## Condensed Consolidated Balance Sheets

(U.S. Dollars in thousands)

|  | $\begin{gathered} \text { December 31, } \\ 2010 \end{gathered}$ | September 30, 2011 |
| :---: | :---: | :---: |
|  |  | (Unaudited) |
| Current assets |  |  |
| Cash and cash equivalents | 15,284 | 15,729 |
| Available-for-sale marketable securities | 24,200 | 14,995 |
| Short term bank deposits | 51,441 | 70,157 |
| Trade receivables, net | 16,543 | 17,661 |
| Other receivables and prepaid expenses | 3,402 | 3,453 |
| Inventories | 9,722 | 11,438 |
|  | 120,592 | 133,433 |
| Long-term investments |  |  |
| Available-for-sale marketable securities | 82,864 | 100,777 |
| Long-term bank deposits | 5,000 | 5,000 |
| Severance pay funds | 3,342 | 3,134 |
|  | 91,206 | 108,911 |
| Property and equipment, net | 11,801 | 11,664 |
| Other assets |  |  |
| Intangible assets, net | 12,011 | 9,134 |
| Other long-term assets | 560 | 603 |
| Goodwill | 24,465 | 24,465 |
| Total assets | 260,635 | 288,210 |
| Current liabilities |  |  |
| Trade payables | 5,913 | 5,844 |
| Deferred revenues, other payables and accrued expenses | 47,223 | 51,337 |
|  | 53,136 | 57,181 |
| Long-term liabilities | 22,509 | 22,533 |
| Shareholders' equity |  |  |
| Share capital | 506 | 524 |
| Additional paid-in capital | 218,593 | 229,286 |
| Accumulated other comprehensive <br> income (loss) $\qquad$ 125 <br> $(1,797)$ |  |  |
| Treasury stock, at cost | $(18,036)$ | $(18,036)$ |
| Accumulated deficit | $(16,198)$ | $(1,481)$ |
| Total shareholders' equity | 184,990 | 208,496 |
| Total liabilities and shareholders' equity | 260,635 | 288,210 |


|  | For the Three months ended September 30, |  | For the Nine months ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\frac{2010}{\text { (Unaudited) }}$ | $\frac{\underline{2011}}{\text { (Unaudited) }}$ | $\frac{\underline{2010}}{\text { (Unaudited) }}$ | $\frac{2011}{\text { (Unaudited) }}$ |
| Revenues | 36,763 | 42,196 | 105,065 | 121,930 |
| Cost of revenues | 7,448 | 8,534 | 21,236 | 24,731 |
| Gross profit | 29,315 | 33,662 | 83,829 | 97,199 |
| Operating expenses: |  |  |  |  |
| Research and development | 8,240 | 9,122 | 23,380 | 26,918 |
| Selling and marketing | 15,934 | 17,282 | 47,662 | 51,027 |
| General and administrative | 2,526 | 2,343 | 7,656 | 7,128 |
| Total operating expenses | 26,700 | 28,747 | 78,698 | 85,073 |
| Operating income | 2,615 | 4,915 | 5,131 | 12,126 |
| Financial income, net | 1,294 | 776 | 1,202 | 3,413 |
| Income before taxes on income | 3,909 | 5,691 | 6,333 | 15,539 |
| Taxes on income | (191) | (293) | (623) | (822) |
| Net Income | 3,718 | 5,398 | 5,710 | $\underline{\underline{14,717}}$ |
| Basic net earnings per share | \$0.19 | \$ 0.26 | \$0.30 | \$0.70 |
| Weighted average number of shares used to compute basic net earnings per share | 19,711,311 | 21,052,835 | 19,286,258 | 20,886,623 |
| Diluted net earnings per share | \$0.17 | \$0.24 | \$0.27 | \$0.64 |
| Weighted average number of shares used to compute diluted net earnings per share | 21,921,819 | 22,782,410 | 21,146,646 | 22,936,293 |

## For the Three months ended September 30,

For the Nine months ended
September 30,

| $\frac{\underline{2010}}{\text { (Unaudited) }}$ | $\frac{\underline{2011}}{\text { (Unaudited) }}$ | $\frac{2010}{\text { (Unaudited) }}$ | $\begin{gathered} \frac{2011}{\text { (Unaudited) }} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| 3,718 | 5,398 | 5,710 | 14,717 |
| 18 | 15 | 47 | 46 |
| 365 | 248 | 943 | 787 |
| 711 | 731 | 1,766 | 2,122 |
| 470 | 209 | 1,380 | 872 |
| 1,564 | 1,203 | 4,136 | 3,827 |


| 439 | 541 | 1,217 | 1,623 |
| ---: | ---: | ---: | ---: |
| 531 | $\mathbf{4 2 1}$ | $\underline{1,753}$ | $\mathbf{1 , 2 6 3}$ |
| $\mathbf{9 7 0}$ | $\underline{2,970}$ | $\underline{2,886}$ |  |

Exchange rate differences, net on balance sheet items included in finance income

Non-GAAP net income

Non-GAAP diluted net earnings per share

Weighted average number of shares used to compute Non-GAAP diluted net earnings per share
$\$ 0.26$
\$0.34

21,921,819
\$0.64
\$0.92
709
13,525
$\underline{\underline{21,167}}$
(263)

22,936,293

