



Sphere 3D Reports Second Quarter Fiscal Year 2016 Financial Results

August 11, 2016

SAN JOSE, Calif., Aug. 11, 2016 (GLOBE NEWSWIRE) -- Sphere 3D Corp. (NASDAQ:ANY), a containerization, virtualization, and data management solutions provider, today reported financial results for its second quarter ended June 30, 2016.

"Through our focus and consistent efforts to drive adoption of our storage and virtualization technologies, Sphere3D remains poised for growth in the second half of the year," said Eric Kelly chairman and chief executive officer of Sphere3D. "The expanding pipeline combined with our initial customer engagements provide confidence that our market strategy is enabling the company to win marquee customers who realize the advantages of our vertically integrated portfolio of hybrid Cloud, Cloud and on-premise solutions."

Second Quarter 2016 Financial Results:

- Net revenue for the second quarter of 2016 was \$19.6 million, compared to \$18.4 million for the second quarter of 2015.
- Product revenue for the second quarter of 2016 was \$17.5 million, compared to \$15.6 million for the second quarter of 2015.
 - Disk systems revenue was \$11.8 million, compared to \$8.6 million for the second quarter of 2015. Disk systems is defined as RDX, SnapServer family, V3 virtual desktop infrastructure, and Glassware-derived products.
 - Tape archive revenue was \$5.7 million, compared to \$7.0 million for the second quarter of 2015.
 - Service revenue was \$2.1 million, compared to \$2.8 million for the second quarter of 2015.
- Gross margin for the second quarter of 2016 was 29.6%, compared to 31.5% for the second quarter of 2015. Non-GAAP gross margin for the second quarter of 2016 was 32.6% compared to 34.9% for the second quarter of 2015. Our methodology for determining non-GAAP gross margin, which excludes the effect of intangible asset amortization from gross profit, is described in the "Use of GAAP and Non-GAAP Financial Measures" section of this announcement. See also, "Non-GAAP Reconciliations" below.
- Operating expenses for the second quarter of 2016 were \$13.8 million, compared to \$14.4 million for the second quarter of 2015.
- Share-based compensation expense for the second quarter of 2016 was \$2.1 million, compared to \$0.6 million for the second quarter of 2015. Depreciation and amortization was \$1.6 million in the second quarter of 2016, compared to \$1.9 million in the second quarter of 2015.
- Adjusted EBITDA for the second quarter of 2016 was a net loss of \$4.6 million, or an adjusted EBITDA net loss of \$0.09 per share, based on 49.4 million weighted average shares outstanding, compared to adjusted EBITDA net loss of \$5.3 million, or adjusted EBITDA net loss of \$0.15 per share, based on 35.9 million weighted average shares outstanding for the second quarter of 2015. Adjusted EBITDA is a non-GAAP measure presented as net loss before interest expense, income taxes, depreciation and amortization, share-based compensation and warrant liability revaluation. For additional information regarding the non-GAAP financial measures discussed in this release, please see "Use of GAAP and Non-GAAP Financial Measures" and "Non-GAAP Reconciliations" below.
- Net loss for the second quarter of 2016 was \$9.6 million, or a net loss of \$0.19 per share, compared to a net loss of \$8.9 million, or a net loss of \$0.25 per share, in the second quarter of 2015.
- Cash and cash equivalents at June 30, 2016 were \$4.3 million. In April 2016, the Company entered into a Credit Agreement with Opus Bank for a term loan in the amount of \$10.0 million and a credit facility in the amount of \$10.0 million. A portion of the proceeds were used for pay off of the Company's two credit facilities in April 2016, which were recorded as current debt at March 31, 2016, and the remainder of the proceeds will be used for working capital and general business requirements. These prior credit facilities were terminated upon repayment of the outstanding balances. In April 2016, the Company modified its convertible note with a related party, pursuant to which the holder made an additional advance of \$5.0 million to the Company, bringing the outstanding balance to \$24.5 million. At June 30, 2016, the Company had \$8.2 million outstanding under its credit facility, \$10.0 million outstanding under its term loan, and \$24.5

million outstanding under its convertible note from a related party.

The preceding financial results for the second quarter of 2016 include contribution from our purchase of RDX assets from Imation in August 2015.

Use of GAAP and Non-GAAP Financial Measures:

To supplement Sphere 3D's consolidated financial statements presented in accordance with GAAP, the Company uses Adjusted EBITDA, a non-GAAP financial measure that excludes from the statement of operations the effects of interest expense, income taxes, depreciation and amortization, share-based compensation and warrant liability revaluation. The Company also uses Non-GAAP gross profit and Non-GAAP gross-margin, non-GAAP financial measures that exclude the effect of intangible asset amortization. Sphere 3D uses the above non-GAAP financial measures internally to understand, manage and evaluate its business. Management believes it is useful for itself and investors to review, as applicable, both GAAP information and these non-GAAP measures in order to assess the performance of continuing operations and for planning and forecasting in future periods. The presentation of these non-GAAP measures is intended to provide investors with an understanding of the Company's operational results and trends that enables them to analyze the base financial and operating performance and facilitate period-to-period comparisons and analysis of operational trends. Sphere 3D believes the presentation of these non-GAAP financial measures is useful to investors in allowing for greater transparency with respect to supplemental information used by management in its financial and operational decision-making. Non-GAAP financial measures should be considered in addition to results prepared in accordance with GAAP, but should not be considered substitutes for, or superior to, GAAP results. In addition, our non-GAAP financial measures may not be comparable to similarly titled measures utilized by other companies since such other companies may not calculate such measures in the same manner as we do.

