



SECURITE

Quick Heal

Earnings Presentation: Q1 FY25

26th 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



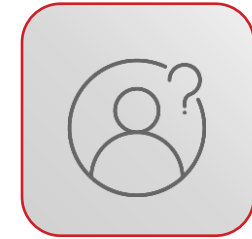
Cybersecurity Risk
Management a
mainstream process



Cyber Security product
market deeply
fragmented

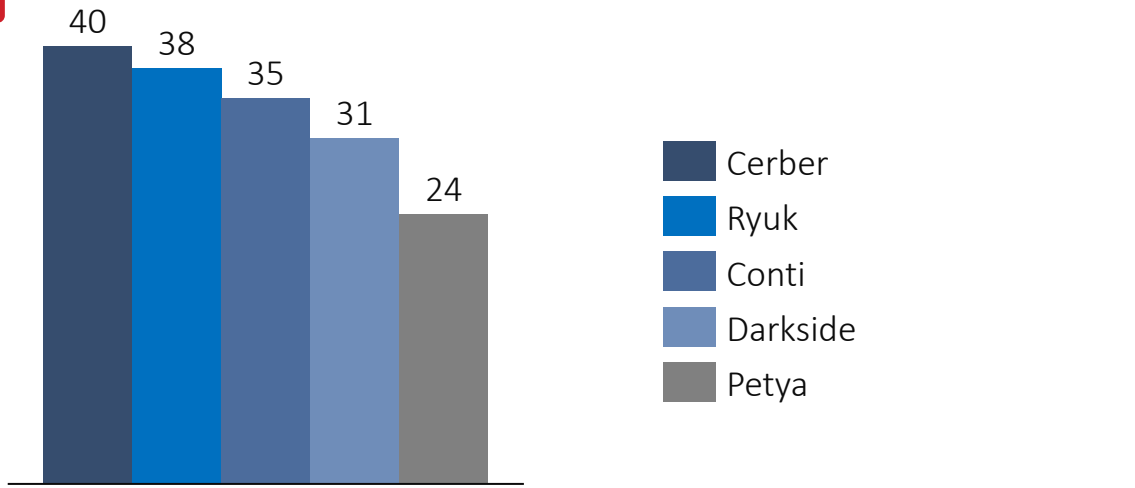


225 Billion \$ (130 Billion \$
in product) by 2025
Cybersecurity Industry

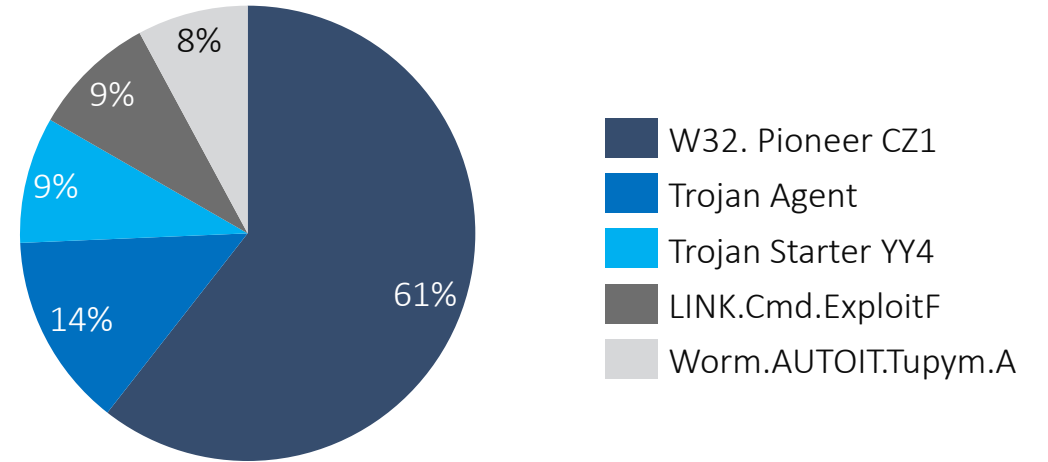


Cyber Security talent
gap is a big
challenge

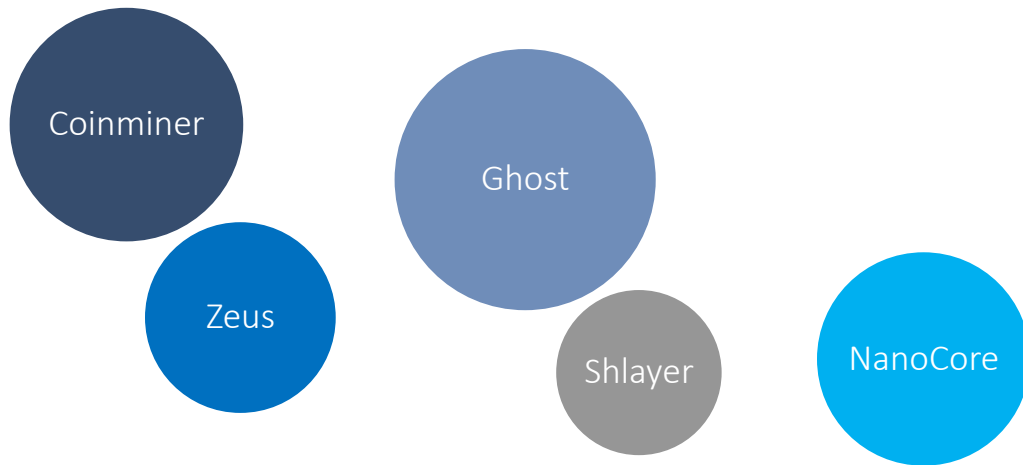
Prevalent Cyber Threats & Vulnerabilities



