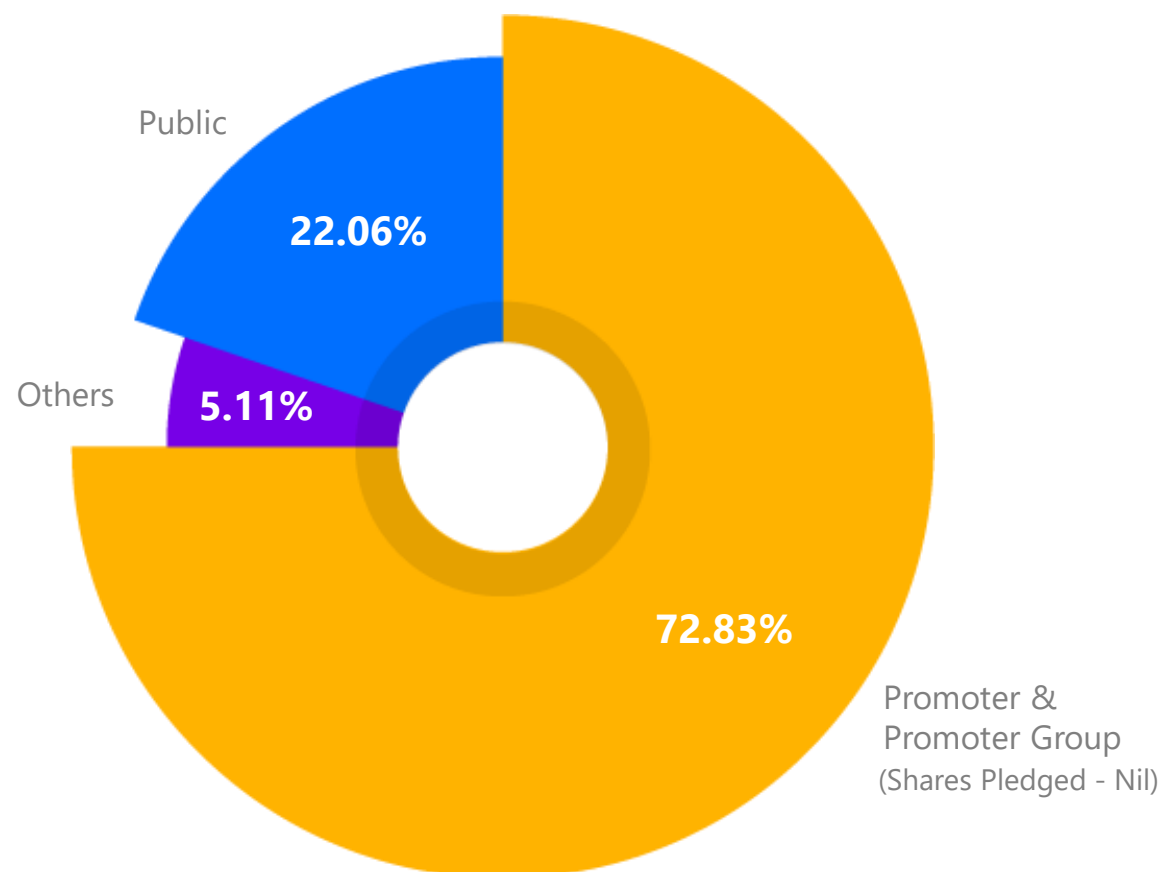
₹ **665** mln  
FY21 Revenue\*

\*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 – 31<sup>st</sup> March 2021**



**Shareholder Information** (as on 31<sup>st</sup> March 2021)

NSE Ticker	QUICKHEAL
BSE Ticker	539678
Market Cap (INR mln)	10,148
% Free-float	27.17%
Free-float market cap (INR mln)	2,757
Total Debt (INR mln)	-
Cash & Cash Equivalents (INR mln)	4,809
Shares Outstanding	6,42,07,868
3M ADTV (Shares)*	5,96,783
3M ADTV (INR mln)*	108.7
Industry	IT Software Products

\*Source: NSE

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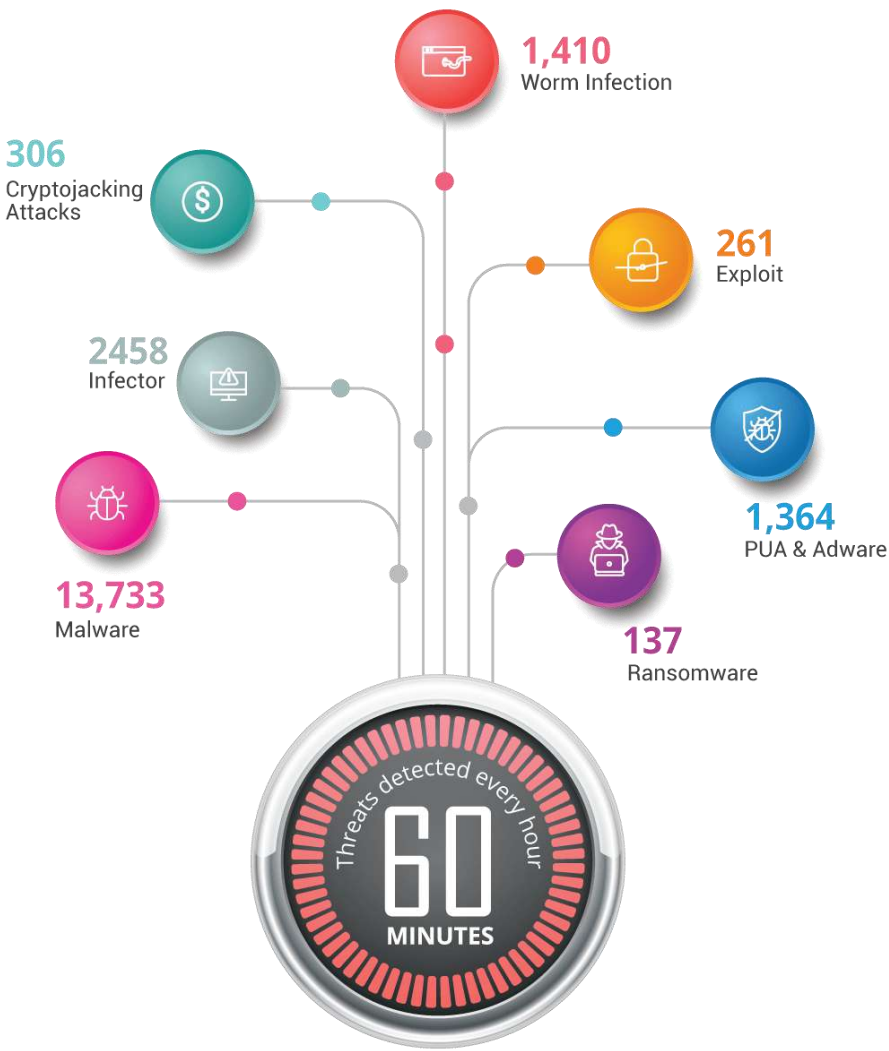
Enterprise Cybersecurity Solutions by Quick Heal

# INDUSTRY OVERVIEW



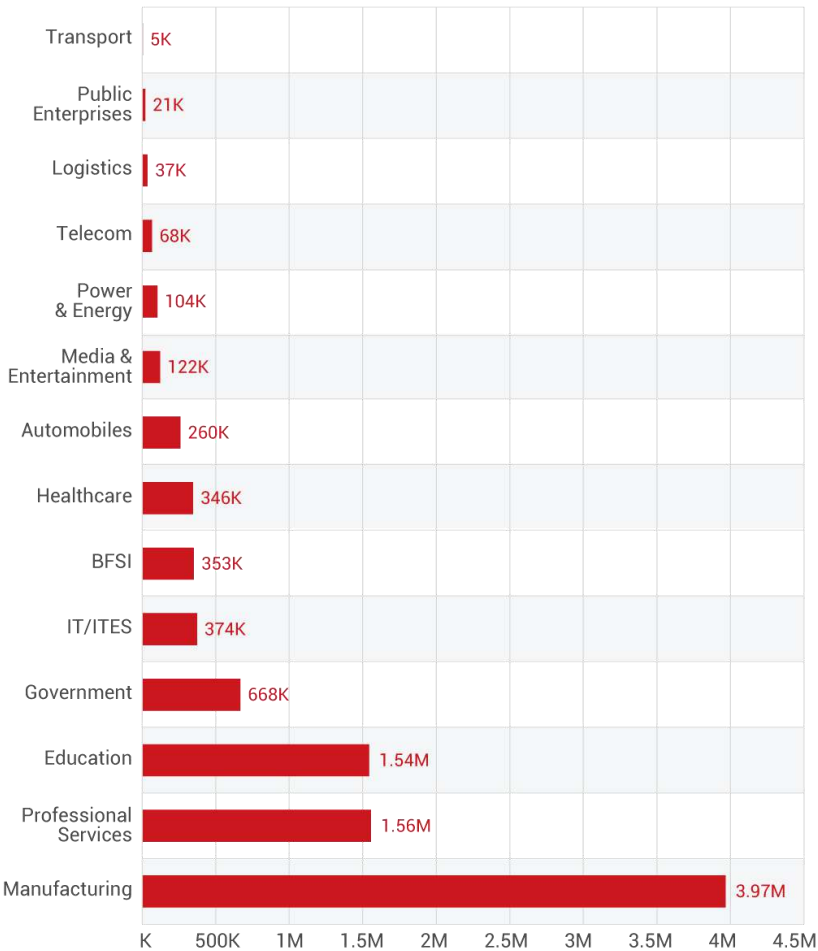
# 2020 Cyber threat landscape shows that...

