

**Riverbed Technology**  
**GAAP Condensed Consolidated Statements of Operations**  
**In thousands, except per share amounts**  
**Unaudited**

	<b>Three months ended</b>		<b>Twelve months ended</b>	
	<b>December 31,</b>		<b>December 31,</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
Revenue:				
Product	\$ 157,133	\$ 140,303	\$ 548,141	\$ 501,376
Support and services	80,249	62,532	288,719	225,100
Total revenue	237,382	202,835	836,860	726,476
Cost of revenue:				
Cost of product	34,994	30,764	124,406	105,150
Cost of support and services	23,300	19,292	80,412	68,925
Total cost of revenue	58,294	50,056	204,818	174,075
Gross profit	179,088	152,779	632,042	552,401
Operating expenses:				
Sales and marketing	95,542	77,606	328,657	272,635
Research and development	40,056	33,714	146,108	122,964
General and administrative	16,584	15,750	60,594	59,699
Acquisition-related costs	13,231	1,087	726	5,211
Total operating expenses	165,413	128,157	536,085	460,509
Operating profit	13,675	24,622	95,957	91,892
Other income (expense), net	(683 )	(534 )	(1,924 )	154
Income before provision for income taxes	12,992	24,088	94,033	92,046
Provision for income taxes	8,208	3,934	39,436	28,239
Net income	\$4,784	\$20,154	\$54,597	\$63,807
Net income per share, basic	\$0.03	\$0.13	\$0.35	\$0.41
Net income per share, diluted	\$0.03	\$0.12	\$0.33	\$0.38
Shares used in computing basic net income per share	155,879	155,699	156,205	154,411
Shares used in computing diluted net income per share	163,638	166,838	164,570	166,900