

Ref. No.: QHTL/Sec/SE/2024-25/22

July 26, 2024

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

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 July 26, 2024.**

Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on July 26, 2024 through video conferencing which commenced at 05:00 PM IST and concluded at 8:45 PM, has approved following:

1. Unaudited Consolidated and Standalone Financial Results of the Company for the quarter ended June 30, 2024.
2. Appointment of Mr. Kamal Kumar Agarwal as an Additional Director in the category of Independent Director, subject to approval of the shareholder in ensuing Annual General Meeting.
3. Pursuant to Regulation 33 of SEBI Regulations, we have enclosed herewith Limited Review Report for the unaudited Standalone & Consolidated financial results for the quarter ended June 30, 2024 from our Statutory Auditors M/s MSKA & Associates, Chartered Accountants.

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**

Ref. No.: QHTL/Sec/SE/2024-25/23

July 26, 2024

To,  
The Manager,  
Corporate Services,  
BSE Limited,  
14th Floor, P J Towers, Dalal Street,  
Mumbai – 400001  
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 – 400051  
Symbol: QUICKHEAL  
Series: EQ

Dear Sir/Madam,

**Sub: Intimation of appointment of Mr. Kamal Kumar Agarwal [DIN – 02831435] as an Additional Director in the category of Independent Director.**

This is to intimate that Mr. Kamal Kumar Agarwal [DIN – 02831435] has been appointed as an Additional Director in the category of Independent Director of the Company with effect from July 26, 2024, subject to approval at the ensuing Annual General Meeting.

The details for aforesaid changes as required under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/CMD/4/2015 dated 9<sup>th</sup> September, 2015 is enclosed herewith as Annexure A.

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. Kamal Kumar Agarwal [DIN – 02831435]
2	Reason for Change – Appointment	Appointment as an Additional Director in the category of Independent Director.
3	Date of Appointment	July 26, 2024
4	Brief Profile	<p>Mr. Kamal Kumar Agarwal 43, is a graduate in Bachelor of Commerce in year 2001. He is a Member of the Institute of Chartered Accountants of India. Part of CFO 100 – 2013 and 2016 Honor list under 'Winning Edge in a Finance Start-up</p> <p>Mr. Kamal Kumar Agarwal, serving / served as Non-Executive Director &amp; Investor Advisor for M/s NewCold, MN Bio-Technology, Giant Connection &amp; a few.</p> <p>Mr. Kamal Kumar Agarwal has served as Group CFO - Indian Subcontinent &amp; Director at Ferrero India Private Limited, a global giant in confectionery. He was also worked with blue chip companies Cadbury India Private Limited, ITC Limited and Tata Teleservices Limited. Currently incubating two additional ventures since FY 22/23 – Hampa Wellness (a hemp-based product co.) and Peaceful Progress LLP (Cat 1 SEBI approved AIF – 20 investments till date).</p>
5	Disclosure of relationships between directors	NA

QUICK HEAL TECHNOLOGIES LIMITED

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

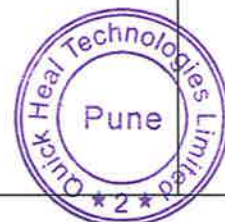
CIN: L72200MH1995PLC091408

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER ENDED JUNE 30, 2024

(₹ in Crores, except earning per share)

Sr. No.	Particulars	Quarter ended			Year ended
		June 30, 2024 (Unaudited)	March 31, 2024 (Audited) (refer note 6)	June 30, 2023 (Unaudited)	March 31, 2024 (Audited)
1	<b>Income</b>				
	Revenue from contract with customers	70.29	80.03	51.44	291.75
	Other income	5.06	6.82	4.73	21.39
	<b>Total income</b>	<b>75.35</b>	<b>86.85</b>	<b>56.17</b>	<b>313.14</b>
2	<b>Expenses</b>				
	Cost of material consumed	1.37	-	0.41	0.41
	Purchase of security software products	-	1.39	2.06	5.13
	(Increase) / decrease in security software products	-	0.33	(1.46)	1.29
	Employee benefit expenses	44.31	44.18	39.33	169.03
	Finance cost	0.05	0.13	-	0.13
	Depreciation and amortisation expenses	2.79	3.18	2.93	12.60
	Other expenses	22.02	24.09	26.18	98.34
	<b>Total expenses</b>	<b>70.54</b>	<b>73.30</b>	<b>69.45</b>	<b>286.93</b>
3	<b>Profit/(loss) before tax (1-2)</b>	<b>4.81</b>	<b>13.55</b>	<b>(13.28)</b>	<b>26.21</b>
4	<b>Tax expense</b>				
	Current tax				
	Pertaining to profit for the period	1.03	2.81	-	5.78
	Adjustments of current tax relating to earlier periods (Net)	-	0.07	-	0.07
	Deferred tax	(0.25)	(3.37)	(0.52)	(3.88)
	<b>Total tax expense</b>	<b>0.78</b>	<b>(0.49)</b>	<b>(0.52)</b>	<b>1.97</b>
5	<b>Profit/(loss) for the period (3-4)</b>	<b>4.03</b>	<b>14.04</b>	<b>(12.76)</b>	<b>24.24</b>
6	<b>Other comprehensive income/(loss) (net of tax)</b>				
	<b>Items that will not be reclassified subsequently to profit or loss :</b>				
	Re-measurement of defined benefit plans	0.21	0.16	0.13	(0.16)
	Net (loss) or gain on FVOCI assets (refer note 2)	-	(0.90)	-	(13.45)
	<b>Items that will be reclassified subsequently to profit or loss :</b>				
	Exchange differences on translation of foreign operations	0.03	(0.02)	(0.08)	(0.06)
	<b>Total other comprehensive income/(loss)</b>	<b>0.24</b>	<b>(0.76)</b>	<b>0.05</b>	<b>(13.67)</b>
7	<b>Total comprehensive income/(loss) (after tax) (5+6)</b>	<b>4.27</b>	<b>13.28</b>	<b>(12.71)</b>	<b>10.57</b>
8	Paid-up equity share capital (face value of ₹10 each)	53.54	53.51	53.07	53.51
9	Other equity excluding revaluation reserves as per balance sheet	-	-	-	383.49
10	<b>Earnings per share of ₹10 each:</b> (not annualised for the quarter)				
	a) Basic	0.75	2.63	(2.40)	4.56
	b) Diluted	0.74	2.57	(2.40)	4.48

*SA*



**QUICK HEAL TECHNOLOGIES LIMITED**

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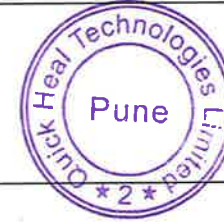
CIN: L72200MH1995PLC091408

**NOTES TO THE STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER ENDED JUNE 30, 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 ended June 30, 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 July 26, 2024.
- 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 has 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 Mr. Kamal Kumar Agarwal is appointed as Independent Director of Holding Company w.e.f. July 26, 2024 subject to approval of the shareholders at the ensuing Annual General Meeting of the Holding Company.
- 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 Previous period's figures have been regrouped / reclassified wherever necessary to make them comparable with the current period's classification / disclosure.
- 6 Figures for the quarter ended March 31, 2024 are the balancing figures between the audited figures in respect of the full years and published year to date figures of nine months ended December 31, 2023.

