

Ref. No.: QHTL/Sec/SE/2024-25/58

February 04, 2025

To,
The Manager,
Corporate Services,
BSE Limited,
14th floor, P J Towers, Dalal Street,
Mumbai – 400 001
Ref: Security ID: QUICKHEAL
Security Code: 539678

To,
The Manager,
Corporate Services,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Symbol: QUICKHEAL
Series: EQ

Subject: Outcome of Board Meeting February 04, 2025.

Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on February 04, 2025 through video conferencing which commenced at 05:00 PM IST and concluded at 7:15 PM IST, has approved following:

1. Unaudited Consolidated and Standalone Financial Results of the Company for the quarter and nine months ended 31st December 2024 along with the Limited Review Report received from the Statutory Auditors.
2. This is to intimate that Mr. Kailash Sahebrao Katkar (DIN: 00397191) is re-appointed as Chairman and Managing Director and Mr. Sanjay Sahebrao Katkar (DIN: 00397277) is re-appointed as Joint Managing Director of the Company with effect from 01 April 2025, on same terms and conditions including remuneration subject to approval of shareholders.
3. Designated Mr. Vikram Dhanani, Compliance Officer as Key Managerial Personnel (KMP) in terms of SEBI LODR.
4. The details for aforesaid changes in directors and KMP as required under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI/HO/CFD/PoD2/CIR/P/0155 dated 11th November, 2024 are enclosed herewith as Annexure A, B and C.

We also enclose herewith copy of the Press Release being issued in respect of aforesaid financial results and Presentation on financial results. This is for your information and records.

For Quick Heal Technologies Limited

Vikram Dhanani
Compliance Officer

ANNEXURE A

Sr. No.	Details of Event that needs to be provided	Information of such events
1	Name of the Director	Mr. Kailash Sahebrao Katkar (DIN: 00397191)
2	Reason for Change – Appointment	Reappointed as Managing Director
3	Date of Appointment	April, 01 2025
4	Brief Profile	<p>Mr. Kailash Sahebrao Katkar is the Chairman and Managing Director of Quick Heal Technologies Limited, a leading IT security company in India. Under his leadership, Quick Heal became the first Indian software product company to go public in 2016.</p> <p>He has been associated with Quick Heal Technologies Limited since its incorporation and has played instrumental role in growth of the Company. In 2017, he received an Honorary Doctorate from Chitkara University for his contributions to business, education, and humanity.</p>
5	Disclosure of relationships between directors	Mr. Kailash Sahebrao Katkar is brother of Mr. Sanjay Sahebrao Katkar, Joint Managing Director.
6	Person appointed is debarred from holding the office of director pursuant to any SEBI Order	No

ANNEXURE B

Sr. No.	Details of Event that needs to be provided	Information of such events
1	Name of the Director	Mr. Sanjay Sahebrao Katkar (DIN: 00397277)
2	Reason for Change – Appointment	Reappointed as Joint Managing Director
3	Date of Appointment	April, 01 2025
4	Brief Profile	<p>Mr. Sanjay Sahebrao Katkar is the Joint Managing Director of Quick Heal Technologies Limited, a leading IT security company in India.</p> <p>Mr. Sanjay Sahebrao Katkar holds a Bachelor's degree in computer science from University of Pune and a Masters' degree in computer science from University of Pune. He has been associated with Quick Heal Technologies Limited since its incorporation and has experience in development of anti-virus software, technology and services.</p> <p>Mr. Sanjay Sahebrao Katkar is the recipient of several awards including "Entrepreneurs International Honors" for his significant achievement as a first-generation entrepreneur in 2002 by Charaiveti Entrepreneurs' International, "Maxell Award for Maharashtra Corporate Excellence, 2012 – Innovation" awarded by the Maxell Foundation, and "Entrepreneur of the Year 2012" by Brands Academy.</p>
5	Disclosure of relationships between directors	Mr. Sanjay Sahebrao Katkar is brother of Mr. Kailash Sahebrao Katkar, Chairman and Managing Director.
6	Person appointed is debarred from holding the office of director pursuant to any SEBI Order	No

ANNEXURE C

Sr. No.	Details of Event that needs to be provided	Information of such events
1	Name of Key Managerial Personnel	Mr. Vikram Dhanani
2	Reason for Change – Appointment	Designated Mr. Vikram Dhanani, Compliance Officer as Key Managerial Personnel in terms of SEBI LODR.
3	Date of Appointment	February 4, 2025
4	Brief Profile	Mr. Vikram Dhanani is a member of Institute of Company Secretaries of India (ICSI) and has completed a Diploma in International Investment Compliance – CISI, UK and ICWAI Inter. He is having 14 years of experience in the fields of secretarial, legal, compliance, insurance, finance and risk.
5	Disclosure of relationships between directors	NA

A. Quarterly Financial Results

QUICK HEAL TECHNOLOGIES LIMITED

Regd. Office: Solitaire Business Hub, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014

CIN: L72200MH1995PLC091408

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2024

(₹ in Crores, except earning per share)

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		December 31, 2024 (Unaudited)	September 30, 2024 (Unaudited)	December 31, 2023 (Unaudited)	December 31, 2024 (Unaudited)	December 31, 2023 (Unaudited)	March 31, 2024 (Audited)
1	Income						
	Revenue from contract with customers	70.61	73.49	81.92	214.39	211.72	291.75
	Other income	4.91	5.20	4.15	15.17	14.57	21.39
	Total income	75.52	78.69	86.07	229.56	226.29	313.14
2	Expenses						
	Cost of material consumed	1.68	2.01	-	5.06	0.41	0.41
	Purchase of security software products	-	0.45	0.83	0.45	3.74	5.13
	(Increase) / decrease in security software products	-	-	1.20	-	0.96	1.29
	Employee benefit expenses	45.16	47.36	43.82	136.83	124.85	169.03
	Finance cost	0.06	0.05	-	0.16	-	0.13
	Depreciation and amortisation expenses	3.39	3.15	3.24	9.33	9.42	12.60
	Other expenses	27.54	20.60	24.45	70.16	74.25	98.34
	Total expenses	77.83	73.62	73.54	221.99	213.63	286.93
3	Profit/(loss) before tax (1-2)	(2.31)	5.07	12.53	7.57	12.66	26.21
4	Tax expense						
	Current tax						
	Pertaining to profit for the period	(0.38)	1.01	2.66	1.66	2.97	5.78
	Adjustments of tax relating to earlier periods (Net)	0.44	-	-	0.44	-	0.07
	Deferred tax	(2.48)	(0.09)	(0.19)	(2.82)	(0.51)	(3.88)
	Total tax expense	(2.42)	0.92	2.47	(0.72)	2.46	1.97
5	Profit/(loss) for the period (3-4)	0.11	4.15	10.06	8.29	10.20	24.24
6	Other comprehensive income/(loss) (net of tax)						
	Items that will not be reclassified subsequently to profit or loss :						
	Re-measurement of defined benefit plans	0.17	(0.51)	(0.71)	(0.13)	(0.32)	(0.16)
	Net (loss) or gain on FVOCI assets (refer note 2)	-	-	-	-	(12.55)	(13.45)
	Items that will be reclassified subsequently to profit or loss :						
	Exchange differences on translation of foreign operations	0.03	0.01	0.02	0.07	(0.04)	(0.06)
	Total other comprehensive income/(loss)	0.20	(0.50)	(0.69)	(0.06)	(12.91)	(13.67)
7	Total comprehensive income/(loss) (after tax) (5+6)	0.31	3.65	9.37	8.23	(2.71)	10.57
8	Paid-up equity share capital (face value of ₹10 each)	53.92	53.80	53.32	53.92	53.32	53.51
9	Other equity excluding revaluation reserves as per balance sheet	-	-	-	-	-	383.49
10	Earnings per share of ₹10 each: (not annualised except for the year ended March)						
	a) Basic	0.02	0.77	1.89	1.54	1.92	4.56
	b) Diluted	0.02	0.75	1.86	1.51	1.90	4.48



