

Regd. Office: Marvel Edge, Office No. 7010 C & D, 7th Floor,
Opposite Neco Garden Society, Viman Nagar, Pune 411014.
Tel: +91 20 66813232 | Email: info@quickheal.com
CIN - L72200MH1995PLC091408

Ref No.: QHTL/Sec/SE/2020-21/56

February 03, 2021

The Manager,
Corporate Services,
BSE Limited,
14th 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 held on February 03, 2021 for the quarter and nine months ended December 31, 2020

Dear Sir / Madam,

We wish to inform you that the Board of Directors at its meeting held on February 03, 2021 at the registered office/ through video conferencing which commenced at 02:45 PM and concluded at 05:50 PM, has approved following:

1. Unaudited Consolidated and Standalone Financial Results of the Company for the quarter and nine months ended December 31, 2020.
2. A copy of the Press Release being issued in respect of aforesaid financial results.
3. A Presentation in respect of aforesaid financial results
4. Pursuant to Regulation 33 of SEBI Regulations, we have enclosed herewith Limited Review Report for the un-audited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended December 31, 2020, from our Statutory Auditors, M/s MSKA & Associates, Chartered Accountants.

As permitted, this letter is being submitted under Sd/- mode due to work from home as per the Government advisory on Covid-19 and as a part of safety measure.

This is for your information and records.

For Quick Heal Technologies Limited

Sd/-

A. Srinivasa Rao
Company Secretary

QUICK HEAL TECHNOLOGIES LIMITED

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

CIN: L72200MH1995PLC091408

STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020

Sr. No	Particulars	(₹ in million, except earning per share)					
		Quarter ended			Nine Months ended		Year ended
		December 31, 2020 (Unaudited)	September 30, 2020 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2020 (Unaudited)	December 31, 2019 (Unaudited)	March 31, 2020 (Audited)
1	Income						
	Revenue from operations	698.75	844.13	657.07	2,277.50	2,218.84	2,861.38
	Other income	62.87	58.25	75.70	184.27	233.54	315.96
	Total income	761.62	902.38	732.77	2,461.77	2,452.38	3,177.34
2	Expenses						
	Cost of raw materials consumed	1.80	3.82	-	6.67	7.97	8.16
	Purchase of security software products	6.62	29.64	17.50	42.86	50.25	95.94
	Changes in inventories of security software products	12.98	(2.97)	(1.03)	26.85	13.13	(3.86)
	Employee benefits expense	289.82	280.99	246.96	832.34	768.38	1,014.19
	Depreciation and amortisation expense	49.57	48.79	53.91	144.87	160.84	216.77
	Other expenses	222.90	141.79	161.39	491.93	541.04	833.03
	Total expenses	583.69	502.06	478.73	1,545.52	1,541.61	2,164.23
3	Profit / (loss) before exceptional items and tax (1-2)	177.93	400.32	254.04	916.25	910.77	1,013.11
4	Exceptional items	-	-	-	-	-	-
5	Profit / (loss) before tax (3-4)	177.93	400.32	254.04	916.25	910.77	1,013.11
6	Tax expense						
	Current tax						
	Pertaining to profit for the current period	23.25	107.21	56.69	229.37	208.61	211.44
	Deferred tax	20.07	4.76	19.50	14.34	37.98	57.56
	Total tax expense	43.32	111.97	76.19	243.71	246.59	269.00
7	Profit / (loss) for the period (5-6)	134.61	288.35	177.85	672.54	664.18	744.11
8	Other comprehensive income, net of tax						
	Other comprehensive income not to be reclassified to profit or loss in subsequent periods:						
	Re-measurement of defined benefit plans	(4.17)	0.30	3.92	(2.87)	8.48	9.73
	Other comprehensive income to be reclassified to profit or loss in subsequent periods:						
	Exchange differences on translation of foreign operations	(0.37)	(2.43)	1.26	(2.88)	0.35	2.16
	Total other comprehensive income	(4.54)	(2.13)	5.18	(5.75)	8.83	11.89
9	Total comprehensive income (after tax) (7+8)	130.07	286.22	183.03	666.79	673.01	756.00
10	Paid-up equity share capital (face value of ₹10 each)	642.05	642.03	642.03	642.05	642.03	642.03
11	Other equity (as per balance sheet of previous accounting year)	-	-	-	-	-	5,798.65
12	Earnings per share of ₹10 each: (not annualised for the quarter)						
	a) Basic	2.10	4.49	2.77	10.48	10.06	11.34
	b) Diluted	2.09	4.49	2.77	10.47	10.05	11.34



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Audited standalone financial information							
Sr. No	Particulars	(₹ in million, except earning per share)					
		Quarter ended			Nine Months ended		Year ended
		December 31, 2020 (Unaudited)	September 30, 2020 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2020 (Unaudited)	December 31, 2019 (Unaudited)	March 31, 2020 (Audited)
1	Revenue from operations	711.23	828.60	651.35	2,274.23	2,199.73	2,834.04
2	Profit before tax	170.21	395.78	255.57	910.37	922.07	1,004.40
3	Profit after tax	127.22	284.01	179.63	667.56	676.15	736.39

Notes to financial results:

- The above financial results for the quarter and period ended December 31, 2020 have been subjected to limited review by the statutory auditors of the Group and reviewed by the Audit Committee and approved by the Board of Directors of the Parent Company at the meeting held on February 3, 2021.
- During the year ended March 31, 2019, Parent Company had received notice of demand dated March 13, 2019, in relation to service tax under the provisions of Finance Act, 1994 for ₹ 387.43 million (excluding interest and penalties) covering the period from April 1, 2016 to June 30, 2017 on supply of anti-virus software in Compact Disk. Company replied to the notice of demand to Commissioner of Goods and Service Tax, Pune.

During the earlier years, Parent Company received similar notice of demands in relation to service tax under the provisions of Finance Act, 1994 for ₹ 1,223.07 million (excluding penalty of ₹626.97 million and pre-deposit, if any) covering the period from March 1, 2011 to March 31, 2016 on supply of anti-virus software in Compact Disk. Parent Company had filed an appeal with Customs, Excise and Service Tax Appellate Tribunal, New Delhi for the period March 1, 2011 to March 31, 2014 and with the Customs, Excise and Service Tax Appellate Tribunal, Mumbai for the period April 1, 2014 to March 31, 2016.

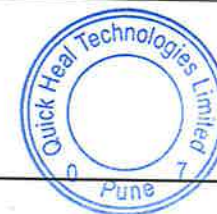
The Hon'ble Customs, Excise & Service Tax Appellate Tribunal (CESTAT), Principal Bench, New Delhi, vide its judgment (Order No. 50022/2020) dated January 09, 2020 (Service Tax Appeal No. 51175 of 2016), has set aside the Service Tax demand for ₹560.71 million along with interest and penalty which was earlier confirmed by Directorate General of Central Excise Intelligence (DGCEI), New Delhi vide its Order of 2016 covering period from for the period March 1, 2011 to March 31, 2014.

Based on this latest judgement of CESTAT, New Delhi, technical circular issued by Government authorities and an independent legal opinion obtained by the Parent Company in earlier years, the Parent Company is confident to get relief and set aside for balance period from April 01, 2014 to June 30, 2017. Accordingly, no provision/contingent liability had been recognized/disclosed in the financial statements.

The Commissioner of Service Tax, Delhi has preferred an appeal against the above said Order passed by the Hon'ble Customs, Excise & Service Tax Appellate Tribunal (CESTAT) amounting to ₹560.71 million and hearing for condonation of delay of appeal is scheduled with the Hon'ble Supreme Court on February 05, 2021.
- The Group is engaged in providing security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. retail, enterprise & government and mobile. 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. anti-virus and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
- Estimated uncertainty relating to COVID-19 outbreak**
The Management has made an assessment of the impact of COVID-19 on the Group's operations, financial performance and position as at and for the quarter ended December 31, 2020 and has concluded that the impact is primarily on the operational aspects of the business. In assessing the recoverability of receivables including receivables, investments, and other assets, the Group has considered internal and external information up to the date of approval of these financial results including status of existing and future customer orders, cash flow forecasts, commitments with suppliers, etc. The Group has performed sensitivity analysis on the assumptions used and based on current indicators of future economic conditions, the Group expects to gradually recover the carrying amount of these assets, the Group has also considered the impact of subsequent events in its assessment and concluded that there is no significant impact which is required to be recognised in the financial results.

Considering the dynamic nature of the issue, the impact of the global health pandemic may be different from that estimated as at the date of approval of these financial results and the Group will continue to closely monitor any material changes to future economic conditions.
- The Indian Parliament has approved the Code on Social Security 2020 which subsumes the Provident Fund and the Gratuity Act and rules thereunder. The Ministry of Labour and Employment has also released draft rules thereunder on November 13, 2020 and has invited suggestions from stakeholders which are under active consideration by the Ministry. The Group will evaluate the rules, assess the impact if any, and account for the same once the rules are notified and becomes effective.
- 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 03, 2021



For and on behalf of the Board of Directors

[Signature]

Kailash Katkar
Managing Director
& Chief Executive Officer

QUICK HEAL TECHNOLOGIES LIMITED
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STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020

Sr. No	Particulars	Quarter ended			Nine Months ended		Year ended
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	Purchase of security software products	6.62	29.64	17.50	42.86	50.25	95.94
	Changes in inventories of security software products	12.98	(2.97)	(1.03)	26.85	13.13	(3.86)
	Employee benefits expense	289.82	280.99	246.96	832.34	768.38	1,014.19
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8	Other comprehensive income, net of tax						
	Other comprehensive income not to be reclassified to profit or loss in subsequent periods:						
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	Other comprehensive income to be reclassified to profit or loss in subsequent periods:						
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	Total other comprehensive income	(4.54)	(2.13)	5.18	(5.75)	8.83	11.89
9	Total comprehensive income (after tax) (7+8)	130.07	286.22	183.03	666.79	673.01	756.00
10	Paid-up equity share capital (face value of ₹10 each)	642.05	642.03	642.03	642.05	642.03	642.03
11	Other equity (as per balance sheet of previous accounting year)	-	-	-	-	-	5,798.65
12	Earnings per share of ₹10 each: (not annualised for the quarter)						
	a) Basic	2.10	4.49	2.77	10.48	10.06	11.34
	b) Diluted	2.09	4.49	2.77	10.47	10.05	11.34



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QUICK HEAL TECHNOLOGIES LIMITED
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NOTES TO THE STATEMENT OF CONSOLIDATED FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020

Notes to financial results:

- 1 The above financial results for the quarter and period ended December 31, 2020 have been subjected to limited review by the statutory auditors of the Group and reviewed by the Audit Committee and approved by the Board of Directors of the Parent Company at the meeting held on February 3, 2021.
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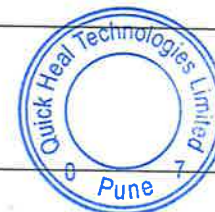
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 The Commissioner of Service Tax, Delhi has preferred an appeal against the above said Order passed by the Hon'ble Customs, Excise & Service Tax Appellate Tribunal (CESTAT) amounting to ₹560.71 million and hearing for condonation of delay of appeal is scheduled with the Hon'ble Supreme Court on February 05, 2021.
- 3 The Group is engaged in providing security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. retail, enterprise & government and mobile. 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. anti-virus and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
- 4 **Estimated uncertainty relating to COVID-19 outbreak**
 The Management has made an assessment of the impact of COVID-19 on the Group's operations, financial performance and position as at and for the quarter ended December 31, 2020 and has concluded that the impact is primarily on the operational aspects of the business. In assessing the recoverability of receivables including receivables, investments, and other assets, the Group has considered internal and external information up to the date of approval of these financial results including status of existing and future customer orders, cash flow forecasts, commitments with suppliers, etc. The Group has performed sensitivity analysis on the assumptions used and based on current indicators of future economic conditions, the Group expects to gradually recover the carrying amount of these assets, the Group has also considered the impact of subsequent events in its assessment and concluded that there is no significant impact which is required to be recognised in the financial results. Accordingly, no further adjustments have been made to the financial results.

 Considering the dynamic nature of the issue, the impact of the global health pandemic may be different from that estimated as at the date of approval of these financial results and the Group will continue to closely monitor any material changes to future economic conditions.
- 5 The Indian Parliament has approved the Code on Social Security 2020 which subsumes the Provident Fund and the Gratuity Act and rules thereunder. The Ministry of Labour and Employment has also released draft rules thereunder on November 13, 2020 and has invited suggestions from stakeholders which are under active consideration by the Ministry. The Group will evaluate the rules, assess the impact if any, and account for the same once the rules are notified and becomes effective.
- 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 03, 2021



For and on behalf of the Board of Directors


 Kailash Katkar
 Managing Director
 & Chief Executive Officer

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STATEMENT OF STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020

Sr. No	Particulars	(₹ in million, except per share data)					
		Quarter ended			Nine months ended		Year ended
		December 31, 2020 (Unaudited)	September 30, 2020 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2020 (Unaudited)	December 31, 2019 (Unaudited)	March 31, 2020 (Audited)
1	Income						
	Revenue from operations	711.23	828.60	651.35	2,274.23	2,199.73	2,834.04
	Other income	62.31	57.19	75.07	182.13	232.29	313.41
	Total income	773.54	885.79	726.42	2,456.36	2,432.02	3,147.45
2	Expenses						
	Cost of raw materials consumed	1.80	3.82	-	6.67	7.97	8.16
	Purchase of security software products	6.43	27.02	17.49	40.05	50.24	95.94
	Increase / (decrease) in inventories of security software products	12.98	(2.96)	(1.01)	26.86	5.16	(16.18)
	Employee benefits expense	285.97	277.11	243.01	820.62	757.86	999.90
	Depreciation and amortisation expense	49.56	48.74	53.90	144.80	160.76	216.64
	Other expenses	246.59	136.28	157.46	506.99	527.96	815.42
	Total expenses	603.33	490.01	470.85	1,545.99	1,509.95	2,119.88
3	Profit / (Loss) before exceptional items and tax (1-2)	170.21	395.78	255.57	910.37	922.07	1,027.57
4	Exceptional items (refer note 3)	-	-	-	-	-	23.17
5	Profit / (Loss) before tax (3-4)	170.21	395.78	255.57	910.37	922.07	1,004.40
6	Tax expense						
	Current tax						
	Pertaining to profit for the current period	22.92	107.01	56.44	228.47	207.94	210.45
	Deferred tax	20.07	4.76	19.50	14.34	37.98	57.56
	Total tax expense	42.99	111.77	75.94	242.81	245.92	268.01
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9	Total comprehensive income (after tax) (7+8)	123.05	284.31	183.55	664.69	684.63	746.12
10	Paid-up equity share capital (face value of ₹ 10 each)	642.05	642.03	642.03	642.05	642.03	642.03
11	Other equity (as per balance sheet of previous accounting year)						5,840.10
12	Earnings per share of ₹ 10 each:						
	(not annualised except for the year ended March)						
	a) Basic	1.98	4.43	2.80	10.40	10.24	11.23
	b) Diluted	1.98	4.43	2.80	10.40	10.23	11.22



NOTES TO THE STATEMENT OF STANDALONE FINANCIAL RESULTS OF QUICK HEAL TECHNOLOGIES LIMITED FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020

Notes to financial results:

- 1 The above financial results for the quarter and nine months ended December 31, 2020 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 03, 2021.
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 During the earlier years, Company received similar notice of demands in relation to service tax under the provisions of Finance Act, 1994 for ₹ 1,223.07 million (excluding penalty of ₹ 626.97million and pre-deposit, if any) covering the period from March 1, 2011 to March 31, 2016 on supply of anti-virus software in Compact Disk. Company had filed an appeal with Customs, Excise and Service Tax Appellate Tribunal, New Delhi for the period March 1, 2011 to March 31, 2014 and with the Customs, Excise and Service Tax Appellate Tribunal, Mumbai for the period April 1, 2014 to March 31, 2016.

