SEQRITE | Quick Heal

EARNINGS PRESENTATION Q2 FY26

15th Oct 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

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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 grassroot 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

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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
- Leadership Strengthening
- India Cyber Threat Report
- Brand Refresh
- Anti Fraud Launch
- SIA Launch
- International Expansion

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	9 Patents
Presence in **70+** countries	**~1000** Cybersecurity Professionals	Protecting Critical Infrastructure of India

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

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

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.

Founded By The
VISIONARIES

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
Co-Head, Retail Sales

Jagannath Patnaik
Co-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

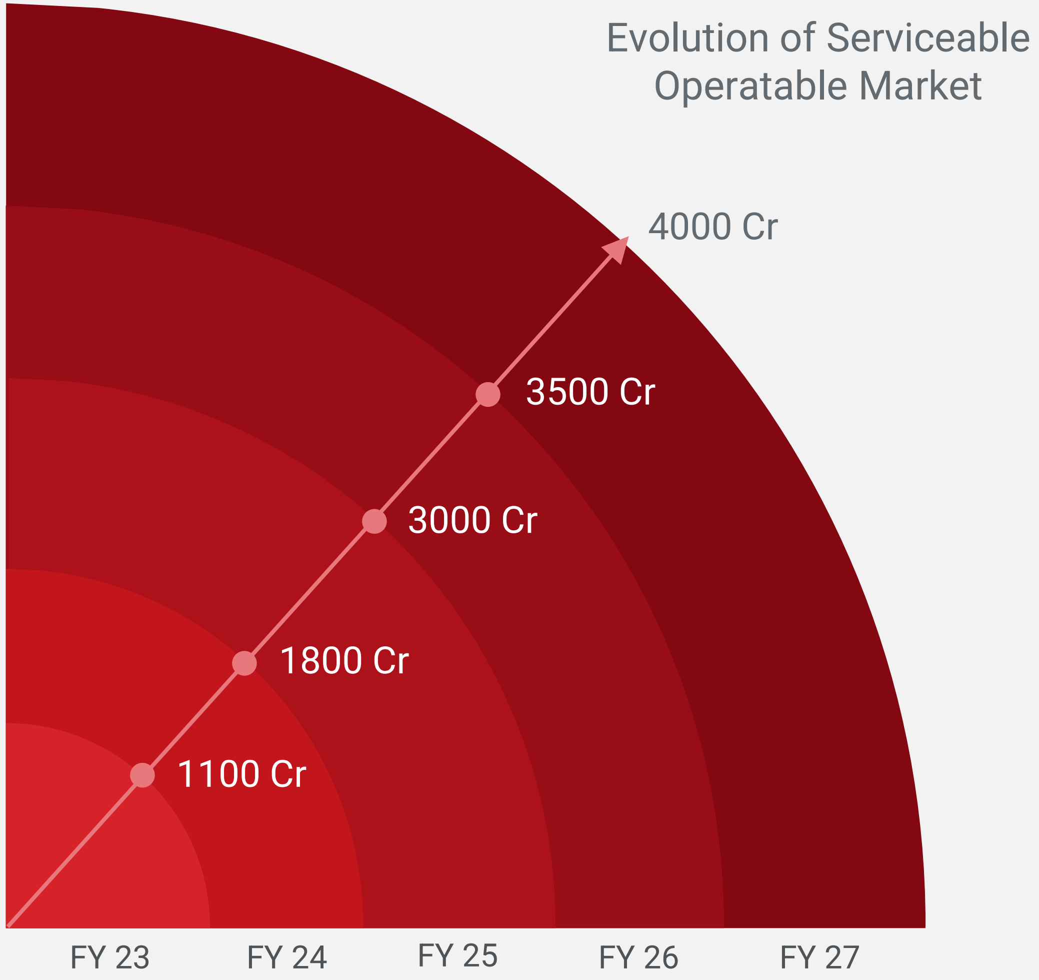
Large Customers
Moving up the customer segments as the solutions mature
Niche Solutions specifically targeted to Large Enterprises (SDP, SMAP, STI)

