



## Operating and Financial Metrics

Operating Metrics	2008 (unaudited)		2009 (unaudited)				2010 (unaudited)				2011 (unaudited)			
	Q3'08	Q4'08	Q1'09	Q2'09	Q3'09	Q4'09	Q1'10	Q2'10	Q3'10	Q4'10	Q1'11	Q2'11	Q3'11	Q4'11
Full time equivalent headcount	15	15	18	18	23	26	38	43	49	66	73	81	99	110
Number of clients	-	6	11	14	16	23	39	51	65	72	81	96	103	112
Net additions in period	-	6	5	3	2	7	16	12	14	7	9	15	7	9
Trailing four quarters	-	6	11	14	16	17	28	37	49	49	42	45	38	40
<b>Financial Metrics (in thousands)</b>														
Cash, cash equivalents and short-term investments (ending balance)	\$ 7,375	\$ 14,316	\$ 2,264	\$ 6,512	\$ 35,300	\$ 28,928	\$ 26,381	\$ 40,074	\$ 41,702	\$ 46,656	\$ 57,149	\$ 198,697	\$ 250,008	\$ 233,725
Deferred revenue, current and noncurrent (ending balance)	\$ -	\$ 16,895	\$ 20,836	\$ 28,512	\$ 20,875	\$ 24,691	\$ 62,226	\$ 67,399	\$ 77,471	\$ 82,440	\$ 92,763	\$ 87,574	\$ 97,535	\$ 108,275
Gross acquisition spend	\$ 17,343	\$ 41,230	\$ 26,656	\$ 6,018	\$ 9,112	\$ 21,135	\$ 82,031	\$ 21,211	\$ 21,403	\$ 21,760	\$ 19,429	\$ 21,722	\$ 33,915	\$ 28,730
Trailing four quarters	\$ -	\$ 58,573	\$ 85,229	\$ 91,247	\$ 83,016	\$ 62,921	\$ 118,296	\$ 133,489	\$ 145,780	\$ 146,405	\$ 83,803	\$ 84,314	\$ 96,826	\$ 103,796
Net acquisition spend <sup>[1]</sup>	\$ 17,343	\$ 40,892	\$ 21,781	\$ 6,018	\$ 8,536	\$ 7,575	\$ 37,531	\$ 19,322	\$ 21,403	\$ 10,382	\$ 19,429	\$ 21,722	\$ 29,290	\$ 28,730
Trailing four quarters <sup>[1]</sup>	\$ -	\$ 58,235	\$ 80,016	\$ 86,034	\$ 77,227	\$ 43,910	\$ 59,660	\$ 72,964	\$ 85,831	\$ 88,638	\$ 70,536	\$ 72,936	\$ 80,823	\$ 99,171
Number of patent acquisitions	1	7	4	3	4	5	6	7	6	10	7	8	13	9
Cumulative number of patent acquisitions	-	8	12	15	19	24	30	37	43	53	60	68	81	90

<sup>[1]</sup> 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 Company's business and financial results contained in its Prospectus filed with the Securities and Exchange Commission on September 16, 2011, quarterly reports on Form 10-Q, and the Company's other filings with the SEC.

Updated on 3/5/2012