Q3 2022 EARNINGS CALL

Avid Technology (Nasdaq: AVID)

November 8, 2022

Pro Tools 2022.9

Makes music creation fast and fluid, providing the GRAMMY® winning DAW toolset and plugins the pros use.

NON-GAAP MEASURES & OPERATIONAL METRICS

The following non-GAAP measures & operational metrics will be used in the presentation:

Non-GAAP Measures

- Adjusted EBITDA
- Adjusted EBITDA Margin
- Free Cash Flow
- Non-GAAP Gross Profit
- Non-GAAP Gross Margin
- Non-GAAP Operating Expenses
- Non-GAAP Net Income
- Non-GAAP Earnings Per Share
- LTM Adjusted EBITDA

Operational Metrics

- Annual Recurring Revenue (“ARR”)
- Subscription ARR
- Maintenance ARR
- Cloud-Enabled Software Subscriptions
- Annual Contract Value (“ACV”)
- Recurring Revenue
- LTM Recurring Revenue %

Reconciliations of all non-GAAP measures used in this presentation that are required to be reconciled to their comparable GAAP measures are included in this presentation and in our press release announcing Q3 2022 results published today and filed as an exhibit to our 8-K filed with the SEC today, and definitions of the operational metrics used in this presentation are included in the supplemental financial information datasheet available on ir.avid.com. Avid believes the non-GAAP measures and the operational metrics provided in this presentation provide helpful information to investors with respect to evaluating the Company’s performance. However, these non-GAAP measures and operational metrics may vary from how other companies present such measures. Non-GAAP measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in accordance with GAAP.

The presentation also includes expectations for future Adjusted EBITDA, Non-GAAP Earnings per Share and Free Cash Flow, which are forward-looking non-GAAP financial measures. Reconciliations of these forward-looking non-GAAP measures are not included in this presentation or elsewhere, due to the high variability and difficulty in making accurate forecasts and projections of some of the information excluded from the estimation of the non-GAAP results, together with some of the excluded information not being ascertainable or accessible at this time. As a result, the Company is unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measure without unreasonable efforts.

SAFE HARBOR STATEMENT

Certain information provided in this presentation includes forward-looking statements within the meaning of the Securities Act of 1933 and the Securities Exchange Act of 1934, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Examples of forward-looking statements include statements regarding our future financial performance or position, results of operations, business strategy, plans and objectives of management for future operations, and other statements that are not historical fact. You can identify forward-looking statements by their use of forward-looking words such as “may”, “will”, “anticipate”, “expect”, “believe”, “estimate”, “intend”, “plan”, “should”, “seek”, or other comparable terms.

Readers of this presentation should understand that these forward-looking statements are not guarantees of performance or results. Forward-looking statements provide our current expectations and beliefs concerning future events and are subject to risks, uncertainties, and factors relating to our business and operations, all of which are difficult to predict and could cause our actual results to differ materially from the expectations expressed in or implied by such forward-looking statements.

These risks, uncertainties, and factors include, but are not limited to: the effect of the continuing worldwide macroeconomic uncertainty and its impacts, including inflation, market volatility and fluctuations in foreign currency exchange and interest rates on our business and results of operations, including impacts related to acts of war, armed conflict, and cyber conflict, such as for example, the Russian invasion of Ukraine, and related international sanctions and reprisals; risks related to the impact of the ongoing coronavirus (COVID-19) pandemic and subsequent variants on our business, suppliers, consumers, customers and employees; economic, social, and political instability, security concerns, and the risk of war, armed conflict and/or cyber conflict, particularly originating in, and complicated by, areas of heightened geopolitical tension and open conflict such as Ukraine, where we have outsourced research and development activities, Russia, and bordering territories; our liquidity; our ability to execute our strategic plan including our cost saving strategies, and to meet customer needs; our ability to retain and hire key personnel; our ability to produce innovative products in response to changing market demand, particularly in the media industry; our ability to successfully accomplish our product development plans; competitive factors; history of losses; fluctuations in our revenue based on, among other things, our performance and risks in particular geographies or markets; our higher indebtedness and ability to service it and meet the obligations thereunder; restrictions in our credit facilities; our move to a subscription model and related effect on our revenues and ability to predict future revenues; fluctuations in subscription and maintenance renewal rates; elongated sales cycles; seasonal factors; other adverse changes in external economic conditions; variances in our revenue backlog and the realization thereof; risks related to the availability and prices of raw materials, including any negative effects caused by inflation, armed conflict and related sanctions, weather conditions, or health pandemics; disruptions, inefficiencies, and/or complications in our operations and/or dynamic and unpredictable global supply chain, including interruptions, delays, complications, and other impacts related to armed conflict and/or cyber conflict and related international sanctions and reprisals and the ongoing COVID-19 pandemic and subsequent variants; the costs, disruption, and diversion of management's attention due to the ongoing COVID-19 pandemic and subsequent variants, armed conflict and/or cyber conflict and related international sanctions and reprisals; the possibility of legal proceedings adverse to our Company; and other risks described in our reports filed from time to time with the U.S. Securities and Exchange Commission. Moreover, the business may be adversely affected by future legislative, regulatory or other changes, including tax law changes, as well as other economic, business and/or competitive factors. The risks included above are not exhaustive. We caution readers not to place undue reliance on any forward-looking statements included in this presentation which speak only as to the date of this presentation. We undertake no responsibility to update or revise any forward-looking statements, except as required by law.

BUSINESS UPDATE

Jeff Rosica

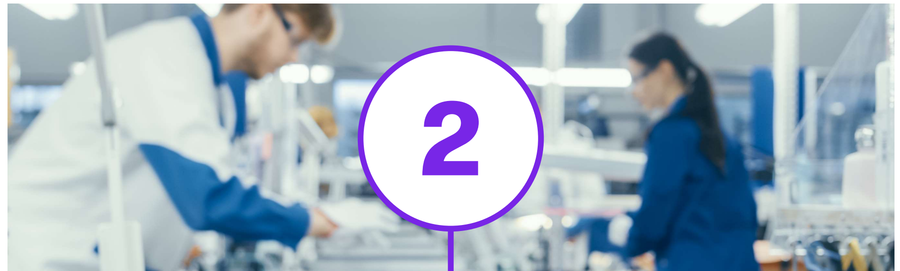
Chief Executive Officer & President

Avid NEXIS F-series

Avid's latest storage engine and most forward-thinking and intelligent virtual file system, supporting the shift to cloud.

