

Avid Technology Announces Q4 and FY 2021 Results

March 1, 2022

\$119.1 Million Q4 Revenue and Year-Over-Year Growth of 14.2% in Q4 and 13.7% in FY 2021

\$34.1 Million Q4 Subscription Revenue and Year-Over-Year Growth of 38.8% in Q4 and 48.9% in FY 2021

\$0.33 Q4 Net Income per Common Share and Year-Over-Year Growth of 106.3% in Q4 and 256.0% in FY 2021

\$0.46 Q4 Non-GAAP Earnings per Share and Year-Over-Year Growth of 39.4% in Q4 and 92.3% in FY 2021

BURLINGTON, Mass., March 01, 2022 (GLOBE NEWSWIRE) -- Avid® (NASDAQ: AVID), a leading technology provider that powers the media and entertainment industry, today announced its financial results for the fourth quarter and full year ended December 31, 2021.

Total revenue increased 14.2% year-over-year in the fourth quarter, led by enterprise and creative subscription growth as well as favorable demand for integrated solutions, continuing the sustained growth trend with four consecutive quarters of year-over-year revenue growth. During the fourth quarter, the recurring revenue components of the Company's business remained strong with subscription revenue of \$34.1 million, up 38.8% year-over-year, and subscription & maintenance revenue of \$65.5 million, up 17.9% year-over-year.

The revenue growth, combined with an increased mix of higher-gross margin software subscription revenue and improving integrated solutions gross margin, resulted in fourth quarter Non-GAAP Earnings per Share of \$0.46. This strong profitability resulted in net cash provided by operating activities of \$27.1 million and Free Cash Flow of \$25.0 million in the fourth quarter.

For the full year 2021, Avid's total revenue increased 13.7% to \$409.9 million. Subscription revenue grew 48.9%, to \$108.4 million, surpassing 26% of total revenue, up from 20% of total revenue in 2020. During 2021, the Company drove a 150 basis point increase in gross margin to 64.8%. The higher gross margin resulted in continued strong trends in profitability with net income per common share of \$0.89 and Non-GAAP Earnings per Share of \$1.25, an increase of 92.3% year-over-year. The strong profitability resulted in favorable cash generation with net cash provided by operating activities of \$62.5 million and Free Cash Flow of \$55.7 million, an increase of 64.4% year-over-year.

Fourth Quarter 2021 Financial and Business Highlights

- Subscription revenue was \$34.1 million, an increase of 38.8% year-over-year.
- Paid Cloud-enabled software subscriptions increased by 28.3% year-over-year to approximately 410,600 at December 31, 2021 and increased by approximately 21.700 during the fourth quarter.
- Subscription and Maintenance revenue was \$65.5 million, up 17.9% year-over-year.
- Total revenue was \$119.1 million, an increase of 14.2% year-over-year.
- Gross margin was 65.8%, an increase of 310 basis points year-over-year. Non-GAAP Gross Margin was 66.2%, an increase of 310 basis points year-over-year.
- Operating expenses were \$61.2 million, an increase of 12.2% year-over-year. Non-GAAP Operating Expenses were \$55.8 million, an increase of 20.4% year-over-year.
- Net income was \$15.2 million, an increase of 114.7% year-over-year. Non-GAAP Net Income was \$20.9 million, an increase of 37.0% year-over-year.
- Adjusted EBITDA was \$25.0 million, an increase of 15.3% year-over-year. Adjusted EBITDA Margin was 21.0%, an increase of 30 basis points year-over-year.
- Net income per common share was \$0.33, an increase of 106.3% year-over-year. Non-GAAP Earnings per Share was \$0.46, an increase of 39.4% year-over-year.
- Net cash provided by operating activities was \$27.1 million in the quarter, an increase of \$10.6 million compared to the prior quarter, but a decrease of (\$3.6) million compared to the prior year period.
- Free Cash Flow was \$25.0 million in the quarter, an increase of \$11.0 million compared to the prior quarter, but a decrease of (\$5.6) million compared to the prior year period.
- Repurchased 461,910 shares for \$13.9 million during the fourth quarter, under the \$115 million share repurchase authorization announced on September 9, 2021.

FY 2021 Financial and Business Highlights

- Subscription revenue was \$108.4 million, an increase of 48.9% year-over-year.
- Subscription and Maintenance revenue was \$230.9 million, an increase of 17.2% year-over-year.
- Total revenue was \$409.9 million, an increase of 13.7% year-over-year.