QUICK HEAL TECHNOLOGIES LIMITED

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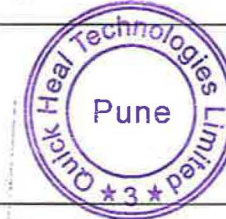
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NOTES TO THE STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2024

Notes to financial results:

- 1 The unaudited consolidated financial results have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under Section 133 of the Companies Act, 2013 read with the Companies (Indian Accounting Standard Rules), 2015 (as amended) and in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015. The above financial results for the quarter and nine months ended December 31, 2024 have been subjected to limited review by the statutory auditors of the Holding Company and reviewed by the Audit Committee and approved by the Board of Directors of the Holding Company at the meeting held on February 4, 2025.
- 2 During the year ended March 31, 2024 considering the financial position, liquidity condition, market conditions and geopolitical scenario in Israel, management based on its assessment had recorded a fair value loss in other comprehensive income (FVOCI) amounting to ₹ 12.55. Accordingly, the carrying value of investment made in L7 Defense Limited has been considered as ₹ Nil as at March 31, 2024.
- 3 As at December 31, 2024, the Holding Company has the following subsidiaries :
 - a) Quick Heal Technologies America Inc.
 - b) Seqrite Technologies DMCC.
- 4 The Group is engaged in providing cyber security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. consumer, enterprise and government. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Group has structured its operations into one operating segment viz. cyber security platform and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
- 5 The Board of Directors have proposed reappointment of following directors subject to approval from the Shareholders.
 - a) Mr. Kailash Katkar re-appointed as Chairman & Managing Director of the Holding Company w.e.f. April 1, 2025.
 - b) Mr. Sanjay Katkar re-appointed as Joint Managing Director of the Holding Company w.e.f. April 1, 2025.
- 6 Previous period's figures have been regrouped / reclassified wherever necessary to make them comparable with the current period's classification / disclosure.

Place: Pune
Date: February 4, 2025



For and on behalf of the Board of Directors

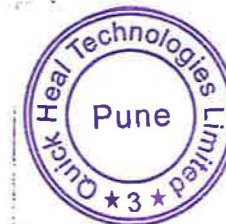
Kailash Katkar
Chairman & Managing Director
DIN No: 00397191

A. Quarterly Financial Results

QUICK HEAL TECHNOLOGIES LIMITED
 Regd. Office: Solitaire Business Hub, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014
 CIN: L72200MH1995PLC091408

STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2024
 (₹ in Crores, except earning per share)

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		December 31, 2024 (Unaudited)	September 30, 2024 (Unaudited)	December 31, 2023 (Unaudited)	December 31, 2024 (Unaudited)	December 31, 2023 (Unaudited)	March 31, 2024 (Audited)
1	Income						
	Revenue from contract with customers	70.54	73.57	81.92	214.40	211.72	291.75
	Other income	4.91	5.21	4.14	15.18	14.55	21.37
	Total income	75.45	78.78	86.06	229.58	226.27	313.12
2	Expenses						
	Cost of material consumed	1.60	2.09	-	5.05	0.41	0.41
	Purchase of security software products	-	0.45	0.84	0.45	3.74	5.13
	(Increase) / decrease in security software products	-	-	1.20	-	0.96	1.29
	Employee benefit expenses	45.02	47.21	43.82	136.40	124.85	168.94
	Finance cost	0.06	0.05	-	0.16	-	0.13
	Depreciation and amortisation expenses	3.39	3.15	3.24	9.33	9.42	12.60
	Other expenses	27.58	20.94	24.47	70.66	74.39	98.58
	Total expenses	77.65	73.89	73.57	222.05	213.77	287.08
3	Profit/(loss) before tax (1-2)	(2.20)	4.89	12.49	7.53	12.50	26.04
4	Tax expense						
	Current tax						
	Pertaining to profit for the period	(0.38)	1.01	2.66	1.66	2.97	5.78
	Adjustments of tax relating to earlier periods (Net)	0.44	-	-	0.44	-	0.07
	Deferred tax	(2.48)	(0.09)	(0.19)	(2.82)	(0.51)	(3.88)
	Total tax expense	(2.42)	0.92	2.47	(0.72)	2.46	1.97
5	Profit/(loss) for the period (3-4)	0.22	3.97	10.02	8.25	10.04	24.07
6	Other comprehensive income/(loss) (net of tax)						
	Items that will not be reclassified subsequently to profit or loss :						
	Re-measurement of defined benefit plans	0.17	(0.51)	(0.71)	(0.13)	(0.32)	(0.16)
	Net (loss) or gain on FVOCI assets (refer note 2)	-	-	-	-	(12.55)	(13.45)
	Total other comprehensive income/(loss)	0.17	(0.51)	(0.71)	(0.13)	(12.87)	(13.61)
7	Total comprehensive income/(loss) (after tax) (5+6)	0.39	3.46	9.31	8.12	(2.83)	10.46
8	Paid-up equity share capital (face value of ₹ 10 each)	53.92	53.80	53.32	53.92	53.32	53.51
9	Other equity excluding revaluation reserves as per balance sheet	-	-	-	-	-	383.39
10	Earnings per share of ₹ 10 each: (not annualised except for the year ended March)						
	a) Basic	0.04	0.74	1.88	1.54	1.89	4.52
	b) Diluted	0.04	0.72	1.85	1.50	1.87	4.45



QUICK HEAL TECHNOLOGIES LIMITED

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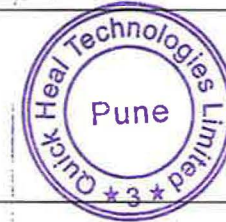
NOTES TO THE STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2024

Notes to financial results:

- 1 The unaudited standalone financial results have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under Section 133 of the Companies Act, 2013 read with the Companies (Indian Accounting Standard Rules), 2015 (as amended) and in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015. The above financial results for the quarter and nine months ended December 31, 2024 have been subjected to limited review by the statutory auditors of the Company and reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on February 4, 2025.
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- 4 The Board of Directors have proposed reappointment of following directors subject to approval from the Shareholders.
 - a) Mr. Kailash Katkar re-appointed as Chairman & Managing Director of the Company w.e.f. April 1, 2025
 - b) Mr. Sanjay Katkar re-appointed as Joint Managing Director of the Company w.e.f. April 1, 2025
- 5 Previous period's figures have been regrouped / reclassified wherever necessary to make them comparable with the current period's classification / disclosure.

Place: Pune

Date: February 4, 2025.



For and on behalf of the Board of Directors

Kailash Katkar
Chairman & Managing Director

DIN No: 00397191

Quick Heal Technologies Limited Reports Q3 FY25 Results

Pune, 4th February 2025: Quick Heal Technologies Limited, a global cybersecurity solutions provider, today announced its unaudited financial results for the quarter and nine months ended December 31, 2024.

Key Financial Highlights:

Particulars (₹ Cr)	Q3 FY25	9M FY25
Revenue	70.6	214.4
EBITDA	(3.8)	1.9
EBITDA Margin	-5.3%	0.9%
PAT	0.1	8.3
PAT Margin	0.2%	3.9%

Commenting on the company’s performance, **Vishal Salvi, Chief Executive Officer, Quick Heal Technologies Limited**, said, *“We are starting to witness successful execution of our strategic initiatives and the growing momentum in our new product pipeline. The Pan-India market launch of AntiFraud.AI, coupled with the introduction of our Annual Threat Report at the AISS event, demonstrates our thought leadership in the cybersecurity domain. Additionally, the launch of SMAP (Seqrite Malware Analysis platform) and Threat Intelligence (TI) solutions, along with the first order for TI, reflects our ability to address evolving customer needs. With the recent release of the draft DPDP provisions, we are witnessing a surge in interest as our Seqrite Data Privacy products are well-positioned to capitalize on the new regulations. Our focus on innovation and strategic hirings in mid-management positions us well for sustained growth, as we continue to deliver cutting-edge cybersecurity solutions.”*