Q3 2022 EXECUTIVE SUMMARY

Subscription growth driven by record net adds in Q3 with strength in both creative and enterprise



Demand for integrated solutions remained healthy, but slower progress resolving current supply chain challenges

Continued improving profitability and business performance, despite near-term headwinds

Strong subscription growth fueled 40% YoY Non-GAAP Earnings per Share growth, in the face of challenging macro-conditions

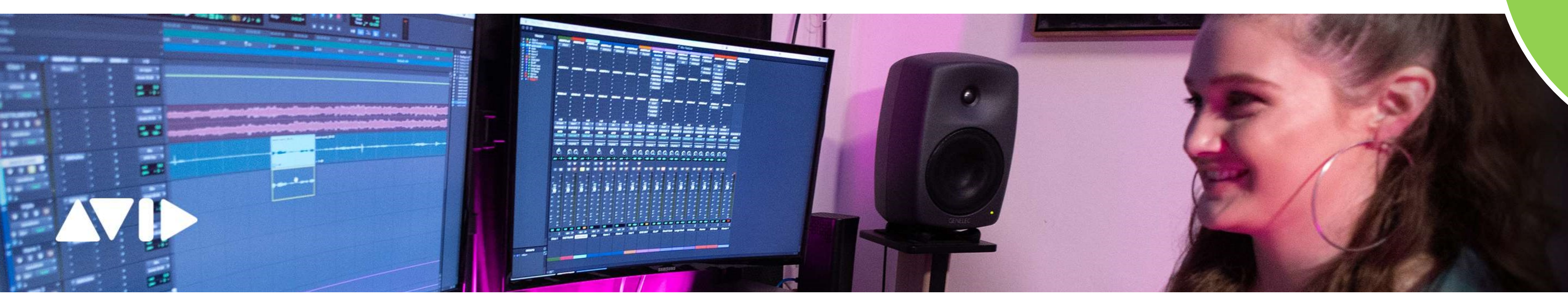
1 STRONG GROWTH OF SUBSCRIPTION BUSINESS

- All-time record number of subscription net adds in the quarter
- Highest creative software subscription net adds in six quarters
- Continued strong subscription adoption by enterprise customers at favorable uplifts

ALL-TIME RECORD
+32,600
CLOUD-ENABLED SOFTWARE SUBSCRIPTIONS ADDED IN Q3

+24.1% YoY
CLOUD-ENABLED SOFTWARE SUBSCRIPTIONS

+49.2% YoY
Q3 SUBSCRIPTION REVENUE
(+56.2% YoY at Constant Currency)



2 HEALTHY CUSTOMER DEMAND OFFSET BY SLOWER SUPPLY CHAIN RECOVERY

- Healthy demand for Avid solutions in the face of challenging macro conditions
- Some progress in resolving supply chain challenges, although recovery is slower than expected
- Demand continued to exceed supply, resulting in an increased unshipped backlog

$103.0M
Q3 TOTAL REVENUE
+1.3% YoY
(+6.0% YoY at Constant Currency)

$26.3M
Q3 INTEGRATED SOLUTIONS REVENUE
-15.7% YoY

›$25M
EXCESS UNSHIPPED ORDERS DUE TO SUPPLY CHAIN CONSTRAINTS

3 IMPROVING PROFITABILITY AND BUSINESS PERFORMANCE

- Continued strong improvement in gross margin, driven by growth of higher-margin subscription
- Improved YoY profitability, while continued investments in innovation for strategic growth
- Prudent business management and proactive cost controls

+33.2% YoY
SUBSCRIPTION ARR
(+36.9% YoY at Constant Currency)

68.3%
Q3 NON-GAAP GROSS MARGIN
+300bps YoY

20.4%
Q3 ADJUSTED EBITDA MARGIN
+360bps YoY

$0.38
Q3 NON-GAAP EPS
+40.7% YoY

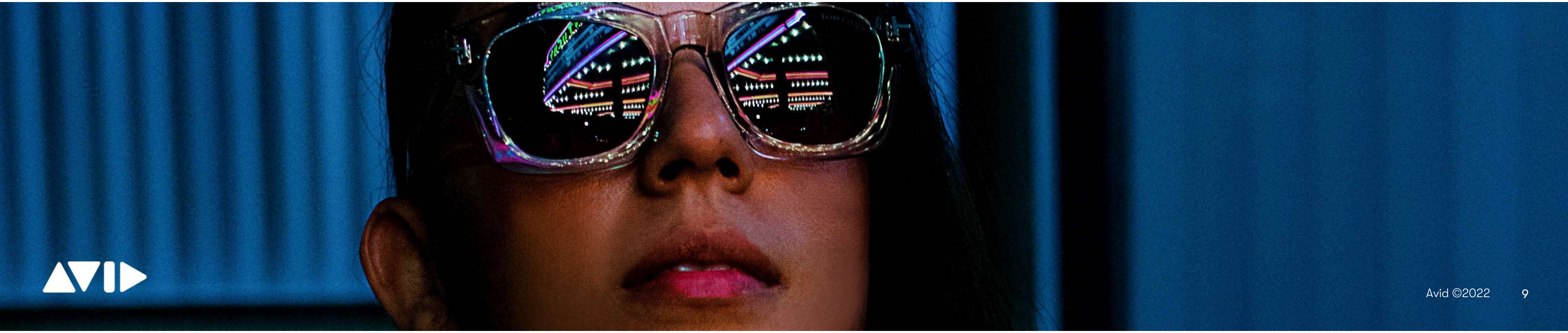
LOOKING FORWARD

Despite near-term macro conditions, we see healthy market demand and our long-term outlook remains positive

Supply availability and production expected to continue improving in Q4 but not expected to fully recover this year

Continued new product innovations and valuable software releases expected to help drive demand

Continuing to prudently manage the business through current headwinds while delivering solid profitability



