



# Avast Story

**Petr Chytil**  
Director, AI and Network Security

Meet Avast



## Protecting your digital life

*Avast is dedicated to creating a world that provides safety and privacy for all. No matter who you are, where you are, or how you connect.*





# Company Snapshot

## Headquarters

Prague, Czech Republic

## Major User Markets

US / Canada, Brazil, India, France,  
Russia, Germany

## Major Revenue Markets

US / Canada, United Kingdom,  
France, Germany, Australia

## Key Financials (FY2018)

\$827M Adjusted Revenue

\$447.7M Adjusted EBITDA

~1,700+ Full-time employees

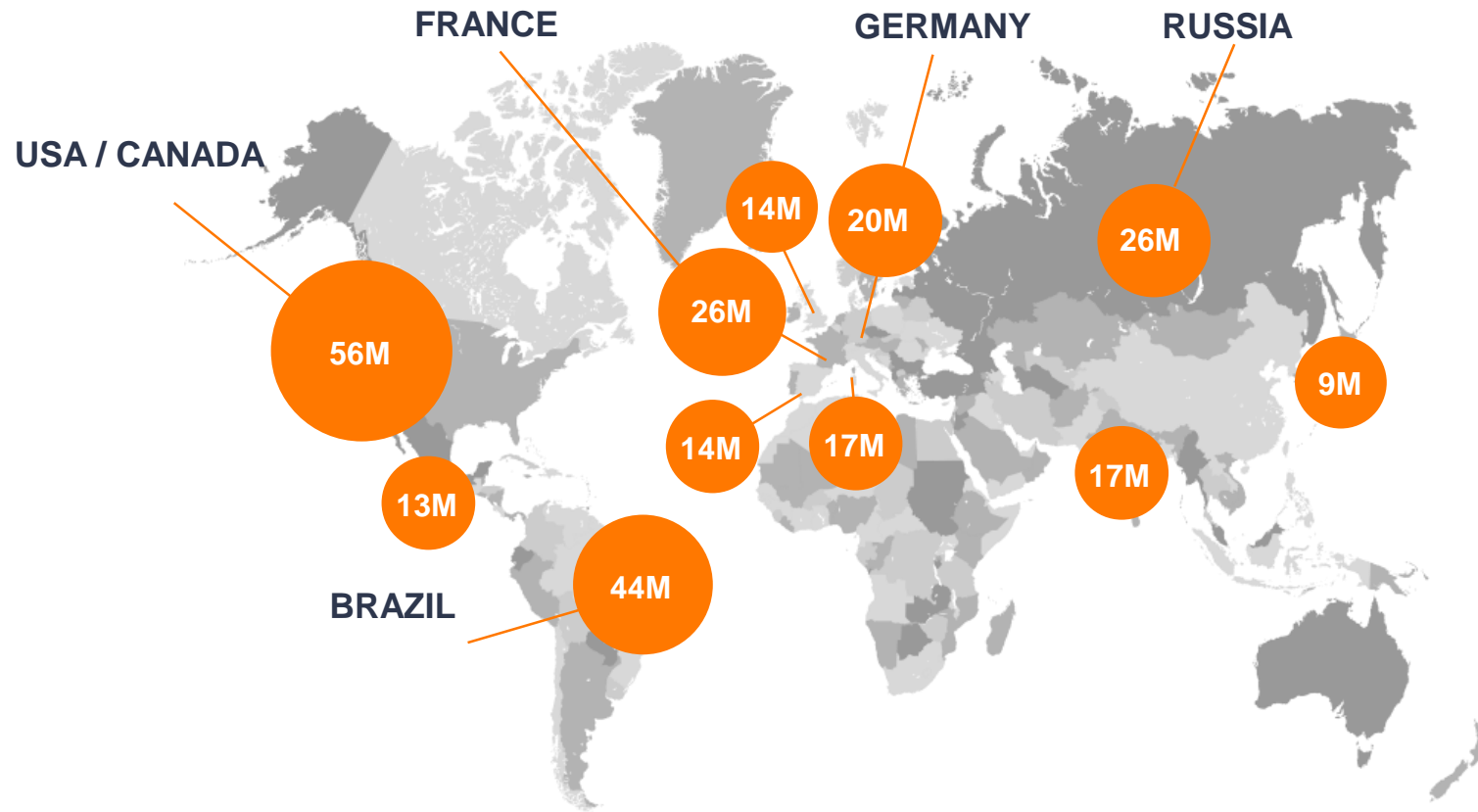
Largest Installed Base  
**435M+ active users**

Blocking  
**1.5B attacks a month**

Protecting more than...  
**35% of all PCs outside  
of China**



# Avast's Extensive User Network



**#1** security AV and in freemium

**60+** countries with over **1M** actively protected devices

Top **2** mobile security

**145M+** mobile users

**290M** PCs and Macs

**435M+** monthly users  
(largest base)

# The Go Local Monetization Approach



Language (45)



