

AVID TECHNOLOGY, INC.
Investor Relations Datasheet

(unaudited, in AFX unless noted, in \$ millions, except Other Key Metrics Data)

Please refer to SEC filings for a definition of the non-GAAP and operational metrics used herein.

	Q1'15	Q2'15	Q3'15	Q4'15	2015	Q1'16	Q2'16	Q3'16	Q4'16	2016	Q1'17	Q2'17
Bookings Summary												
Bookings (AFX)	112.3	117.7	115.1	193.1	538.2	92.5	102.2	89.5	125.4	409.6	172.3	98.0
Product	74.5	77.6	73.2	99.9	325.2	53.7	59.4	48.5	60.5	222.1	54.9	56.9
Service - Maintenance & Subscriptions	31.7	30.9	32.2	72.6	167.3	30.7	33.2	34.4	54.9	153.4	34.7	33.6
Service - Professional Services	6.2	9.1	9.7	20.6	45.7	8.1	9.5	6.6	9.9	34.1	9.7	7.6
Jetsen											73.0	
Bookings (CFX)	117.8	122.5	121.0	201.0	562.3	98.1	106.7	94.7	134.6	434.1	179.7	104.3
Recurring Revenue Bookings %	29%	26%	28%	56%	38%	34%	34%	39%	49%	40%	63%	42%

Non-GAAP Net Revenue												
Product	80.0	76.1	88.9	91.5	336.5	84.6	75.7	63.7	59.3	283.3	51.0	47.7
Service - Maintenance & Subscriptions	29.7	26.6	40.3	39.8	136.4	50.5	47.4	47.5	46.8	192.2	45.6	47.4
Service - Professional Services	9.8	7.0	8.2	8.4	33.5	8.7	11.4	7.8	9.2	37.1	7.5	7.3
Total Net Revenue	119.6	109.8	137.4	139.7	506.5	143.8	134.4	119.0	115.3	512.5	104.1	102.4
US & Rest of Americas	52.5	47.4	59.1	60.1	219.1	71.3	63.7	51.9	47.8	234.8	45.3	53.5
Europe, Middle East & Africa	50.4	47.5	55.5	59.2	212.7	51.7	51.6	47.7	51.7	202.7	43.1	37.2
Asia-Pacific	16.7	14.8	22.8	20.3	74.7	20.8	19.0	19.4	15.8	75.0	15.7	11.8
Total Net Revenue	119.6	109.8	137.4	139.7	506.5	143.8	134.4	119.0	115.3	512.5	104.1	102.4
Pre-2011 Revenue	17.0	15.3	13.5	11.9	57.7	9.2	7.8	5.4	2.3	24.7	0.4	0.4
Post-2010 Revenue	102.6	94.5	123.9	127.7	448.7	134.6	126.6	113.6	113.0	487.8	103.7	102.0
Total Net Revenue	119.6	109.8	137.4	139.7	506.5	143.8	134.4	119.0	115.3	512.5	104.1	102.4

Non-GAAP Gross Margin %												
Product	60.4%	62.8%	63.7%	56.9%	60.8%	68.0%	62.4%	58.0%	50.8%	60.6%	52.0%	44.4%
Service	60.8%	56.1%	68.7%	68.3%	64.2%	75.9%	73.3%	73.3%	73.6%	74.1%	73.6%	74.8%
Total Gross Margin %	60.5%	60.7%	65.4%	60.8%	62.0%	71.2%	67.1%	65.1%	61.9%	66.6%	63.0%	60.7%

Other Key Metrics												
Media Central Licenses Sold (cumulative)	23,709	26,009	28,043	33,249		35,832	38,152	40,202	42,753		46,728	48,588
Active Paid Subscribers**	5,131	10,588	17,228	25,216		34,950	40,904	50,040	60,747		70,965	78,135

Key Balance Sheet Items												
Accounts Receivable DSO	39	45	37	38		28	30	31	34		38	31
Inventory Turns	5.0	4.4	3.8	4.0		3.6	3.5	3.2	3.3		3.4	3.9
Revenue Backlog												
Pre-2011	66.9	51.5	37.9	25.9	25.9	16.5	8.7	3.4	1.1	1.1	0.7	0.3
Post-2010	345.7	341.3	326.6	322.5	322.5	291.9	258.4	236.6	224.6	224.6	222.3	203.7
Deferred Revenue	412.7	392.8	364.5	348.4	348.4	308.4	267.2	240.0	225.7	225.7	223.0	204.0
Other Backlog	116.0	147.5	148.8	203.7	203.7	188.6	197.6	197.2	203.6	203.6	271.2	283.8
Total Revenue Backlog	528.6	540.3	513.3	552.1	552.1	497.0	464.7	437.2	429.3	429.3	494.2	487.8

*Historical numbers may have changed slightly due to roundings.

** Subscription units was originally estimated for Q115 and earlier. A new tracking method was established in May 2015 and these earlier numbers are re-estimated.