

AVID TECHNOLOGY
Investor Relations Datasheet

(\$ millions, except Other Key Metrics Data)

For a reconciliation of non-GAAP measures please refer to the reconciliation table in our Q416 press release.

	Q1'14	Q2'14	Q3'14	Q4'14	2014	Q1'15	Q2'15	Q3'15	Q4'15	2015	Q1'16	Q2'16	Q3'16	Q4'16	2016
Bookings Summary															
Bookings (As Reported)	126.1	127.8	112.2	153.2	519.3	112.3	117.7	115.1	193.1	538.2	92.5	102.2	89.5	125.3	409.6
Product	88.3	95.6	78.5	81.7	344.1	74.5	77.6	73.2	99.9	325.2	53.7	59.4	48.5	60.5	222.1
Service - Maintenance & Subscription	27.0	19.5	24.0	64.7	135.2	31.7	30.9	32.2	72.6	167.3	30.7	33.2	34.4	54.9	153.4
Service - Professional Service	10.8	12.7	9.7	6.8	40.0	6.2	9.1	9.7	20.6	45.7	8.1	9.5	6.6	9.9	34.1
Bookings (constant FX)	126.3	125.6	111.0	155.0	517.9	117.8	122.5	121.0	201.0	562.3	98.1	106.7	94.7	134.5	434.1
Marketed Bookings (constant FX)	121.2	122.1	108.1	154.0	505.4	117.3	122.4	121.0	201.3	562.0	97.9	106.7	94.7	134.5	433.9
Recurring Revenue Bookings (Maintenance & Subs) %	21%	15%	21%	42%	26%	29%	26%	28%	56%	38%	34%	32%	39%	45%	38%
Non-GAAP Net Revenue															
Product	94.6	87.3	105.2	91.3	378.4	80.0	76.1	88.9	91.5	336.5	84.6	75.7	63.7	59.3	283.3
Service - Maintenance & Subscription	28.9	28.3	27.4	29.4	114.0	29.7	26.6	40.3	39.8	136.4	50.5	47.4	47.5	46.8	192.2
Service - Professional Service	11.5	9.1	9.8	7.5	37.9	9.8	7.0	8.2	8.4	33.5	8.7	11.4	7.8	9.2	37.1
Total Net Revenue	135.0	124.6	142.4	128.2	530.3	119.6	109.8	137.4	139.7	506.5	143.8	134.4	119.0	115.3	512.5
US & Rest of Americas	61.4	56.0	66.5	58.8	242.6	52.5	47.4	59.1	60.1	219.1	71.3	63.7	51.9	47.8	234.8
Europe, Middle East & Africa	55.4	48.9	57.7	50.4	212.4	50.4	47.5	55.5	59.2	212.7	51.7	51.6	47.7	51.7	202.7
Asia-Pacific	18.2	19.8	18.2	19.0	75.3	16.7	14.8	22.8	20.3	74.7	20.8	19.0	19.4	15.8	75.0
Total Net Revenue	135.0	124.6	142.4	128.2	530.3	119.6	109.8	137.4	139.7	506.5	143.8	134.4	119.0	115.3	512.5
Pre-2011 Revenue	26.5	24.1	21.6	19.4	91.7	17.0	15.3	13.5	11.9	57.7	9.2	7.8	5.4	2.3	24.7
Post-2010 Revenue	108.5	100.5	120.8	108.8	438.6	102.6	94.5	123.9	127.7	448.7	134.6	126.6	113.6	113.0	487.8
Total Net Revenue	135.0	124.6	142.4	128.2	530.3	119.6	109.8	137.4	139.7	506.5	143.8	134.4	119.0	115.3	512.5
Gross Margin %															
Product	63.1%	59.9%	63.7%	60.9%	62.0%	60.4%	62.8%	63.7%	56.9%	60.8%	67.9%	62.3%	57.9%	50.7%	60.6%
Service	61.4%	59.2%	61.0%	60.5%	60.5%	60.8%	56.1%	68.7%	68.3%	64.2%	75.9%	73.3%	73.3%	73.6%	74.1%
Total Gross Margin %	62.6%	59.7%	63.0%	60.8%	61.6%	60.5%	60.7%	65.4%	60.8%	62.0%	71.2%	67.1%	65.1%	61.9%	66.6%
Other Key Metrics															
Media Central Licenses Sold (cumulative)	12,619	15,389	18,458	20,881		23,709	26,009	28,043	33,249		35,832	38,152	40,202	42,753	
Active Paid Subscribers*	-			3,000		5,131	10,588	17,228	25,216		34,950	40,904	50,040	60,747	
Key Balance Sheet Items															
Accounts Receivable DSO	39	42	36	38	38	39	45	37	38	38	28	30	31	34	34
Inventory Turns	3.8	4.0	4.0	4.2	4.2	5.0	4.4	3.8	4.0	4.0	3.6	3.5	3.2	3.3	3.3
Revenue Backlog															
Pre-2011	150.0	126.2	104.6	84.6	84.6	66.9	51.5	37.9	25.9	25.9	16.5	8.7	3.4	1.1	1.1
Post-2010	301.8	303.8	314.7	330.2	330.2	345.7	341.3	326.6	322.5	322.5	291.9	258.4	236.6	224.6	224.6
Deferred Revenue	451.8	430.0	419.3	414.8	414.8	412.7	392.8	364.5	348.4	348.4	308.4	267.2	240.0	225.7	225.7
Other Backlog	97.2	113.2	119.9	124.7	124.7	116.0	147.5	148.8	203.7	203.7	188.6	197.6	197.2	203.6	203.6
Total Revenue Backlog	549.0	543.1	539.2	539.5	539.5	528.6	540.3	513.3	552.1	552.1	497.0	464.7	437.2	429.3	429.3
Total Post-2010 Revenue Backlog	399.0	417.0	434.6	454.9	454.9	461.7	488.7	475.4	526.2	526.2	480.4	456.0	433.8	428.2	428.2

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

Historical numbers may have changed slightly due to rounding.