RealNetworks, Inc. and Subsidiaries Condensed Consolidated Statements of Operations

(Unaudited)

		rs Ended nber 31,	Years Decem	Ended ber 31,
	2011	2010	2011	2010
		(in thousands, exc	ept per share data)
Net revenue	\$ 80,219	\$ 97,817	\$ 335,686	\$ 401,733
Cost of revenue	32,089	35,705	126,637	144,723
Impairment of deferred costs	19,962		19,962	
Gross profit	28,168	62,112	189,087	257,010
Operating expenses: Research and development Sales and marketing Advertising with related party (A) General and administrative Restructuring and other charges Loss (gain) on excess office facilities	16,012 25,342 - 10,163 800 (472)	19,180 27,013 - 9,066 874	70,212 111,300 - 37,181 8,650 (646)	100,955 118,543 1,065 51,217 12,361 7,396
Total operating expenses	51,845	56,133	226,697	291,537
Operating income (loss)	(23,677)	5,979	(37,610)	(34,527)
Other income (expenses): Interest income, net Equity in net loss of Rhapsody and other equity method investments (B) Gain (loss) on sale of equity investments, net Gain on deconsolidation of Rhapsody Other income (expense), net	190 (2,159) - - 188_	412 (2,595) 41 - 144	1,552 (7,898) - - (473)	2,417 (14,164) (9) 10,929 1,031
Total other income (expense), net	(1,781)	(1,998)	(6,819)	204_
Income (loss) before income taxes Income tax (expense) benefit	(25,458) 22,694	3,981 (787)	(44,429) 17,329	(34,323) 36,451
Net income (loss) Net loss attributable to the noncontrolling interest in Rhapsody (C) Net income (loss) attributable to common shareholders	(2,764) - \$ (2,764)	3,194 - \$ 3,194	(27,100) - \$ (27,100)	2,128 2,910 \$ 5,038
Basic net income (loss) per share available to common shareholders	\$ (0.08)	\$ 0.09	\$ (0.79)	\$ 0.26
Diluted net income (loss) per share available to common shareholders	\$ (0.08)	\$ 0.09	\$ (0.79)	\$ 0.26
Shares used to compute basic net income (loss) per share available to common shareholders Shares used to compute diluted net income (loss) per share available to common shareholders	34,258 34,258	33,963 34,033	34,185 34,185	33,894 34,013

⁽A) Consists of advertising purchased by Rhapsody from MTV Networks (MTVN). MTVN had a 49% ownership interest in Rhapsody prior to the restructuring transactions that occurred on March 31, 2010. See note (B) for more details regarding the restructuring and the related deconsolidation.

⁽B) On March 31, 2010, we completed the restructuring of Rhapsody which resulted in our ownership decreasing to approximately 47% of the outstanding equity in Rhapsody and no longer having operating control. Since the restructuring was completed on the last day of the quarter ended March 31, 2010, our statement of operations for the first quarter of 2010 includes results from Rhapsody's operations. Beginning with the quarter ended June 30, 2010, Rhapsody's revenue or other operating results are no longer consolidated within our financial statements and we are not recording any operating or other financial results for our Music segment. We now report our share of Rhapsody's income or losses as "Equity in net loss of Rhapsody and other equity method investments" in "Other income (expenses)".

⁽C) Net loss attributable to the noncontrolling interest in Rhapsody reflects MTVN's 49% ownership share in the losses of Rhapsody prior to the restructuring transactions that occurred on March 31, 2010.

RealNetworks, Inc. and Subsidiaries Condensed Consolidated Balance Sheets

(Unaudited)

	December 31, 2011		Dec	ember 31, 2010
		(in thou	(sands	
ASSETS				
Current assets: Cash and cash equivalents Short-term investments Trade accounts receivable, net Deferred costs, current portion Related party receivable - Rhapsody (A)	\$	106,333 78,739 41,165 1,424	\$	236,018 98,303 48,324 9,173 351
Prepaid expenses and other current assets		21,902		30,441
Total current assets		249,563	-	422,610
Equipment, software, and leasehold improvements, at cost: Equipment and software Leasehold improvements Total equipment, software, and leasehold improvements Less accumulated depreciation and amortization		104,352 25,947 130,299 92,825		144,623 25,367 169,990 126,619
Net equipment, software, and leasehold improvements		37,474		43,371
Restricted cash equivalents and investments Equity method investments Available for sale securities Other assets Deferred costs, non-current portion Deferred tax assets, net, non-current portion Other intangible assets, net Goodwill	<u></u>	10,168 7,798 37,204 2,954 843 18,419 7,169 6,198		10,000 15,486 27,541 3,316 18,401 12,805 6,952 4,960
Total assets	\$	377,790	\$	565,442
LIABILITIES AND SHAREHOLDERS	'EQUITY	<i>(</i>		
Current liabilities: Accounts payable Accrued and other liabilities Deferred revenue, current portion Accrued loss on excess office facilities, current portion	\$	17,151 59,194 11,835 596	\$	30,413 85,702 19,036 1,144
Total current liabilities		88,776		136,295
Deferred revenue, non-current portion Accrued loss on excess office facilities, non-current portion Deferred rent Deferred tax liabilities, net, non-current portion Other long-term liabilities Total liabilities		195 2,151 2,944 1,443 10,994		460 3,380 3,514 1,049 7,999 152,697
Ob analysis lateral a material		074 007		440.746
Shareholders' equity		271,287		412,745
Total liabilities and shareholders' equity	\$	377,790	\$	565,442

⁽A) Related party receivable reflects amounts Rhapsody International, formed on March 31, 2010, owed RealNetworks.