Place: Pune  
Date: July 26, 2024



For and on behalf of the Board of Directors

**Kailash Katkar**  
Chairman & Managing Director  
DIN No: 00397191

QUICK HEAL TECHNOLOGIES LIMITED

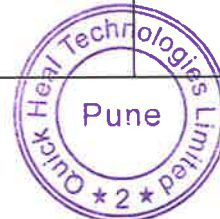
Regd. Office: Solitaire Business Hub, Office No. 7010 C & D, 7th Floor, Opposite Neco Garden Society, Viman Nagar, Pune - 411014

CIN: L72200MH1995PLC091408

STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER ENDED JUNE 30, 2024

(₹ in Crores, except earning per share)

Sr. No.	Particulars	Quarter ended			Year ended
		June 30, 2024 (Unaudited)	March 31, 2024 (Audited) (refer note 6)	June 30, 2023 (Unaudited)	March 31, 2024 (Audited)
1	<b>Income</b>				
	Revenue from contract with customers	70.29	80.03	51.43	291.75
	Other income	5.06	6.82	4.73	21.37
	<b>Total income</b>	<b>75.35</b>	<b>86.85</b>	<b>56.16</b>	<b>313.12</b>
2	<b>Expenses</b>				
	Cost of material consumed	1.36	-	0.41	0.41
	Purchase of security software products	-	1.39	2.06	5.13
	(Increase) / decrease in security software products	-	0.33	(1.46)	1.29
	Employee benefit expenses	44.17	44.09	39.33	168.94
	Finance cost	0.05	0.13	-	0.13
	Depreciation and amortisation expenses	2.79	3.18	2.93	12.60
	Other expenses	22.14	24.19	26.29	98.58
	<b>Total expenses</b>	<b>70.51</b>	<b>73.31</b>	<b>69.56</b>	<b>287.08</b>
3	<b>Profit/(loss) before tax (1-2)</b>	<b>4.84</b>	<b>13.54</b>	<b>(13.40)</b>	<b>26.04</b>
4	<b>Tax expense</b>				
	Current tax				
	Pertaining to profit for the period	1.03	2.81	-	5.78
	Adjustments of current tax relating to earlier periods (Net)	-	0.07	-	0.07
	Deferred tax	(0.25)	(3.37)	(0.52)	(3.88)
	<b>Total tax expense</b>	<b>0.78</b>	<b>(0.49)</b>	<b>(0.52)</b>	<b>1.97</b>
5	<b>Profit/(loss) for the period (3-4)</b>	<b>4.06</b>	<b>14.03</b>	<b>(12.88)</b>	<b>24.07</b>
6	<b>Other comprehensive income/(loss) (net of tax)</b>				
	<b>Items that will not be reclassified subsequently to profit or loss :</b>				
	Re-measurement of defined benefit plans	0.21	0.16	0.13	(0.16)
	Net (loss) or gain on FVOCI assets (refer note 2)	-	(0.90)	-	(13.45)
	<b>Total other comprehensive income/(loss)</b>	<b>0.21</b>	<b>(0.74)</b>	<b>0.13</b>	<b>(13.61)</b>
7	<b>Total comprehensive income/(loss) (after tax) (5+6)</b>	<b>4.27</b>	<b>13.29</b>	<b>(12.75)</b>	<b>10.46</b>
8	Paid-up equity share capital (face value of ₹ 10 each)	53.54	53.51	53.07	53.51
9	Other equity excluding revaluation reserves as per balance sheet	-	-	-	383.39
10	<b>Earnings per share of ₹ 10 each:</b> (not annualised except for the year ended March)				
	a) Basic	0.76	2.63	(2.43)	4.52
	b) Diluted	0.74	2.57	(2.43)	4.45



**QUICK HEAL TECHNOLOGIES LIMITED**

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**CIN: L72200MH1995PLC091408**

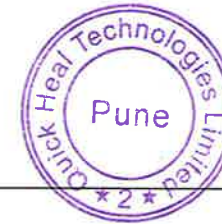
**NOTES TO THE STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER ENDED JUNE 30, 2024**

**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 ended June 30, 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 July 26, 2024.
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Place: Pune

Date: July 26, 2024.



For and on behalf of the Board of Directors

**Kailash Katkar**  
Chairman & Managing Director

DIN No: 00397191

## Quick Heal Technologies Limited Reports Strong Q1FY25 Results

- *Achieves Significant Revenue and Profit Growth: INR 70.3 Cr Revenue, INR 2.6 Cr EBITDA*

26<sup>th</sup> July, 2024: Quick Heal Technologies Limited, a leading global cybersecurity solutions provider, today announced its unaudited financial results for the quarter ended June 30, 2024.

### Key Financial Highlights - Q1 FY25

- Revenue: INR 70.3 Cr
- EBITDA: INR 2.6 Cr
- PAT: INR 4.0 Cr

Commenting on the company's performance, **Vishal Salvi, Chief Executive Officer, Quick Heal Technologies Limited**, said, *“As AI natives with our patented GoDeep.AI at the heart of our products, we proudly stand as the first and only Indian cybersecurity firm to join the US AISIC, contributing towards the global AI narrative. We are excited to report a remarkable start to FY25, with significant growth in both the consumer and enterprise business. This quarter’s performance highlights the effectiveness of our strategic initiatives and innovation in the evolving cybersecurity landscape. Our Phase-2 products, including XDR, Zero Trust, and Data Privacy, have started generating significant traction. We are also beginning to build next-generation products, expanding our offerings under Zero Trust and Data Privacy, along with new innovations like Threat Intelligence and the use of Generative AI. This reinforces our global leadership in comprehensive cybersecurity. Our expansion strategies are proving successful, with strategic partnerships driving deeper market penetration. We continue to enhance our execution capabilities with strategic mid-management hires. Additionally, the Customer Experience Center, launched last quarter, has received overwhelmingly positive feedback, emphasizing our commitment to delivering exceptional customer experiences.”*

**Ankit Maheshwari, Chief Financial Officer, Quick Heal Technologies Limited**, added, *“Quick Heal has delivered a strong financial performance in Q1 FY25, with significant year-on-year growth in both revenue and profitability. Our enterprise business has shown particularly impressive growth, driven by the increasing adoption of our new product offerings. The consumer segment also remains robust, benefiting from our continuous innovation and enhanced product features in tough market conditions. We continue to invest heavily in R&D, including our Horizon-3 products, and in expanding our sales capabilities. These strategic investments are paying off, setting a solid foundation for sustained growth throughout FY25.”*

### Key Highlights of the quarter include:

- Achieved 37% growth in revenue and 117% growth in EBITDA on a YoY basis.
- Seqrite earned a 4.6/5 rating for security solutions by Gartner Peer Insights.
- Onboarded a government client with 10,000 users on our new products solution.
- Commenced the development of next-generation products aimed at achieving a holistic cybersecurity approach and driving long-term growth
- Entered into a strategic partnership with EET Group to expand Seqrite’s presence in Europe.
- Collaborated with NewJaisa.com to offer Quick Heal AV solutions within the refurbished electronics market.
- Seqrite Labs detected over 128 million threats (17% YoY growth), including 400k ransomware attacks, in Q1 FY25.
- Onboarded several experienced mid-management business leaders to enhance execution and operational efficiency.
- Quick Heal Technologies Limited listed as a consortium member of the U.S. Artificial Intelligence Safety Institute Consortium, pioneering AI safety.



- Quick Heal won “Product of the Year” and “Top Remediation Time” in AV Lab Poland’s malware testing, achieving a perfect 100% protection rate.

As we move forward in FY25, Quick Heal Technologies Limited remains at the forefront of the cybersecurity landscape, driven by our core purpose to innovate, simplify and secure individuals, businesses and government organizations worldwide. Our quarter's performance reflects not just steady financial growth, but the increasing trust placed in us by millions of our customers in over 70 countries. Our commitment to cybersecurity extends beyond products to fostering a culture of cybersecurity awareness and preparedness reflected by our recent achievement to become only cybersecurity-focused firm from India to be a member of US Artificial Intelligence Safety Institute Consortium. Quick Heal stands as a strong Make-in-India success story for the world to witness, demonstrating global expertise with heavy focus on R&D to address specific challenges faced by enterprises and nations globally. Our solutions, developed with a deep understanding of both local and global security landscapes, contribute significantly to India's digital resilience and sovereignty as well as the world. Looking ahead, we remain dedicated to our role in building a robust digital ecosystem, supporting the country’s technological advancement, and establishing our nation as a global cybersecurity powerhouse.