Q3 2022 FINANCIAL RESULTS

Ken Gayron

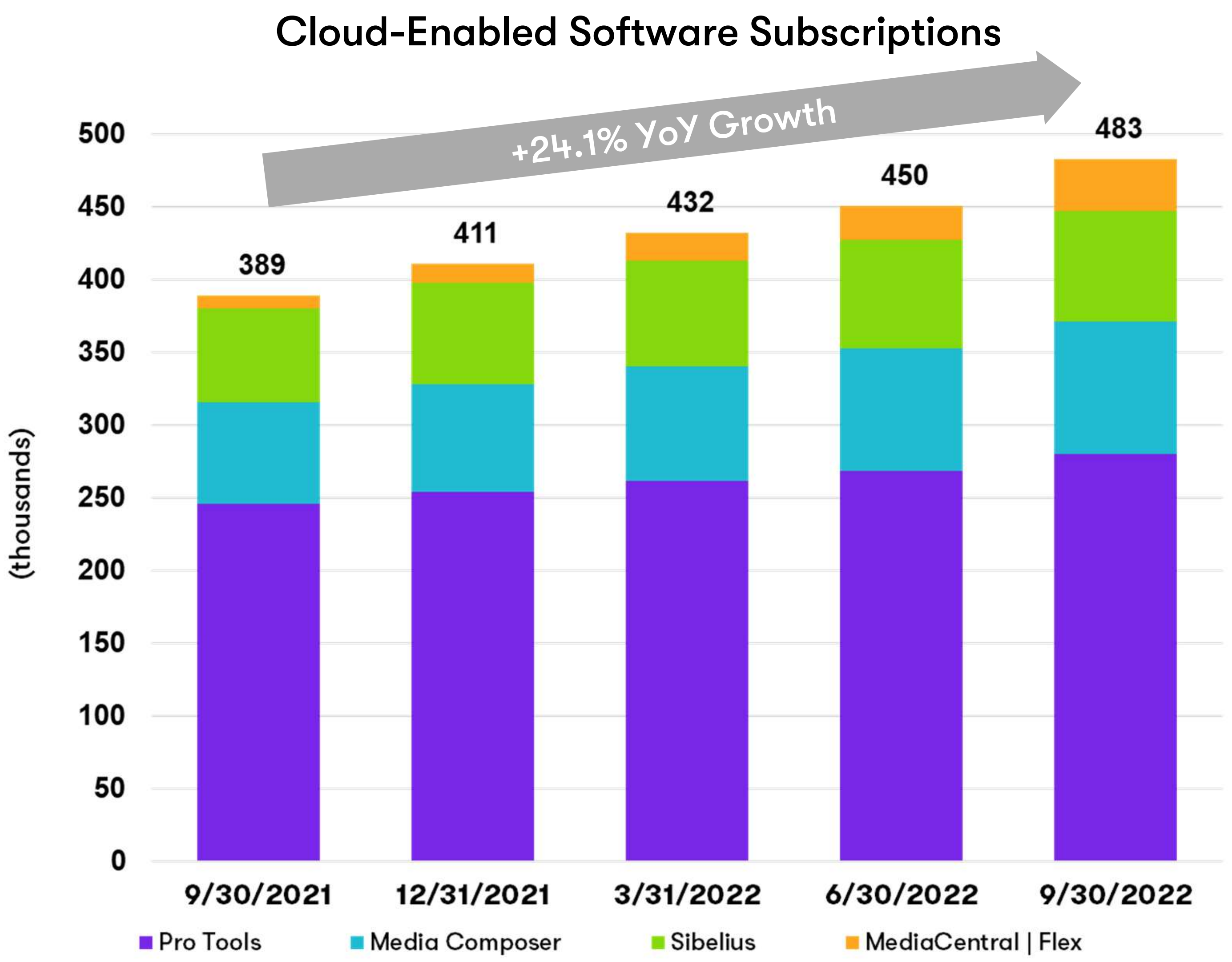
Executive Vice President
& Chief Financial Officer

Avid Maestro

Next-gen subscription-based software solution
for real-time broadcast television graphics.

SUBSCRIPTION GROWTH PROGRESSES

- All-time record net adds of 32,600 paid Cloud-Enabled Software Subscriptions in Q3, a 76% sequential increase
- Improved sequential growth of creative software subscriptions, with 20,000 net adds in Q3, the largest net adds in 6 quarters
- Strong performance of enterprise MediaCentral | Flex subscriptions, with 12,500 net adds in Q3

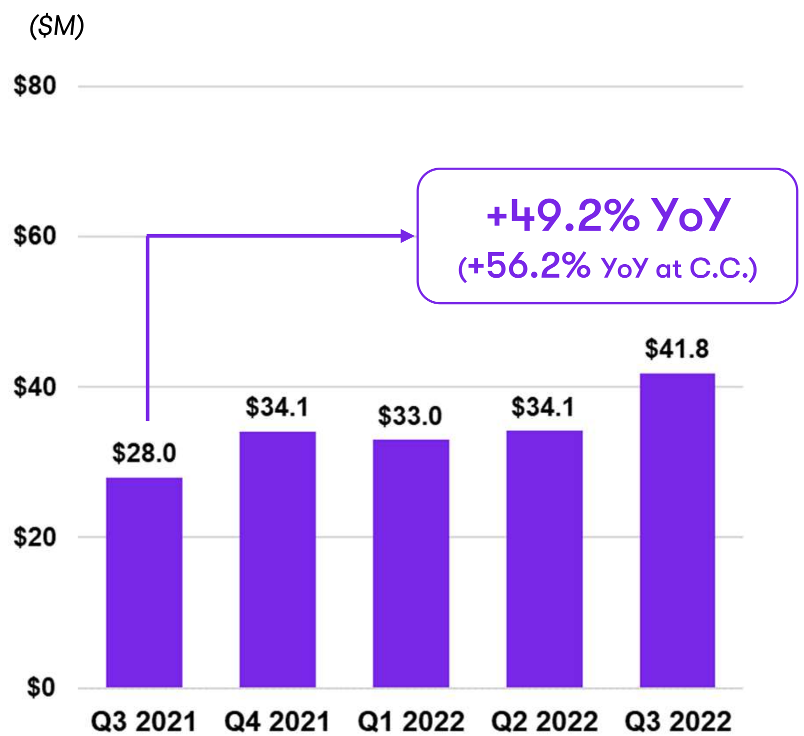


(1) Subscriptions rounded to nearest 100; (2) Avid NEXIS | FLEX subscriptions are not reflected in the count