- LTM Recurring Revenue represented 78.0% of the Company's revenue for the year ended December 31, 2021, an increase of 380 basis points year-over-year.
- Gross margin was 64.8%, an increase of 150 basis points year-over-year. Non-GAAP Gross Margin was 65.3%, an increase of 160 basis points year-over-year.
- Operating expenses were \$219.5 million, an increase of 11.6% year-over-year. Non-GAAP Operating Expenses were \$200.4 million, an increase of 11.6% year-over-year.
- Net income was \$41.4 million, an increase of 274.1% year-over-year. Non-GAAP Net Income was \$57.9 million, an increase of 98.8% year-over-year.
- Adjusted EBITDA was \$75.5 million, an increase of 28.7% year-over-year. Adjusted EBITDA Margin was 18.4%, an increase of 210 basis points year-over-year.
- Net income per common share was \$0.89, an increase of 256.0% year-over-year. Non-GAAP Earnings per Share was \$1.25, an increase of 92.3% year-over-year.
- Net cash provided by operating activities was \$62.5 million in 2021, an increase of 58.0% year-over-year.
- Free Cash Flow was \$55.7 million in 2021, an increase of 64.4% year-over-year.
- Annual Contract Value was \$352.1 million at December 31, 2021, an increase of 17.1% year-over-year.
- Repurchased 874,085 shares for \$25.1 million during 2021, under the \$115 million share repurchase authorization announced on September 9, 2021.

Jeff Rosica, Avid's CEO and President, stated, "We ended 2021 with strong fourth quarter performance and good momentum heading into 2022. During the fourth quarter, we continued to exceed our expectations for adoption of subscription solutions by our enterprise customers, and we continued to see solid growth in subscriptions for our creative tools. This strength in our subscription business, combined with growing storage and audio integrated solutions revenue and stable maintenance revenue, allowed us to deliver continued improvement in profitability and strong Free Cash Flow." Mr. Rosica added, "As we begin 2022, we continue to see strength across the end markets for our solutions, and we will continue to make selective investments in new products and innovation to enable Avid to continue delivering the industry-leading solutions that our customers depend on and to achieve our company strategy and our long-term growth and profitability targets."

Ken Gayron, Executive Vice President and Chief Financial Officer of Avid, said, "We continued to make substantial progress in driving our higher gross margin subscription and maintenance revenue during the fourth quarter, which together accounted for 55% of our total revenue in the quarter. This growth, combined with improving integrated solutions gross margin, enabled us to deliver strong profitability and Free Cash Flow in the fourth quarter and positions us well as we enter 2022." Mr. Gayron continued, "Additionally, given our strong Free Cash Flow and high confidence in our strategy and long-term model, and with the goal of enhancing shareholder returns, we continued to repurchase shares in the fourth quarter under the Company's share repurchase program."

First Quarter and Full Year 2022 Guidance

For the first quarter of 2022, Avid is providing guidance for Revenue, Subscription & Maintenance Revenue, Non-GAAP Earnings per Share, and Adjusted EBITDA. For the full year 2022, Avid is providing guidance for Revenue, Subscription & Maintenance Revenue, Non-GAAP Earnings per Share, Adjusted EBITDA, and Free Cash Flow.

(\$ in millions, except per share amounts)	Q1 2022 Guidance
Revenue	\$100 - \$106
Subscription & Maintenance Revenue	\$60 - \$64
Non-GAAP Earnings per Share	\$0.30 - \$0.38
Adjusted EBITDA	\$18.5 - \$22.5
Q1 Non-GAAP Earnings per Share assumes 46.0 million shares outstanding.	

 Revenue
 \$430 - \$450

 Subscription & Maintenance Revenue
 \$266 - \$274

 Non-GAAP Earnings per Share
 \$1.40 - \$1.51

 Adjusted EBITDA
 \$84 - \$94

 Free Cash Flow
 \$60 - \$67

2022 Non-GAAP Earnings per Share assumes 46.2 million shares outstanding.

All guidance presented by the Company is inherently uncertain and subject to numerous risks and uncertainties. Avid's actual future results of operations could differ materially from those shown in the table above. For a discussion of some of the key assumptions underlying the guidance, as well as the key risks and uncertainties associated with these forward-looking statements, please see "Forward-Looking Statements" below as well as the Avid Technology Q4 and Full-Year 2021 Business Update presentation posted on Avid's Investor Relations website at ir.avid.com.

Conference Call to Discuss Fourth Quarter and FY 2021 Results on March 1, 2022

Avid will host a conference call to discuss its financial results for the fourth quarter and FY 2021 on Tuesday, March 1, 2022 at 5:30 p.m. ET. Participants may join the webcast in listen-only mode and access the presentation slides using the link on the Avid Investor Relations website, which can be found on the Events & Presentations tab at <u>ir.avid.com</u>. Participants who would like to ask a question can access the call by dialing +1 646-828-8193 and referencing confirmation code 7636999. Please connect at least 15 minutes in advance to ensure a timely connection to the call. A replay of the call will also be available for a limited time and can be accessed on the Events & Presentations tab of the Avid Investor Relations website shortly after the completion of the call.

Non-GAAP Financial Measures and Operational Metrics

Avid includes non-GAAP financial measures in this press release, including Adjusted EBITDA, Adjusted EBITDA Margin, Free Cash Flow, Non-GAAP Gross Margin, Non-GAAP Operating Expenses, Non-GAAP Net Income, and Non-GAAP Earnings per Share. The Company also includes the operational metrics of Cloud-enabled software subscriptions, Recurring Revenue, LTM Recurring Revenue % and Annual Contract Value in this release. Avid believes the non-GAAP financial measures and operational metrics provided in this release provide helpful information to investors with respect to evaluating the Company's performance. Unless noted, all financial and operating information is reported based on actual exchange rates. Definitions of the non-GAAP financial measures and the operational metrics are included in our Form 8-K filed today. Reconciliations of the non-GAAP financial measures presented in this press release to the Company's comparable GAAP financial measures for the periods presented are set forth below and are included in the supplemental financial and operational data sheet available on our Investor Relations website at ir.Avid.com, which also includes definitions of all operational metrics.