#### **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: Q1 FY25

26<sup>th</sup> July, 2024



# Global cyber security trends



Large Attack Threat Surface:  
Due to constant technology  
innovation and digital adoption



Attacks growing in numbers  
and intensity, one attack  
every 39 seconds



Geopolitical situation and  
many other factors fuelling  
Cybersecurity risks



Cybersecurity Risk  
Management a  
mainstream process



Cyber Security product  
market deeply  
fragmented

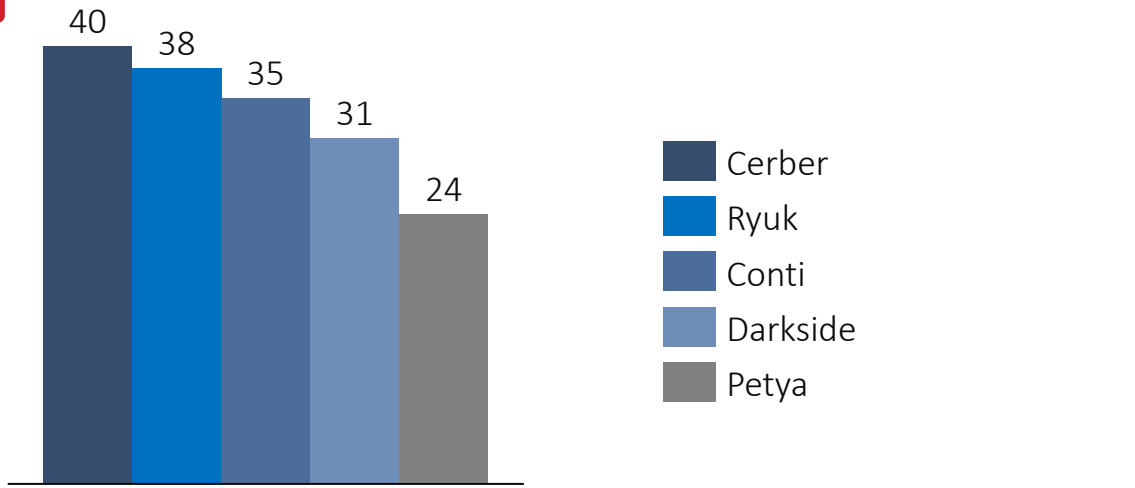


225 Billion \$ (130 Billion \$  
in product) by 2025  
Cybersecurity Industry

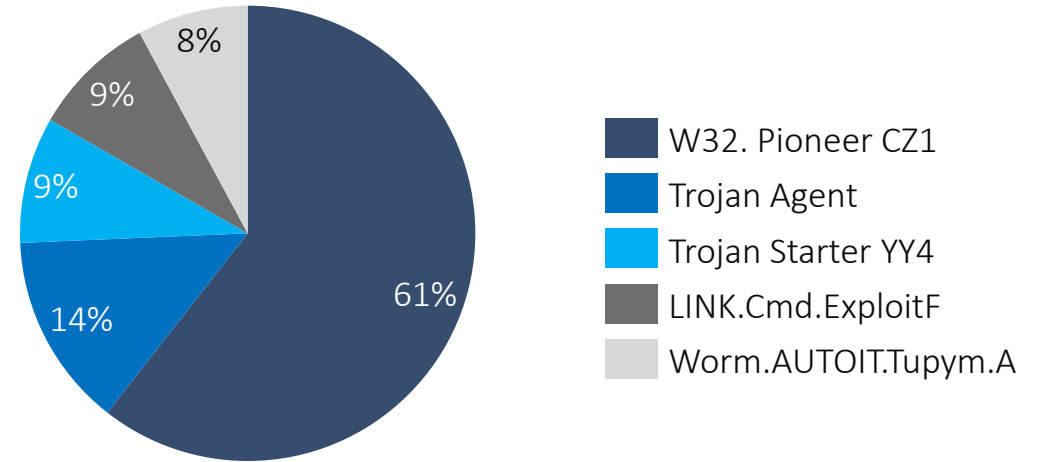


Cyber Security talent  
gap is a big  
challenge

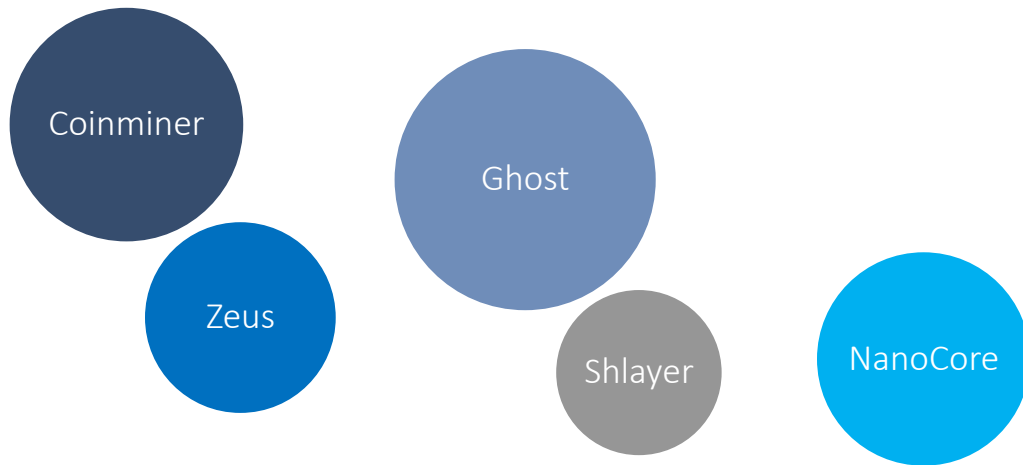
# Prevalent Cyber Threats & Vulnerabilities



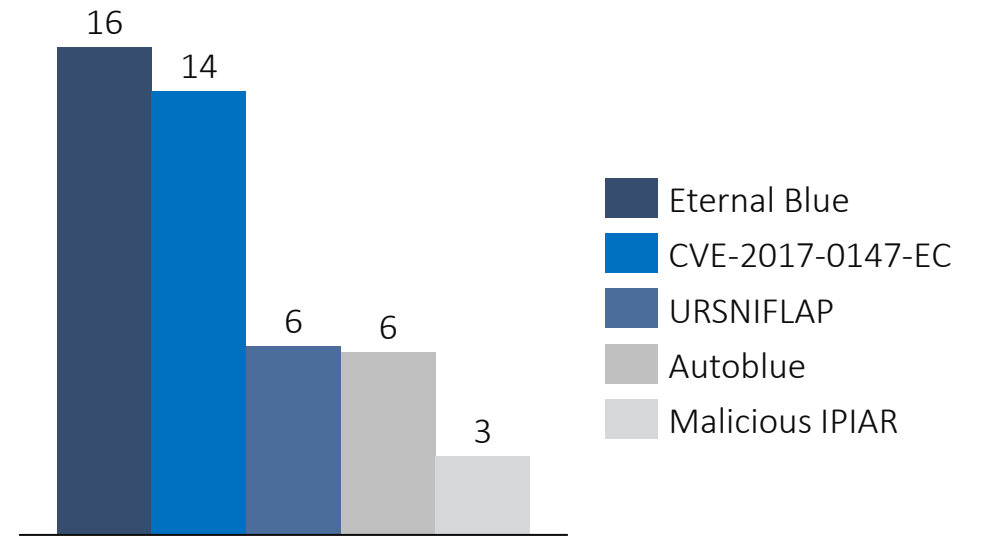
Top 5 Ransomware Families (Monthly No. in Thousands)



Top 5 Detected Threats (Yearly)



Top 5 Trending Threats



Top 5 Vulnerabilities (Yearly No. in Thousands)