## Detection Highlights - 2020



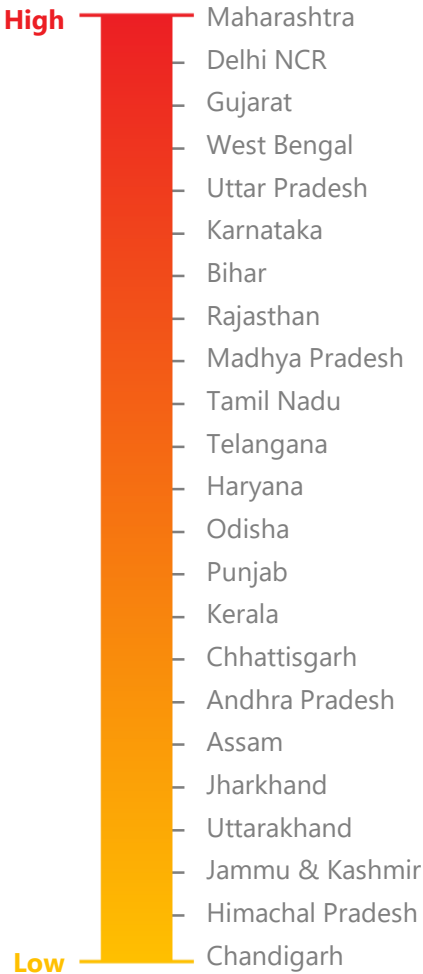
Source: Seqrite Threat Report 2021

## Indian Industries most at risk



Source: Seqrite Threat Report 2021

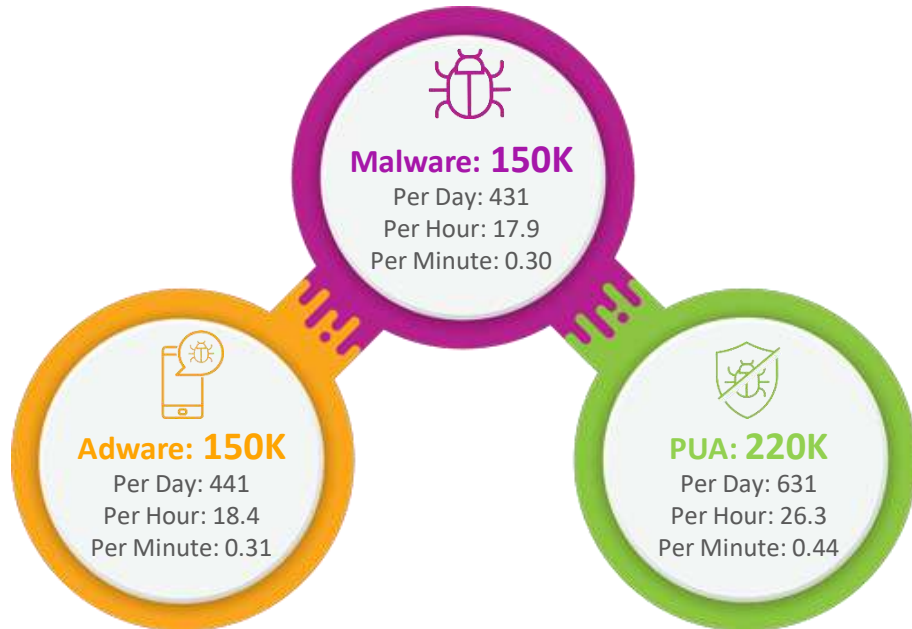
## States most affected



Source: Quick Heal Threat Report 2021

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

## Detection statistics for Mobile



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**

### Hackers hit India's no 2 broker Upstox

*The Times of India (April 12, 2021)*

**India was the second most cyber-attacked country in Asia-Pacific in 2020** – *The New Indian Express (February 25, 2021)*

**Almost 300% rise in cyber attacks in India in 2020, govt tells Parliament** – *Hindustan Times (March 23, 2021)*

**Cyber Agency asks Indian FB users to enhance account privacy** – *The Hindu (April 20, 2021)*

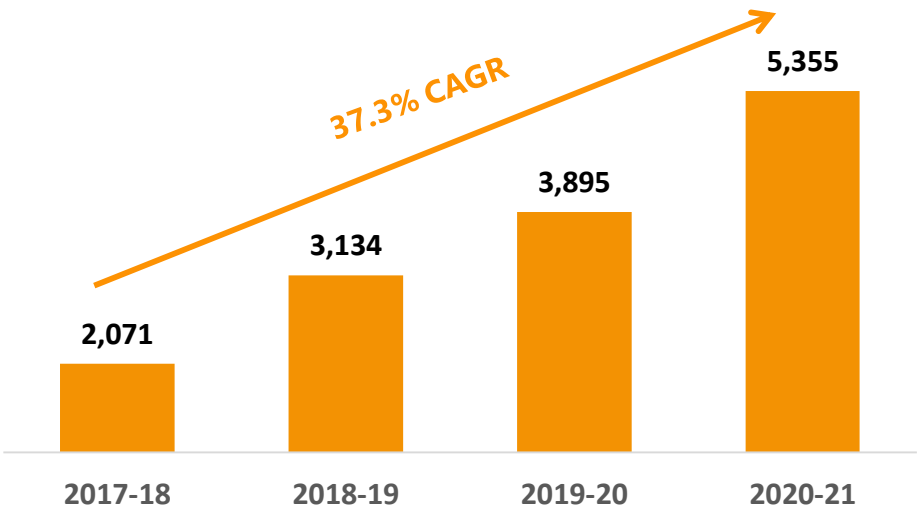
**Spike in data breaches sends firms scrambling for security cover** – *The Times of India (May 03, 2021)*

**Domino's India database likely hacked, 1 million credit card details leaked along with mail IDs, cell numbers** – *India Today (April 19, 2021)*

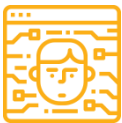
Source: Reputed News Outlets

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

Digital Transactions – INR Crore



India in Numbers



**1.29b**

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



**50%**

Internet penetration in India in 2020



**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

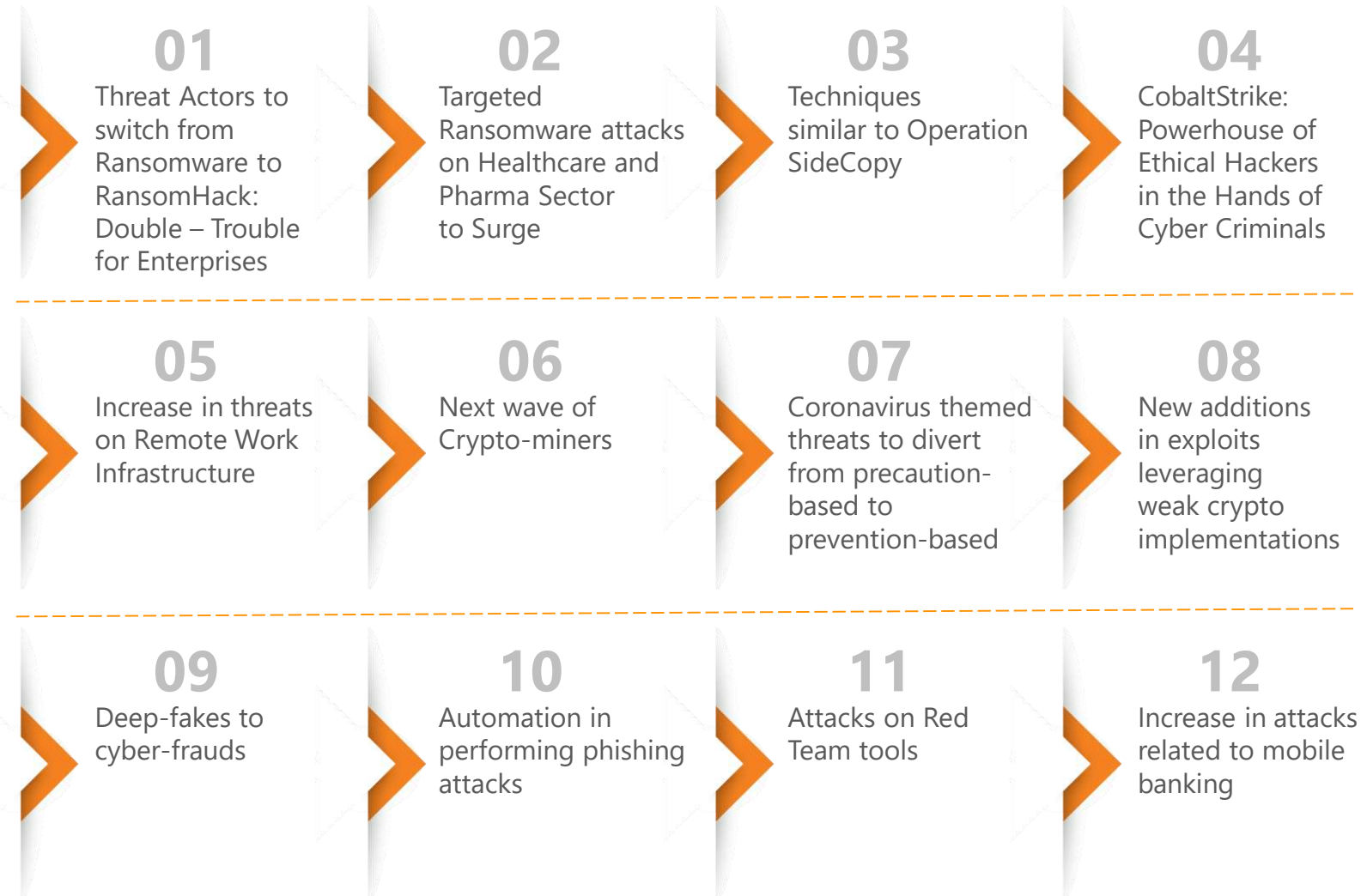




# Cyber threat predictions for 2021 and beyond

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Source: Seqrite Threat Predictions 2021

A person's hand is visible in the foreground, holding a white pen with a black tip and pointing it at a laptop screen. The laptop screen displays a diagram with blue rectangular blocks connected by lines. In the background, another person wearing a blue and white plaid shirt is partially visible, also working at a desk. The overall scene is a professional office environment.

