



SECURITE

Quick Heal

Earnings Presentation Q1-FY26

7th Aug 2025





Global Cybersecurity Trends

- ⦿ Consolidation of security stack
- ⦿ Investment & adoption of Generative AI in Cybersecurity
- ⦿ Privacy driven Application & Data Decoupling
- ⦿ Growing Adoption of Cloud Native Application
- ⦿ Cybersecurity 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 Contd...

Geographical Hotspots

Telangana
15.03%
of detections

Tamil Nadu
12%
of detections

Surat
14.6%
of detections

Bengaluru
12%
of detections

Jaipur
11.72%
of detections

Top-most targeted industries



22%
Healthcare



20%
Hospitality



18%
BFSI

Malware and Ransomware incidents

1 Malware
incident per
40,436
detections

1
Ransomware
incident per
595 detections

Approximately
1 million
Ransomware
detections reported
over the year



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

CSMA Product Stack
Horizon-2 & 3 Product launches
Experience Centre
Leadership Strengthening
India Cyber Threat Report
Brand Refresh
Anti Fraud Launch
SIA Launch



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.



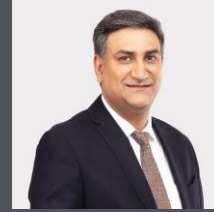
Vishal Salvi
Chief Executing Officer

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.

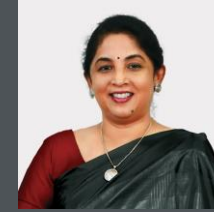
Led by the Industry Experts



Ajit Zanjad
VP & Head of Delivery



Ankit Maheshwari
Chief Financial Officer



Anupama Katkar
Chief of Operational Excellence



Ashish Pradhan
Chief Technology Officer



Ashish Kadam
Director, Government Business



Deepak Mishra
Head, Retail Sales



Dr. Lalit Mohan
Chief Product Officer



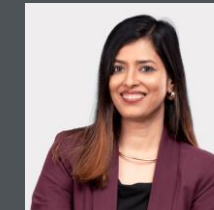
Samuel Sathayjith
Senior VP, Enterprise Sales



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

Setting up a strong foot in Indian Market
Strategic Expansion in select focused geographies

Large Customers

Moving up the customer segments as the solutions mature
Niche Solutions specifically targeted to Large Enterprises (SDP, SMAP, STI)

Product Stack:

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



Seqrite Solution Stack



An approach to simplify cybersecurity by integrating security tools across a distributed enterprise