Ankit Maheshwari, Chief Financial Officer, Quick Heal Technologies Limited, added, *“We have witnessed headwinds in the Consumer business and Government vertical resulting in muted performance in the quarter. We have made conscious investments in the Horizon-3 product launches and the marketing launch of AntiFraud product. I am happy to state that we have launched the new product in the Horizon-3 category as we had committed. While it might have impacted the profitability in the short term, which is Q3, these are long-term investments made towards our growth journey for the future. We are experiencing structural shift in our business, with a growing confirmed order book standing at 7.18 crores as against 35 lacs at the end of Q2. We remain committed to balancing innovation with financial prudence, ensuring long-term value creation for our stakeholders.”*

Key Highlights of Q3 FY25 include:

- **AntiFraud.AI Pan-India Launch:** Successfully rolled out a nationwide marketing campaign for AntiFraud.AI, driving awareness and adoption of this groundbreaking fraud prevention solution.
- **Annual Threat Report:** Launched the Annual India Threat Report at the AISS event, providing critical insights into emerging cybersecurity threats and trends.
- **Seqrite Product Launches:** Introduced Seqrite Malware Analysis Platform and Threat Intelligence solutions, with the first TI order already secured.
- **Strategic Partnerships:** Signed MoU with BIRD (Bankers Institute of Rural Development), Lucknow to collaborate on advanced threat detection and response capabilities setting up a Cybersecurity Lab.
- **Academy Expansion:** Received an order from an international university for the Quick Heal Academy, further expanding its global footprint in cybersecurity education thereby bridging the

skill-set gap.

- **Leadership Strengthening:** Onboarded key hires, including Sales Directors, Customer Success Manager, and Head of Academy, to drive growth and innovation.
- **DPDP Act Readiness:** Advanced the development of DPDP (Digital Personal Data Protection) readiness solutions, positioning the company to address upcoming regulatory requirements.
- **Awards and Recognitions:** Seqrite Endpoint Security achieved prestigious AV-TEST Corporate Endpoint Protection certification, demonstrating excellence in enterprise security.
- **New Product Pipeline:** Continued to build a robust pipeline of innovative products, ensuring sustained growth and market leadership.
- **Corporate Social Responsibility:** Hosted Cyber Shiksha for Cyber Suraksha Awards 2025 honoring volunteering students, teachers and colleges touching over 64 lakh lives to date.

As Quick Heal Technologies Limited progresses through FY25, the company remains committed to its goal of simplifying cybersecurity for millions of customers worldwide. With a strong focus on innovation, strategic partnerships, and customer-centric solutions, Quick Heal is well-positioned to maintain its leadership in the global cybersecurity landscape.

About Quick Heal Technologies Limited

Quick Heal Technologies Limited is a leading global cybersecurity solutions provider. Incorporated in 1995 with a registered office in Pune, it offers end-to-end cybersecurity solutions across B2C, B2B, and B2G segments. With its widely recognized brands 'Quick Heal' and 'Seqrite', the company provides AI-powered, patented technologies that protect endpoints, networks, data, mobility, and cloud environments. Committed to R&D and innovation, Quick Heal Technologies continues to simplify security by delivering best-in-class protection against advanced cyber-threats to millions of customers, enterprises, and government organizations worldwide.



SECURITE

Quick Heal

Earnings Presentation: Q3 FY25

4th February 2025



Global Cybersecurity Trends

- ⦿ Consolidation of security stack
- ⦿ Investment in Generative AI (GenAI)
- ⦿ Privacy driven Application & Data Decoupling
- ⦿ Growing Adoption of Cloud Native Application
- ⦿ Cyber security reskilling
- ⦿ Organizations continue to accelerate their multiyear Security Service Edge (SSE) and Zero Trust (ZT) journey.
- ⦿ Organizations continue to strengthen their security portfolio with new tools





India Cyber Threat Report: Key Highlights

Bigger spectrum of
detections and endpoints

Over
369.01 million
detections recorded
across **8.44**
Million
endpoints

Averaging **702**
detections
per minute

Behavioral-based
detection

53.73 million
behavior-based detections,
accounted for **14.56%**
of total detections

Significant increase
from **12.5%** in 2023

~12 attacks per
month per
personal end
user device

Primary attack vectors

68%

of attacks originated from
Trojans and Infectors

Cloud detections
contributed

62%

while 38% detections
were on-premise





India Cyber Threat Report: Key Highlights Cont...

Geographical Hotspots



Top most targeted industries



Malware and Ransomware incidents





Our Purpose

Innovate to “simplify” securing digital experience



Innovate

Focus on grassroots research and adoption of new tech



Simplify

Ease of manageability & operations for the end customers



Secure

Getting the Job Done: Staying one step ahead of the threat actors to protect our customers





Our Journey so far

1993-96

Protected early Generations of PCs

1996-00

Secured PCs, Network & Emails

2001-05

Ensured a safe digital experience for
Individuals, Businesses and Government
Organizations

2006-10

Threat protection for Smart Phones and
Tablets



2011-16

Global Footprint, Foray into enterprise
Segment with SEQRITE, & listed on BSE & NSE

2017-19

Protecting Data, Transactions & Cloud
transitions

2020-23

Protecting Data, Transactions & Cloud
transitions

2023-25

- ⦿ Professional CEO onboard
- ⦿ Brand refresh
- ⦿ Horizon-2 & 3 Product launches
- ⦿ Experience Centre
- ⦿ Leadership Strengthening
- ⦿ National Distributor (M.Tech)
- ⦿ AntiFraud.AI launch
- ⦿ India Cyber Threat Report 2025



This is us



Pioneer of
cybersecurity
in India



1st Listed
Cybersecurity
company in India



Market
Leader
in India



Collaborators with
US bodies
NIST & AISIC



Protecting
9 Million
Active Devices



Patents



Presence in **70+**
countries



1000+
Cybersecurity
Professionals



Proud
Partners



Proud Owners of **Seqrite Labs**: Largest in
the country



Founded by the visionaries



Dr. Kailash Katkar
Managing Director

A Visionary Founder and Leader, a Born Entrepreneur, and an Exemplary Trailblazer, he has transformed Quick Heal into a beacon of success and innovation in the Cybersecurity industry. His business acumen has consistently driven Remarkable financial performance, customer satisfaction, market leadership making Quick Heal & SEQRITE the preferred choice for customers globally.



Dr. Sanjay Katkar
Joint Managing Director

Dr. Sanjay Katkar: Co-Founder of Quick Heal Technologies Limited, Joint Force, and Technology Powerhouse behind the company's journey. An unmatched Cybertech Mastermind, who is relentlessly shaping the company's global technology strategy and driving core research and development while pursuing product innovation to fortify cyber security.



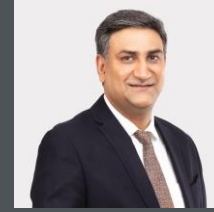
Vishal Salvi
Chief Executing Officer

A Prominent Global Leader, and Distinguished Cybersecurity Expert with a remarkable three-decade journey transforming the cybersecurity and information technology for global brands
His recent role was Global Chief Information Security Officer and Business Head of the Cybersecurity Service Line at Infosys Ltd. He was previously associated with reputed organizations: HDFC Bank, Standard Chartered Bank & PWC.

