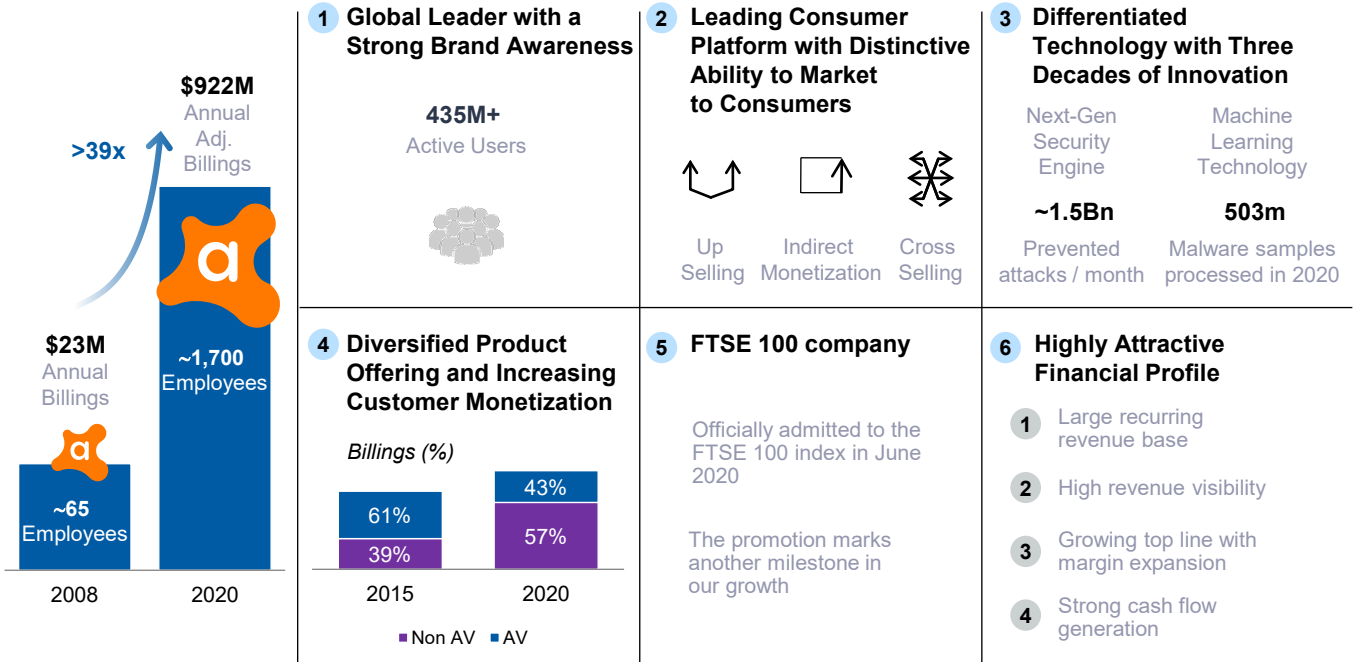
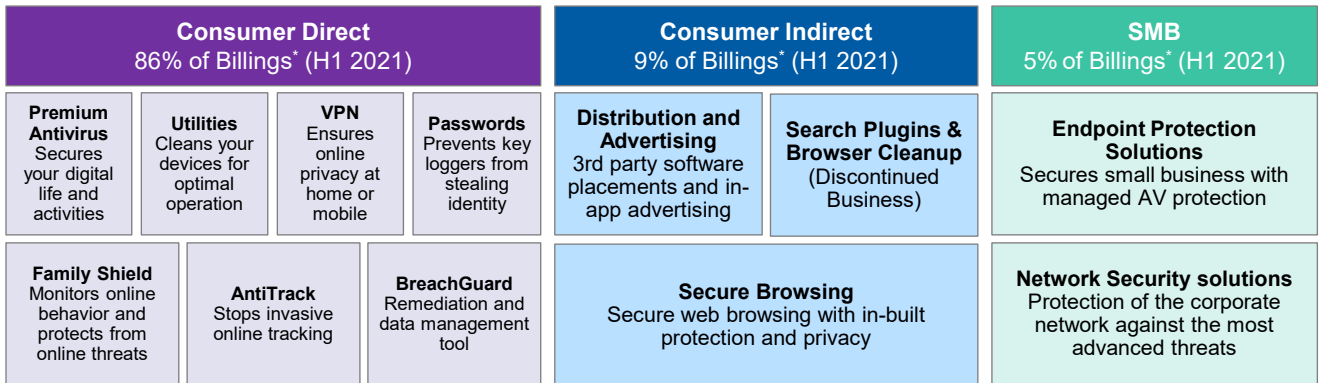