Offer



Price (36)



Payment (37)

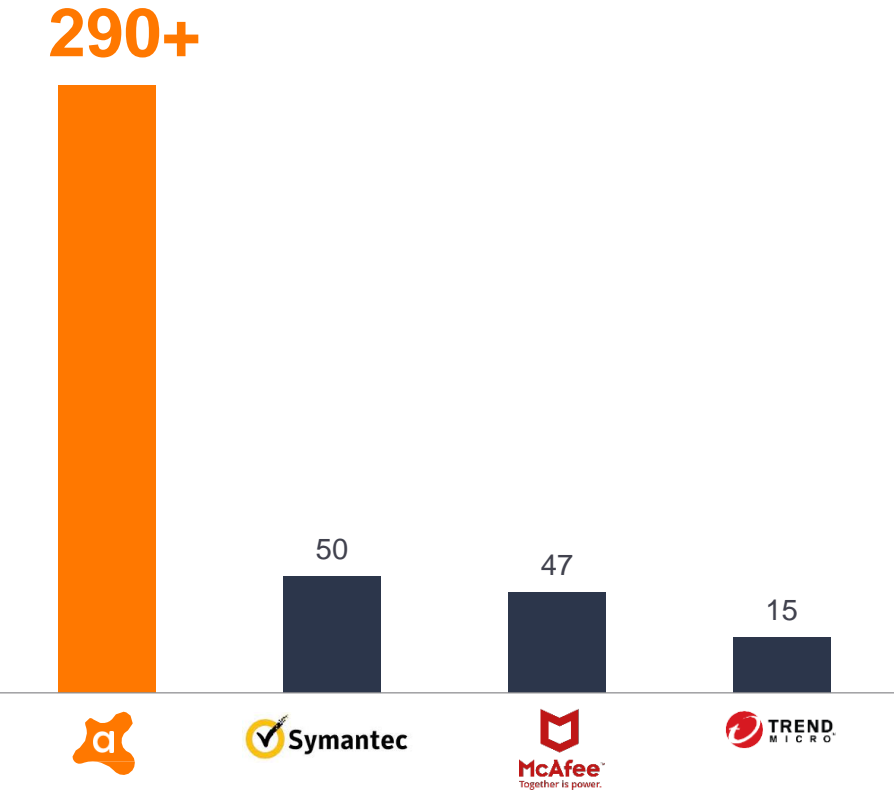
# Laws and Regulations

- Consumer laws
  - Our e-commerce model is outsourced to Digital River
- Privacy and protection
  - GDPR in EU
  - PSD2 in EU
- Taxes
  - We pay our income taxes in Czech Republic
- Other
  - China and security software - intellectual property
- Export regulations
  - Encryption (EU, US, UK)
  - Sanctioned countries

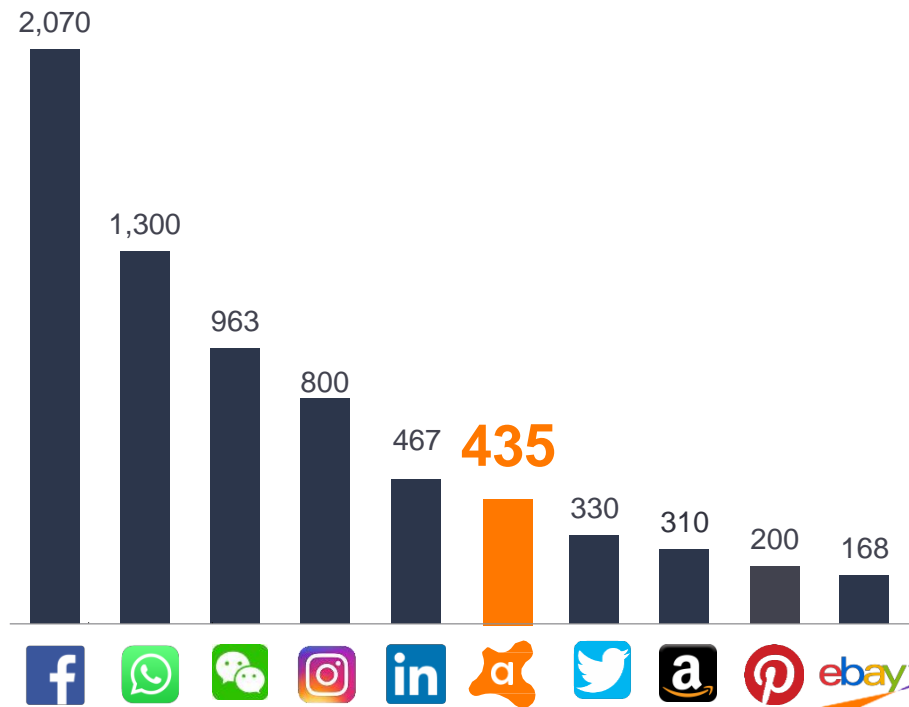
# Popular around the Globe

Undisputed Market Leadership and Consumer Brand Awareness

Avast Consumer PC Users vs. Peers (M)



