

RealNetworks, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations
(Unaudited)

	<u>Quarters Ended December 31,</u>		<u>Years Ended December 31,</u>	
	2004	2003	2004	2003
	(in thousands, except per share data)			
Net revenue	\$ 72,546	54,056	266,719	202,377
Cost of revenue	23,925	20,780	92,207	68,343
Loss on content agreement	-	-	4,938	-
Gross profit	<u>48,621</u>	<u>33,276</u>	<u>169,574</u>	<u>134,034</u>
Operating expenses:				
Research and development	13,091	11,922	51,607	46,763
Sales and marketing	26,608	20,638	96,779	77,335
General and administrative	7,914	4,186	31,302	21,007
Loss on excess office facilities (A)	-	-	866	7,098
Antitrust litigation (B)	2,997	1,574	11,048	1,574
Stock-based compensation	71	260	695	1,120
Total operating expenses	<u>50,681</u>	<u>38,580</u>	<u>192,297</u>	<u>154,897</u>
Operating loss	(2,060)	(5,304)	(22,723)	(20,863)
Other income (expense), net:				
Interest income, net	1,602	878	4,452	4,251
Equity in net loss of MusicNet	(955)	(1,104)	(4,351)	(5,378)
Impairment of equity investments (C)	-	-	(450)	(424)
Other, net	606	219	597	1,107
Other income (expense), net	<u>1,253</u>	<u>(7)</u>	<u>248</u>	<u>(444)</u>
Loss before income taxes	(807)	(5,311)	(22,475)	(21,307)
Income tax provision	<u>(165)</u>	<u>(16)</u>	<u>(522)</u>	<u>(144)</u>
Net loss	<u>\$ (972)</u>	<u>(5,327)</u>	<u>(22,997)</u>	<u>(21,451)</u>
Basic and diluted net loss per share	<u>\$ (0.01)</u>	<u>(0.03)</u>	<u>(0.14)</u>	<u>(0.13)</u>
Shares used to compute basic and diluted net loss per share	170,039	163,755	168,907	160,309

(A) The loss on unoccupied excess office facilities represents the loss from rent payments, net of sublease income, over the remaining life of the lease and amounts related to the write-off of certain leasehold improvements.

(B) Consists of legal fees, personnel costs, public relations and other professional service fees incurred related to antitrust complaints against Microsoft, including proceedings in the European Union.

(C) Relates to other-than-temporary declines in the value of certain equity investments. These charges were recorded to reflect these investments at their estimated fair value.

RealNetworks, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets
(Unaudited)

	December 31, 2004	December 31, 2003
(in thousands)		
ASSETS		
Current assets:		
Cash, cash equivalents and short-term investments	\$ 363,621	373,593
Trade accounts receivable, net of allowances for doubtful accounts and sales returns	14,501	10,618
Prepaid expenses and other current assets	8,196	8,879
Total current assets	386,318	393,090
Equipment and leasehold improvements, at cost:		
Equipment and software	45,324	37,110
Leasehold improvements	25,015	26,085
Total equipment and leasehold improvements	70,339	63,195
Less accumulated depreciation and amortization	41,508	33,258
Net equipment and leasehold improvements	28,831	29,937
Restricted cash equivalents	20,151	19,953
Investments	36,588	34,577
Goodwill, net	119,217	97,477
Other intangible assets, net	8,383	1,065
Other	3,014	4,840
Total assets	\$ 602,502	580,939

LIABILITIES AND SHAREHOLDERS' EQUITY

Current liabilities:		
Accounts payable	\$ 10,219	6,865
Accrued and other liabilities	50,033	39,400
Deferred revenue, excluding non-current portion	30,307	31,186
Accrued loss on excess office facilities and content agreement, excluding non-current portion	8,160	4,960
Total current liabilities	98,719	82,411
Deferred revenue, excluding current portion	548	4,561
Accrued loss on excess office facilities and content agreement, excluding current portion	19,017	24,099
Deferred rent	3,413	3,382
Convertible debt	100,000	100,000
Total shareholders' equity	380,805	366,486
Total liabilities and shareholders' equity	\$ 602,502	580,939

