



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	Q2 '12	Q3 '12	Q4 '12	Inception To Date
Operating Metrics																			
Number of clients	-	6	11	14	16	23	39	51	65	72	81	96	103	112	116	120	128	140	
Net additions in quarter	-	6	5	3	2	7	16	12	14	7	9	15	7	9	4	4	8	12	
Trailing four quarters	-	6	11	14	16	17	28	37	49	49	42	45	38	40	35	24	25	28	
Number of patent acquisitions	1	7	4	3	4	5	6	7	6	10	7	8	13	9	7	8	8	7	
Cumulative number of patent acquisitions	1	8	12	15	19	24	30	37	43	53	60	68	81	90	97	105	113	120	
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	\$107,684	\$ 26,376	\$104,360	\$ 623,495
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	\$183,709	\$176,170	\$251,800	
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	\$ 53,454	\$ 26,376	\$ 23,160	\$ 406,324
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	\$124,854	\$121,940	\$116,370	
Full time equivalent headcount	15	15	18	18	23	26	38	43	49	66	73	81	99	110	125	126	126	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	\$219,876	\$208,637	\$199,730	
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	\$105,980	\$ 98,687	\$104,371	

[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.