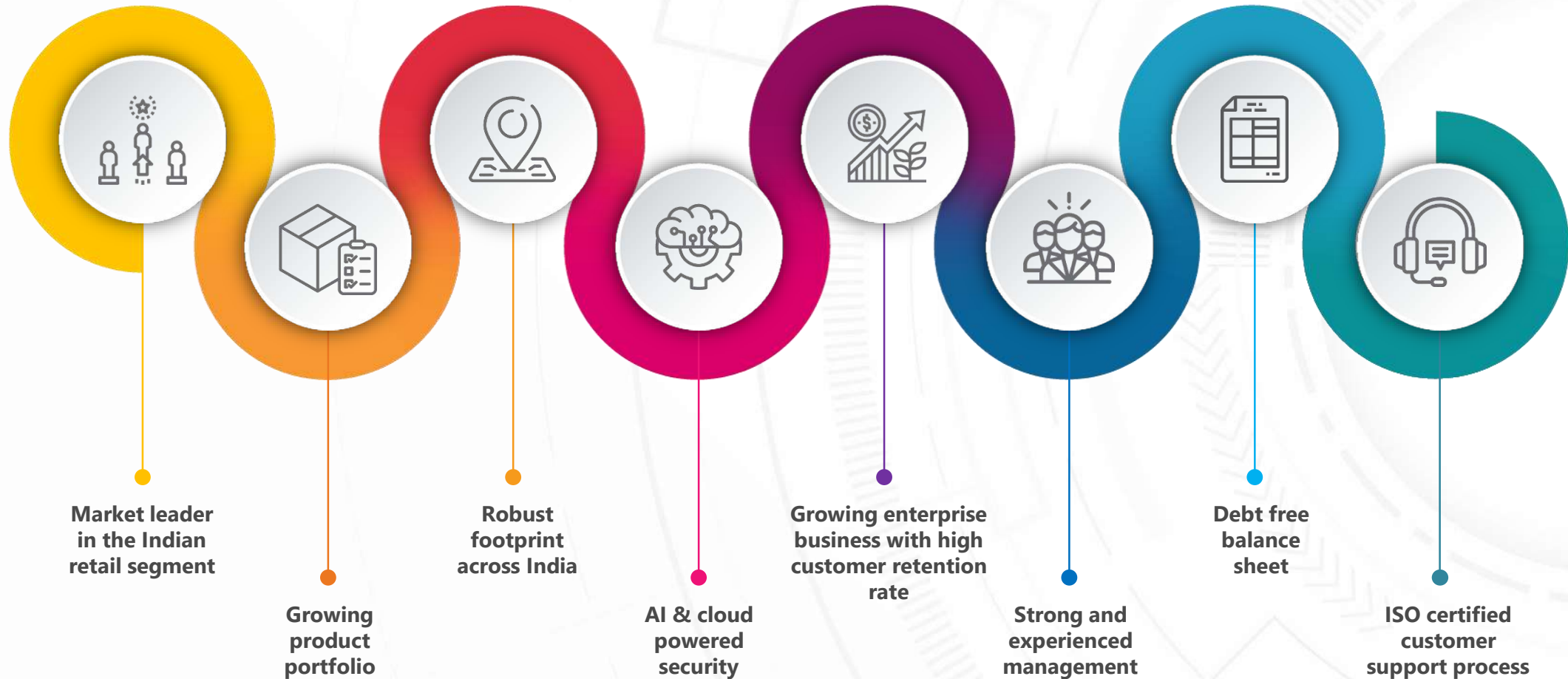
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# THE QUICK HEAL **ADVANTAGE**



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

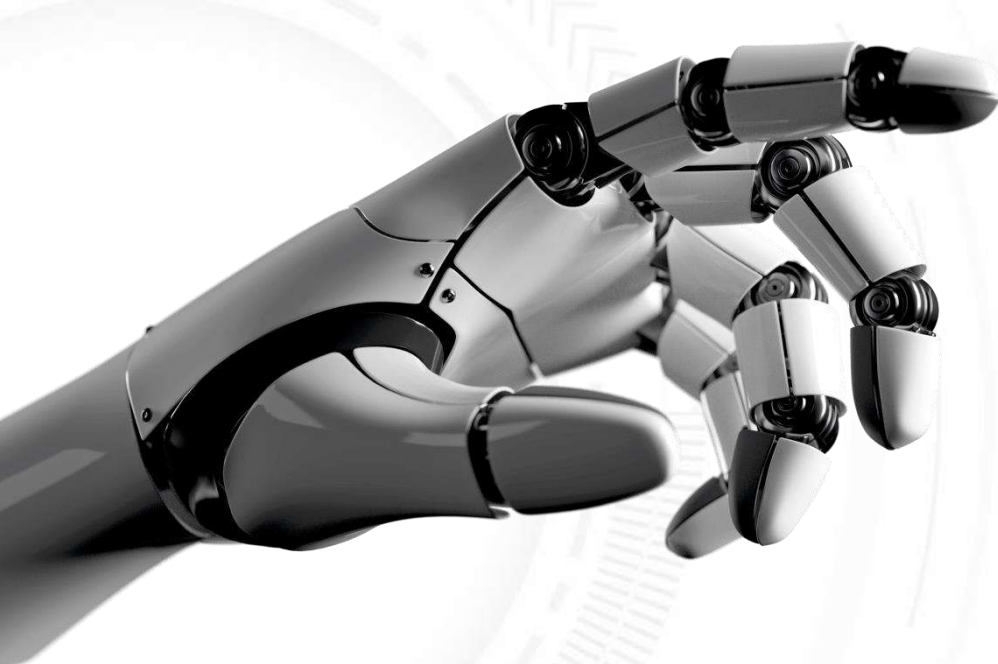




# Strong threat detection and prevention capabilities...

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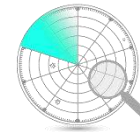
## GoDeep.AI

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

...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

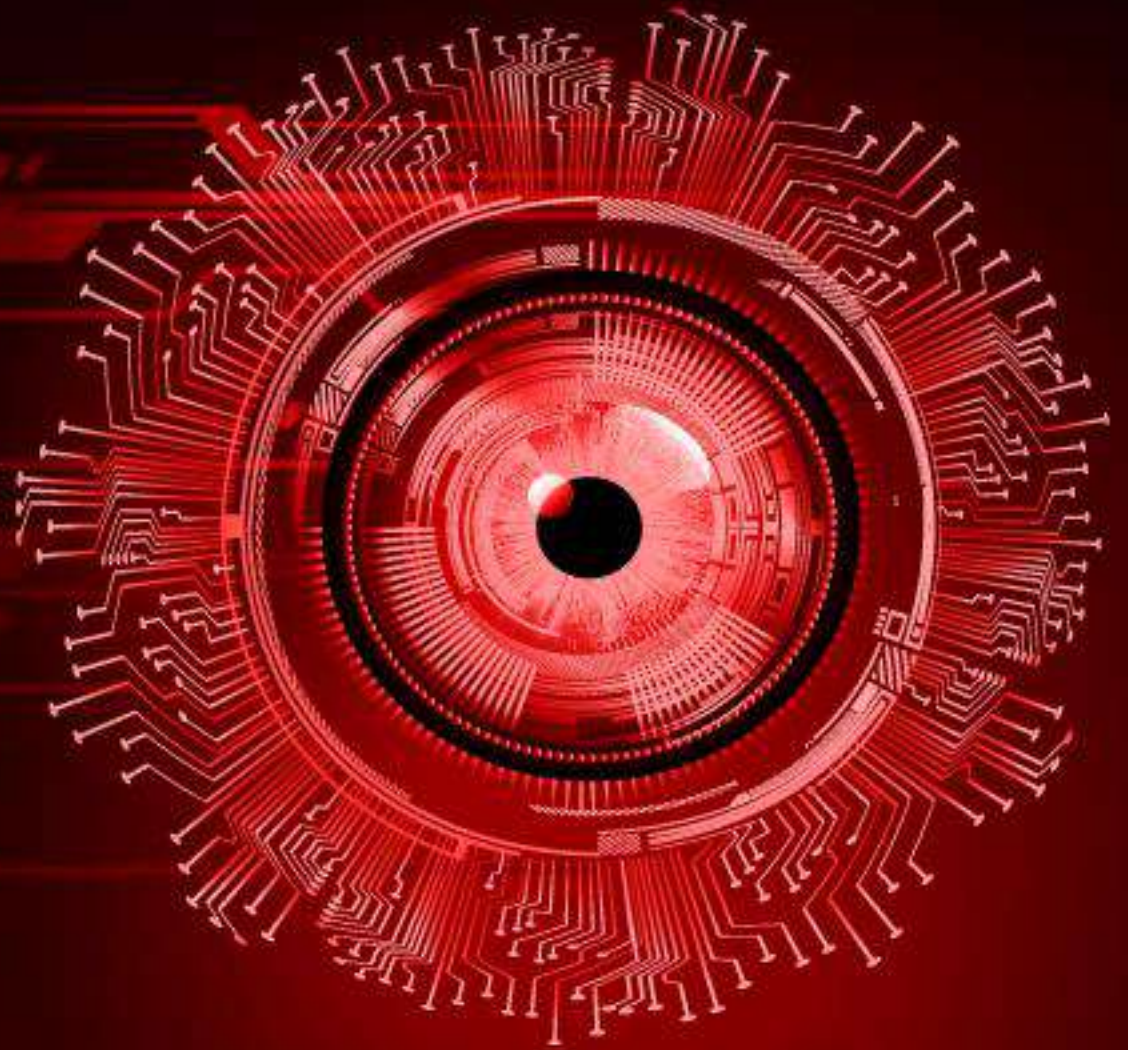


**New Launch...**



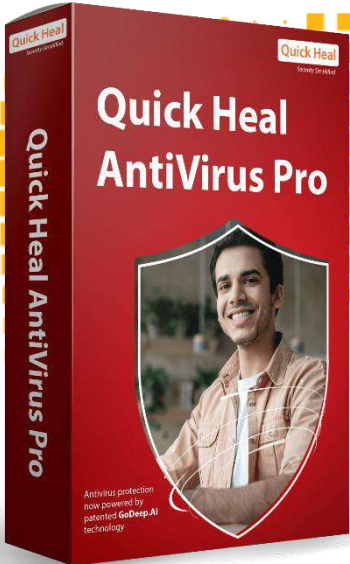
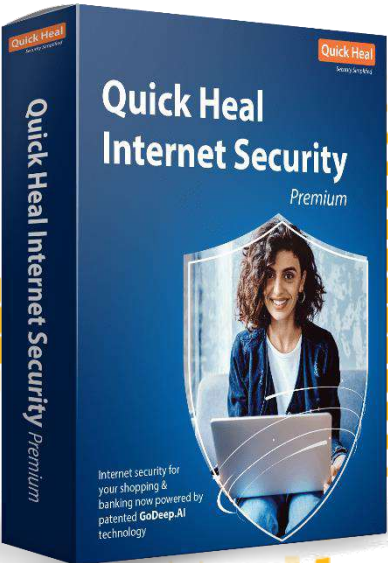
**Integrate your **cybersecurity**  
to make data-driven solutions  
from a **single dashboard****

