

25th Annual Report FY 2019-20



# THE POWER OF 'TWO'

PARTNERING. SECURING. ENDURING.

# ACROSS THE PAGES

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Please find our online version at  
<https://www.quickheal.co.in/investors/financial-information#annualResults>

Or simply scan to download



## Investor information

● Market Capitalisation as : ₹ 5,217 Million at March 31, 2020	(As per BSE data)
● BSE Code	: 539678
● NSE Symbol	: QUICKHEAL
● Bloomberg Code	: QUICKHEA:IN
● Dividend Declared and Paid	: ₹ 4 per share (Interim Dividend)
● AGM Date	: August 11, 2020
● AGM Mode	: Through Video Conferencing (VC) / Other Audio Visual Means (OAVM)

### 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 to in the Management Discussion and Analysis of this Annual Report.



# FINANCIAL HIGHLIGHTS

## 2019-20

₹ 2,861 Million+

Revenue in 2019-20

₹ 914 Million

EBITDA in 2019-20

₹ 744 Million

PAT in 2019-20

9.7%

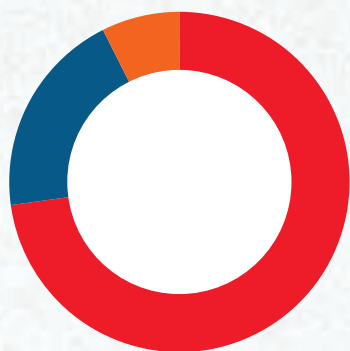
Return on Capital Employed  
in 2019-20

10.4%

Return on Equity in 2019-20

Note: The above figures are on consolidated basis

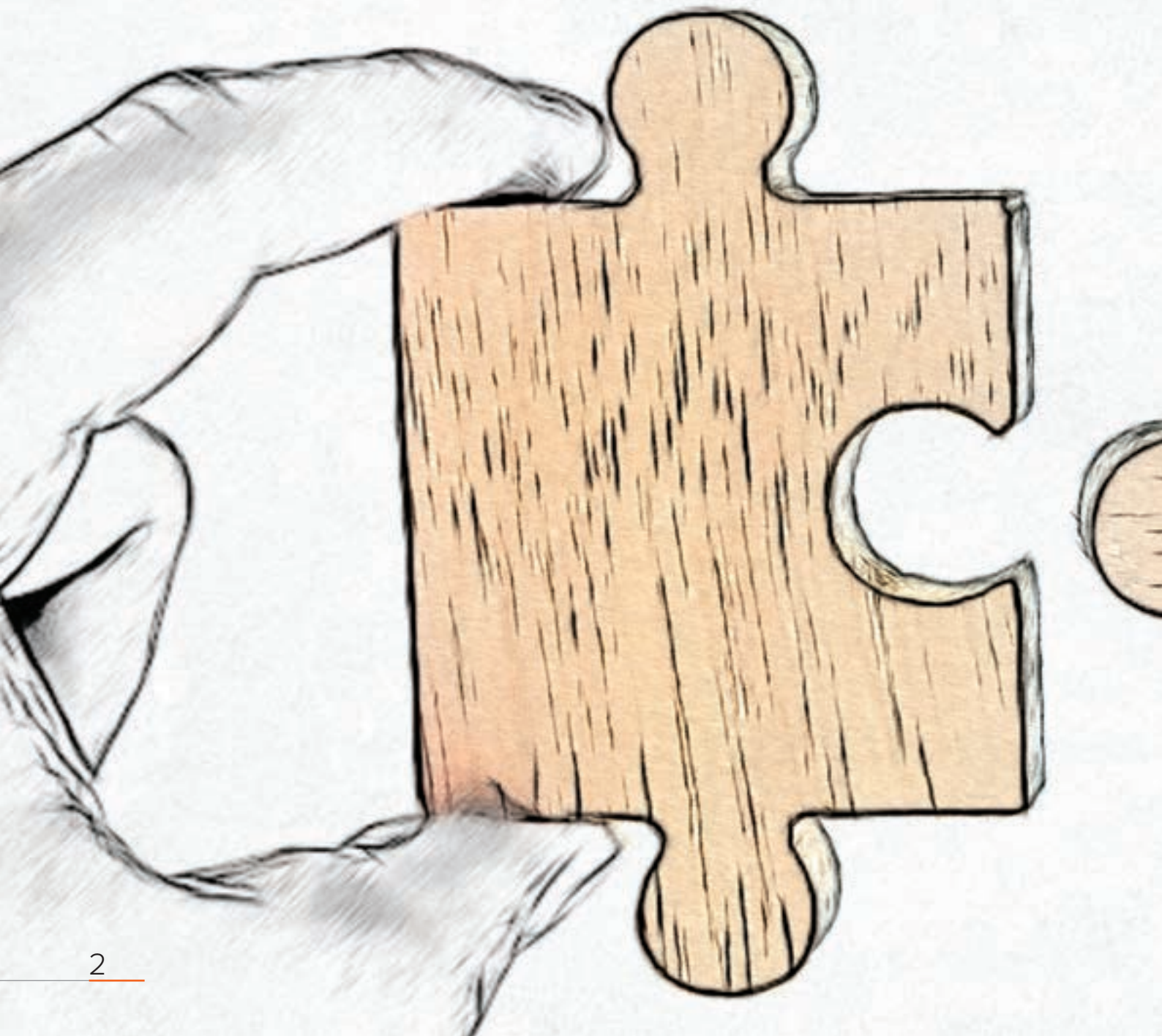
### Shareholding Structure



● Promoter and promoter group	72.83%
● Public	19.76%
● Institutions	7.41%



# THE POWER OF 'TWO' NEEDS NO SPECIAL INTRODUCTION.





We are familiar with the strong forces at play, when two entities, two points of view or two people come together to create something.

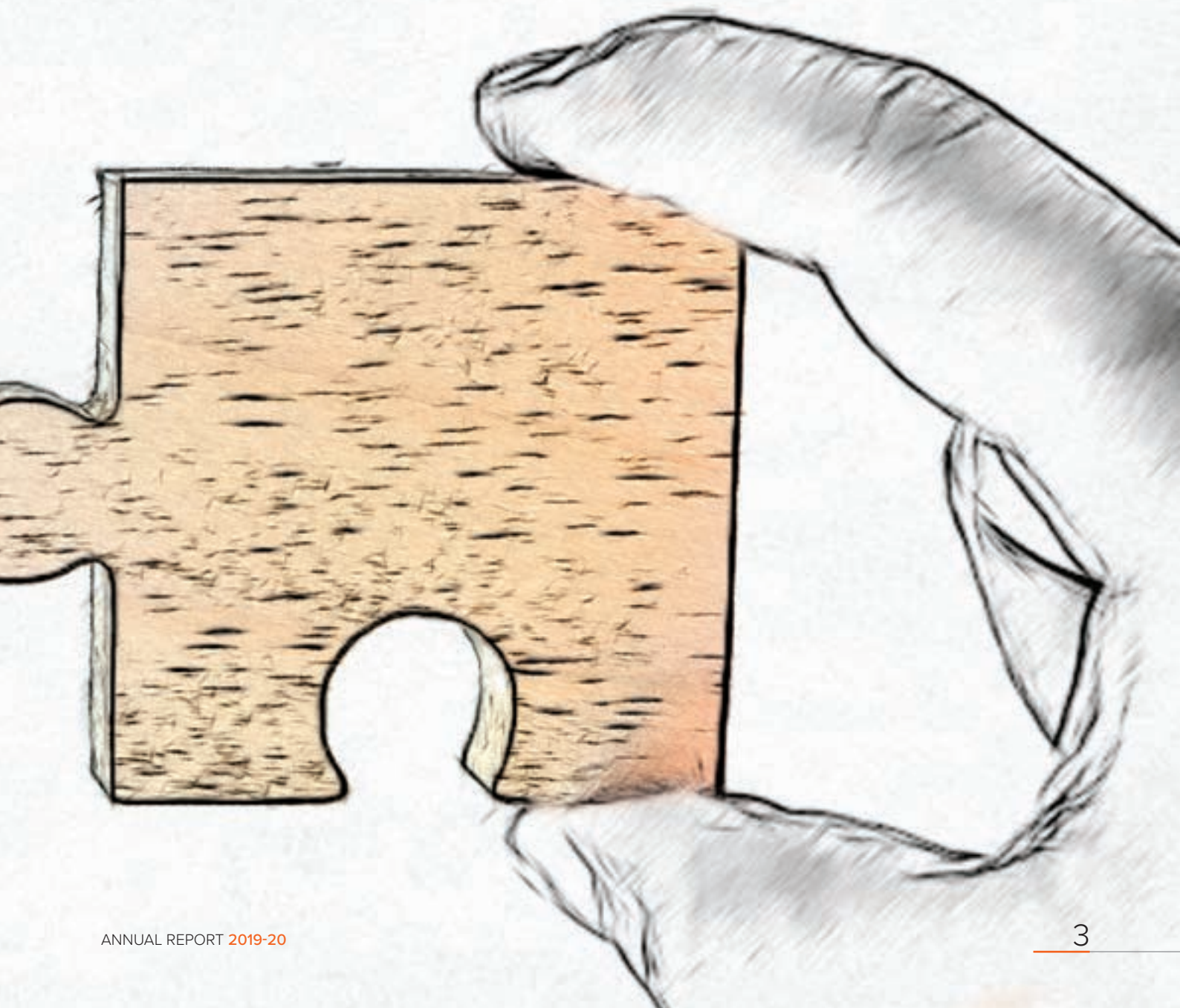
In common parlance, it is often referred to as **'The Power of Two'** or **'Partnerships'**.

