

INFORMATICA CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(in thousands, except per share data)

	Three Months Ended		Years Ended	
	December 31,		December 31,	
	2009	2008	2009	2008
	(Unaudited)		(Unaudited)	
Revenues:				
License	\$ 71,552	\$ 57,191	\$ 214,322	\$ 195,769
Service	79,345	67,221	286,371	259,930
Total revenues	<u>150,897</u>	<u>124,412</u>	<u>500,693</u>	<u>455,699</u>
Cost of revenues:				
License	1,111	979	3,135	3,291
Service	20,944	18,718	76,549	80,287
Amortization of acquired technology	2,453	1,271	7,950	4,125
Total cost of revenues	<u>24,508</u>	<u>20,968</u>	<u>87,634</u>	<u>87,703</u>
Gross profit	126,389	103,444	413,059	367,996
Operating expenses:				
Research and development	21,263	18,038	78,352	72,522
Sales and marketing	57,381	44,919	192,747	177,339
General and administrative	10,803	10,484	41,449	37,411
Amortization of intangible assets	2,812	1,718	10,051	4,575
Facilities restructuring charges	(300)	254	1,661	3,018
Acquisitions and other	(570)	—	(570)	390
Patent related litigation proceeds net of patent contingency accruals	—	(11,495)	—	(11,495)
Total operating expenses	<u>91,389</u>	<u>63,918</u>	<u>323,690</u>	<u>283,760</u>
Income from operations	35,000	39,526	89,369	84,236
Interest income and other, net	(303)	914	449	7,737
Income before income taxes	34,697	40,440	89,818	91,973
Income tax provision	9,726	20,568	25,607	35,993
Net income	<u>\$ 24,971</u>	<u>\$ 19,872</u>	<u>\$ 64,211</u>	<u>\$ 55,980</u>
Basic net income per common share	<u>\$ 0.28</u>	<u>\$ 0.23</u>	<u>\$ 0.73</u>	<u>\$ 0.64</u>
Diluted net income per common share (1)	<u>\$ 0.25</u>	<u>\$ 0.21</u>	<u>\$ 0.66</u>	<u>\$ 0.58</u>
Shares used in computing basic net income per common share	<u>89,589</u>	<u>87,178</u>	<u>87,991</u>	<u>88,109</u>
Shares used in computing diluted net income per common share	<u>105,807</u>	<u>101,767</u>	<u>103,312</u>	<u>103,278</u>

(1) Diluted EPS is calculated under the "if converted" method for the three months and the years ended December 31, 2009 and 2008. This includes the add-back of interest and convertible notes issuance cost amortization, net of applicable income taxes of \$1.0 million and \$1.1 million for the three months ended December 31, 2009 and 2008, respectively, and \$4.0 million and \$4.3 million for the years ended December 31, 2009 and 2008, respectively.