

SECURING THE
DIGITAL WORLD THROUGH
INNOVATIVE SOLUTIONS



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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.

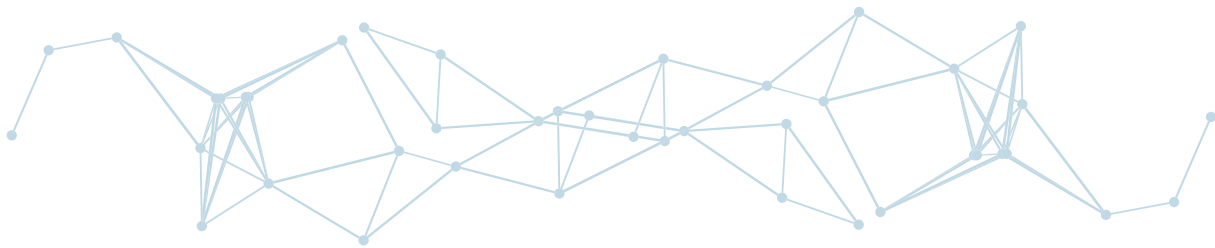
Businesses, Government and Individuals are constantly being exposed to potentially catastrophic cyber threats and vulnerabilities on various platforms in more ways than one, and, at an alarmingly rapid pace.

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.

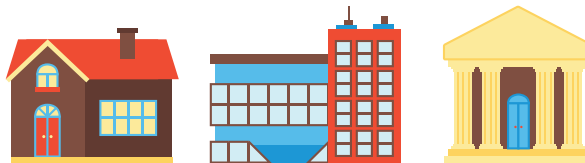
Our superior and user-friendly products, secure multiple software platforms - Windows, Mac, Android and Linux across multiple device platforms - Desktops, Laptops, Mobile, Tablets, serving multiple business segments – Home / SOHO, SMB, Enterprise & Government.

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



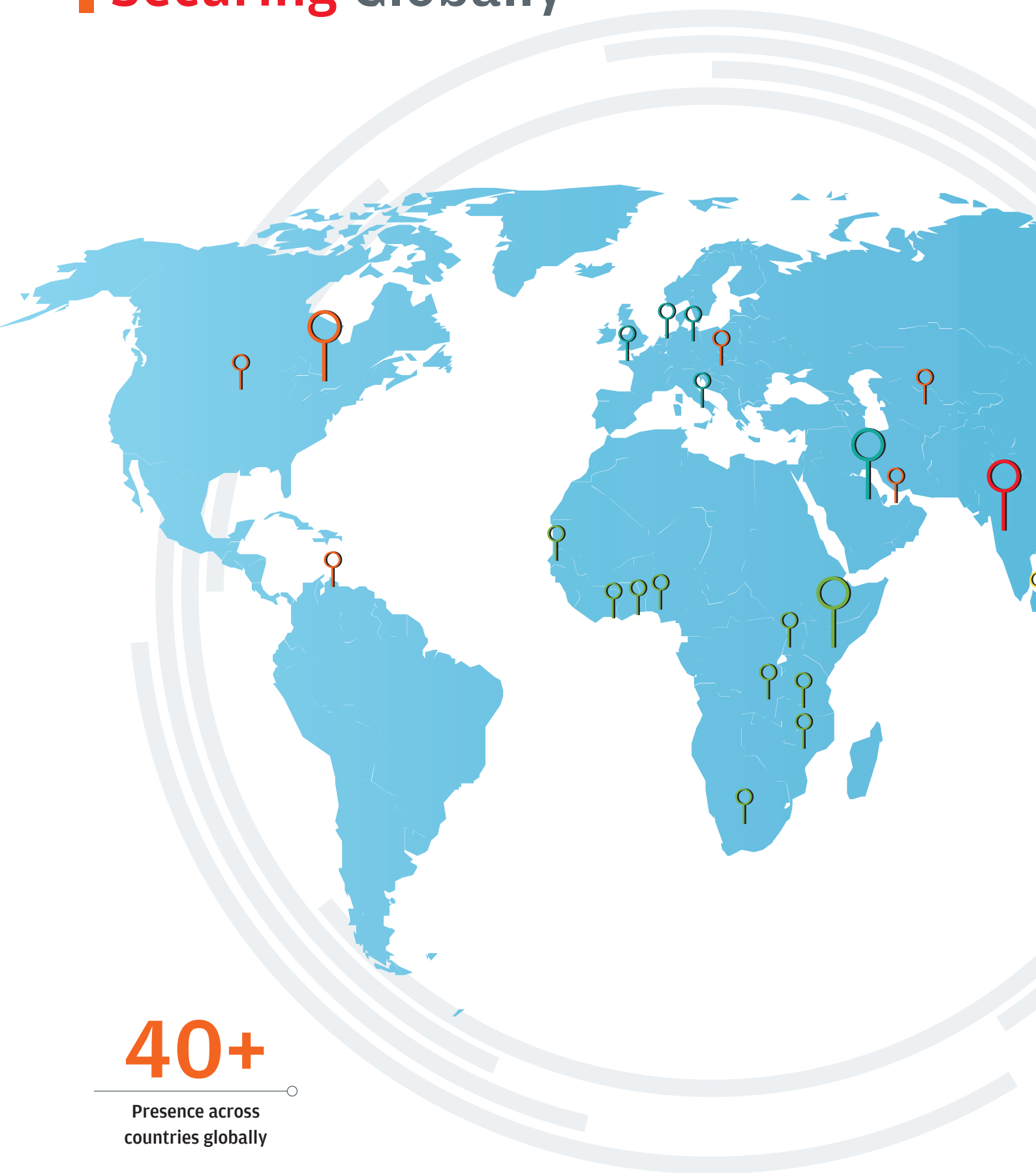
Vision

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



40+

Presence across
countries 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

 Ghana

 Gambia

 Kenya

 Malawi

 Togo

 Uganda

 South Africa

 Zambia

 Zimbabwe

 Bangladesh

 Japan

 Cambodia

 Korea

 Sri Lanka

 Myanmar

 Malaysia

 Nepal

 Philippines

 Vietnam

 Austria

 France

 Italy

 Netherlands

 Poland

 Australia

 United Arab Emirates

 Iran

 United States

 Venezuela

Success milestones over the last two decades

