## Condensed Consolidated Balance Sheets

## (U.S. Dollars in thousands)



| 2011 |
| ---: |
| 17,386 |
| 10,334 |
| 88,773 |
| 12,565 |
| 3,625 |
| 12,147 |
| 144,830 |
| 102,644 |
| - |
| 3,047 |
| 105,691 |


| 11,084 |  | 11,420 |
| ---: | ---: | ---: |
|  |  |  |
| 8,879 |  |  |
| 1,365 |  |  |
|  |  | 1,217 |
| 24,465 | 24,465 |  |
| 295,598 |  |  |
|  |  | 343,601 |

## Current liabilities

| Trade payables | 5,099 | 7,379 |
| :---: | :---: | :---: |
| Deferred revenues, other payables and accrued expenses |  |  |
|  | 43,732 | 55,074 |
|  | 48,831 | 62,453 |
| Long-term liabilities | 27,446 | 21,511 |
| Shareholders' equity |  |  |
| Share capital | 528 | 549 |
| Additional paid-in capital | 233,353 | 247,260 |
| Accumulated other comprehensive income (loss) | $(1,663)$ | 2,079 |
| Treasury stock, at cost | $(18,036)$ | $(18,036)$ |
| Retained earnings | 5,139 | 27,785 |
| Total shareholders' equity | 219,321 | 259,637 |
| Total liabilities and shareholders' equity | 295,598 | 343,601 |


|  | For the Three months ended September 30, |  | For the Nine months ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\frac{\underline{2011}}{\text { (Unaudited) }}$ | $\stackrel{\underline{2012}}{\text { (Unaudited) }}$ | $\stackrel{\underline{2011}}{\text { (Unaudited) }}$ | $\stackrel{\underline{2012}}{\text { (Unaudited) }}$ |
| Revenues | 42,196 | 47,510 | 121,930 | 139,333 |
| Cost of revenues | 8,534 | 8,970 | 24,731 | 26,312 |
| Gross profit | 33,662 | 38,540 | 97,199 | 113,021 |
| Operating expenses: |  |  |  |  |
| Research and development,net | 9,122 | 9,124 | 26,918 | 27,219 |
| Selling and marketing | 17,282 | 19,040 | 51,027 | 56,744 |
| General and administrative | 2,343 | 2,389 | 7,128 | 7,220 |
| Total operating expenses | $\underline{28,747}$ | 30,553 | 85,073 | 91,183 |
| Operating income | 4,915 | 7,987 | 12,126 | 21,838 |
| Financial income, net | 776 | 1,263 | 3,413 | 3,754 |
| Income before taxes on income | 5,691 | 9,250 | 15,539 | 25,592 |
| Taxes on income | (293) | (1,028) | (822) | (2,946) |
| Net Income | 5,398 | 8,222 | $\underline{\underline{14,717}}$ | $\underline{\underline{22,646}}$ |
| Basic net earnings per share | \$0.26 | \$ 0.37 | \$ 0.70 | \$1.04 |
| Weighted average number of shares used to compute basic net earnings per share | 21,052,835 | 21,977,781 | 20,886,623 | 21,778,658 |
| Diluted net earnings per share | \$0.24 | \$0.35 | \$0.64 | \$0.97 |
| Weighted average number of shares used to compute diluted net earnings per share | 22,782,410 | 23,321,397 | 22,936,293 | 23,280,294 |

Reconciliation of Supplemental Financial Information (U.S. Dollars in thousands, except share and per share data)

|  | For the Three months ended September 30, |  | For the Nine months ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \frac{2011}{\text { (Unaudited) }} \end{gathered}$ | $\begin{gathered} \underline{2012} \\ \text { (Unaudited) } \end{gathered}$ | $\begin{gathered} \frac{2011}{(\text { Unaudited) }} \end{gathered}$ | $\begin{gathered} \underline{2012} \\ \text { (Unaudited) } \end{gathered}$ |
| GAAP net Income | 5,398 | 8,222 | 14,717 | $\underline{22,646}$ |
| Stock-based compensation expenses, included in: |  |  |  |  |
| Cost of revenues | 15 | 17 | 46 | 55 |
| Research and development, net | 248 | 284 | 787 | 891 |
| Selling and marketing | 731 | 873 | 2,122 | 2,699 |
| General and administrative | 209 | 192 | 872 | 720 |
|  | 1,203 | 1,366 | 3,827 | 4,365 |
| Amortization of intangible assets included in: |  |  |  |  |
| Cost of revenues | 541 | 467 | 1,623 | 1,402 |
| Selling and marketing | 421 | 291 | 1,263 | 874 |
|  | 962 | 758 | 2,886 | 2,276 |
| Exchange rate differences, net on balance sheet items included in financial income, net | 233 | 59 | (263) | 78 |
| Non-GAAP net income | 7.796 | $\underline{\underline{10,405}}$ | $\underline{\underline{21,167}}$ | $\underline{\underline{29,365}}$ |
| Non-GAAP diluted net earnings per share | \$0.34 | \$0.45 | \$0.92 | \$1.26 |
| Weighted average number of shares used to compute Non-GAAP diluted net earnings per share | 22,782,410 | 23,321,397 | 22,936,293 | 23,280,294 |

