Unwired Planet Financial Overview
Worldwide Mobile Phone Unit Sales (M) 2009 – 2016

Source: Gartner (December 2012)

PROPRIETARY © Unwired Planet
Worldwide Mobile Phone Sales ($BN) 2009 – 2016

Source: Gartner (December 2012)
Profile of Our Operating Objectives

Measured and strategic licensing approach targeting high margin, recurring revenue to maximize shareholder returns

World class opex structure and financial efficiency

Strong liquidity and funding flexibility

Aligned strategic partners providing best-in-class support to our model

A 20 year tax-optimized platform for mobile IP licensing
Organizational Chart

Michael Mulica

Chief Executive Officer

Eric Vetter

Chief Financial Officer/Chief Administrative Officer

Total Staff - 8

Tim Robbins

Executive Vice Presidents/General Managers, IP Division

Daniel Mendez

Total Staff - 11
Extended Team

McKool Smith

Evercore Partners

EIP

Inventors and Strategic Advisors

Leveraging the Ecosystem
Lean Flexible Expense Structure – per Quarter

**Fixed/Internal**
- Public Company Operating Costs: $2.0M – $2.2M
- Internal Licensing Team Costs: $0.5M – $0.6M
- Stock Comp Expense: $0.5M – $0.7M

**Variable/External**
- Licensing Initiative Costs
  - Licensing and Enforcement: $2.5M – $7.0M+
  - Prosecution and Maintenance: $1.5M – $2.0M

**Other**
- Legacy Transition Costs: Ending June 2013

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# Clean Balance Sheet

<table>
<thead>
<tr>
<th>In $000</th>
<th>As of December 31, 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$ 62,500</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$ 1,800</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$ 64,300</strong></td>
</tr>
<tr>
<td></td>
<td><em>Cash and Cash Equivalents Represent 97% of Assets</em></td>
</tr>
<tr>
<td></td>
<td><em>Restricted Cash of $19M Through June 2013</em></td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Current Liabilities</td>
<td></td>
</tr>
<tr>
<td>Accrued Restructuring Costs</td>
<td>$ 7,300</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>$ 11,400</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>$ 18,700</strong></td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>$ 1,100</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$ 19,800</strong></td>
</tr>
<tr>
<td></td>
<td><em>No Debt or Contingent Liabilities</em></td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td>$ 44,500</td>
</tr>
<tr>
<td><strong>Total Liabilities and Equity</strong></td>
<td><strong>$ 64,300</strong></td>
</tr>
</tbody>
</table>
Our View on Liquidity

**Licensing is our core business**
- Stabilized licensing platform now deployed
- License opportunities have existed and continue to exist (and grow)
- However, in making any license decision, we balance short term opportunities with long term shareholder value

**Additional Strategic Alternatives include:**
- Place/sell IP with alternative channels
- Partnerships
- Financing Options including case based, contingency, revenue strip, etc.

**Shelf filing gives us added flexibility**

**We have a strong basis now and good flexibility going forward**
Type of Shelf:
Mixed Shelf: Preferred, Common, Warrants, and Units

Shelf Size:
$50M
26% of $196M Market Cap

Why file a Shelf now?
Flexible liquidity available on opportunistic basis
No immediate plans for using the Shelf
Equity Structure

90.5M Shares in the market now
2.3M RSU’s outstanding
5.9M Options outstanding
1.0M Restricted Shares Granted to Evercore upon close of E Transaction
1.2M Restricted Shares available to Evercore

500K at $3/share
700K at $5/share
A public intellectual property licensing company, focused exclusively on licensing the mobile ecosystem

Uniquely positioned with a comprehensive intellectual property portfolio resulting from the direct R&D investment by two industry pioneers Unwired Planet and Ericsson

Deploying the world’s best licensing, enforcement and patent development talent

Nimble business model with a long term view