



The technology provider  
that **powers** the media  
& entertainment industry

Q2 2019 EARNINGS CALL  
AVID TECHNOLOGY  
August 5, 2019





# Introduction

Whit Rappole  
VP, Investor Relations



# Non-GAAP & Operational Measures

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

## **Non-GAAP Measures**

Adjusted EBITDA  
Free Cash Flow  
Non-GAAP Gross Profit  
Non-GAAP Gross Margin  
Non-GAAP Operating Expenses  
Non-GAAP Operating Income  
Non-GAAP Net Income (Loss) Per Share

## **Operational Measures**

Revenue Backlog  
Recurring Revenue  
LTM Recurring Revenue %  
Annual Contract Value

The non-GAAP measures used in this presentation are reconciled to their comparable GAAP measures in our 8-K filed with the SEC today, and the operational measures used in this presentation are defined in the supplemental financial information datasheet available on [ir.avid.com](http://ir.avid.com). Avid believes the non-GAAP measures and operational measures provided in this presentation provide helpful information to investors with respect to evaluating the Company's performance. However, these non-GAAP measures and operational measures 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 guidance for Adjusted EBITDA, Free Cash Flow, and Non-GAAP Net Income Per Share, which are forward-looking non-GAAP financial measures. Reconciliations of these forward-looking non-GAAP measures are not included in this presentation, due to the high variability and difficulty in making accurate forecasts and projections of some of the excluded information, 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 statements made within this presentation contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward looking statements involve risks and uncertainties, including projections and statements about our anticipated plans, objectives, expectations and intentions. Among other things, this presentation includes projected results of operations for the third quarter and full fiscal year 2019 which are based on a variety of assumptions about key factors and metrics that will determine our future results of operations, including, for example, anticipated market uptake of new products, realization of identified efficiency programs and market based cost inflation. Other forward-looking statements include, without limitation, statements based upon or otherwise incorporating judgments or estimates relating to future performance such as future operating results and expenses; earnings; backlog; product mix and free cash flow; Recurring Revenue and Annual Contract Value; our long-term and recent cost savings initiatives and the anticipated benefits therefrom; our future strategy and business plans; our product plans, including products under development, such as cloud and subscription based offerings, recurring revenue and annual contract value. The projected future results of operations, and the other forward-looking statements in this presentation are based on current expectations as of the date of this presentation and subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. The guidance presented in this presentation is inherently uncertain and subject to numerous risks and uncertainties. Our actual future results of operations and cash flows could differ materially from those discussed in this presentation.

For additional information, including a discussion of some of the key risks and uncertainties associated with these forward-looking statements, please see the “Forward Looking Statements” section of our press release issued today, as well as the Risk Factors and Forward-Looking Statements sections of the Company’s 2018 Annual Report on Form 10-K filed with the SEC. Copies of these filings are available from the SEC, the Avid web site or the Company’s Investor Relations Department.

Any forward-looking information relayed in this presentation speaks only as of today, and Avid undertakes no obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise, except as required by law.





# Business Update

Jeff Rosica  
Chief Executive Officer & President





# Key Business Observations

- Minor revenue headwinds due to the supply chain transition during Q2 impacted quarterly results, but doesn't change the improving longer term trajectory
- Continued strong growth in subscriptions and addition of new long term agreements
- Continued improving cost structure; achieved OpEx savings targets and COGS savings benefits from supply chain transition expected in H2 2019
- Significant progress in building out next-generation, cloud-based workflows at large media companies
- Ongoing momentum in adding long-term agreements with large media customers and channel partners



