



Operating and Financial Metrics

(\$ In thousands)

(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	Q1 '12
Operating Metrics															
Number of clients	-	6	11	14	16	23	39	51	65	72	81	96	103	112	116
Net additions in quarter	-	6	5	3	2	7	16	12	14	7	9	15	7	9	4
Trailing four quarters	-	6	11	14	16	17	28	37	49	49	42	45	38	40	35
Number of patent acquisitions	1	7	4	3	4	5	6	7	6	10	7	8	13	9	7
Cumulative number of patent acquisitions	1	8	12	15	19	24	30	37	43	53	60	68	81	90	97
Gross acquisition spend in quarter	\$ 17,343	\$ 41,230	\$ 26,656	\$ 6,018	\$ 9,112	\$ 21,135	\$ 85,781	\$ 17,461	\$ 21,403	\$ 21,760	\$ 19,429	\$ 21,722	\$ 33,915	\$ 28,730	\$ 13,380
Trailing four quarters	\$ -	\$ 58,573	\$ 85,229	\$ 91,247	\$ 83,016	\$ 62,921	\$122,046	\$133,489	\$145,780	\$146,405	\$ 80,053	\$ 84,314	\$ 96,826	\$103,796	\$ 97,747
Net acquisition spend in quarter ^[1]	\$ 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	\$ 13,380
Trailing four quarters ^[1]	\$ -	\$ 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	\$ 93,122
Full time equivalent headcount	15	15	18	18	23	26	38	43	49	66	73	81	99	110	125
Financial Metrics															
Cash, cash equivalents and short-term investments	\$ 7,375	\$ 14,316	\$ 2,264	\$ 6,512	\$ 35,300	\$ 28,928	\$ 26,380	\$ 40,074	\$ 41,702	\$ 46,656	\$ 57,149	\$198,697	\$250,008	\$233,725	\$252,104
Deferred revenue, current and noncurrent	\$ -	\$ 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	\$105,801

[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.