

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

	<u>September 30,</u> <u>2012</u>	<u>September 30,</u> <u>2011</u>
ASSETS:		
Current assets:		
Cash and cash equivalents	\$ 71,609	\$ 135,752
Marketable securities	22,008	105,826
Accounts receivable, net	142,595	104,974
Prepaid expenses and other current assets	<u>23,113</u>	<u>17,929</u>
Total current assets	<u>259,325</u>	<u>364,481</u>
Marketable securities and investments	16,500	15,104
Property and equipment, net	41,080	33,017
Goodwill and intangible assets, net	809,803	684,186
Other assets	<u>31,903</u>	<u>32,680</u>
	<u>\$ 1,158,611</u>	<u>\$ 1,129,468</u>
LIABILITIES AND STOCKHOLDERS' EQUITY:		
Current liabilities:		
Accounts payable and other accrued liabilities	\$ 62,603	\$ 60,260
Accrued compensation and employee benefits	50,043	36,470
Deferred revenue	47,959	41,768
Current maturities on long-term debt	<u>49,000</u>	<u>8,000</u>
Total current liabilities	<u>209,605</u>	<u>146,498</u>
Senior notes	455,000	504,000
Other liabilities	<u>19,600</u>	<u>13,476</u>
Total liabilities	<u>684,205</u>	<u>663,974</u>
Stockholders' equity	<u>474,406</u>	<u>465,494</u>
	<u>\$ 1,158,611</u>	<u>\$ 1,129,468</u>

FAIR ISAAC CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
For the Quarters and Years Ended September 30, 2012 and 2011
(In thousands, except per share data)
(Unaudited)

	Quarter Ended September 30,		Year Ended September 30,	
	2012	2011	2012	2011
Revenues:				
Transactional and maintenance	123,441	115,497	466,175	453,430
Professional services	33,824	31,410	124,971	115,941
License	28,810	13,342	85,277	50,312
Total revenues	<u>186,075</u>	<u>160,249</u>	<u>676,423</u>	<u>619,683</u>
Operating expenses:				
Cost of revenues	55,327	48,763	197,947	186,470
Research & development	17,602	13,556	59,527	62,129
Selling, general and administrative	65,040	54,890	238,522	223,615
Amortization of intangible assets	2,059	1,937	6,944	7,741
Restructuring and acquisition-related	5,125	-	5,125	12,391
	<u>145,153</u>	<u>119,146</u>	<u>508,065</u>	<u>492,346</u>
Operating income	40,922	41,103	168,358	127,337
Other expense, net	(8,242)	(8,042)	(32,115)	(29,882)
Income from operations before income taxes	32,680	33,061	136,243	97,455
Provision for income taxes	11,434	8,442	44,239	25,893
Net income	<u>21,246</u>	<u>24,619</u>	<u>92,004</u>	<u>71,562</u>
Basic earnings per share:	<u>0.62</u>	<u>0.65</u>	<u>2.64</u>	<u>1.82</u>
Diluted earnings per share:	<u>0.60</u>	<u>0.64</u>	<u>2.55</u>	<u>1.79</u>
Shares used in computing earnings per share:				
Basic	<u>34,262</u>	<u>38,088</u>	<u>34,909</u>	<u>39,359</u>
Diluted	<u>35,513</u>	<u>38,687</u>	<u>36,063</u>	<u>39,988</u>

FAIR ISAAC CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
For the Years Ended September 30, 2012 and 2011
(In thousands)
(Unaudited)

	Year Ended September 30,	
	2012	2011
Cash flows from operating activities:		
Net income	\$ 92,004	\$ 71,562
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	21,549	24,197
Share-based compensation	21,229	15,500
Changes in operating assets and liabilities net of disposition effects	3,923	27,769
Other, net	(8,959)	(2,872)
Net cash provided by operating activities	129,746	136,156
Cash flows from investing activities:		
Purchases of property and equipment	(25,483)	(14,020)
Net activity from marketable securities	83,592	(37,821)
Cash paid for acquisitions, net of cash acquired	(123,631)	0
Other, net	(148)	140
Net cash used in investing activities	(65,670)	(51,701)
Cash flows from financing activities:		
Payment on Senior Notes	(8,000)	(8,000)
Proceeds from issuances of common stock	70,793	7,613
Repurchases of common stock	(191,056)	(91,422)
Other, net	(190)	(2,212)
Net cash used in financing activities	(128,453)	(94,021)
Effect of exchange rate changes on cash	234	(881)
Increase in cash and cash equivalents	(64,143)	(10,447)
Cash and cash equivalents, beginning of period	135,752	146,199
Cash and cash equivalents, end of period	\$ 71,609	\$ 135,752

FAIR ISAAC CORPORATION
REVENUE BY SEGMENT
For the Quarters and Years Ended September 30, 2012 and 2011
(In thousands)
(Unaudited)

	Quarter Ended September 30,		Year Ended September 30,	
	2012	2011	2012	2011
Applications revenues:				
Transactional and maintenance	\$ 71,202	\$ 64,682	\$ 263,726	\$ 258,736
Professional services	27,445	26,793	104,637	100,921
License	21,285	5,921	56,241	23,371
Total applications revenues	<u>\$ 119,932</u>	<u>\$ 97,396</u>	<u>\$ 424,604</u>	<u>\$ 383,028</u>
Scores revenues:				
Transactional and maintenance	\$ 44,991	\$ 43,721	\$ 172,218	\$ 164,918
Professional services	1,073	523	2,382	2,102
License	672	755	1,023	1,547
Total scores revenues	<u>\$ 46,736</u>	<u>\$ 44,999</u>	<u>\$ 175,623</u>	<u>\$ 168,567</u>
Tools revenues:				
Transactional and maintenance	\$ 7,248	\$ 7,094	\$ 30,231	\$ 29,776
Professional services	5,306	4,094	17,952	12,918
License	6,853	6,666	28,013	25,394
Total tools revenues	<u>\$ 19,407</u>	<u>\$ 17,854</u>	<u>\$ 76,196</u>	<u>\$ 68,088</u>
Total revenues:				
Transactional and maintenance	\$ 123,441	\$ 115,497	\$ 466,175	\$ 453,430
Professional services	33,824	31,410	124,971	115,941
License	28,810	13,342	85,277	50,312
Total revenues	<u>\$ 186,075</u>	<u>\$ 160,249</u>	<u>\$ 676,423</u>	<u>\$ 619,683</u>