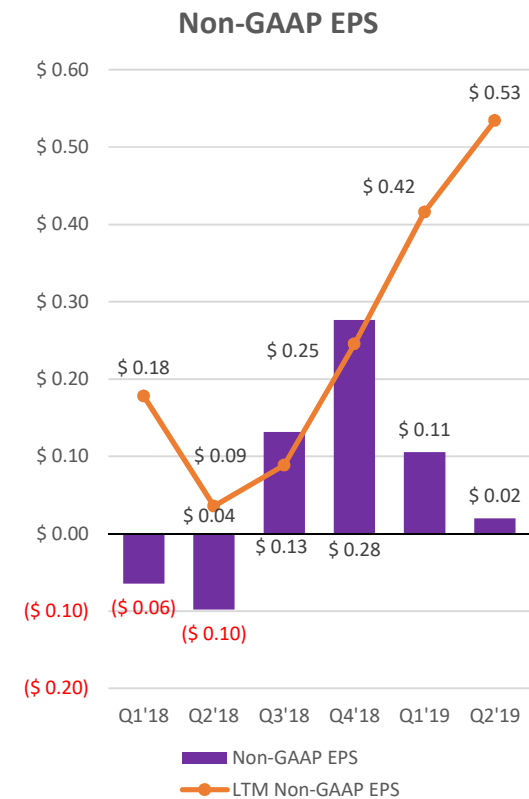
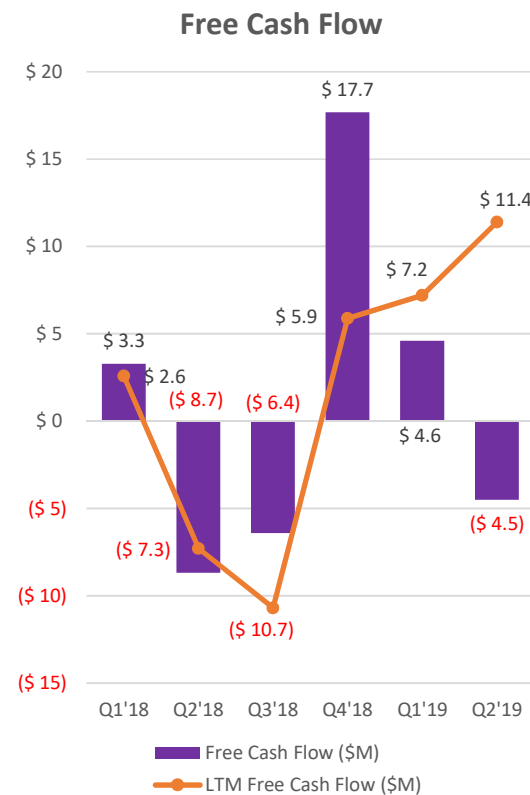
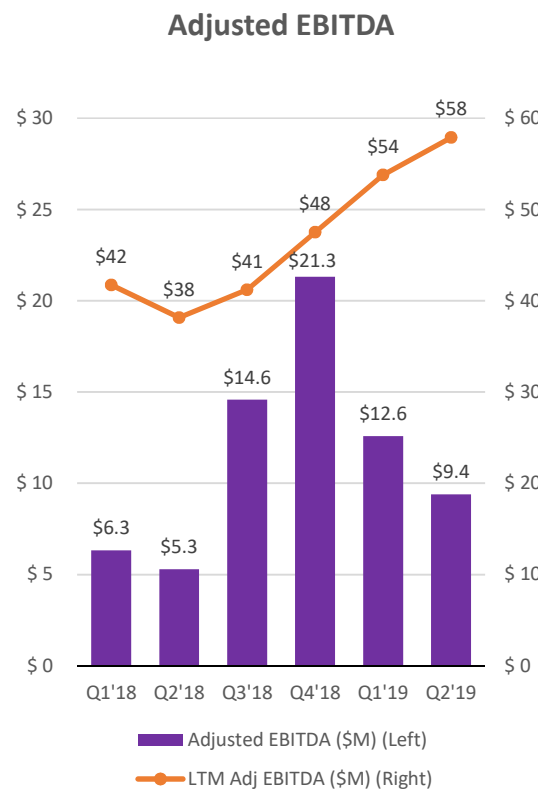
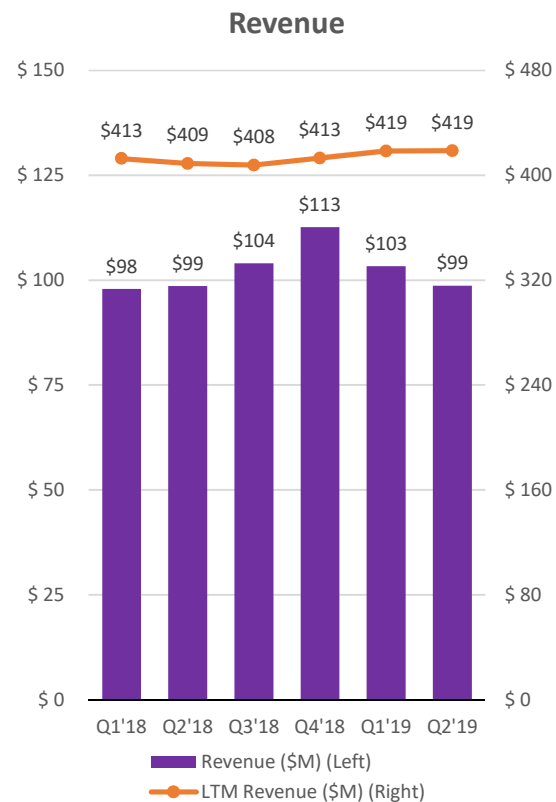
# Q2 2019 Business Performance