This press release 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 press release 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, we are unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measure without unreasonable efforts.

Forward-Looking Statements

Certain information provided in this press release 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 press release 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: risks related to the impact of the coronavirus (COVID-19) outbreak on our business, suppliers, consumers, customers and employees; economic, social, and political instability, security concerns, and the risk of war or armed conflict, particularly in areas of heightened geopolitical tension and open conflict such as Ukraine where we have outsourced research and development activities; 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; fluctuations in foreign currency exchange rates; seasonal factors; adverse changes in 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 or inefficiencies in our supply chain and/or operations, including from armed conflict and related sanctions and the COVID-19 outbreak; the costs, disruption, and diversion of management's attention due to the COVID-19 outbreak; 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 press release which speak only as to the date of this press release. We undertake no responsibility to update or revise any forward-looking statements, except as required by law.

Avid Powers Greater Creators

People who create media for a living become greater creators with Avid's award-winning technology solutions to make, manage and monetize today's most celebrated video and audio content—from iconic movies and bingeworthy TV series, to network news and sports, to recorded music and the live stage. What began more than 30 years ago with our invention of nonlinear digital video editing has led to individual artists, creative teams and organizations everywhere subscribing to our powerful tools and collaborating securely in the cloud. We continue to re-imagine the many ways editors, musicians, producers, journalists and other content creators will bring their stories to life. Discover the possibilities at avid.com and join the conversation on social media with the multitude of brilliant creative people who choose Avid for a lifetime of success.

© 2022 Avid Technology, Inc., Avid and its logo are property of Avid. All rights reserved. Other trademarks are property of their respective owners.

AVID TECHNOLOGY, INC.

Condensed Consolidated Statements of Operations

(unaudited - in thousands, except per share data)