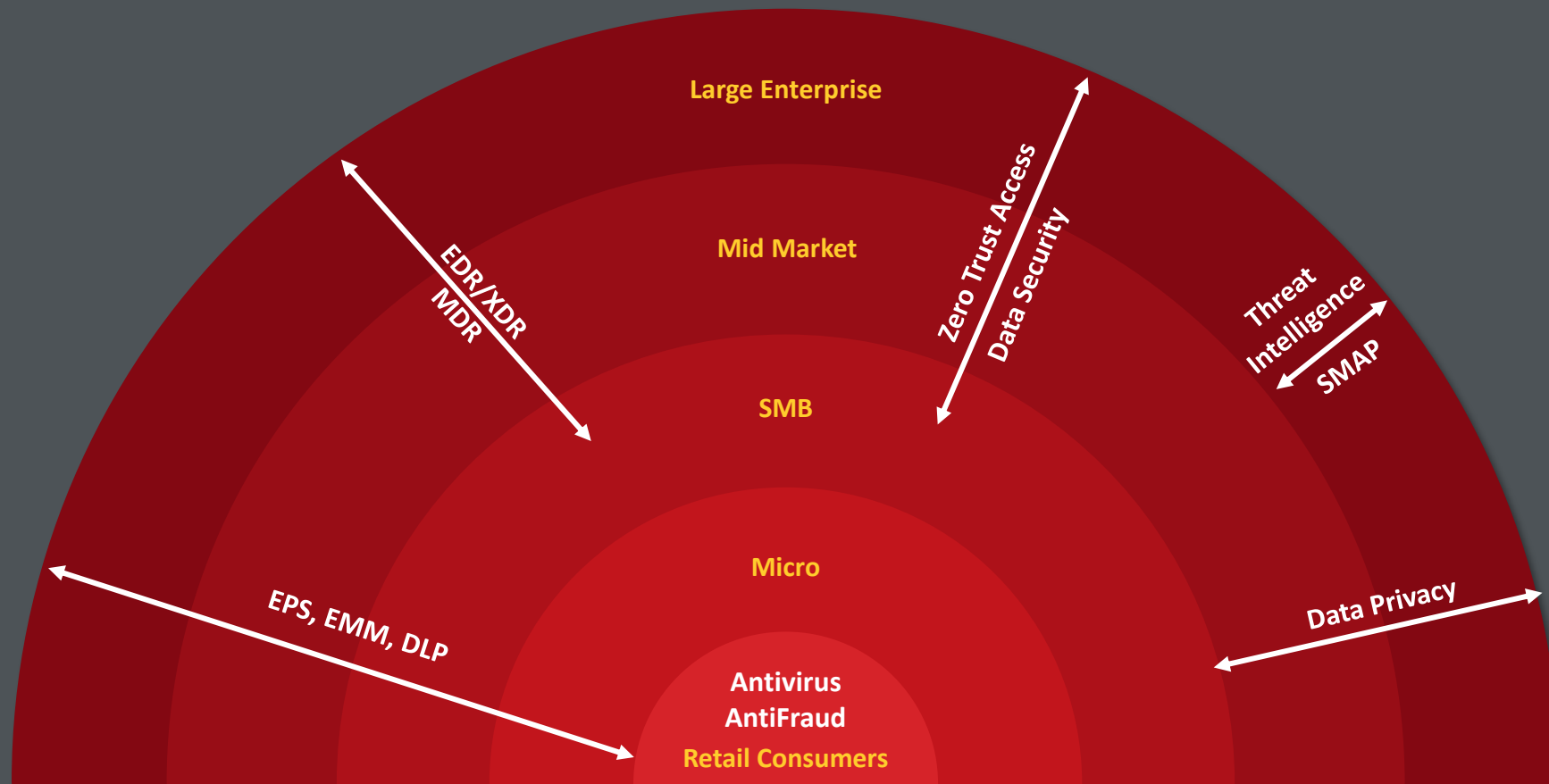


SIA: Seqrite Intelligent Assistant



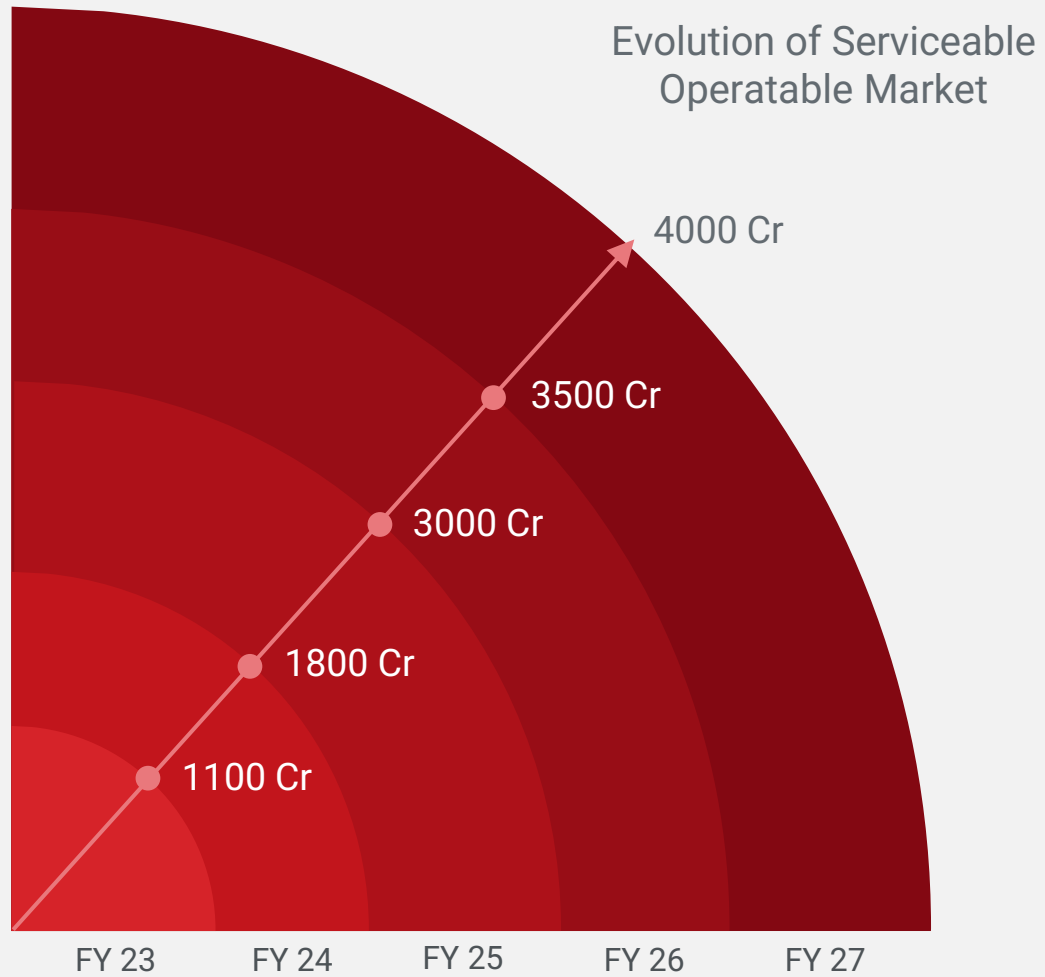


Cybersecurity Market Landscape: Our Targeted Play

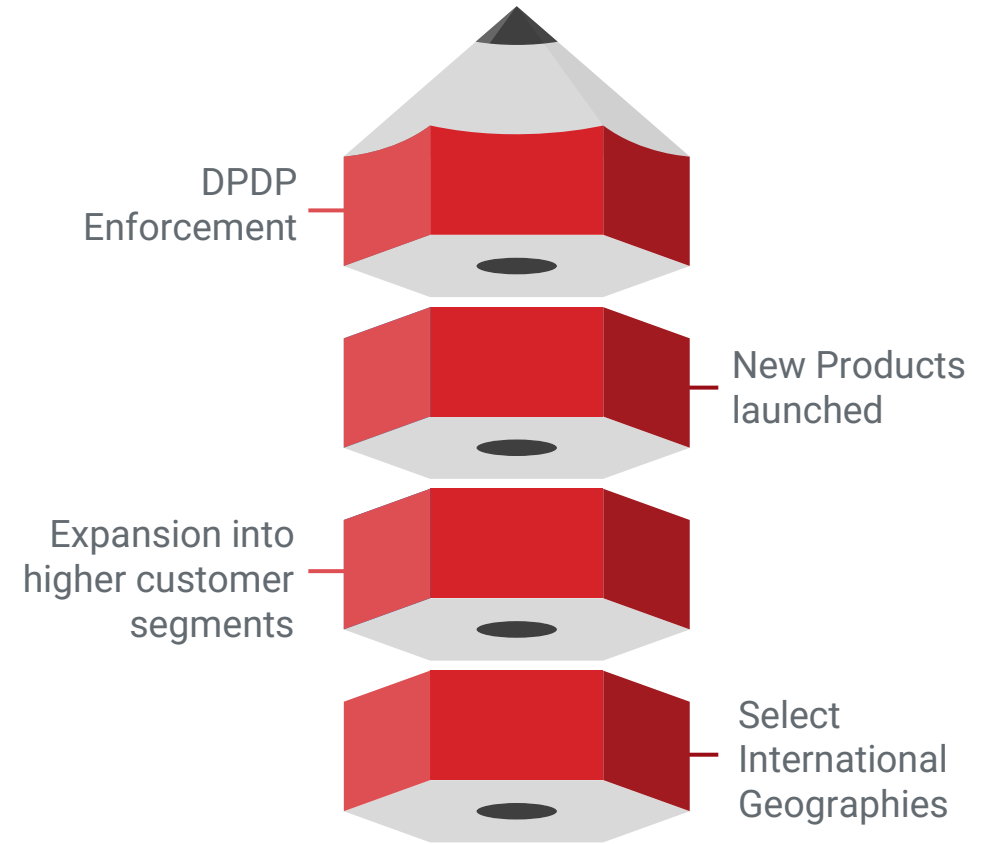




Expanding Serviceable Operatable Market



Levers of SOM Growth



Source: Market Research & Company Estimates



Our Right to Win

- ⦿ Largest Cybersecurity Lab in India with unique telemetry
- ⦿ Holistic platformised 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 & Recognitions

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 Protection for Best Performance by AV-Test



Seqrite Endpoint Protection Achieves AV-TEST Approved – Top Product Corporate Endpoint Protection



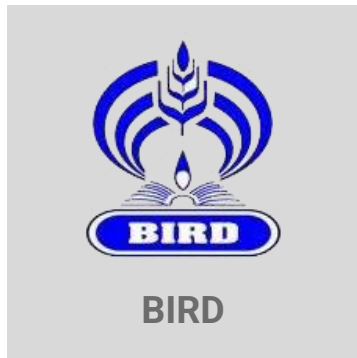


Strategic Collaborations



The NFSU logo features a shield with a book, a fingerprint, and a DNA helix, with the motto 'विद्यया अमृतं अभ्युते' below it. The IIM Nagpur logo features a sunburst over an open book with the motto 'मत्संघं स्वाध्यायप्रवचनेन' below it.

