

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.

	Q1'16	Q2'16	Q3'16	Q4'16	2016	Q1'17	Q2'17	Q3'17	Q4'17	2017
Bookings Summary										
Bookings (AFX)	92.5	102.2	89.5	125.4	409.6	172.3	98.0	102.8	159.9	533.0
Product	53.7	59.4	48.5	60.5	222.1	54.9	56.9	55.1	65.6	232.5
Service - Maintenance & Subscriptions	30.7	33.2	34.4	54.9	153.4	34.7	33.6	39.9	62.5	170.8
Service - Professional Services	8.1	9.5	6.6	9.9	34.1	9.7	7.6	7.7	12.7	37.6
Jetsen/DMT/NDT						73.0			19.1	92.2
Bookings (CFX)	98.1	106.7	94.7	134.6	434.1	179.7	104.3	107.9	165.0	556.9
Recurring Revenue Bookings %	34%	34%	39%	49%	40%	63%	42%	41%	51%	51%
Non-GAAP Net Revenue										
Product	84.6	75.7	63.7	59.3	283.3	51.0	47.7	54.3	56.5	209.5
Service - Maintenance & Subscriptions	50.5	47.4	47.5	46.8	192.2	45.6	47.4	44.7	41.9	179.7
Service - Professional Services	8.7	11.4	7.8	9.2	37.1	7.5	7.3	6.2	8.9	29.9
Total Net Revenue	143.8	134.4	119.0	115.3	512.5	104.1	102.4	105.3	107.3	419.0
US & Rest of Americas	71.3	63.7	51.9	47.8	234.8	45.3	53.5	46.2	45.1	190.0
Europe, Middle East & Africa	51.7	51.6	47.7	51.7	202.7	43.1	37.2	40.8	45.0	166.0
Asia-Pacific	20.8	19.0	19.4	15.8	75.0	15.7	11.8	18.3	17.2	63.0
Total Net Revenue	143.8	134.4	119.0	115.3	512.5	104.1	102.4	105.3	107.3	419.0
As Reported	143.8	134.4	119.0	115.3	512.5	104.1	102.4	105.3	107.3	419.0
Pre-2011 & Elim PCS Impact	26.9	23.0	17.4	10.4	77.7	2.1	0.4	0.1	0.1	2.7
Operational Revenue(a)	116.9	111.4	101.6	104.9	434.9	102.0	102.0	105.1	107.2	416.3
Non-GAAP Gross Margin %										
Product	68.0%	62.4%	58.0%	50.8%	60.6%	52.0%	44.4%	45.7%	43.1%	46.3%
Service	75.9%	73.3%	73.3%	73.6%	74.1%	73.6%	74.8%	73.7%	70.4%	73.1%
Total Gross Margin %	71.2%	67.1%	65.1%	61.9%	66.6%	63.0%	60.7%	59.3%	56.0%	59.7%
Operational Gross Margin %	64.6%	60.3%	59.2%	58.1%	60.7%	62.2%	60.5%	59.2%	56.0%	59.4%
Non-GAAP Operating Expense										
	67.5	64.6	58.4	50.1	240.7	56.1	56.6	53.9	48.2	214.9
Adjusted EBITDA										
As Reported	38.5	29.4	22.9	25.2	116.0	13.0	8.9	11.5	15.0	48.4
Operational Adj EBITDA (a)	11.7	6.4	5.5	14.9	38.4	10.9	8.5	11.4	14.9	45.7
Other Key Metrics										
Media Central License Sold (cumulative)	35,832	38,152	40,202	42,753	42,753	46,728	48,588	50,891	53,671	53,671
Active Paid Subscribers	34,950	40,904	50,040	60,747	60,747	70,965	78,135	84,465	93,686	93,686
Key Balance Sheet Items										
Cash	87.8	50.4	47.7	44.9	44.9	47.0	47.4	44.1	57.2	57.2
Free Cash Flow	(15.7)	(36.6)	(6.3)	(1.6)	(60.2)	1.8	1.2	(3.0)	1.1	1.1
Adjusted Free Cash Flow	(9.4)	(30.2)	(2.6)	2.0	(40.3)	6.8	6.2	0.5	4.8	18.2
Accounts Receivable DSO	28	30	31	34		38	31	36	34	
Inventory Turns	3.6	3.5	3.2	3.3		3.4	3.9	4.0	4.4	
Revenue Backlog										
Deferred Revenue	308.4	267.2	240.0	225.7	225.7	223.0	204.0	194.6	194.6	194.6
Other Backlog	188.6	197.6	197.2	203.6	203.6	271.2	283.8	293.4	341.5	341.5
Total Revenue Backlog	497.0	464.7	437.2	429.3	429.3	494.2	487.8	488.0	536.1	536.1
Operational Backlog	443.4	434.2	424.0	426.5	426.5	493.5	487.5	487.8	536.0	536.0

(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)