Net revenues: Subscription Sub			December 31,				cember 31,		
Subscription Sad, 559 \$24,539 \$108,443 \$72,831 \$14,775 \$14,175			2021		2020		2021		2020
Subscription Subscription Subscription Subscription Maintenance Subscription Subscription Total net revenues Subscription Maintenance Subscription Subscription Maintenance Subscription Maintenance Subscription Subscription Maintenance Subscription Subscription Maintenance Subscription Subscr									
Maintenance		•	04.050	•	04.500	•	100 110	•	70.004
Integrated solutions and other Total net revenues 119,064 104,301 409,944 360,466 104,301 409,944 360,466 104,301 409,944 360,466 104,301 409,944 360,466 104,301 409,944 360,466 104,301 409,944 360,466 104,301 409,944 360,466 104,301 409,944 360,466 104,301 409,944 409,765 409,755 40		\$		\$		\$		\$	•
Total net revenues							-		•
Cost of revenues: Subscription 4,753 2,413 14,963 6,870 Maintenance Integrated solutions and other Total cost of revenues 5,846 6,190 22,981 21,651 21,651 103,625 103,625 103,625 103,625 144,140 132,146 103,625 144,140 132,146 103,625 144,140 132,146 103,625 144,140 132,146 103,625 144,140 132,146 103,625 144,140 132,146 103,625 144,140 132,146 103,625 144,140 132,146 103,625 144,140 132,146 103,625 144,140 132,146 103,625 144,140 132,146 103,625 145,625 144,140 132,146 103,625									
Subscription 4,753 2,413 14,963 6,870 Maintenance 5,846 6,190 22,981 21,651 21,651 30,348 30,348 106,196 103,625 40,717 38,951 144,140 132,146 103,625 103	lotal net revenues		119,064		104,301		409,944		360,466
Subscription 4,753 2,413 14,963 6,870 Maintenance 5,846 6,190 22,981 21,651 21,651 30,348 30,348 106,196 103,625 40,717 38,951 144,140 132,146 103,625 103	October								
Maintenance 5,846 6,190 22,981 21,651 103,625 103,62			4.750		0.440		14.062		6.070
Integrated solutions and other Total cost of revenues	·		-		-		•		•
Gross profit Total cost of revenues 40,717 38,951 144,140 132,146 Operating expenses: 78,347 65,350 265,804 228,320 Operating expenses: Research and development Marketing and selling 28,983 22,660 95,494 87,637 General and administrative Restructuring costs, net Total operating expenses 115 4,038 1,116 5,046 Total operating expenses, net Total operating expenses 61,176 54,508 219,541 196,753 Operating income 17,171 10,842 46,263 31,567 Interest expense, net Other income, net Septor income taxes (1,609) (4,565) (7,149) (20,001) Other income, net Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income per common share - basic \$ 0.34 \$ 0.16 0.992 \$ 0.25 Net income per common share - diluted \$ 0.34 \$ 0.16 \$ 0.992 \$ 0.25 Weighted-average com									•
Gross profit 78,347 65,350 265,804 228,320 Operating expenses: Research and development Marketing and selling Marketing and selling General and administrative Restructuring costs, net Total operating expenses 15,158 12,908 57,372 47,052 Restructuring costs, net Total operating expenses 115 4,038 1,116 5,046 Operating income 17,171 10,842 46,263 31,567 Interest expense, net Other income, net Septor income, net Income before income taxes 389 636 4,841 868 Income before income taxes 735 (174) 2,567 1,372 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.92 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822				-					
Operating expenses: Research and development Marketing and selling Marketing and selling General and administrative Restructuring costs, net Total operating expenses 16,920 14,902 65,559 57,018 General and administrative Restructuring costs, net Total operating expenses 115 4,038 1,116 5,046 Total operating expenses 61,176 54,508 219,541 196,753 Operating income 17,171 10,842 46,263 31,567 Interest expense, net Other income, net Income, net Income before income taxes 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	lotal cost of revenues		40,717		38,951		144,140		132,146
Operating expenses: Research and development Marketing and selling Marketing and selling General and administrative Restructuring costs, net Total operating expenses 16,920 14,902 65,559 57,018 General and administrative Restructuring costs, net Total operating expenses 115 4,038 1,116 5,046 Total operating expenses 61,176 54,508 219,541 196,753 Operating income 17,171 10,842 46,263 31,567 Interest expense, net Other income, net Income, net Income before income taxes 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	0		70.047		05.050		205 004		200 200
Research and development 16,920 14,902 65,559 57,018 Marketing and selling 28,983 22,660 95,494 87,637 General and administrative 15,158 12,908 57,372 47,052 47,052 Restructuring costs, net 115 4,038 1,116 5,046 Total operating expenses 61,176 54,508 219,541 196,753 196,7	Gross profit		78,347		65,350		265,804		228,320
