

FAIR ISAAC CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(In thousands, except per share data)
(Unaudited)

	<u>Three Months Ended December 31, 2017</u>		<u>Three Months Ended March 31, 2018</u>		<u>Three Months Ended June 30, 2018</u>		<u>Three Months Ended September 30, 2018</u>	
	<u>Adjusted for ASC 606</u>	<u>Previously Reported</u>	<u>Adjusted for ASC 606</u>	<u>Previously Reported</u>	<u>Adjusted for ASC 606</u>	<u>Previously Reported</u>	<u>Adjusted for ASC 606</u>	<u>Previously Reported</u>
Revenues:								
Transactional and maintenance	\$ 170,403	\$ 174,662	\$ 192,791	\$ 195,195	\$ 192,143	\$ 195,491	\$ 195,266	\$ 200,711
Professional services	43,128	42,626	46,731	46,078	42,836	43,209	44,215	44,891
License	18,830	18,033	16,738	16,585	20,014	20,805	17,051	34,189
Total revenues	<u>232,361</u>	<u>235,321</u>	<u>256,260</u>	<u>257,858</u>	<u>254,993</u>	<u>259,505</u>	<u>256,532</u>	<u>279,791</u>
Operating expenses:								
Cost of revenues	74,432	74,359	79,493	78,519	79,011	78,390	79,962	79,431
Research & development	28,974	28,974	32,519	32,519	32,483	32,483	34,407	34,407
Selling, general and administrative	90,342	90,296	96,125	97,057	97,391	98,685	93,054	94,324
Amortization of intangible assets	1,788	1,788	1,684	1,684	1,571	1,571	1,551	1,551
Total operating expenses	<u>195,536</u>	<u>195,417</u>	<u>209,821</u>	<u>209,779</u>	<u>210,456</u>	<u>211,129</u>	<u>208,974</u>	<u>209,713</u>
Operating income	36,825	39,904	46,439	48,079	44,537	48,376	47,558	70,078
Other expense, net	(5,947)	(5,947)	(7,277)	(7,277)	(6,635)	(6,635)	1,432	1,432
Income before income taxes	30,878	33,957	39,162	40,802	37,902	41,741	48,990	71,510
Provision for income taxes	(2,001)	6,658	7,993	8,527	8,181	9,380	16,277	21,030
Net income	<u>\$ 32,879</u>	<u>\$ 27,299</u>	<u>\$ 31,169</u>	<u>\$ 32,275</u>	<u>\$ 29,721</u>	<u>\$ 32,361</u>	<u>\$ 32,713</u>	<u>\$ 50,480</u>
Basic earnings per share:	<u>\$ 1.09</u>	<u>\$ 0.91</u>	<u>\$ 1.04</u>	<u>\$ 1.08</u>	<u>\$ 1.00</u>	<u>\$ 1.09</u>	<u>\$ 1.13</u>	<u>\$ 1.74</u>
Diluted earnings per share:	<u>\$ 1.04</u>	<u>\$ 0.86</u>	<u>\$ 1.00</u>	<u>\$ 1.03</u>	<u>\$ 0.95</u>	<u>\$ 1.04</u>	<u>\$ 1.07</u>	<u>\$ 1.64</u>
Shares used in computing earnings per share:								
Basic	<u>30,078</u>	<u>30,078</u>	<u>29,985</u>	<u>29,985</u>	<u>29,708</u>	<u>29,708</u>	<u>29,077</u>	<u>29,077</u>
Diluted	<u>31,561</u>	<u>31,561</u>	<u>31,300</u>	<u>31,300</u>	<u>31,161</u>	<u>31,161</u>	<u>30,702</u>	<u>30,702</u>

Adjusted results reflect the adoption of ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606), which we adopted on October 1, 2018.