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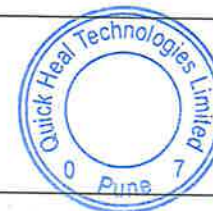
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- 3 **Impairment of investments**
 Included in exceptional items

Particulars	(₹ in million)						
	Quarter ended			Standalone			
				Nine months ended			
	December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019	Year ended	
(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	March 31, 2020	
(Audited)							
Impairment of investment in wholly owned subsidiaries	-	-	-	-	-	-	23.17
- 4 The Company is engaged in providing security software solutions. The Chief Operating Decision Maker (CODM) reviews the information pertaining to revenue of each of the target customer group (segments) viz. retail, enterprise & government and mobile. However, based on similarity of activities/products, risk and reward structure, organisation structure and internal reporting systems, the Company has structured its operations into one operating segment viz. anti-virus and as such there is no separate reportable operating segment as defined by Ind AS 108 "Operating segments".
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For and on behalf of the Board of Directors

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Kailash Katkar
 Managing Director
 & Chief Executive Officer

FOR IMMEDIATE RELEASE

Quick Heal Technologies Limited announces 9MFY21 Results

- Revenue at ₹2,278 mln up 2.6% Y-o-Y
- EBITDA at ₹877 mln up 5% Y-o-Y with EBITDA margin of 38.5%
- PAT at ₹673 mln up 1% Y-o-Y
- Continues to be a debt free company

Pune, February 3, 2021: Quick Heal Technologies Limited (“Quick Heal”), one of the leading providers of cybersecurity and data protection solutions to consumers, businesses and Government, reported its reviewed and unaudited results for the quarter and nine months ended 31th December 2020.

Consolidated Financial Highlights:

Particulars (₹ million)	Q3FY21	Q3FY20	Y-o-Y Change	9MFY21	9MFY20	Y-o-Y Change
Revenue	698.75	657.07	6.34%	2,277.50	2,218.84	2.64%
EBITDA	164.63	232.25	-29.12%	876.85	838.07	4.63%
EBITDA Margin	23.56%	35.35%	-1179bps	38.50%	37.77%	73bps
PAT	134.61	177.85	-24.31%	672.54	664.18	1.26%
PAT Margin	19.26%	27.07%	-780bps	29.53%	29.93%	-40bps

Dr. Kailash Katkar, Managing Director & Chief Executive Officer, Quick Heal Technologies Limited, said; *“We delivered good revenue performance during the third quarter as the Indian economy slowly started recovering from the Covid-19 pandemic. On the R&D front, with the appointment of industry veterans like Sanjay Agrawal and Bibhuti Kar, we have accelerated new product development efforts to strengthen our enterprise business under ‘Seqrite’. Furthermore, we recently announced additional investment in Israel based company – L7 Defense, reiterating our commitment to invest in disruptive technologies that will shape the future of cybersecurity while supporting innovative start-ups. With economy slowly recovering and increase in cybersecurity awareness, we are confident to end the year on a positive note.”*

Mr. Nitin Kulkarni, Chief Financial Officer, Quick Heal Technologies Limited, added; *“We have performed better in what traditionally remains a weak quarter for us with quarterly revenue growing 6.3% YoY basis. With economy slowly recovering, we have increased our investments in advertisements and*

continued focus in R&D innovations have affected our margins. Our balance sheet remains strong with zero debt and a cash and cash equivalents balance of ₹4,787 mln.”

Segmental Performance for nine months ended 31st December 2020

- ✓ Retail segment revenue at ₹2,038 million compared to ₹1,876 in 9MFY20. Retail segment contributed 81.5% to total revenue in 9MFY21
- ✓ Enterprise and Government segment revenue at ₹464 million compared to ₹468 mln in 9MFY20. Enterprise segment contributed 18.5% to total revenue in 9MFY21

Key updates:

- Quick Heal Technologies signed a definitive agreement to make an additional strategic investment of USD 2 million in L7 Defense, an Israel based cybersecurity start-up. The investment enables Quick Heal to expand its range of enterprise solutions under the 'Seqrite' umbrella and introduce L7's flagship products in market stronghold of India as well as other regions in APAC and EMEA.

About Quick Heal Technologies Limited

Quick Heal Technologies Limited is one of the leading providers of IT Security and Data Protection Solutions with a strong footprint in India and an evolving global presence. Incorporated in the year 1995, with a registered office in Pune, it is a player in cybersecurity with presence in B2B, B2G and B2C segments and multiple product categories – endpoints, network, data and mobility.

It helps in simplifying security by delivering best-in-class protection against advanced cyber-threats to millions of its customers and enterprises. Quick Heal's portfolio includes solutions under the widely recognized brand names 'Quick Heal' and 'Seqrite' across various operating systems and devices.

For more information about the Company, please visit our website www.quickheal.co.in

Safe Harbor Statement

This document may contain forward-looking statements about Quick Heal Technologies Limited, which are based on the beliefs, opinions, and expectations of the company's management as the date of this press release and the companies do not assume any obligation to update their forward-looking statements if those beliefs, opinions, expectations, or other circumstances should change. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

For further details please contact

Company

Quick Heal

Security Simplified

Quick Heal Technologies Limited

CIN No: L72200MH1995PLC091408

Mr. Akash Gosavi

Email Id: akash.gosavi@quickheal.co.in

Tel. No.: +91 20 6681 3287



Quick Heal

Security Simplified

INVESTOR PRESENTATION

Q3 FY21

February 2021

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Quick Heal Technologies Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

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Agenda

01



Q3FY21 Earnings Highlights

02



Company Overview

03



Industry Overview

04



The Quick Heal Advantage

05



Q3FY21 Earnings

Q3 FY21 EARNINGS HIGHLIGHTS



Q3 & 9M FY21 Earnings Highlights

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SECURITE
Enterprise Cybersecurity Solutions by Quick Heal

REVENUE



Q3FY21 Revenue at

₹ **699** mln

up 6.3% from ₹ 657 mln
in Q3FY20

9MFY21 Revenue at

₹ **2,278** mln

up 2.6% from ₹ 2,219 mln
in 9MFY20

EBITDA



9MFY21 EBITDA at

₹ **877** mln

up 4.6% from ₹ 838 mln
in 9MFY20

EBITDA margin at

38.5%

in 9MFY21 up 73 bps from
37.7% in 9MFY20

PAT

9MFY21 PAT at

₹ **673** mln

up 1.3% from ₹ 664 mln in
9MFY20

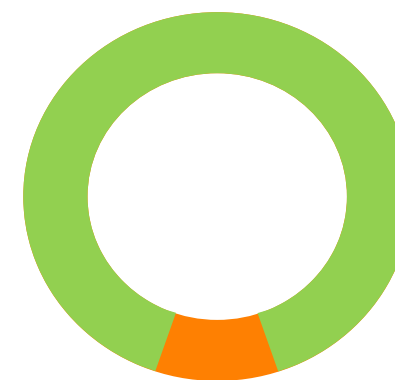
PAT margin at

29.5%

In 9MFY21 marginally down
40 bps from 29.9% in 9MFY20





9MFY21 Revenue split

Retail 81.5%



Enterprise +
Government
18.5%

**New enterprise customers
with more than 500 users
added in FY21:**

					Total
		>=500 to <=999	>=1,000 to <=4999	>=5000	
Q1		3	0	0	3
Q2		14	5	0	19
Q3		12	5	1	18

Quick Heal

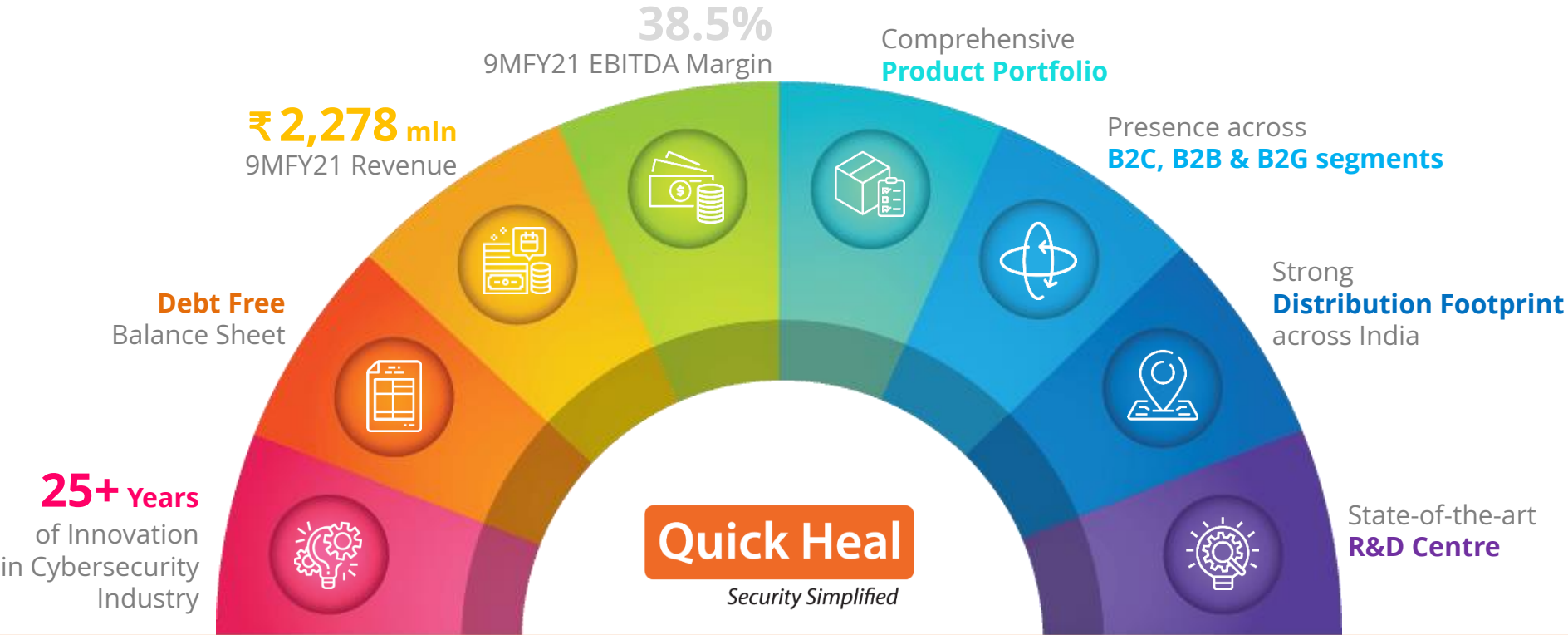
Security Simplified

SECURITE

Enterprise Cybersecurity Solutions by Quick Heal

COMPANY OVERVIEW

Company at a glance



Vision

To be the trusted global leader in securing the digital world

Mission

Secure our customers by providing innovative, most preferred and valued security solutions, services and knowledge

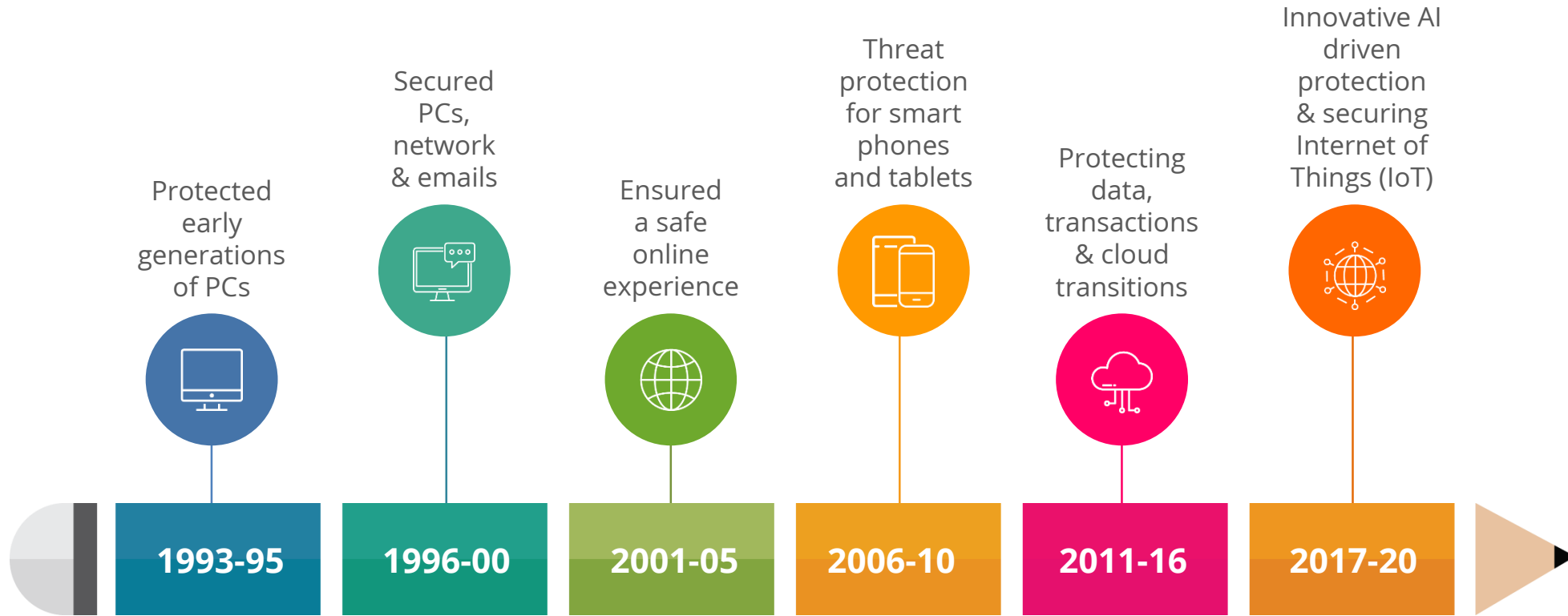
Protect information and interactions on all types of networks, devices & things globally