Research and development 16,920 14,902 65,559 57,018 Marketing and selling 28,983 22,660 95,494 87,637 General and administrative 15,158 12,908 57,372 47,052 47,052 Restructuring costs, net 115 4,038 1,116 5,046 Total operating expenses 61,176 54,508 219,541 196,753 196,7	Operating expanses:								
Marketing and selling General and administrative Restructuring costs, net Total operating expenses 15,158 12,908 57,372 47,052 Operating income 115 4,038 1,116 5,046 Operating income 17,171 10,842 46,263 31,567 Interest expense, net Other income, net Income, net Income before income taxes 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 \$ 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822			16 020		14 002		65 550		57.018
General and administrative Restructuring costs, net Total operating expenses 15,158 12,908 57,372 47,052 Operating income 115 4,038 1,116 5,046 Operating income 61,176 54,508 219,541 196,753 Operating income 17,171 10,842 46,263 31,567 Interest expense, net Other income, net Other income, net Income before income taxes 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	·		•		•		•		,
Restructuring costs, net Total operating expenses 115 4,038 1,116 5,046 Operating income 17,171 10,842 46,263 31,567 Interest expense, net Other income, net Income, net Income before income taxes (1,609) (4,565) (7,149) (20,001) Other income, net Income before income taxes 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$15,216 7,087 \$41,388 \$11,062 Net income per common share - basic \$0.34 \$0.16 \$0.92 \$0.25 Net income per common share - diluted \$0.33 \$0.16 \$0.89 \$0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822					-		•		
Total operating expenses 61,176 54,508 219,541 196,753 Operating income 17,171 10,842 46,263 31,567 Interest expense, net Other income, net Income before income taxes (1,609) (4,565) (7,149) (20,001) Other income, net Income before income taxes 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822			-		-		•		
Operating income 17,171 10,842 46,263 31,567 Interest expense, net (1,609) (4,565) (7,149) (20,001) Other income, net 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	•								
Interest expense, net (1,609) (4,565) (7,149) (20,001) Other income, net 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 0.16 0.92 0.25 Net income per common share - diluted \$ 0.33 0.16 0.89 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	Total operating expenses	_	01,170		34,300		210,041		100,700
Interest expense, net (1,609) (4,565) (7,149) (20,001) Other income, net 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 0.16 0.92 0.25 Net income per common share - diluted \$ 0.33 0.16 0.89 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	Operating income		17 171		10 842		46 263		31 567
Other income, net 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 \$ 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	operating income		,		10,012		10,200		01,001
Other income, net 389 636 4,841 868 Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 \$ 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	Interest expense, net		(1.609)		(4.565)		(7.149)		(20.001)
Income before income taxes 15,951 6,913 43,955 12,434 Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 \$ 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	•						, ,		
Provision for (benefit from) income taxes 735 (174) 2,567 1,372 Net income \$ 15,216 \$ 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	•								
Net income \$ 15,216 \$ 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822			-,		-,-		-,		, -
Net income \$ 15,216 \$ 7,087 \$ 41,388 \$ 11,062 Net income per common share - basic \$ 0.34 \$ 0.16 \$ 0.92 \$ 0.25 Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	Provision for (benefit from) income taxes		735		(174)		2,567		1,372
Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	Net income	\$	15,216	\$	7,087	\$	41,388	\$	
Net income per common share - diluted \$ 0.33 \$ 0.16 \$ 0.89 \$ 0.25 Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822									
Weighted-average common shares outstanding - basic 45,061 44,288 45,101 43,822	Net income per common share - basic	\$	0.34	\$	0.16	\$	0.92	\$	0.25
	Net income per common share - diluted		0.33	\$	0.16	\$	0.89	\$	0.25
Weighted-average common shares outstanding - diluted 45,773 45,541 46,303 44,878	Weighted-average common shares outstanding - basic		45,061		44,288		45,101		43,822
	Weighted-average common shares outstanding - diluted		45,773		45,541		46,303		44,878

AVID TECHNOLOGY, INC.

