Avast Platform

1. Global Leader with a Strong Brand Awareness
   - 435M+ Active Users
   - Top Websites Ranking in Computer Security

2. Leading Consumer Platform with Distinctive Ability to Market to Consumers
   - Up-selling
   - Indirect Monetization
   - Cross-selling

3. Differentiated Technology with Three Decades of Innovation
   - Next-Gen Security Engine
   - Machine Learning Technology
   - ~390TB
   - ~1.5Bn Prevented Attacks / Month

4. Diversified Product Offering and Increasing Customer Monetization
   - Billings (%): 2015: 44%, 2018: 56%
   - ~$14.5Bn to ~$21Bn

5. Large, Attractive and Growing Global Market
   - ~10% CAGR

6. Highly Attractive Financial Profile
   - 1. Large recurring revenue base
   - 2. High revenue visibility
   - 3. Growing top line with margin expansion
   - 4. Strong cash flow generation

A Comprehensive Set of Solutions

- **Consumer Direct**: 84% (1) of Adj. Billings
  - Premium Antivirus
  - Utilities
  - Passwords
  - Family Shield
  - AntiTrack
  - Analytics

- **Consumer Indirect**: 11% (1) of Adj. Billings
  - Distribution and Advertising
  - Secure Browsing and Commerce
  - Search Plugins & Browser Cleanup

- **SMB**: 5% (1) Adj. Billings
  - Endpoint Protection Solutions
  - Network Security solutions

Scale and Quality

- 435M+ Active Users
- 12M+ PC Customers
- ~1,800 Employees
- 165 Granted patents
- 50% Employees in R&D
- Prague Headquarters
- 27 Offices Worldwide
- 45m Average monthly attacked devices protected by Avast

(1) Share on H1 2019 Adj. Billings excl. discontinued business
## Financial Overview

### Historical Adj. Billings Performance ($M) \(^{1,2,3}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>H1 2018</th>
<th>H1 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billings</td>
<td>745</td>
<td>811</td>
<td>862</td>
<td>430</td>
<td>460</td>
</tr>
</tbody>
</table>

\(10\% \text{ CAGR}\)

### Historical Adj. Revenue Performance ($M) \(^{1,2,3}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>H1 2018</th>
<th>H1 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>737</td>
<td>780</td>
<td>827</td>
<td>403</td>
<td>427</td>
</tr>
</tbody>
</table>

\(8\% \text{ CAGR}\)

### Historical Adj. EBITDA Performance ($M) \(^{1,3}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>H1 2018</th>
<th>H1 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>345</td>
<td>419</td>
<td>448</td>
<td>222</td>
<td>237</td>
</tr>
</tbody>
</table>

\(47\% \text{ Adj. EBITDA Margin}\)

### Historical uFCF Performance($M) \(^{1,4}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>H1 2018</th>
<th>H1 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>uFCF</td>
<td>320</td>
<td>346</td>
<td>394</td>
<td>192</td>
<td>230</td>
</tr>
</tbody>
</table>

\(91\% \text{ uFCF Conversion}\)

### Half Year Results 2019

- +9.2\% \(^{5}\) revenue growth
- +12.5\% billings growth
- Customers up to 12.41m, adding 223k new customers since 2018 year-end
- Adj. EBITDA margin of 55.4\% \(^{6}\)

#### Cash generation remained strong

- Unlevered free cash flow +20\% to $230m
- Adj. diluted EPS +7.2\% at $0.15 per share
- IoT solutions launched

### Q3 2019 Trading Update (October)

- +9.0\% revenue growth
- Adj. EBITDA +8.7\% to $121.9m
- Adj. EBITDA margin YTD maintained at 55.4\%

#### Net debt / LTM Adj. EBITDA at 1.9x

- Full year 2019 guidance reaffirmed

### Management guidance for 2019

#### Adjusted Revenue Growth (Constant Currency)

- Consumer Direct Desktop expected to grow low-double digit
- Consumer Direct Mobile expected to decline mid-single digit
- Consumer Indirect expected to increase double digit excl. db
- Discontinued Business expected to wind down in 2020
- SMB to decline mid single-digit

#### Profitability

- Broadly flat Adjusted EBITDA margin\(^7\) in 2019

#### Leverage

- Net Debt / LTM Adjusted EBITDA at 1.9x as of 30 Sept 19
- Medium term net leverage floor of 1.5x

#### Dividend

- Target dividend payout ratio of approx. 40\% of Levered Free Cash Flow

### Notes:

1. 2016 represents Aggregated Avast AVG Information
3. CAGR for 2016-2018 excludes Piriform. Discontinued Business and realized cost synergies from AVG. For illustrative purposes only, contribution from Discontinued Business to Adj. EBITDA is assumed at 100%.
4. uFCF Conversion defined as uFCF / Adj. Cash EBITDA
5. Growth figure excluding the discontinued business, disposal of Managed Workplace, and the impact of FX. FX impact calculated by restating 2019 actuals to 2018 FX rates
6. Favorable impact of IFRS 16 adoption on EBITDA margin is 1% point
7. Excluding the impact of IFRS 16