Avast Overview

A Comprehensive Set of Solutions

Consumer Direct
86% of Billings* (H1 2021)

- Premium Antivirus
  Secures your digital life and activities
- Utilities
  Cleans your devices for optimal operation
- VPN
  Ensures online privacy at home or mobile
- Passwords
  Prevents key loggers from stealing identity

Family Shield
Monitors online behavior and protects from online threats

- AntiTrack
  Stops invasive online tracking
- BreachGuard
  Remediation and data management tool

Secure Browsing
Secure web browsing with in-built protection and privacy

Consumer Indirect
9% of Billings* (H1 2021)

- Distribution and Advertising
  3rd party software placements and in-app advertising

Search Plugins & Browser Cleanup
(Discontinued Business)

SMB
5% of Billings* (H1 2021)

- Endpoint Protection Solutions
  Secures small business with managed AV protection

Network Security solutions
Protection of the corporate network against the most advanced threats

Scale and Quality

435M+ Active Users
~1,700 Employees
1.5bn

- 49% Employees in R&D
- Attacks and over 200m new files blocked each month on average in 2020
- Prague Headquarters
- 18 Offices Worldwide

Notes:
* Percentage of total Group excluding acquisitions, business disposals and discontinued business, numbers rounded to the nearest whole number
## Financial Overview

### Revenue Growth

- **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

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

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>H1 2020</th>
<th>H1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>811.4</td>
<td>862.1</td>
<td>911.0</td>
<td>922.0</td>
<td>469.1</td>
<td>482.7</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>H1 2020</th>
<th>H1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>779.5</td>
<td>827.0</td>
<td>873.1</td>
<td>892.9</td>
<td>433.1</td>
<td>471.3</td>
</tr>
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</table>

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

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>H1 2020</th>
<th>H1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>419.5</td>
<td>447.7</td>
<td>483.0</td>
<td>495.5</td>
<td>241.4</td>
<td>270.2</td>
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</table>

### Historical uFCF Performance ($M)

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>H1 2020</th>
<th>H1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>345.6</td>
<td>394.0</td>
<td>424.6</td>
<td>451.1</td>
<td>241.2</td>
<td>263.5</td>
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</tbody>
</table>

### Notes:

* Organic growth rate excludes the impact of FX, acquisitions, business disposals and discontinued business.
** uFCF Conversion defined as uFCF / Adj. Cash EBITDA.