

**Condensed Consolidated Statements of Operations**  
**For the Three Months Ended March 31, 2013 and 2012**  
(unaudited, in thousands, except per share data)

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2013</b>	<b>2012</b>
Revenue:		
On demand	\$ 85,322	\$ 70,718
On premise	950	1,416
Professional and other	2,709	2,283
Total revenue	<u>88,981</u>	<u>74,417</u>
Cost of revenue <sup>(1)</sup>	<u>35,364</u>	<u>30,613</u>
Gross profit	53,617	43,804
Operating expense:		
Product development <sup>(1)</sup>	12,038	11,313
Sales and marketing <sup>(1)</sup>	22,902	16,806
General and administrative <sup>(1)</sup>	16,507	12,303
Total operating expense	<u>51,447</u>	<u>40,422</u>
Operating income	2,170	3,382
Interest expense and other income, net	<u>(89)</u>	<u>(636)</u>
Income before income taxes	2,081	2,746
Income tax expense	1,063	1,026
Net income	<u>\$ 1,018</u>	<u>\$ 1,720</u>
Net income per share		
Basic	\$ 0.01	\$ 0.02
Diluted	\$ 0.01	\$ 0.02
Weighted average shares used in computing net income per share		
Basic	74,011	70,590
Diluted	75,454	73,170

<sup>(1)</sup> Includes stock-based compensation expense as follows:

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2013</b>	<b>2012</b>
Cost of revenue	\$ 750	\$ 689
Product development	1,131	1,062
Sales and marketing	3,201	737
General and administrative	2,163	1,500
	<u>\$ 7,245</u>	<u>\$ 3,988</u>