RealNetworks, Inc. and Subsidiaries Condensed Consolidated Statements of Cash Flows

(Unaudited)

		r 31,		
	-	2011		2010
		(in thou	sands)	
Cash flows from operating activities:				
Net income (loss)	\$	(27,100)	\$	2,128
Adjustments to reconcile net income (loss) to net cash used in operating activities:		10.005		00.404
Depreciation and amortization		16,895		23,401
Stock-based compensation		11,747		12,203
Loss (gain) on disposal of equipment, software, and leasehold improvements		(62) 7,898		(41) 14,164
Equity in net loss of Rhapsody and other equity method investments		7,090		(10,929)
Gain on deconsolidation of Rhapsody		(74)		(48)
Excess tax benefit from stock option exercises		(646)		5,670
Accrued loss (gain) on excess office facilities Deferred income taxes, net		(23,985)		622
Other		114		460
Net change in certain operating assets and liabilities, net of acquisitions, disposals and		117		400
deconsolidation of Rhapsody		14,505	_	(78,752)
Net cash used in operating activities		(708)		(31,122)
Cash flows from investing activities:				
Purchases of equipment, software, and leasehold improvements		(9,873)		(12,904)
Purchases of short-term investments		(96,841)		(116,831)
Proceeds from sales and maturities of short-term investments		116,405		126,398
Payment of acquisition costs, net of cash acquired		(2,888)		(5,806)
Sale of Exomi, net of cash received		-		49
Payment in connection with the restructuring of Rhapsody		-		(18,000)
Repayment of temporary funding on deconsolidation of Rhapsody		-		5,869
Decrease (increase) in restricted cash equivalents and investments, net		(179)		3,700
Net cash provided by (used in) investing activities		6,624		(17,525)
Cash flows from financing activities:				
Net proceeds from sales of common stock under employee stock purchase		0.477		0.070
plan and exercise of stock options		3,177		2,678 1,213
Net proceeds from sales of interest in Rhapsody		- 74		1,213
Excess tax benefit from stock option exercises Payment of common stock cash dividend		(136,793)		
Net cash (used in) provided by financing activities		(133,542)		3,939
Effect of exchange rate changes on cash and cash equivalents	-	(2,059)		3,696
Net increase (decrease) in cash and cash equivalents		(129,685)		(41,012)
Cash and cash equivalents, beginning of period		236,018		277,030
Cash and cash equivalents, end of period	\$	106,333	\$	236,018

RealNetworks, Inc. and Subsidiaries Supplemental Financial Information

(Unaudited)