Build a healthy business and organization

Our journey

Quick Heal
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SECURITE
Enterprise Cybersecurity Solutions by Quick Heal



Over 25 years
of simplifying security

Scripting a new success story

In the cybersecurity industry

Quick Heal



₹ **2,038** mln
9MFY21 Revenue*



SEQRITE



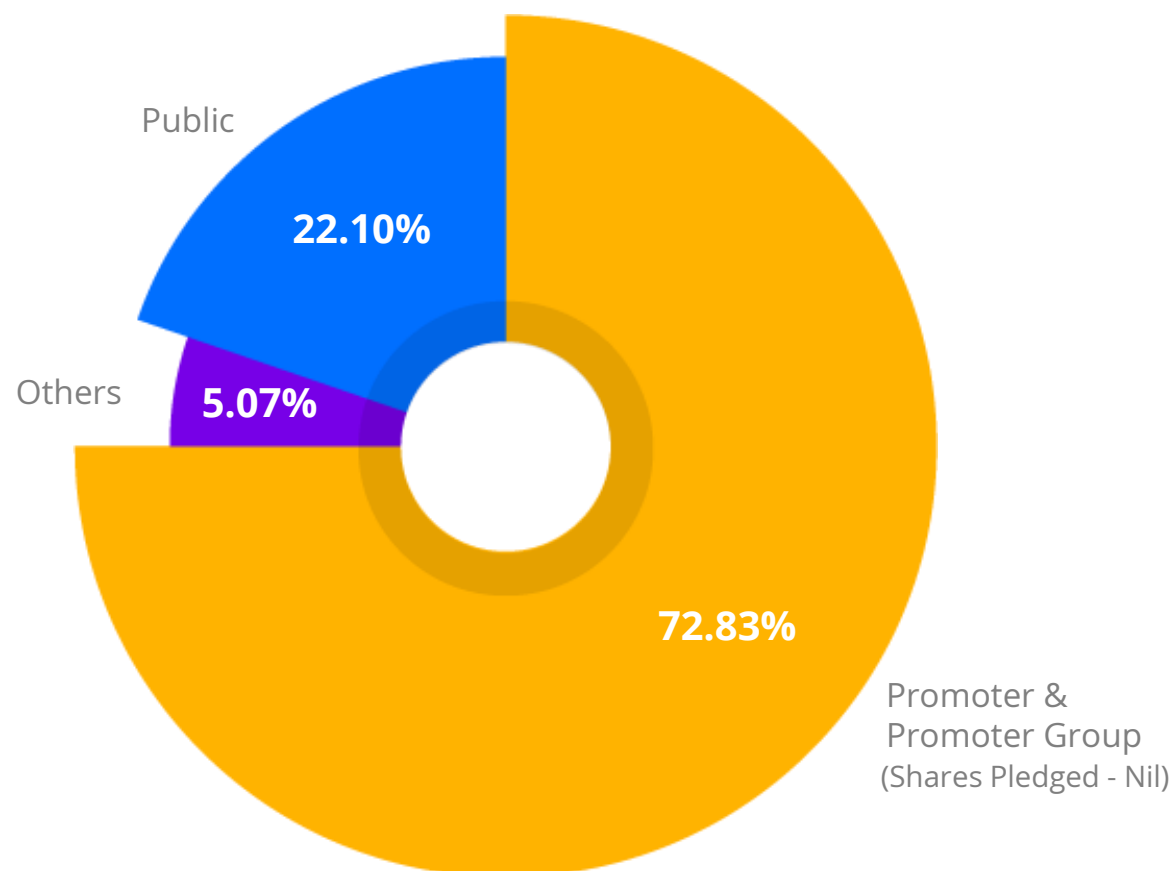
₹ **464** mln
9MFY21
Revenue*

- India's first listed cybersecurity products company
- A "Make in India" product configured to secure countries, cities and companies
- Quick Heal – undisputed leader in the retail segment
- Seqrite making inroads in the SMB & enterprise segment
- Quick Heal Security Labs - a team of highly efficient security researchers, analysts and engineers leverages a combination of AI, cloud and patented technologies to deliver timely and advanced protection
- Solutions to secure across platforms

*Based on net revenues before adjusting for sales incentives

Shareholder information

Shareholding structure – 31st December 2020



Shareholder Information (as on 31st December 2020)

NSE Ticker	QUICKHEAL
BSE Ticker	539678
Market Cap (INR mln)	11,085
% Free-float	27.17%
Free-float market cap (INR mln)	3,012
Total Debt (INR mln)	-
Cash & Cash Equivalents (INR mln)	4,787
Shares Outstanding	6,42,05,368
3M ADTV (Shares)*	5,69,929
3M ADTV (INR mln)*	95.6
Industry	IT Software Products

*Source: NSE

Quick Heal

Security Simplified

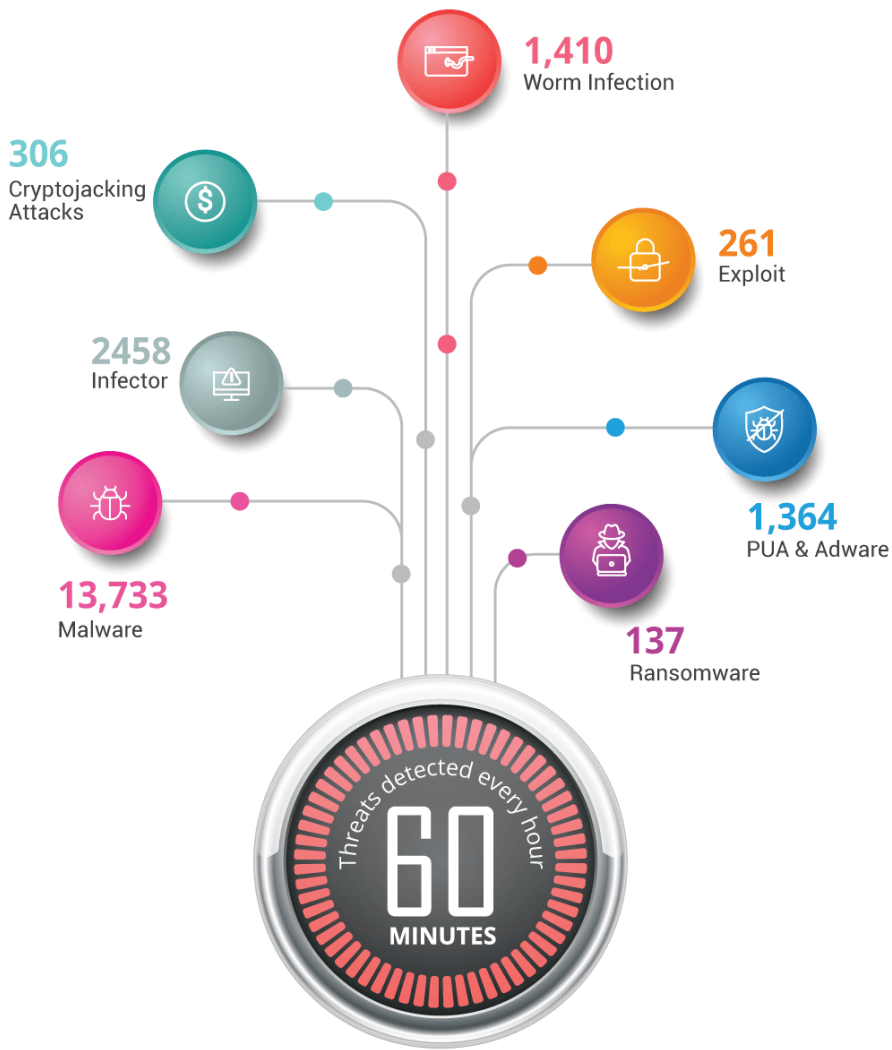
SECURITE

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INDUSTRY OVERVIEW

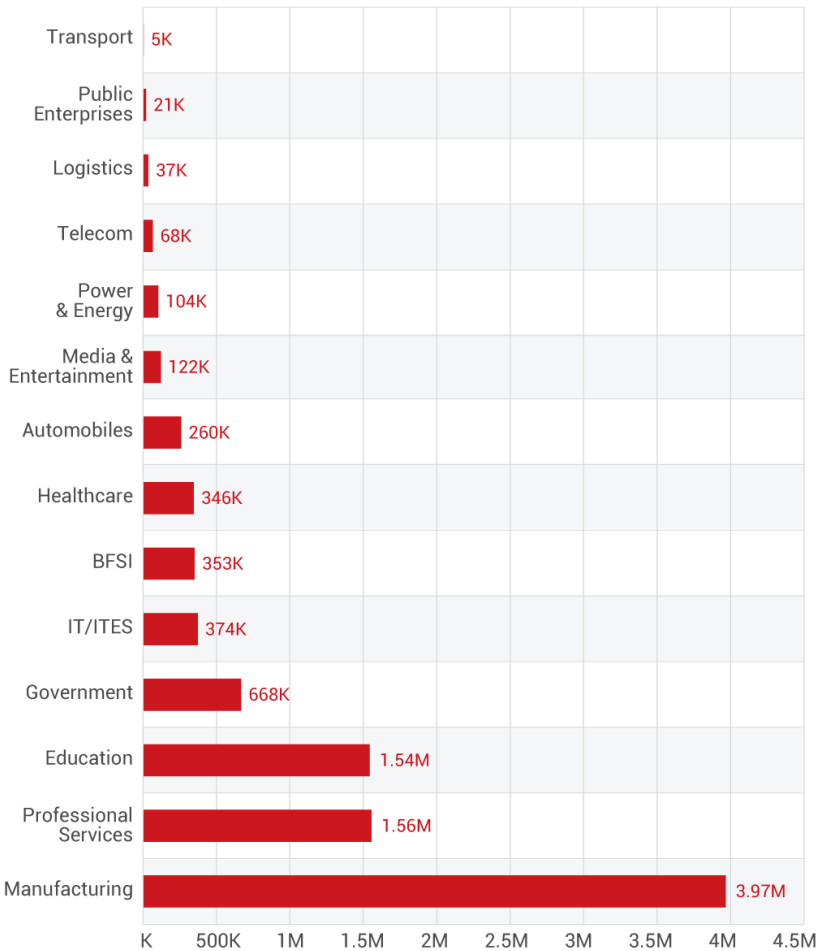
2020 Cyber threat landscape shows that...

Detection Highlights - 2020



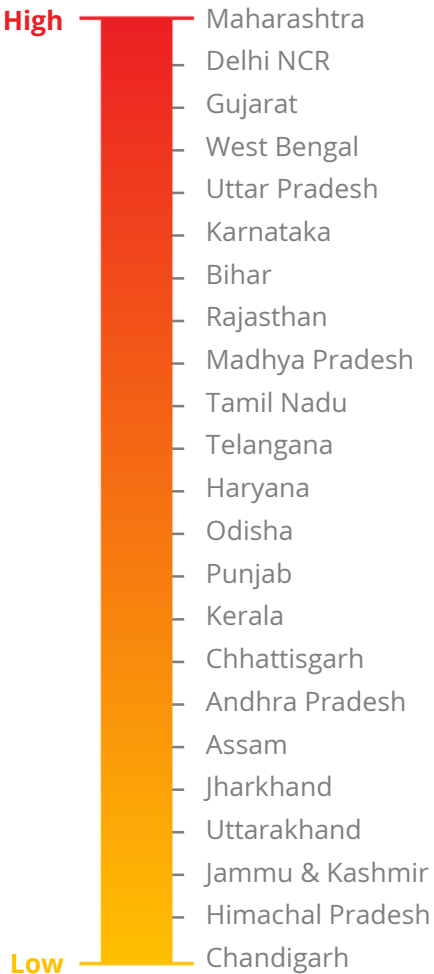
Source: Seqrite Threat Report 2021

Indian Industries most at risk



Source: Seqrite Threat Report 2021

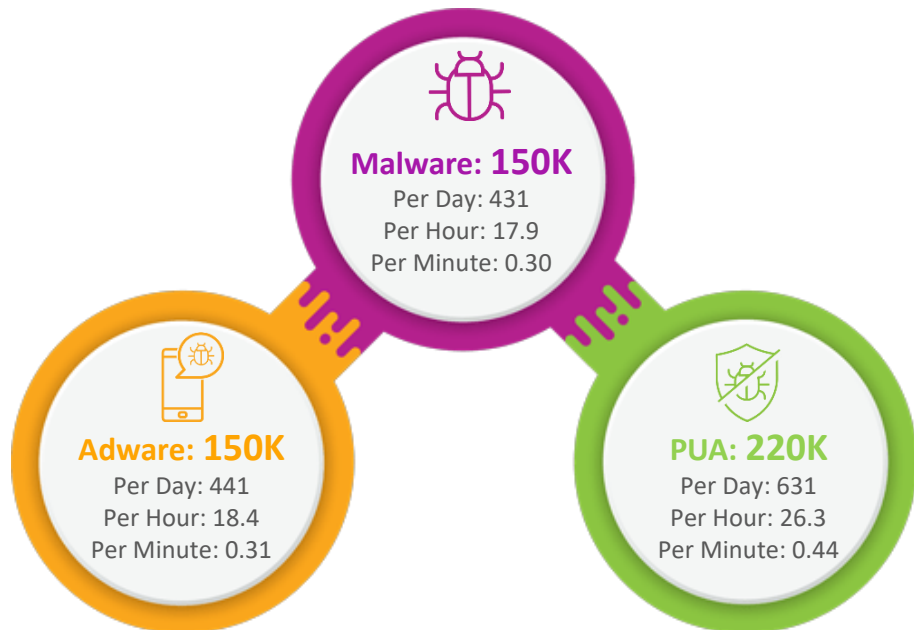
States most affected



Source: Quick Heal Threat Report 2021

...cyber-attacks continue to grow in scale and sophistication...