Led by the Industry Experts



Ajit Zanjad
VP & Head of Delivery



Ankit Maheshwari
Chief Financial Officer



Anupama Katkar
Chief of Operational Excellence



Ashish Pradhan
Chief Technical Officer



Ashish Kadam
Director, Government Business



Deepak Mishra
Head, Retail Sales



Dr. Lalit Mohan
Chief Product Officer



Samuel Sathayjith
Senior VP, Enterprise Sales



Sangamesh S
Head of Seqrite Labs



Sudhanshu Tripathi
Chief Marketing Officer



Swapna Sangari
VP, People & Culture



Our Strategy & Way Forward



Expanding Across 3 Levers

Geographic Reach

*Currently focused on India market capture
Setting foundation for global expansion*

Large Customers

*Moving up the customer segments as the solutions mature
Niche Solutions specifically targeted to Large Enterprises*

Product Stack:

*Holistic cybersecurity stack for better protection and increased wallet share
Increasing our coverage by launching new products*

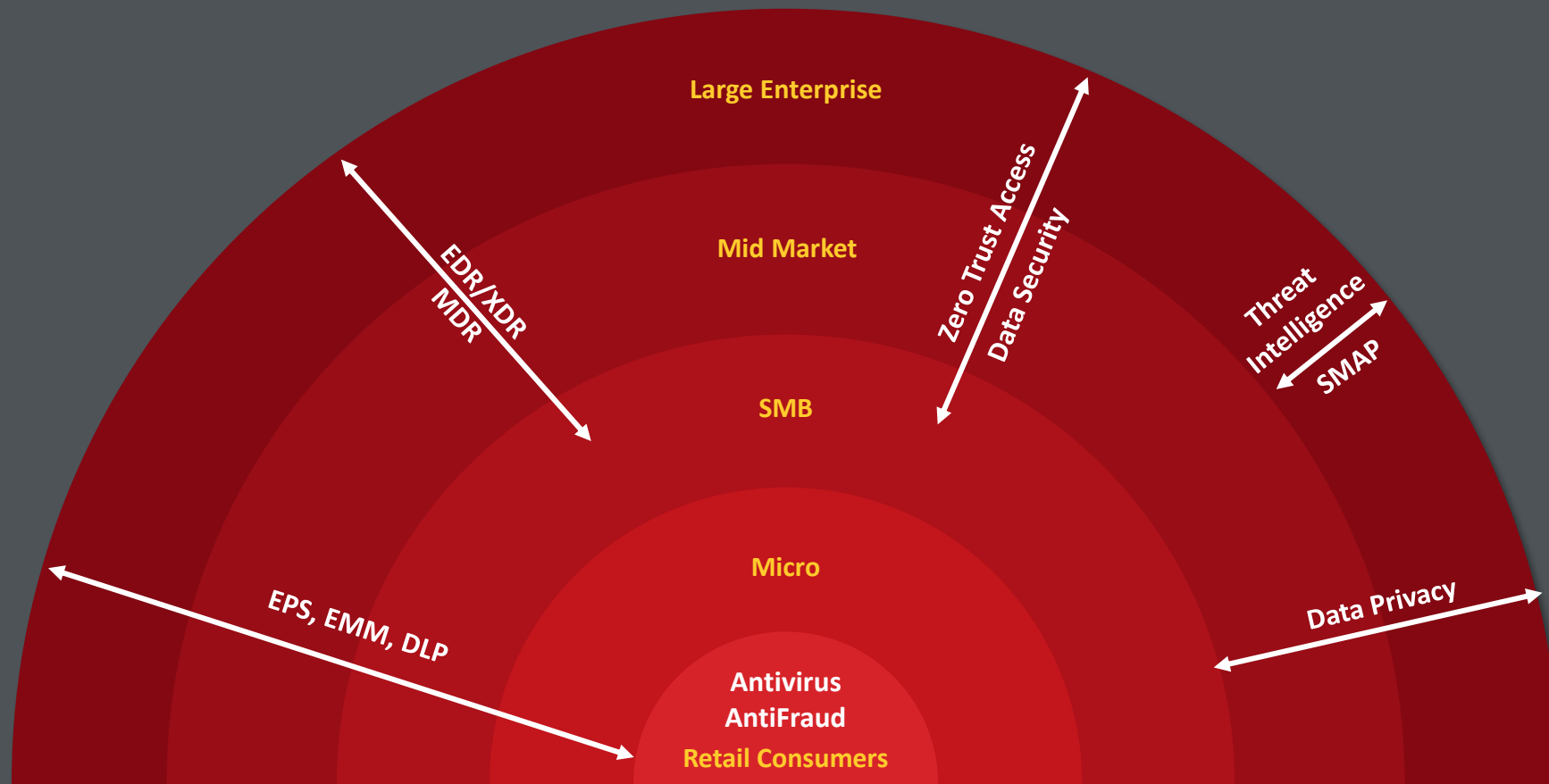


Seqrite Solution Stack



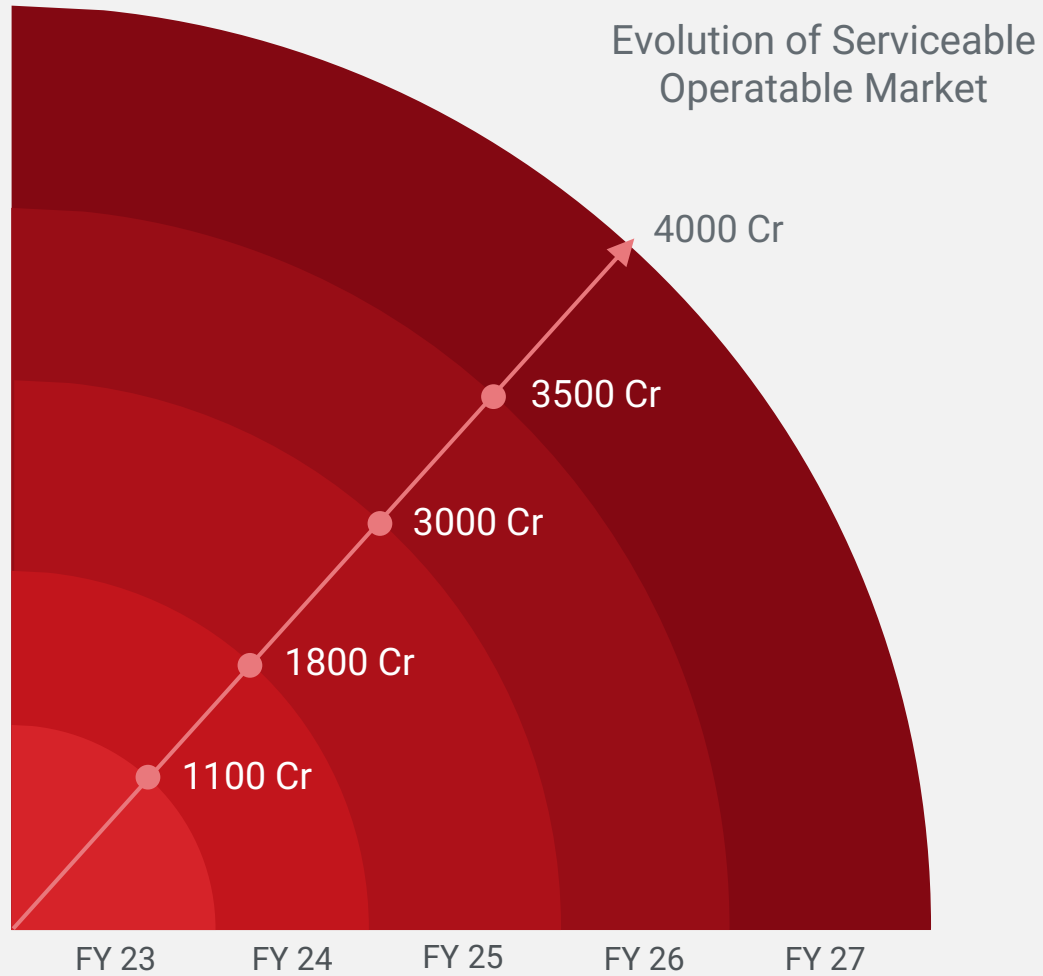


Cybersecurity Market Landscape: Our Targeted Play

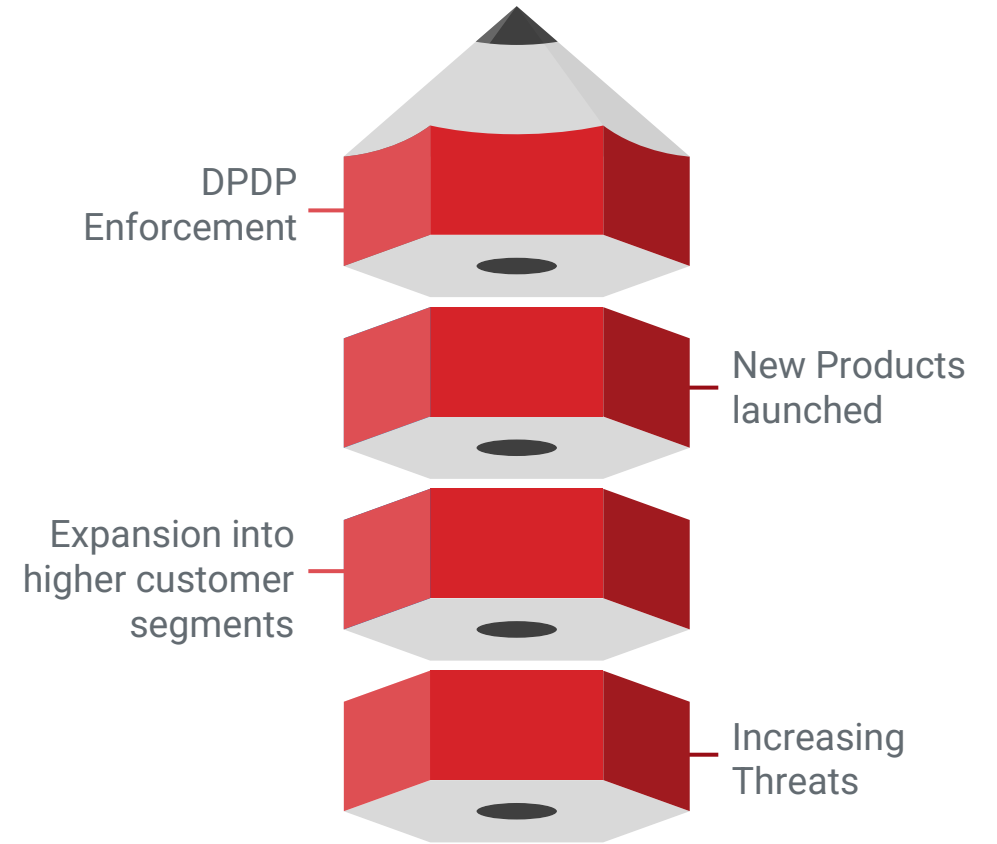




Expanding Serviceable Operatable Market



Levers of SOM Growth



Source: Market Research & Company Estimates



Our Right to Win

- ⦿ Largest Cybersecurity Lab in India with unique telemetry
- ⦿ Holistic platformized cybersecurity solution
- ⦿ Simple Integrated Architecture
- ⦿ Solving unique value propositions & use cases (E.g.: On prem & cloud)
- ⦿ Best in class support offerings