Source: Seqrite Lab Live insights : 25/7/24,9:52 P.M



# Cyber Threat Predictions 2024



**Zero-days attacks, APTs and Ransomware group**



**MFA Fatigue Attacks**



**LOLBins- a nightmare for Threat Researchers**



**AI-Powered Malware**



**Ransomware and Digital Extortion**



**Deepfake for Deceptive Social Engineering**



**Exploiting Vulnerable Supply Chains**



**Hacktivism continues into 2024**



**Auction of corporate access and sale of breach datasets**



**Event based attacks - Elections, Olympics, etc.**



**Phishing/Vishing attacks & Dating App Scams**

Source: India Cyber Threat report



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*

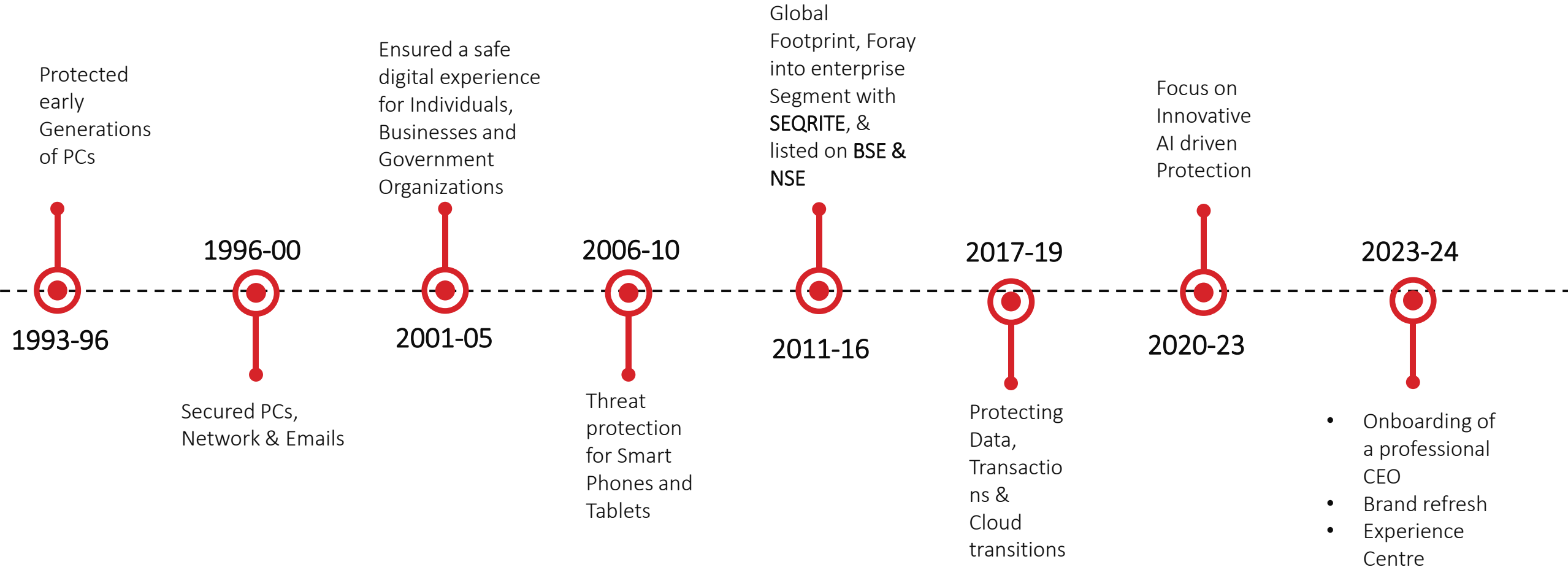
Secure



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



# Our Journey so far





# This is Us!



Pioneer of  
cybersecurity  
in India



1<sup>st</sup> Listed  
Cybersecurity  
company in India



Market Leader  
in India



Proud Owners of  
Seqrite Lab: Largest in  
the country



Protecting 9 Mn  
Active Devices



Patents



Presence in 70+  
countries



1000+ Cybersecurity  
Professionals



Proud Partners

**NIST &  
AISIC**

Collaborators  
with US bodies





# 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.



# Led by the Industry Experts



**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.*



**Ajit Zanjad**  
VP & Head of Delivery



**Ankit Maheshwari**  
Chief Financial Officer



**Anupama Katkar**  
Chief of Operational  
Excellence



**Ashish Kadam**  
Director, Government  
Business



**Ashish Pradhan**  
Chief Technical Officer



**Deepak Mishra**  
Head, Retail Sales



**Dr. Lalit Mohan**  
Chief Product Officer



**Samuel Sathayjith**  
Senior VP, Enterprise  
Sales



**Sudhanshu Tripathi**  
Chief Marketing Officer



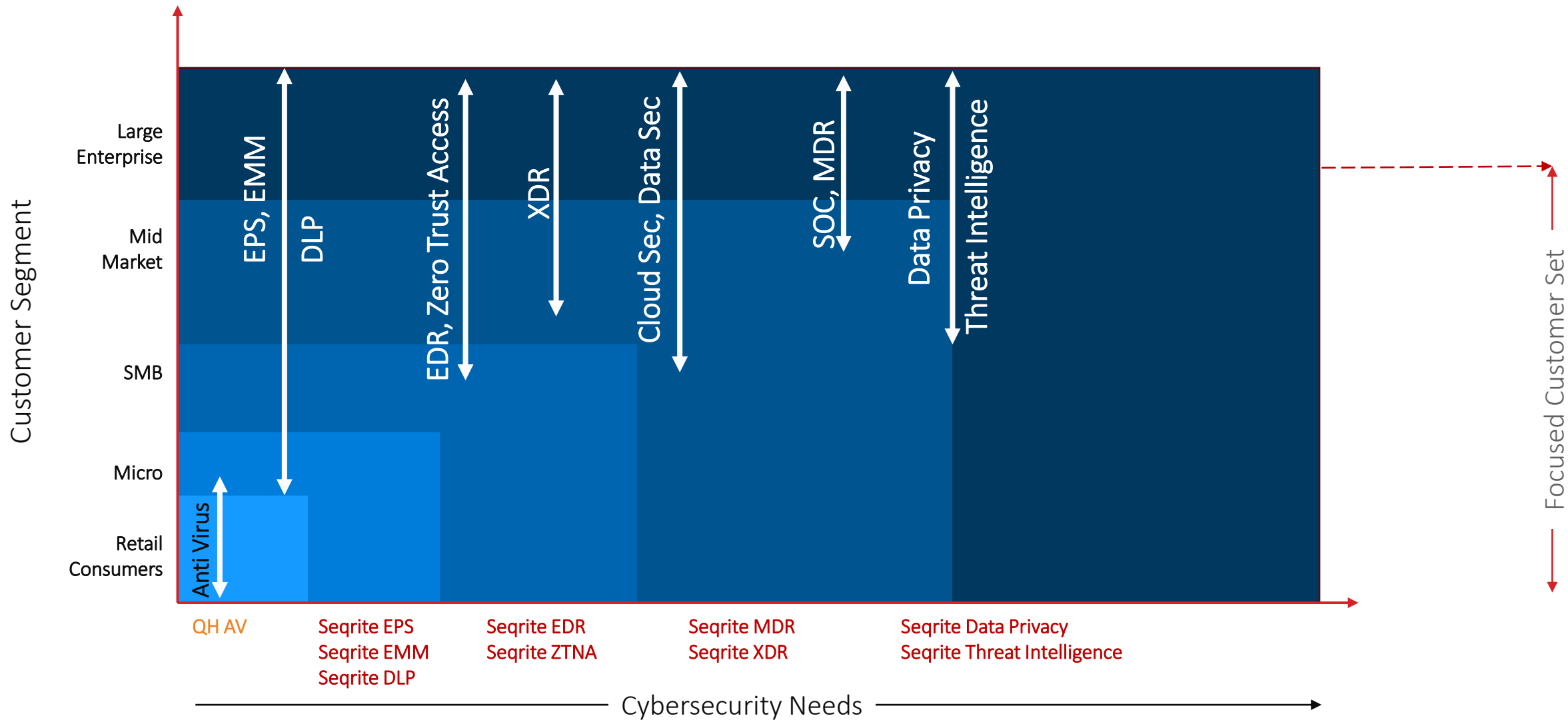
**Swapna Sangari**  
VP, People & Culture