Detection statistics for Mobile



Source: Quick Heal Threat Report 2021



₹ 140 mln

The Average cost of a data breach in India.
An increase of **9.4%** from 2019

Source: IBM

Cyber-attacks that grabbed headlines **NEW**

From Ransomware, hackers shifting focus to Ransomhack:
Seqrite – *The Hindu Business Line* (December 20, 2020)

Big Basket confirms data breach of 2 crore users – *India Today* (November 09, 2020)

SolarWinds breach much worse than feared
– *CNBC* (December 18, 2020)

Indian pharma firms at high ransomware attack risk in 2021:
Seqrite – *ET CIO* (December 23, 2020)

Cyber crimes in India caused ₹ 1.25 lakh cr loss last year
– *The Hindu* (October 21, 2020)

Increased cyber-attacks show why stringent cybersecurity laws are need of the hour
– *Business Today* (January 10, 2021)

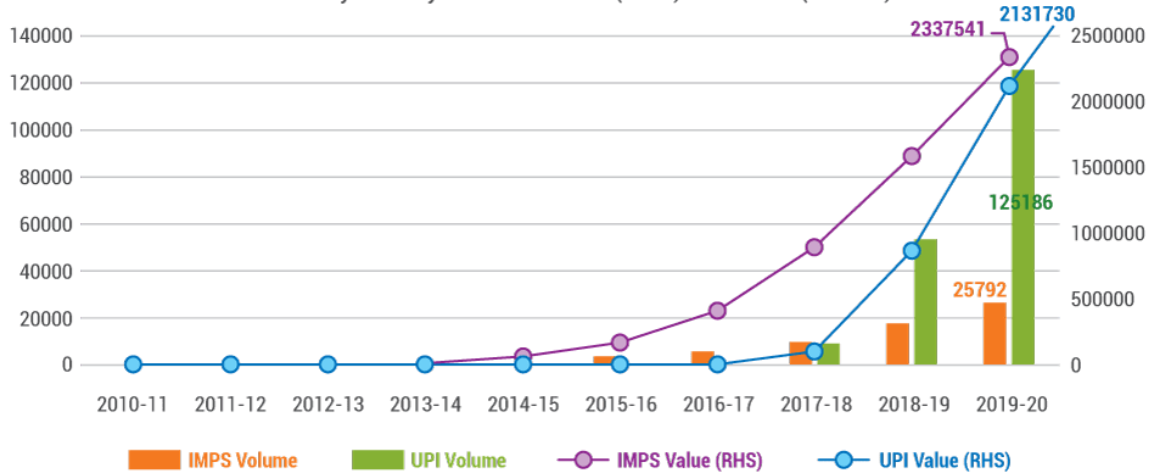
Source: Reputed News Outlets

...together with rapid growth in India's digital adoption...

Digital Transactions – INR Crore

Growth of Fast Payments

Fast Payment Systems - Volume (Lakh) and Value (₹ Crore)

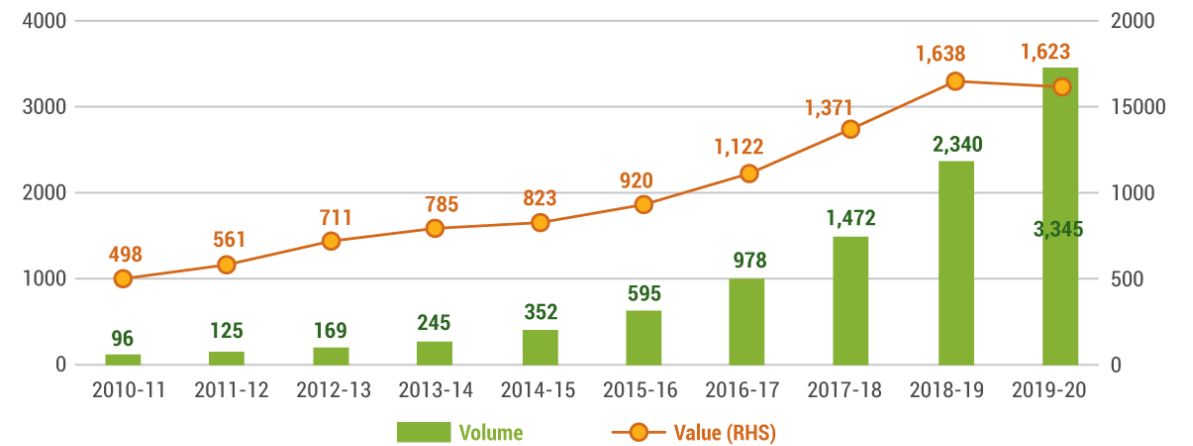


Source: RBI Data

India in Numbers

Digital Payments in India

Digital Payments Volume (Crore) and Value (Lakh Crore)



Source: RBI Data



1.26b

People enrolled in the world's largest unique digital identity program



48.48%

Internet penetration in India in 2019



400m

Users engaged in social media



10.37GB

Average Wireless Data Usage per wireless data subscriber per month in 2019



19b

Application downloads in 2019

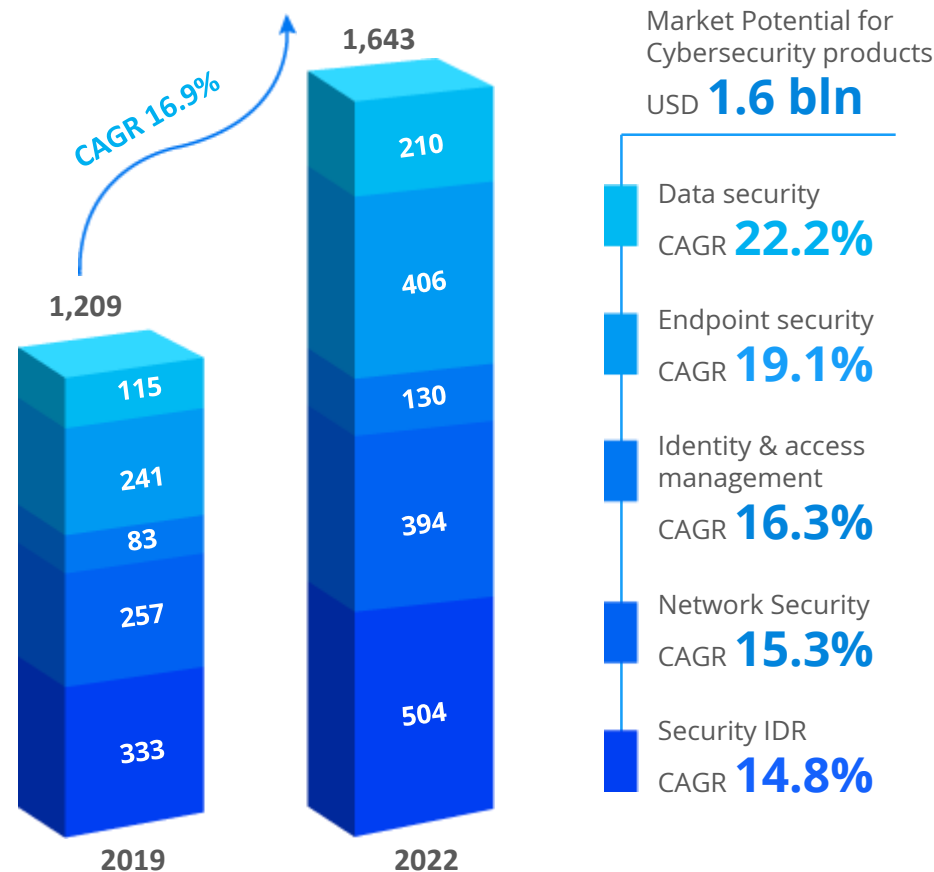


Rs.6.98

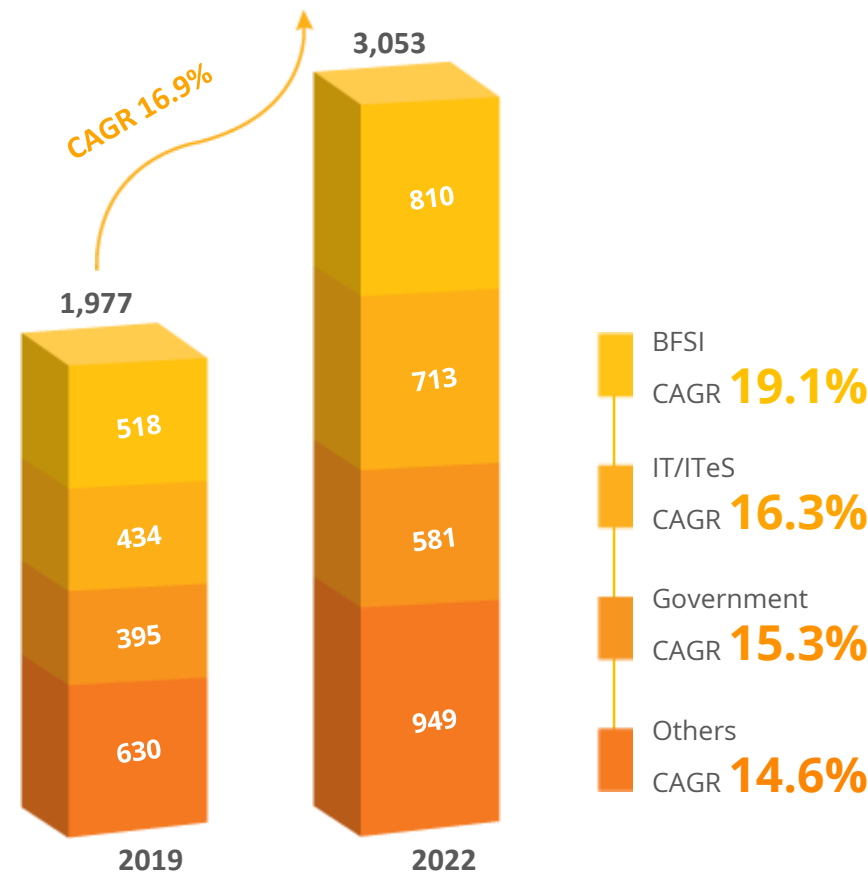
Average cost to subscriber per GB wireless data

...is expected to increase Cybersecurity spending in India

Expected growth of Cybersecurity products in India
(USD mln)



Expected sectoral expenditure on Cybersecurity
(USD mln)



Cybersecurity market in India is expected to grow at ~16% CAGR between 2019 to 2022 and become a \$3 bln market with security product market estimated to grow at ~17% to become \$1.6 bln market.



Cyber threat predictions for 2021 and beyond

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01

Threat Actors to switch from Ransomware to RansomHack: Double - Trouble for Enterprises

02

Targeted Ransomware attacks on Healthcare and Pharma Sector to Surge

03

Techniques similar to Operation SideCopy

04

CobaltStrike: Powerhouse of Ethical Hackers in the Hands of Cyber Criminals

05

Increase in threats on Remote Work Infrastructure

06

Next wave of Crypto-miners

07

Coronavirus themed threats to divert from precaution-based to prevention-based

08

New additions in exploits leveraging weak crypto implementations

09

Deep-fakes to cyber-frauds

10

Automation in performing phishing attacks

11

Attacks on Red Team tools

12

Increase in attacks related to mobile banking

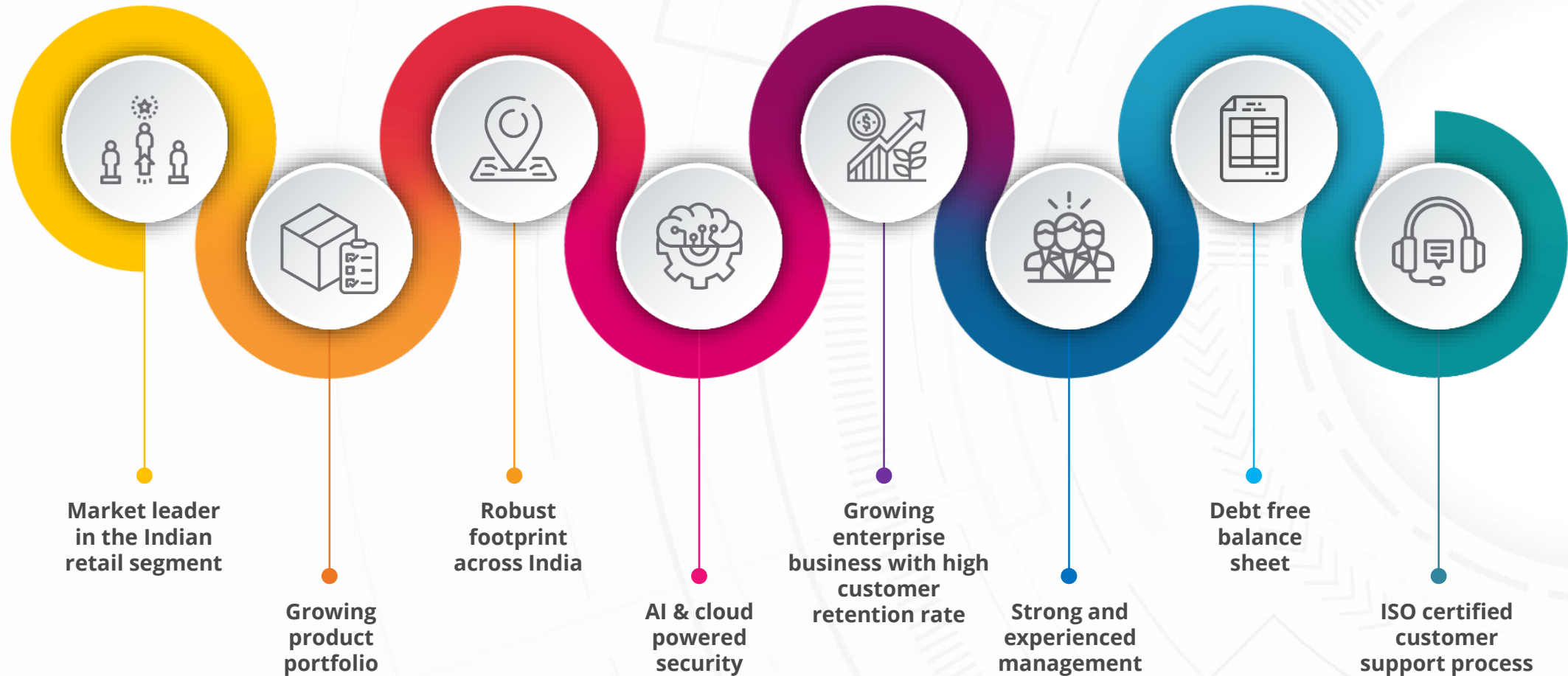


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THE QUICK HEAL ADVANTAGE

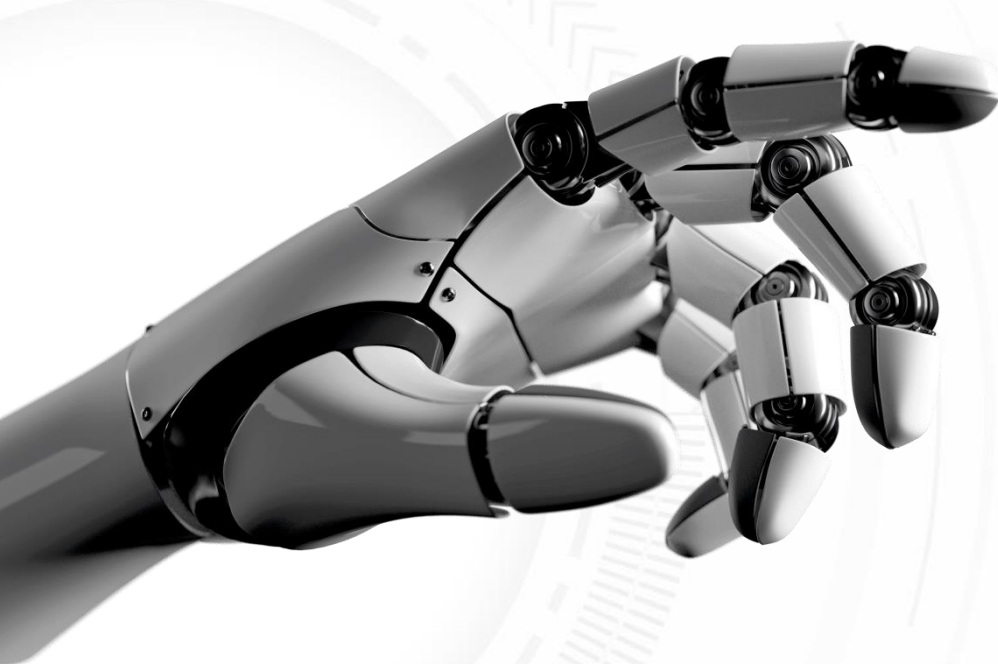
Quick Heal is well positioned to leverage its strengths to capture the future opportunities



Strong threat detection and prevention capabilities...

