Avast platform

A comprehensive set of solutions

Scale and quality

Avast Overview

- Employees: ∼1,700
- Annual Billings: $23M
- Employees: ∼65
- Annual Billings: $23M
- Employees: ∼1,700
- Annual Billings: $922M

1. Strong brand awareness
2. Distinctive marketing ability
3. Differentiated technology
4. Increased monetization
5. FTSE 100 company
6. Attractive financial profile

Avast platform

- $922M Annual adj. Billings
- ~1,700 Employees

Consumer Indirect
9% of Billings* (H1 2021)

- Distribution and Advertising
  3rd party software placements and in-app advertising
- Search Plugins & Browser Cleanup
  (Discontinued Business)
- Secure Browsing
  Secure web browsing with in-built protection and privacy

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

Introduced in September 2021
Available as both a free and paid product
Comprehensive Avast Antivirus protection
Access to Virtual Private Network (VPN)

Avast One, all-in-one security application

- 435M+ Active Users
- 1.5bn attacks and over 200m new files blocked each month on average in 2020

- ~1,700 employees
- 43% employees in R&D

- Prague headquarters
- 18 offices worldwide

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

**Revenue Growth (Constant Currency)**

**Profitability**

Full year results 2020

- **+7.9% organic** revenue growth
- Adj. EBITDA +2.6% to $495.5m
- Adj. EBITDA margin 55.5%
- Net debt / LTM Adj. EBITDA 1.5x

Desktop customers increased strongly by 7.9%, to 13.6m

Half year results 2021

- **+10.4% organic** revenue growth
- Adj. EBITDA +11.9% to $270.2m
- Adj. EBITDA margin 57.3%
- Net debt / LTM Adj. EBITDA 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

**2021 management guidance**

- 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
- 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