## Avast platform

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
<th>Billings</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>~1,700</td>
<td>$23M</td>
</tr>
<tr>
<td>2020</td>
<td>~65</td>
<td>$922M</td>
</tr>
</tbody>
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### Key Metrics
- **Strong brand awareness**: 435M+ active users
- **Distinctive marketing ability**: Up Selling, Indirect Monetization, Cross Selling
- **Differentiated technology**: Next-Gen security engine, Machine learning technology
- **Increased monetization**: Billings (%)
- **FTSE 100 company**: Officially admitted to the FTSE 100 index in June 2020
- **Attractive financial profile**: Large recurring revenue base, High revenue visibility, Growing topline with margin expansion, Strong cashflow generation

### Scale and quality

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
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<tbody>
<tr>
<td>435M+ active users</td>
<td></td>
</tr>
<tr>
<td>~1,700 employees</td>
<td></td>
</tr>
<tr>
<td>1.5bn attacks and over 200m new files blocked each month on average in 2020</td>
<td></td>
</tr>
<tr>
<td>Prague headquarters</td>
<td>18 offices worldwide</td>
</tr>
<tr>
<td>12M+ PC Customers</td>
<td></td>
</tr>
<tr>
<td>49% employees in R&amp;D</td>
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</table>

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

**Avast One, all-in-one security application**

- Introduced in September 2021
- Available as both a free and paid product
- Comprehensive Avast Antivirus protection
- Access to Virtual Private Network (VPN)
- Dark web monitoring
- Tools to help you prevent online tracking
- Tools designed to improve the speed of your PC

#### 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
- **Network Security solutions**: Protection of the corporate network against the most advanced threats

#### SMB
5% of Billings* (H1 2021)
- **Endpoint Protection Solutions**: Secures small business with managed AV protection

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

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

Q3 2021 trading update

+5.6% organic(**) revenue growth  Adj. EBITDA +0.8% to $127.0m  Adj. EBITDA ytd margin 56.4%  Net debt / LTM Adj. EBITDA 0.8x

FY 2021 revenue outlook and adj. EBITDA margin reaffirmed

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

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