				2011						
		YTD		Q4		Q3	111	Q2		Q1
	-	1112					usands)			
Net Revenue by Line of Business:						-			_	
Core Products (A)	\$	191,240	\$	46,693	\$	50,705	\$	45,735	S	48,107
Emerging Products (B)		46,590		11,974		10,764 22,945		12,717 25,300		11,135 28,059
Games (C) Total net revenue excluding music		97,856 335,686		21,552 80,219		84,414		83,752		87,301
Music (D)		-		-		-		•		-
Total net revenue including music	<u> </u>	335,686	S	80,219	S	84,414	\$	83,752	S	87,301
Core Products Revenue by Product:										
SaaS (E)	\$	119,378	S	28,255	\$	30,381	s	30,216	\$	30,526
Systems Integrations / Professional Services (F)		6,843		771		3,844		388		1,840
Technology Licensing (G)		28,429		9,246		6,250		6,508		6,425
Consumer Subscriptions (H)	_	36,590	_	8,421		10,230 50,705	\$	8,623 45,735	S	9,316 48,107
Total Core Products net revenue	S	191,240	<u> </u>	46,693	\$	50,705	3	43,733	3	40,107
Net Revenue by Geography:									_	
United States	S	162,720	\$	37,298	S	38,969	\$	41,984	\$	44,469
Rest of world		172,966		42,921		45,445		41,768		42,832
Total net revenue	\$	335,686	<u>\$</u>	80,219	\$	84,414	\$	83,752	\$	87,301
Product Metrics (subscribers and ICM presented as greater than):										
Addressable subscribers of mobile operators under contract (I)				725,000		700,000		775,000		775,000
SaaS subscribers (J)				30,050		34,000		34,550		35,900
Monthly SaaS ARPU (in cents) (K)			\$	0.19	\$	0.17	\$	0.18	S	0,18
ICM delivered in billions (L)				165		162		157		151
Consumer subscribers(M)				425		500		475		500
							010			
		YTD		Q4		Q3		Q2		Q1
Not Develop by Line of Duringer		<u> ҮТ</u>		Q4		Q3	usands)	Q2		Q1
Net Revenue by Line of Business:						Q3 (in tho	usands)		s	
Core Products (A)	<u></u>	212,845	s	58,030	\$	Q3 (in tho 51,870		51,742	s	51,203
Core Products (A) Emerging Products (B)	<u></u>	212,845 41,761	s	58,030 12,558	\$	Q3 (in tho	usands)		\$	
Core Products (A) Emerging Products (B) Games (C)	S	212,845	s	58,030	s	Q3 (in tho 51,870 8,778	usands)	51,742 8,997	s	51,203 11,428
Core Products (A) Emerging Products (B)		212,845 41,761 111,394	s	58,030 12,558 27,229 97,817		Q3 (in tho 51,870 8,778 25,784 66,432	usands) \$	51,742 8,997 28,145 00,004		51,203 11,428 30,236 92,867 35,733
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music	\$	212,845 41,761 111,394 386,000	s	58,030 12,558 27,229	\$	Q3 (in tho 51,870 8,778 25,784	usands)	51,742 8,997 28,145	\$	51,203 11,428 30,236 92,867
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D)		212,845 41,761 111,394 386,000 35,733		58,030 12,558 27,229 97,817	\$	Q3 (in tho 51,870 8,778 25,784 66,432 - 86,432	s \$	51,742 8,997 28,145 00,004 - 88,884	\$	51,203 11,428 30,236 92,867 35,733 128,600
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E)		212,845 41,761 111,394 386,000 35,733 401,733		58,030 12,558 27,229 97,817 - 97,817		Q3 (in tho 51,870 8,778 25,784 66,432 - 86,432	usands) \$	51,742 8,997 28,145 00,004 - 88,884		51,203 11,428 30,236 92,867 35,733 128,600
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F)	\$	212,845 41,761 111,394 386,000 35,733 401,733	\$	58,030 12,558 27,229 97,817 97,817 35,656 4,388	\$	Q3 (In tho 51,870 8,778 25,784 60,432 86,432 31,885 953	s \$	51,742 8,997 28,145 00,004 88,884 32,388 998	\$	51,203 11,428 30,236 92,867 35,733 128,600
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems integrations / Professional Services (F) Technology Licensing (G)	\$	212,845 41,761 111,394 386,000 35,733 401,733 133,543 6,706 30,751	\$	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632	\$	Q3 (In tho 51,870 8,778 25,784 65,432 86,432 31,885 953 7,473	s \$	51,742 8,997 28,145 00,004 - 88,884 32,388 998 7,736	\$	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F)	\$	212,845 41,761 111,394 386,000 35,733 401,733	\$	58,030 12,558 27,229 97,817 97,817 35,656 4,388	\$	Q3 (In tho 51,870 8,778 25,784 60,432 86,432 31,885 953	s S S	51,742 8,997 28,145 00,004 88,884 32,388 998	\$	51,203 11,428 30,236 92,867 35,733 128,600
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue	<u>\$</u>	212,845 41,751 111,394 386,000 35,733 401,733 133,543 6,706 30,751 41,845	s s	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354	<u>\$</u>	Q3 (In tho 51,870 8,778 25,784 60,432 86,432 31,885 953 7,473 11,559	s \$	51,742 8,997 28,145 00,004 - 88,884 32,388 998 7,736 10,620	<u>s</u>	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue Net Revenue by Geography:	\$	212,845 41,761 111,394 386,000 35,733 401,733 133,543 6,706 30,761 41,845 212,845	\$	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354 58,030	\$	Q3 (In tho 51,870 8,778 25,784 66,432 86,432 31,885 953 7,473 11,559 51,870	s S S	51,742 8,997 28,145 00,004 88,884 32,388 998 7,736 10,620 51,742	\$	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312 51,203
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue Net Revenue by Geography; United States	<u>\$</u>	212,845 41,751 111,394 386,000 35,733 401,733 133,543 6,706 30,751 41,845 212,845	s s	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354 58,030	<u>\$</u>	Q3 (In tho 51,870 8,778 25,784 60,432 86,432 31,885 953 7,473 11,559 51,870	s S S	51,742 8,997 28,145 00,004 88,884 32,388 998 7,736 10,620 51,742	<u>s</u>	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312 51,203
