

# Company Profile

## Grisoft, the Creator of AVG Security Solutions

October 2006



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### BRIEF HISTORY

Grisoft was founded in 1991 in Brno, Czech Republic, with the goal of providing the most reliable protection against computer viruses. From the beginning, it was a company focused on developing its own scanning engine, which has been critical to the success and reliability of its product line – the award-winning AVG Anti-Virus.

Grisoft's strong technology background and customer focus quickly brought success in the local market, encouraging the company to introduce its antivirus solution worldwide. In 1998 the company reached another milestone, with the opening of Grisoft's office in the United States. AVG products have since been widely accepted in the U.S. market, where users now form the strongest customer base.

As a natural evolution in the development of comprehensive security solutions, labeled version 7.1, Grisoft added detection of Potentially Unwanted Programs and introduced an integrated firewall in June 2005. AVG Anti-Virus plus Firewall – the first integrated antivirus and firewall product to support 64-bit Windows – has gained extraordinary popularity among users since its launch.



2005 Enterprise Investors, the biggest private investment company in Central and Eastern Europe, and Intel Capital, Intel Corporation's venture investment program, made a substantial investment in Grisoft in order to support development of the innovative AVG technology and support AVG product penetration into new markets. Being Intel's largest equity investment in Central and Eastern Europe, Grisoft has excellent conditions for growth and future prosperity.

2006, Grisoft announced the acquisition of ewido networks, a leading provider of innovative anti-malware solutions. The acquisition expanded Grisoft's AVG antivirus and firewall offerings to include comprehensive spyware protection. Due to an unexpectedly high demand from the site of AVG customers and resellers to receive and offer the ewido anti-spyware, the ewido anti-spyware was incorporated into AVG product line and introduced to the market on the 19th June 2006, shortly after ewido network was acquired.

With the launch of the new AVG 7.5 version, ewido anti-spyware was re-branded as AVG Anti-Spyware and many new products were added to the Grisoft product range. AVG 7.5 represents an important step towards Grisoft becoming the complete security solution provider. Grisoft's new flagship products for home and small users are AVG Anti-Malware and AVG Internet Security the top of the range AVG product, providing powerful, all in one – antivirus, antispyware, firewall and antispam – protection with a very user-friendly interface.

With AVG 7.5, Grisoft also enlarged its AVG portfolio for users running in networked environments. Centrally administered file servers received combined antivirus and antispyware protection, and AVG's new Internet Security edition was made available as a network version. In order to offer a range of options for network protection, additional network editions were added to the AVG 7.5 product line.

In reaction to growing demand from Linux and FreeBSD users, Grisoft also unveiled AVG Anti-Virus and AVG File Server editions for Linux/FreeBSD.

Grisoft's licensing policy was adapted, to offer not only 2-year but also 1-year licenses. In addition it is now possible for current customers to "cross upgrade" or "renewal and cross upgrade", to a new higher-spec AVG product.

Grisoft's history reflects the company's commitment to protect its customers with the highest level of security against growing types of malicious software, spam and other threats spreading across the Internet. Grisoft has grown from a single antivirus vendor to a company offering complete security protection with potential for further expansion.

### CURRENT BUSINESS STATUS

Grisoft today is one of the fastest growing IT companies, experiencing more than 100% growth during 2005. With 40 million users worldwide and growing, AVG is among the most popular security software programs, with the number of users more than doubling since 2004. AVG products are available

online worldwide and through a partner, distributor and reseller presence in more than 170 countries. AVG is multilingual (supporting 12 languages), with more languages being made available as popularity of AVG increases globally.

With new Partner programs launched Grisoft reaches more opportunities offering tailored solutions to OEM and Technology Partners.

Grisoft plays an active role in the security software industry. For example, in December 2005 the company was accepted to the Anti-Spyware Coalition (ASC) – an organization of software companies, academics, and consumer groups working together to combat spyware and other malware threats.

Grisoft also understands the importance of educating future IT experts. It has a long-running relationship with Brno University of Technology, supporting data security research projects, some of which have received international awards.

## WHAT MAKES AVG SPECIAL

AVG products are respected around the world as high-quality security software with a long history. Some highlights of the current AVG products include:

- Ease of installation and use
- Light on resources
- Support for 64-bit Windows
- Professional and rapid 24/7 technical support
- Standard 2-year license policy with an optional 1-year license available
- A sales policy with 60-day money-back guarantee

AVG's scanning capability has repeatedly received the Virus Bulletin 100% logo, ICSA Labs certification, and Westcoast Labs Checkmark.