NFSU
IIM Nagpur



The BIRD logo features a stylized blue flame or leaf shape above the word 'BIRD' in a blue oval, with 'BIRD' written below it.

BIRD





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.





Q1 FY26 - Business Highlights



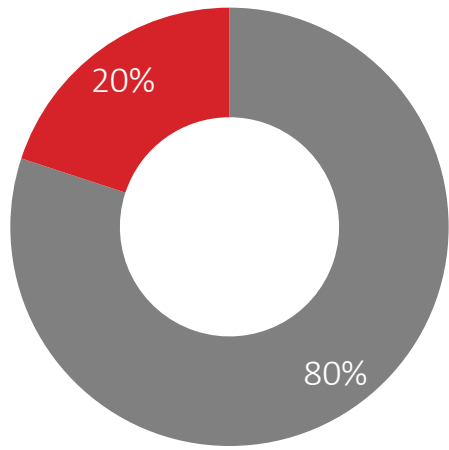
Business Highlights

- Launched Anti Fraud Freemium
- Strong **renewal** momentum for large accounts on New Products
- **Order Book**: INR 24+ Cr as on date
- ~2X Growth in International Revenue YoY
- **Deferred Revenue**: INR 16.6 Cr as on 30th June 2025
- Strategic account wins through **Academy vertical**