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue Net Revenue by Geography: United States Rest of world	\$ \$ \$	212,845 41,751 111,394 386,000 35,733 401,733 133,543 6,706 30,751 41,845 212,845	\$ \$ \$	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354 58,030 48,048 49,769	\$ \$ \$	Q3 (In tho 51,870 8,778 25,784 60,432 86,432 31,885 953 7,473 11,559 51,870	s s s	51,742 8,997 28,145 00,004 88,884 32,388 998 7,736 10,620 51,742 48,351 40,533	\$ \$	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312 51,203
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue Net Revenue by Geography; United States	\$	212,845 41,751 111,394 386,000 35,733 401,733 133,543 6,706 30,751 41,845 212,845	\$	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354 58,030	\$	Q3 (In tho 51,870 8,778 25,784 60,432 86,432 31,885 953 7,473 11,559 51,870	s S S	51,742 8,997 28,145 00,004 88,884 32,388 998 7,736 10,620 51,742	\$	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312 51,203
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue Net Revenue by Geography: United States Rest of world Total net revenue Product Metrics (subscribers and ICM presented as greater than):	\$ \$ \$	212,845 41,751 111,394 386,000 35,733 401,733 133,543 6,706 30,751 41,845 212,845	\$ \$ \$	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354 58,030 48,048 49,769 97,817	\$ \$ \$	Q3 (In tho 51,870 8,778 25,784 66,432 86,432 31,885 953 7,473 11,559 51,870 46,874 39,558 86,432	s s s	51,742 8,997 28,145 00,004 	\$ \$	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312 51,203 84,550 44,050
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue Net Revenue by Geography: United States Rest of world Total net revenue Product Metrics (subscribers and ICM presented as greater than): Addressable subscribers of mobile operators under contract (f)	\$ \$ \$	212,845 41,751 111,394 386,000 35,733 401,733 133,543 6,706 30,751 41,845 212,845	\$ \$ \$	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354 58,030 48,048 49,769 97,817	\$ \$ \$	Q3 (in the 51,870 8,778 25,784 60,432 86,432 31,885 953 7,473 11,559 51,870 46,874 39,558 86,432	s s s	51,742 8,997 28,145 00,004 88,884 32,388 998 7,736 10,620 51,742 48,351 40,533 88,884	\$ \$	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312 51,203 84,550 44,050 128,600
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue Net Revenue by Geography: United States Rest of world Total net revenue Product Metrics (subscribers and ICM presented as greater than): Addressable subscribers of mobile operators under contract (i) SaaS subscribers (J)	\$ \$ \$	212,845 41,751 111,394 386,000 35,733 401,733 133,543 6,706 30,751 41,845 212,845	\$ \$ \$ \$	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354 58,030 48,048 49,769 97,817	\$ \$ \$ \$	Q3 (In the 51,870 8,778 26,784 65,432 31,885 953 7,473 11,559 51,870 46,874 39,558 86,432 700,000 37,500	s S S S	51,742 8,997 28,145 00,004 88,884 32,388 998 7,736 10,620 51,742 48,351 40,533 88,884	\$ \$ \$	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312 51,203 84,550 44,050 128,600
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue Net Revenue by Geography: United States Rest of world Total net revenue Product Metrics (subscribers and ICM presented as greater than): Addressable subscribers of mobile operators under contract (i) SaaS subscribers (J) Monthly SaaS ARPU (in cents) (K)	\$ \$ \$	212,845 41,751 111,394 386,000 35,733 401,733 133,543 6,706 30,751 41,845 212,845	\$ \$ \$	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354 58,030 48,048 49,769 97,817	\$ \$ \$	Q3 (in the 51,870 8,778 25,784 66,432 31,885 953 7,473 11,559 51,870 46,874 39,558 86,432 700,000 37,500 0.16	s s s	51,742 8,997 28,145 00,004 88,884 32,388 998 7,736 10,620 51,742 48,351 40,533 88,884 575,000 37,600 0.16	\$ \$	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312 51,203 84,550 44,050 128,600
Core Products (Å) Emerging Products (B) Games (C) Total net revenue excluding music Music (D) Total net revenue including music Core Products Revenue by Product: SaaS (E) Systems Integrations / Professional Services (F) Technology Licensing (G) Consumer Subscriptions (H) Total Core Products net revenue Net Revenue by Geography: United States Rest of world Total net revenue Product Metrics (subscribers and ICM presented as greater than): Addressable subscribers of mobile operators under contract (i) SaaS subscribers (J)	\$ \$ \$	212,845 41,751 111,394 386,000 35,733 401,733 133,543 6,706 30,751 41,845 212,845	\$ \$ \$ \$	58,030 12,558 27,229 97,817 97,817 35,656 4,388 7,632 10,354 58,030 48,048 49,769 97,817	\$ \$ \$ \$	Q3 (In the 51,870 8,778 26,784 65,432 31,885 953 7,473 11,559 51,870 46,874 39,558 86,432 700,000 37,500	s S S S	51,742 8,997 28,145 00,004 88,884 32,388 998 7,736 10,620 51,742 48,351 40,533 88,884	\$ \$ \$	51,203 11,428 30,236 92,867 35,733 128,600 33,614 367 7,910 9,312 51,203 84,550 44,050 128,600