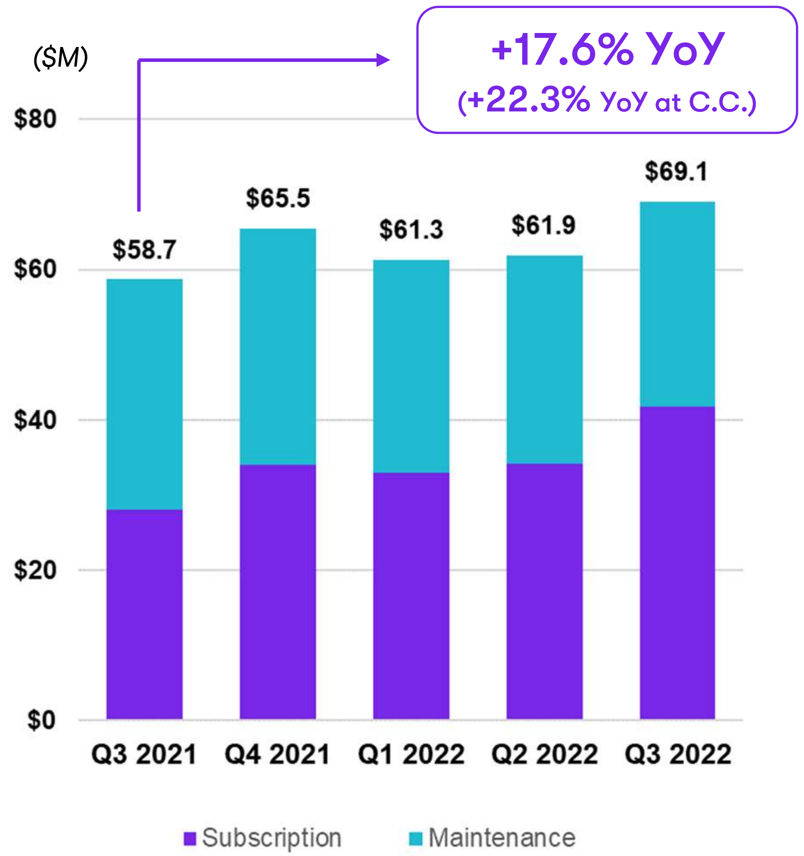
REVENUE BY TYPE

Strong growth in subscription driving YoY increase in revenue and profitability

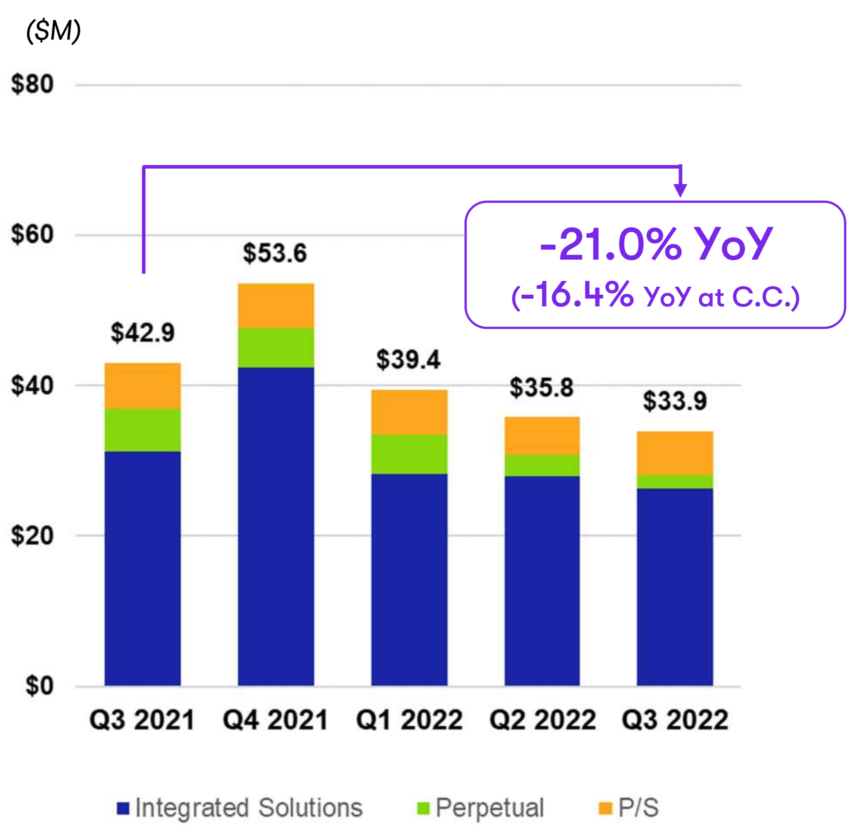
Subscription



Subscription + Maintenance



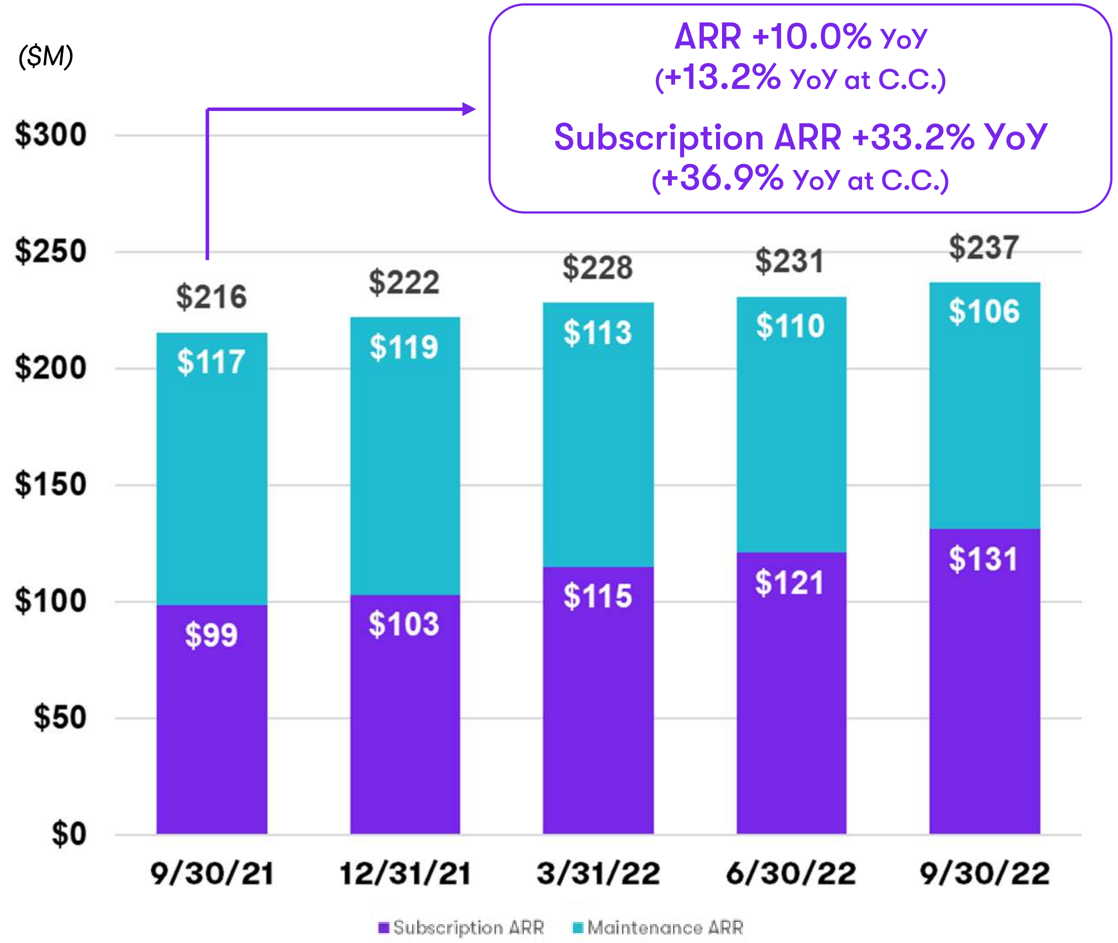
Integrated Solutions, Perpetual, P/S



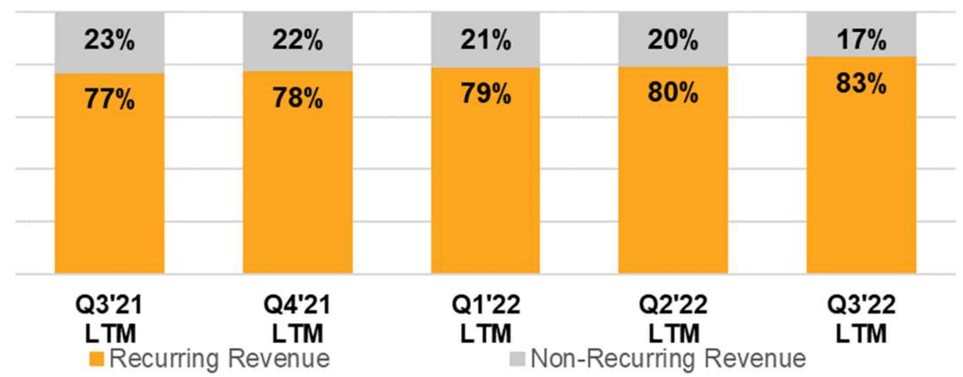
Note: C.C. = Constant Currency