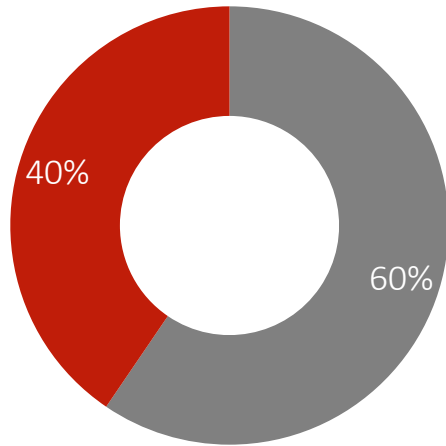




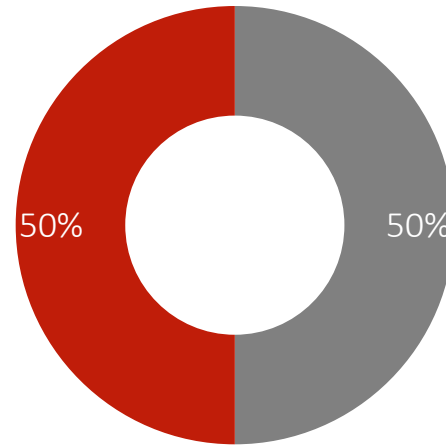
Deconstructing Current Business



FY 2021

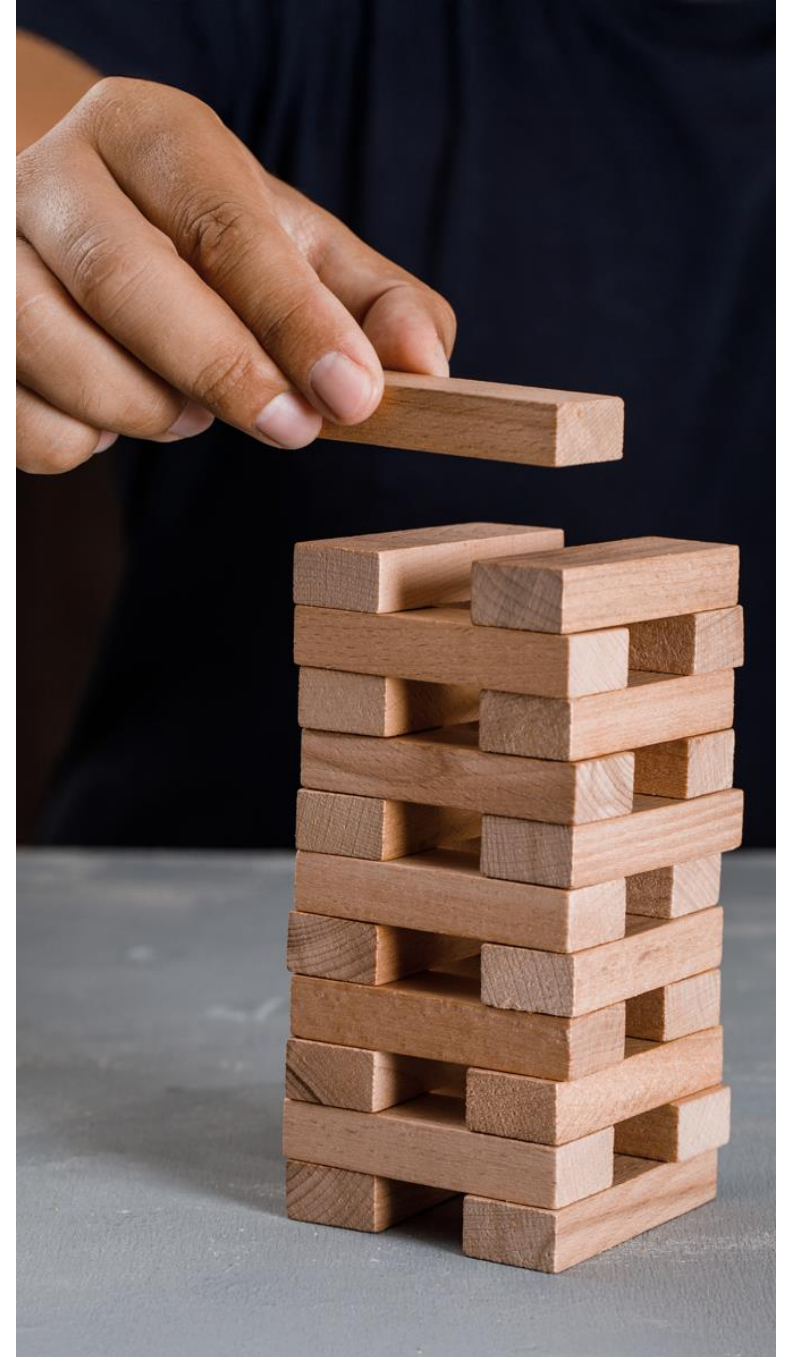


FY 2025



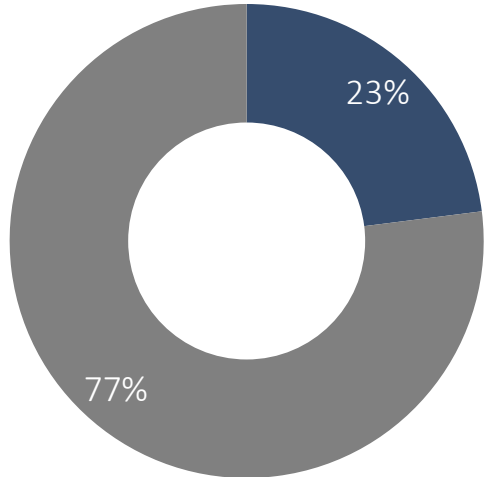
Q1 FY 2026

■ Consumer ■ Enterprise

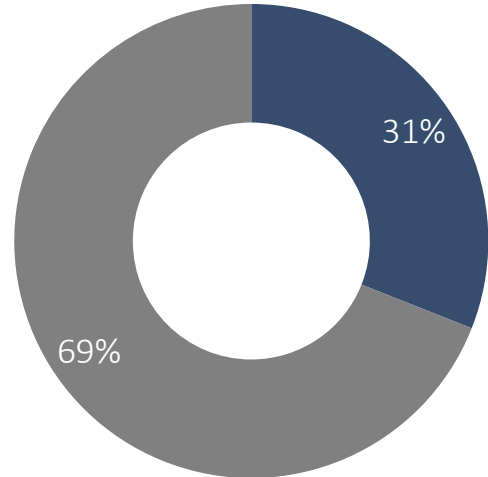




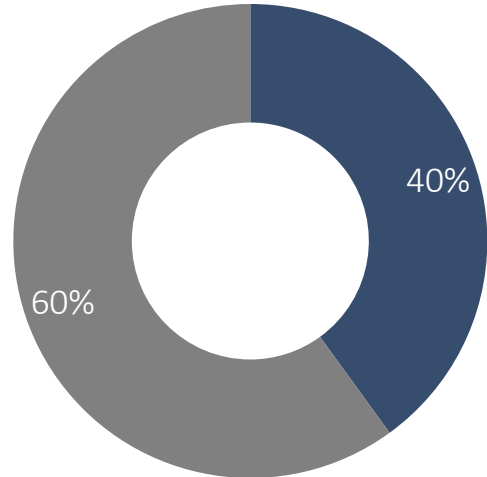
Enterprise Business Cloud & Non-Cloud



FY 2024



FY 2025



Q1 FY 2026

Cloud Non-Cloud





Q1 FY26: Performance Highlights

₹ 57.2 Cr

Net Revenue
-18.6% YoY

₹ (9.7) Cr

EBITDA
-475.7% YoY

₹ (5.5) Cr

PAT
-236.7% YoY

₹ (1.0)