Net Revenue by Line of Business:

(A) The Core Products segment primarity includes revenue from SaaS services, system integration and professional services to carriers and mobile handset companies, sales of technology licenses of our software products such as Helix for handsets, consumer subscriptions such as SuperPass and our international radio subscription services.

- (B) The Emerging Products segment primarily includes revenue from RealPlayer and related products, such as the distribution of third party software products, advertising on RealPlayer websites and sales of RealPlayerPlus software licenses to consumers.
- (C) The Games segment primarily includes revenue from sales of games licenses, online games subscription services, advertising on game sites and social network sites, games syndication services, microtransactions from online and social games and sales of mobile games.
- (D) On March 31, 2010, we completed the restructuring of Rhapsody, which resulted in our ownership decreasing to approximately 47% of the outstanding equity in Rhapsody and our loss of operating control over Rhapsody. Beginning with the quarter ended June 30, 2010, Rhapsody's revenue or other operating results are no longer consolidated within our financial statements and we are not recording any operating or other financial results for our Music segment. We now report our share of Rhapsody's income or losses as "Equity in net loss of Rhapsody and other equity method investments" in "Other income (expense)".

Core Products Revenue by Product:

(E) Software as a Service (SaaS) revenue includes revenue from music on demand (MOD), video on demand (VOD), ringtones, ringback tones (RBT) and intercarrier messaging services provided to network service providers, who are largely mobile phone networks.

- (F) Systems Integrations / Professional Services revenue includes professional services, other than those associated with software sales, provided to mobile carriers and handset manufacturers.
- (G) Technology Licensing includes revenue from sales of software and other intellectual property licenses such as Helix server licenses and Helix software licenses for handsets.
- (H) Consumer Subscriptions includes revenue from SuperPass as well as our international radio subscription services.

Product Metrics:

- (I) Total subscribers reported at the end of the quarter of mobile carriers that offer one or more of our SaaS services, other than intercarrier messaging services, to their customers.
- (J) SaaS subscribers include RBT, MOD and VOD services, measured at the end of the quarter.
- (K) Monthly SaaS ARPU (Average Revenue Per User) is calculated by dividing (a) the total quarterly revenue from SaaS subscription services, including RBT, MOD, VOD, by (b) the number of SaaS subscribers at the end of the quarter, and dividing the resulting quotient by three.
- (L) ICM (Intercarrier message) represents the total number of messages delivered across our messaging platform during the quarter.
- (M) Consumer subscribers primarily includes our SuperPass and GamePass products. We repurchased our international radio subscription services from Rhapsody as part of the restructuring that occurred on March 31, 2010, and as a result, subscribers to our international radio services are included beginning in the quarter ended June 30, 2010.

RealNetworks, Inc. and Subsidiaries Segment Results of Operations (Unaudited)

			011			2010		2011	_	2010
	_	Q4		Q3	in the	Q4 ousands)	_	YTD	_	OTY
Core Products						Jusanus				
Net revenue	\$	45,593	S	50,705	\$	58,030	\$	191,240	\$	212,845
Cost of revenue		20,857		22,492		25,679		83,696		83,733
Impairment of Def Costs Gross profit		19,329 6,497		28,213		32,351	_	19,329 88,215	_	129,112
•										
Gross margin		14%		56%		56%		45%		61%
Operating expenses		17,230		19,398		19,851	_	75,188	_	86,217
Operating income (loss)	\$	(10,733)	\$	8,815	\$	12,500	S	13,027	\$	42,895
Adjusted EBITDA	s	11,382	\$	11,617	s	15,523	s	43,159	\$	55,306
Adjusted EBH BA	•	11,302	•	11,017	,	10,020	•	40,100	•	30,300
Emerging Products										
Net revenue	\$	11,974	\$	10,764	\$	12,558	3	46,590	S	41,761
Cost of revenue Impairment of Def Costs		3,448 633		3,913		1,179		11,879		7,123
Gross profit	_	7,893	_	6,851		11,379	_	633 34,078		34,638
•										
Gross margin		66%		64%		91%		73%		83%
Operating expenses		7,867	_	8,884	_	7,359		35,011	_	28,053
Operating income (loss)	\$	26	\$	(2,033)	S	4,020	\$	(1,933)	\$	6,585
Adjusted SBITDA		000		7		4.455	_			
Adjusted EBITDA	\$	986	\$	(1,711)	\$	4,109	5	(206)	S	7,157
Games										
Net revenue	\$	21,552	\$	22,945	\$	27,229	\$	97,856	\$	111,394
Cost of revenue		6,875		7,197		7,861		30,646		29,071
Gross profit		14,677		15,748		10,368		67,210		82,323
Gross margin		68%		69%		71%		69%		74%
-										
Operating expenses Operating income (loss)	\$	14,449 228	\$	14,159 1,589	5	17,580 1,788	\$	60,633	\$	78,275 4,048
Operating moonic (1988)	٠	220	•	1,305	•	1,700	•	0,571	٠	4,040
Adjusted EBITDA	s	883	S	2,275	\$	2,452	\$	9,246	\$	8,970

Music										
Net revenue	\$		s		\$		\$		\$	35,733
Cost of revenue	•	i.	•	-	•		•	· ·	•	21,864
Gross profit				-	_		_	-		13,869
Gross margin		N/A		N/A		N/A		N/A		39%
-		1100		WA		IVO		11/0		
Operating expenses	_		_		_					13,911
Operating income (loss)	S	-	\$	-	\$	•	\$	•	\$	(42)
Adjusted EBITDA	\$		\$		\$		\$		s	4,214
										*,=**
Corporate										
No.										
Net revenue	S	*	\$		\$	-	\$	-	\$	-
Cost of revenue Gross profit	_	899		(1,785)		986	_	416	_	2,932
		(899)		1,786		(986)		(416)		(2,932)
Gross margin		N/A		N/A		N/A		N/A		N/A
Operating expenses		12,299		13,640		11,343		54,865		85,081
Operating income (loss)	\$	(13,198)	s	(11,854)	\$	(12,329)	\$	(55,281)	\$	(88,013)
Adjusted EBITDA	\$	(9,411)	\$	(8,094)	\$	(8,811)	\$	(34,508)	\$	(51,345)
Total										
Net revenue	Ş	80,219	s	84,414	\$	97,817	s	335,686	s	401,733
Cost of revenue		32,089		31,816		35,705		126,637		144,723
Impairment of Def Costs	_	19,962						19,962		•
Gross profit		28,168		52,598		62,112	_	189,087		257,010
Gross margin		35%		52%		63%		56%		54%
Operating expenses Operating income (loss)	-\$	51,845 (23,677)	-\$	(3,483)	\$	56,133 5,979		(37,610)	-	291,537 (34,527)
The second months (1000)	3	(20,011)	*	(0,400)	J	2,213	3	(טו ט, יט)	3	(07,061)
Adjusted EBITDA	\$	3,840	\$	4,087	\$	13,273	\$	17,691	s	25,302

