



Operating and Financial Metrics

(\$ In thousands)
(unaudited)

	Q1 '11	Q2 '11	Q3 '11	Q4 '11	Q1 '12	Q2 '12	Q3 '12	Q4 '12	Q1 '13	Q2 '13	Inception To Date
Operating Metrics											
Number of clients	81	96	103	112	116	120	128	140	146	157	
Net additions in quarter	9	15	7	9	4	4	8	12	6	11	
Trailing four quarters	42	45	38	40	35	24	25	28	30	37	
Number of patent acquisitions	7	8	13	9	7	8	8	7	11	8	
Cumulative number of patent acquisitions	60	68	81	90	97	105	113	120	131	139	
Gross acquisition spend in quarter	\$ 19,429	\$ 21,722	\$ 33,915	\$ 28,730	\$ 13,380	\$ 107,684	\$ 26,376	\$ 104,360	\$ 29,437	\$ 41,100	\$ 694,032
Trailing four quarters	\$ 80,053	\$ 84,314	\$ 96,826	\$ 103,796	\$ 97,747	\$ 183,709	\$ 176,170	\$ 251,800	\$ 267,857	\$ 201,273	
Net acquisition spend in quarter ^[1]	\$ 19,429	\$ 21,722	\$ 29,290	\$ 28,730	\$ 13,380	\$ 53,454	\$ 26,376	\$ 23,160	\$ 29,437	\$ 39,100	\$ 474,861
Trailing four quarters ^[1]	\$ 70,536	\$ 72,936	\$ 80,823	\$ 99,171	\$ 93,122	\$ 124,854	\$ 121,940	\$ 116,370	\$ 132,427	\$ 118,073	
Full time equivalent headcount	73	81	99	110	125	126	126	125	125	123	
Financial Metrics											
Cash, cash equivalents and short-term investments	\$ 57,149	\$ 198,697	\$ 250,008	\$ 233,725	\$ 252,104	\$ 219,876	\$ 208,637	\$ 199,730	\$ 283,424	\$ 259,305	
Deferred revenue, current and noncurrent	\$ 92,763	\$ 87,574	\$ 97,535	\$ 108,275	\$ 105,801	\$ 105,980	\$ 98,687	\$ 104,371	\$ 118,177	\$ 117,506	

[1] Prior period amounts have been revised to conform to the most recent financial reporting period presentation.

These unaudited metrics should be read in conjunction with the Consolidated Financial Statements and Notes thereto for the fiscal year ended December 31, 2011 included in the Company's Annual Report on Form 10-K filed with the SEC on March 26, 2012, Quarterly Reports on Form 10-Q, and the Company's other filings with the SEC.