

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

	Three Months Ended December 31,		Years Ended December 31,	
	2013	2012	2013	2012
	(unaudited)		(unaudited)	
<b>Revenues:</b>				
Software	\$ 134,578	\$ 112,828	\$ 413,738	\$ 350,175
Service	141,460	121,913	534,433	461,396
Total revenues	<u>276,038</u>	<u>234,741</u>	<u>948,171</u>	<u>811,571</u>
<b>Cost of revenues:</b>				
Software	2,485	2,065	9,838	7,844
Service	39,422	32,603	149,136	122,798
Amortization of acquired technology	5,337	5,816	22,307	21,980
Total cost of revenues	<u>47,244</u>	<u>40,484</u>	<u>181,281</u>	<u>152,622</u>
Gross profit	<u>228,794</u>	<u>194,257</u>	<u>766,890</u>	<u>658,949</u>
<b>Operating expenses:</b>				
Research and development	42,517	38,046	165,875	143,607
Sales and marketing	106,588	92,067	374,315	305,682
General and administrative	16,814	17,247	77,641	63,616
Amortization of intangible assets	1,848	1,888	7,729	6,578
Facilities restructuring and facility lease termination costs	—	—	—	710
Acquisitions and other charges	—	408	2,467	2,797
Total operating expenses	<u>167,767</u>	<u>149,656</u>	<u>628,027</u>	<u>522,990</u>
Income from operations	61,027	44,601	138,863	135,959
Interest and other income, net	394	102	1,859	1,808
Income before income taxes	61,421	44,703	140,722	137,767
Income tax provision	21,503	13,637	54,327	44,585
Net income	<u>\$ 39,918</u>	<u>\$ 31,066</u>	<u>\$ 86,395</u>	<u>\$ 93,182</u>
<b>Net income per share:</b>				
Basic	<u>\$ 0.37</u>	<u>\$ 0.29</u>	<u>\$ 0.80</u>	<u>\$ 0.86</u>
Diluted	<u>\$ 0.36</u>	<u>\$ 0.28</u>	<u>\$ 0.78</u>	<u>\$ 0.83</u>
<b>Shares used in per share calculation:</b>				
Basic	<u>108,462</u>	<u>107,627</u>	<u>108,146</u>	<u>107,874</u>
Diluted	<u>111,457</u>	<u>110,802</u>	<u>111,394</u>	<u>112,089</u>

**INFORMATICA CORPORATION**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
(in thousands)

	December 31,	
	2013 (unaudited)	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 297,818	\$ 190,127
Short-term investments	379,616	345,478
Accounts receivable, net of allowances of \$4,135 and \$5,460, respectively	204,374	171,893
Deferred tax assets	32,898	23,350
Prepaid expenses and other current assets	34,541	29,396
Total current assets	949,247	760,244
Property and equipment, net	157,308	145,474
Goodwill and intangible assets, net	564,767	577,381
Long-term deferred tax assets	44,865	24,087
Other assets	6,834	5,031
Total assets	\$ 1,723,021	\$ 1,512,217
<b>Liabilities and Equity</b>		
Current liabilities:		
Accounts payable and other current liabilities	\$ 144,493	\$ 128,742
Income taxes payable	14,184	—
Deferred revenues	285,184	241,968
Total current liabilities	443,861	370,710
Long-term deferred revenues	12,938	8,807
Long-term deferred tax liabilities	44	2,523
Long-term income taxes payable	29,878	21,195
Other liabilities	550	3,459
Total liabilities	487,271	406,694
Equity:		
Total Informatica Corporation stockholders' equity	1,235,750	1,103,105
Noncontrolling interest	—	2,418
Total equity	1,235,750	1,105,523
Total liabilities and equity	\$ 1,723,021	\$ 1,512,217

**INFORMATICA CORPORATION**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(in thousands)

	Years Ended December 31,	
	2013	2012
	(unaudited)	
<b>Operating activities:</b>		
Net income	\$ 86,395	\$ 93,182
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	14,978	12,284
Share-based compensation	57,204	42,803
Deferred income taxes	(24,067)	(4,651)
Tax benefits from share-based compensation	26,082	16,463
Excess tax benefits from share-based compensation	(27,495)	(17,021)
Amortization of intangible assets and acquired technology	30,036	28,558
Other operating activities, net	(352)	(854)
Changes in operating assets and liabilities:		
Accounts receivable	(32,009)	8,723
Prepaid expenses and other assets	418	10,593
Accounts payable and accrued liabilities	13,839	(2,282)
Income taxes payable	9,596	1,553
Accrued facilities restructuring charges	—	(23,977)
Deferred revenues	46,525	35,127
Net cash provided by operating activities	<u>201,150</u>	<u>200,501</u>
<b>Investing activities:</b>		
Purchases of property and equipment	(26,508)	(141,610)
Purchases of investments	(367,584)	(266,088)
Investment in equity interest, net	(2,001)	(257)
Maturities and sales of investments	332,517	208,399
Business acquisitions, net of cash acquired	(7,464)	(90,542)
Purchase of developed technology	(400)	—
Net cash used in investing activities	<u>(71,440)</u>	<u>(290,098)</u>
<b>Financing activities:</b>		
Net proceeds from issuance of common stock	58,669	41,351
Repurchases and retirement of common stock	(92,068)	(80,983)
Withholding taxes related to restricted stock units net share settlement	(7,342)	(6,686)
Payment of contingent consideration	(4,170)	(8,050)
Excess tax benefits from share-based compensation	27,495	17,021
Purchase of acquiree stock and noncontrolling interest	(6,365)	(437)
Net cash used in financing activities	<u>(23,781)</u>	<u>(37,784)</u>
Effect of foreign exchange rate changes on cash and cash equivalents	<u>1,762</u>	<u>673</u>
Net increase (decrease) in cash and cash equivalents	107,691	(126,708)
Cash and cash equivalents at beginning of the year	190,127	316,835
Cash and cash equivalents at end of the year	<u>\$ 297,818</u>	<u>\$ 190,127</u>

