

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.

	ASC 605				ASC 606
	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18
Bookings Summary					
Bookings	172.3	98.0	102.8	159.9	101.6
Product	127.9	56.9	55.1	84.7	51.2
Service - Maintenance & Subscriptions	34.7	33.6	39.9	62.5	41.9
Service - Professional Services	9.7	7.6	7.7	12.7	8.5
Bookings excl. Greater China	96.5	98.0	102.8	140.8	101.6
Recurring Revenue Bookings %	63%	42%	41%	51%	45%
Non-GAAP Net Revenue					
Product	51.0	47.7	54.3	56.5	46.4
Service - Maintenance & Subscriptions	45.6	47.4	44.7	41.9	42.2
Service - Professional Services	7.5	7.3	6.2	8.9	9.3
Total Net Revenue	104.1	102.4	105.3	107.3	97.9
US & Rest of Americas	43.6	52.3	46.0	46.3	43.9
Europe, Middle East & Africa	42.1	38.0	41.5	41.4	40.8
Asia-Pacific	18.4	12.1	17.7	19.6	13.2
Total Net Revenue	104.1	102.4	105.3	107.3	97.9
Non-GAAP Gross Margin %					
Product	52.0%	44.4%	45.7%	43.1%	43.4%
Service	73.6%	74.8%	73.7%	70.4%	72.9%
Total Gross Margin %	63.0%	60.7%	59.3%	56.0%	58.9%
Non-GAAP Operating Expense					
	56.1	56.6	53.9	48.2	54.7
Adjusted EBITDA					
	13.0	8.9	11.5	15.0	6.3
Other Key Metrics					
Media Central License Sold (cumulative)	46,728	48,588	50,891	53,671	54,494
Active Paid Subscribers	70,965	78,135	84,465	93,686	99,507
Key Balance Sheet Items					
Cash	47.0	47.4	44.1	57.2	48.0
Free Cash Flow	1.8	1.2	(3.0)	1.1	3.3
Adjusted Free Cash Flow	6.8	6.2	0.5	4.8	6.1
Accounts Receivable DSO (a)	38	31	36	34	48
Inventory Turns (a)	3.4	3.9	4.0	4.6	5.4
Deferred Revenue	223.0	204.0	194.6	194.6	106.4
Contractually Committed Backlog	271.2	283.8	293.4	341.5	328.6
Total Revenue Backlog	494.2	487.8	488.0	536.1	435.0

(a) Q1'18 Accounts Receivable DSO and Inventory Turns under ASC 605 is 29 and 4.6, respectively.