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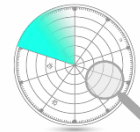
GoDeep.AI

Powers **SIGNATURE-LESS** and **SIGNATURE-BASED** detections

Our best and the most innovative malware hunting engine brings together the best of the best!



Advanced
DNA Scan



Patented Behavior
Detection System



Multilayered
Defense



Seed Analysis



Cloud Based
Deep Learning Module

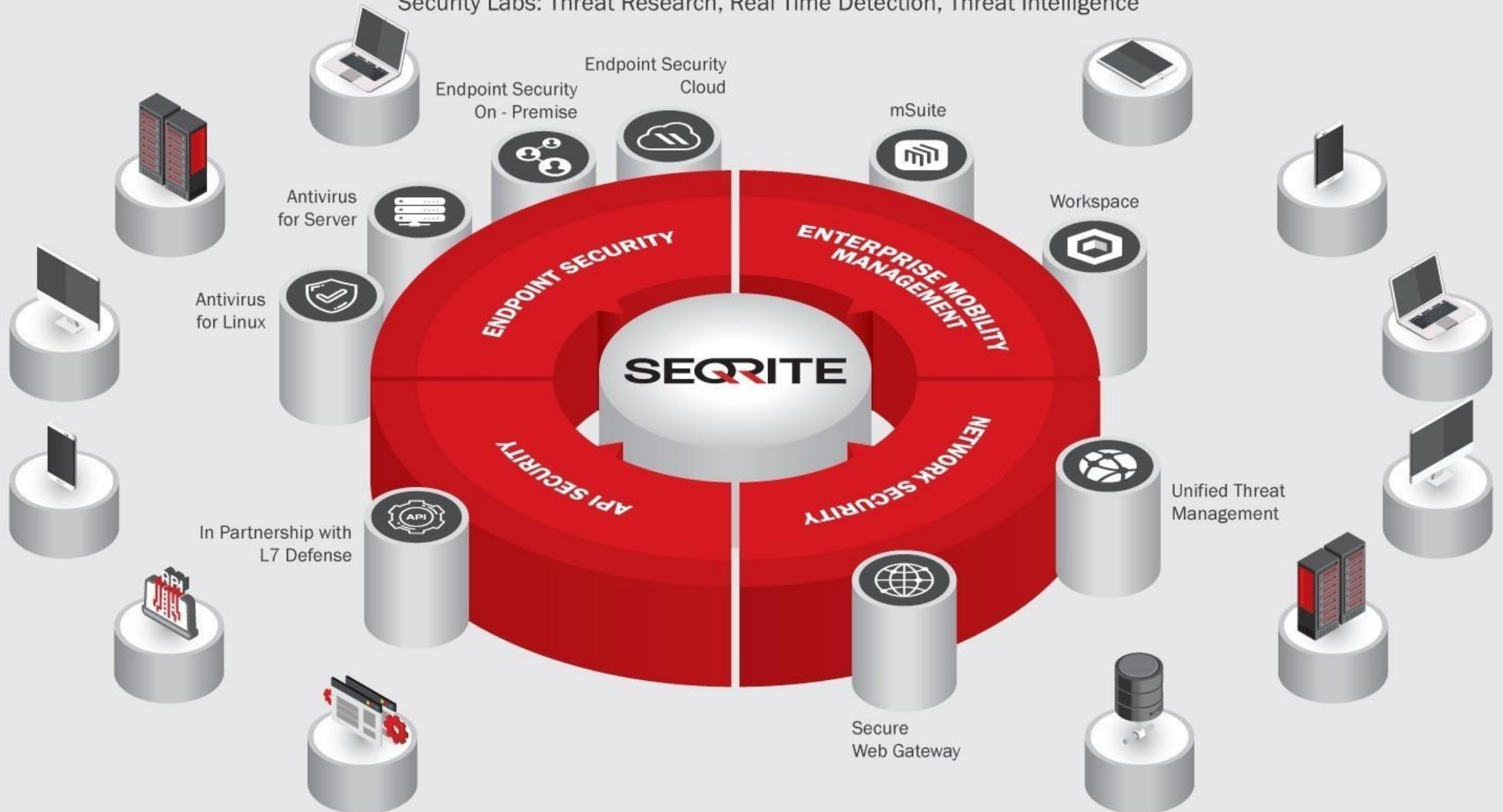
...with State-of-the-Art
Research & Development
leading to Innovations

25+ years of experience coupled with vast distribution network across India has helped us understand security market and issues faced by millions of users in depth which has led to consistent introduction of innovative products and solutions for our customers



Trusted Partner to SECURE Enterprise Digital Transformation Journey

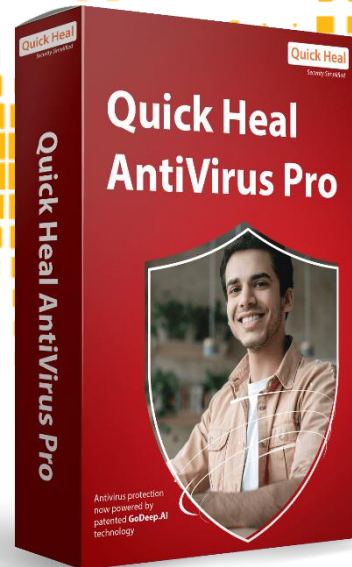
Security Labs: Threat Research, Real Time Detection, Threat Intelligence



Product Portfolio – Home, SOHO & Mobile

Quick Heal
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Enterprise Cybersecurity Solutions by Quick Heal



Robust sales & distribution network in India



QUICK HEAL Global Presence

Quick Heal
Security Simplified

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India (HO)
Quick Heal Technologies
Limited

USA
Quick Heal Technologies
America Inc.

Japan
Quick Heal Japan KK

Kenya
Quick Heal Technologies
Africa Limited

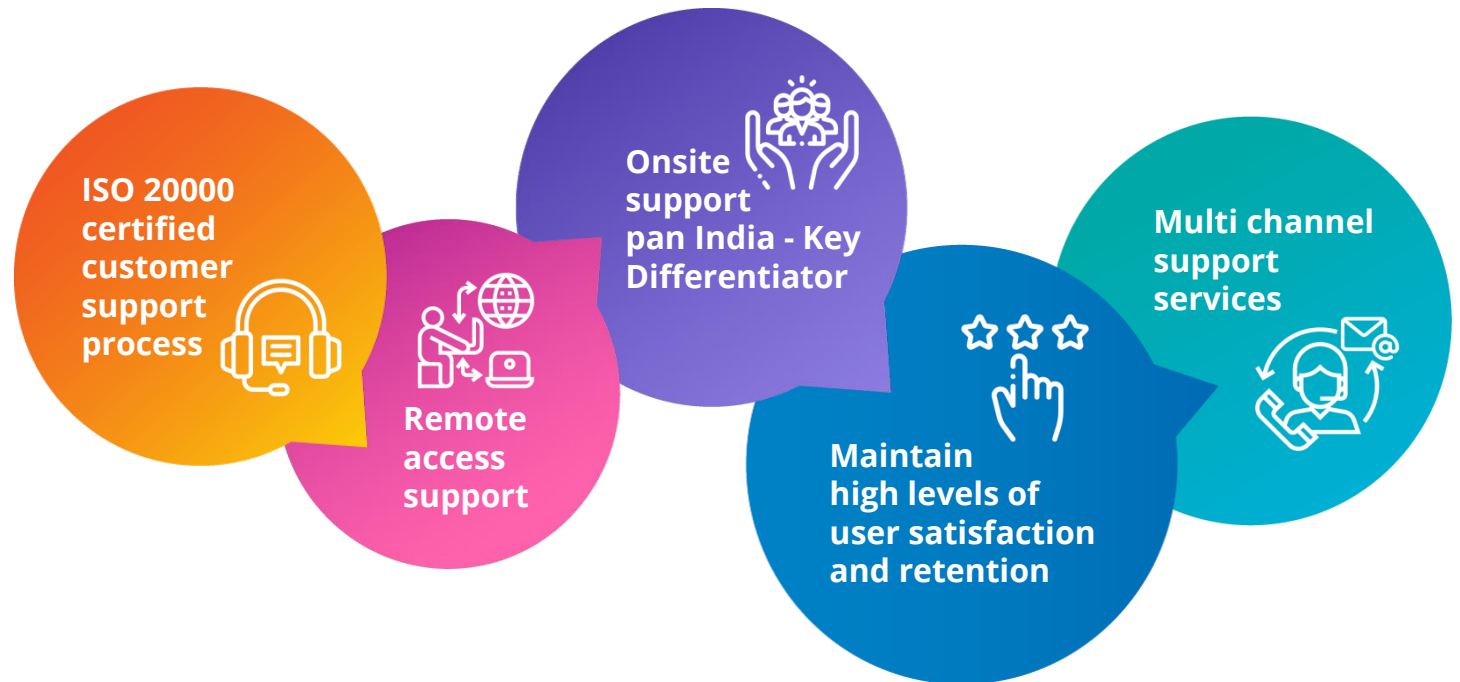
UAE
Seqrite Technologies
DMCC

For product sold countries refer annexure (slide no: 48)



Committed to deliver exceptional **customer experience**

- 1** Multi-lingual end user support in English, Hindi and several other major regional Indian languages
- 2** Availability of data sheets, product videos and manuals on website for providing information on technical specifications, installation guide, upgrade mechanisms
- 3** Release of various articles, technical papers, quarterly threat reports and conducting webinars in the area of security software



Experienced Board of Directors



Dr. Kailash Katkar
MD & CEO

Drives the strategic direction for the company while nurturing a strong leadership team to drive its execution



Dr. Sanjay Katkar
Joint MD & CTO

Spearheads the creation and subsequent development of the core product technology



Mr. Shailesh Lakhani
Non-Executive Director

Serves as the MD at Sequoia Capital India. Previously, he worked at Redknee's India subsidiary as the Managing Director



Mr. Amitabha Mukhopadhyay
Independent Director

Over three decades of experience in corporate finance, legal and litigation, strategy and M&A. Served as the Group CFO of Thermax



**Air Marshal (Retd)
Bhushan Nilkanth Gokhale**
Independent Director

Served on the board of defense PSUs and adviser to government institutions. Appointed as Independent Security Advisor in Ministry of Home Affairs.



Mr. Mehul Savla
Independent Director

Serves as Director for RippleWave Equity Advisors LLP. Previously worked at JP Morgan, ICICI Securities and SEBI



Ms. Apurva Joshi
Independent Director

Certified bank forensic accounting professional and anti – money laundering expert

...along with strong Management...



Dr. Kailash Katkar
MD & CEO

Co-founder of the Company

Has been the driving force in growing Quick Heal Technologies since its inception.

A proven leader with a profound proficiency in developing strong client relationships, passion for building outstanding teams and a disciplined focus on operations & execution of strategy.



Dr. Sanjay Katkar
Joint MD & CTO

Co-founder of the Company

Leads the global technology strategy & is responsible for the core research & development of the products.

Has served as the Director of Association of Anti-Virus Researchers, Asia and is a distinguished speaker at various industry forums.

Holds Master's degree in Computer Science from the University of Pune.

...and seasoned Leadership team



Mr. Nitin Kulkarni
CFO

25+ years of experience in managing different aspects of finance in IT and Manufacturing Industry.

Previously held leadership positions at Tech Mahindra, KPIT, Atlas Copco India and Persistent Systems.

A member of the Institute of Chartered Accountants of India.



Ms. Reetu Raina
CHRO

Responsible for driving HR and steering the company's people operations, culture and recruitment initiatives.

Ms. Raina holds extensive industry experience and has worked across sectors such as Telecom, BFSI, and IT.

She has held leadership roles with domain-leading brands such as TATA, HDFC Bank, and Amdocs. She was the Head of HR at Sterlite Technologies.



Mr. Sanjay Agrawal
CPO

Responsible for driving the overall product vision and strategy in line with market expectations.

Sanjay is an entrepreneurial engineering and product leader with two decades of experience and proven success in building cybersecurity products for the global markets.

A computer engineering graduate from University of Illinois, Sanjay holds a Ph.D. and M.S. from Stanford University in Electrical Engineering and Computer Science (EECS).

...and seasoned Leadership team



Mr. Bibhuti Kar
Head of Research and Development

Responsible for driving company's development efforts leading a team of talented engineering professionals and security researchers.

Bibhuti brings with him over two and a half decades of rich experience in the global high-tech industry.

An alumnus of IIT Kharagpur with a master's in ECE, he has worked on missile communication systems with DRDO.



Mr. Kuldeep Raina
Head, Global Enterprise Sales

Responsible for leading the enterprise and government sales strategy and managing the vertical on a global level.

Passionate technocrat with a rich flare for sales and ability to drive targets in dynamic business environment.

Over two decades of diverse sales experience including leadership roles in cybersecurity companies.



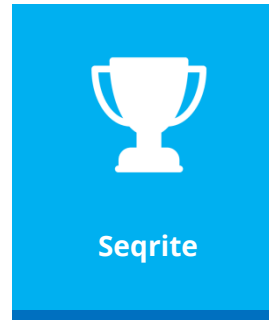
Mr. Deepak Mishra
Head, Retail Sales

Responsible for enhancing market share and driving channel strategy for the retail brand.

Has extensive exposure in sales and distribution, channel management, and building a robust distribution to drive productivity and profitability.

Over two decades of experience in FMCG, Beverages, Telecom and IT Industries.

Strong brand recognition...