Reconciliations of GAAP Financial Measures to Non-GAAP Financial Measures

(unaudited - in thousands)

		Thre	е Мо	onths Ended	Twelve	Мо	nths Ended
			D	ecember 31,		De	ecember 31,
		2021		2020	2021		2020
GAAP Revenue	GAAP Revenue	\$ 119,064	\$	104,301	\$ 409,944	\$	360,466
Non-GAAP Gross Profit							
	GAAP Gross Profit	78,347		65,350	265,804		228,320
	Stock-based compensation	439		431	 1,801		1,339
	Non-GAAP Gross Profit	\$ 78,786	\$	65,781	\$ 267,605	\$	229,659
	GAAP Gross Margin	65.8 %		62.7 %	64.8 %		63.3 %
	Non-GAAP Gross Margin	66.2 %		63.1 %	65.3 %		63.7 %

CAMP Operating Expenses								
GAAP Operating Expenses	Non CAAR Oneveting Evenence							
Less Amortization of intangible assets 73 (105 (388 (411) (3025)		61 176		54 508		219 541		196 753
Less Stock-based compensation (3,208 (2,101 (12,681 (5,046 (5,0		•		•		•		•
Less Restructuring costs, net 115 (4,038 (1,116 6,0046 1,0006	· · · · · · · · · · · · · · · · · · ·	` ,		` ,		, ,		
Less Acquisition, integration and other costs G965 1,015 1,030,88 (332)	•	,		, ,		,		
Less Efficiency program costs 1,028 - (1,836) (1,331)	-	,				, ,		
Less Digital Transformation costs 1,028 - (1,036) - (27) (27) (278) (278	•	(905)		, ,		, ,		
Less COVID-19 related expenses		(1.029)				, ,		(1,331)
Non-GAAP Operating Expenses \$ 55,767 \$ 46,336 \$ 200,382 \$ 179,530	•	(1,026)				,		(070)
Non-GAAP Operating Income and Adjusted EBITDA	· —		_	` ,	_	, ,	_	
GAAP net income	Non-GAAP Operating Expenses \$	55,767	\$	46,336	\$	200,382	\$	179,530
Interest and other expense	Non-GAAP Operating Income and Adjusted EBITDA							
Provision for income taxes	GAAP net income	15,216		7,087		41,388		11,062
GAAP Operating Income	Interest and other expense	1,220		3,929		2,308		19,133
Amortization of intangible assets Stock-based compensation Stock-base	Provision for income taxes	735		(174)		2,567		1,372
Stock-based compensation Restructuring costs, net 115	GAAP Operating Income	17,171		10,842		46,263		31,567
Restructuring costs, net	Amortization of intangible assets	73		105		388		411
Acquisition, integration and other costs 985 1,015 3,068 832	Stock-based compensation	3,647		2,532		14,482		10,664
Efficiency program costs 1,028 2, 1,336 1,331 Digital Transformation costs 1,028 - 1,836 - 2, 278 COVID-19 related expenses - 2, 27 22 278 Non-GAAP Operating Income 23,019 19,445 67,223 50,129 Depreciation 1,932 2,188 8,255 8,505 Adjusted EBITDA 24,951 21,633 75,478 58,634 GAAP net income margin 12.8 % 6.8 % 10.1 % 3.1 % Adjusted EBITDA Margin 21.0 % 20.7 % 18.4 % 16.3 % Non-GAAP Net Income 45,216 7,087 41,388 411 Stock-based compensation 3,647 2,532 14,482 10,664 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 2,532 14,482 10,664 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 2,532 14,482 1,331 Digital Transformation costs 1,028 - 2,532 14,482 10,664 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 2,7 22 2,78 Loss on Extinguishment of debt - 2,7 22 2,78 Loss on Extinguishment of debt - 3,748 - 3,748 - 3,748 - 3,748 Tax impact of non-GAAP adjustments (198) (461) (332) (496) Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diuted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) 0.46 45,773 45,541 46,303 44,878	Restructuring costs, net	115		4,038		1,116		5,046
Digital Transformation costs 1,028 - 1,836 - 278 228 278 Non-GAAP Operating Income 23,019 19,445 67,223 50,129 Depreciation 1,932 2,188 8,255 8,505 Adjusted EBITDA 24,951 21,633 75,478 58,634 GAAP net income margin 12.8 % 6.8 % 10.1 % 31.1 % Adjusted EBITDA Margin 21.0 % 20.7 % 18.4 % 16.3 % Non-GAAP Net Income 35,216 7,087 41,388 4111 Stock-based compensation 3,647 2,532 14,482 10,664 Acquisition, integration and other costs 885 411 5,046 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs 1,028 1,015 3,068 832 Efficiency program costs 1,028 1,015 3,068 322 Gain on forgiveness of PPP Loan 1 27 27 22 278 Loss on Extinguishment of debt 1 2 3,748 1 4,048 1 Tax impact of non-GAAP adjustments 1,081 4,288 45,011 43,822 Weighted-average share count (Basic) 45,671 44,288 45,011 43,822 Weighted-average share count (Basic) 45,671 44,288 45,011 43,822 Weighted-average share count (Basic) 45,671 45,541 46,303 44,878 Non-GAAP Eamings per Share (Basic) 0.46 5,046 5,044 5,046 5,046 One Coult in the product of the count	Acquisition, integration and other costs	985		1,015		3,068		832
Non-GAAP Operating Income 23,019 19,445 67,223 50,129 Depreciation 1,932 2,188 8,255 8,505 Adjusted EBITDA 24,951 21,633 75,478 58,634 GAAP net income margin 12,8 % 6,8 % 10,1 % 3,1 % Adjusted EBITDA Margin 21,0 % 20,7 % 18,4 % 16,3 % Non-GAAP Net Income 15,216 7,087 41,388 11,062 Amortization of intangible assets 73 105 388 411 Stock-based compensation 3,647 2,532 14,482 10,664 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs 115 4,038 1,116 5,046 Acquisition, integration and other costs 985 1,015 3,068 332 Efficiency program costs 1,028 1,1836 1,331 Digital Transformation costs 1,028 1,035 1,836 1,331 COVID-19 related expenses 7 27 27 27 27 27 27 27	Efficiency program costs	-		886		48		1,331
Non-GAAP Operating Income Depreciation Depreciation Depreciation Depreciation Adjusted EBITDA \$ 23,019 \$ 19,445 \$ 67,223 \$ 50,129 \$ 8,505 \$	Digital Transformation costs	1,028		-		1,836		-
Depreciation	COVID-19 related expenses	-		27		22		278
Adjusted EBITDA \$24,951 \$21,633 \$75,478 \$58,634 GAAP net income margin Adjusted EBITDA Margin 12.8 % 6.8 % 10.1 % 3.1 % Adjusted EBITDA Margin 21.0 % 20.7 % 18.4 % 16.3 % Non-GAAP Net Income	Non-GAAP Operating Income \$	23,019	\$	19,445	\$	67,223	\$	50,129
Mon-GAAP Net Income Margin Adjusted EBITDA Margin 12.8 % 20.7 % 6.8 % 20.7 % 10.1 % 3.1 % 16.3 % Non-GAAP Net Income GAAP net income 15,216 7,087 41,388 11,062 Amortization of intangible assets 73 105 388 411 Stock-based compensation 3,647 2,532 14,482 10,664 Restructuring costs, net 115 4,038 1,116 5,046 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 1,836 - Gain on forgiveness of PPP Loan - 2 7 22 278 Loss on Extinguishment of debt - - 3,748 - Tax impact of non-GAAP adjustments (198 (461 (382 (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Blatic)<	Depreciation	1,932		2,188		8,255		8,505