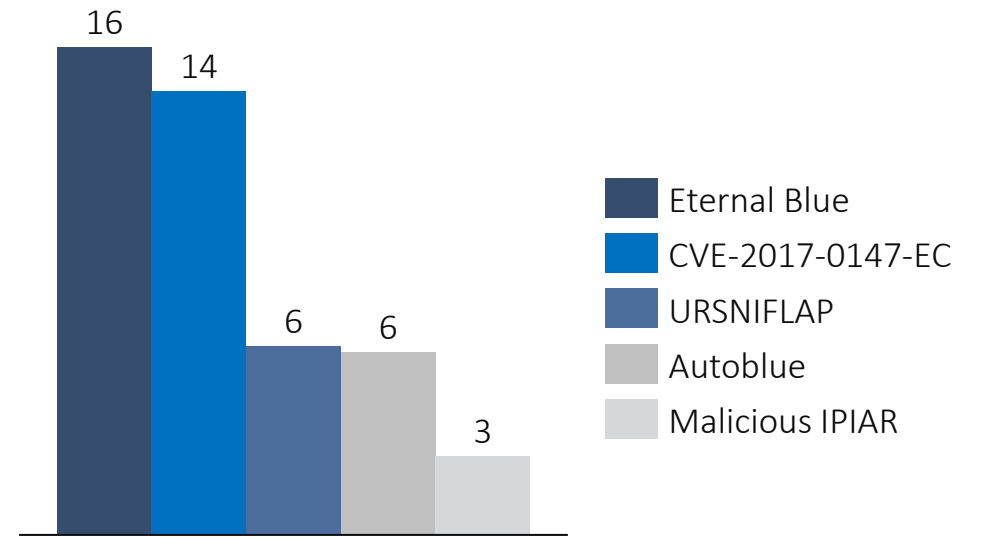
Top 5 Ransomware Families (Monthly No. in Thousands)



