



Operating and Financial Metrics

(\$ In thousands)
(unaudited)

	<u>Q2 '12</u>	<u>Q3 '12</u>	<u>Q4'12</u>	<u>Q1'13</u>	<u>Q2'13</u>	<u>Q3'13</u>	<u>Q4'13</u>	<u>Q1'14</u>	<u>Inception To Date</u>
Operating Metrics									
Number of clients	120	128	140	146	157	160	168	178	
Net additions in quarter	4	8	12	6	11	3	8	10	
Trailing four quarters	24	25	28	30	37	32	28	32	
Number of patent acquisitions	8	8	7	11	8	9	19	16	
Cumulative number of patent acquisitions	105	113	120	131	139	148	167	183	
Gross acquisition spend in quarter	\$107,684	\$ 26,376	\$104,360	\$ 29,437	\$ 41,100	\$ 20,614	\$ 41,100	\$ 58,653	\$ 814,399
Trailing four quarters	\$183,709	\$176,170	\$251,800	\$267,857	\$201,273	\$195,511	\$132,251	\$161,467	
Net acquisition spend in quarter ^[1]	\$ 53,454	\$ 26,376	\$ 23,160	\$ 29,437	\$ 39,100	\$ 17,614	\$ 40,350	\$ 55,653	\$ 588,478
Trailing four quarters ^[1]	\$124,854	\$121,940	\$116,370	\$132,427	\$118,073	\$109,311	\$126,501	\$152,717	
Full time equivalent headcount	126	126	125	125	123	136	137	133	
Financial Metrics									
Cash, cash equivalents and short-term investments	\$219,876	\$208,637	\$199,730	\$283,424	\$259,305	\$277,607	\$290,722	\$302,714	
Deferred revenue, current and noncurrent	\$105,980	\$ 98,687	\$104,371	\$118,177	\$117,506	\$105,230	\$137,788	\$140,534	

[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 included in the Company's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and the Company's other filings with the SEC.