Non-GAAP Net Income GAAP net income 15,216 7,087 41,388 11,062 Amortization of intangible assets 73 105 388 411 Stock-based compensation 3,647 2,532 14,482 10,664 Restructuring costs, net 115 4,038 1,116 5,046 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 1,836 - Gain on forgiveness of PPP Loan - - (7,800) - COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - - - 3,748 - Tax impact of non-GAAP adjustments (198 (461 (382 (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,10	Adjusted EBITDA \$	24,951	\$	21,633	\$	75,478	\$	58,634
Non-GAAP Net Income GAAP net income 15,216 7,087 41,388 11,062 Amortization of intangible assets 73 105 388 411 Stock-based compensation 3,647 2,532 14,482 10,664 Restructuring costs, net 115 4,038 1,116 5,046 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 1,836 - 1,836 - 1,836 Gain on forgiveness of PPP Loan - 7,787 7,780 - 7,780 COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - 2 - 3,748 - 7,748 - 7,749 Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) \$ 0.46 \$ 0.34 \$ 1.28 \$ 0.66	GAAP net income margin	12.8 %		6.8 %		10.1 %		3.1 %
GAAP net income 15,216 7,087 41,388 11,062 Amortization of intangible assets 73 105 388 411 Stock-based compensation 3,647 2,532 14,482 10,664 Restructuring costs, net 115 4,038 1,116 5,046 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 1,836 - Gain on forgiveness of PPP Loan - - (7,800) - COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - - 3,748 - Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878	Adjusted EBITDA Margin	21.0 %		20.7 %		18.4 %		16.3 %
Amortization of intangible assets 73 105 388 411 Stock-based compensation 3,647 2,532 14,482 10,664 Restructuring costs, net 115 4,038 1,116 5,046 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 1,836 - 1 Gain on forgiveness of PPP Loan - (7,800) - COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - 3,748 - Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) \$ 0.46 \$ 0.34 \$ 1.28 \$ 0.66	Non-GAAP Net Income							
Stock-based compensation 3,647 2,532 14,482 10,664 Restructuring costs, net 115 4,038 1,116 5,046 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 1,836 - Gain on forgiveness of PPP Loan - - (7,800)) - COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - - 3,748 - Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) 0.46 0.34 1.28 0.66		15,216		7,087		41,388		11,062
Restructuring costs, net 115 4,038 1,116 5,046 Acquisition, integration and other costs 985 1,015 3,068 832 Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 1,836 - Gain on forgiveness of PPP Loan - - (7,800) - COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - - 3,748 - Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) 0.46 0.34 1.28 0.66	Amortization of intangible assets	73		105		388		411
Acquisition, integration and other costs Efficiency program costs Efficiency program costs Digital Transformation costs 1,028 Gain on forgiveness of PPP Loan COVID-19 related expenses Loss on Extinguishment of debt Tax impact of non-GAAP adjustments Non-GAAP Net Income Weighted-average share count (Basic) Weighted-average share count (Diluted) Non-GAAP Earnings per Share (Basic) A886 48 1,015 3,068 832 48 1,331 1,028 - 1,836 - (7,800 - 27 22 278 27 22 278 46,01 461 (382 45,01 43,822 45,061 44,288 45,101 43,822 44,878 Non-GAAP Earnings per Share (Basic) Non-GAAP Share (Basic) Non-GAAP Share (Basic) A5,661 A5,661 A5,661 A6,003 A6,006	Stock-based compensation	3,647		2,532		14,482		10,664
Efficiency program costs - 886 48 1,331 Digital Transformation costs 1,028 - 1,836 - Gain on forgiveness of PPP Loan - - - (7,800)) - COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - - - 3,748 - Tax impact of non-GAAP adjustments (198) (461) (382) (496)) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) 0.46 0.34 1.28 0.66	Restructuring costs, net	115		4,038		1,116		5,046
Digital Transformation costs 1,028 - 1,836 - Gain on forgiveness of PPP Loan - - (7,800) - COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - - - 3,748 - Tax impact of non-GAAP adjustments (198) (461) (382) (496)) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) 0.46 0.34 1.28 0.66	Acquisition, integration and other costs	985		1,015		3,068		832
Gain on forgiveness of PPP Loan - - (7,800) - COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - - - 3,748 - Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) 0.46 0.34 1.28 0.66	Efficiency program costs	=		886		48		1,331
Gain on forgiveness of PPP Loan - - (7,800) - COVID-19 related expenses - 27 22 278 Loss on Extinguishment of debt - - - 3,748 - Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) 0.46 0.34 1.28 0.66	Digital Transformation costs	1,028		-		1,836		-
Loss on Extinguishment of debt - - 3,748 - Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) \$ 0.46 \$ 0.34 \$ 1.28 \$ 0.66	Gain on forgiveness of PPP Loan	-		-				-
Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) \$ 0.46 \$ 0.34 \$ 1.28 \$ 0.66	COVID-19 related expenses	-		27		22		278
Tax impact of non-GAAP adjustments (198) (461) (382) (496) Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) \$ 0.46 \$ 0.34 \$ 1.28 \$ 0.66		-		-		3,748		-
Non-GAAP Net Income \$ 20,866 \$ 15,229 \$ 57,914 \$ 29,128 Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) \$ 0.46 \$ 0.34 \$ 1.28 \$ 0.66		(198)		(461)		(382)		(496)
Weighted-average share count (Basic) 45,061 44,288 45,101 43,822 Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) 0.46 0.34 1.28 0.66	Non-GAAP Net Income \$		\$		\$		\$	
Weighted-average share count (Diluted) 45,773 45,541 46,303 44,878 Non-GAAP Earnings per Share (Basic) 0.46 0.34 1.28 0.66								
Non-GAAP Earnings per Share (Basic) \$ 0.46 \$ 0.34 \$ 1.28 \$ 0.66				•		•		
			\$		\$		\$	
	• • • • • • • • • • • • • • • • • • • •							