RealNetworks, Inc. and Subsidiaries Reconciliation of segment GAAP operating income (loss) to adjusted EBITDA by reporting segment (Unaudited)

	2011		2010 2011			2011		2010		
		Q4		Q3	Q4			YTD	-	YTD
					(in thousands)				_	
Core Products										
										•
Reconciliation of segment GAAP operating income (loss) to adjus	ted EBITI	OA by rep	orting	segment	:					
Operating income (loss)	\$	(10,733)	\$	8,815	\$	12,500	\$	13,027	\$	42,895
Acquisitions related intangible asset amortization		789		833		705		2,806		3,991
Depreciation and amortization		1,997		1,969		2,318		7,997		9,420
Impairment of deferred costs		19,329		-				19,329		-
Adjusted EBITDA	\$	11,382	\$	11,617	\$	15,523	\$	43,159	\$	56,306
Emerging Products										
Reconciliation of segment GAAP operating income (loss) to adjus	ted EBITI	OA by rep	orting	segment	:					
Operating income (loss)	s	26	s	(2,033)	\$	4,020	s	(1,933)	\$	6,585
Acquisitions related intangible asset amortization	•	79	-	79	•	-	•	211	-	· -
Depreciation and amortization		248		243		89		883		572
Impairment of deferred costs		633		-		_		633		-
Adjusted EBITDA	\$	986	\$	(1,711)	\$	4,109	\$	(206)	\$	7,157
Games					·					