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	2004				2003			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
	(in thousands)							
Net Revenue by Line of Business:								
Consumer products and services (A)	\$ 60,782	55,382	53,061	46,514	41,214	36,377	33,172	32,886
Business products and services (B)	11,764	12,928	12,412	13,876	12,842	15,432	16,474	13,980
Total net revenue	<u>\$ 72,546</u>	<u>68,310</u>	<u>65,473</u>	<u>60,390</u>	<u>54,056</u>	<u>51,809</u>	<u>49,646</u>	<u>46,866</u>
Consumer Products and Services:								
Subscriptions (C)	\$ 41,963	37,734	34,777	31,562	30,075	27,909	25,470	23,639
E-commerce and other (D)	18,819	17,648	18,284	14,952	11,139	8,468	7,702	9,247
Total consumer products and services revenue	<u>\$ 60,782</u>	<u>55,382</u>	<u>53,061</u>	<u>46,514</u>	<u>41,214</u>	<u>36,377</u>	<u>33,172</u>	<u>32,886</u>
Consumer Products and Services:								
Video, consumer software and other (E)	\$ 29,147	27,497	29,129	27,494	29,347	28,572	28,830	29,645
Music (F)	21,558	18,787	15,580	12,265	7,937	4,655	1,670	831
Games (G)	10,077	9,098	8,352	6,755	3,930	3,150	2,672	2,410
Total consumer products and services revenue	<u>\$ 60,782</u>	<u>55,382</u>	<u>53,061</u>	<u>46,514</u>	<u>41,214</u>	<u>36,377</u>	<u>33,172</u>	<u>32,886</u>
Net Revenue by Geography:								
United States	\$ 55,608	52,054	50,949	43,963	40,175	37,660	36,009	33,769
Rest of world	16,938	16,256	14,524	16,427	13,881	14,149	13,637	13,097
Total net revenue	<u>\$ 72,546</u>	<u>68,310</u>	<u>65,473</u>	<u>60,390</u>	<u>54,056</u>	<u>51,809</u>	<u>49,646</u>	<u>46,866</u>
Gross Margin by Line of Business: *								
Consumer products and services	64%	59%	63%	58%	55%	54%	61%	63%
Business products and services	83%	84%	84%	84%	83%	87%	88%	89%
Total gross margin	67%	64%	67%	64%	62%	64%	70%	71%
Subscribers (presented as greater than)								
Total **	1,550	1,550	1,400	1,300	1,300	1,150	1,000	1,000
Music	700	625	550	450	350	250	150	100

*For the quarter ended March 31, 2004, total gross margin excludes loss on content agreement of \$4.9 million. Including the loss on content agreement, total gross margin is 56%

**Total subscribers as of March 31, 2004 reflect the removal of approximately 142,000 subscribers resulting from the non-renewal of the MLB contract

(A) Revenue is derived from consumer digital media subscription services, RealPlayer Plus and related products, sales and distribution of third party software products, content such as games and music, and advertising

(B) Revenue is derived from media delivery system software, support and maintenance services, broadcast hosting services and consulting services

(C) Revenue is derived from consumer digital media subscription services including: SuperPass, RadioPass, Rhapsody, GamePass and stand-alone subscriptions

(D) Revenue is derived from RealPlayer Plus and related products, sales and distribution of third party software products, content such as games and music, and advertising

(E) Revenue is derived from RealOne SuperPass subscriptions, RealPlayer Plus and related products, stand-alone subscription services and sales and distribution of third party software products and non-game and non-music related advertising

(F) Revenue is derived from RadioPass and Rhapsody subscription services, sales of music content and advertising from our music-related Web sites

(G) Revenue is derived from the GamePass subscription service, sales of games and advertising generated from our games and game-related Web sites

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A reconciliation of Generally Accepted Accounting Principles ("GAAP") net loss to income (loss) before interest, taxes, depreciation, amortization and stock compensation ("EBITDA") and EBITDA excluding antitrust litigation and loss on content agreement is as follows:

	Quarters Ended				Years Ended	
	December 31,	September 30,	June 30,	March 31,	December 31,	December 31,
	2004	2004	2004	2004	2004	2003
	(in thousands)					
Net loss in accordance with GAAP	\$ (972)	(6,969)	(4,618)	(10,438)	(22,997)	(21,451)
Interest income, net	(1,602)	(1,190)	(800)	(860)	(4,452)	(4,251)
Taxes	165	142	113	102	522	144
Depreciation, amortization and stock compensation	3,791	4,089	3,810	3,648	15,338	12,370
EBITDA	<u>1,382</u>	<u>(3,928)</u>	<u>(1,495)</u>	<u>(7,548)</u>	<u>(11,589)</u>	<u>(13,188)</u>
Antitrust litigation	2,997	2,974	2,756	2,321	11,048	1,574
Loss on content agreement	-	-	-	4,938	4,938	-
EBITDA excluding antitrust litigation and loss on content agreement	<u>\$ 4,379</u>	<u>(954)</u>	<u>1,261</u>	<u>(289)</u>	<u>4,397</u>	<u>(11,614)</u>

This reconciliation has been provided as a performance measure, as the Company uses EBITDA and EBITDA excluding antitrust litigation expense on an ongoing basis to track and assess its financial performance. The Company has calculated EBITDA excluding loss on content agreement because it believes that the loss on content agreement is an item that does not reflect the ongoing financial operations of the Company's business.