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

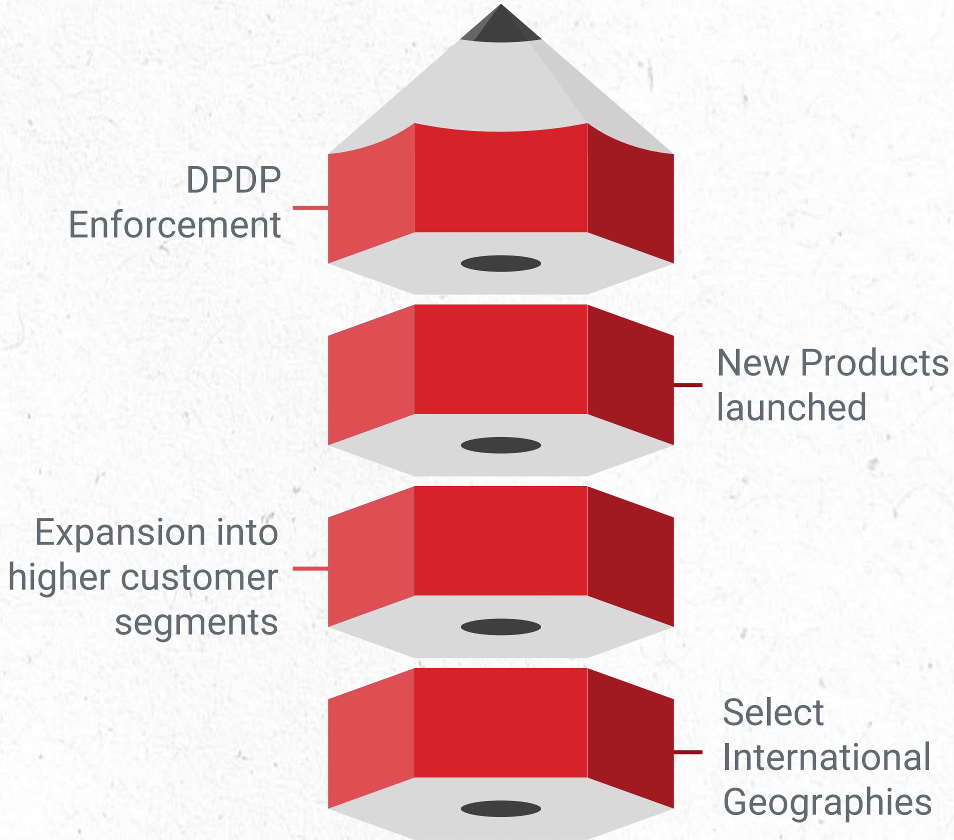
Product Stack:
Holistic cybersecurity stack for better protection and increased wallet share

Seqrite
SOLUTION STACK

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**

Q2/H1 FY26: BUSINESS HIGHLIGHTS

Business
HIGHLIGHTS

- First Order received for **Seqrite Data Privacy**
- Growth in Retail business
- **Order Book:** INR 27+ Cr
- International Revenue continues the positive trend
- **Deferred Revenue:** INR 17.2 Cr
- Government Business Momentum picking up

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Q2 FY26:

PERFORMANCE HIGHLIGHTS

₹ 83.5 Cr Net Revenue 13.6% YoY	**₹ 9.2 Cr** EBITDA 200.7% YoY	**₹ 7.9 Cr** PAT 90.6% YoY
₹ 1.4 Diluted EPS 89.6% YoY	**₹ 36.9 Cr *** Enterprise Revenue 30.0% YoY	**₹ 59.5 Cr *** Consumer Revenue 8.3% YoY