This power compliments diverse thinking & skills to metamorphosise into **stronger ideas** and penchant to challenge existing norms in order to create **positive outcomes**.

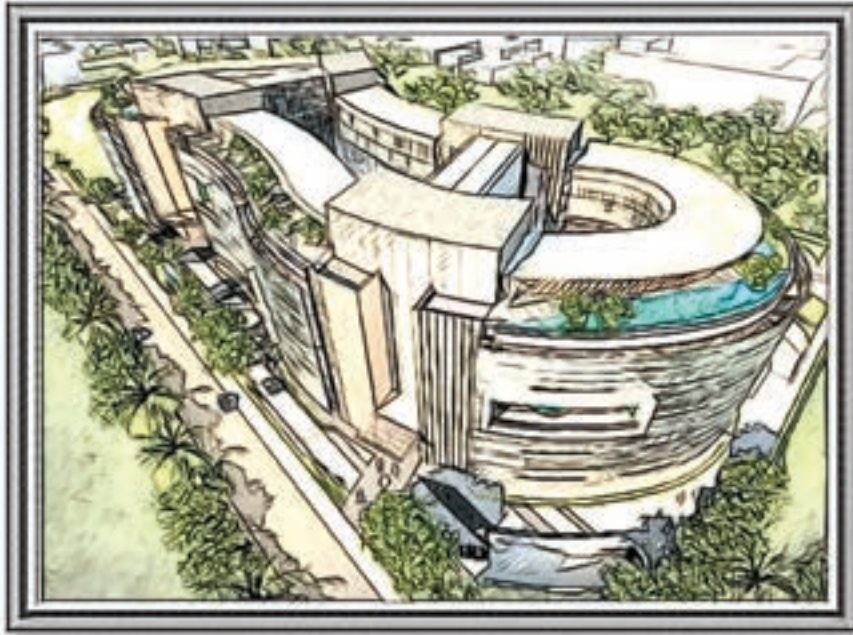
Be it the Wright brothers who changed the way we travel, Larry Page and Sergey Brin of Google who changed the landscape of modern Internet for us or be it Richard and Maurice McDonald of McDonald's who have completely revolutionised the fast food industry. The list is endless.

History is witness to the many marvels created by **'The Power of Two'**. However the unifying thread in all these **'partnerships'** is the kindred spirit to bring about change and making a paradigm shift. The undying passion of bringing their ideas to fruition despite all hurdles defines their innate character.

So what does it take to foster a strong partnership? Is it only the bond that the two people share, or is it more? Let's explore...









