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		2011					2012					2013
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
Revenue ($000)	Service Revenue	$17,237	$18,929	$19,216	$20,153	$75,535	$21,387	$21,781	$22,631	$22,374	$88,173	$24,848
	Store Revenue	$3,365	$3,209	$3,194	$3,697	$13,465	$3,929	$3,452	$3,495	$3,834	$14,710	$4,476
	Insurance Revenue	$833	$941	$1,085	$1,462	$4,321	$1,662	$1,702	$1,774	$1,982	$7,120	$1,746
	PC Postage Revenue	$21,436	$23,079	$23,495	$25,312	$93,321	$26,978	$26,935	$27,900	$28,190	$110,003	$31,070
	PhotoStamps Revenue	$1,381	$3,548	$1,422	$1,907	$8,258	$1,312	$1,289	$1,170	$1,880	$5,651	$1,030
	Other Revenue	$1	$3	$1	$1	$6	$3	$3	$1	$0	$7	$1
	Total Revenue	$22,817	$26,630	$24,918	$27,220	$101,585	$28,293	$28,227	$29,071	$30,070	$115,661	$32,101
Customer Metrics (1)	Prior Quarter Paid Customers (000s) (2)	340.3	360.2	367.7	373.8		384.9	412.8	417.8	418.7		434.5
	New Paid Customers (000s) (3)	55.5	50.2	47.9	54.9		69.3	56.8	50.0	60.1		75.7
	Lost Paid Customers (000s) (4)	(35.6)	(42.7)	(41.7)	(43.7)		(41.5)	(51.8)	(49.1)	(44.3)		(45.2)
	Current Quarter Paid Customers (000s) (2)	360.2	367.7	373.8	384.9		412.8	417.8	418.7	434.5		465.0
	Paid Customer Cancel Rate (5)	3.0%	3.5%	3.3%	3.4%		3.0%	3.7%	3.5%	3.1%		3.0%
	Core PC Postage Revenue ($000s) (6)	$20,630	$22,277	$22,708	$24,535	$90,150	$26,196	$26,203	$27,161	$27,418	$106,979	$30,287
	Avg. Monthly Revenue Per Paid Customer (7)	$19.09	$20.20	$20.25	$21.25	$20.20	$21.16	$20.90	$21.62	$21.03	$21.18	$21.71
	PC Postage Cust Acquisition Spend ($000s) (8)	$7,721	$7,790	$7,597	$8,946	$32,055	$9,430	$8,796	$7,929	$9,181	$35,335	$9,742
	Cost per Gross New Registered Customer (9)	$115	$124	$119	$108	$116	$110	$125	$115	$104	$113	$106
Other Metrics	Enhanced Promotion Revenue ($000s) (10)	$805	$802	$787	$776	$3,170	$782	$732	$738	$772	$3,024	$783
	Enhanced Promotion Marketing Spend ($000s) (11)	$260	$341	$392	$366	$1,359	$357	$391	$424	$428	$1,600	$392
	Customer Postage Printed ($000s)	$144,578	$151,867	$164,524	$210,537	$671,507	$221,681	$232,684	$292,615	$400,728	$1,147,708	$378,267
	PhotoStamps Sheets Shipped (000s)	78	73	76	108	335	76	69	55	119	319	58
Financial Metrics	PC Postage Gross Margin	76.0%	77.8%	77.7%	77.7%	77.4%	76.9%	79.0%	80.1%	78.6%	78.6%	78.0%
	PhotoStamps Gross Margin	21.0%	56.0%	23.1%	30.2%	38.5%	21.6%	24.9%	20.6%	28.7%	24.5%	19.3%
	Total Gross Margin	72.7%	74.9%	74.6%	74.4%	74.2%	74.3%	76.5%	77.7%	75.5%	76.0%	76.2%
	GAAP Net Income (Loss) ($000s)	$2,675	$5,677	$4,528	$13,385	$26,265	$16,360	$5,923	$6,977	$9,297	$38,557	$7,906
	Non-GAAP Net Income ($000s) (12)	$3,470	$6,479	$5,536	$5,723	$21,209	$5,768	$6,892	$8,268	$7,603	$28,531	$9,048
	Non-GAAP EPS (12)	$0.24	$0.45	$0.37	$0.35	$1.40	$0.34	$0.40	$0.50	$0.47	$1.70	$0.57

Definitions & Footnotes: *(Note: Contains Non-GAAP numbers. For reconciliations between Non-GAAP and GAAP for Sales & Marketing, Cost of Sales, Net Income or EPS see the Company's prior 8K filings):*

(1) All metrics under the Customer Metrics section are total PC Postage customers excluding all activity in the Company's "enhanced promotion" channel, which consists of online programs where prospective customers are offered an additional promotion beyond the ordinary Stamps.com promotion. Activity from enhanced promotion was excluded from this section owing to the high trial nature of the channel.