Best Enterprise IT Security Brand at the 11th NCN Innovative Product Award 2018



Best Protection rate In AV-Comparatives Test 2018



Certified as **'Approved Corporate Endpoint Protection'** for Windows by 'AV-Test' 2018



Best cybersecurity brand award at National Summit on Digital Innovation & Cybersecurity Summit 2018



Recognized by NASSCOM's DSCI as **'Cybersecurity Product Pioneer in India'** 2019



'Best Performance 2018' award for its Endpoint Security Solution from AV-Test Institute in Germany 2019



Granted Patent for **Anti-Ransomware Technology** 2019 U.S. Patent No. US20160378988A1



Granted Patent for its **Signatureless Behavior-based Detection Technology** 2019 U.S Patent No. US20170124327A1



Certified as **'Top Product'** for business users by **'AV-Test'** in 2020



Certified as **'Top Product'** for consumers by **'AV-Test'** in 2020

...backed by Certifications, Patents and...

International & ISO Certifications



Patented Technologies

USPTO 10,387,649

Signatureless Behaviour-based
Detection Technology

USPTO 10,311,234

Anti-Ransomware technology

USPTO 8,973,136

System and method for
protecting computer systems
from malware attacks

USPTO 8,914,908

A completely automated computer
implemented system and method for
piracy control based on update requests

USPTO 8,347,389

System for protecting devices
against virus attacks

USPTO 7,945,955

Virus detection in mobile devices having
insufficient resources to execute virus
detection software



Securing the future through our community initiatives

Quick Heal
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23,50,000+

Lives directly impacted since 2016



Cybersecurity

- Cybersecurity Awareness
- Cyber Shiksha for Suraksha
- Street Plays



45,000+

Lives directly impacted since 2016



Education

- Life Skills Education for underprivileged children



1,00,000+

Lives impacted since 2020



Covid-19 Relief Initiatives

- Free immunity boosters medicines to frontline workers
- Distribution of food grains to the needy
- Distribution of PPE kits to NGOs



Quick Heal Academy to drive the next generation of cyber security experts



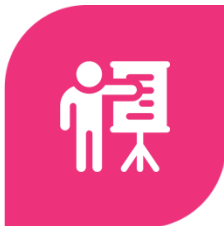
Popular Courses

- ✓ Cyber Security and Forensics
- ✓ Cyber Threat Intelligence
- ✓ Malware Analysis & Reverse Engineering
- ✓ Security Operations Centre (SOC)
- ✓ Electronic Crime Scene Investigation

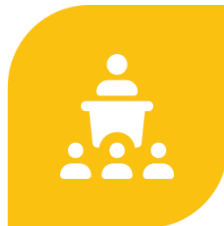
Offerings



CORPORATE
TRAINING



NEED-BASED
TRAINING



WORKSHOPS
& SEMINARS



CONNECTING CYBER
ECO-SYSTEM

Academy Partners



Savitribai Phule Pune University

Designed 'M-Tech in Information Security' Program for Savitribai Phule Pune University

Quantum University

MoU with Quantum University for a joint B.Tech (Hons.) with specialization in Cyber Security

Gujarat Forensic Sciences University

MoU with Gujarat Forensic Sciences University during Vibrant Gujarat 2017

Maharashtra Cosmopolitan Education Society

The society runs 30 institutes from its ultra modern campuses located in Maharashtra

Chitkara University

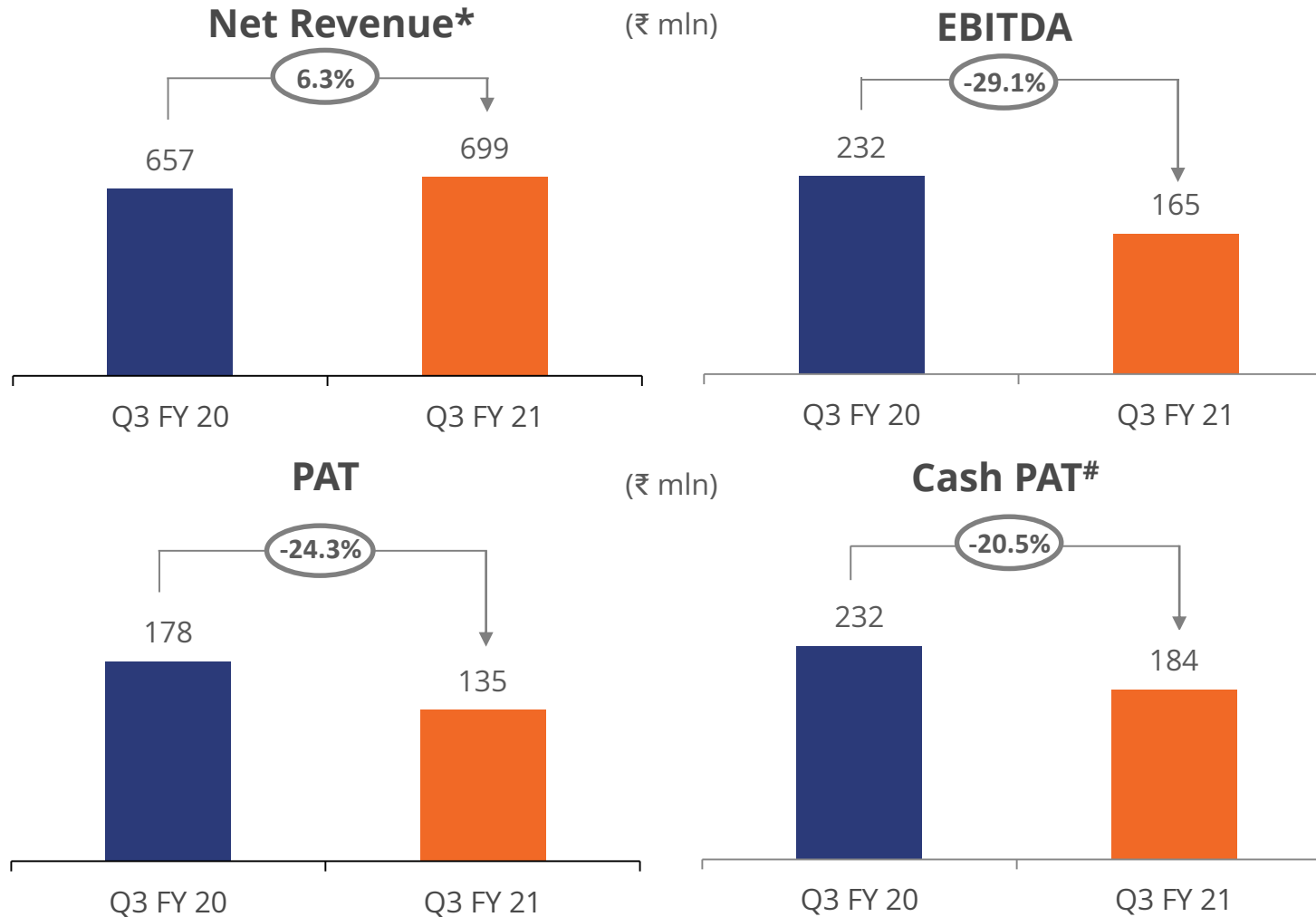
MoU with Chitkara University Introduced an additional stream in Cyber Security for the four-year Undergraduate program

Deen Dayal Upadhyaya College

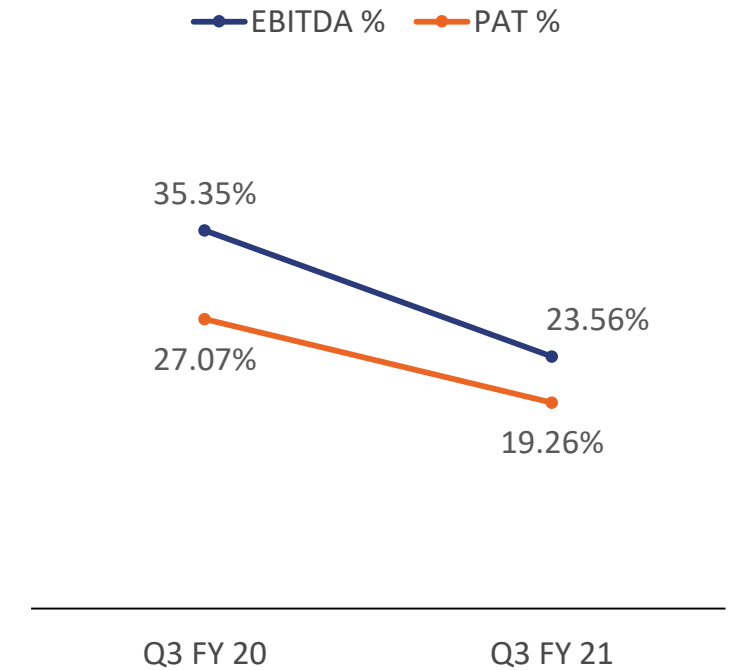
MoU with Deen Dayal Upadhyaya College, a constituent college of the University of Delhi

Q3 & 9MFY21 EARNINGS

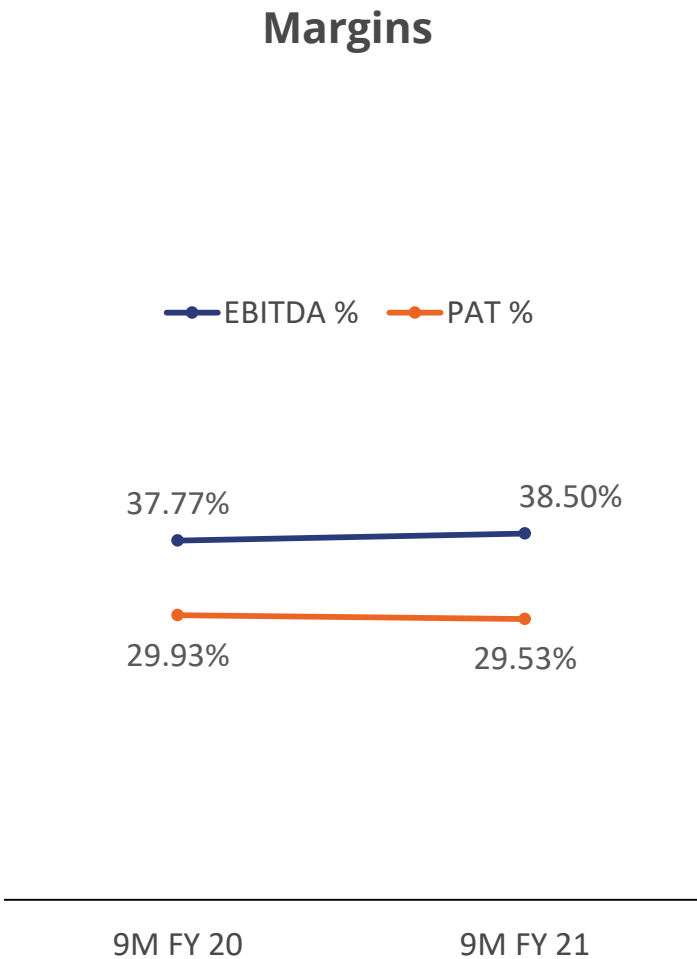
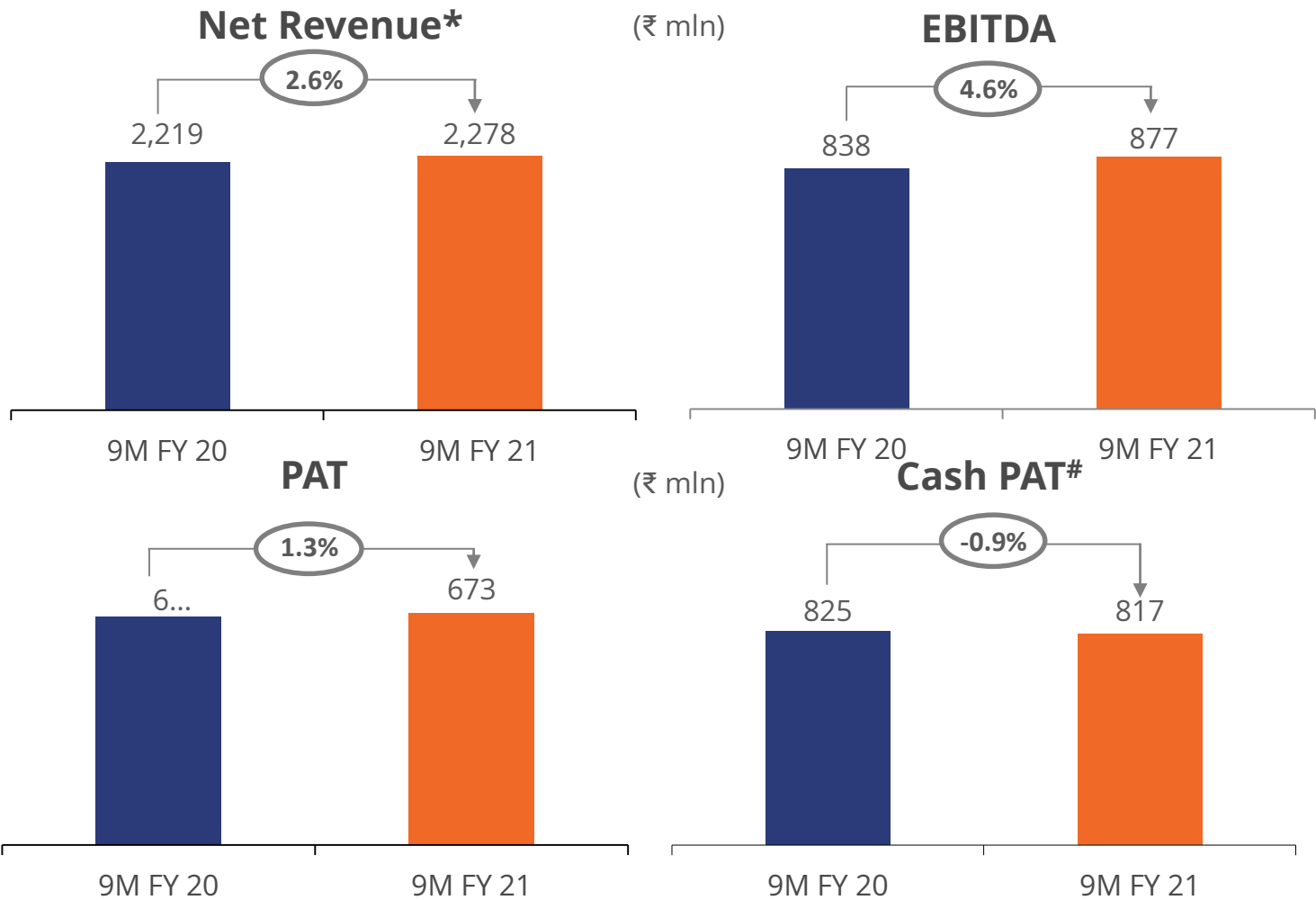
Q3FY21 – Consolidated Performance Highlights