## THE POWER OF 'TWO'

# MORE THAN JUST HARBOURING A COMMON IDEA:

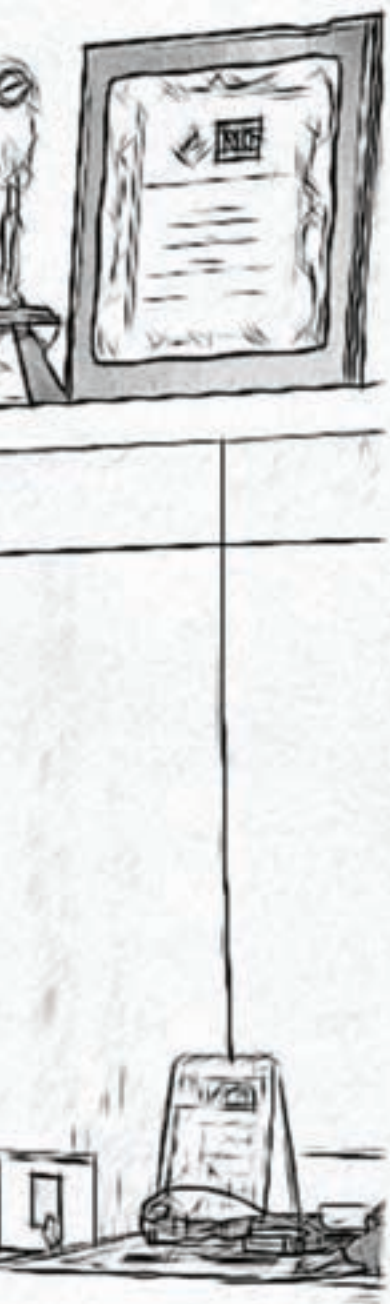
## The story of Kailash Katkar and Sanjay Katkar

When two people, irrespective of their personal backgrounds, come together with a shared passion and a belief that they can change the world, it's only then the magical power of two comes to play. It definitely takes more than just harbouring a common idea.

The story of Kailash Katkar and Sanjay Katkar of Quick Heal is not very different either. Two brothers from a humble background have created new space for cybersecurity in the Indian IT space. They are known as the pioneers of the Indian cybersecurity landscape, who have not only created great products but also have made Quick Heal a household name. They have fought against all odds and stood headstrong in their belief and they continue to do so.

Today, Quick Heal can boast of being the first Indian cybersecurity product company to be listed on the Bombay Stock Exchange and National Stock Exchange with a solid international footprint.

The journey of the Katkar brothers was besotted with hurdles. It wasn't a fairy tale. The 'Power of Two' was very clearly at work which helped them overcome their hurdles. Quick Heal would not have been what it is today, had it not been for Kailash's sharp business acumen coupled with Sanjay's technology expertise. The best the two have come together to create the best form of the two – Quick Heal.





# QUICK HEAL INTRODUCTION

Quick Heal is one of the leading cybersecurity products & solutions company founded in 1995. With over two decades of experience, the Company has consistently catered the industry needs and customer requirements through continuous innovations and customised solutions. In doing so, it has further built a strong talent pool that is well versed in cybersecurity and has helped us configure solutions to secure businesses of all hues, critical infrastructure and consumer across the globe. The Company today boasts of millions of customers in the retail segment making Quick Heal the country's most trusted and leading retail antivirus brand. Seqrite offers next gen cybersecurity solutions for SMB and enterprises.





Quick Heal offers 11 variants across its antivirus portfolio serving multiple use cases in the retail segment. In the enterprise segment, Seqrite is expanding its portfolio that include Endpoint Security (on-premise and Cloud variants), Enterprise Mobility Management and Networks & Server Security.

25+

Years of innovation in the cybersecurity industry

40+ Countries

Global presence



## 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 across networks, devices and things globally
- Build a healthy business and organisation





## THE POWER OF 'TWO'

# The Wright Brothers: Wilbur and Orville Wright

### Inventors and pioneers of aviation.

#### The idea

Milton Wright (father of Wilbur and Orville Wright) was a bishop in the Church of the United Brethren in Christ. His preaching took him on the road frequently, and he often brought back small toys for his children. In 1878, he brought back a small model helicopter for his boys. It was made of cork, bamboo and paper, and powered by a rubber band to twirl its blades. Fascinated by the toy and its mechanics, a lifelong love of aeronautics and flying was developed for the Wright Brothers.

#### Earlier days

Wilbur was academically strong and had planned to attend Yale University after high school. However he met with an accident while playing ice hockey in the winter of 1885-86. The incident plagued him into depression and changed his life forever.

#### Converting interest into invention

The Wright brothers had a common interest in working on mechanical projects and kept update with scientific developments. One such area of interest was the work of Otto Lilienthal, the German aviator. Post the death of Otto Lilienthal, the brothers took it upon themselves to design wings for flight. And the rest, as they say, is history. Their passion led them to emulate birds and develop a concept of wing warping. It eventually led to the first free and power-driven controlled flight, heavier than the air plane. On December 17, 1903 the Wright Brothers flew their plane for 59 seconds at 852 feet, an extraordinary development.