ANNUAL RECURRING REVENUE (ARR), LTM RECURRING REVENUE % AND ACV

Annual Recurring Revenue (ARR)



LTM Recurring Revenue %



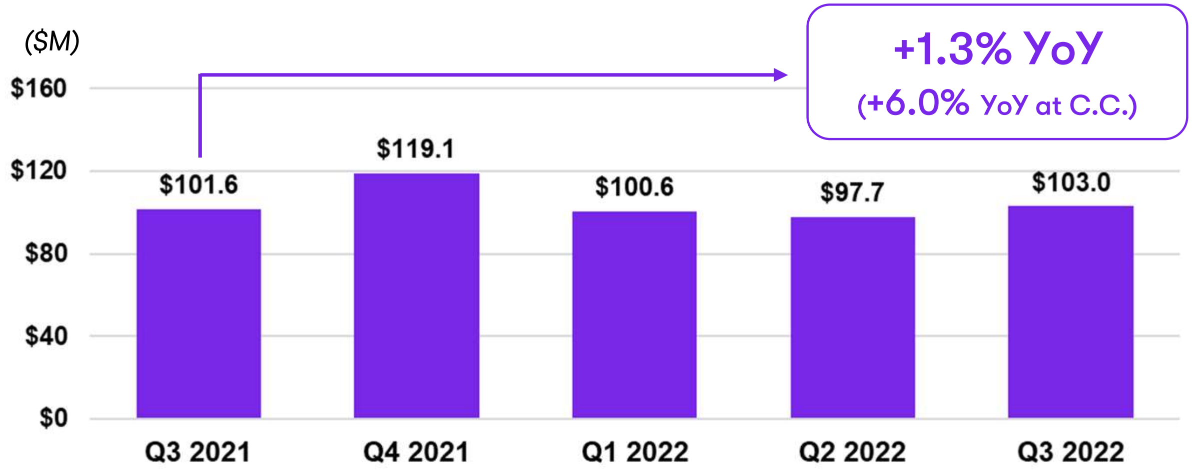
Annual Contract Value from Long-Term Agreements[1]

(1) Annual Contract Value from Long-Term Agreements excludes the subscription and maintenance portion, which is included in ARR
(2) C.C. = Constant Currency