Diluted EPS
-235% YoY

₹ 31.7 Cr *

Consumer Revenue
-27.8% YoY

₹ 31.7 Cr *

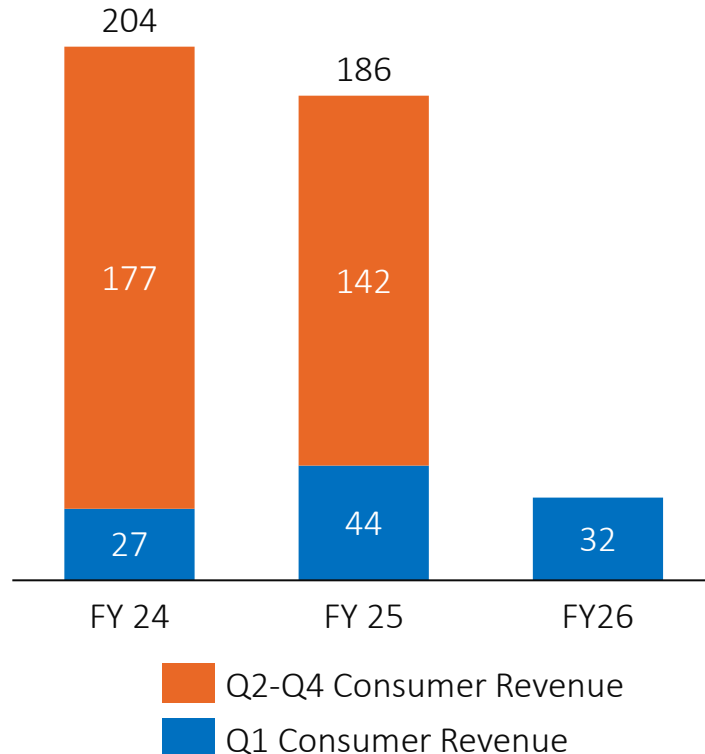
Enterprise Revenue
-2.3% YoY

*Based on gross revenues excluding deferred revenue, before adjusting for sales incentives



Market Leaders: Indian Consumer Antivirus Business

Revenue (INR Cr)



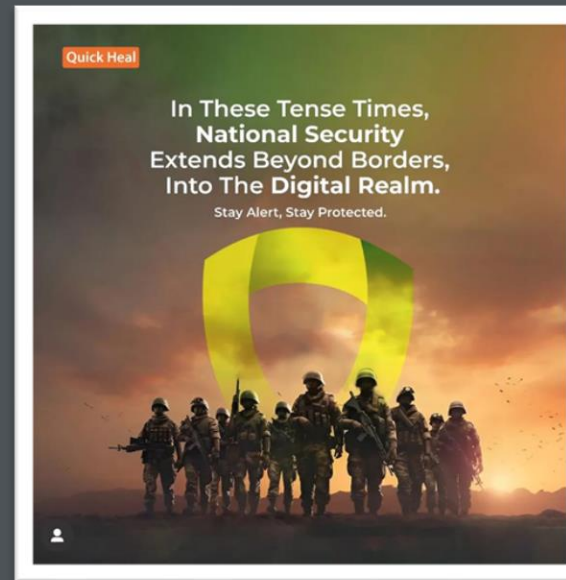
- 30 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India