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*

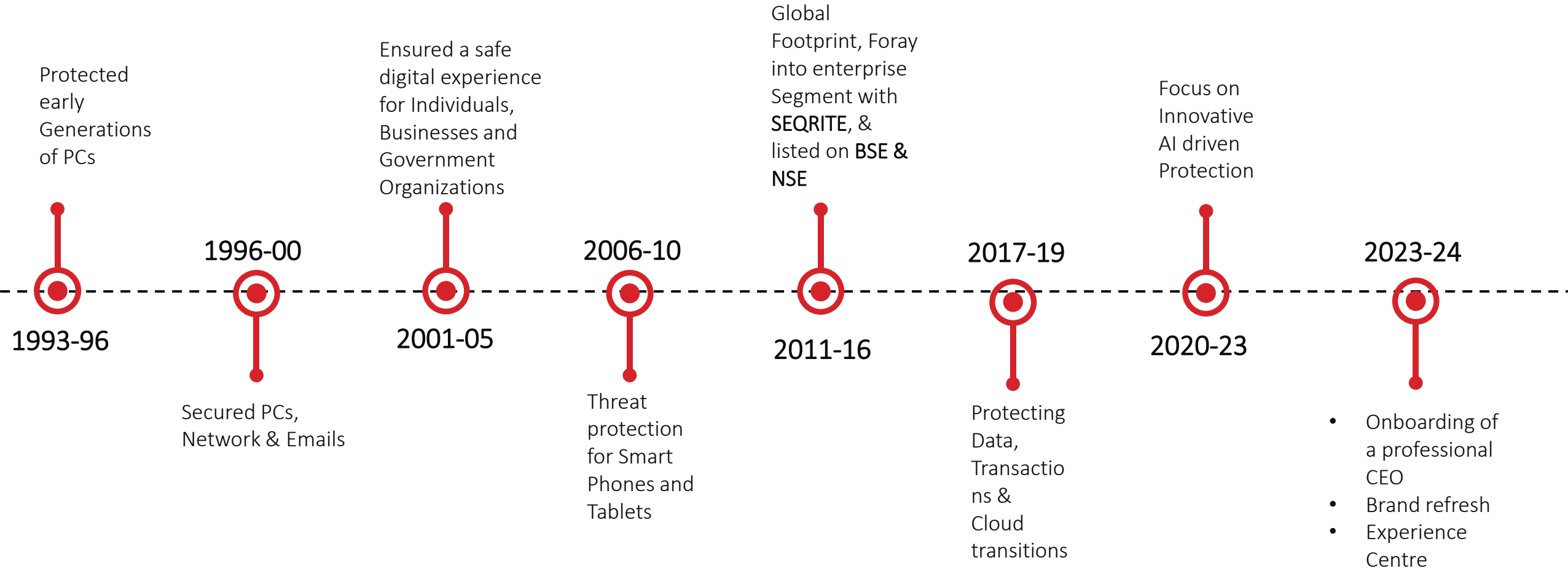
Secure



*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



1st 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



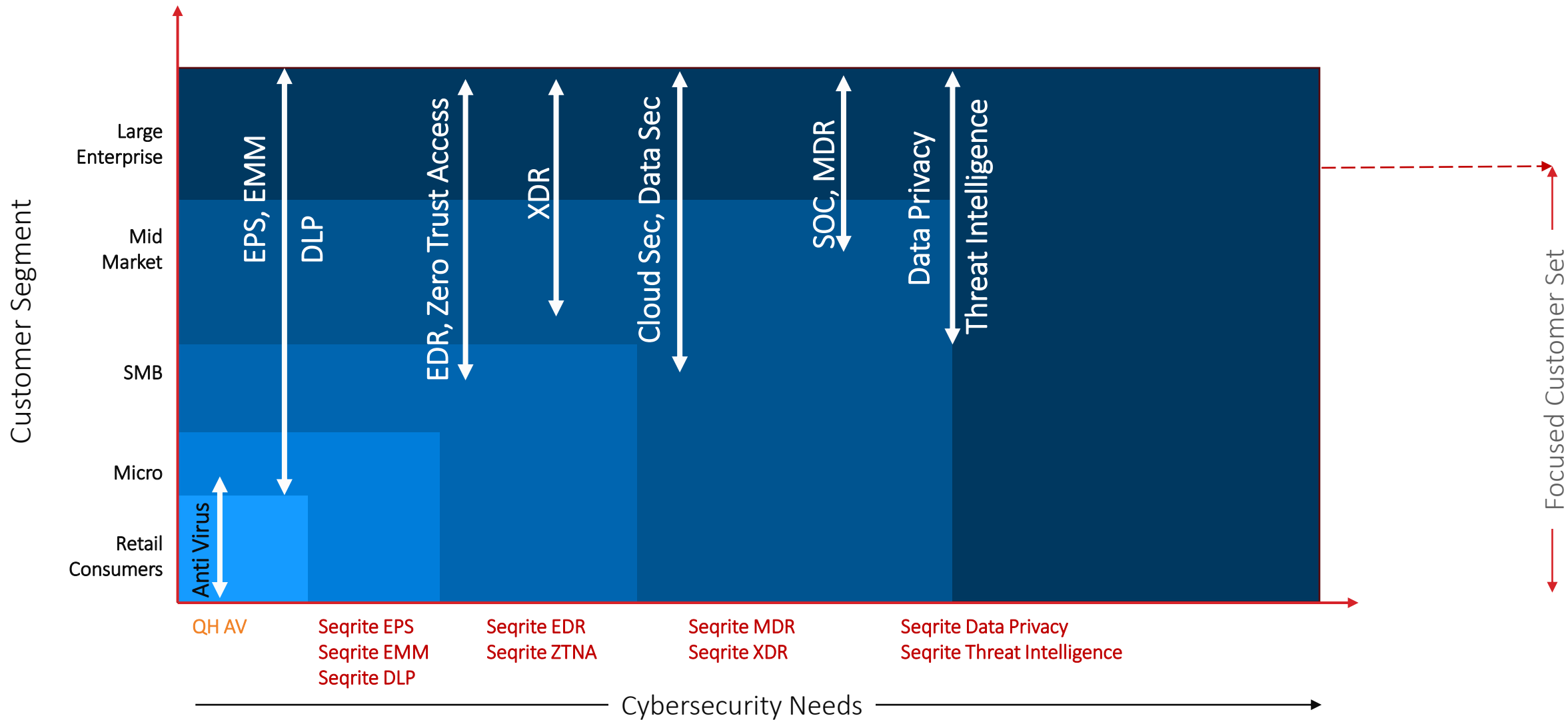