**#GetTheHawkkAdvantage**





# Product Portfolio – Home, SOHO & Mobile



# Robust sales & distribution network in India



# QUICK HEAL Global Presence

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Security Simplified

**SEQRITE**  
Enterprise Cybersecurity Solutions by Quick Heal



				
<b>India (HO)</b> Quick Heal Technologies Limited	<b>USA</b> Quick Heal Technologies America Inc.	<b>Japan</b> Quick Heal Japan KK	<b>Kenya</b> Quick Heal Technologies Africa Limited	<b>UAE</b> Seqrite Technologies DMCC

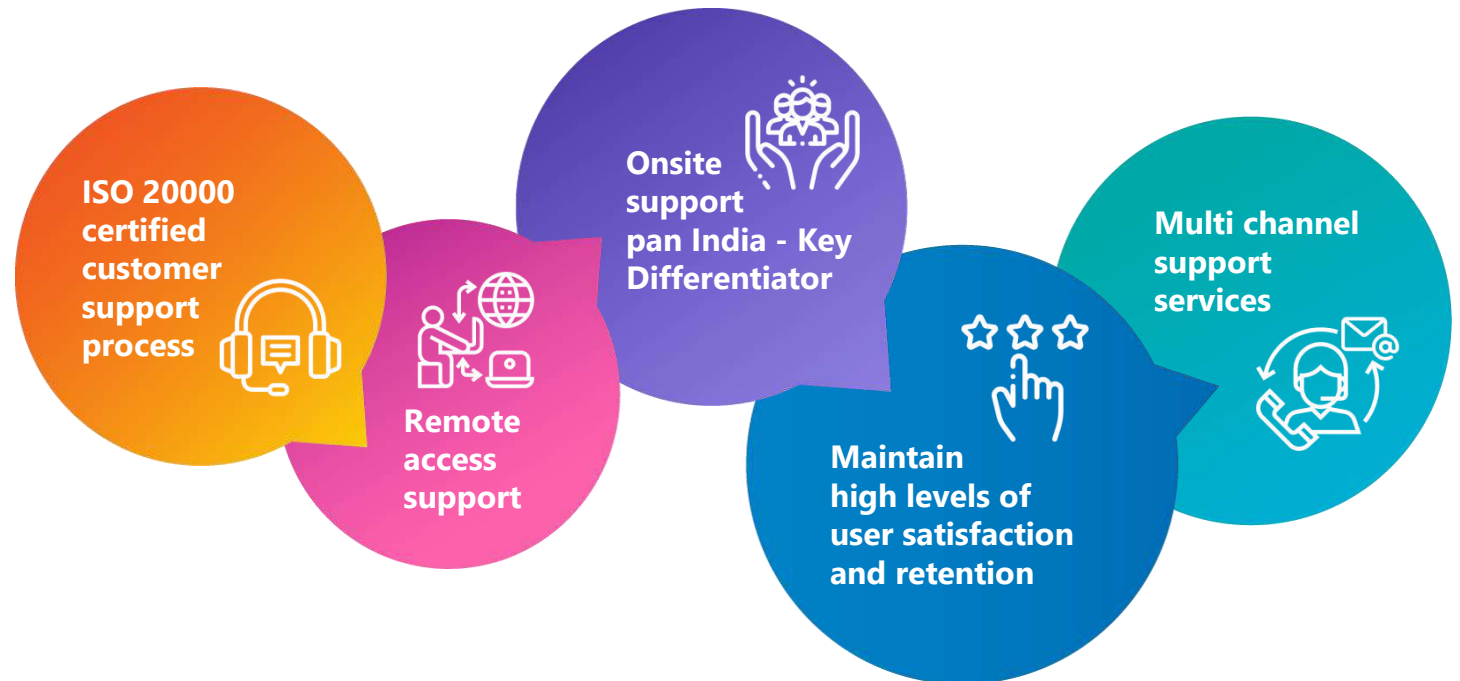
For product sold countries refer annexure (slide no: 48)





# 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*

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 its 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

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**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.



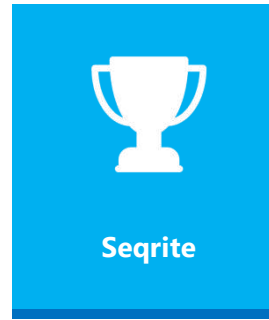
**Mr. Deepak Mishra**  
*Head, Retail Sales*

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...



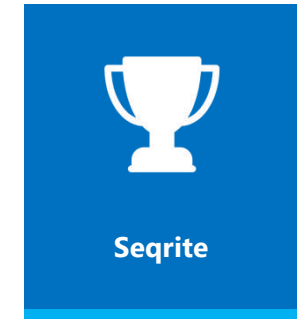
**Best Enterprise IT Security Brand** at the 11th NCN Innovative Product Award 2018



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



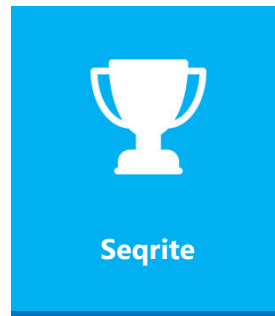
Certified as **'Approved Corporate Endpoint Protection'** for Windows by 'AV-Test' 2018



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



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'** in 2020



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



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

**NEW**



...backed by Certifications, Patents and...

### International & ISO Certifications



### 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

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 to the needy 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



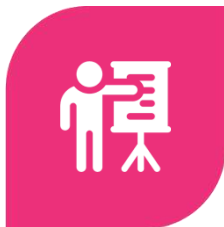
## Popular Courses

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

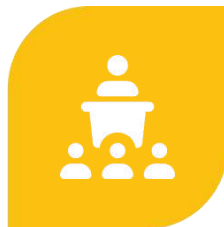
## Offerings



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

### Manav Rachna University

MoU with Manav Rachna University (MRU) for a joint B. Tech in Cyber Security & Threat Intelligence, programme

NEW

### Maharashtra Cosmopolitan Education Society

The society runs 30 institutes from its ultra modern campuses located in Maharashtra

### Chitkara University

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

### Parul University

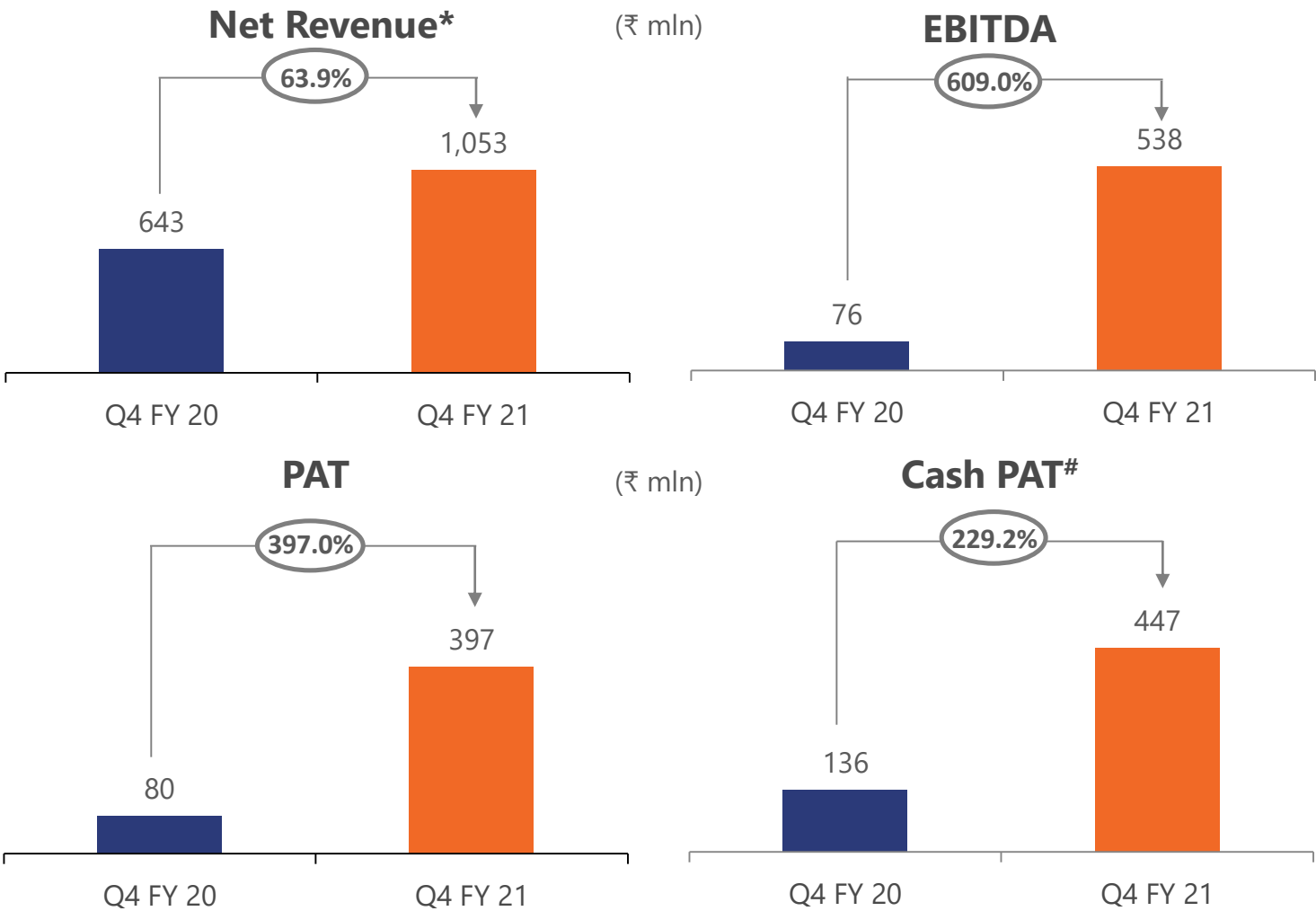
MoU with Parul University, Vadodara for Joint B. Tech Programme (4 Years )