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



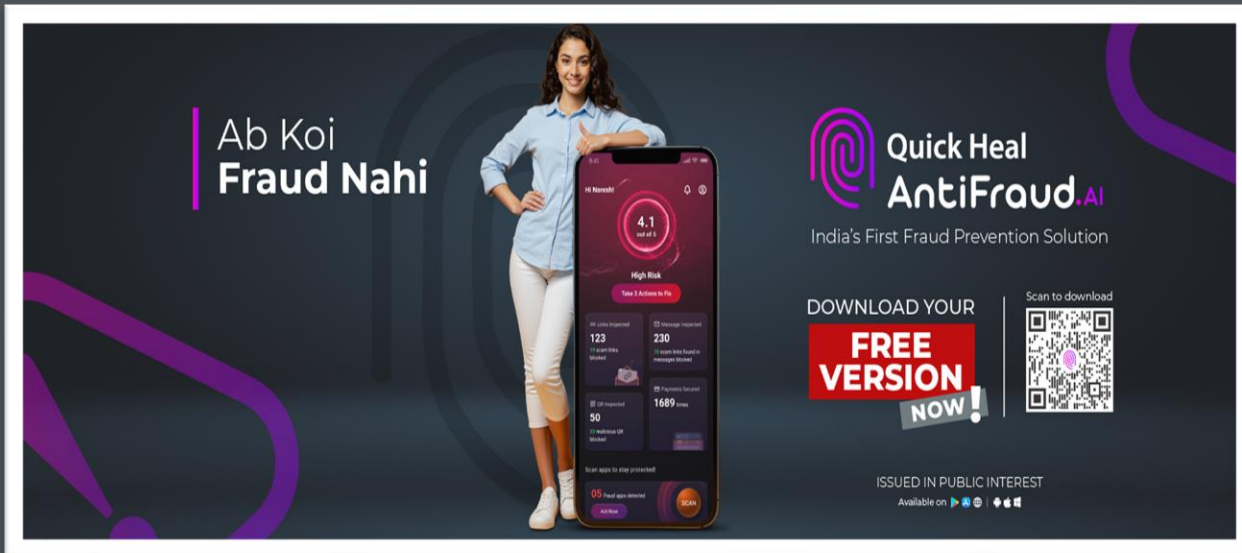
Consumer Marketing Campaigns



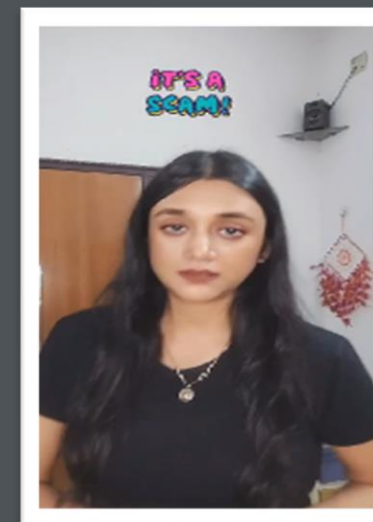
Moment Marketing



Focused Market Campaigns



Launch of Antifraud.AI Freemium



100 Regional Influencers amplifying Brand Reach



Partner Connect with WhatsApp Engagement



Seqrite: Enterprise Arm of QH

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



SMB Market Capture & Leadership

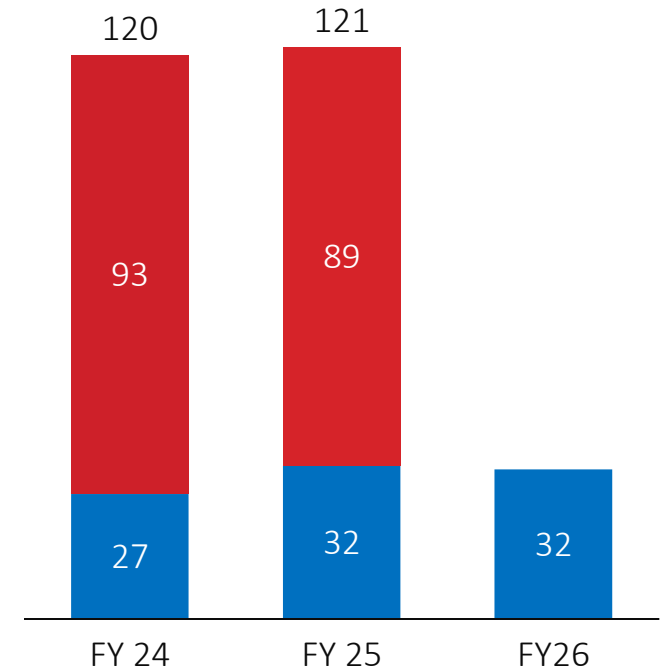
- Investments in EDR, XDR, Zero Trust & Data Privacy products
- Crossed 100 Cr in revenue
- Mid Market Capture



- Horizon-3 Product.
- Material New Product Revenue
- Projects & Order Book
- SIA Launch



- DPDP product GTM
- International Expansion
- Key Academy Wins



■ Q2-Q4 Enterprise Revenue
■ Q1 Enterprise Revenue



Enterprise Marketing Campaigns



Launch of SIA (Seqrite Intelligent Assistant)
GenAI Powered Virtual Security Analyst