## Our Strategy & Way Forward



# Cybersecurity Market Landscape: Our Focused Play



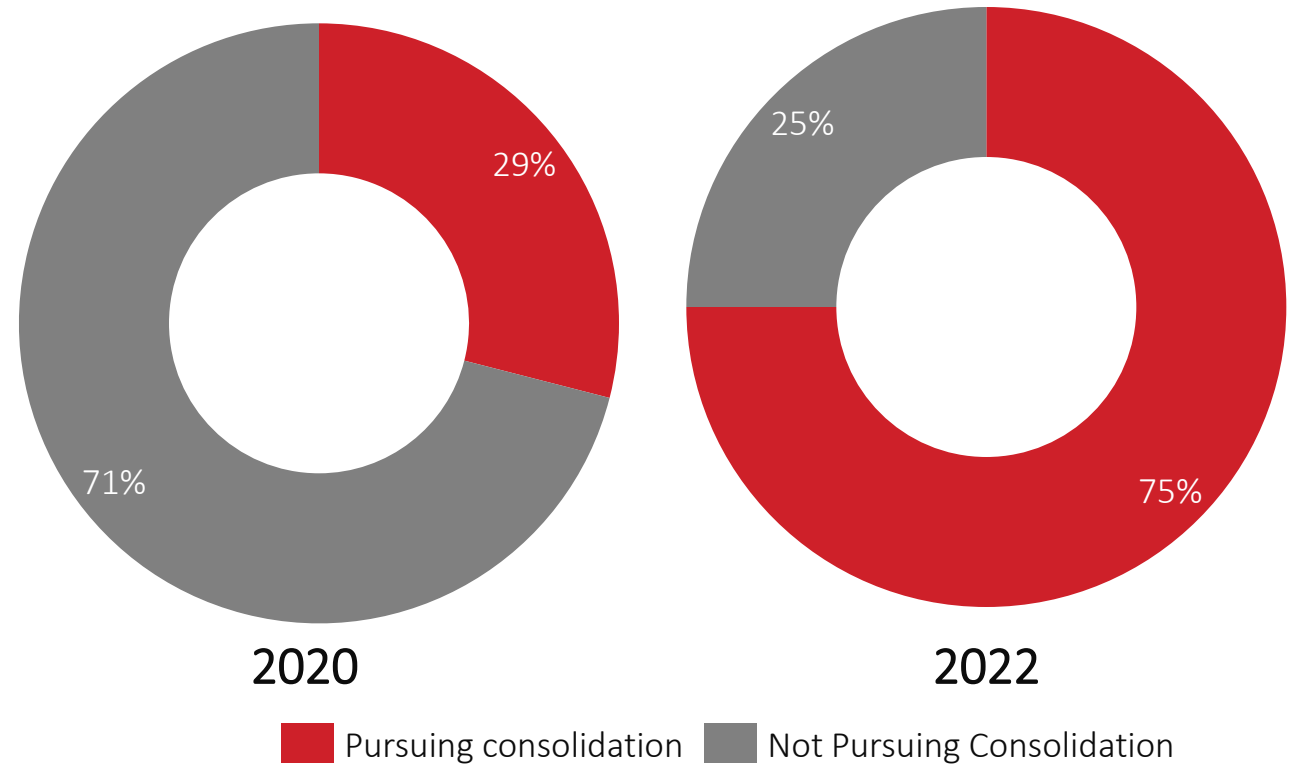
Note: This is illustrative and not exhaustive representation of the industry



# 45+

Average number of tools used by Enterprises

### Organizations pursuing Security Vendor Consolidation



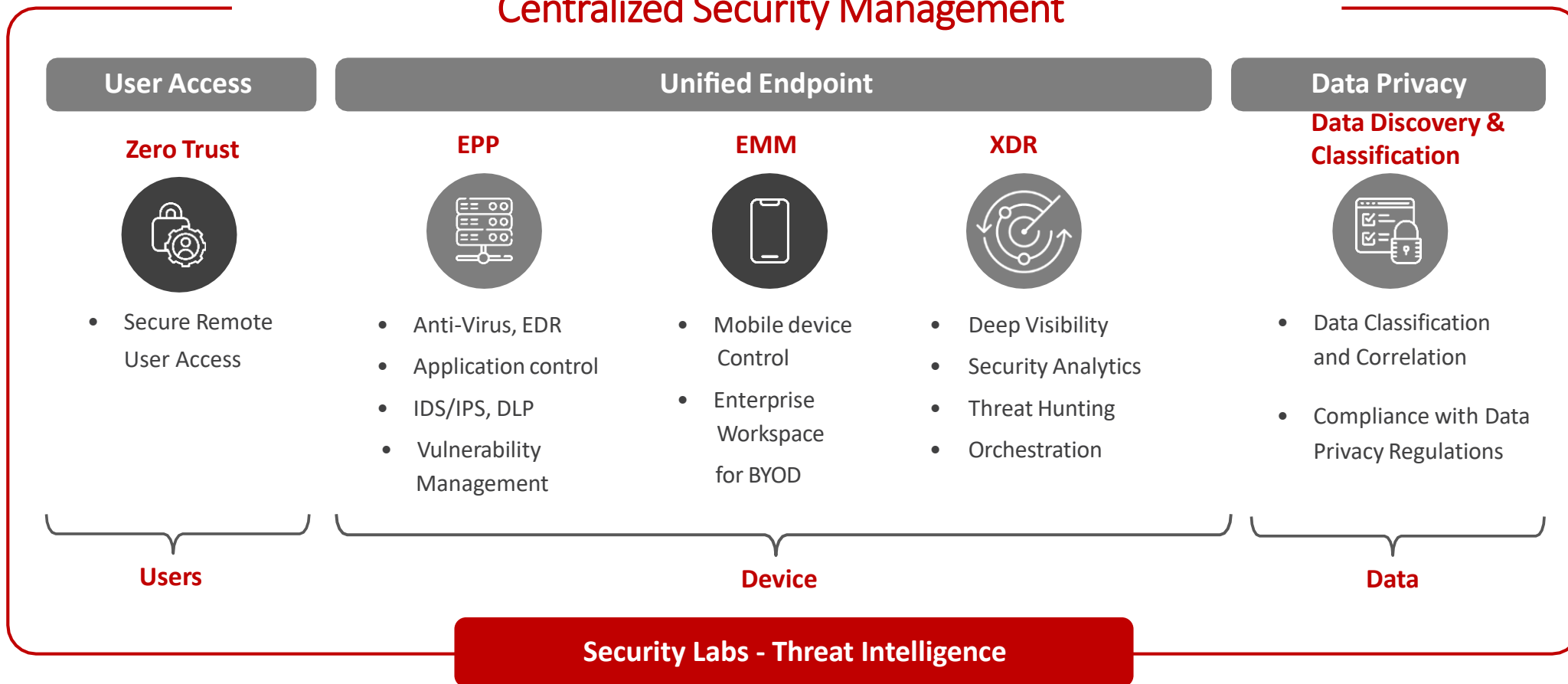
*India's only full-stack enterprise cybersecurity platform provider, to offer integrated, modular, scalable, sentient and easy-to-deploy & operate solutions*

