

PRESS-KIT

Doctor Web is a Russian developer of information security software. Dr.Web anti-virus products have been developed since 1992. They have always shown perfect results detecting malicious programs of all types and comply with international security standards. Our numerous certificates and awards and our many customers around the world are clear evidence of the utmost trust placed in our products.

The press section of the official web site of Doctor Web:

<http://company.drweb.com/press>

For more information about the company and Dr.Web products:

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| Official Web site: | http://www.drweb.com |
| Dr.Web AV-Desk: | http://www.av-desk.com |
| Dr.Web CureNet!: | http://www.drweb-curenet.com |
| Free Dr.Web services: | http://freedrweb.com |

MARKET POSITION

In the mid 1990s, Dr.Web Anti-virus was the most popular anti-virus program on the territory of the Commonwealth of Independent States, formerly known as the Soviet Union. If an anti-virus market existed at that time, then one could say that Dr.Web Anti-virus enjoyed its monopoly status. It fell significantly after a country-wide financial crisis in 1998. When Doctor Web reemerged, it retained only 10% of the anti-virus market. However, this was the starting point for a sweeping increase in sales both in Russia and abroad. Since 2004, the company's foreign partner network has widened significantly in Europe and in Asia. The annual growth rate of the company exceeds the industry average. The number of employees has increased several times, and now stands at two hundred. Doctor Web also retained its position and gained new customers in the public sector. Government ministries and other state institutions, leading banks, and large enterprises rely on Doctor Web solutions. The company saw a more than fivefold increase in its share in retail chains and expanded its stock of available box products. Now sales of solutions for business constitute 70% of company profits. Doctor Web was the first anti-virus vendor to offer an anti-virus as a service on the Russian market.

COMPETITIVE ADVANTAGES

All Dr.Web products feature unique proprietary anti-virus technology. Doctor Web is one of the few anti-virus vendors to have its own technologies for malware detection and curing, a virus monitoring service, and an analytical laboratory. This ensures a rapid response to the latest threats and allows problems of any complexity to be solved in the shortest possible time.

The company's comparatively small size allows it to stay flexible and mobile in business. Outside-of-the-box problem solving and mutual benefit are the company's basic principles. Doctor Web offers its partners many incentives. All companies selling Dr.Web products are given marketing and informational support, including ample free promotional materials. Doctor Web also provides training programs for end-users and partners who want to use Dr.Web software.

MANAGEMENT



Igor Danilov is the creator of Dr.Web Anti-virus, and Doctor Web's technical director and sole owner.

Born on April 22, 1964, Igor Danilov graduated from the Leningrad Institute of Avionics and worked as an engineer at the Lenincts R&Q Centre. He has been developing anti-virus software since 1990.



Boris Sharov serves as CEO of Doctor Web.

Born August 1, 1964, Boris Sharov graduated in 1986 from the International Economic Relations section at Moscow State University's Institute of Afro-Asian Studies. Following military service, he spent seven years working as a journalist for Japanese TV companies. He then spent several years involved in Russo-Japanese information and educational joint projects. Before joining Doctor Web in 2003, he served first as a business development director and later as a sales director for DialogueScience, Inc., of Russia. He has been Doctor Web's CEO since its 2003 founding and is fluent in English, Japanese, and French.

Defend what you create



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