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

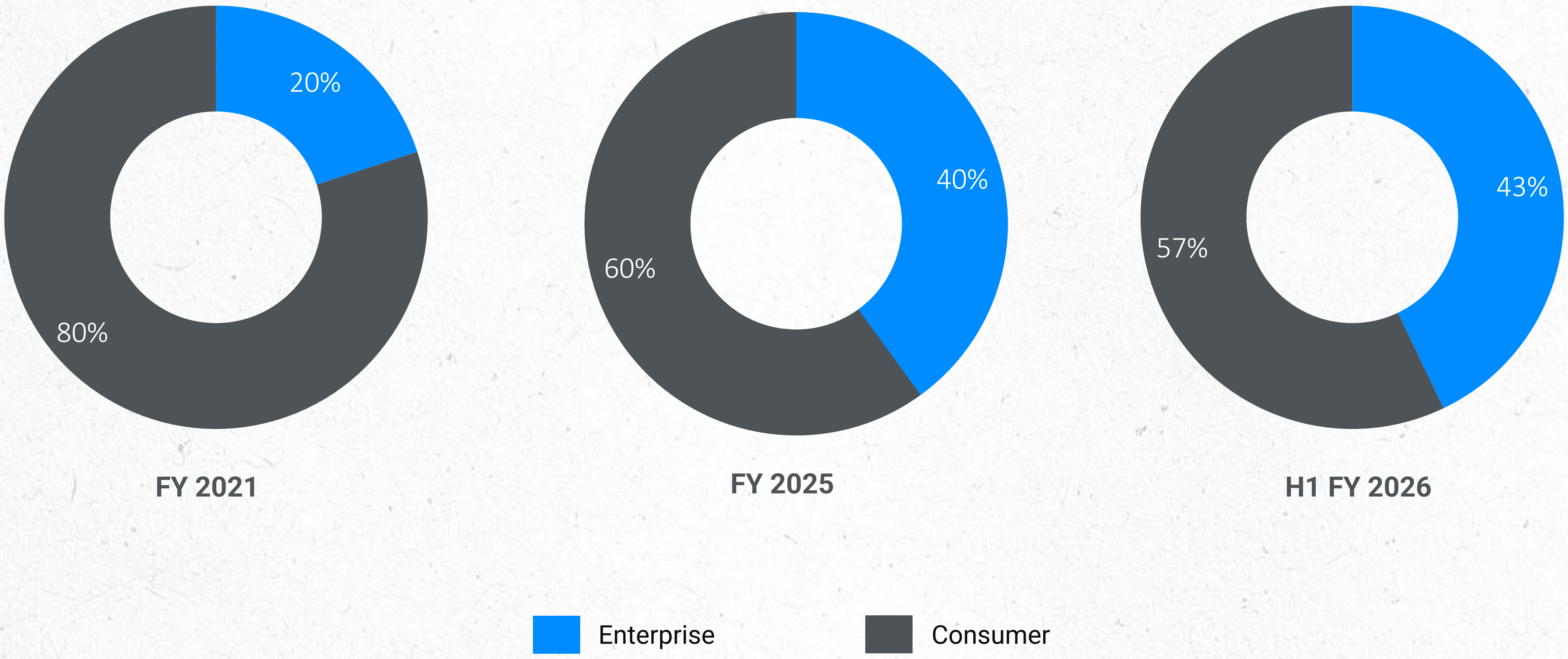
H1 FY26:

PERFORMANCE HIGHLIGHTS

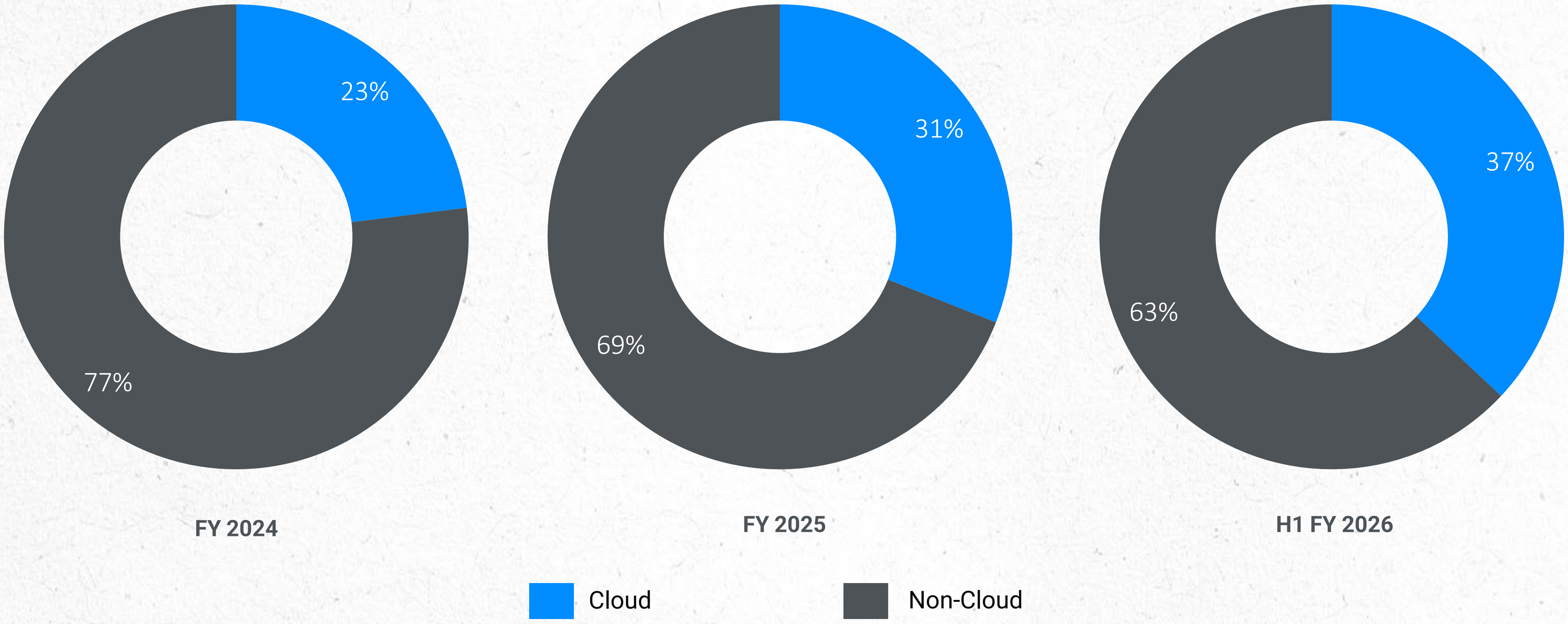
₹ 140.8 Cr Net Revenue -2.1% YoY	**₹ (0.5) Cr** EBITDA -108.8% YoY	**₹ 2.4 Cr** PAT -70.7% YoY
₹ 0.43 Diluted EPS -71.0% YoY	**₹ 68.6 Cr *** Enterprise Revenue 12.8% YoY	**₹ 91.2 Cr *** Consumer Revenue -7.7% YoY

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

Deconstructing
CURRENT BUSINESS



Enterprise Business
CLOUD & NON-CLOUD



Seqrite:

ENTERPRISE ARM OF QUICK HEAL

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FY16

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

FY17 – 22

SMB Market Capture & Leadership

FY23-24

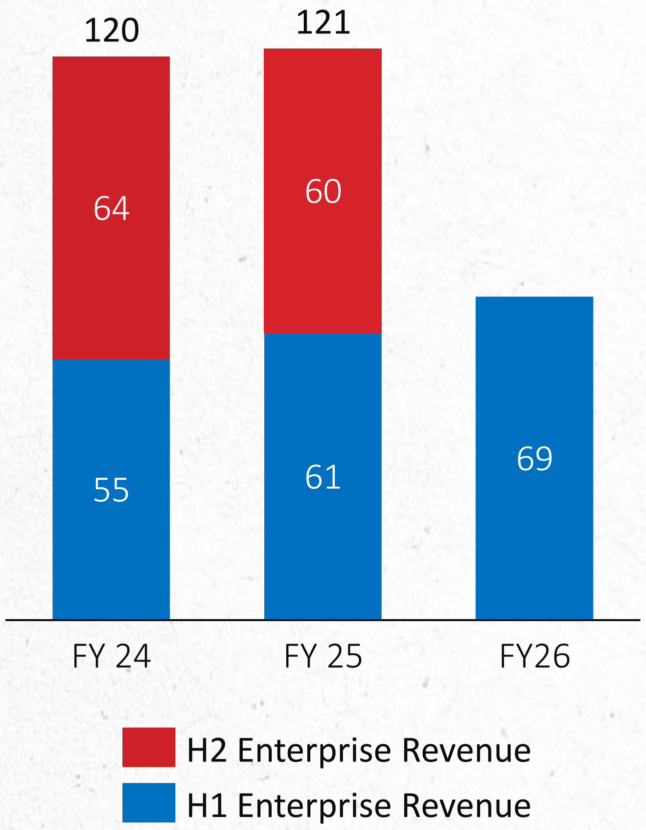
- Investments in EDR, XDR, Zero Trust & Data Privacy products
- Crossed 100 Cr in revenue
- Mid-Market Capture