- ⦿ Adoption of the new age tech in our stack
- ⦿ Make in India
- ⦿ Strong Partner Network across the country
- ⦿ Proximity to the customers in India





Awards & Recognition

Quick Heal is certified as one of the safest for browsing & banking by AVLab, Poland



Quick Heal is certified the "Product of the year" by AVLab, Poland



Seqrite Endpoint Security becomes Top Product by AV-Test



Seqrite XDR Achieves AV-TEST Approved Advanced Endpoint Detection and Response Certification





Strategic Collaborations





Thought Leadership & Brand Strengthening

Thought Leadership

- Seqrite launches "*India Cyber Threat Report 2025*" with DSCI - *Threat Report launched by Shri S. Krishnan, Secretary, MeitY.*
- Experience Centre

Brand Building

- Speaker sessions, sponsorships and presence in major cybersecurity events
- Brand Refresh
- ATL Campaigns
- ESG focused business

Awards & Recognition

- AV Test certifications
- Consortium Member of the US Artificial Intelligence Safety Institute
- Ranked **4.6/5** in Gartner peer insights.





Q3 FY25 - Business Highlights



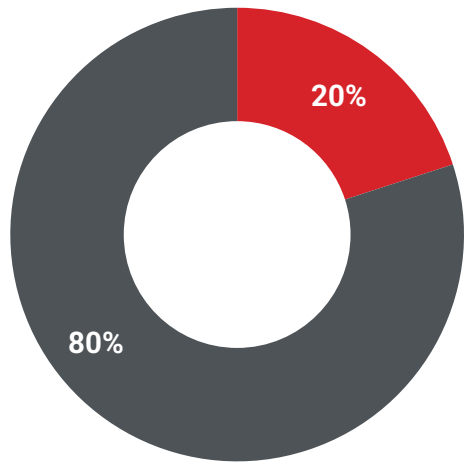
Business Highlights

- Launched 2 niche products for the Large Enterprise & Key Government Entities: Seqrite Malware & Analysis Platform & Threat Intelligence
- Anti Fraud Launch
- Order Book: INR 7.18 Cr as on date (Sep-2024: INR 0.35 Cr)
- New Product Billing: 9M FY25 > 2x FY24
- Deferred Revenue: INR 10 Cr (Sep-2024: INR 8.8 Cr)
- First Order for Seqrite Threat Intelligence Received (in January)

