

Riverbed Technology
Supplemental Financial Information
In thousands
Unaudited

	Three months ended			Twelve months ended	
	December 31, 2012	September 30, 2012	December 31, 2011	December 31, 2012	December 31, 2011
Revenue by Geography					
Americas	\$ 140,059	\$ 133,656	\$ 117,367	\$ 494,907	\$ 437,945
Europe, Middle East and Africa	66,450	56,992	58,501	225,652	187,425
Asia Pacific	30,873	27,949	26,967	116,301	101,106
Total revenue	\$ 237,382	\$ 218,597	\$ 202,835	\$ 836,860	\$ 726,476
<i>As a percentage of total revenues:</i>					
Americas	59 %	61 %	58 %	59 %	60 %
Europe, Middle East and Africa	28 %	26 %	29 %	27 %	26 %
Asia Pacific	13 %	13 %	13 %	14 %	14 %
Total revenue	100 %	100 %	100 %	100 %	100 %
Revenue by Sales Channel					
Direct	\$ 16,477	\$ 6,625	\$ 7,599	\$ 43,526	\$ 32,627
Indirect	220,905	211,972	195,236	793,334	693,849
Total revenue	\$ 237,382	\$ 218,597	\$ 202,835	\$ 836,860	\$ 726,476
<i>As a percentage of total revenues:</i>					
Direct	7 %	3 %	4 %	5 %	4 %
Indirect	93 %	97 %	96 %	95 %	96 %
Total revenue	100 %	100 %	100 %	100 %	100 %