Source: Gartner & Company estimates

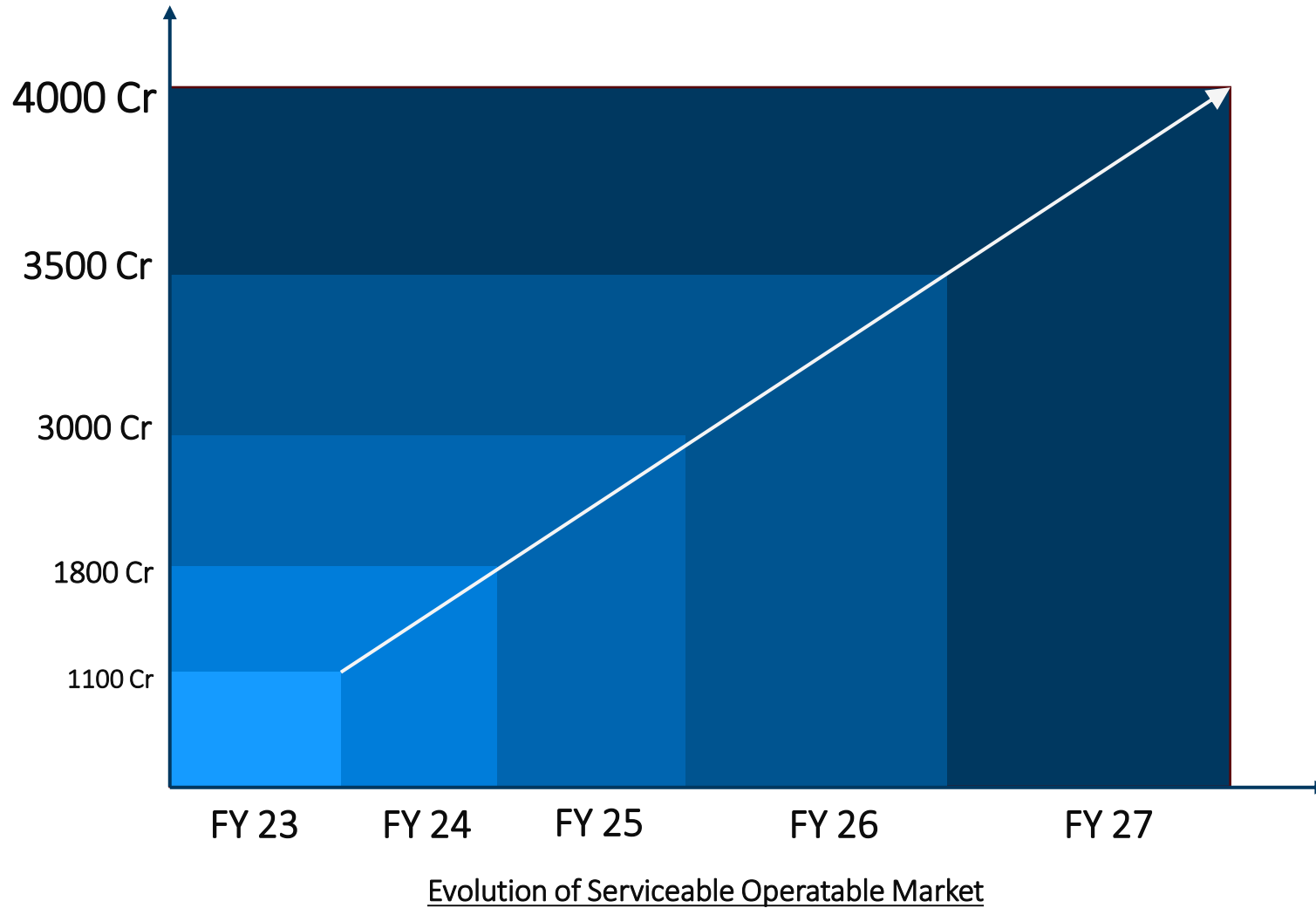


# Through Our Integrated, Modular, Scalable architecture

## Centralized Security Management



# Expanding Serviceable Operatable Market



## Levers of SOM Growth



Source: Market Research & Company Estimates



# Our right to win





### Thought Leadership

- Seqrte launches first **“India Cyber Threat Report”** with DSCI - *Threat Report launched by Shri S. Krishnan, Secretary, MeitY.*
- Strengthening our **Social Media** presence with the help of regional/micro influencers.
- 360° campaign around DPDP Act
- Experience Centre
- Content led cybersecurity insights and perspectives

### Brand Building

- Speaker sessions, sponsorships and presence in major cybersecurity events
- Dominant Share of Voice through Press & Media engagement
- Brand Refresh
- ATL Campaigns
- ESG focused business
- Website refresh – Domestic & International

### Awards & Recognition

- AV Test, Germany **Top Product**
- Consortium Member of the US Artificial Intelligence Safety Institute
- Quick Heal has been certified by **AV Labs, Poland** in 3 categories – Safest for banking and browsing, product of the year, shortest remediation time.
- Seqrte has been ranked **4.6/5** in security solutions by Gartner peer insights.
- NCN *“Top Product Company”*



## Q1 FY25 – Business Highlights

# Q1 FY25: Performance Highlights

**₹ 70.3 Cr**

Net Revenue

+36.6% YoY

**₹ 2.6 Cr**

EBITDA

+117.2% YoY

**₹ 4.0 Cr**

PAT

+131.6% YoY

**₹ 0.7**

Diluted EPS

+129% YoY

**₹ 43.9\* Cr**

Consumer Revenue

+60.2% YoY

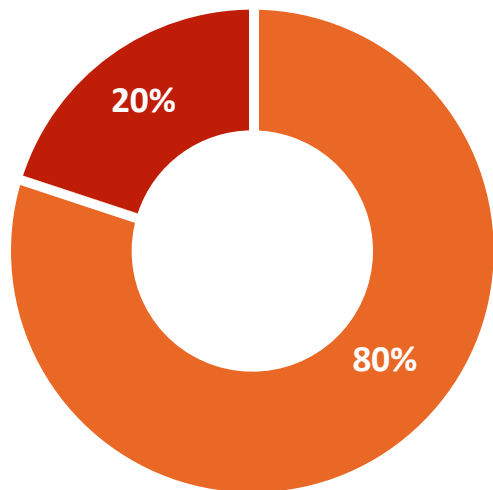
**₹ 32.5\* Cr**

Enterprise Revenue

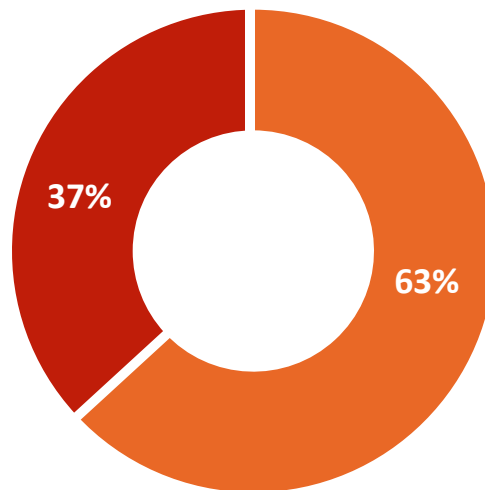
+22.6% YoY

\*Based on gross revenues before adjusting for sales incentives

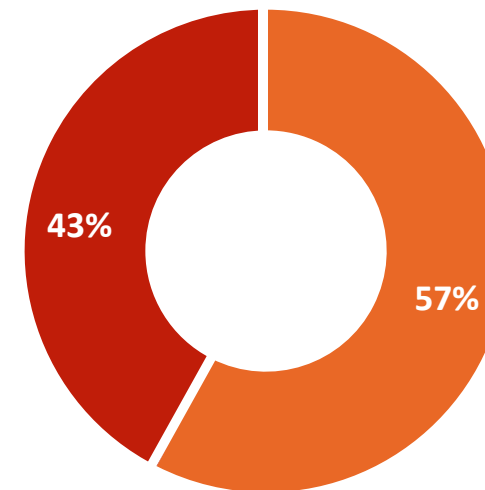




FY 2021



FY 2024



Q1 FY 2025

■ Enterprise ■ Consumer

*Business mix continues to evolve as we pivot gradually to a holistic cybersecurity player protecting the consumers as well as enterprises*