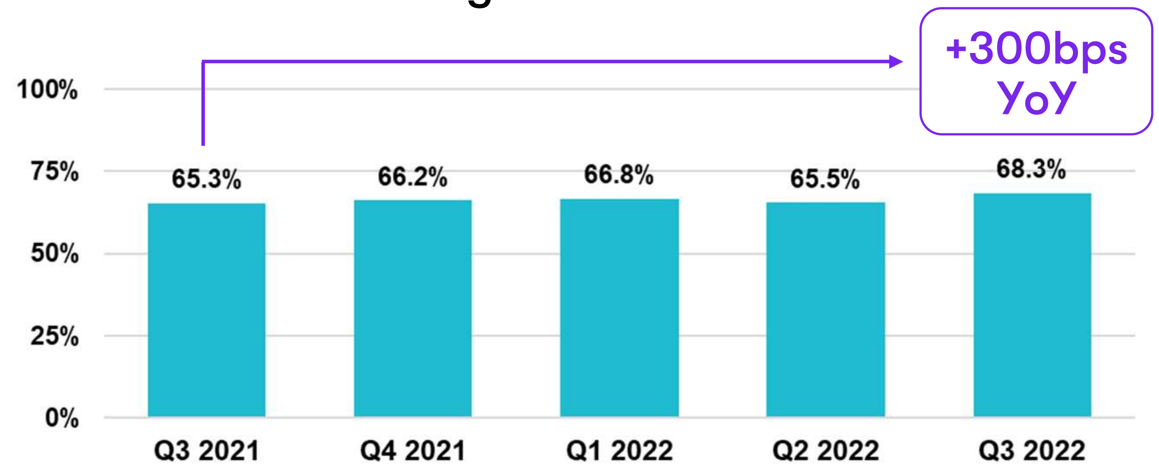
OPERATING RESULTS

Growth in revenue and gross margin yielded continued healthy profitability

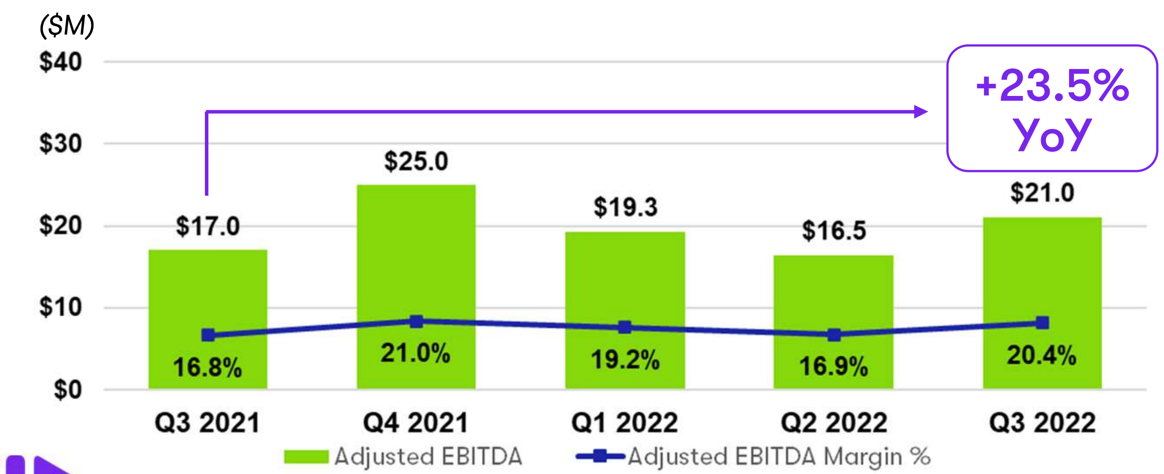
Total Revenue



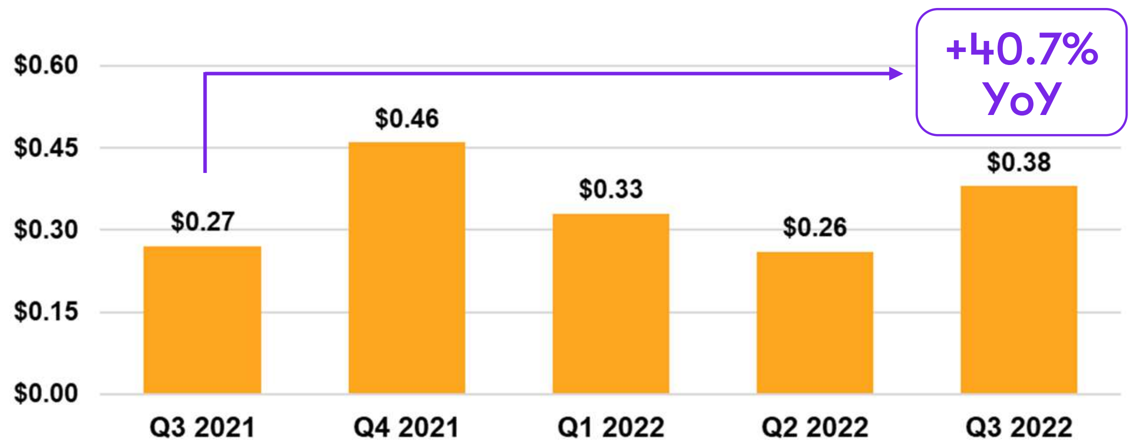
Non-GAAP Gross Margin



Adjusted EBITDA



Non-GAAP Earnings per Share



Note: C.C. = Constant Currency

Q3 2022 FINANCIAL RESULTS

Growth in strategic revenue and strong business fundamentals yielded continued healthy profitability

($M, except per share)

	Q3'21	Q2'22	Q3'22	YoY change Fav/(Unfav)	C.C.[2] YoY change Fav/(Unfav)	9-months 2021	9-months 2022	Change Fav/(Unfav)	C.C.[2] YoY change Fav/(Unfav)
Revenue	$101.6	$97.7	$103.0	1.3%	6.0%	$290.9	$301.3	3.6%	6.8%
Subscription & Maintenance Revenue	58.7	61.9	69.1	17.6%	22.3%	165.4	192.3	16.3%	19.2%
Non-GAAP Gross Profit	66.3	64.0	70.4	6.1%		188.8	201.5	6.7%	
Non-GAAP Gross Margin	*65.3%*	*65.5%*	*68.3%*	*300 bps*		*64.9%*	*66.9%*	*200 bps*	
Non-GAAP Operating Expenses	51.3	49.6	51.5	(0.3%)		144.6	150.8	(4.3%)	
Non-GAAP Operating Expenses Margin %	*50.5%*	*50.7%*	*50.0%*	*50 bps*		*49.7%*	*50.0%*	*(30 bps)*	
Non-GAAP Net Income	12.4	11.8	16.8	35.2%		37.0	43.4	17.2%	
Non-GAAP Earnings per Share	$0.27	$0.26	$0.38	$0.11		$0.80	$0.96	$0.16	
Adjusted EBITDA	17.0	16.5	21.0	23.5%		50.5	56.8	12.4%	
Adjusted EBITDA Margin %	*16.8%*	*16.9%*	*20.4%*	*360 bps*		*17.4%*	*18.8%*	*140 bps*	
Free Cash Flow	$14.0	$3.2	$6.6	($7.4)		$30.7	$14.5	($16.2)	
Change in Working Capital[1]	$2.9	($5.5)	($7.3)	($10.3)		($3.7)	($22.2)	($18.5)	
Capital Expenditures	($2.5)	($4.1)	($3.7)	($1.2)		($4.8)	($11.1)	($6.3)	

(1) (Increase) decrease in working capital during a period is the change in operating assets and liabilities, as shown on the consolidated statement of cash flows.
(2) C.C. = Constant Currency

FY 2022 GUIDANCE

REVISED

($M, except per share)	Prior Guidance [1] Full-Year 2022 Low	Prior Guidance [1] Full-Year 2022 High	New Guidance Full-Year 2022 Low	New Guidance Full-Year 2022 High	Implied Guidance [2] Q4 2022 Low	Implied Guidance [2] Q4 2022 High
Revenue	$425	$455	$412	$424	$111	$123
Reflects negative impact from F/X [3]			*~ ($13)*		*~ ($7)*	
YoY growth excluding F/X impact at mid-point [3]			*+5.1%*		*+3.8%*	
Subscription & Maintenance Revenue	$266	$274	$260	$268	$68	$76
Reflects negative impact from F/X [3]			*~ ($6)*		*~ ($3)*	
YoY growth excluding F/X impact at mid-point [3]			*+17.0%*		*+14.2%*	
Adjusted EBITDA	$83	$95	$83	$87	$26	$30
Non-GAAP Earnings per Share [4]	$1.37	$1.53	$1.40	$1.50	$0.44	$0.54
Free Cash Flow	$45	$59	$38	$43	$23	$29

(1) Prior guidance given on August 2, 2022
(2) Implied Q4 guidance is Full-Year 2022 Guidance less actual results for 9-months ending September 30, 2022
(3) Included for illustrative purposes only
(4) Assumes 45.2M shares for FY 2022 in prior guidance and 44.8M shares for FY 2022 in new guidance