(\$M, except per share)	Q2 2019	YoY Change
Revenue	\$98.7	+0.1%
Non-GAAP Gross Margin	59.4%	+20bps
Adjusted EBITDA	\$9.4	+78%
Free Cash Flow	(\$4.5)	+\$4.2
Non-GAAP Net Income per Share	\$0.02	+\$0.12

- E-commerce revenue up 19% YoY
- Paid software subscriptions over 147,000, up 40% YoY
- Subscription revenue grew 17% YoY
- Avid First free downloads reached 1.5M cumulative



# Business Strategy is Yielding Improving LTM Financial Performance





# Looking Forward

- Company is on a good trajectory going forward but there is a lot of work to do as we execute our plans
- Completion of the Smart Savings initiatives as we achieve the benefits from the supply chain transition during the second half of 2019
- Focusing on delivering a consistently profitable and predictable financial model built on growing recurring revenue
- Enthusiastic about our recent product innovations that will drive growth in second half and beyond



# New Product Innovation:

## Unlock upgrade cycles, win new customers and expand market opportunities

### Media Composer 2019

Completely reimagined video editing solution designed to attract a new generation of users, while protecting and building upon the current customer/user base.

Released



### MediaCentral 2019

Next-gen media platform update that enables small-to-medium sized enterprise customers to collaborate across teams, create better content faster and more efficiently; opens upgrade opportunities for Avid and prepares customers to start to utilize cloud-based workflows.

Released

### Avid S1

Powerful, portable mixing surface that fits in the tighter spaces and with a low price point; opens cross-selling opportunities to many Pro Tools users.

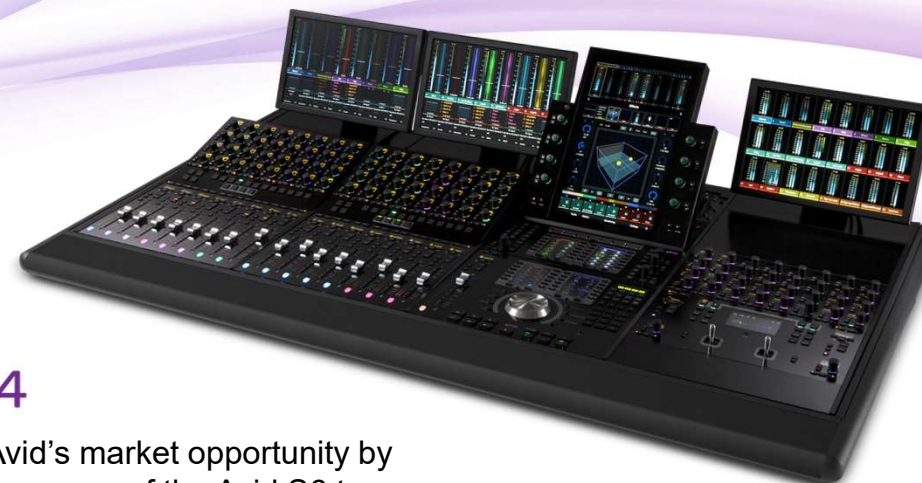
Announced



### Avid S4

Expands Avid's market opportunity by bringing the power of the Avid S6 to small to mid-sized music and post facilities at an affordable price point.