NEW

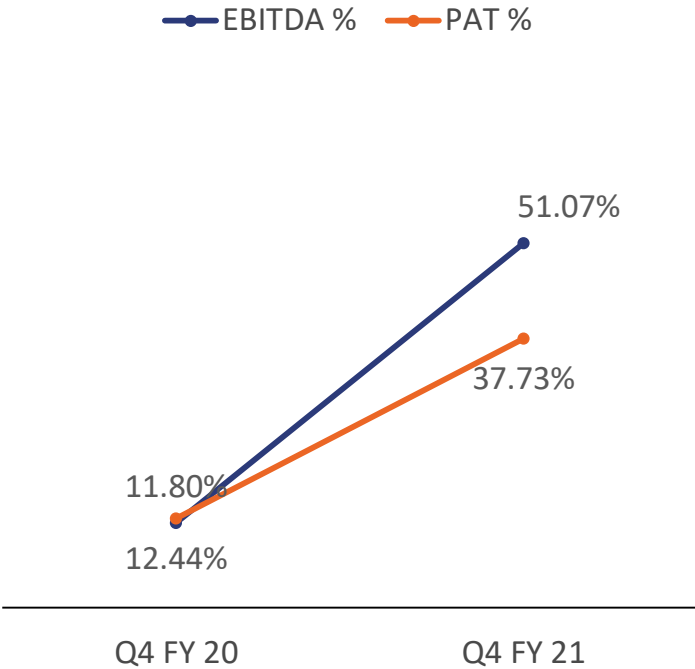


# Q4 & FY21 EARNINGS

# Q4FY21 – Consolidated Performance Highlights

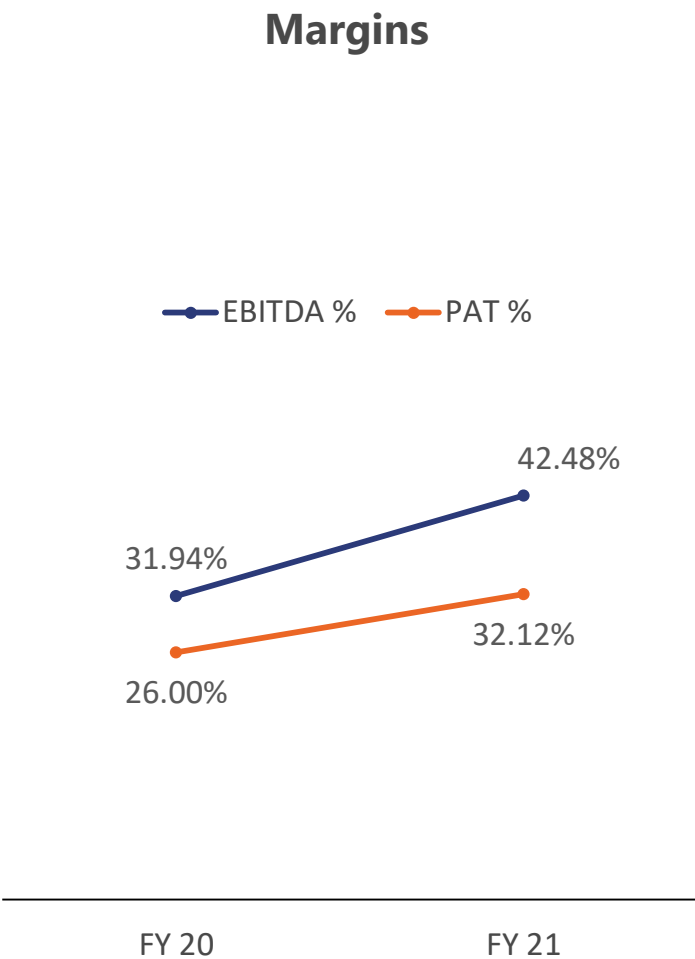
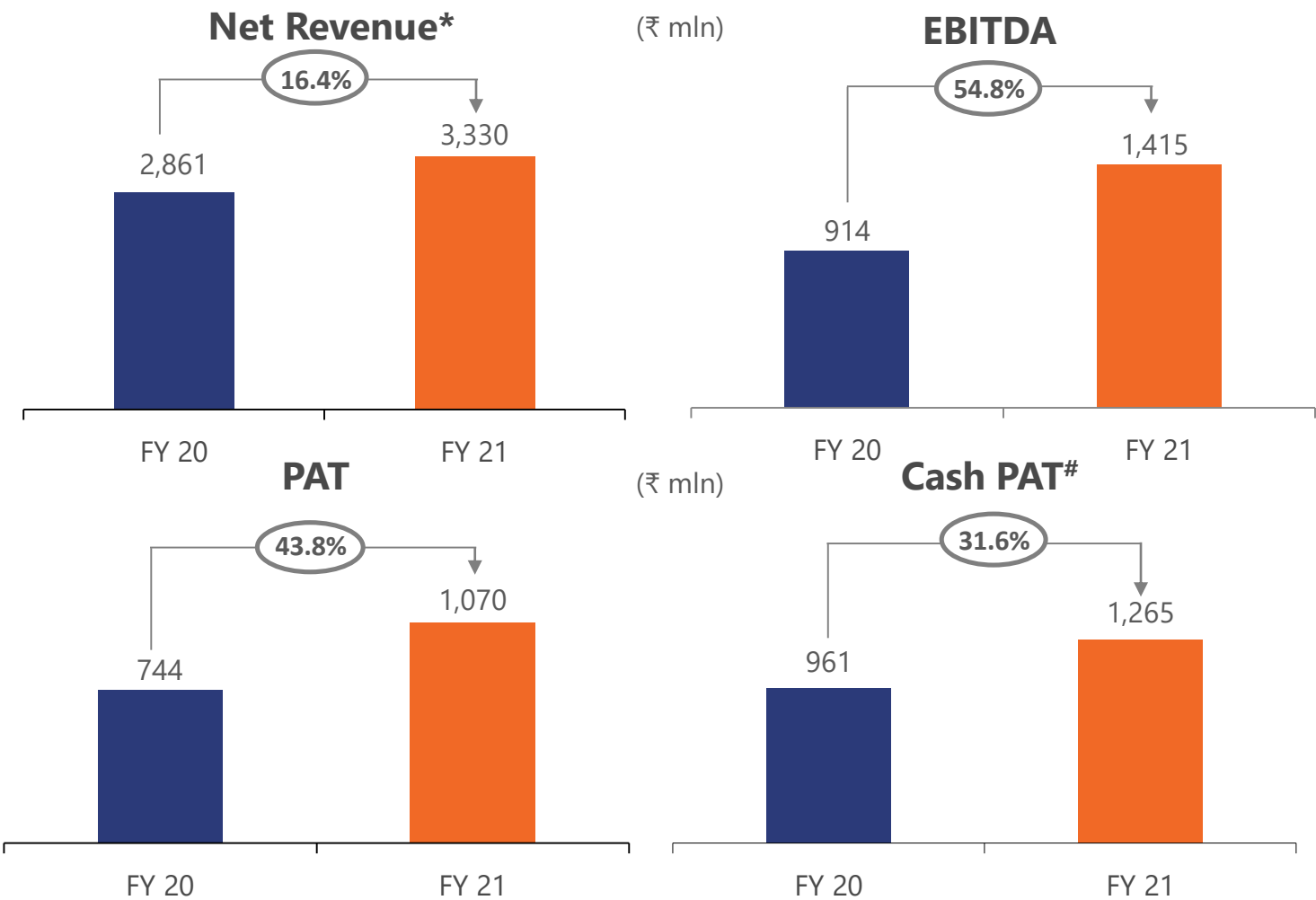