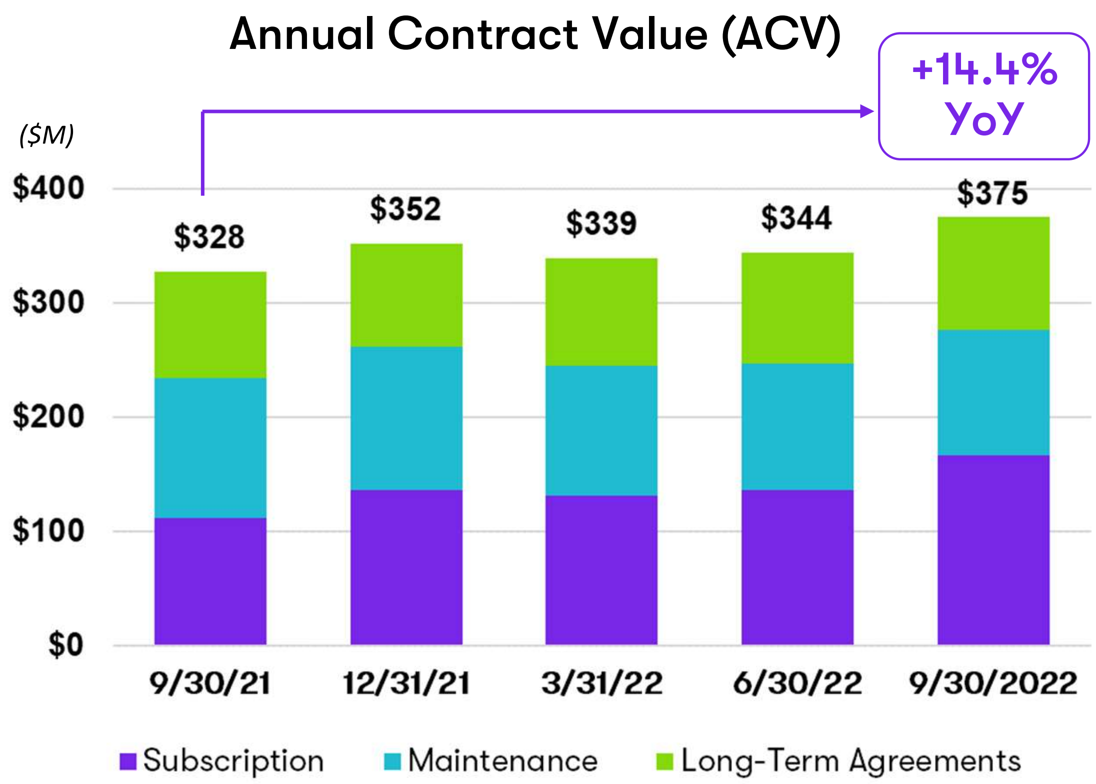
Q&A

REVENUE & NON-GAAP GROSS MARGIN BY TYPE

($M)	Q3 2021	Q2 2022	Q3 2022	Q3 2022 Q/Q %	Q3 2022 Y/Y %
Revenue					
Subscriptions	$28.0	$34.1	$41.8	22.4%	49.2%
Maintenance	30.7	27.8	27.3	(1.8%)	(11.1%)
Subscriptions and Maintenance	**$58.7**	**$61.9**	**$69.1**	**11.5%**	**17.6%**
Perpetual Licenses	5.7	2.7	1.8	(34.7%)	(68.5%)
SW Licenses and Maintenance	**$64.4**	**$64.7**	**70.9**	**9.6%**	**10.0%**
Integrated Solutions	31.2	28.0	26.3	(6.2%)	(15.7%)
Professional Services & Training	6.1	5.0	5.9	17.1%	(3.5%)
Total Revenue	**$101.6**	**$97.7**	**$103.0**	**5.4%**	**1.3%**
Software Revenue (Subscriptions + Perpetual Licenses)	**$33.7**	**$36.9**	**$43.6**	**18.1%**	**29.3%**
Non-GAAP Gross Margin					
SW Licenses and Maintenance	82.5%	82.1%	83.8%	170 bps	130 bps
Integrated Solutions	40.7%	39.6%	38.1%	(150 bps)	(260 bps)
Professional Services & Training	9.2%	(4.5%)	16.5%	2100 bps	730 bps
Total Non-GAAP Gross Margin %	**65.3%**	**65.5%**	**68.3%**	**280 bps**	**300 bps**

Note: Non-GAAP Gross Margin by revenue type excludes stock-based compensation expense

ANNUAL CONTRACT VALUE



Note: Long-Term Agreement contribution to ACV excludes maintenance and subscription portion.

BALANCE SHEET AS OF SEPTEMBER 30, 2022

($M)

	9/30/21	12/31/21	9/30/22
Cash and Cash Equivalents	$50.5	$56.8	$31.3
Accounts Receivable	58.1	77.0	55.3
Contract Asset, current and long-term	22.6	25.4	29.4
Net Inventory	22.2	19.9	22.0
Accounts Payable	22.4	26.9	34.9
Deferred Revenue, current and long-term	86.8	98.1	76.7
Total Debt	172.1	170.0	184.4
Net Debt[1]	121.7	113.1	153.0
Net Leverage[2]	1.7x	1.5x	1.9x
Share Repurchases during the year ending 12/31/21 and nine months ending 9/30/22		$25.1	$43.6
Cumulative Share Repurchases as of 12/31/21 and 9/30/22		$25.1	$68.7

(1) Net Debt = Total Debt – Cash and Cash Equivalents; (2) Net Leverage = Net Debt / LTM Adjusted EBITDA

RECONCILIATION OF NON-GAAP GROSS PROFIT AND NON-GAAP OPERATING EXPENSES

AVID TECHNOLOGY, INC.
Reconciliations of GAAP Financial Measures to Non-GAAP Financial Measures
(unaudited - in thousands)

	Three Months Ended			Nine Months Ended	
	Sept. 30, 2022	Jun. 30, 2022	Sept. 30, 2021	Sept. 30, 2022	Sept. 30, 2021
GAAP Revenue					
GAAP Revenue	$ 102,985	$ 97,680	$ 101,640	$ 301,314	$ 290,880
Non-GAAP Gross Profit					
GAAP Gross Profit	69,779	63,366	65,903	199,909	187,457
Stock-based compensation	588	589	444	1,603	1,362
Non-GAAP Gross Profit	$ 70,367	$ 63,955	$ 66,347	$ 201,512	$ 188,819
GAAP Gross Margin	67.8%	64.9%	64.8%	66.3%	64.4%
Non-GAAP Gross Margin	68.3%	65.5%	65.3%	66.9%	64.9%
Non-GAAP Operating Expenses					
GAAP Operating Expenses	55,696	53,402	56,355	162,587	158,365
Less Amortization of intangible assets	(37)	(57)	(105)	(152)	(315)
Less Stock-based compensation	(3,359)	(3,056)	(3,337)	(9,411)	(9,473)
Less Restructuring costs, net	(158)	(342)	88	(515)	(1,001)
Less Acquisition, integration and other costs	(22)	50	(876)	(431)	(2,083)
Less Efficiency program costs	-	-	-	-	(48)
Less Digital Transformation costs	(626)	(445)	(808)	(1,314)	(808)
Less COVID-19 related expenses	-	-	-	-	(22)
Non-GAAP Operating Expenses	$ 51,494	$ 49,552	$ 51,317	$ 150,764	$ 144,615

These non-GAAP measures reflect how Avid manages its businesses internally. Avid's non-GAAP measures may vary from how other companies present non-GAAP measures. Non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles. This non-GAAP information supplements, and is not intended to represent a measure of performance in accordance with, disclosures required by generally accepted accounting principles, or GAAP. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in accordance with GAAP.