**INFORMATICA CORPORATION**  
**GAAP TO NON-GAAP RESULTS**  
(in thousands, except per share data)  
(unaudited)

	Three Months Ended December 31,		Years Ended December 31,	
	2013	2012	2013	2012
<b>Total revenues</b>	\$ 276,038	\$ 234,741	\$ 948,171	\$ 811,571
<b>Operating income:</b>				
GAAP operating income	\$ 61,027	\$ 44,601	\$ 138,863	\$ 135,959
Percentage of GAAP operating income to total revenues	22%	19%	15%	17%
<b>Plus:</b>				
Amortization of acquired technology - Cost of revenues	5,337	5,816	22,307	21,980
Amortization of intangible assets - Operating expenses	1,848	1,888	7,729	6,578
Facilities restructuring and facility lease termination costs - Operating expenses	—	—	—	710
Building operating expense - Operating expenses <sup>(1)</sup>	—	731	4,409	1,502
Acquisitions and other charges - Operating expenses	—	408	2,467	2,797
Share-based compensation - Cost of revenues and Operating expenses <sup>(2)</sup>	12,956	11,220	57,204	42,803
Non-GAAP operating income	<u>\$ 81,168</u>	<u>\$ 64,664</u>	<u>\$ 232,979</u>	<u>\$ 212,329</u>
Percentage of Non-GAAP operating income to total revenues	29%	28%	25%	26%
<b>Net income:</b>				
GAAP net income	\$ 39,918	\$ 31,066	\$ 86,395	\$ 93,182
<b>Plus:</b>				
Amortization of acquired technology - Cost of revenues	5,337	5,816	22,307	21,980
Amortization of intangible assets - Operating expenses	1,848	1,888	7,729	6,578
Facilities restructuring and facility lease termination costs - Operating expenses	—	—	—	710
Building operating expense - Operating expenses <sup>(1)</sup>	—	731	4,409	1,502
Acquisitions and other charges - Operating expenses	—	408	2,467	2,797
Share-based compensation - Cost of revenues and Operating expenses <sup>(2)</sup>	12,956	11,220	57,204	42,803
Income tax adjustments	(5,302)	(5,911)	(19,765)	(22,407)
Non-GAAP net income	<u>\$ 54,757</u>	<u>\$ 45,218</u>	<u>\$ 160,746</u>	<u>\$ 147,145</u>

**INFORMATICA CORPORATION**  
**GAAP TO NON-GAAP RESULTS**  
(in thousands, except per share data)  
(unaudited)

	<u>Three Months Ended December 31,</u>		<u>Years Ended December 31,</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
<b>Diluted net income per share:</b>				
Diluted GAAP net income per share	\$ 0.36	\$ 0.28	\$ 0.78	\$ 0.83
<b>Plus:</b>				
Amortization of acquired technology	0.05	0.05	0.20	0.20
Amortization of intangible assets	0.02	0.02	0.07	0.06
Facilities restructuring and facility lease termination costs	—	—	—	0.01
Building operating expense <sup>(1)</sup>	—	0.01	0.04	0.01
Acquisitions and other charges	—	—	0.02	0.02
Share-based compensation <sup>(2)</sup>	0.11	0.10	0.51	0.38
Income tax adjustments	(0.05)	(0.05)	(0.18)	(0.20)
Diluted Non-GAAP net income per share	<u>\$ 0.49</u>	<u>\$ 0.41</u>	<u>\$ 1.44</u>	<u>\$ 1.31</u>
Shares used in computing diluted Non-GAAP net income per share	<u>111,457</u>	<u>110,802</u>	<u>111,394</u>	<u>112,089</u>

(1) Represents expense from operating current headquarters buildings purchased in February 2012 prior to occupancy in September 2013 by Informatica, and expense from operating former headquarters buildings subsequent to the occupancy of current headquarters in September 2013. The Company previously reported the expense for the current headquarters buildings in periods prior to the purchase as a part of “Facilities restructuring charges (benefit) - Operating expenses.”

(2) The allocation of the share-based compensation is as follows:

	<u>Three Months Ended December 31,</u>		<u>Years Ended December 31,</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Cost of service revenues	\$ 1,479	\$ 1,178	\$ 5,525	\$ 4,349
<b>Operating expenses:</b>				
Research and development	4,237	4,095	19,002	14,919
Sales and marketing	3,946	3,440	19,323	13,518
General and administrative	3,294	2,507	13,354	10,017
Total share-based compensation	<u>\$ 12,956</u>	<u>\$ 11,220</u>	<u>\$ 57,204</u>	<u>\$ 42,803</u>