Swapna Sangari
VP, People & Culture



Our Strategy & Way Forward



Cybersecurity Market Landscape: Our Focused Play



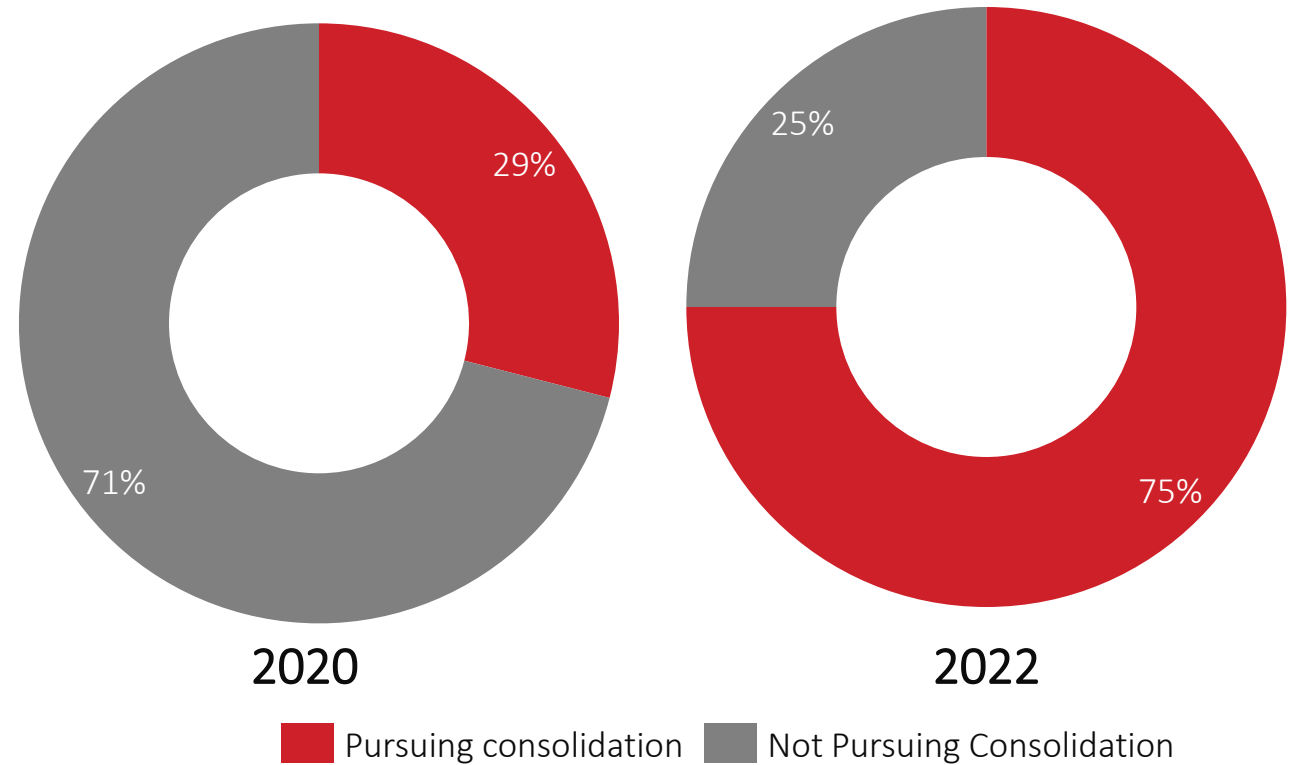
Note: This is illustrative and not exhaustive representation of the industry



45+

Average number of tools used by Enterprises

