

# SECURING THE **DIGITAL WORLD** THROUGH INNOVATIVE SOLUTIONS



# Read between the pages

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### Disclaimer

This document contains statements about expected future events and financials of Quick Heal Technologies Limited which are forward-looking. By their nature, forward-looking statements require The Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred in the Management's Discussion and Analysis of this annual report.

# Financial Highlights 2017-18

6% ↑

Revenues from ₹3,000 Million  
in 2016-17 to ₹3,183 Million  
in 2017-18

33% ↑

EBIDTA from ₹901 Million  
in 2016-17 to ₹1,203 Million  
in 2017-18

56% ↑

PAT from ₹532 Million  
in 2016-17 to ₹830 Million  
in 2017-18

776 bps ↑

EBIDTA margins from 30.1% in  
2016-17 to 37.8% in 2017-18

834 bps ↑

PAT margins from 17.7% in  
2016-17 to 26.1% in 2017-18

2,120 bps ↑

Returns on Capital Employed  
from 13.5% in 2016-17 to  
34.7% in 2017-18

## Investor information

Market Capitalisation

₹ 1,869.51  
Crores

as on March 31, 2018

Shareholding structure:

72.50%

Promoter and  
Promoter Group

NSE Symbol:

QUICKHEAL

BSE Code:

539678

Bloomberg Code:

QUICKHEA:IN

8.14%

Institution

19.36%

Public

Scan to view the report online:



Or visit: [www.quickheal.co.in/investors/  
financial-information#annualResults](http://www.quickheal.co.in/investors/financial-information#annualResults)



# Over 20 years of securing the digital world through innovative solutions

An increasingly connected world makes life easier. Services are available at a click. Everything right from bank transactions, tax filings, shopping, government procedures to school enrolment is getting online today. With technology becoming a part of our daily lives, the way we live, interact and behave with our surroundings is drastically changing. Our fast-paced lives are getting exponentially dependant on digital services.

But, these comforts come with their own set of risks of exposing the personal and sensitive data to cyber criminals.

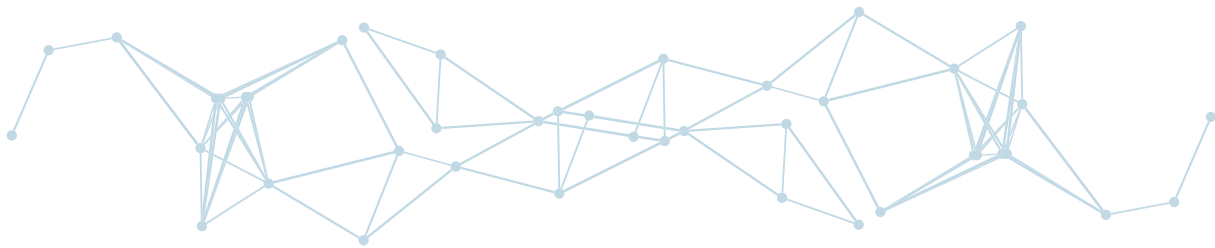
Businesses, Government and Individuals are constantly being exposed to potentially catastrophic cyber threats and vulnerabilities on various platforms in more ways than one, and, at an alarmingly rapid pace.

The rise in the number of advanced cyberattacks like Ransomware and Crpytojacking proves that cybercrime is getting worryingly challenging with every passing day. It is only imperative for every business and individual to be vigilant about the information shared and the data stored online. Today, cybersecurity and data protection have become the pressing need of the hour.

In line with our vision to secure the digital world, we, at Quick Heal Technologies Limited, develop innovative security and data protection solutions for individuals, businesses and government that empower them to secure their digital journey.



Today,  
cybersecurity  
and data protection have  
become the pressing  
need of the hour.



# Quick Heal Technologies Limited - trusted by millions of customers

Established in 1995, Quick Heal Technologies Limited (Quick Heal Technologies or the Company) is amongst the leading IT Security products and solutions company. The Company provides innovative, most preferred and valued IT security solutions, services and knowledge. We aim at protecting information and interactions on various networks, devices and platforms globally while building a healthy business and organisation.

As a customer-centric, relationship-driven organisation, Quick Heal Technologies focuses on providing easily deployable and trustworthy IT security and data protection solutions for defending against advanced cyber-attacks. The Company's proprietary technology, high-quality, feature-rich products and solutions - offered under the brands Quick Heal and Seqrite - nurture the IT security requirements of Retail and Enterprise & Government segments respectively.

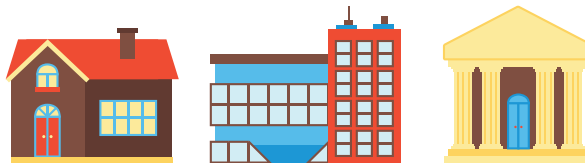
Our superior and user-friendly products, secure multiple software platforms - Windows, Mac, Android and Linux across multiple device platforms - Desktops, Laptops, Mobile, Tablets, serving multiple business segments - Home / SOHO, SMB, Enterprise & Government.

**Quick Heal***Security Simplified***SEQRITE**

EMPOWERING BUSINESSES WITH RIGHT IT SECURITY



## Business Segments



Home and SOHO, SME, Government and Enterprise

## Platforms



Laptop, Desktop, Notepad, Mobile and Server

# 1995

Year of inception

# 34%

Market share in retail segment

# 8.4 Million

Active licences

# 30,000

Enterprise customers

# 4

No. of patents in the US



## Vision

To be the trusted  
Global Leader  
in securing the  
digital world

## Mission

- ☁ Secure our customers with our innovative, most-preferred and valued security solutions, services and knowledge
- ☁ Protect information and interactions across networks, devices and things globally
- ☁ Build a healthy business and organisation

# Securing Globally



## Quick Heal Global Offices

01

### INDIA (HO)

Quick Heal Technologies Limited

02

### USA

Quick Heal Technologies America Inc

03

### KENYA

Quick Heal Technologies Africa Limited

04

### UAE

Quick Heal Technologies (MENA) FZE

05

### JAPAN

Quick Heal Japan KK.

## International Partner Locations

Benin

Bangladesh

Austria

Ghana

Japan

France

Gambia

Cambodia

Italy

Kenya

Korea

Netherlands

Malawi

Sri Lanka

Poland

Togo

Myanmar

Australia

Uganda

Malaysia

United Arab Emirates

South Africa

Nepal

Iran

Zambia

Philippines

United States

Zimbabwe

Vietnam

Venezuela

# Success milestones over the last two decades