## Margins



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

# FY21 – Consolidated Performance Highlights

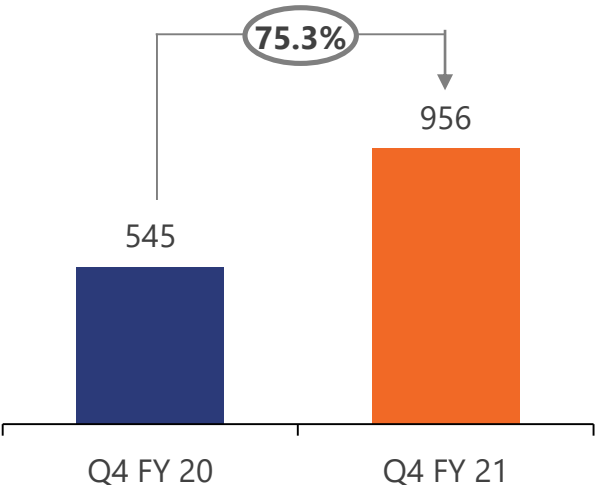


\*As per Ind AS      # Cash PAT = PAT + Depreciation

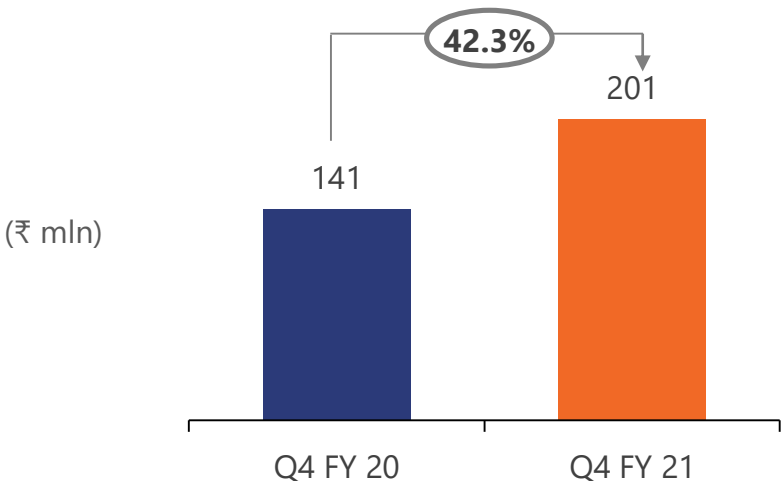


Revenue  
break-up

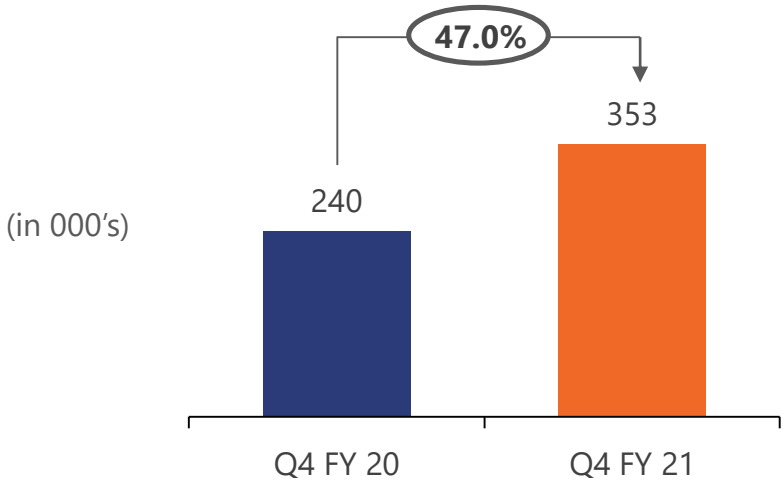
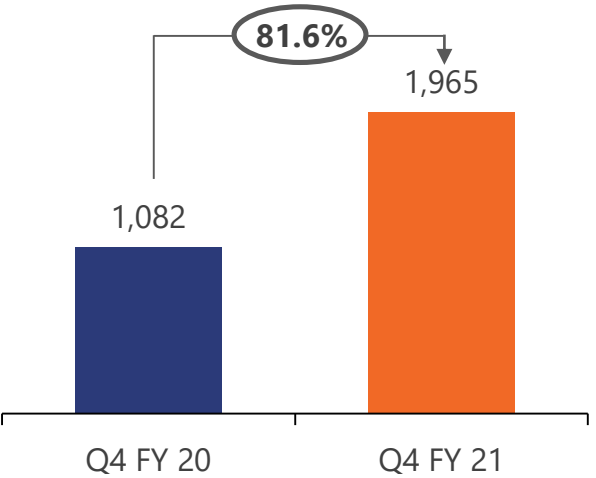
Retail



Enterprise & Government



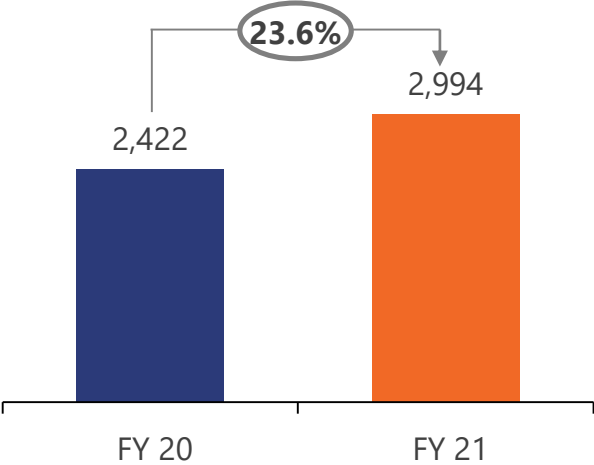
Licenses Sold  
Analysis



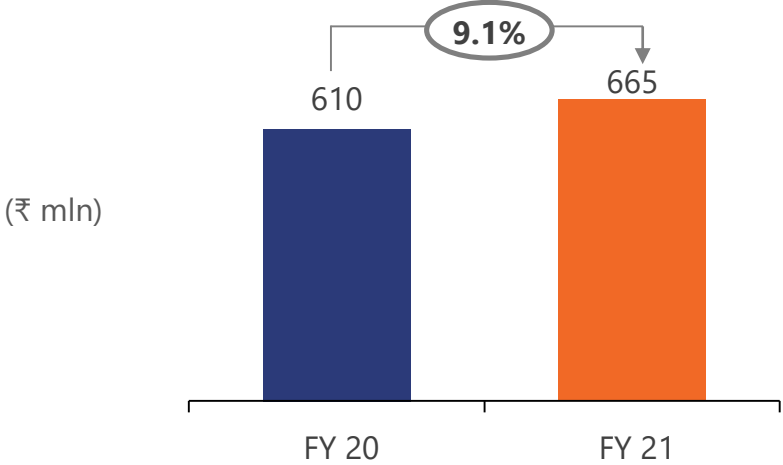
Based on net revenues before adjusting for sales incentives

Revenue  
break-up

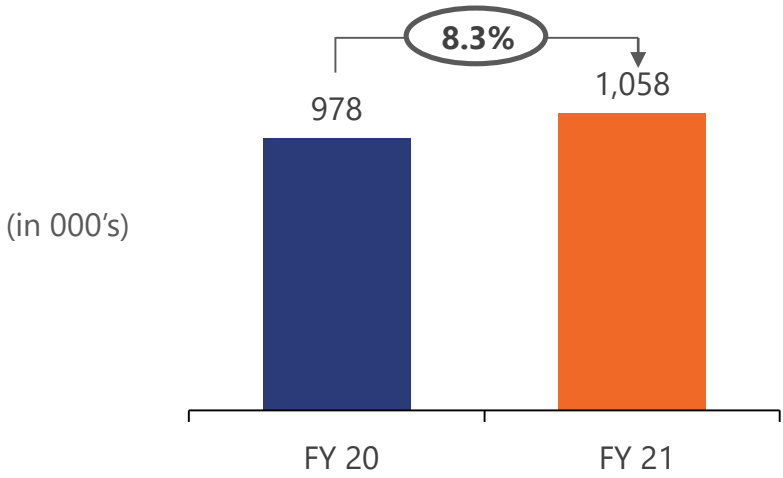
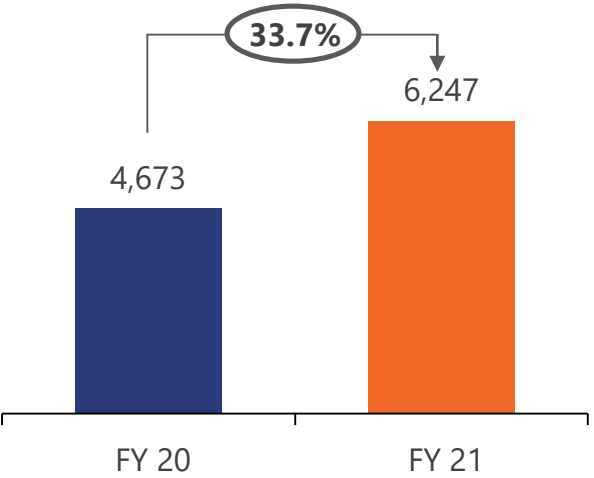
Retail



Enterprise & Government



Licenses Sold  
Analysis



Based on net revenues before adjusting for sales incentives

# Q4FY21 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	Q4FY20	Q4FY21	% change	Q4FY20	Q4FY21	% change
<b>Total Revenue</b>	<b>634.31</b>	<b>1061.05</b>	<b>67.28%</b>	<b>642.54</b>	<b>1,052.94</b>	<b>63.87%</b>
Direct Cost	29.78	45.57		34.14	45.44	
<b>Gross Profit</b>	<b>604.53</b>	<b>1,015.48</b>	<b>67.98%</b>	<b>608.40</b>	<b>1,007.50</b>	<b>65.60%</b>
<b>Gross Margin</b>	<b>95.31%</b>	<b>95.71%</b>	<b>40bps</b>	<b>94.69%</b>	<b>95.68%</b>	<b>100bps</b>
<b>Operating Cost</b>						
Research and Development (R&D)	128.47	172.81		128.47	172.81	
Sales and Marketing (S&M)	234.67	166.52		238.58	170.36	
General Administration (G&A)	161.13	135.41		165.50	126.55	
<b>Total Expenditure</b>	<b>524.27</b>	<b>474.74</b>	<b>9.45%</b>	<b>532.55</b>	<b>469.72</b>	<b>11.80%</b>
<b>EBITDA</b>	<b>80.26</b>	<b>540.74</b>	<b>573.74%</b>	<b>75.85</b>	<b>537.78</b>	<b>609.00%</b>
<b>EBITDA Margin</b>	<b>12.65%</b>	<b>50.96%</b>	<b>3831bps</b>	<b>11.80%</b>	<b>51.07%</b>	<b>3927bps</b>
Depreciation	55.88	49.98		55.93	50.00	
<b>EBIT</b>	<b>24.38</b>	<b>490.76</b>	<b>1912.96%</b>	<b>19.92</b>	<b>487.78</b>	<b>2348.69%</b>
<b>EBIT Margin</b>	<b>3.84%</b>	<b>46.25%</b>	<b>4241bps</b>	<b>3.10%</b>	<b>46.33%</b>	<b>4323bps</b>
Other Income	81.12	57.24		82.42	57.34	
<b>Profit Before Tax (Before exceptional item)</b>	<b>105.50</b>	<b>548.00</b>	<b>419.43%</b>	<b>102.34</b>	<b>545.12</b>	<b>432.66%</b>
Exceptional Item	23.17	-		-	-	
<b>Profit Before Tax</b>	<b>82.33</b>	<b>548.00</b>	<b>565.61%</b>	<b>102.34</b>	<b>545.12</b>	<b>432.66%</b>
Tax	22.09	147.62		22.41	147.86	
<b>Profit After Tax (PAT)</b>	<b>60.24</b>	<b>400.38</b>	<b>564.64%</b>	<b>79.93</b>	<b>397.26</b>	<b>397.01%</b>
<b>PAT Margin</b>	<b>9.50%</b>	<b>37.73%</b>	<b>2824bps</b>	<b>12.44%</b>	<b>37.73%</b>	<b>2529bps</b>