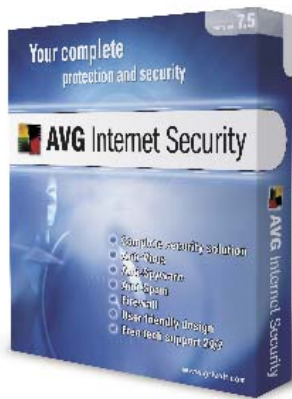
## AVG PRODUCT LINE

Since the recent launch of AVG 7.5, Grisoft provides proven protection against not only computer viruses, but also spyware, intrusion attacks and spam – extending the choice for home users and small to medium businesses.



To address individual customer needs, the current AVG product line contains several editions:

- **AVG Anti-Virus Professional Edition** – ideal antivirus protection for small/home office users, with easy installation, setup and automated updates
- **AVG Anti-Malware** – delivers AVG's award-winning antivirus scanner, combined with the latest, extremely powerful anti-spyware to ensure maximum protection against all threats
- **AVG Internet Security** – complete security solution consisting of antivirus protection, a dedicated personal firewall, powerful antispyware and sophisticated antispam protection.
- **AVG Anti-Virus plus Firewall** – providing integrated antivirus and firewall protection, with minimum user interaction required and using easily created rules
- **AVG Anti-Spyware** – automatic and effective protection designed against rapidly growing threats such as spyware, adware, dialers and key-loggers
- **AVG Anti-Virus for Linux/FreeBSD** provides reliable, easy to use award-winning antivirus protection for your home or office computers running Linux/FreeBSD.
- **AVG Anti-Virus Network Edition** – antivirus protection with advanced remote administration and installation, scheduling, updating, and other features managed from a single computer. It includes desktop personal firewall protection for all workstations to protect privacy and defend against hackers
- **AVG Anti-Malware Network Edition** – centrally administered, antivirus and antispyware solution for all workstations and file servers on any network size. As a bonus firewall protection for client workstations is included
- **AVG Internet Security Network Edition** – centrally administered, comprehensive protection against viruses, antispyware and antispam for any network size. It includes desktop personal firewall protection for all workstations to protect privacy and defend against hackers
- **AVG File Server Edition** – for antivirus and antispyware protection at the file server level
- **AVG E-mail Server Edition** – supporting all common e-mail server clients, to protect message recipients from receiving infected e-mails
- **AVG File Server for Linux/FreeBSD** provides antivirus protection for Linux and FreeBSD file servers. With maximum performance it is light on system resources.
- **AVG Email Server for Linux/FreeBSD** offers comprehensive and reliable antivirus and antispam protection for Linux and FreeBSD powered machines. To ensure maximum security, file server protection is included.
- **AVG Rescue CD** is basically a portable variant of AVG based on the Windows PE platform. It is distributed as a bootable CD intended for operating system recovery in such an event where the system cannot be booted normally.
- **AVG Free** – a free edition for private home use only, with millions of users worldwide, creating AVG brand awareness



**AVG SDK** – enables seamless integration of AVG scanning function into third party solutions, opening new markets and new channel opportunities.

In the area of increasing customer care, the AVG Managed Update service delivers virus updates to customers as soon as they are released, to ensure peace of mind.

### ORGANIZATIONAL STRUCTURE

To ensure the highest quality service to customers, Grisoft is constantly expanding operations. At the end of 2005, the number of employees was almost 70% greater than in 2004. The following are the crucial departments and their roles within Grisoft:

- Virus Analysis Lab – providing AVG users with the fastest virus and spyware database updates possible, through the 24/7 work of Grisoft's industry-respected experts. Through the use of our own internal expertise in virus and spyware detection technologies, Grisoft holds an independent and leading position in the industry.
- Development – maintaining Grisoft's reliable antivirus (and the newly acquired antispyware) scanning engines together with the AVG integrated firewall and staying ahead of

technology developments by working on new AVG solutions, and improvements, such as AVG for FreeBSD

- Technical Support – providing 24/7 technical expertise and fast response times to help increase customer satisfaction worldwide
- Business Development – increasing AVG brand name recognition through IT exhibitions, new business relationships, and new market and distribution opportunities



AVG Internet Security Control Center

### FUTURE PLANS

Grisoft is actively developing new strategic relationships and partnerships on new markets. 2006 and 2007 will bring AVG users additional languages such as Japanese, Chinese, Danish and other, depending on our customer demands. Strong focus on Asia, Africa and Middle East will introduce AVG not only to the end users in these regions, but also to the new resellers, distributors, partners and corporations. We will continue to pursue new partnerships and cooperation with current IT leaders such as Cisco, Red Hat, Nokia, Microsoft and many other companies and organizations.

## From the beginning of the nineties to the twenty first century



For more information about Grisoft visit [www.grisoft.com](http://www.grisoft.com).

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