Margins



9MFY21 – Consolidated Performance Highlights

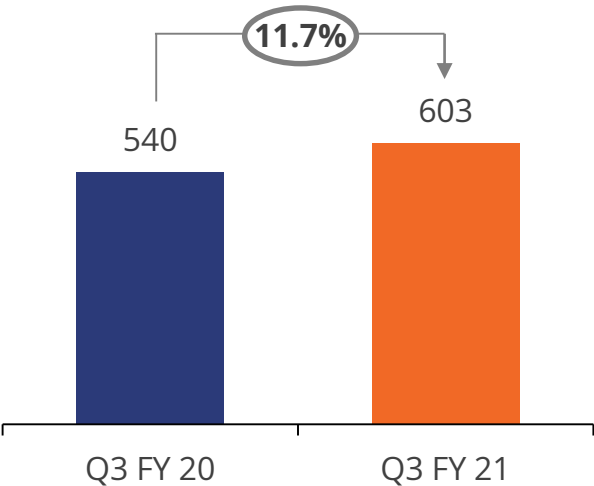


*As per Ind AS # Cash PAT = PAT + Depreciation

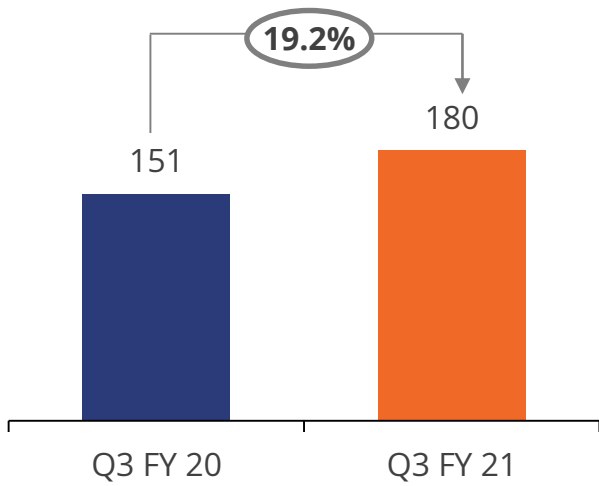
Retail

Enterprise & Government

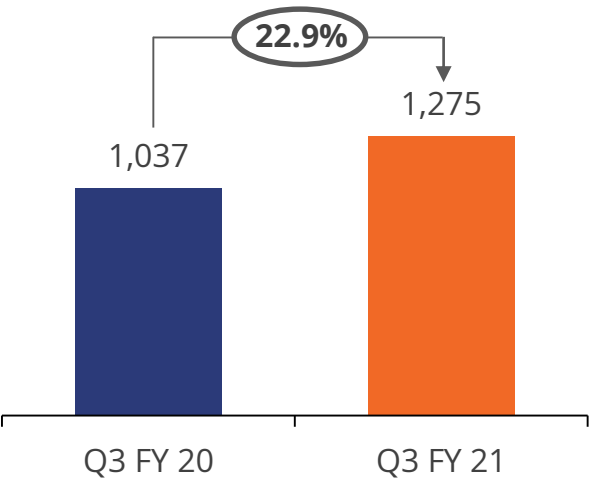
Revenue
break-up



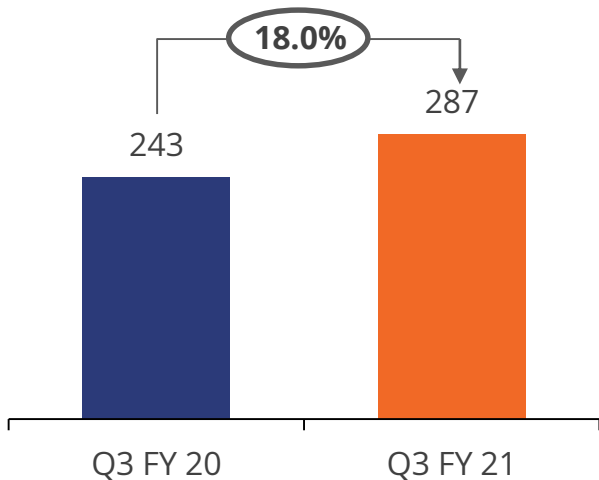
(₹ mln)



Licenses Sold
Analysis



(in 000's)

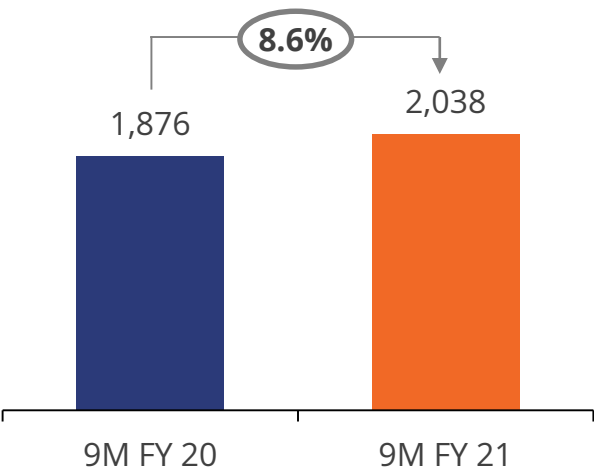


Based on net revenues before adjusting for sales incentives

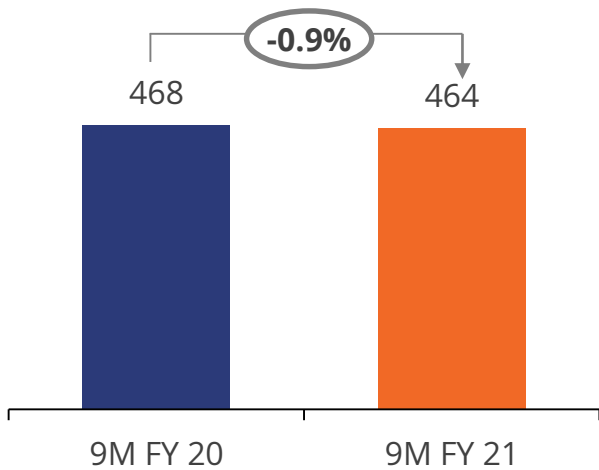
Retail

Enterprise & Government

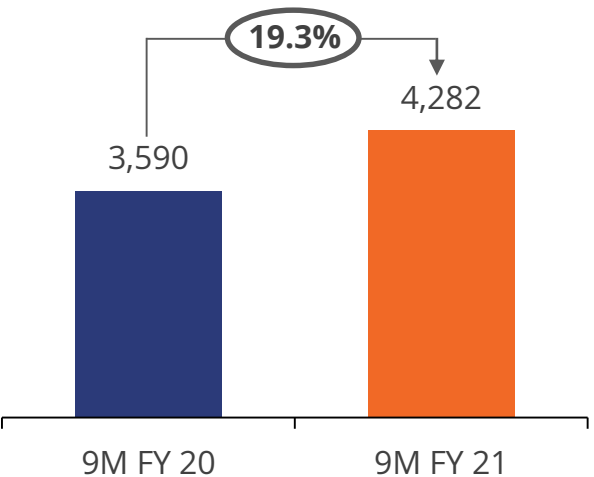
Revenue
break-up



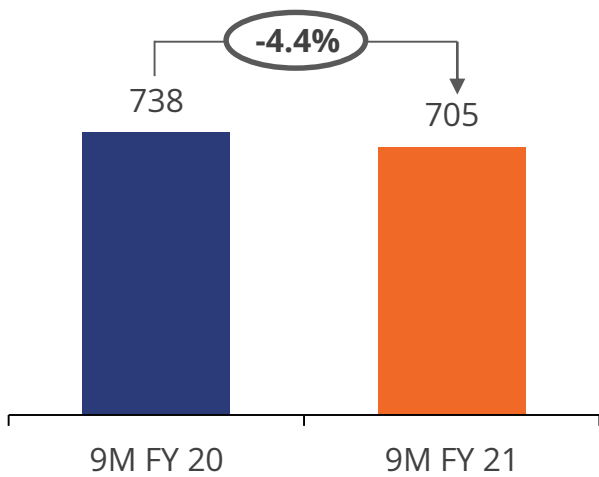
(₹ mln)



Licenses Sold
Analysis



(in 000's)



Based on net revenues before adjusting for sales incentives

Q3FY21 – Profitability statement

Quick Heal

Security Simplified

SECURITE

Enterprise Cybersecurity Solutions by Quick Heal

PARTICULARS (₹ mln)	Standalone			Consolidated		
	Q3FY20	Q3FY21	% change	Q3FY20	Q3FY21	% change
Total Revenue	651.35	711.23	9.19%	657.07	698.75	6.34%
Direct Cost	20.87	26.18		20.87	26.39	
Gross Profit	630.48	685.05	8.66%	636.20	672.36	5.68%
Gross Margin	96.80%	96.32%	-48bps	96.82%	96.22%	-60bps
Operating Cost						
Research and Development (R&D)	125.80	159.06		125.81	159.06	
Sales and Marketing (S&M)	149.22	221.05		153.27	224.99	
General Administration (G&A)	121.06	147.48		124.87	123.68	
Total Expenditure	396.08	527.59	-33.20%	403.95	507.73	-25.69%
EBITDA	234.40	157.46	-32.82%	232.25	164.63	-29.12%
EBITDA Margin	35.99%	22.14%	-1385bps	35.35%	23.56%	-1179bps
Depreciation	53.90	49.56		53.91	49.57	
EBIT	180.50	107.90	-40.22%	178.34	115.06	-35.48%
EBIT Margin	27.71%	15.17%	-1254bps	27.14%	16.47%	-1068bps
Other Income	75.07	62.31		75.70	62.87	
Profit Before Tax	255.57	170.21	-33.40%	254.04	177.93	-29.96%
Tax	75.94	42.99		76.19	43.32	
Profit After Tax (PAT)	179.63	127.22	-29.18%	177.85	134.61	-24.31%
PAT Margin	27.58%	17.89%	-969bps	27.07%	19.26%	-780bps

NOTE: Certain figures have been re-grouped wherever necessary

9MFY21 – Profitability statement

Quick Heal

Security Simplified

SECURITE

Enterprise Cybersecurity Solutions by Quick Heal

PARTICULARS (₹ mln)	Standalone			Consolidated		
	9MFY20	9MFY21	% change	9MFY20	9MFY21	% change
Total Revenue	2,199.73	2,274.23	3.39%	2,218.84	2,277.50	2.64%
Direct Cost	81.97	88.67		89.99	91.53	
Gross Profit	2,117.76	2,185.56	3.20%	2,128.85	2,185.97	2.68%
Gross Margin	96.27%	96.10%	-17bps	95.94%	95.98%	4bps
Operating Cost						
Research and Development (R&D)	404.42	461.63		404.42	461.63	
Sales and Marketing (S&M)	480.02	482.74		492.59	494.71	
General Administration (G&A)	382.77	368.15		393.76	352.78	
Total Expenditure	1,267.22	1,312.52	-3.57%	1,290.78	1,309.12	-1.42%
EBITDA	850.54	873.04	2.65%	838.07	876.85	4.63%
EBITDA Margin	38.67%	38.39%	-28bps	37.77%	38.50%	73bps
Depreciation	160.76	144.80		160.84	144.87	
EBIT	689.78	728.24	5.58%	677.23	731.98	8.08%
EBIT Margin	31.36%	32.02%	66bps	30.52%	32.14%	162bps
Other Income	232.29	182.13		233.54	184.27	
Profit Before Tax	922.07	910.37	-1.27%	910.77	916.25	0.60%
Tax	245.92	242.81		246.59	243.71	
Profit After Tax (PAT)	676.15	667.56	-1.27%	664.18	672.54	1.26%
PAT Margin	30.74%	29.35%	-138bps	29.93%	29.53%	-40bps

NOTE: Certain figures have been re-grouped wherever necessary

In %	Standalone		Consolidated	
	Q3FY20	Q3FY21	Q3FY20	Q3FY21
Expenses				
Direct Cost / Revenue	3.20%	3.68%	3.18%	3.78%
R&D / Revenue	19.31%	22.36%	19.15%	22.76%
S&M / Revenue	22.91%	31.08%	23.33%	32.20%
G&A / Revenue	18.59%	20.74%	19.00%	17.70%
Total Cost / Revenue	60.81%	74.18%	61.48%	72.66%
Margin				
Gross Margin	96.80%	96.32%	96.82%	96.22%
EBITDA	35.99%	22.14%	35.35%	23.56%
EBIT	27.71%	15.17%	27.14%	16.47%
PBT	39.24%	23.93%	38.66%	25.46%
PAT	27.58%	17.89%	27.07%	19.26%

In %	Standalone		Consolidated	
	9MFY20	9MFY21	9MFY20	9MFY21
Expenses				
Direct Cost / Revenue	3.73%	3.90%	4.06%	4.02%
R&D / Revenue	18.38%	20.30%	18.23%	20.27%
S&M / Revenue	21.82%	21.23%	22.20%	21.72%
G&A / Revenue	17.40%	16.19%	17.75%	15.49%
Total Cost / Revenue	57.61%	57.71%	58.17%	57.48%
Margin				
Gross Margin	96.27%	96.10%	95.94%	95.98%
EBITDA	38.67%	38.39%	37.77%	38.50%
EBIT	31.36%	32.02%	30.52%	32.14%
PBT	41.92%	40.03%	41.05%	40.23%
PAT	30.74%	29.35%	29.93%	29.53%

Consolidated Balance Sheet

Quick Heal

Security Simplified

SECURITE

Enterprise Cybersecurity Solutions by Quick Heal

EQUITY AND LIABILITIES (₹ mln)	Dec 31, 2019	Dec 31, 2020
Share Holder's Funds:		
Equity Share Capital	642.03	642.05
Share application money pending allotment	-	-
Reserves and Surplus	6,025.54	6,472.75
Total Shareholder Funds	6,667.57	7,114.80
Non-Current Liabilities		
Net employee defined benefit liabilities	4.54	3.47
Other Non Current Liabilities	19.63	-
Total Non-Current Liabilities	24.17	3.47
Current Liabilities:		
Trade and Other Payables	343.08	493.01
Other Financial Liabilities	24.92	30.56
Other Current Liabilities	123.77	135.37
Net employee defined benefit liabilities	18.04	25.59
Current tax liabilities (Net)	13.43	14.18
Total Current Liabilities	523.24	698.71
Total Equity & Liabilities	7,214.98	7,816.98

NOTE: Certain figures have been re-grouped wherever necessary

ASSETS (₹ mln)	Dec 31, 2019	Dec 31, 2020
Non-Current Assets:		
Property, plant and equipment	1,522.74	1,408.76
Capital work-in-progress	38.23	34.00
Intangible assets	50.97	63.30
Non-current financial assets		
Investments in MF ,Tax-Free Bonds & others	348.32	174.04
Loan and Security Deposits	3.81	3.82
Bank Balances	3.92	3.40
Deferred tax assets (net)	45.87	12.49
Other non current assets	86.89	213.77
Total Non-Current Assets	2,100.75	1,913.58
Current assets:		
Inventories	45.60	32.88
Investment in Mutual Fund	2,675.92	3,945.08
Trade and other receivables	1,218.56	1,151.87
Bank Balances & Cash and Cash Equivalents	108.44	132.97
Investment in Fixed Deposit	923.00	576.63
Loan and security deposits	8.11	7.03
Interest accrued on FDR and Tax-Free Bonds	45.56	12.24
Other Current assets	89.04	44.70
Total Current Assets	5,114.23	5,903.40
Total Assets	7,214.98	7,816.98