FY25

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

FY26

- Data Privacy Market Penetration
- International Expansion



Enterprise

MARKETING CAMPAIGNS

Seqrite participated in the Times Secure India Summit 2025

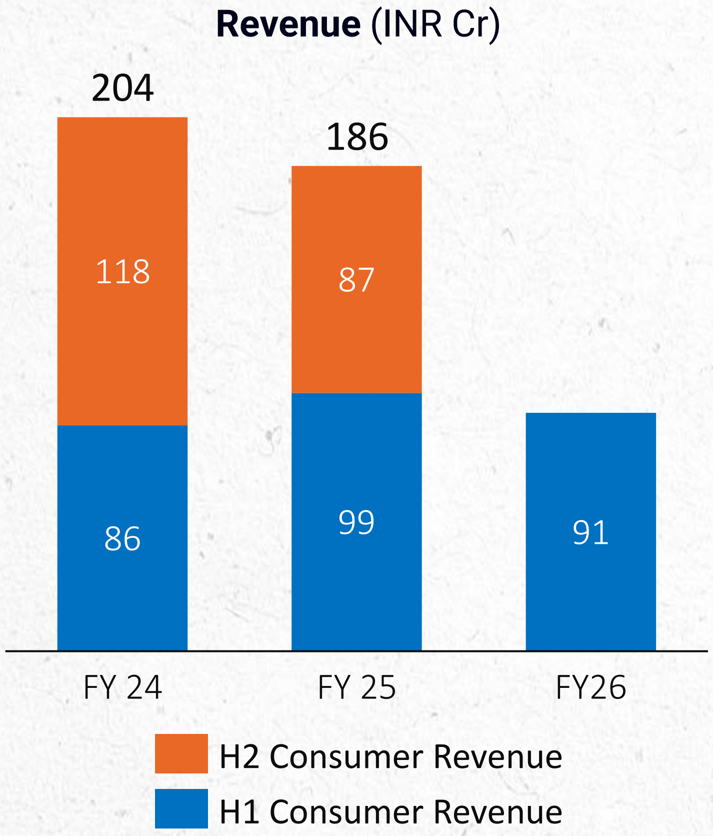
Seqrite SMB Partner Connect 2025, covered Pune, Mumbai, Chennai, Ahmedabad and Delhi

Customer and Partner Event at Bangalore

Seqrite published an in-depth Cyber Threat Landscape Analysis on Operation Sindoor amid the India-Pakistan conflict.

Seqrite participated in India's largest Urban Co-operative Banks Summit 2025

Market Leader:
CONSUMER ANTIVIRUS BUSINESS



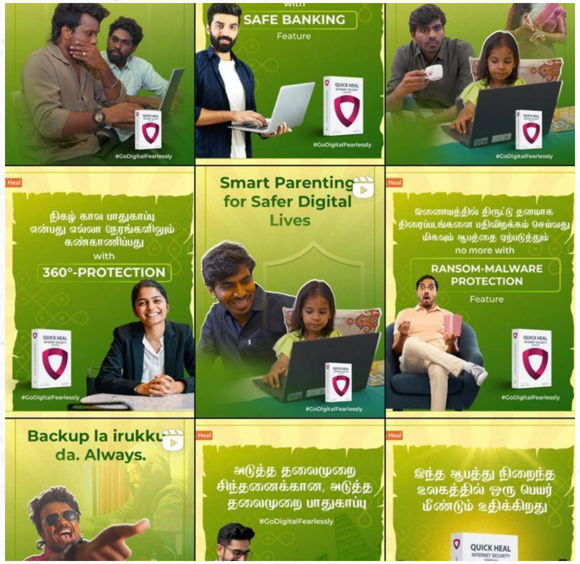
- 30 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India

Our Approach:

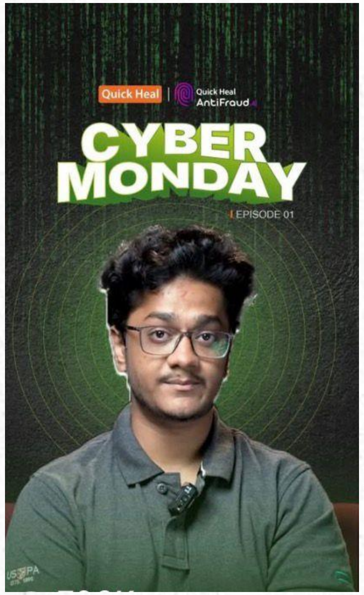
- Launched **AntiFraud.AI** to tackle the financial frauds
- Focus towards maintaining our market share in AV segment
- Drive consumer awareness in the geography in cybersecurity specific domain

Scaling **REGIONAL RELEVANCE** with Consumer Impact & Partner Synergy

Digital-first, partner-led festive activations



360° Hyper-Local Campaign



Spreading Consumer Awareness

‘Freedom campaign’

CSR Update

Total Outreach 68 Lacs+

Total States Covered 10

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

Q2/H1 FY26:
FINANCIAL HIGHLIGHTS

Consolidated P&L

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PARTICULARS (In Cr)	Q2 FY25	Q1 FY26	Q2 FY26	H1 FY25	H1 FY26
Revenue	**73.5**	**57.2**	**83.5**	**143.8**	**140.8**
Direct Cost	2.7	0.9	2.6	4.3	3.5
Gross Profit	**70.8**	**56.4**	**81.0**	**139.5**	**137.3**
Gross Margin	**96.3%**	**98.5%**	**96.9%**	**97.0%**	**97.5%**
Operating Cost					
Research and Development	34.0	31.3	32.9	68.5	64.2
Sales and Marketing	20.2	21.1	22.5	39.2	43.6
General Administration	13.5	13.6	16.3	26.2	30.0
Total Expenditure	**67.7**	**66.1**	**71.7**	**133.8**	**137.8**
EBITDA	**3.1**	**(9.7)**	**9.2**	**5.7**	**(0.5)**
EBITDA %	**4.2%**	**-17.0%**	**11.1%**	**3.9%**	**-0.4%**
Depreciation	3.2	3.0	3.3	5.9	6.2
EBIT	**(0.1)**	**(12.7)**	**6.0**	**(0.3)**	**(6.7)**
Other Income	5.2	5.8	4.4	10.3	10.1
Finance Cost	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Profit Before Tax (PBT)	**5.1**	**(7.0)**	**10.3**	**9.9**	**3.3**
Tax	0.9	(1.5)	2.4	1.7	0.9
Profit After Tax (PAT)	**4.2**	**(5.5)**	**7.9**	**8.2**	**2.4**
PAT Margin	**5.7%**	**-9.6%**	**9.5%**	**5.7%**	**1.7%**

Balance Sheet

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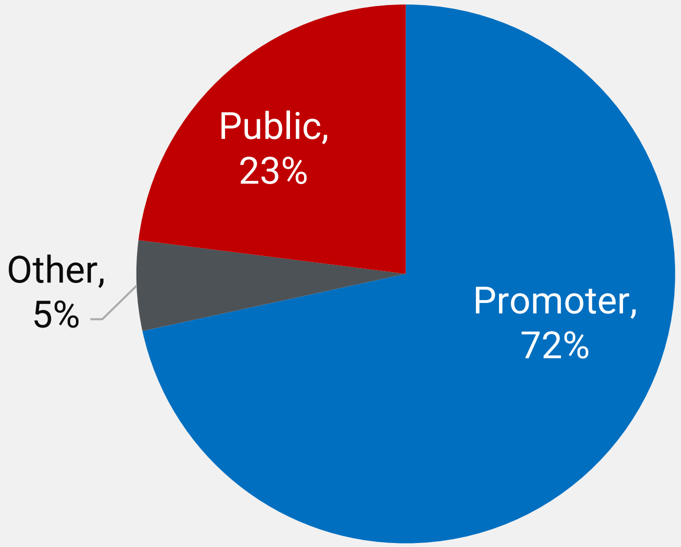
EQUITY AND LIABILITIES (In Cr)	Mar 31, 2025	Sep 30, 2025
Equity		
Equity Share Capital	54.0	54.1
Share application money pending allotment	-	0.2
Reserves and Surplus	387.5	392.1
Total Shareholder Funds	**441.5**	**446.5**
Non-Current Liabilities		
Net employee defined benefit liabilities	0.7	0.0
Other Non Current Liabilities	4.2	9.8
Total Non-Current Liabilities	**4.9**	**9.8**
Current Liabilities:		
Trade and Other Payables	34.9	42.7
Other Financial Liabilities	1.8	2.2
Other Current Liabilities	23.9	27.2
Employee Benefit Obligations	18.1	17.0
Income tax liabilities (Net)	0.0	0.0
Total Current Liabilities	**78.7**	**89.0**
Total Equity & Liabilities	**525.0**	**545.3**