Organizations pursuing Security Vendor Consolidation



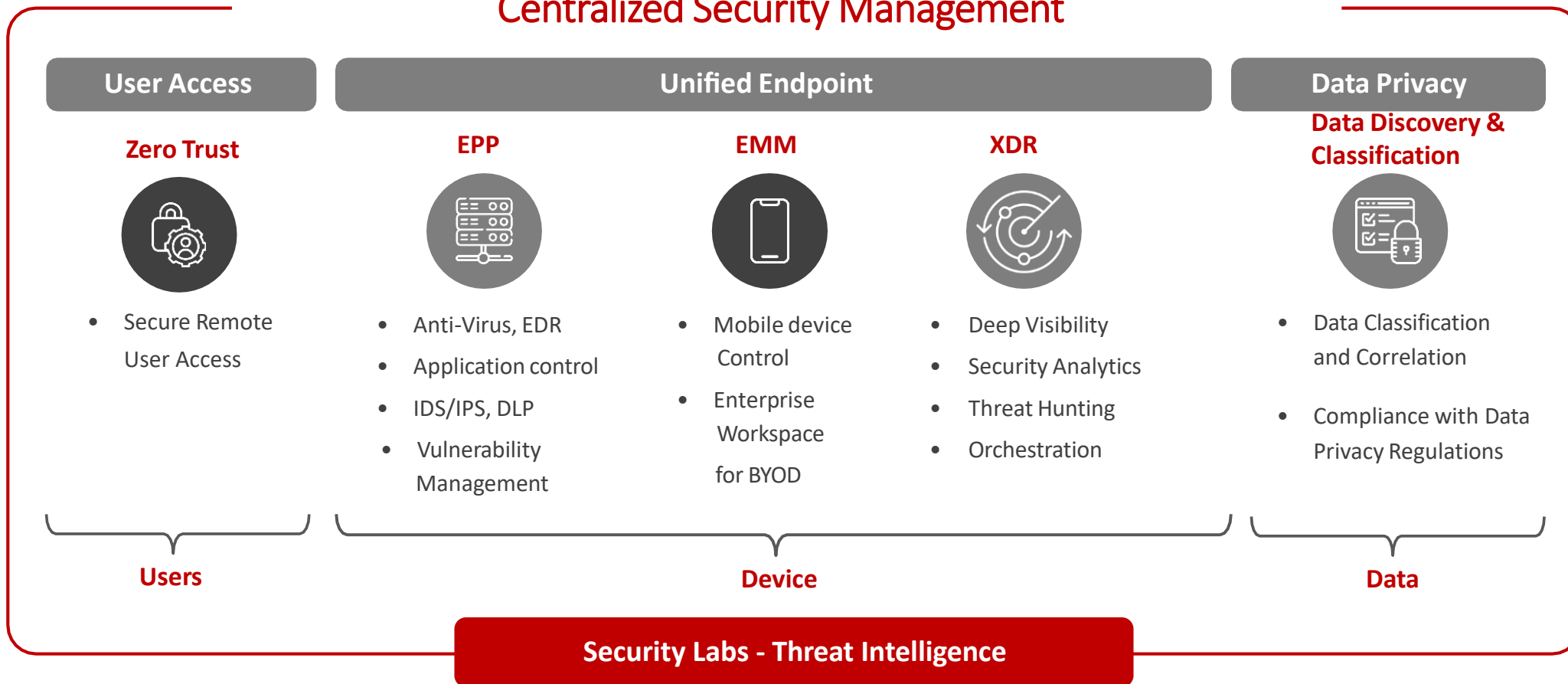
India's only full-stack enterprise cybersecurity platform provider, to offer integrated, modular, scalable, sentient and easy-to-deploy & operate solutions