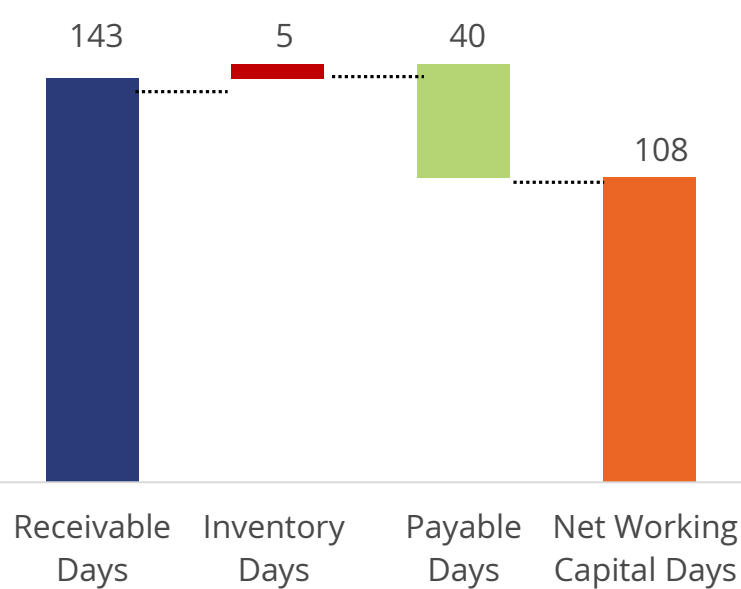
Standalone Balance Sheet

EQUITY AND LIABILITIES (₹ mln)	Dec 31, 2019	Dec 31, 2020
Share Holder's Funds:		
Equity Share Capital	642.03	642.05
Share application money pending allotment	-	-
Reserves and Surplus	6,088.47	6,512.10
Total Shareholder Funds	6,730.50	7,154.15
Non-Current Liabilities		
Net employee defined benefit liabilities	4.54	3.47
Other Non Current Liabilities	19.63	-
Total Non-Current Liabilities	24.17	3.47
Current Liabilities:		
Trade and Other Payables	339.73	490.83
Other Financial Liabilities	24.92	30.56
Other Current Liabilities	122.83	133.77
Net employee defined benefit liabilities	18.04	25.59
Current tax liabilities (Net)	13.03	13.91
Total Current Liabilities	518.55	694.66
Total Equity & Liabilities	7,273.22	7,852.28

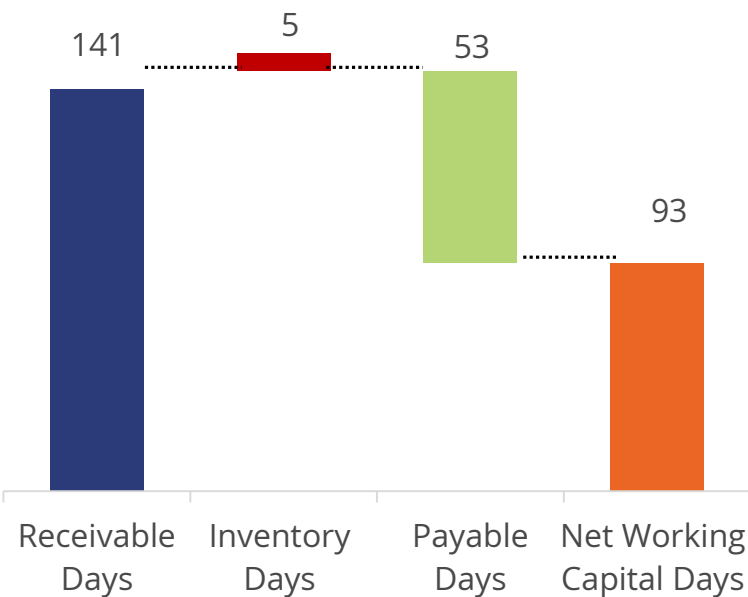
ASSETS (₹ mln)	Dec 31, 2019	Dec 31, 2020
Non-Current Assets:		
Property, plant and equipment	1,522.46	1,408.53
Capital work-in-progress	38.23	34.00
Intangible assets	50.78	63.12
Non-current financial assets		
Investments in MF, Tax-Free Bonds, Subsidiaries & others	465.51	296.32
Loan and Security Deposits	3.81	3.82
Bank Balances	3.92	3.40
Deferred tax assets (net)	45.87	12.49
Other non current assets	86.89	213.77
Total Non-Current Assets	2,217.47	2,035.45
Current assets:		
Inventories	41.04	32.66
Investment in Mutual Fund	2,675.92	3,945.08
Trade and other receivables	1,221.21	1,132.78
Bank Balances & Cash and Cash Equivalents	53.34	66.61
Investment in Fixed Deposit	923.00	576.63
Loan and security deposits	7.49	6.95
Interest accrued on FDR and Tax-Free Bonds	45.56	12.24
Other Current assets	88.19	43.88
Total Current Assets	5,055.75	5,816.83
Total Assets	7,273.22	7,852.28

NOTE: Certain figures have been re-grouped wherever necessary

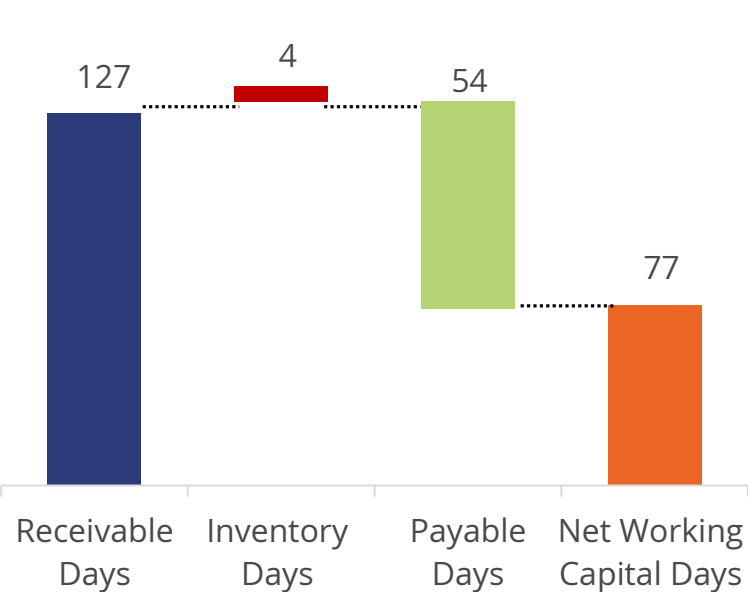
At the end of December, 2019*



At the end of September, 2020**



At the end of December, 2020*



Note*

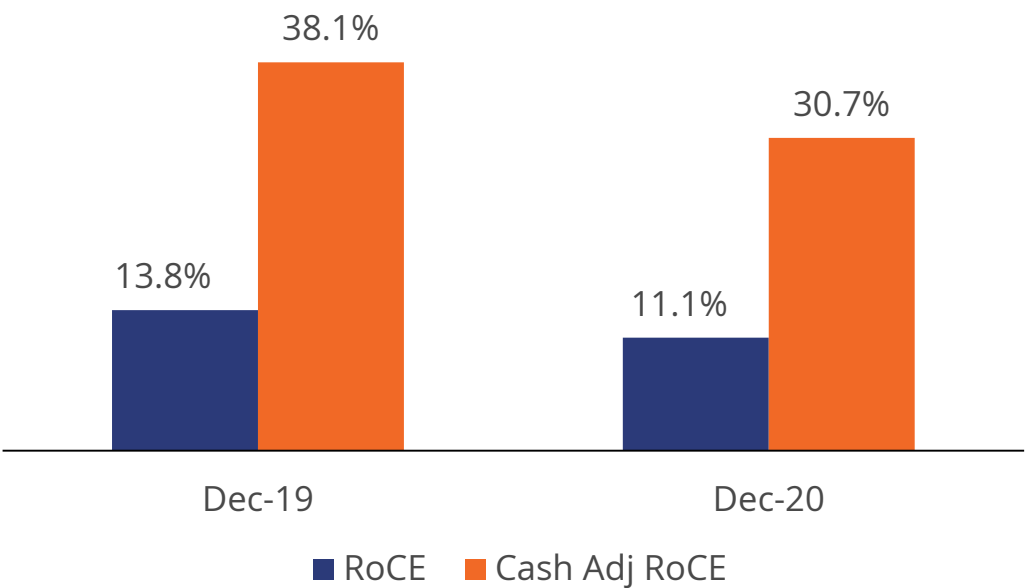
Receivable Days = [(Debtors/ Sales) X (275 days)]
Inventory Days = [(Inventory/Sales) X (275 days)]
Payable Days = [(Creditor/Sales) X (275 days)]

Note**

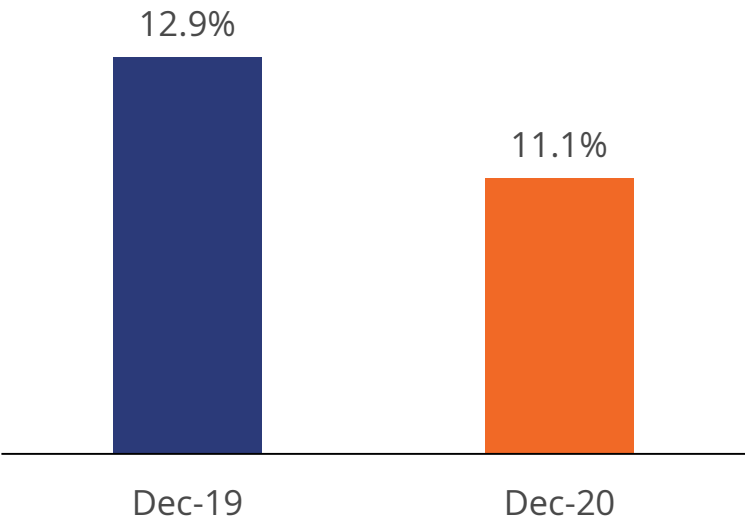
Receivable Days = [(Debtors/ Sales) X (183 days)]
Inventory Days = [(Inventory/Sales) X (183 days)]
Payable Days = [(Creditor/Sales) X (183 days)]

Calculation is based on net revenues before adjusting for sales incentives

Return on Capital Employed*



Return on Equity*



- Company is continuously evaluating strategic inorganic opportunities to invest across the cybersecurity ecosystem
- Till such time the company invests its surplus cash in mutual funds, tax free-bonds and fixed deposits

RoCE = EBIT / Avg. Capital Employed (Equity + Debt)
Cash Adj. RoCE = EBIT / Avg. Cash Adj. Capital Employed (Equity + Debt – Cash & Cash Equivalents)

ROE = PAT / Avg. Equity

* Calculated on trailing 12 months basis

Thank You

Chief Financial Officer

Mr. Nitin Kulkarni

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+91-20-66813232

Company Secretary

Mr. Srinivas Anasingaraju

cs@quickheal.co.in

+91-20-66813232

CIN No: L72200MH1995PLC091408

www.quickheal.co.in

Products Sold in following countries

- Italy
- Nigeria
- UAE
- Kenya
- Philippines
- Colombia
- Sri Lanka
- Singapore
- Congo
- Bangladesh
- Thailand
- Peru
- Australia
- Mexico
- Hong Kong
- Mauritius
- South Africa
- Jordan
- Malaysia
- Gambia
- Venezuela
- USA
- Guinea
- New Zealand
- Cambodia
- Ecuador
- Chile
- South Korea
- Paraguay
- Saudi Arabia
- Turkey
- Aruba
- Ghana
- Tanzania
- Canada
- Panama
- Myanmar
- Honduras
- Rwanda
- Germany
- Malta
- Uganda
- El Salvador
- Croatia
- Nicaragua
- Zambia
- Poland
- Netherlands

Sales & Support offices across India

- Chandigarh
- New Delhi
- Jaipur
- Lucknow
- Patna
- Guwahati
- Ahmedabad
- Indore
- Surat
- Nashik
- Nagpur
- Mumbai
- Pune
- Aurangabad
- Kolhapur
- Raipur
- Kolkata
- Bhubaneswar
- Hyderabad
- Bangalore
- Chennai
- Kochi



Independent Auditor's Review Report on Consolidated Unaudited Quarterly and year to date financial results of the Group pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

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

1. We have reviewed the accompanying statement of consolidated unaudited 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 December 31, 2020 and the year to-date results for the period from April 1, 2020 to December 31, 2020 ('the Statement'), 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 Regulation').
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' ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India. 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. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review 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 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 SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:

Sr. No	Name of the Company	Relationship with the Holding Company
1	Quick Heal Technologies Japan K.K.	Wholly Owned Subsidiary
2	Quick Heal Technologies America Inc.	Wholly Owned Subsidiary
3	Quick Heal Technologies Africa Limited	Wholly Owned Subsidiary
4	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, prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement.



MSKA

& Associates

Chartered Accountants

6. The consolidated unaudited financial results include the interim financial results of 4 subsidiaries which have not been reviewed by their auditors, whose interim financial results reflect total revenue of Rs. 12.93 million and Rs. 38.20 million, total net profit after tax of Rs. 7.19 million and Rs. 4.72 million and total comprehensive income of Rs. Rs. 7.19 million and Rs. 4.72 million for the quarter ended December 31, 2020 and for the period from April 1, 2020 to December 31, 2020, respectively, as considered in the consolidated unaudited financial results. According to the information and explanations given to us by the Management, these interim financial results are not material to the Group.

Our conclusion on the Statement is not modified in respect of the above matter.

For MSKA & Associates

Chartered Accountants

ICAI Firm Registration No.105047W



Nitin Manohar Juman

Partner

Membership No.: 111700

UDIN: 21111700AAAAAS1423



Place: Pune

Date: February 03, 2021

Independent Auditor's Review Report on unaudited quarterly and year to date financial results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

The Board of Directors

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 December 31, 2020 and the year to-date results for the period April 1, 2020 to December 31, 2020 ('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 Regulation').
2. This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 'Interim Financial Reporting', prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India. 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. This standard requires that we plan and perform the review to obtain moderate assurance as to whether financial results are free of material misstatements. A review 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 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.



MSKA

& Associates

Chartered Accountants

4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited standalone financial results prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement.

For MSKA & Associates

Chartered Accountants

ICAI Firm Registration No.105047W

Nitin Manohar Juman

Partner

Membership No.: 111700

UDIN: 21111700AAAAAR7498



Place: Pune

Date: February 03, 2021