Investors are encouraged to review the reconciliation of these non-GAAP financial measures to the most comparable GAAP measures, which are provided in the attached table after the text of this release.

Investor Conference Call:

Sphere 3D will host an investor conference call today at 2:00 p.m. PDT (5:00 p.m. EDT) to discuss the Company's 2016 second quarter financial results. To access the call, dial (844) 268-1747 (Toll Free) or (918) 559-5655 (International) and give the participant pass code 56320724. Participants are asked to call the assigned number approximately 10 minutes before the conference call begins. In addition, a live and archived webcast of the conference call will be available at www.sphere3d.com in the Investor Relations section. A replay of the conference call will also be available via telephone by dialing (855) 859-2056 (Toll Free U.S. and Canada) or +1 (404) 537-3406 (International) and entering replay access code 56320724. The replay will be available beginning approximately two hours after the call and will remain available for one week.

About Sphere 3D

Sphere 3D Corp. (NASDAQ:ANY) delivers data management, and desktop and application virtualization solutions via hybrid Cloud, Cloud and on-premise implementations through its global reseller network. Sphere 3D, along with its wholly-owned subsidiaries [Overland Storage](#) and [Tandberg Data](#), has a strong portfolio of brands including [Glassware 2.0™ NEO@](#), [RDX@](#), [SnapCLOUD™](#), [SnapScale@](#), [SnapServer@](#), [SnapSync™](#) and [V3@](#). For more information, visit www.sphere3d.com. Follow us on Twitter [@Sphere3D](#), [@overlandstorage](#), and [@tandbergdata](#)

Safe Harbor Statement

This press release contains forward-looking statements that involve risks, uncertainties, and assumptions that are difficult to predict. Actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of risks and uncertainties including, without limitation, our inability to comply with the covenants in our credit facilities or to obtain additional debt or equity financing; any increase in our future cash needs; the Company's ability to regain compliance with the minimum bid price requirement of the NASDAQ Global Market; the Company's ability to transfer the listing of its common stock to the NASDAQ Capital Market if it is not able to regain compliance with the NASDAQ Global Market listing standards and its ability to maintain listing with such market; unforeseen changes in the course of Sphere 3D's business or the business of its wholly-owned subsidiaries, including, without limitation, Overland Storage and Tandberg Data; market adoption and performance of our products; the level of success of our collaborations and business partnerships; possible actions by customers, partners, suppliers, competitors or regulatory authorities; and other risks detailed from time to time in Sphere 3D's periodic reports contained in our Annual Information Form and other filings with Canadian securities regulators (www.sedar.com) and in prior periodic reports filed with the United States Securities and Exchange Commission (www.sec.gov). Sphere 3D undertakes no obligation to update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise, except as required by law.

SPHERE 3D CORP.

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per share data)

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2016	2015	2016	2015
	<i>(Unaudited)</i>		<i>(Unaudited)</i>	
Net revenue	\$ 19,592	\$ 18,402	\$ 39,211	\$ 38,500
Cost of revenue	13,794	12,597	27,457	26,754
Gross profit	5,798	5,805	11,754	11,746

Operating expenses:				
Sales and marketing	6,270	5,496	12,323	11,110
Research and development	2,266	2,724	4,708	4,914
General and administrative	5,289	6,133	10,600	11,926
	<u>13,825</u>	<u>14,353</u>	<u>27,631</u>	<u>27,950</u>
Loss from operations	(8,027)	(8,548)	(15,877)	(16,204)
Interest expense - related party	(925)	(777)	(1,853)	(1,318)
Interest expense	(336)	(83)	(448)	(161)
Other income (expense), net	(229)	680	730	(534)
Loss before income taxes	(9,517)	(8,728)	(17,448)	(18,217)
Provision for taxes	98	128	236	181
Net loss	<u>\$ (9,615)</u>	<u>\$ (8,856)</u>	<u>\$ (17,684)</u>	<u>\$ (18,398)</u>

Net loss per share:				
Basic and diluted	<u>\$ (0.19)</u>	<u>\$ (0.25)</u>	<u>\$ (0.37)</u>	<u>\$ (0.52)</u>

Shares used in computing net loss per share:				
Basic and diluted	<u>49,444</u>	<u>35,892</u>	<u>47,596</u>	<u>35,450</u>