Source: Gartner & Company estimates

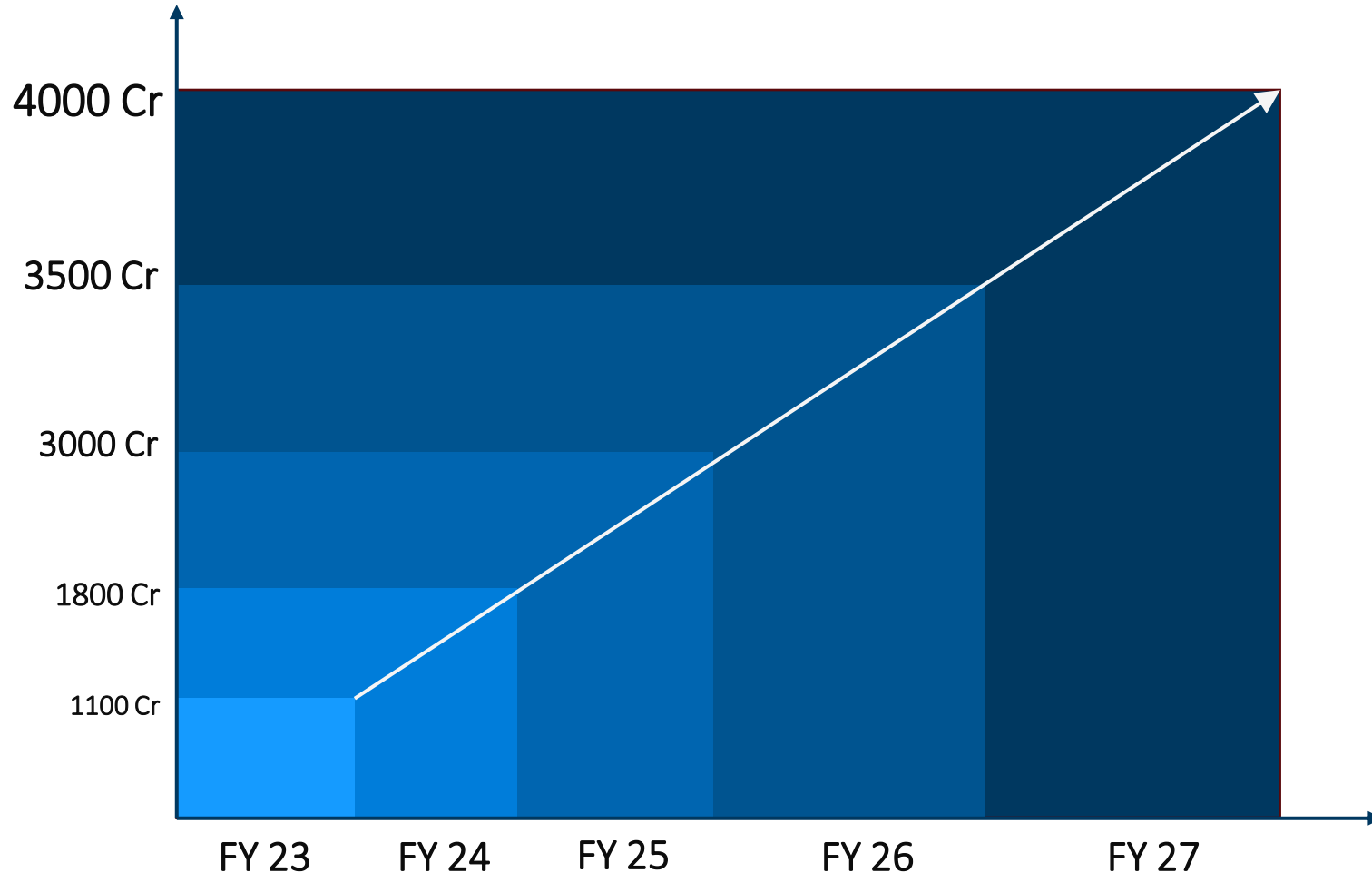


Through Our Integrated, Modular, Scalable architecture

Centralized Security Management



Expanding Serviceable Operatable Market



Evolution of 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

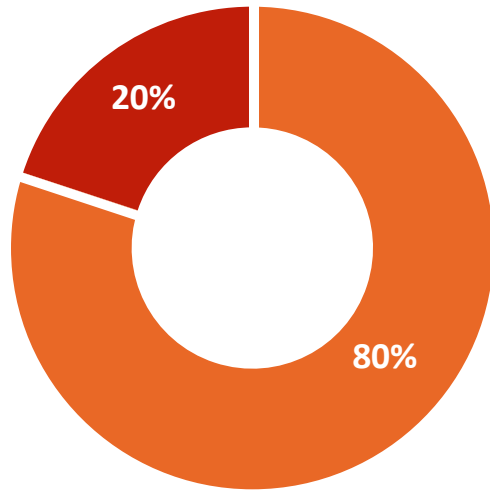
₹ 32.5* Cr

Enterprise Revenue

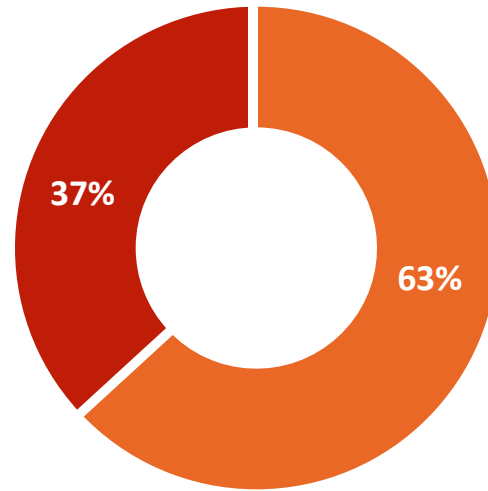
+22.6% YoY

*Based on gross revenues before adjusting for sales incentives