(2) Unique customers successfully billed at least once during the quarter. Estimated excluding all enhanced promotion activity.
(3) Customers who were successfully billed for the first time during the quarter. Estimated excluding all enhanced promotion activity.
(4) Customers who were successfully billed in the previous quarter but not successfully billed in the current quarter, less recaptured paid customers. Estimated excluding all enhanced promotion activity.
(5) Monthly cancellation rate calculated as [(Lost Paid Customers) / (Prior Quarter Paid Customers + New Paid Customers) / 3]. Estimated excluding all enhanced promotion activity.
(6) Includes service fee, store and package insurance revenue and excludes other revenue and PhotoStamps revenue. Estimated excluding all enhanced promotion activity.
(7) Calculated as [Core PC Postage Revenue / Current Quarter Paid Customers / 3]. Annual number calculated using the average of each quarter. Estimated excluding all enhanced promotion activity.
(8) PC Postage related marketing expenses plus promotional costs (under Cost of Revenues) excluding ASC Topic 718 (Stock Compensation) expenses. Estimated excluding all enhanced promotion activity, excluding enterprise marketing spend beginning Q1-08 and excluding shipping marketing spend beginning Q1-09.
(9) PC Postage Customer Acquisition Spend divided by Gross New Registered Customers (with verified billing method) acquired during the quarter. Estimated excluding enhanced promotion activity, excluding enterprise beginning Q1-08 and excluding shipping beginning Q1-09.
(10) Includes service fee, store and package insurance revenue and excludes other revenue and PhotoStamps revenue. Estimated based only on enhanced promotion activity.
(11) Estimated PC Postage related sales and marketing expenses plus PC Postage promotional costs (under Cost of Revenue) excluding all ASC Topic 718 (Stock Compensation) expenses in the enhanced promotion channel only.
(12) Non-GAAP Net Income equals GAAP Net Income plus stock-based compensation expenses plus asset write-offs plus dividend related compensation expense plus legal settlements and reserves plus non-recurring relocation expense less non-cash income tax benefit plus tax adjustment for temporary suspension of use of CA NOLs. Non-GAAP EPS = (Non-GAAP Net Income) / (Fully Diluted Shares). See Company's prior 8-K filings for reconciliation of Non-GAAP to GAAP.

