

Quick Heal Tech plans to focus on enterprise security for growth

Over the coming few quarters, the company expects to grow faster than the expected industry growth rate of 15-20%.



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Quick Heal Technologies, a cybersecurity firm based in Pune, is shifting its focus toward enterprise security. The company's CEO, Vishal Salvi, discussed the growth strategy in an interview with *CNBC-TV18*.

"We have been focusing significantly on enterprise security for the last three to four years. Now, 40% of our business is in this area, which is a big shift because enterprise security is where we see the most growth in cybersecurity," he said.

About three years ago, enterprise security made up only 20% of Quick Heal's revenue. Now it's 40%.

Salvi expects the company to grow faster than the expected market growth rate of 15-20% in the coming quarters.

Quick Heal has introduced several new cybersecurity products aimed at mid-sized and large businesses. It is confident that these products will perform well.

Another goal is to move from serving mainly small businesses to also targeting mid-sized and larger companies, he said.

Quick Heal was recently appointed as a member of the US Artificial Intelligence Safety Institute Consortium, making it the only Indian cybersecurity firm in the group.

Salvi highlighted the importance of AI in their future plans.

AI, he believes, is an essential tool for the survival of digital businesses in future. It also offers significant opportunities to enhance cybersecurity by optimising processes and making products easier to use.

This helps in effectively addressing cybersecurity challenges and protecting enterprises from threats.



The company, which has a market capitalisation of ₹2,882.83 crore, has seen its shares gain 237% over the last year.