Available for Pre Order







# Q2 2019 Financial Results and Q3 and Full Year 2019 Guidance

Ken Gayron  
Executive Vice President  
and Chief Financial Officer



# Q2 2019 Financial Results

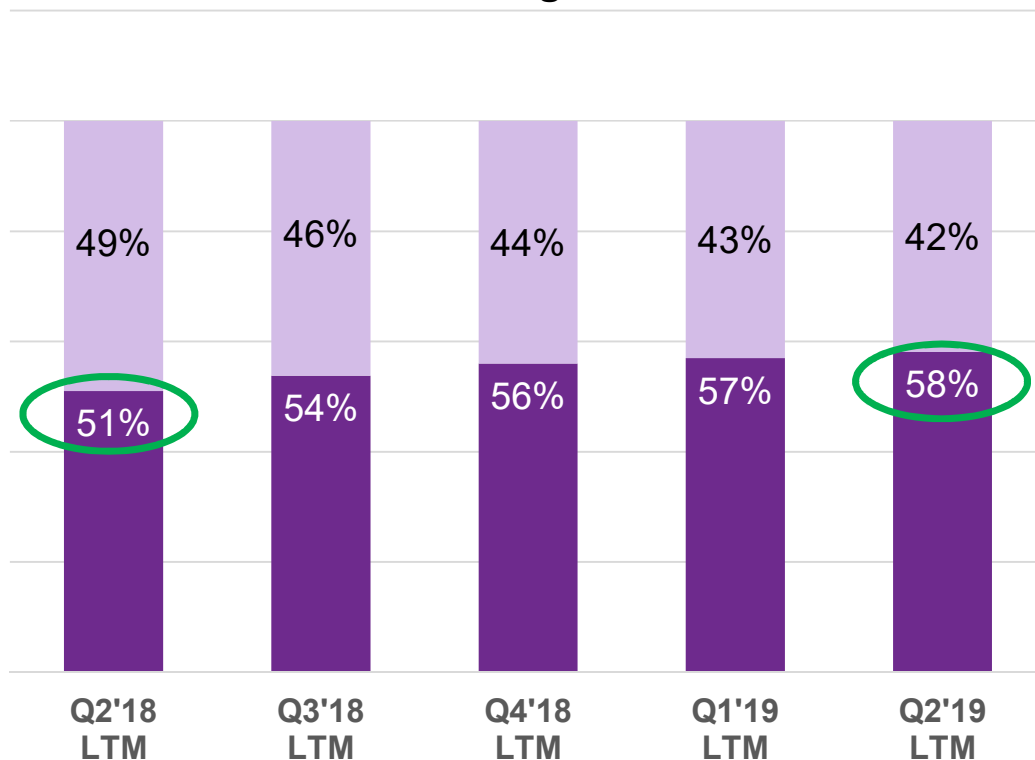
<i>(\$M, except per share)</i>	<u>Q2'18</u>	<u>Q1'19</u>	<u>Q2'19</u>	Change Fav/(Unfav)	
				<u>YoY</u>	<u>Seq</u>
Revenue	\$ 98.6	\$ 103.3	\$ 98.7	+0%	(4%)
LTM Recurring Revenue %	51%	57%	58%	710bp	110bp
Non-GAAP Gross Profit	58.4	63.3	58.6	+0%	(7%)
Non-GAAP Gross Margin %	59.2%	61.3%	59.4%	20bp	(190bp)
Non-GAAP Operating Expenses	56.0	53.1	51.8	8%	3%
Non-GAAP Net Income (Loss) per Share	(\$0.10)	\$0.11	\$0.02	+\$0.12	(\$0.09)
Adjusted EBITDA	5.3	12.6	9.4	78%	(25%)
Free Cash Flow	(\$8.7)	\$ 4.6	(\$4.5)	+\$4.2	(\$9.1)

- Revenue flat YoY – limited at end of Q2 by order mix and availability due to supply chain transition
- Non-GAAP Gross Margin improved by 20bps YoY, primarily from better software and professional services margins
- Non-GAAP Operating Expenses were down (\$4.2M) YoY, largely driven by Smart Savings initiatives
- Adjusted EBITDA up \$4.1M YoY, due to lower operating expenses