NOTE: Certain figures have been re-grouped wherever necessary



# FY21 – Profitability statement

PARTICULARS (₹ mln)	Standalone			Consolidated		
	FY20	FY21	% change	FY20	FY21	% change
<b>Total Revenue</b>	<b>2,834.04</b>	<b>3,335.28</b>	<b>17.69%</b>	<b>2,861.38</b>	<b>3,330.44</b>	<b>16.39%</b>
Direct Cost	111.75	134.24		124.13	136.97	
<b>Gross Profit</b>	<b>2,722.29</b>	<b>3,201.04</b>	<b>17.59%</b>	<b>2,737.25</b>	<b>3,193.47</b>	<b>16.67%</b>
<b>Gross Margin</b>	<b>96.06%</b>	<b>95.98%</b>	<b>-8bps</b>	<b>95.66%</b>	<b>95.89%</b>	<b>23bps</b>
<b>Operating Cost</b>						
Research and Development (R&D)	532.90	634.44		532.90	634.44	
Sales and Marketing (S&M)	714.69	649.25		731.18	665.07	
General Administration (G&A)	543.90	503.57		559.26	479.34	
<b>Total Expenditure</b>	<b>1,791.49</b>	<b>1,787.26</b>	<b>0.24%</b>	<b>1,823.34</b>	<b>1,778.85</b>	<b>2.44%</b>
<b>EBITDA</b>	<b>930.80</b>	<b>1,413.78</b>	<b>51.89%</b>	<b>913.91</b>	<b>1,414.62</b>	<b>54.79%</b>
<b>EBITDA Margin</b>	<b>32.84%</b>	<b>42.39%</b>	<b>955bps</b>	<b>31.94%</b>	<b>42.48%</b>	<b>1054bps</b>
Depreciation	216.64	194.78		216.77	194.87	
<b>EBIT</b>	<b>714.16</b>	<b>1,219.00</b>	<b>70.69%</b>	<b>697.14</b>	<b>1,219.75</b>	<b>74.97%</b>
<b>EBIT Margin</b>	<b>25.20%</b>	<b>36.55%</b>	<b>1135bps</b>	<b>24.36%</b>	<b>36.62%</b>	<b>1226bps</b>
Other Income	313.41	239.37		315.96	241.61	
<b>Profit Before Tax (Before exceptional item)</b>	<b>1,027.57</b>	<b>1,458.37</b>	<b>41.92%</b>	<b>1,013.10</b>	<b>1,461.36</b>	<b>44.25%</b>
Exceptional Item	23.17	-		-	-	
<b>Profit Before Tax</b>	<b>1,004.40</b>	<b>1,458.37</b>	<b>45.20%</b>	<b>1,013.10</b>	<b>1,461.36</b>	<b>44.25%</b>
Tax	268.01	390.43		269.00	391.57	
<b>Profit After Tax (PAT)</b>	<b>736.39</b>	<b>1,067.94</b>	<b>45.02%</b>	<b>744.10</b>	<b>1,069.79</b>	<b>43.77%</b>
<b>PAT Margin</b>	<b>25.98%</b>	<b>32.02%</b>	<b>604bps</b>	<b>26.00%</b>	<b>32.12%</b>	<b>612bps</b>

NOTE: Certain figures have been re-grouped wherever necessary

# Q4FY21 – Ratio analysis



In %	Standalone		Consolidated	
	Q4FY20	Q4FY21	Q4FY20	Q4FY21
<b>Expenses</b>				
Direct Cost / Revenue	4.69%	4.29%	5.31%	4.32%
R&D / Revenue	20.25%	16.29%	19.99%	16.41%
S&M / Revenue	37.00%	15.69%	37.13%	16.18%
G&A / Revenue	25.40%	12.76%	25.76%	12.02%
Total Cost / Revenue	82.65%	44.74%	82.88%	44.61%
<b>Margin</b>				
Gross Margin	95.31%	95.71%	94.69%	95.68%
EBITDA	12.65%	50.96%	11.80%	51.07%
EBIT	3.84%	46.25%	3.10%	46.33%
PBT	12.98%	51.65%	15.93%	51.77%
PAT	9.50%	37.73%	12.44%	37.73%

# FY21 – Ratio analysis



In %	Standalone		Consolidated	
	FY20	FY21	FY20	FY21
<b>Expenses</b>				
Direct Cost / Revenue	3.94%	4.02%	4.34%	4.11%
R&D / Revenue	18.80%	19.02%	18.62%	19.05%
S&M / Revenue	25.22%	19.47%	25.55%	19.97%
G&A / Revenue	19.19%	15.10%	19.55%	14.39%
Total Cost / Revenue	63.21%	53.59%	63.72%	53.41%
<b>Margin</b>				
Gross Margin	96.06%	95.98%	95.66%	95.89%
EBITDA	32.84%	42.39%	31.94%	42.48%
EBIT	25.20%	36.55%	24.36%	36.62%
PBT	35.44%	43.73%	35.41%	43.88%
PAT	25.98%	32.02%	26.00%	32.12%



# Consolidated Balance Sheet

EQUITY AND LIABILITIES (₹ mln)	Mar 31, 2020	Mar 31, 2021
<b>Share Holder's Funds:</b>		
Equity Share Capital	642.03	642.07
Share application money pending allotment	-	-
Reserves and Surplus	5,798.65	6,872.79
<b>Total Shareholder Funds</b>	<b>6,440.68</b>	<b>7,514.86</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	4.62	3.72
Other Non Current Liabilities	19.63	-
Deferred tax liability (net)	-	8.19
<b>Total Non-Current Liabilities</b>	<b>24.25</b>	<b>11.91</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	387.27	499.77
Other Financial Liabilities	9.04	13.30
Other Current Liabilities	86.68	183.07
Net employee defined benefit liabilities	3.94	11.66
Current tax liabilities (Net)	13.80	32.30
<b>Total Current Liabilities</b>	<b>500.73</b>	<b>740.10</b>
<b>Total Equity &amp; Liabilities</b>	<b>6,965.66</b>	<b>8,266.87</b>

ASSETS (₹ mln)	Mar 31, 2020	Mar 31, 2021
<b>Non-Current Assets:</b>		
Property, plant and equipment	1,485.09	1,404.67
Capital work-in-progress	34.00	21.10
Intangible assets	99.81	52.81
<b>Non-current financial assets</b>		
Investments in MF ,Tax-Free Bonds & others	353.32	322.00
Loan and Security Deposits	3.81	3.75
Bank Balances	3.91	1.62
Deferred tax assets (net)	25.86	-
Other non current assets	173.24	146.13
<b>Total Non-Current Assets</b>	<b>2,179.04</b>	<b>1,952.08</b>
<b>Current assets:</b>		
Inventories	62.40	33.35
Investment in Mutual Fund	2,745.22	3,833.10
Trade and other receivables	1,131.62	1,506.30
Bank Balances & Cash and Cash Equivalents	101.73	165.73
Investment in Fixed Deposit	698.52	677.37
Loan and security deposits	7.74	6.79
Interest accrued on FDR and Tax-Free Bonds	15.26	7.95
Other Current assets	24.13	68.18
Assets classified as held for sale	-	16.02
<b>Total Current Assets</b>	<b>4,786.62</b>	<b>6,314.79</b>
<b>Total Assets</b>	<b>6,965.66</b>	<b>8,266.87</b>

NOTE: Certain figures have been re-grouped wherever necessary

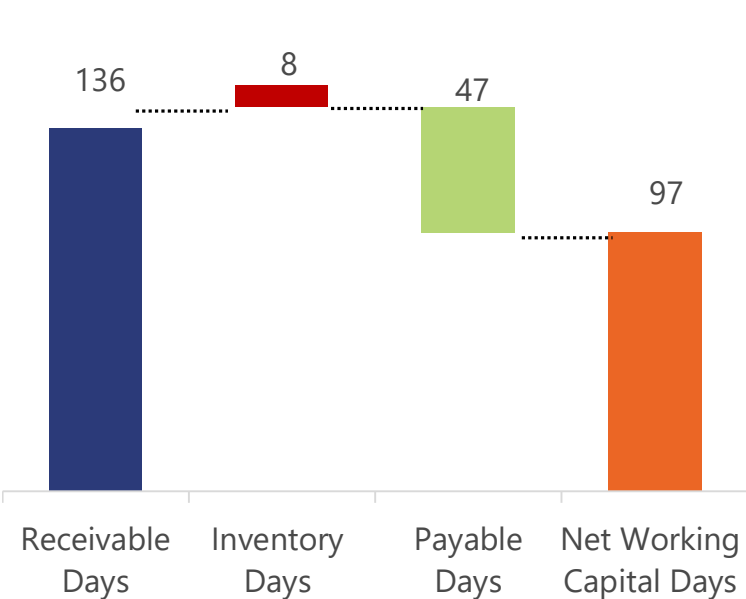
# Standalone Balance Sheet

<b>EQUITY AND LIABILITIES</b> (₹ mln)	<b>Mar 31, 2020</b>	<b>Mar 31, 2021</b>
<b>Share Holder's Funds:</b>		
Equity Share Capital	642.03	642.07
Share application money pending allotment	-	-
Reserves and Surplus	5,840.10	6,915.97
<b>Total Shareholder Funds</b>	<b>6,482.13</b>	<b>7,558.04</b>
<b>Non-Current Liabilities</b>		
Net employee defined benefit liabilities	4.62	3.72
Other Non Current Liabilities	19.63	-
Deferred tax liability (net)	-	8.19
<b>Total Non-Current Liabilities</b>	<b>24.25</b>	<b>11.91</b>
<b>Current Liabilities:</b>		
Trade and Other Payables	383.60	497.14
Other Financial Liabilities	9.04	13.30
Other Current Liabilities	83.79	182.13
Net employee defined benefit liabilities	3.94	11.66
Current tax liabilities (Net)	13.03	31.81
<b>Total Current Liabilities</b>	<b>493.40</b>	<b>736.34</b>
<b>Total Equity &amp; Liabilities</b>	<b>6,999.78</b>	<b>8,306.29</b>