RECONCILIATION OF NON-GAAP OPERATING INCOME, ADJUSTED EBITDA, AND ADJUSTED EBITDA MARGIN

AVID TECHNOLOGY, INC.
Reconciliations of GAAP Financial Measures to Non-GAAP Financial Measures
(unaudited - in thousands)

	Three Months Ended			Nine Months Ended	
	Sept. 30, 2022	Jun. 30, 2022	Sept. 30, 2021	Sept. 30, 2022	Sept. 30, 2021
Non-GAAP Operating Income and Adjusted EBITDA					
GAAP net income	12,022	7,373	14,775	29,981	26,172
Interest and other expense	2,726	1,865	(6,218)	6,154	1,088
Provision for income taxes	(665)	726	991	1,187	1,832
GAAP Operating Income	14,083	9,964	9,548	37,322	29,092
Amortization of intangible assets	37	57	105	152	315
Stock-based compensation	3,947	3,645	3,781	11,014	10,835
Restructuring costs, net	158	342	(88)	515	1,001
Acquisition, integration and other costs	22	(50)	876	431	2,083
Efficiency program costs	-	-	-	-	48
Digital Transformation costs	626	445	808	1,314	808
COVID-19 related expenses	-	-	-	-	22
Non-GAAP Operating Income	$ 18,873	$ 14,403	$ 15,030	$ 50,748	$ 44,204
Depreciation	2,154	2,066	2,002	6,023	6,323
Adjusted EBITDA	$ 21,027	$ 16,469	$ 17,032	$ 56,771	$ 50,527
GAAP net income margin	11.7%	7.5%	14.5%	10.0%	9.0%
Adjusted EBITDA Margin	20.4%	16.9%	16.8%	18.8%	17.4%

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RECONCILIATION OF NON-GAAP NET INCOME, NON-GAAP EARNINGS PER SHARE AND FREE CASH FLOW

AVID TECHNOLOGY, INC.
Reconciliations of GAAP Financial Measures to Non-GAAP Financial Measures
(unaudited - in thousands)

	Three Months Ended			Nine Months Ended	
	Sept. 30, 2022	Jun. 30, 2022	Sept. 30, 2021	Sept. 30, 2022	Sept. 30, 2021
Non-GAAP Net Income					
GAAP net income	12,022	7,373	14,775	29,981	26,172
Amortization of intangible assets	37	57	105	152	315
Stock-based compensation	3,947	3,645	3,781	11,014	10,835
Restructuring costs, net	158	342	(88)	515	1,001
Acquisition, integration and other costs	22	(50)	876	431	2,083
Efficiency program costs	-	-	-	-	48
Digital Transformation costs	626	445	808	1,314	808
Gain on forgiveness of PPP Loan	-	-	(7,800)	-	(7,800)
COVID-19 related expenses	-	-	-	-	22
Loss on Extinguishment of debt	-	-	-	-	3,748
Tax impact of non-GAAP adjustments	-	-	(25)	(3)	(184)
Non-GAAP Net Income	$ 16,812	$ 11,812	$ 12,432	$ 43,404	$ 37,048
Weighted-average share count (Basic)	44,476	44,740	45,564	44,676	45,115
Weighted-average share count (Diluted)	44,703	45,110	46,428	45,107	46,449
Non-GAAP Earnings per Share (Basic)	$ 0.38	$ 0.26	$ 0.27	$ 0.97	$ 0.82
Non-GAAP Earnings per Share (Diluted)	$ 0.38	$ 0.26	$ 0.27	$ 0.96	$ 0.80
Free Cash Flow					
Net cash provided by operating activities	10,342	7,305	16,521	25,563	35,418
Capital expenditures	(3,708)	(4,115)	(2,475)	(11,067)	(4,750)
Free Cash Flow	$ 6,634	$ 3,190	$ 14,046	$ 14,496	$ 30,668
Free Cash Flow conversion from Adjusted EBITDA	31.5%	19.4%	82.5%	25.5%	60.7%

These non-GAAP measures reflect how Avid manages its businesses internally. Avid's non-GAAP measures may vary from how other companies present non-GAAP measures. Non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles. This non-GAAP information supplements, and is not intended to represent a measure of performance in accordance with, disclosures required by generally accepted accounting principles, or GAAP. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in accordance with GAAP.

RECONCILIATION OF LTM ADJUSTED EBITDA, LTM ADJUSTED EBITDA MARGIN AND NET LEVERAGE

AVID TECHNOLOGY, INC.
Reconciliations of GAAP Financial Measures to Non-GAAP Financial Measures
(unaudited - in thousands)

	Nine Months Ended Sept. 30,		Year Ended December 31,		Last Twelve Months (LTM)	
	2022	2021	2021		Q3 2022	Q3 2021
GAAP revenue	$ 301,314	$ 290,880	$ 409,944		$ 420,378	$ 395,181
<u>Non-GAAP Operating Income and Adjusted EBITDA</u>						
GAAP net income	29,981	26,172	41,388		45,197	33,259
Interest and other expense	6,154	1,088	2,308		7,374	5,017
Provision for income taxes	1,187	1,832	2,567		1,922	1,658
GAAP operating income	37,322	29,092	46,263		54,493	39,934
Amortization of intangible assets	152	315	388		225	420
Stock-based compensation	11,014	10,835	14,482		14,661	13,367
Restructuring costs, net	515	1,001	1,116		630	5,039
Acquisition, integration and other costs	431	2,083	3,068		1,416	3,098
Efficiency program costs	-	48	48		-	934
Digital Transformation	1,314	808	1,836		2,342	808
COVID-19 related expenses	-	22	22		-	49
Non-GAAP Operating Income	$ 50,748	$ 44,204	$ 67,223		$ 73,767	$ 63,649
Depreciation	6,023	6,323	8,255		7,955	8,511
Adjusted EBITDA	$ 56,771	$ 50,527	$ 75,478	LTM Adjusted EBITDA	$ 81,722	$ 72,160
GAAP net income margin	10.0%	9.0%	10.1%		10.8%	8.4%
Adjusted EBITDA Margin	18.8%	17.4%	18.4%		19.4%	18.3%
Total Debt			169,964		184,377	172,149
Less Cash and Cash Equivalents			(56,818)		(31,344)	(50,485)
Net Debt			$ 113,146		$ 153,033	$ 121,664
Net Leverage (= Net Debt / LTM Adjusted EBITDA)			1.5x		1.9x	1.7x

These non-GAAP measures reflect how Avid manages its businesses internally. Avid's non-GAAP measures may vary from how other companies present non-GAAP measures. Non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles. This non-GAAP information supplements, and is not intended to represent a measure of performance in accordance with, disclosures required by generally accepted accounting principles, or GAAP. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in accordance with GAAP.

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