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		2008					2009					2010				
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue ($000)	Service Revenue	$15,197	$15,577	$15,435	$15,347	$61,556	$15,314	$15,207	$15,401	$15,450	$61,372	$16,018	$16,172	$15,989	$16,428	$64,607
	Store Revenue	$2,483	$2,583	$2,326	$2,515	$9,906	$2,617	$2,580	$2,536	$2,920	$10,653	$3,073	$2,809	$2,736	$3,107	$11,725
	Insurance Revenue	$389	$377	$376	$433	$1,574	$404	$395	$377	$422	$1,598	$394	$392	$496	$741	$2,023
	PC Postage Revenue	$18,068	$18,537	$18,136	$18,295	$73,036	$18,335	$18,182	$18,314	$18,792	$73,623	$19,485	$19,373	$19,221	$20,276	$78,355
	PhotoStamps Revenue	$3,004	$2,873	$2,020	$3,979	$11,876	$1,713	$1,995	$1,901	$2,877	$8,485	$1,501	$1,816	$1,449	$2,396	$7,162
	Other Revenue	$0	$0	$0	$0	$0	$0	$5	$1	$9	$16	$3	$0	$19	$5	$27
	Total Revenue	$21,072	$21,410	$20,156	$22,274	$84,912	$20,048	$20,182	$20,216	$21,678	$82,124	$20,989	$21,189	$20,689	$22,677	$85,544
Customer Metrics (1)	Prior Quarter Paid Customers (000s) (2)	292.8	305.2	313.7	312.4		310.7	321.4	317.0	315.2		320.3	335.7	338.3	333.8	
	New Paid Customers (000s) (3)	47.2	47.6	36.1	38.7		49.8	43.7	38.6	45.6		53.3	43.3	36.1	44.7	
	Lost Paid Customers (000s) (4)	(34.8)	(39.0)	(37.3)	(40.5)		(39.1)	(48.0)	(40.4)	(40.6)		(37.8)	(40.7)	(40.7)	(38.1)	
	Current Quarter Paid Customers (000s) (2)	305.2	313.7	312.4	310.7		321.4	317.0	315.2	320.3		335.7	338.3	333.8	340.3	
	Paid Customer Cancel Rate (5)	3.4%	3.7%	3.6%	3.8%		3.6%	4.4%	3.8%	3.7%		3.4%	3.6%	3.6%	3.4%	
	Core PC Postage Revenue ($000s) (6)	$15,568	$16,133	$16,004	$16,226	$63,932	$16,564	$16,638	$16,751	$17,407	$67,362	$18,157	$18,181	$18,157	$19,321	$73,816
	Avg. Monthly Revenue Per Paid Customer (7)	$17.00	$17.14	$17.07	$17.41	$17.16	$17.18	$17.50	$17.72	$18.12	$17.63	$18.03	$17.91	$18.13	$18.92	$18.25
	PC Postage Cust Acquisition Spend ($000s) (8)	$6,235	$5,625	$5,625	$6,174	$23,660	$6,386	$6,691	$5,998	$7,030	$26,105	$7,200	$6,703	$6,084	$7,282	$27,268
	Cost per Gross New Registered Customer (9)	$101	$94	$115	$94	$100	$122	$126	$114	$107	$116	$112	$128	$124	$109	$117
Other Metrics	Enhanced Promotion Revenue ($000s) (10)	$2,500	$2,404	$2,132	$2,069	$9,104	$1,771	$1,544	$1,562	$1,385	$6,262	$1,328	$1,193	$1,065	$955	$4,541
	Enhanced Promotion Marketing Spend ($000s) (11)	$1,557	$1,499	$1,246	$1,141	$5,443	$841	$646	$565	$499	$2,551	$511	$359	$345	$215	$1,430
	Customer Postage Printed ($000s)	$78,205	$77,148	$76,632	$87,365	$319,350	$85,003	$83,105	$86,022	$99,948	$354,078	$100,638	$99,394	$108,494	$138,717	$447,244
	PhotoStamps Sheets Shipped (000s)	178	171	120	243	712	104	118	114	155	491	86	103	81	139	410
Financial Metrics	PC Postage Gross Margin	79.3%	82.0%	80.4%	79.5%	80.3%	77.8%	77.9%	78.3%	77.3%	77.8%	75.7%	77.0%	77.3%	76.8%	76.7%
	PhotoStamps Gross Margin	29.2%	27.2%	26.3%	29.2%	28.2%	24.1%	23.7%	18.9%	23.6%	22.7%	28.2%	24.5%	21.0%	23.7%	24.3%
	Total Gross Margin	72.2%	74.7%	75.0%	70.5%	73.0%	73.2%	72.5%	72.7%	70.2%	72.1%	72.3%	72.5%	73.4%	71.1%	72.3%