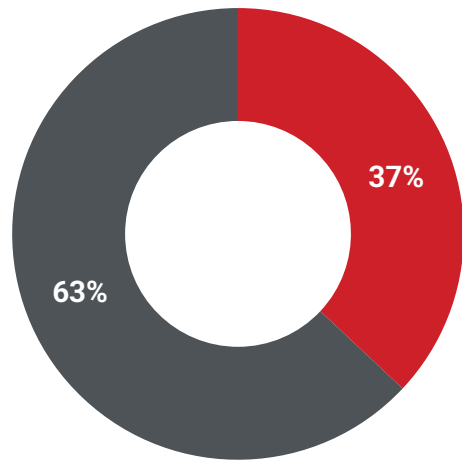




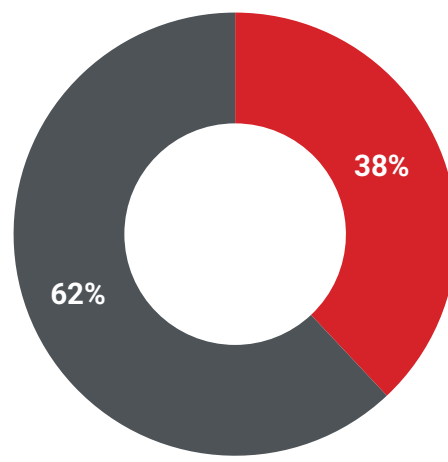
Deconstructing Current Business



FY 2021

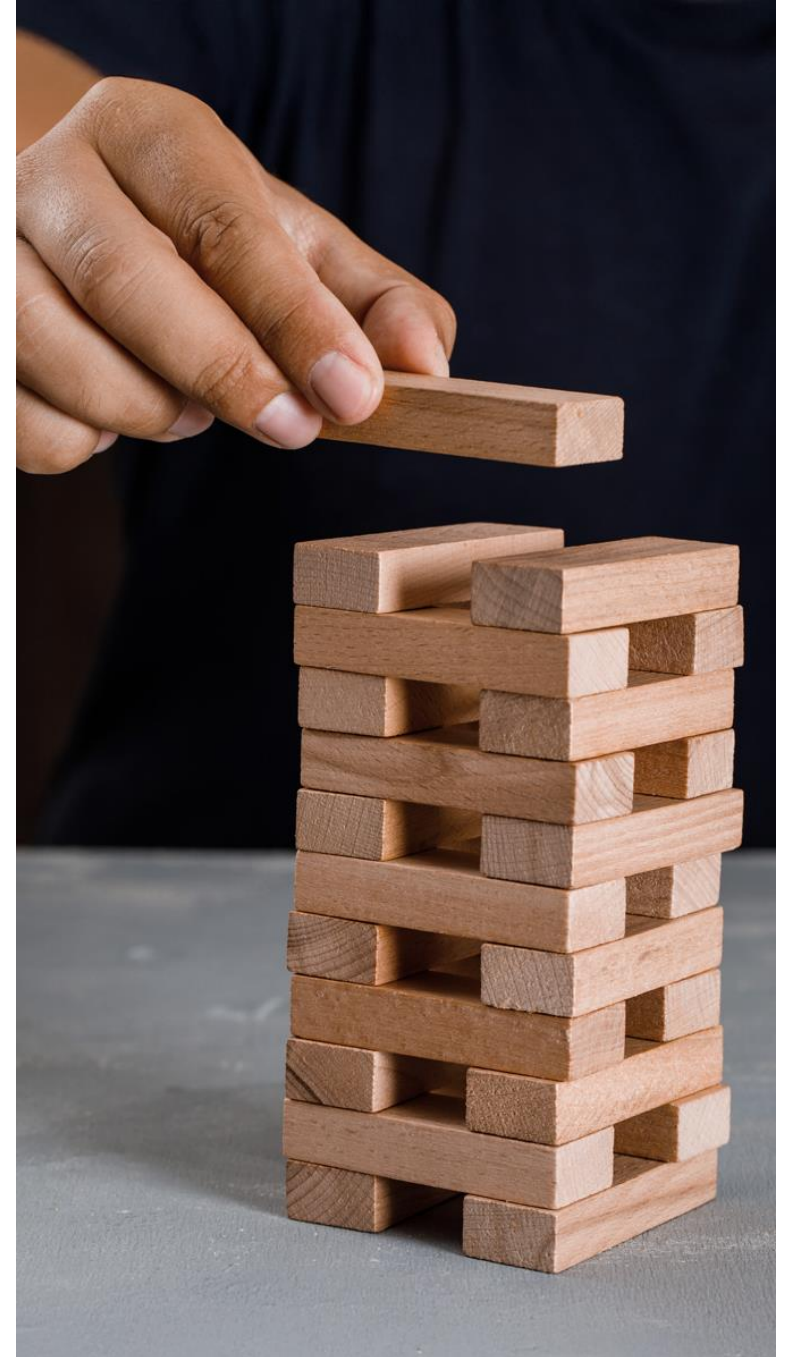


FY 2024



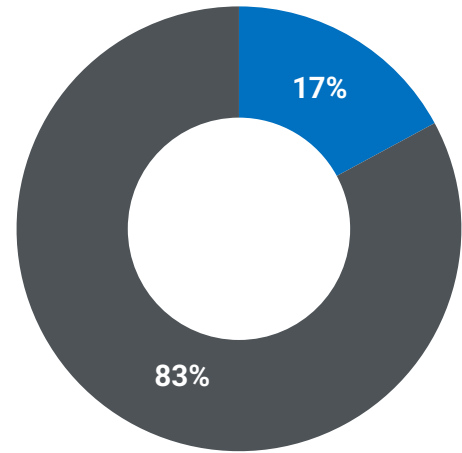
9M FY 2025

■ Consumer ■ Enterprise

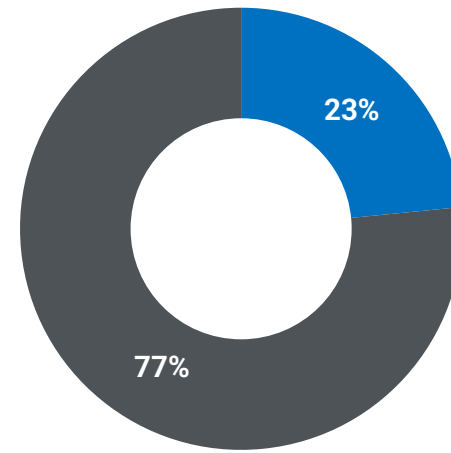




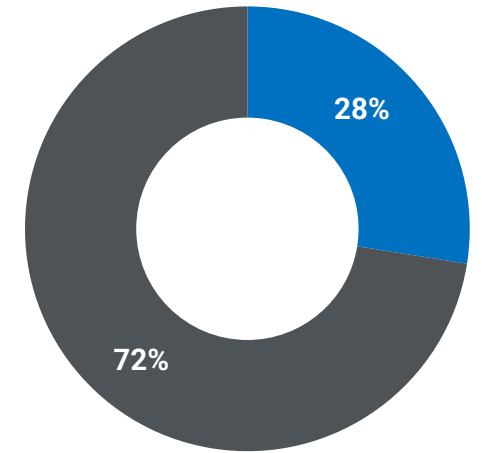
Enterprise Business Cloud & Non-Cloud



FY 2023



FY 2024



9M FY 2025

■ Non-Cloud ■ Cloud

CAGR of cloud business is 39% in 2 years





9M FY25: Performance Highlights

₹ 214.4 Cr

Net Revenue
+1.3% YoY

₹ 1.9 Cr

EBITDA
-74.8% YoY

₹ 8.3 Cr

PAT
-18.7% YoY

₹ 1.51

Diluted EPS
-20.5% YoY

₹ 146.6* Cr

Consumer Revenue
-1.0% YoY

₹ 89.0* Cr

Enterprise Revenue
+2.3 YoY

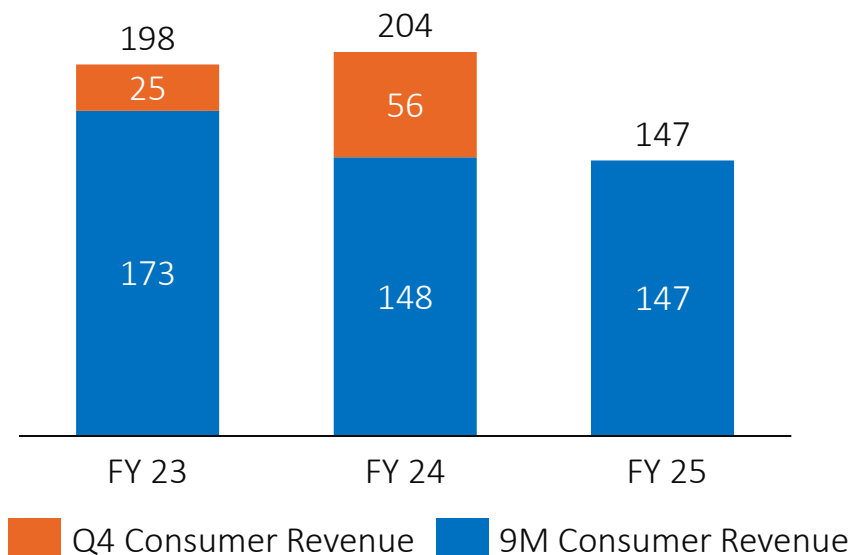
*Based on gross revenues (excl. deferred revenue) before adjusting for sales incentives



Market Leaders: Indian Consumer Antivirus Business

- 30 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India

Revenue (INR Cr)



Current Scenario:

- Current penetration of paid AV in the country 20-25%, while the same in developed geos like US is ~50%.
- Headwinds visible in the segment since H2 FY23

Our Approach:

Launched **AntiFraud.AI** to tackle the financial frauds

- Focus towards maintaining our market share in AV segment
- Drive consumer awareness in the geography in cybersecurity
- specific domain



Consumer Marketing Campaigns





Seqrite: Self Funded Cybersecurity Startup

Foray into Enterprise Segment with **Seqrite** Endpoint Protection



FY16



FY17 – 22

SMB Market Capture & Leadership

- Investments in EDR, XDR, Zero Trust & Data Privacy products
- Crossed 100 Cr in revenue



FY23

- Horizon-3 Product launches.
- Strong New Product pipeline

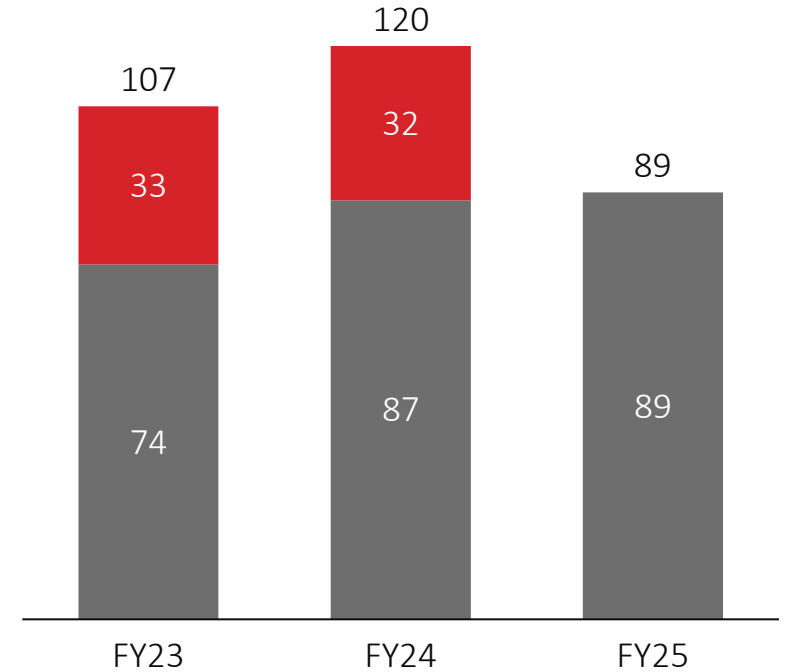


FY24

- Mid Market Capture
- New Products starts generating revenue



9M FY25



■ Q4 Enterprise Revenue ■ 9M Enterprise Revenue



Product Launches

Seqrite Malware Analysis Platform

Without advanced malware analysis, threats go undetected, detection times lengthen, and compliance challenges grow. Seqrite Malware Analysis Platform (SMAP) addresses these critical challenges head-on. With cutting-edge technologies, multi-stage processing, and a vast malware repository, SMAP empowers businesses to detect, analyze, and neutralize threats swiftly.