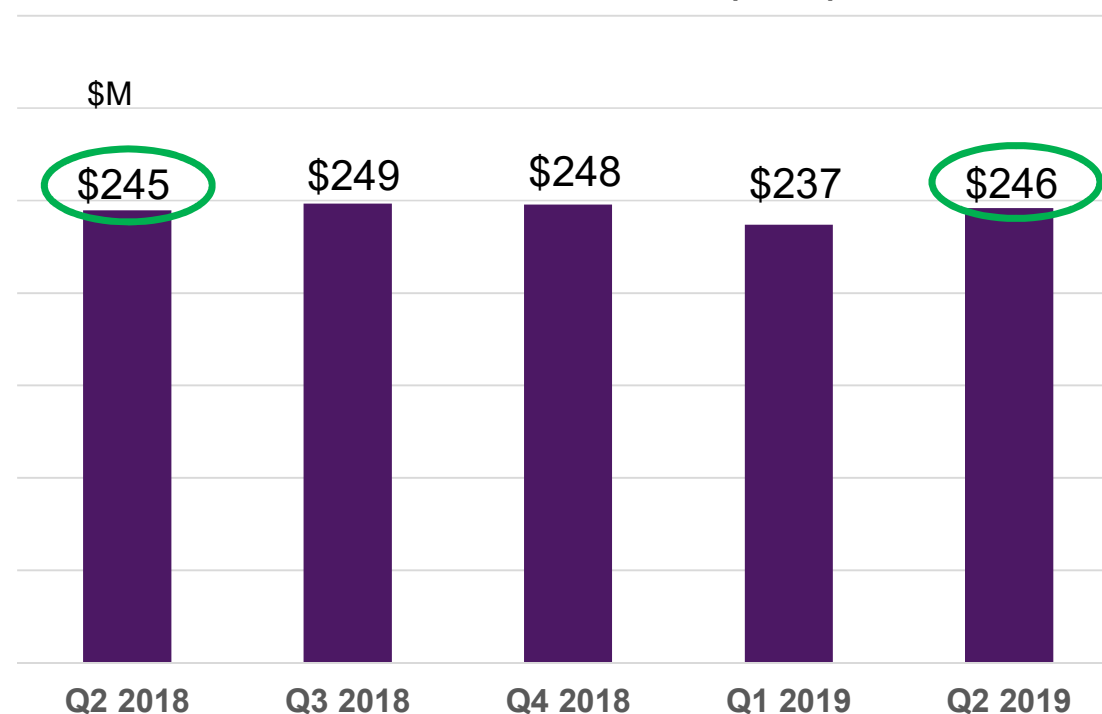
# LTM Recurring Revenue % and Annual Contract Value

LTM Recurring Revenue %



Growth in subscriptions and long-term agreements is driving an increase in LTM recurring revenue%

Annual Contract Value (ACV)



ACV up slightly YoY from growth in subscription and long-term agreements, partially offset by decline in maintenance



# Revenue and Non-GAAP Gross Margin by Type

(\$M)