	GAAP Net Income (Loss) ($000s)	$5,199	$1,305	$2,063	$1,597	$10,164	$1,222	$1,052	$1,730	$2,172	$6,177	$2,145	$941	$2,729	($283)	$5,532
	Non-GAAP Net Income ($000s) (12)	$2,752	$2,917	$3,354	$2,803	$11,826	$2,222	$2,297	$2,715	$2,865	$10,098	$2,850	$2,891	$3,501	$4,436	$13,678
	Non-GAAP EPS (12)	$0.14	$0.15	$0.17	$0.16	$0.61	$0.13	$0.14	$0.17	$0.18	$0.62	$0.19	$0.20	$0.24	$0.30	$0.93

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		2006					2007				
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue ($000)	Service Revenue	$13,457	$13,628	$13,057	$13,685	$53,827	$13,661	$13,506	$14,115	$14,622	$55,903
	Store Revenue	$2,393	$1,980	$1,924	$2,399	$8,696	$2,358	$2,457	$2,296	$2,525	$9,636
	Insurance Revenue	$378	$346	$326	$392	$1,442	$375	$355	$339	$409	$1,478
	PC Postage Revenue	$16,228	$15,954	$15,307	$16,476	$63,965	$16,394	$16,318	$16,750	$17,555	$67,017
	PhotoStamps Revenue	$3,860	$3,747	$3,148	$8,046	$18,801	$3,176	$4,635	$3,534	$6,542	$17,887
	Other Revenue	$453	$458	$454	$454	$1,820	$453	$453	$0	$1	$907
	Total Revenue	$20,542	$20,160	$18,909	$24,975	$84,586	$20,022	$21,407	$20,284	$24,097	$85,811
Customer Metrics [1]	Prior Quarter Paid Customers (000s) [2]	260.3	267.5	261.3	250.7		258.3	266.9	270.3	281.1	
	New Paid Customers (000s) [3]	39.1	30.4	26.7	33.3		35.8	35.2	38.6	45.0	
	Lost Paid Customers (000s) [4]	(31.9)	(36.6)	(37.2)	(25.7)		(27.3)	(31.8)	(27.8)	(33.3)	
	Current Quarter Paid Customers (000s) [2]	267.5	261.3	250.7	258.3		266.9	270.3	281.1	292.8	
	Paid Customer Cancel Rate [5]	3.6%	4.1%	4.3%	3.0%		3.1%	3.5%	3.0%	3.4%	
	Core PC Postage Revenue ($000s) [6]	$13,784	$13,235	$12,812	$13,824	$53,654	$14,022	$14,143	$14,364	$15,003	$57,532
	Avg. Monthly Revenue Per Paid Customer [7]	$17.18	$16.89	$17.03	$17.84	$17.23	$17.51	$17.44	$17.03	$17.08	$17.26
	PC Postage Cust Acquisition Spend ($000s) [8]	$2,978	$2,657	$3,023	$3,267	$11,925	$4,438	$4,117	$4,489	$5,682	$18,726
	Cost per Gross New Registered Customer [9]	$63	$75	$83	$73	$73	$103	$87	$84	$88	$90
Other Metrics	Enhanced Promotion Revenue ($000s) [10]	$2,444	$2,720	$2,495	$2,652	$10,311	$2,371	$2,175	$2,386	$2,552	$9,485
	Enhanced Promotion Marketing Spend ($000s) [11]	$2,337	$2,278	$1,942	$1,670	$8,227	$2,094	$2,127	$1,933	$1,505	$7,659
	Customer Postage Printed ($000s)	$57,280	$54,691	$54,783	$62,429	$229,183	$62,556	$64,516	$67,629	$77,687	$272,388
	PhotoStamps Sheets Shipped (000s)	210	210	176	464	1,060	189	291	225	389	1,094
Financial Metrics	PC Postage Gross Margin	79.0%	80.8%	80.9%	79.3%	80.0%	80.5%	79.8%	80.7%	79.8%	80.2%
	PhotoStamps Gross Margin	37.3%	36.5%	33.8%	41.2%	38.2%	34.4%	34.0%	29.7%	35.4%	33.7%
	Total Gross Margin	71.1%	72.6%	73.1%	67.0%	70.7%	73.2%	69.9%	71.8%	67.7%	70.5%
	GAAP Net Income (Loss) ($000s)	$3,357	$4,160	$4,263	$4,683	$16,463	$3,054	$2,800	$2,446	$2,366	$10,666
	Non-GAAP Net Income ($000s) [12]	$4,151	$4,856	$4,982	$5,112	$19,101	$3,515	$3,425	$3,291	$3,141	$13,372
	Non-GAAP EPS [12]	$0.17	$0.20	$0.21	$0.22	$0.79	$0.16	$0.16	$0.16	$0.16	$0.63

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