Reconciliation of segment GAAP operating income (loss) to adjus	ted EBITI	OA by rep	orting	segment	:					
Operating income (loss)	\$	228	\$	1,589	\$	1,788	\$	6,577	\$	4,048
Acquisitions related intangible asset amortization		229		257		263		996		510
Depreciation and amortization		428		429		401		1,673		4,412
Adjusted EBITDA	\$	883	\$	2,275	\$	2,452	\$	9,246	\$	8,970
Music										
THE STATE OF THE S										
Reconciliation of segment GAAP operating income (loss) to adjus	ted EBIT	DA by гер	orting	g segment	::					
Operating income (loss)	\$	-	\$	-	\$		\$	-	5	(42
Net loss attributable to noncontrolling interest in Rhapsody		-		-		-				2,910
Acquisitions related intangible asset amortization (A)		-		-				-		58
• • • • • • • • • • • • • • • • • • • •		_		-		-				690
Depreciation and amortization (A)										
		_		-		-		_		598
	-\$	-	\$	-	\$	-	\$	-	\$	
Depreciation and amortization (A) Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate	\$	-	\$	-	\$	-	\$		\$	598 4,214
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate		DA by rep		seament			\$	-	\$	
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus	ted EBIT		orting	-	t:	(12 329)		(55.281)		4,214
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss)		(13,198)		(11,854)	t:	(12,329)	\$	(55,281)		4,214 (88,013
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss) Other income (expense), net	ted EBIT	(13,198) 188	orting	(11,854) (228)	t:	144		(473)		4,214 (88,013 1,03
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss) Other income (expense), net Depreciation and amortization	ted EBIT	(13,198) 188 608	orting	(11,854) (228) 593	t:	144 577		(473) 2,329		(88,013 1,03 3,67
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges	ted EBIT	(13,198) 188 608 800	orting	(11,854) (228) 593 438	t:	144 577 874		(473) 2,329 8,650		(88,013 1,031 3,677 12,361
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation	ted EBIT	(13,198) 188 608 800 2,663	orting	(11,854) (228) 593	t:	144 577		(473) 2,329 8,650 10,913		(88,01; 1,03; 3,67; 12,36; 12,20;
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities	ted EBIT	(13,198) 188 608 800 2,663 (472)	orting \$	(11,854) (228) 593 438 2,957	s	144 577 874 1,923	\$	(473) 2,329 8,650 10,913 (646)	\$	4,214 (88,013 1,031 3,677 12,361 12,203 7,396
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA	sted EBIT	(13,198) 188 608 800 2,663	orting	(11,854) (228) 593 438	t:	144 577 874		(473) 2,329 8,650 10,913	\$	4,214 (88,013 1,031 3,677 12,361 12,203 7,396
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total	sted EBIT	(13,198) 188 608 800 2,663 (472)	orting \$	(11,854) (228) 593 438 2,957	s	144 577 874 1,923	\$	(473) 2,329 8,650 10,913 (646)	\$	(88,01; 1,03; 3,67; 12,36; 12,20; 7,39;
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total Reconciliation of GAAP operating income (loss) to adjusted EBITD	s s	(13,198) 188 608 800 2,663 (472) (9,411)	s s	(11,854) (228) 593 438 2,957 - (8,094)	\$	144 577 874 1,923 - (8,811)	\$	(473) 2,329 8,650 10,913 (646) (34,508)	\$	(88,01: 1,03 3,67 12,36 12,20: 7,39! (51,34:
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjust Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total Reconciliation of GAAP operating income (loss) to adjusted EBITIO Operating income (loss)	sted EBIT	(13,198) 188 608 800 2,663 (472)	orting \$	(11,854) (228) 593 438 2,957	s	144 577 874 1,923 - (8,811)	\$	(473) 2,329 8,650 10,913 (646)	\$	(88,01: 1,03 3,67 12,36 12,20: 7,39! (51,34:
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjust Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total Reconciliation of GAAP operating income (loss) to adjusted EBITI Operating income (loss) Net loss attributable to noncontrolling interest in Rhapsody	s s	(13,198) 188 608 800 2,663 (472) (9,411) (23,677)	s s	(11,854) (228) 593 438 2,957 - (8,094)	\$	144 577 874 1,923 - (8,811) 5,979	\$	(473) 2,329 8,650 10,913 (646) (34,508)	\$	(88,01; 1,03; 3,67; 12,36; 12,20; 7,39; (51,34; (34,52; 2,91;
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjust Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total Reconciliation of GAAP operating income (loss) to adjusted EBITI Operating income (loss) Net loss attributable to noncontrolling interest in Rhapsody Other income (expense), net	s s	(13,198) 188 608 800 2,663 (472) (9,411) (23,677)	s s	(11,854) (228) 593 438 2,957 - (8,094) (3,483) - (228)	\$	144 577 874 1,923 - (8,811) 5,979 - 144	\$	(473) 2,329 8,650 10,913 (646) (34,508) (37,610)	\$	4,214 ((88,01; 1,03; 3,67; 12,36; 12,20; 7,39((51,34; (34,52; 2,91(1,03;
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjust Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total Reconciliation of GAAP operating income (loss) to adjusted EBITI Operating income (loss) Net loss attributable to noncontrolling interest in Rhapsody Other income (expense), net Acquisitions related intangible asset amortization (A)	s s	(13,198) 188 608 800 2,663 (472) (9,411) (23,677) 	s s	(11,854) (228) 593 438 2,957 - (8,094) (3,483) - (228) 1,169	\$	144 577 874 1,923 - (8,811) 5,979 - 144 968	\$	(473) 2,329 8,650 10,913 (646) (34,508) (37,610) - (473) 4,013	\$	(88,01: 1,03 3,67' 12,36 12,20: 7,39! (51,34: (34,52 2,91! 1,03 4,55
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjust Differ income (loss) Differ income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total Reconciliation of GAAP operating income (loss) to adjusted EBITD Deprating income (loss) Net loss attributable to noncontrolling interest in Rhapsody Differ income (expense), net Acquisitions related intangible asset amortization (A)	s s	(13,198) 188 608 800 2,663 (472) (9,411) (23,677) 	s s	(11,854) (228) 593 438 2,957 - (8,094) (3,483) - (228)	\$	144 577 874 1,923 - (8,811) 5,979 - 144	\$	(473) 2,329 8,650 10,913 (646) (34,508) (37,610) - (473) 4,013 12,882	\$	(88,01: 1,03: 3,67' 12,36 12,20: 7,39! (51,34: (34,52' 2,91: 1,03: 4,55: 18,77'
Corporate Corporate Reconciliation of segment GAAP operating income (loss) to adjust operating income (loss) operating income (loss) operating income (loss) operating income (loss) operating income (expense), net operation and amortization restructuring and other charges of stock-based compensation operating income (loss) operating income (loss) operating income (loss) rotal Reconciliation of GAAP operating income (loss) to adjusted EBITIO operating income (loss) operating incom	s s	(13,198) 188 608 800 2,663 (472) (9,411) (23,677) 	s s	(11,854) (228) 593 438 2,957 - (8,094) (3,483) - (228) 1,169	\$	144 577 874 1,923 - (8,811) 5,979 - 144 968	\$	(473) 2,329 8,650 10,913 (646) (34,508) (37,610) - (473) 4,013	\$	(88,01: 1,03: 3,67' 12,36 12,20: 7,39! (51,34: (34,52' 2,91: 1,03: 4,55: 18,77'
Corporate Corporate Reconciliation of segment GAAP operating income (loss) to adjust Depreciation and amortization and segment Game (loss) Differ income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total Reconciliation of GAAP operating income (loss) to adjusted EBITIO Depreciation income (loss) Net loss attributable to noncontrolling interest in Rhapsody Differ income (expense), net Acquisitions related intangible asset amortization (A) Depreciation and amortization (A) Loss (gain) on excess office facilities	s s	(13,198) 188 608 800 2,663 (472) (9,411) (23,677) 	s s	(11,854) (228) 593 438 2,957 - (8,094) (3,483) - (228) 1,169	\$	144 577 874 1,923 - (8,811) 5,979 - 144 968 3,385	\$	(473) 2,329 8,650 10,913 (646) (34,508) (37,610) - (473) 4,013 12,882	\$	(88,01: 1,03 3,67' 12,36 12,20' 7,39! (51,34: (34,52' 2,91' 1,03 4,55' 18,77' 7,39'
Corporate Corporate Reconciliation of segment GAAP operating income (loss) to adjust Depreciation and amortization and income (loss) Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total Reconciliation of GAAP operating income (loss) to adjusted EBITION Total Reconciliation of GAAP operating income (loss) to adjusted EBITION Depreciating income (loss) Net loss attributable to noncontrolling interest in Rhapsody Dither income (expense), net Acquisitions related intangible asset amortization (A) Depreciation and amortization (A) Loss (gain) on excess office facilities Pro forma gain on sale of interest in Rhapsody America	s s	(13,198) 188 608 800 2,663 (472) (9,411) (23,677) - 188 1,097 3,279 (472)	s s	(11,854) (228) 593 438 2,957 - (8,094) (3,483) - (228) 1,169 3,234	\$	144 577 874 1,923 - (8,811) 5,979 - 144 968 3,385	\$	(473) 2,329 8,650 10,913 (646) (34,508) (37,610) - (473) 4,013 12,882 (646)	\$	(88,01: 1,03: 3,67: 12,36: 12,20: 7,39: (51,34: 1,03: 4,55: 18,77 7,39: 59:
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjust Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA Total Reconciliation of GAAP operating income (loss) to adjusted EBITD Operating income (loss) Net loss attributable to noncontrolling interest in Rhapsody Other income (expense), net Acquisitions related intangible asset amortization (A) Depreciation and amortization (A) Loss (gain) on excess office facilities Pro forma gain on sale of interest in Rhapsody America Restructuring and other charges	s s	(13,198) 188 608 800 2,663 (472) (9,411) (23,677) - 188 1,097 3,279 (472)	s s	(11,854) (228) 593 498 2,957 - (8,094) (3,483) - (228) 1,169 3,234 -	\$	144 577 874 1,923 - (8,811) 5,979 - 144 968 3,385 -	\$	(473) 2,329 8,650 10,913 (646) (34,508) (37,610) - (473) 4,013 12,882 (646)	\$	(88,010 1,031 3,677 12,361 12,200 7,399 (51,341 (34,521 1,031 4,551 18,77 7,390 590 12,36
Pro forma gain on sale of interest in Rhapsody America Adjusted EBITDA Corporate Reconciliation of segment GAAP operating income (loss) to adjus Operating income (loss) Other income (expense), net Depreciation and amortization Restructuring and other charges Stock-based compensation Loss (gain) on excess office facilities Adjusted EBITDA	s s	(13,198) 188 608 800 2,663 (472) (9,411) (23,677) - 188 1,097 3,279 (472) - 800	s s	(11,854) (228) 593 438 2,957 - (8,094) (3,483) - (228) 1,169 3,234 - 438	\$	144 577 874 1,923 - (8,811) 5,979 - 144 968 3,385 - - 874	\$	(473) 2,329 8,650 10,913 (646) (34,508) (37,610) - (473) 4,013 12,882 (646) - 8,650	\$	

