

**FAIR ISAAC CORPORATION**  
**CONDENSED CONSOLIDATED STATEMENTS OF INCOME**  
**For the Quarters and Years Ended September 30, 2011 and 2010**  
(In thousands, except per share data)  
(Unaudited)

	Quarter Ended September 30,		Year Ended September 30,	
	2011	2010	2011	2010
Revenues:				
Transactional and maintenance	\$ 115,497	\$ 110,778	\$ 453,430	\$ 455,487
Professional services	31,410	27,174	115,941	102,878
License	13,342	17,146	50,312	47,278
Total revenues	<u>160,249</u>	<u>155,098</u>	<u>619,683</u>	<u>605,643</u>
Operating expenses:				
Cost of revenues	48,763	48,456	186,470	180,932
Research & development	13,556	16,178	62,129	73,581
Selling, general and administrative	54,890	59,286	223,615	225,263
Amortization of intangible assets	1,937	1,983	7,741	10,901
Restructuring	-	1,617	12,391	1,617
	<u>119,146</u>	<u>127,520</u>	<u>492,346</u>	<u>492,294</u>
Operating income	41,103	27,578	127,337	113,349
Other expense, net	(8,042)	(7,538)	(29,882)	(21,045)
Income from operations before income taxes	33,061	20,040	97,455	92,304
Provision for income taxes	8,442	4,199	25,893	27,847
Net income	<u>\$ 24,619</u>	<u>\$ 15,841</u>	<u>\$ 71,562</u>	<u>\$ 64,457</u>
Basic earnings per share:	<u>\$ 0.65</u>	<u>\$ 0.39</u>	<u>\$ 1.82</u>	<u>\$ 1.44</u>
Diluted earnings per share:	<u>\$ 0.64</u>	<u>\$ 0.38</u>	<u>\$ 1.79</u>	<u>\$ 1.42</u>
Shares used in computing earnings per share:				
Basic	<u>38,088</u>	<u>41,141</u>	<u>39,359</u>	<u>44,903</u>
Diluted	<u>38,687</u>	<u>41,590</u>	<u>39,988</u>	<u>45,308</u>

**FAIR ISAAC CORPORATION**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
**September 30, 2011 and September 30, 2010**  
(In thousands)  
(Unaudited)

	<u>September 30,</u> <u>2011</u>	<u>September 30,</u> <u>2010</u>
<b>ASSETS:</b>		
Current assets:		
Cash and cash equivalents	\$ 135,752	\$ 146,199
Marketable securities	105,826	68,615
Accounts receivable, net	104,974	113,187
Prepaid expenses and other current assets	<u>17,929</u>	<u>19,174</u>
Total current assets	<u>364,481</u>	<u>347,175</u>
Marketable securities and investments	15,104	15,441
Property and equipment, net	33,017	30,975
Goodwill and intangible assets, net	684,186	693,197
Other assets	<u>32,680</u>	<u>36,928</u>
	<u>\$ 1,129,468</u>	<u>\$ 1,123,716</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY:</b>		
Current liabilities:		
Accounts payable and other accrued liabilities	\$ 60,260	\$ 37,497
Accrued compensation and employee benefits	36,470	33,697
Deferred revenue	41,768	42,953
Current maturities on long-term debt	<u>8,000</u>	<u>8,000</u>
Total current liabilities	<u>146,498</u>	<u>122,147</u>
Senior notes	504,000	512,000
Other liabilities	<u>13,476</u>	<u>14,655</u>
Total liabilities	<u>663,974</u>	<u>648,802</u>
Stockholders' equity	465,494	474,914
	<u>\$ 1,129,468</u>	<u>\$ 1,123,716</u>

**FAIR ISAAC CORPORATION**  
**REVENUE BY SEGMENT**  
**For the Quarters and Years Ended September 30, 2011 and 2010**  
**(In thousands)**  
**(Unaudited)**

	Quarter Ended September 30,		Year Ended September 30,	
	2011	2010	2011	2010
Applications revenues:				
Transactional and maintenance	\$ 64,682	\$ 62,899	\$ 258,736	\$ 257,275
Professional services	26,793	23,514	100,921	86,097
License	5,921	9,647	23,371	23,886
Total applications revenues	<u>\$ 97,396</u>	<u>\$ 96,060</u>	<u>\$ 383,028</u>	<u>\$ 367,258</u>
Scores revenues:				
Transactional and maintenance	\$ 43,721	\$ 40,960	\$ 164,918	\$ 170,141
Professional services	523	631	2,102	2,042
License	755	156	1,547	156
Total scores revenues	<u>\$ 44,999</u>	<u>\$ 41,747</u>	<u>\$ 168,567</u>	<u>\$ 172,339</u>
Tools revenues:				
Transactional and maintenance	\$ 7,094	\$ 6,919	\$ 29,776	\$ 28,071
Professional services	4,094	3,029	12,918	14,739
License	6,666	7,343	25,394	23,236
Total tools revenues	<u>\$ 17,854</u>	<u>\$ 17,291</u>	<u>\$ 68,088</u>	<u>\$ 66,046</u>
Total revenues:				
Transactional and maintenance	\$ 115,497	\$ 110,778	\$ 453,430	\$ 455,487
Professional services	31,410	27,174	115,941	102,878
License	13,342	17,146	50,312	47,278
Total revenues	<u>\$ 160,249</u>	<u>\$ 155,098</u>	<u>\$ 619,683</u>	<u>\$ 605,643</u>

**FAIR ISAAC CORPORATION**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
For the Years Ended September 30, 2011 and 2010  
(In thousands)  
(Unaudited)

	Year Ended September 30,	
	2011	2010
<b>Cash flows from operating activities:</b>		
Net income	\$ 71,562	\$ 64,457
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	24,197	30,918
Share-based compensation	15,500	17,305
Changes in operating assets and liabilities net of disposition effects	27,769	(10,536)
Other, net	(2,872)	3,636
Net cash provided by operating activities	<u>136,156</u>	<u>105,780</u>
<b>Cash flows from investing activities:</b>		
Purchases of property and equipment	(14,020)	(17,453)
Net activity from marketable securities	(37,821)	125,858
Other, net	140	2,232
Net cash provided by (used in) investing activities	<u>(51,701)</u>	<u>110,637</u>
<b>Cash flows from financing activities:</b>		
Payments on revolving line of credit	-	(295,000)
Payment on Senior Notes	(8,000)	-
Proceeds from issuance of senior notes	-	245,000
Proceeds from issuances of common stock	7,613	1,411
Repurchases of common stock	(91,422)	(196,119)
Other, net	(2,212)	(3,765)
Net cash used in financing activities	<u>(94,021)</u>	<u>(248,473)</u>
<b>Effect of exchange rate changes on cash</b>	<u>(881)</u>	<u>98</u>
Decrease in cash and cash equivalents	(10,447)	(31,958)
Cash and cash equivalents, beginning of period	146,199	178,157
Cash and cash equivalents, end of period	<u>\$ 135,752</u>	<u>\$ 146,199</u>