	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	YoY %
<b>Revenue</b>						
Software Licenses	\$15.3	\$18.5	\$23.2	\$17.4	\$18.4	20.3%
Maintenance	36.1	35.1	34.3	32.0	31.6	(12.5%)
<b>SW Licenses and Maintenance</b>	<b>\$51.4</b>	<b>\$53.6</b>	<b>\$57.5</b>	<b>\$49.4</b>	<b>\$50.0</b>	<b>(2.7%)</b>
<i>% of Total Revenue</i>	<i>52.1%</i>	<i>51.5%</i>	<i>51.0%</i>	<i>47.8%</i>	<i>50.7%</i>	
<b>HW &amp; Integrated Software</b>	<b>\$39.4</b>	<b>\$42.4</b>	<b>\$47.3</b>	<b>\$46.3</b>	<b>\$41.7</b>	<b>5.8%</b>
<i>% of Total Revenue</i>	<i>40.0%</i>	<i>40.8%</i>	<i>42.0%</i>	<i>44.8%</i>	<i>42.2%</i>	
<b>Professional Services &amp; Training</b>	<b>\$7.8</b>	<b>\$8.1</b>	<b>\$7.9</b>	<b>\$7.6</b>	<b>\$7.0</b>	<b>(10.3%)</b>
<i>% of Total Revenue</i>	<i>7.9%</i>	<i>7.8%</i>	<i>7.0%</i>	<i>7.4%</i>	<i>7.1%</i>	
<b>Total Revenue</b>	<b>\$98.6</b>	<b>\$104.0</b>	<b>\$112.7</b>	<b>\$103.3</b>	<b>\$98.7</b>	<b>0.1%</b>
<b>Non-GAAP Gross Margin</b>						
SW Licenses and Maintenance	83.8%	85.1%	85.5%	84.8%	85.2%	+140bps
HW & Integrated Software	38.2%	40.3%	38.7%	43.8%	36.5%	(170bps)
Professional Services & Training	3.0%	-0.2%	13.6%	14.5%	11.1%	+810bps
<b>Total Non-GAAP Gross Margin</b>	<b>59.2%</b>	<b>60.2%</b>	<b>60.8%</b>	<b>61.3%</b>	<b>59.4%</b>	<b>+20bps</b>

Business model shift to subscription resulted in software license and maintenance down 2.7% YoY  
Hardware and integrated software up 5.8% YoY. Product mix and supply chain impacted revenue & gross margin in Q2





# Balance Sheet & Backlog as of June 30, 2019

(\$M)		<u>6/30/18</u>	<u>3/31/19</u>	<u>6/30/19</u>
<b>Cash and Cash Equivalents*</b>		<b>\$60.2</b>	<b>\$55.3</b>	<b>\$51.0</b>
<b>Accounts Receivable</b>		<b>47.7</b>	<b>61.3</b>	<b>58.6</b>
DSO		44	53	54
<b>Contract Assets</b>		<b>\$15.5</b>	<b>\$18.7</b>	<b>\$18.5</b>
<b>Net Inventory</b>		<b>31.8</b>	<b>34.3</b>	<b>34.1</b>
<b>Accounts Payable</b>		<b>33.5</b>	<b>38.4</b>	<b>39.1</b>
<b>Deferred Revenue</b>	<b>a</b>	<b>97.7</b>	<b>101.3</b>	<b>93.5</b>
<b>Contractually Committed Backlog</b>	<b>b</b>	<b>350.5</b>	<b>358.4</b>	<b>351.3</b>
<b>Total Revenue Backlog</b>	<b>a+b</b>	<b>448.2</b>	<b>459.7</b>	<b>444.8</b>
<b>Long-Term Debt</b>		<b>230.7</b>	<b>218.2</b>	<b>200.2</b>

- Growth in A/R and Inventory funded by A/P
- A/P to come down in 2H'19 with planned reduction in Inventory

- Cash balance down (\$9M) YoY due primarily to repurchases of convertible notes
  - \$8.5M restricted cash collateralizing letter of credit returned in Q3 as unrestricted
- Accounts receivable up \$11M YoY on timing of shipments during the quarter
- Contract assets up \$3M YoY on growth in subscription business
- Inventory up \$2M YoY on supply chain transition – expected to decline in 2H'19 as that transition is completed
- Contractually committed backlog up \$1M YoY on increased long term agreements
- Long Term Debt of \$200M, excludes \$29M remaining convertible notes, now classified as short term debt



\*Cash balance excludes \$8.5 million of restricted cash at 6/30/18 and \$9.0 million at 3/31/19 and 6/30/19

# Q3 and Full Year 2019 Guidance

	Q3 2019 Guidance		Full Year 2019 Guidance	
(\$M, except per share)	Low	High	Low	High
<b>Revenue</b>	\$101.0	\$109.0	\$420	\$430
<b>Adjusted EBITDA</b>	\$13.5	\$18.5	\$60	\$65
<b>Free Cash Flow</b>			\$12	\$17
<b>Non-GAAP Net Income per Share <sup>(1)</sup></b>			\$0.60	\$0.72

(1) Assumes 43.0M shares





# Q&A

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