Seqrite Threat Intel

Seqrite Threat Intel is a powerful, real-time threat intelligence platform designed to enhance cybersecurity readiness. Leveraging telemetry from Seqrite's 10 million endpoints and global sources, it offers India-specific insights across industries while enabling seamless threat information sharing. By prioritizing potential risks and reducing false positives, it helps security teams respond faster and more efficiently.

Powered By





Enterprise Marketing Campaigns



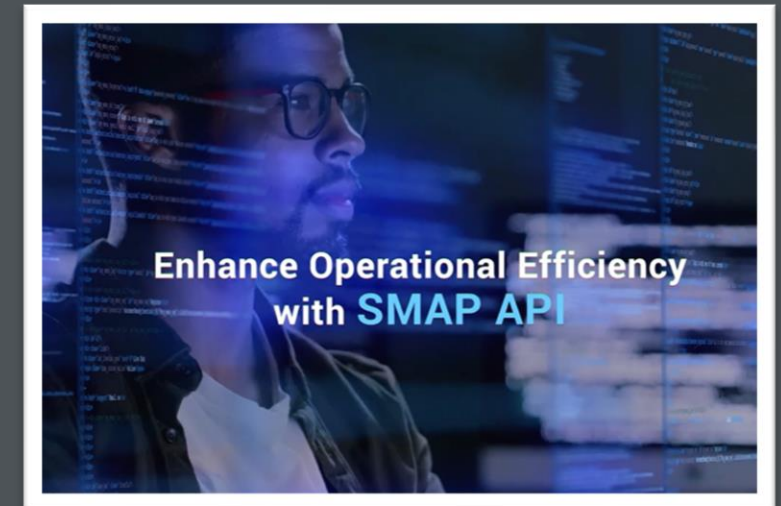
Seqrite as Security Platform Partner at AISS 2024



Threat Report Launch By Shri S. Krishnan, Secretary, MeitY



Seqrite sponsored the ABP Infocomm Event in Kolkata and presented a keynote



SMAP and Threat Intel Platform Launch at AISS



CSR Q3 FY25 Update



Earn & Learn - Direct

3 States, 780 Volunteers

4,66,256

Lives Touched



Earn & Learn - InDirect

3 States, 120 Volunteers

81,112

People Reached



Street Play

2 States

37,290

People Reached

Total
Outreach: **5.85 Lacs**

Total States
Covered: **08**

Maharashtra, Karnataka, Gujarat, Chhattisgarh, Uttar Pradesh, Assam, Punjab, Jammu & Kashmir



Financial Highlights



Consolidated P&L

PARTICULARS	Q3 FY24	Q2 FY25	Q3 FY25	9m FY24	9m FY25
Revenue	81.9	73.5	70.6	211.7	214.4
Direct Cost	2.4	2.7	1.9	5.9	6.2
Gross Profit	79.6	70.8	68.7	205.8	208.2
Gross Margin	97.1%	96.3%	97.3%	97.2%	97.1%
Operating Cost					
Research and Development	34.8	34.0	33.8	99.3	102.3
Sales and Marketing	21.0	20.2	23.7	59.7	62.8
General Administration	12.2	13.5	15.0	39.2	41.1
Total Expenditure	67.9	67.7	72.5	198.3	206.3
EBITDA	11.6	3.1	(3.8)	7.5	1.9
EBITDA %	14.2%	4.2%	-5.3%	3.5%	0.9%
Depreciation	3.2	3.2	3.4	9.4	9.3
EBIT	8.4	(0.1)	(7.2)	(1.9)	(7.4)
Other Income	4.2	5.2	4.9	14.6	15.2
Finance Cost	-	(0.1)	(0.1)	0.0	(0.2)
Profit Before Tax (PBT)	12.5	5.1	(2.3)	12.7	7.6
Tax	2.5	0.9	(2.4)	2.5	(0.7)
Profit After Tax (PAT)	10.1	4.2	0.1	10.2	8.3
PAT Margin	12.3%	5.6%	0.2%	4.8%	3.9%

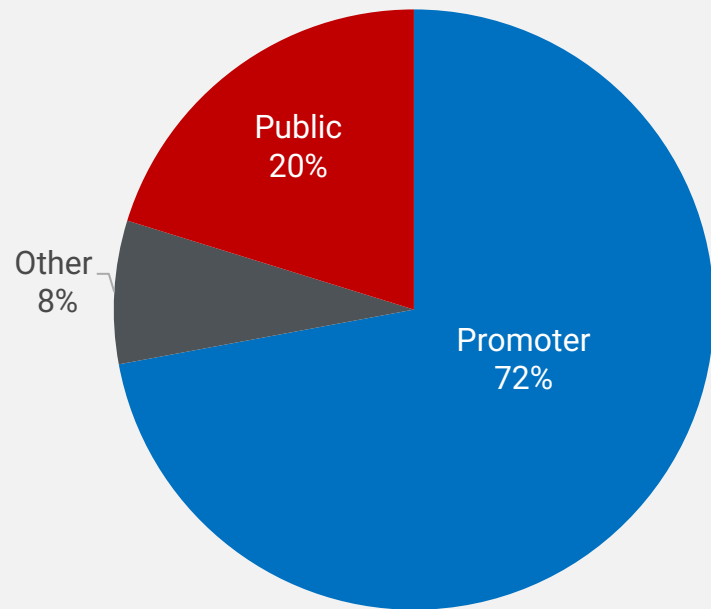
All values are in INR Cr, unless otherwise stated



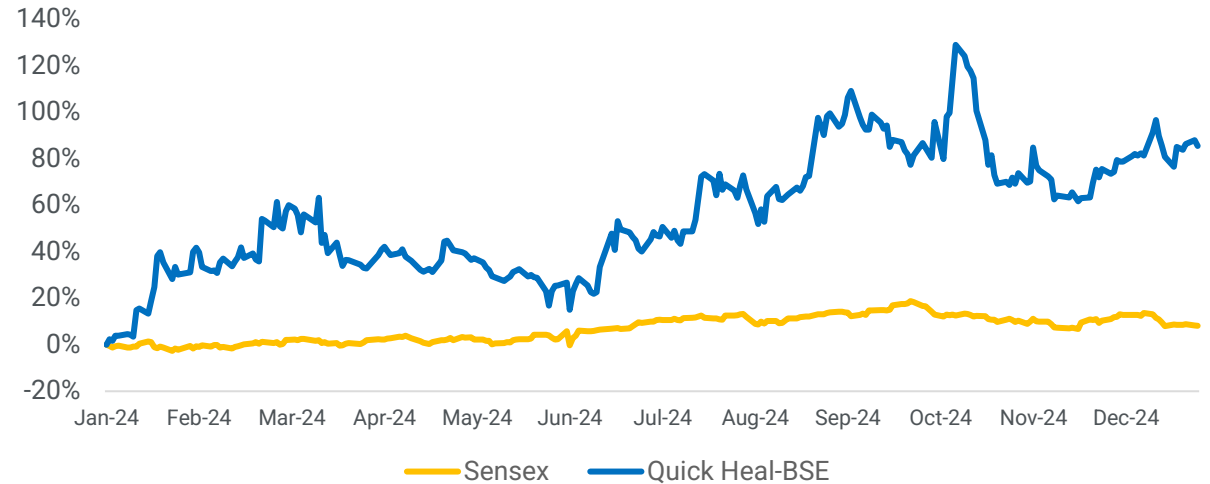


Capital Market Data

Shareholding Pattern (as on 31th December 2024)