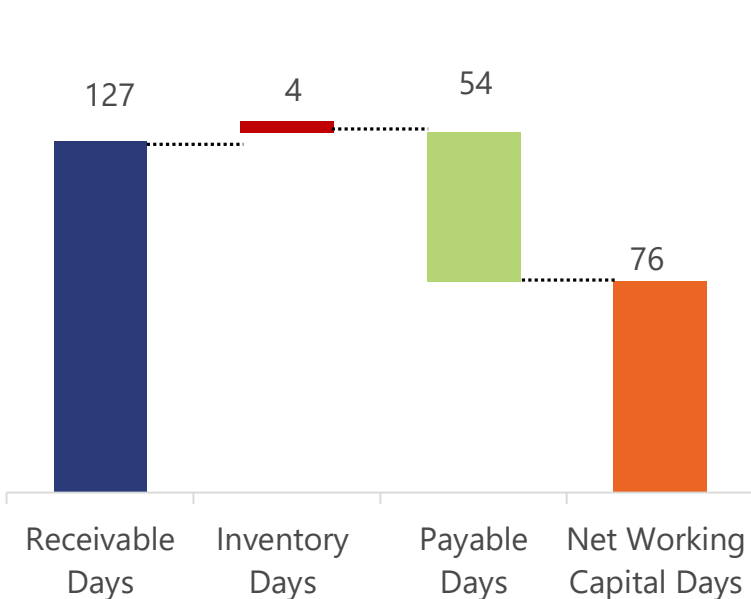
<b>ASSETS</b> (₹ mln)	<b>Mar 31, 2020</b>	<b>Mar 31, 2021</b>
<b>Non-Current Assets:</b>		
Property, plant and equipment	1,484.82	1,404.45
Capital work-in-progress	34.00	21.10
Intangible assets	99.61	52.65
<b>Non-current financial assets</b>		
Investments in MF, Tax-Free Bonds, Subsidiaries & others	453.96	444.28
Loan and Security Deposits	3.81	3.75
Bank Balances	3.91	1.62
Deferred tax assets (net)	25.86	-
Other non current assets	173.24	146.13
<b>Total Non-Current Assets</b>	<b>2,279.21</b>	<b>2,073.98</b>
<b>Current assets:</b>		
Inventories	62.19	32.96
Investment in Mutual Fund	2,745.22	3,833.10
Trade and other receivables	1,132.26	1,494.62
Bank Balances & Cash and Cash Equivalents	36.58	96.85
Investment in Fixed Deposit	698.52	677.37
Loan and security deposits	7.08	6.72
Interest accrued on FDR and Tax-Free Bonds	15.30	7.95
Other Current assets	23.42	66.72
Assets classified as held for sale	-	16.02
<b>Total Current Assets</b>	<b>4,720.57</b>	<b>6,232.31</b>
<b>Total Assets</b>	<b>6,999.78</b>	<b>8,306.29</b>

NOTE: Certain figures have been re-grouped wherever necessary

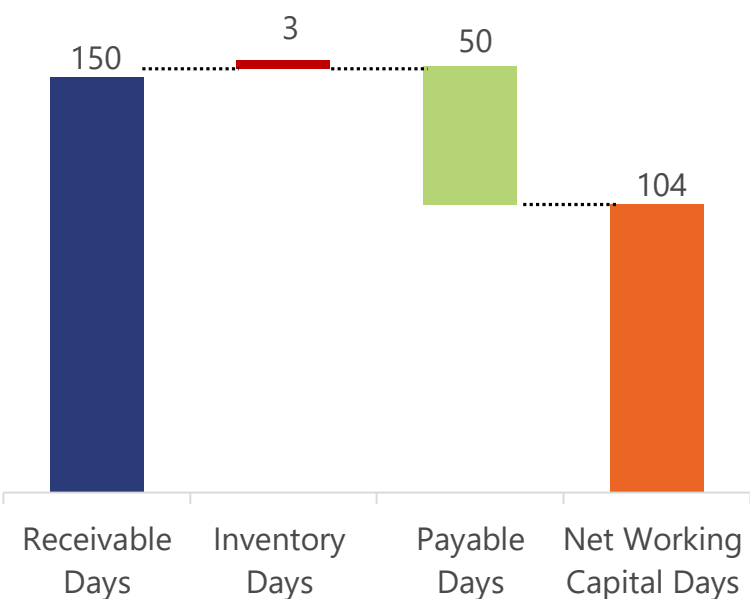
At the end of March, 2020\*



At the end of December, 2020\*\*



At the end of March, 2021\*



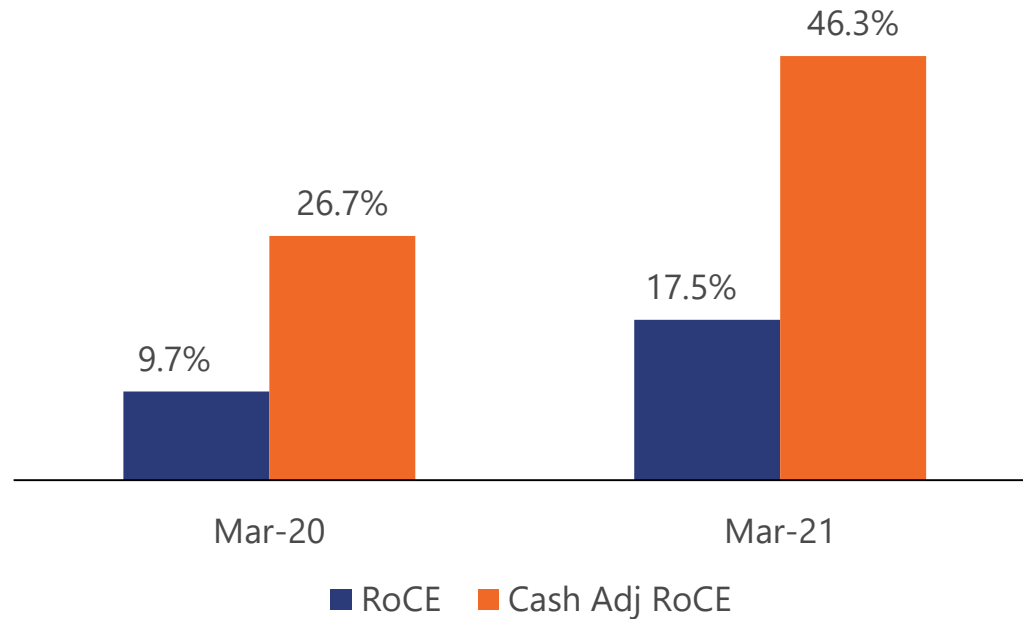
**Note\***  
Receivable Days = [(Debtors/ Sales) X (365 days)]  
Inventory Days = [(Inventory/Sales) X (365 days)]  
Payable Days = [(Creditor/Sales) X (365 days)]

**Note\*\***  
Receivable Days = [(Debtors/ Sales) X (275 days)]  
Inventory Days = [(Inventory/Sales) X (275 days)]  
Payable Days = [(Creditor/Sales) X (275 days)]

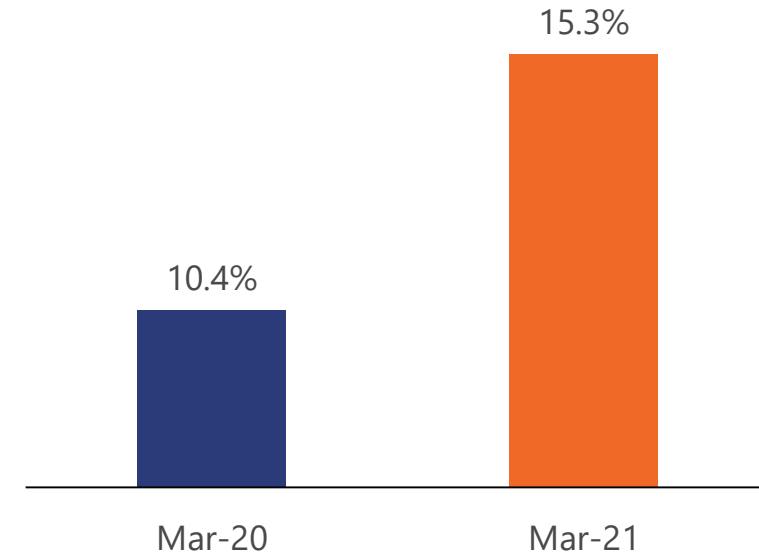
Calculation is based on net revenues before adjusting for sales incentives



## 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

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[www.quickheal.co.in](http://www.quickheal.co.in)



## Products Sold in following countries

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

## Sales & Support offices across India

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