⁽A) Net of noncontrolling interest effect.

RealNetworks, Inc. and Subsidiaries Earnings Per Share Reconciliation (Unaudited)

	Quarters Ended December 31.					:		
	2011		2010		2011			2010
	*******	(ir	thou	sands, exc	ept pe	r share data	3)	
Net income (loss) attributable to common shareholders Less termination of MTVN's preferred return in Rhapsody Net income (loss) available to common shareholders	\$	(2,764)	\$	3,194 - 3,194	\$	(27,100)	\$ <u>\$</u>	5,038 3,700 8,738
Shares used to compute basic net income (loss) per share available to common shareholders Dilutive stock options and restricted stock Shares used to compute diluted net income (loss) per share available to common		34,258 		33,963 70 34,033		34,185 	»	33,894 119 34,013
shareholders Basic net income (loss) per share available to common shareholders Diluted net income (loss) per share available to common shareholders	 \$ \$	(0.08)	\$ \$	0.09	\$ \$	(0.79)	\$ \$	0,26 0.26

		2011		2011		2010	Sequential	Yr/Yr	
	Q4			Q3		Q4	Change	Change	
			(in t	housands)					
Revenue									
Core Products	\$	46,693	\$	50,705	\$	58,030	-8%	-20%	
Emerging Products		11,974		10,764		12,558	11%	-5%	
Games		21,552		22,945		27,229	-6%	-21%	
Corporate		-		-		_			
Total	\$	80,219	\$	84,414	\$	97,817	-5%	-18%	
Operating Income (loss)									
Core Products	\$	(10,733)	\$	8,815	\$	12,500	-222%	-186%	
Emerging Products	•	26	*	(2,033)	•	4,020	-101%	-99%	
Games		228		1.589		1,788	-86%	-87%	
Corporate		(13,198)		(11,854)		(12,329)	11%	7%	
Total	\$	(23,677)	\$	(3,483)	\$	5,979	580%	-496%	
Adjusted EBITDA									
Core Products	\$	11,382	\$	11,617	\$	15,523	-2%	-27%	
Emerging Products	•	986	*	(1,711)	•	4.109	-158%	-76%	
Games		883		2.275		2,452	-61%	-64%	
Corporate		(9,411)		(8,094)		(8,811)	16%	7%	
Total	\$	3,840	\$	4,087	\$	13,273	-6%	-71%	

•