SPHERE 3D CORP.
SELECTED BALANCE SHEETS INFORMATION
(In thousands)

	June 30,	December 31,
	2016	2015
	<i>(Unaudited)</i>	<i>(Unaudited)</i>
<u>ASSETS</u>		
Cash and cash equivalents	\$ 4,324	\$ 8,661
Accounts receivable	12,302	13,401
Inventories	12,034	11,326
Other current assets	2,417	3,155
Total current assets	<u>31,077</u>	<u>36,543</u>
Property and equipment, net	3,620	3,972
Intangible assets, net	51,630	54,019
Goodwill	44,296	44,132
Other assets	451	445
Total assets	<u>\$ 131,074</u>	<u>\$ 139,111</u>

LIABILITIES AND EQUITY

Current liabilities	\$ 23,662	\$ 46,397
Long-term debt — related party, net	24,094	19,500
Long-term debt, net	17,155	-
Long-term deferred tax liabilities	2,821	2,755
Other long-term liabilities	1,813	2,319

Shareholders' equity	61,529	68,140
Total liabilities and equity	<u>\$ 131,074</u>	<u>\$ 139,111</u>

SPHERE 3D CORP.
NON-GAAP RECONCILIATIONS
(In thousands except per share data)

	<i>Three Months Ended</i>		<i>Six Months Ended</i>	
	<i>June 30,</i>		<i>June 30,</i>	
	<u>2016</u>	<u>2015</u>	<u>2016</u>	<u>2015</u>
	<i>(Unaudited)</i>		<i>(Unaudited)</i>	
Revenue	<u>\$ 19,592</u>	<u>\$ 18,402</u>	<u>\$ 39,211</u>	<u>\$ 38,500</u>
Gross Profit - GAAP	\$ 5,798	\$ 5,805	\$ 11,754	\$ 11,746
Intangible asset amortization	592	625	1,176	1,257
Gross Profit - Non -GAAP	<u>\$ 6,390</u>	<u>\$ 6,430</u>	<u>\$ 12,930</u>	<u>\$ 13,003</u>
Gross Margin Percentages				
GAAP	<u>29.6%</u>	<u>31.5%</u>	<u>30.0%</u>	<u>30.5%</u>
Non-GAAP	<u>32.6%</u>	<u>34.9%</u>	<u>33.0%</u>	<u>33.8%</u>
Net loss	<u>\$ (9,615)</u>	<u>\$ (8,856)</u>	<u>\$ (17,684)</u>	<u>\$ (18,398)</u>
Less:				
Interest	1,261	860	2,301	1,479
Provision for taxes	98	128	236	181
Depreciation and amortization	1,578	1,935	3,154	3,928
Share-based compensation	2,141	587	4,703	1,322
Warrant revaluation gain	(22)	-	(348)	-
Adjusted EBITDA	<u>\$ (4,559)</u>	<u>\$ (5,346)</u>	<u>\$ (7,638)</u>	<u>\$ (11,488)</u>
Net loss per share:				
Basic and diluted	<u>\$ (0.19)</u>	<u>\$ (0.25)</u>	<u>\$ (0.37)</u>	<u>\$ (0.52)</u>
Adjusted Net loss per share:				
Basic and diluted	<u>\$ (0.09)</u>	<u>\$ (0.15)</u>	<u>\$ (0.16)</u>	<u>\$ (0.32)</u>
Shares used in computing net loss and adjusted EBITDA per share:				
Basic and diluted	<u>49,444</u>	<u>35,892</u>	<u>47,596</u>	<u>35,450</u>

Non-GAAP Financial Measures:

To supplement Sphere 3D's consolidated financial statements presented in accordance with GAAP, the Company uses non-GAAP financial measures that exclude from the statement of operations the effects of interest expense, income taxes, depreciation and amortization, share-based compensation, and warrant revaluation gain. These non-GAAP financial measures are non-GAAP gross margin and adjusted EBITDA. Sphere 3D

uses the above non-GAAP financial measures internally to understand, manage and evaluate the business. Management believes it is useful for itself and investors to review, as applicable, both GAAP information and the non-GAAP measures in order to assess the performance of continuing operations and for planning and forecasting in future periods. The presentation of these non-GAAP measures is intended to provide investors with an understanding of the Company's operational results and trends that enables them to analyze the base financial and operating performance and facilitate period-to-period comparisons and analysis of operational trends. Sphere 3D believes the presentation of these non-GAAP financial measures is useful to investors in allowing for greater transparency with respect to supplemental information used by management in its financial and operational decision-making. Non-GAAP financial measures should be considered in addition to results prepared in accordance with GAAP, but should not be considered substitutes for or superior to GAAP results. In addition, our non-GAAP financial measures may not be comparable to similarly titled measures utilized by other companies since such other companies may not calculate such measures in the same manner as we do.

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Sphere 3D Corporation