Active Users vs. Consumer Internet Platforms (M)

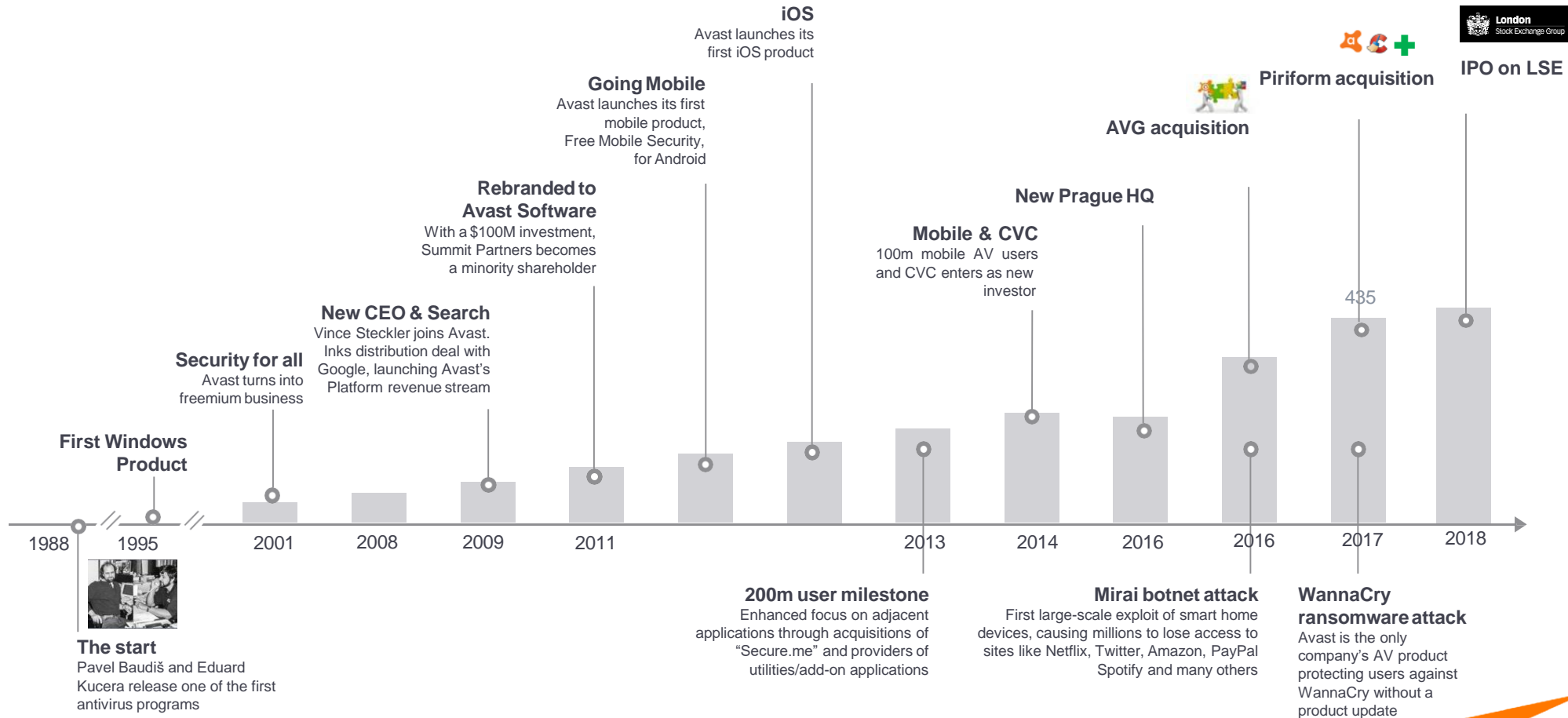




Avast journey

# Key milestones

## #1 Consumer Digital Security Company Globally



# Investment, Technologies, and Capabilities Drive Success

## Protects Users From 1.5 Billion Attacks Every Month

### Investments in R&D and Scale Automation



**50%** of company headcount  
in Research & Development  
Engineering-driven culture

### Cloud-based Machine Learning Engine



Constant stream of user data from  
**435M+** monthly active endpoints  
Artificial Intelligence learning  
at rapid speeds

### Largest Cyber Security Infrastructure



**10,000+** servers  
**60M** concurrent connections  
**200B+** URLs monthly  
**300M+** new files monthly

World's leading cyber security company, delivering cutting edge cyber security solutions able to react to latest threats faster than anyone else

A nighttime photograph of a city skyline, likely New York City, featuring several prominent skyscrapers and a bridge over a river. The scene is dimly lit, with city lights reflecting on the water and illuminating the buildings. The sky is dark with some clouds.

# Thank You