Net cash provided by operating activities

Free Cash Flow conversion from Adjusted EBITDA

Capital expenditures

Free Cash Flow \$

27,071

25,002

(2,069)

100.2 %

30,704

30,631

(73

141.6 %

62,489

55,670

(6,819)

73.8 %

39,555 (5,692)

33,863

57.8 %

AVID TECHNOLOGY, INC.

Free Cash Flow

Condensed Consolidated Balance Sheets

(unaudited - in thousands)

		December 31, 2021	December 31, 2020
Assets			
Current Assets			
Cash and Cash Equivalents	\$	56,818	\$ 79,899
Restricted Cash		2,416	1,422
Accounts receivable, net of allowances	of \$1,	456 and \$1,478	
at December 30, 2021 and December 31, 2020, respectively		77,046	78,614
Inventories		19,922	26,568
Prepaid Expenses		5,464	6,044
Contract Assets		18,903	18,579
Other Current Assets		1,953	 2,366
Total Current Assets		182,522	213,492
Property and Equipment, Net		16,028	16,814
Goodwill		32,643	32,643
Right of Use Assets		24,143	29,430
Deferred Tax Assets, Net		5,210	6,801
Other Long-Term Assets		13,454	5,958
Total Assets	\$	274,000	\$ 305,138
Liabilities and Stockholders' Deficit			
Current Liabilities			
Accounts Payable	\$	26,854	\$ 21,823
Accrued Compensation and Benefits		35,458	29,105
Accrued Expenses and Other Current Liabilities		37,552	42,264
Income Taxes Payable		868	1,664
Short-Term Debt		9,158	4,941
Deferred Revenues		87,475	87,974
Total Current Liabilities		197,365	187,771
Long-Term Debt		160,806	202,759
Long-Term Deferred Revenues		10,607	11,284
Long-Term Lease Liabilities		23,379	28,462
Other Long-Term Liabilities		5,917	7,786
Total Liabilities		398,074	438,062
Stockholders' Deficit			
Common Stock		455	442
Treasury Stock		(25,090)	-
Additional Paid in Capital		1,031,633	1,036,658
Accumulated Deficit		(1,126,959)	(1,168,347)
Accumulated Other Comprehensive Loss		(4,113)	(1,677)
Total Stockholders' Deficit		(124,074)	(132,924)
Total Liabilities and Stockholders' Deficit	\$	274,000	\$ 305,138

AVID TECHNOLOGY, INC.

Condensed Consolidated Statements of Cash Flows

(unaudited - in thousands)

Twelve	Months Ended
	December 31,
2021	2020

Cash flows from operating activities:

Net income \$ 41,388 \$ 11,062

Depreciation and amortization		8,254		8,505
Provision for doubtful accounts		694		1,298
Loss on extinguishment of debt		2,579		1,230
Stock-based compensation expense		13,737		10,664
Non-cash provision for restructuring		956		5,046
Non-cash interest expense		515		3,651
Gain on extinguishment of PPP loan		(7,800)		3,031
Unrealized foreign currency transaction (gains) loss		(2,101)		1,570
Provision for deferred taxes		1,591		827
Changes in operating assets and liabilities:		1,591		021
Accounts receivable		875		(6,124)
Inventories		6,646		2,598
Prepaid expenses and other assets		(1,156)		6,176
Accounts payable		5,032		(18,141)
Accrued expenses, compensation and benefits and other liabilities		69		10,432
Income taxes payable		(796)		(281)
Deferred revenue and contract assets		(7,994)		2,272
Net cash provided by operating activities		62,489		39,555
Net cash provided by operating activities		02,403		39,333
Cash flows from investing activities:				
Purchases of property and equipment	:	(6,819)		(5,692)
Net cash used in investing activities		(6,819)		(5,692)
Cash flows from financing activities:				
Proceeds from revolving line of credit		-		22,000
Repayment from revolving line of credit		-		(22,000)
Proceeds from long-term debt		180,000		7,800
Repayment of debt		(210,456)		(2,250)
Payments for repurchase of common stock		(24,787)		-
Payments for repurchase of outstanding Notes		-		(28,867)
Proceeds from the issuance of common stock under employee stock plans		808		547
Common stock repurchases for tax withholdings for net settlement of equity awards		(19,557)		(2,365)
Prepayment for loss on extinguishment of debt		(1,169)		-
Partial unwind capped call cash receipt		- 		875
Payments for credit facility issuance costs		(2,574)		(289)
Net cash used in financing activities	-	(77,735)		(24,549)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash		(1,016)		1,748
		<u>`</u>		
Net (decrease) increase in cash, cash equivalents, and restricted cash	æ	(23,081)		11,062
Cash, cash equivalents and restricted cash at beginning of the period	\$	83,637	_	72,575
Cash, cash equivalents and restricted cash at end of the period	\$	60,556	\$	83,637
Supplemental information:	æ	EC 040		70.000
Cash and cash equivalents	\$	56,818		79,899
Restricted cash		2,416		1,422
Restricted cash included in other long-term assets		1,322		2,316
Total cash, cash equivalents and restricted cash shown in the statement of cash flows	\$	60,556	\$	83,637

AVID TECHNOLOGY, INC.

Supplemental Revenue Information

(unaudited - in millions)

Revenue Backlog*
Deferred Revenue
Other Backlog

Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
\$ 98.1	\$ 86.8	\$ 99.3
314.7	315.0	336.2

Total Revenue Backlog	\$ 412.8	\$ 401.8	\$ 435.5

The expected timing of recognition of revenue backlog as of December 31, 2021 is as follows:

	2022	2023	2024	Thereafter	Total
Deferred Revenue	\$ 87.4	\$ 5.7	\$ 2.9	\$ 2.1	\$ 98.1
Other Backlog	138.6	83.3	54.9	37.9	\$ 314.7
Total Revenue Backlog	\$ 226.0	\$ 89.0	\$ 57.8	\$ 40.0	\$ 412.8

^{*}A definition of Revenue Backlog is included in our Form 10-K and the supplemental financial and operational data sheet available on our investor relations webpage at <u>ir.avid.com</u>.

Contacts

Investor contact:
Whit Rappole
Avid
ir@Avid.com

PR contact: Jim Sheehan Avid jim.sheehan@Avid.com



Source: Avid Technology, Inc.