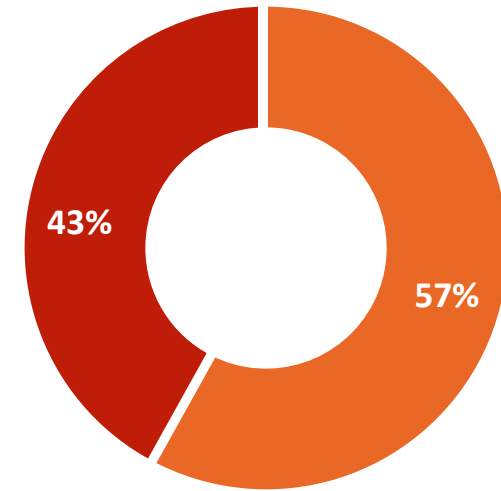




FY 2021



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

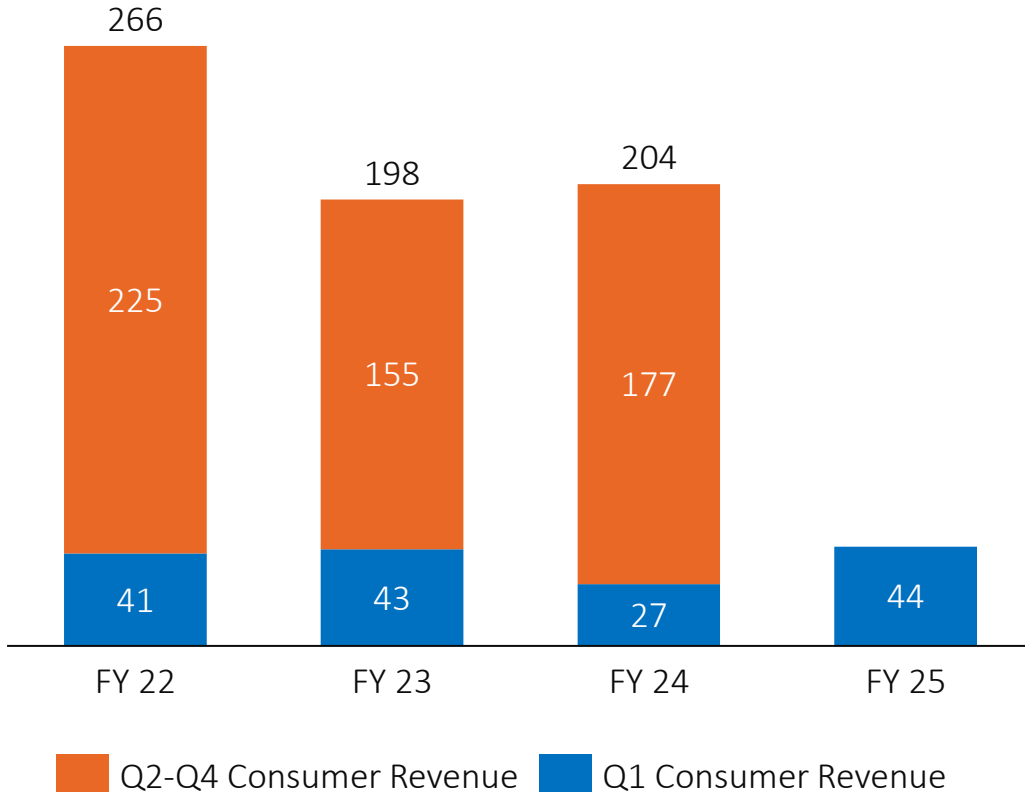


Market Leaders: Indian Consumer Anti Virus Business

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



Revenue (INR Cr)



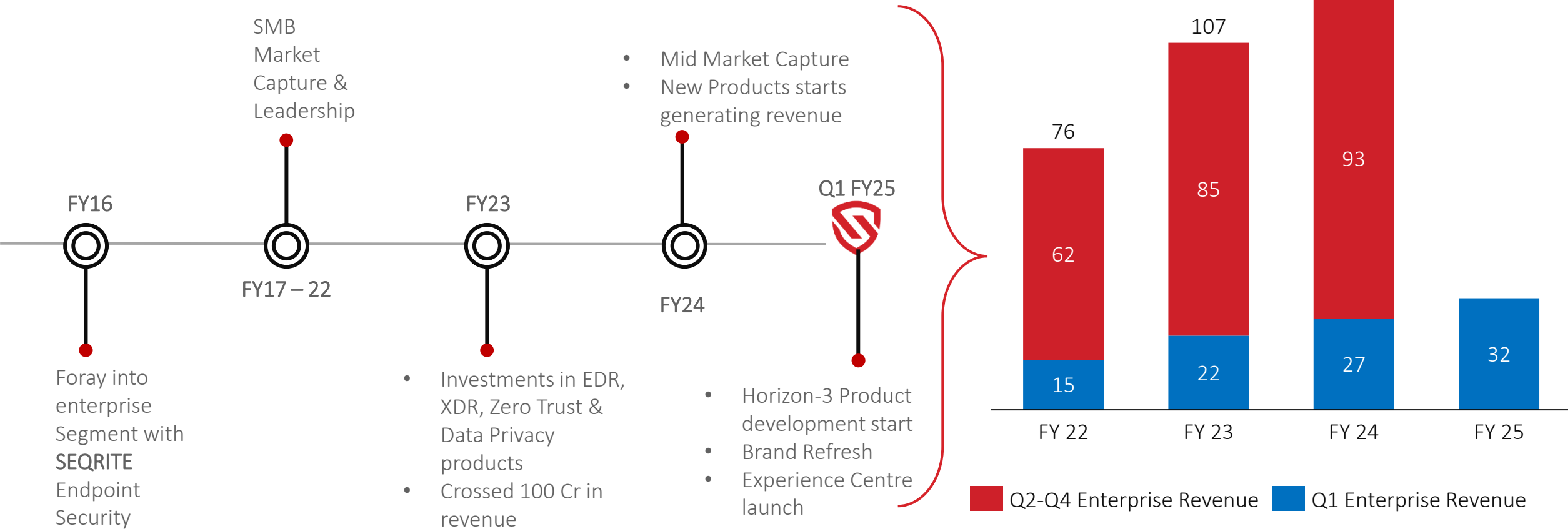
Current Scenario:

- 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



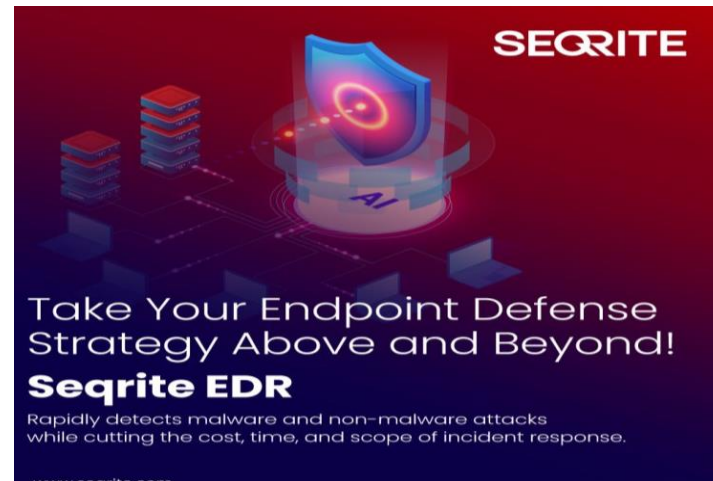
Team Seqrite at DSCI FINSEC 2024 - Mumbai