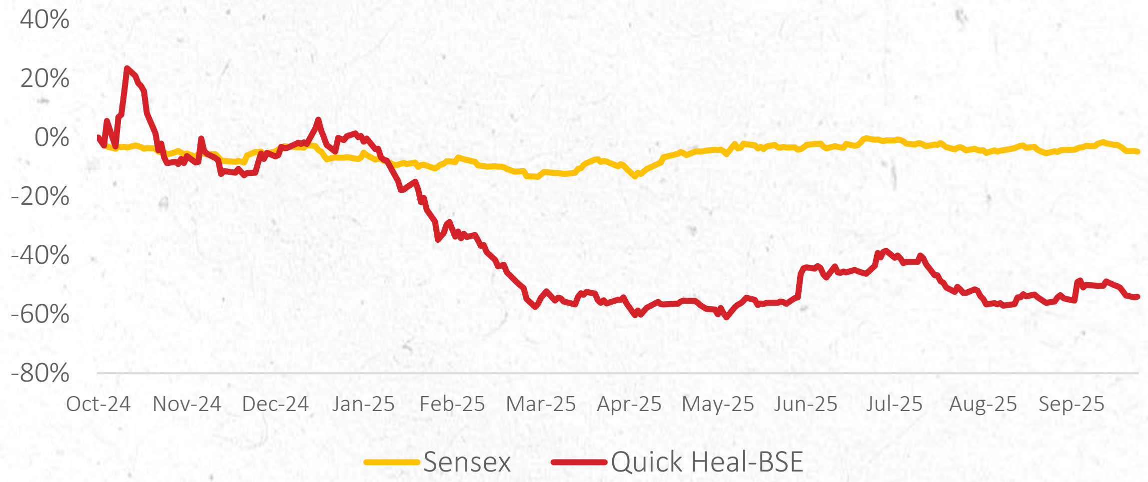
ASSETS (In Cr)	Mar 31, 2025	Sep 30, 2025
Non-Current Assets:		
Property, plant and equipment	83.2	81.0
Capital work-in-progress	0.1	8.8
Intangible assets	0.7	0.5
Investment Property	35.0	34.2
Right-of-use assets	0.3	1.2
Non-current financial assets		
Investments in MF, Tax-Free Bonds & others	7.3	7.3
Other Financial Asset	0.9	0.8
Deferred tax assets (net)	7.9	7.8
Income tax assets (net)	17.2	20.1
Other Non Current assets	1.4	6.6
Total Non-Current Assets	**153.9**	**168.3**
Current assets:		
Inventories	2.2	2.4
Investment in Mutual Fund	172.0	178.2
Trade and other receivables	166.7	175.9
Cash and Cash Equivalents	20.8	6.7
Bank Balance other than cash & cash equivalents	0.1	0.1
Other Financial Assets	1.3	1.8
Other Current Assets	7.9	10.6
Assets classified as held for sale	-	1.3
Total Current Assets	**371.1**	**377.0**
Total Assets	**525.0**	**545.3**

Capital Market Data

Shareholding Pattern (as on 30th September 2025)



Stock Market Performance (as on 30th September 2025)



Price Data (as of 30th September 2025)	
Face Value	10.00
Market Price	301.70
52 Week H/L	825.90/252.00
Market Cap (INR Mn)	16,335.39
Equity Shares Outstanding (Mn)	54.14
1 Year Avg. Trading Volume ('000)	348.11
1 Year Avg. Net Turnover (Mn)	149.03

DISCLAIMER

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