

FAIR ISAAC CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
For the Quarters and Six Months Ended March 31, 2012 and 2011
(In thousands, except per share data)
(Unaudited)

	Quarter Ended March 31,		Six Months Ended March 31,	
	2012	2011	2012	2011
Revenues:				
Transactional and maintenance	114,843	111,431	229,026	226,193
Professional services	30,461	27,041	59,154	54,949
License	14,217	14,352	41,690	27,613
Total revenues	<u>159,521</u>	<u>152,824</u>	<u>329,870</u>	<u>308,755</u>
Operating expenses:				
Cost of revenues	48,814	48,506	94,788	94,309
Research & development	13,986	16,222	27,035	34,283
Selling, general and administrative	57,035	55,449	114,359	115,082
Amortization of intangible assets	1,490	1,933	3,420	3,862
Restructuring	-	11,522	-	12,391
	<u>121,325</u>	<u>133,632</u>	<u>239,602</u>	<u>259,927</u>
Operating income	38,196	19,192	90,268	48,828
Other expense, net	(8,512)	(8,158)	(16,959)	(16,371)
Income from operations before income taxes	29,684	11,034	73,309	32,457
Provision for income taxes	9,672	3,289	23,300	8,703
Net income	<u>20,012</u>	<u>7,745</u>	<u>50,009</u>	<u>23,754</u>
Basic earnings per share:	<u>0.57</u>	<u>0.19</u>	<u>1.40</u>	<u>0.59</u>
Diluted earnings per share:	<u>0.55</u>	<u>0.19</u>	<u>1.36</u>	<u>0.59</u>
Shares used in computing earnings per share:				
Basic	<u>35,331</u>	<u>40,010</u>	<u>35,685</u>	<u>39,966</u>
Diluted	<u>36,552</u>	<u>40,618</u>	<u>36,721</u>	<u>40,528</u>

FAIR ISAAC CORPORATION
CONDENSED CONSOLIDATED BALANCE SHEETS
March 31, 2012 and September 30, 2011
(In thousands)
(Unaudited)

	March 31, 2012	September 30, 2011
ASSETS:		
Current assets:		
Cash and cash equivalents	\$ 146,036	\$ 135,752
Marketable securities	45,049	105,826
Accounts receivable, net	107,436	104,974
Prepaid expenses and other current assets	16,777	17,929
Total current assets	315,298	364,481
Marketable securities and investments	16,169	15,104
Property and equipment, net	35,138	33,017
Goodwill and intangible assets, net	683,218	684,186
Other assets	30,768	32,680
	\$ 1,080,591	\$ 1,129,468
LIABILITIES AND STOCKHOLDERS' EQUITY:		
Current liabilities:		
Accounts payable and other accrued liabilities	\$ 48,859	\$ 60,260
Accrued compensation and employee benefits	34,356	36,470
Deferred revenue	51,030	41,768
Current maturities on long-term debt	8,000	8,000
Total current liabilities	142,245	146,498
Senior notes	504,000	504,000
Other liabilities	21,152	13,476
Total liabilities	667,397	663,974
Stockholders' equity	413,194	465,494
	\$ 1,080,591	\$ 1,129,468

FAIR ISAAC CORPORATION
REVENUE BY SEGMENT
For the Quarters and Six Months Ended March 31, 2012 and 2011
(In thousands)
(Unaudited)

	Quarter Ended March 31,		Six Months Ended March 31,	
	2012	2011	2012	2011
Applications revenues:				
Transactional and maintenance	\$ 63,523	\$ 64,102	\$ 127,795	\$ 130,699
Professional services	25,756	23,486	50,083	48,235
License	6,855	8,348	28,472	14,638
Total applications revenues	<u>\$ 96,134</u>	<u>\$ 95,936</u>	<u>\$ 206,350</u>	<u>\$ 193,572</u>
Scores revenues:				
Transactional and maintenance	\$ 43,636	\$ 39,894	\$ 85,833	\$ 80,399
Professional services	521	730	809	969
License	268	336	325	407
Total scores revenues	<u>\$ 44,425</u>	<u>\$ 40,960</u>	<u>\$ 86,967</u>	<u>\$ 81,775</u>
Tools revenues:				
Transactional and maintenance	\$ 7,684	\$ 7,435	\$ 15,398	\$ 15,095
Professional services	4,184	2,825	8,262	5,745
License	7,094	5,668	12,893	12,568
Total tools revenues	<u>\$ 18,962</u>	<u>\$ 15,928</u>	<u>\$ 36,553</u>	<u>\$ 33,408</u>
Total revenues:				
Transactional and maintenance	\$ 114,843	\$ 111,431	\$ 229,026	\$ 226,193
Professional services	30,461	27,041	59,154	54,949
License	14,217	14,352	41,690	27,613
Total revenues	<u>\$ 159,521</u>	<u>\$ 152,824</u>	<u>\$ 329,870</u>	<u>\$ 308,755</u>

FAIR ISAAC CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
For the Six Months Ended March 31, 2012 and 2011
(In thousands)
(Unaudited)

	Six Months Ended March 31,	
	2012	2011
Cash flows from operating activities:		
Net income	\$ 50,009	\$ 23,754
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	10,049	12,770
Share-based compensation	9,384	8,205
Changes in operating assets and liabilities net of disposition effects	16,075	15,404
Other, net	(2,041)	(516)
Net cash provided by operating activities	83,476	59,617
Cash flows from investing activities:		
Purchases of property and equipment	(13,364)	(5,106)
Net activity from marketable securities	60,588	68,189
Other, net	(199)	75
Net cash provided by investing activities	47,025	63,158
Cash flows from financing activities:		
Proceeds from issuances of common stock	33,401	6,890
Repurchases of common stock	(156,773)	(19,311)
Other, net	1,988	(472)
Net cash used in financing activities	(121,384)	(12,893)
Effect of exchange rate changes on cash	1,167	2,213
Increase in cash and cash equivalents	10,284	112,095
Cash and cash equivalents, beginning of period	135,752	146,199
Cash and cash equivalents, end of period	\$ 146,036	\$ 258,294