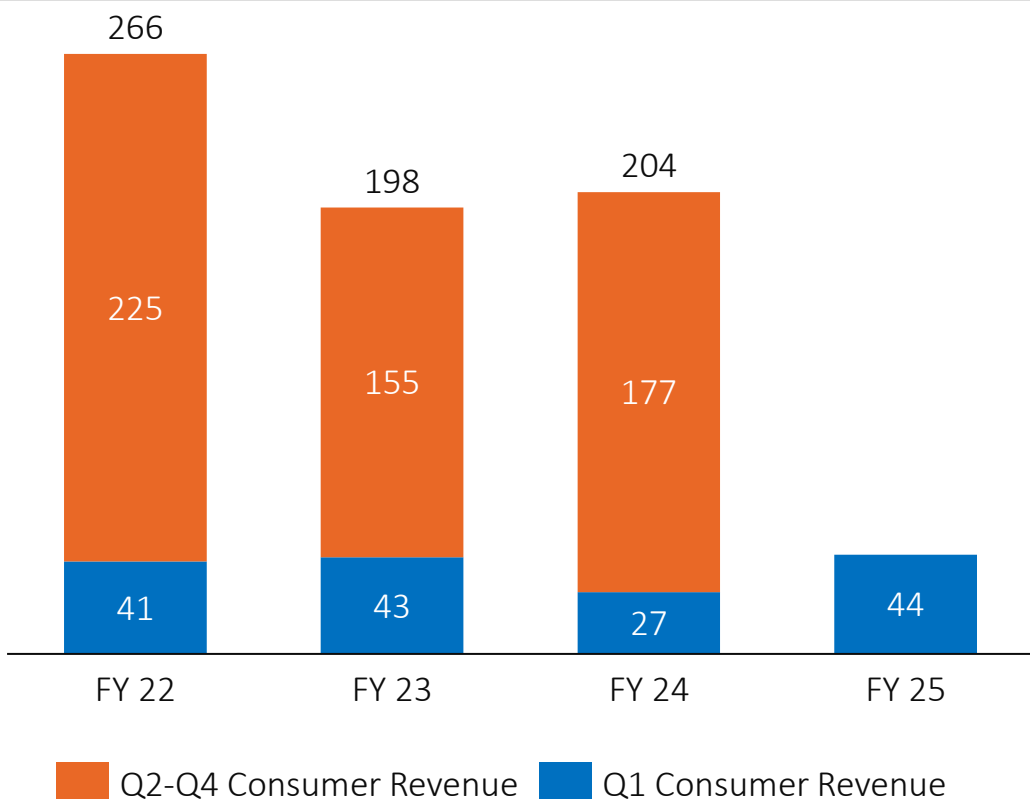


# Market Leaders: Indian Consumer Anti Virus Business

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



**Revenue (INR Cr)**



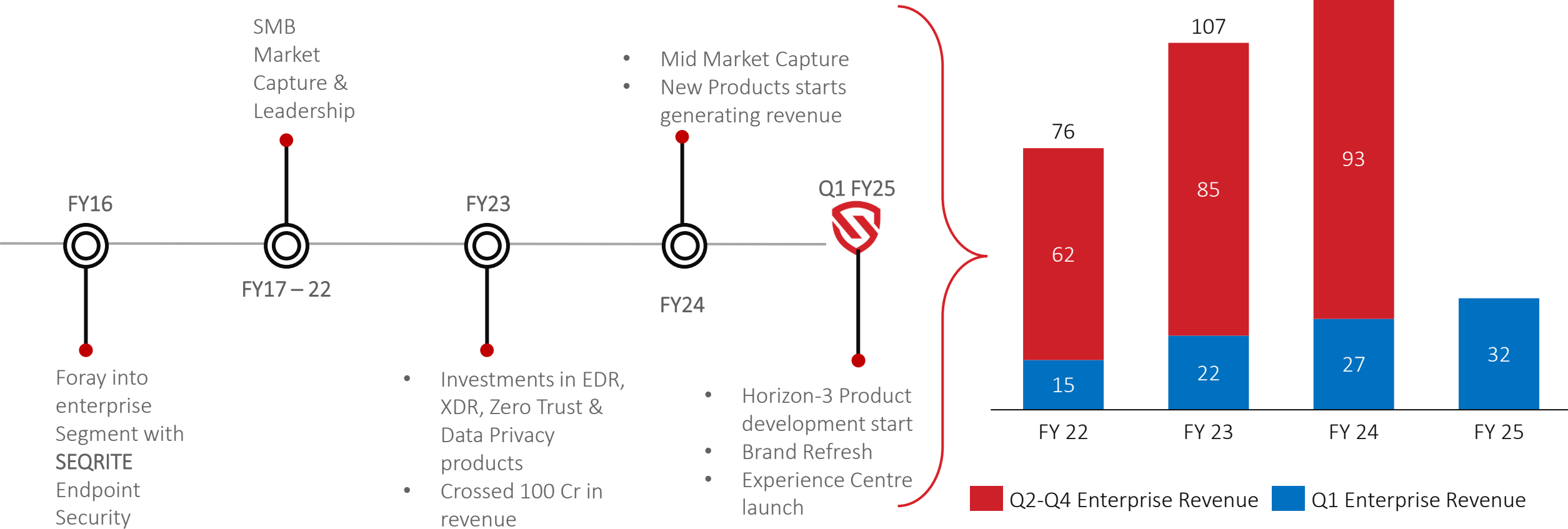
## Current Scenario:

- 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 which is easing out gradually

## Our Approach:

- Focusing towards maintaining our market share
- Drive consumer awareness in the geography in cybersecurity specific domain

# Seqrite: Self Funded Cybersecurity Startup





# Seqrite Marketing Events



ETCISO – Seqrite Webinar on EDR



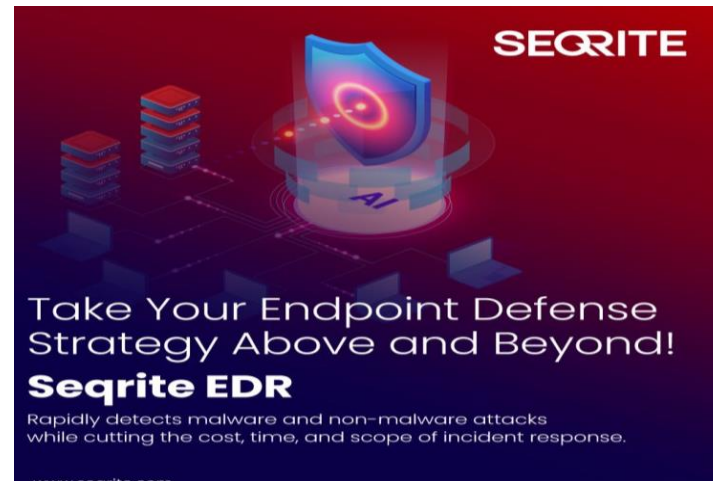
Team Seqrite at DSCI FINSEC 2024 - Mumbai



