

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.

	2015	Q1'16	Q2'16	Q3'16	Q4'16	2016	Q1'17	Q2'17	Q3'17
Bookings Summary									
Bookings (AFX)	538.2	92.5	102.2	89.5	125.4	409.6	172.3	98.0	102.8
Product	325.2	53.7	59.4	48.5	60.5	222.1	54.9	56.9	55.1
Service - Maintenance & Subscriptions	167.3	30.7	33.2	34.4	54.9	153.4	34.7	33.6	39.9
Service - Professional Services	45.7	8.1	9.5	6.6	9.9	34.1	9.7	7.6	7.7
Jetsen							73.0		
Bookings (CFX)	562.3	98.1	106.7	94.7	134.6	434.1	179.7	104.3	107.9
Recurring Revenue Bookings %	38%	34%	34%	39%	49%	40%	63%	42%	41%
Non-GAAP Net Revenue									
Product	336.5	84.6	75.7	63.7	59.3	283.3	51.0	47.7	54.3
Service - Maintenance & Subscriptions	136.4	50.5	47.4	47.5	46.8	192.2	45.6	47.4	44.7
Service - Professional Services	33.5	8.7	11.4	7.8	9.2	37.1	7.5	7.3	6.2
Total Net Revenue	506.5	143.8	134.4	119.0	115.3	512.5	104.1	102.4	105.3
US & Rest of Americas	219.1	71.3	63.7	51.9	47.8	234.8	45.3	53.5	46.2
Europe, Middle East & Africa	212.7	51.7	51.6	47.7	51.7	202.7	43.1	37.2	40.8
Asia-Pacific	74.7	20.8	19.0	19.4	15.8	75.0	15.7	11.8	18.3
Total Net Revenue	506.5	143.8	134.4	119.0	115.3	512.5	104.1	102.4	105.3
As Reported	506.5	143.8	134.4	119.0	115.3	512.5	104.1	102.4	105.3
Pre-2011 & Elim PCS Impact	80.2	26.9	23.0	17.4	10.4	77.7	2.1	0.4	0.1
Operational Revenue(a)	426.2	116.9	111.4	101.6	104.9	434.9	102.0	102.0	105.1
Non-GAAP Gross Margin %									
Product	60.8%	68.0%	62.4%	58.0%	50.8%	60.6%	52.0%	44.4%	45.7%
Service	64.2%	75.9%	73.3%	73.3%	73.6%	74.1%	73.6%	74.8%	73.7%
Total Gross Margin %	62.0%	71.2%	67.1%	65.1%	61.9%	66.6%	63.0%	60.7%	59.3%
Operational Gross Margin %	54.8%	64.6%	60.3%	59.2%	58.1%	60.7%	62.2%	60.5%	59.2%
Non-GAAP Operating Expense									
	272.4	67.5	64.6	58.4	50.1	240.7	56.1	56.6	53.9
Adjusted EBITDA									
As Reported	55.2	38.5	29.4	22.9	25.2	116.0	13.0	8.9	11.5
Operational Adj EBITDA (a)	(25.1)	11.7	6.4	5.5	14.9	38.4	10.9	8.5	11.4
Other Key Metrics									
Media Central License Sold (cumulative)	33,249	35,832	38,152	40,202	42,753	42,753	46,728	48,588	50,891
Active Paid Subscribers	25,216	34,950	40,904	50,040	60,747	60,747	70,965	78,135	84,465
Key Balance Sheet Items									
Cash	17.9	87.8	50.4	47.7	44.9	44.9	47.0	47.4	44.1
Free Cash Flow	(49.4)	(15.7)	(36.6)	(6.3)	(1.6)	(60.2)	1.8	1.2	(3.0)
Adjusted Free Cash Flow	(35.3)	(9.4)	(30.2)	(2.6)	2.0	(40.3)	6.8	6.2	0.5
Accounts Receivable DSO		28	30	31	34		38	31	36
Inventory Turns		3.6	3.5	3.2	3.3		3.4	3.9	4.0
Revenue Backlog									
Deferred Revenue	348.4	308.4	267.2	240.0	225.7	225.7	223.0	204.0	194.6
Other Backlog	203.7	188.6	197.6	197.2	203.6	203.6	271.2	283.8	293.4
Total Revenue Backlog	552.1	497.0	464.7	437.2	429.3	429.3	494.2	487.8	488.0
Operational Backlog	471.6	443.4	434.2	424.0	426.5	426.5	493.5	487.5	487.8

(a) Operational Revenue, Adjusted EBITDA and Revenue Backlog exclude the impact of Pre-2011 and Elimination of PCS revenue (please see earnings press release for full reconciliation)