## Avast Platform



## A Comprehensive Set of Solutions



## Scale and Quality

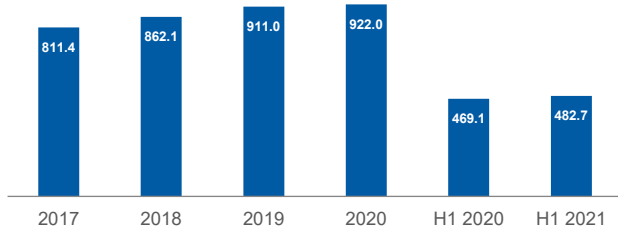


**Notes:**

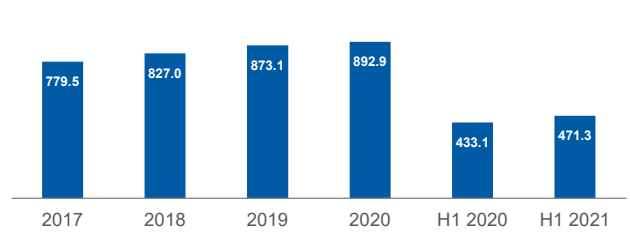
\* Percentage of total Group excluding acquisitions, business disposals and discontinued business, numbers rounded to the nearest whole number

# Financial Overview

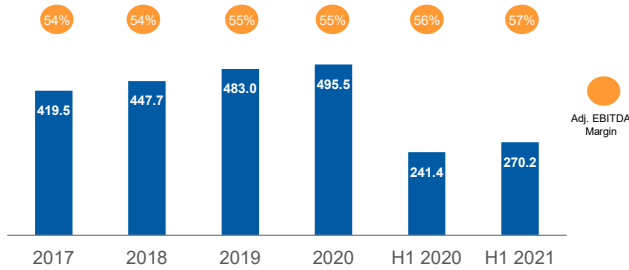
### Historical Adj. Billings Performance (\$M)



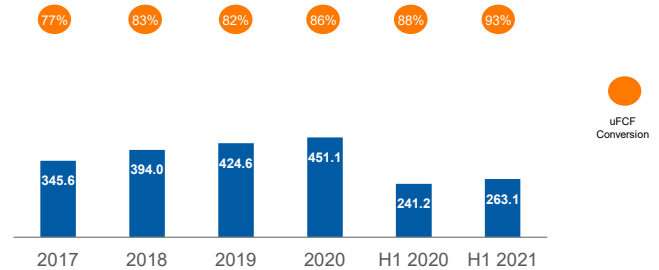
### Historical Adj. Revenue Performance (\$M)



### Historical Adj. EBITDA Performance (\$M)



### Historical uFCF Performance (\$M) (\*\*)



## Full Year Results 2020

+7.9% organic<sup>(\*)</sup> revenue growth

Adj. EBITDA +2.6% to \$495.5m

Adj. EBITDA margin 55.5%

Net debt / LTM Adj. EBITDA at 1.5x

Desktop customers increased strongly by 7.9%, to 13.6m

Continued successful execution on the global growth strategy, with increases in customer numbers in both established markets and target underpenetrated countries: US up 6%, Italy up 13%, Mexico up 33%, Brazil up 19%, and Russia up 6%

## Half Year Results 2021

+10.4% organic<sup>(\*)</sup> revenue growth

Adj. EBITDA +11.9% to \$270.2m

Adj. EBITDA margin 57.3%

Net debt / LTM Adj. EBITDA at 1.0x

Consumer Direct customers up 1.5% to 16.72m

Group billings growth is expected to re-accelerate in H2 back to high single-digit growth

## Management guidance for 2021

Revenue Growth  
(Constant Currency)

**Group organic revenue growth: upper end of 6 – 8 percent range**

- Consumer Direct: upper end of high single-digit growth
- Consumer Indirect: mid single-digit decline
- SMB: mid single-digit growth

Profitability

- Broadly flat Adjusted EBITDA margin

**Notes:**

\* Organic growth rate excludes the impact of FX, acquisitions, business disposals and discontinued business.

\*\* uFCF Conversion defined as uFCF / Adj. Cash EBITDA.