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



Particulars	Q1 FY24	Q4 FY24	Q1 FY25	YoY Variance
Total Revenue	51.4	80.0	70.3	37%
Direct Cost	1.2	1.9	1.6	30%
Gross Profit	50.2	78.1	68.7	37%
Gross Margin	97.6%	97.6%	97.7%	
Operating Cost				
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%
Total Expenditure	65.3	68.1	66.1	1%
EBITDA	(15.1)	10.0	2.6	117%
EBITDA%	-29.3%	12.6%	3.7%	
Depreciation	2.9	3.2	2.8	
EBIT	(18.0)	6.9	(0.2)	
Other Income	4.7	6.8	5.1	
Finance Cost	-	(0.1)	(0.1)	
Profit Before Tax (PBT)	(13.3)	13.6	4.8	136%
Tax	(0.5)	(0.5)	0.8	
Profit After Tax (PAT)	(12.8)	14.0	4.0	132%
PAT Margin	-24.8%	17.5%	5.7%	



Serving the community responsibly



States:

13

Number of
volunteers involved:

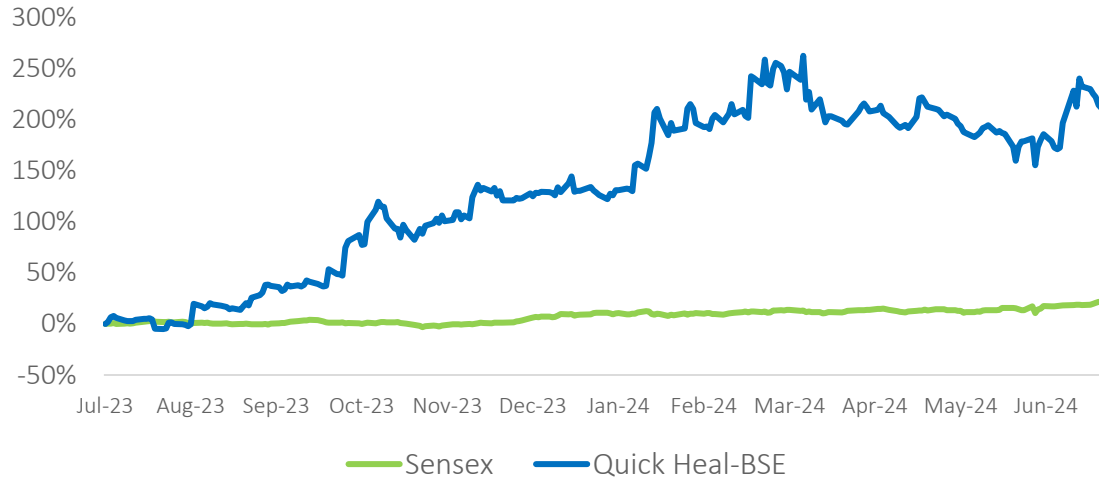
1000+

Lives Impacted
(Cumulative):

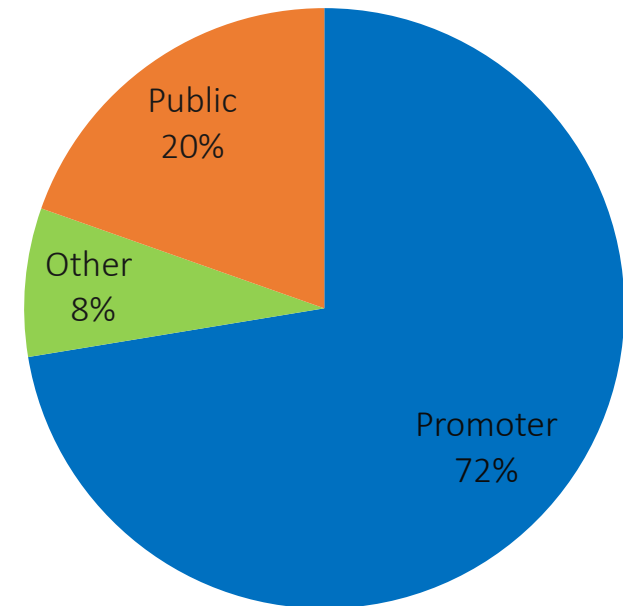
52L+



Stock Market Performance (as on 30th June, 2024)



Shareholding Pattern (as on 30th June, 2024)



Price Data (as of 30th 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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Thank You

Simplifying Cybersecurity