Stock Market Performance (as on 31st December 2024)



Price Data (as of 31st December 2024)

Face Value	10.00
Market Price	657.40
52 Week H/L	825.90/352.60
Market Cap (INR Mn)	35,453.42
Equity Shares Outstanding (Mn)	53.93
1 Year Avg. Trading Volume ('000)	381.82
1 Year Avg. Net Turnover (Mn)	216.91



Disclaimer

For further details, please feel free to contact our Investor Relations Representatives:



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Valorem Advisors

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Quick Heal Technologies Limited

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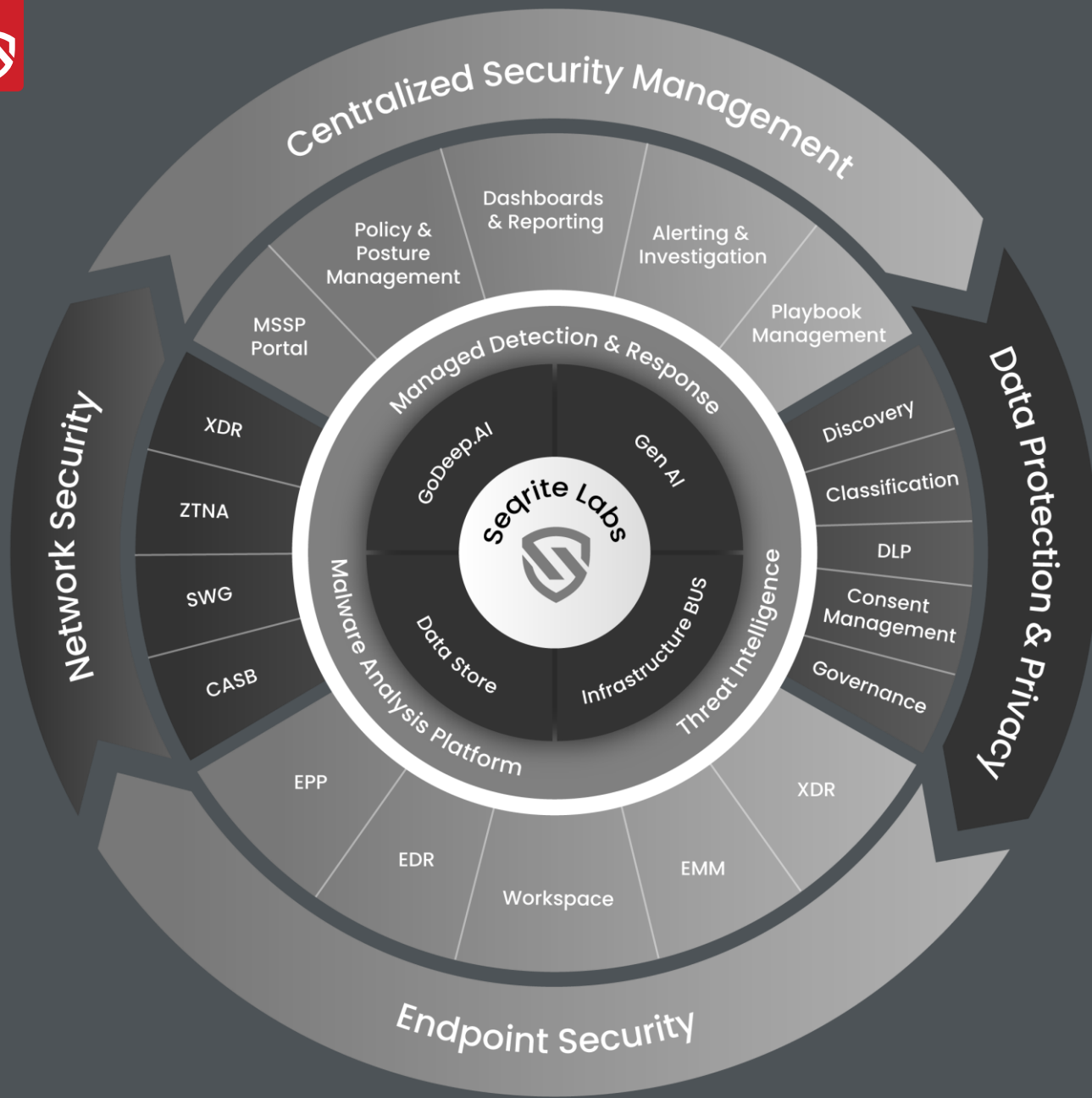
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Thank You

Simplifying Cybersecurity

Independent Auditor's Review Report on consolidated unaudited financial results of Quick Heal Technologies Limited for the quarter and year to date December 31, 2024 pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

To the Board of Directors of Quick Heal Technologies Limited

1. We have reviewed the accompanying Statement of consolidated unaudited financial results of Quick Heal Technologies Limited (hereinafter referred to as 'the Holding Company'), its subsidiaries, (the Holding Company and its subsidiaries together referred to as the 'Group') for the quarter ended December 31, 2024 and the year to date results for the period from April 01, 2024 to December 31, 2024 ('the Statement') attached herewith, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('the Regulations').
2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting' prescribed under Section 133 of the Companies Act, 2013 ('the Act') read with relevant rules issued thereunder ('Ind AS 34') and other recognised accounting principles generally accepted in India and is in compliance with the Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Act and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the Securities and Exchange Board of India under Regulation 33 (8) of the Regulations, to the extent applicable.

4. This Statement includes the results of the Holding Company and the following entities:

Sr. No.	Name of the Entity	Relationship with the Holding Company
1	Quick Heal Technologies America Inc.	Wholly owned subsidiary
2	Seqrite Technologies DMCC	Wholly owned subsidiary

5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 and other recognised accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.



MSKA & Associates

Chartered Accountants

6. The Statement includes the interim financial information of two subsidiaries which are not subject to review, whose interim financial information reflects total revenue of Rs. 1.34 crores and Rs. 4.33 crores, total net profit/(loss) after tax of Rs. (0.09) crores and Rs. 0.08 crores and total comprehensive income of Rs. (0.09) crores and Rs. 0.08 crores for the quarter ended December 31, 2024 and for the period from April 01, 2024 to December 31, 2024 as considered in the Statement. These interim financial information have been furnished to us by the Management and our conclusion on the Statement in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on such management prepared unaudited interim financial information. According to the information and explanations given to us by the Management, these interim financial information are not material to the Group.

Our conclusion is not modified in respect of the above matter with respect to our reliance on the financial result certified by the management.

For M S K A & Associates
Chartered Accountants
ICAI Firm Registration No.105047W

SD Khivasara

Shraddha D Khivasara
Partner

Membership No.: 134285

UDIN: *25134285BMNTCQ1620*



Place: Pune

Date: February 04, 2025

Independent Auditor's Review Report on standalone unaudited financial results of Quick Heal Technologies Limited for the quarter and year to date December 31, 2024 pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

To The Board of Directors of Quick Heal Technologies Limited

1. We have reviewed the accompanying statement of standalone unaudited financial results of Quick Heal Technologies Limited (hereinafter referred to as 'the Company') for the quarter ended December 31, 2024 and the year to date results for the period from April 01, 2024 to December 31, 2024 ('the Statement') attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('the Regulations').
2. This Statement, which is the responsibility of the Company's Management and has been approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting', prescribed under Section 133 of the Companies Act, 2013 ('the Act') read with relevant rules issued thereunder ('Ind AS 34') and other recognised accounting principles generally accepted in India and is in compliance with the Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Act and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 and other recognised accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For M S K A & Associates
Chartered Accountants
ICAI Firm Registration No.105047W

SD Khivasara
Shraddha D Khivasara
Partner
Membership No.: 134285
UDIN: 25134285BMNTCP6177



Place: Pune
Date: February 04, 2025