Seqrite at GISEC 2024 - Dubai



Team Seqrite at the Urban Cooperative Banks Summit - Pune



Seqrite EDR Launch



Seqrite at DSCI Cybersecurity & Privacy Conference by Telangana Government

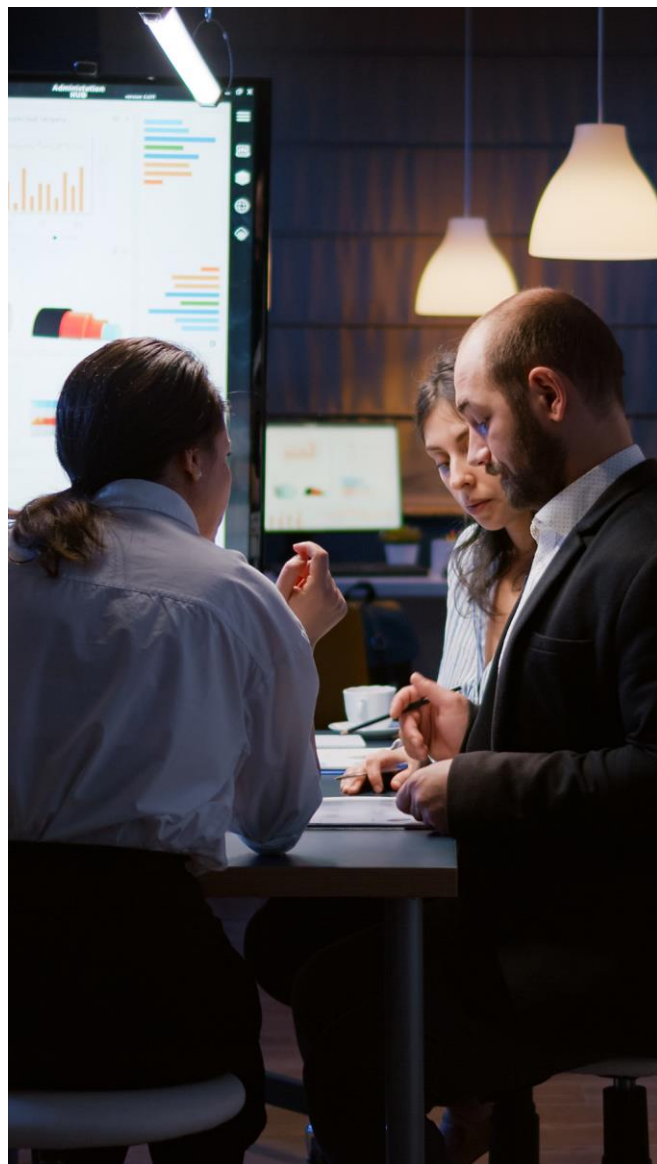


## Financial Highlights





# Consolidated P&L



Particulars	Q1 FY24	Q4 FY24	Q1 FY25	YoY Variance
<b>Total Revenue</b>	<b>51.4</b>	<b>80.0</b>	<b>70.3</b>	<b>37%</b>
<b>Direct Cost</b>	1.2	1.9	1.6	30%
<b>Gross Profit</b>	<b>50.2</b>	<b>78.1</b>	<b>68.7</b>	<b>37%</b>
<b>Gross Margin</b>	<b>97.6%</b>	<b>97.6%</b>	<b>97.7%</b>	
<b>Operating Cost</b>				
Research and Development	31.6	33.7	34.5	9%
Sales and Marketing	18.3	20.5	18.9	3%
General Administration	15.4	13.8	12.7	-17%
<b>Total Expenditure</b>	<b>65.3</b>	<b>68.1</b>	<b>66.1</b>	<b>1%</b>
<b>EBITDA</b>	<b>(15.1)</b>	<b>10.0</b>	<b>2.6</b>	<b>117%</b>
<b>EBITDA%</b>	<b>-29.3%</b>	<b>12.6%</b>	<b>3.7%</b>	
Depreciation	2.9	3.2	2.8	
<b>EBIT</b>	<b>(18.0)</b>	<b>6.9</b>	<b>(0.2)</b>	
Other Income	4.7	6.8	5.1	
Finance Cost	-	(0.1)	(0.1)	
<b>Profit Before Tax (PBT)</b>	<b>(13.3)</b>	<b>13.6</b>	<b>4.8</b>	<b>136%</b>
Tax	(0.5)	(0.5)	0.8	
<b>Profit After Tax (PAT)</b>	<b>(12.8)</b>	<b>14.0</b>	<b>4.0</b>	<b>132%</b>
<b>PAT Margin</b>	<b>-24.8%</b>	<b>17.5%</b>	<b>5.7%</b>	



# Serving the community responsibly



States:

**13**

Number of  
volunteers involved:

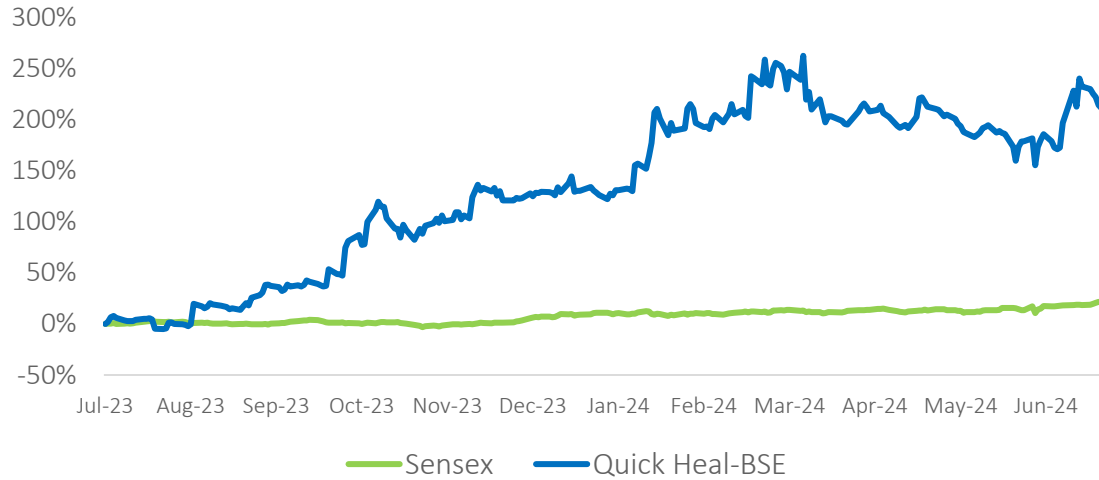
**1000+**

Lives Impacted  
(Cumulative):

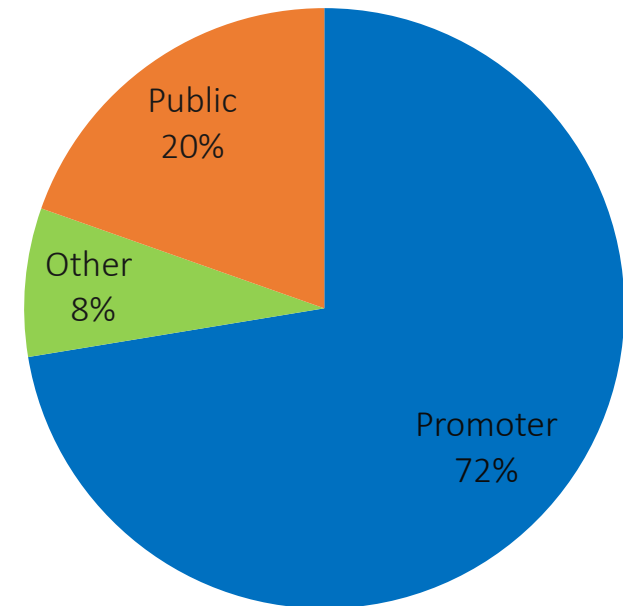
**52L+**



## Stock Market Performance (as on 30<sup>th</sup> June, 2024)



## Shareholding Pattern (as on 30<sup>th</sup> June, 2024)



## Price Data (as of 30<sup>th</sup> June, 2024)

Face Value	10.00
Market Price	496.40
52 Week H/L	600.00/148.50
Market Cap (INR Mn)	26,579.40
Equity Shares Outstanding (Mn)	53.54
1 Year Avg. Trading Volume ('000)	463.68
1 Year Avg. Net Turnover (Mn)	171.20

## Quick Heal Technologies Limited

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**SEQRITE** |

**Quick Heal**

**Thank You**

**Simplifying Cybersecurity**

**Independent Auditor's Review Report on Consolidated Unaudited Financial Results of Quick Heal Technologies Limited for the quarter ended June 30, 2024 pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.**

**To The Board of Directors Quick Heal Technologies Limited**

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of Quick Heal Technologies Limited ('the Holding Company'), its subsidiaries, (the Holding Company and its subsidiaries together referred to as the 'Group') for the quarter ended June 30, 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 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 Engagement (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. 0.53 crores and Rs. 0.45 crores and total net profit after tax of Rs. 0.01 crores and Rs. 0.02 crores and total comprehensive income of Rs. 0.01 crores and Rs. 0.02 crores for the quarter ended June 30, 2024, as considered in the Statement. Our conclusion in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the interim financial information as furnished by the Management. According to the information and explanations given to us by the Management, the interim financial information is not material to the Group.

Our conclusion is not modified in respect of the above matter with respect to our reliance on the financial information 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: *24134285BKEZCA5720*



Place: Pune

Date: July 26, 2024

**Independent Auditor's Review Report on Standalone Unaudited Financial Results of Quick Heal Technologies Limited for the quarter ended June 30, 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 unaudited standalone financial results of Quick Heal Technologies Limited ('the Company') for the quarter ended June 30, 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 Engagement (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

*SDK*  
Shraddha D Khivasara  
Partner  
Membership No.: 134285  
UDIN: 24134285BKZBZ8721



Place: Pune  
Date: July 26, 2024