Seqrite DPDP Lead Gen Campaign on
LinkedIn Targeting DPOs



Customer and Partner Event at Bangalore with TruVisor



Seqrite XDR Webinar Targeting Midmarket
Organizations with 150+ Attendees



CSR Update



Earn & Learn - Direct

4 States, 780 Volunteers

13,20,883

Lives Touched



Earn & Learn - InDirect

3 States, 120 Volunteers

1,34,006

People Reached



Street Play

3 States

54,009

People Reached

Total
Outreach: **64 Lacs+**

Total States
Covered: **10**

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



Financial Highlights



Consolidated P&L

PARTICULARS	Q1 FY25	Q4 FY25	Q1 FY26
Revenue	70.3	65.1	57.2
Direct Cost	1.6	1.8	0.9
Gross Profit	68.7	63.3	56.4
Gross Margin	97.7%	97.2%	98.5%
Operating Cost			
Research and Development	34.5	33.6	31.3
Sales and Marketing	18.9	23.8	21.1
General Administration	12.7	14.4	13.6
Total Expenditure	66.1	71.8	66.1
EBITDA	2.6	(8.5)	(9.7)
EBITDA %	3.7%	-13.0%	-17.0%
Depreciation	2.8	3.6	3.0
EBIT	(0.2)	(12.1)	(12.7)
Other Income	5.1	5.6	5.8
Finance Cost	(0.1)	(0.1)	(0.1)
Profit Before Tax (PBT)	4.8	(6.6)	(7.0)
Tax	0.8	(3.3)	(1.5)
Profit After Tax (PAT)	4.0	(3.3)	(5.5)
PAT Margin	5.7%	-5.0%	-9.6%

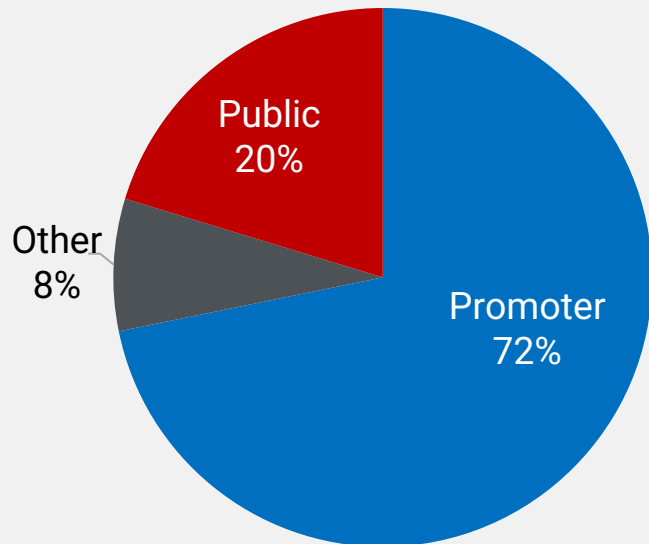
All values are in INR Cr, unless otherwise stated



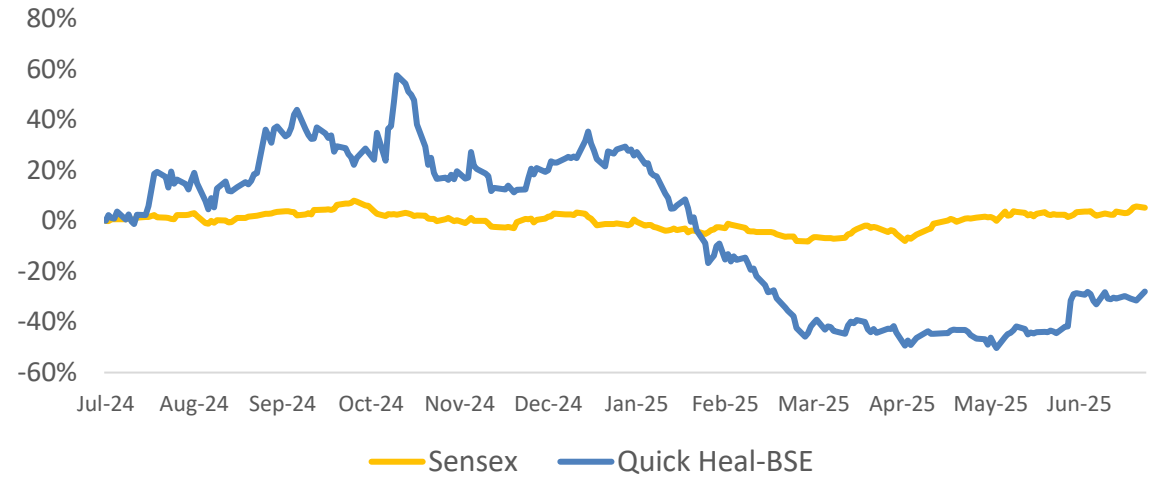


Capital Market Data

Shareholding Pattern (as on 30th June 2025)



Stock Market Performance (as on 30th June 2025)



Price Data (as of 30th June 2025)

Face Value	10.00
Market Price	370.80
52 Week H/L	825.90/252.00
Market Cap (INR Mn)	20,032.63
Equity Shares Outstanding (Mn)	54.03
1 Year Avg. Trading Volume ('000)	354.62
1 Year Avg. Net Turnover (Mn)	181.71



Disclaimer

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



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Simplifying Cybersecurity