GARTNER, INC. - SUMMARY FINANCIAL STATEMENTS (QUARTERLY)

(In thousands, except per share data)	Quarter ending March '12	Quarter ending June '12	Quarter ending September '12	Quarter ending December '12		arter ending March '13		Quarter ending September '13		Quarter ending March '14	Quarter ending June '14
SUMMARY INCOME STATEMENT	-										
Revenues:											
Research	\$274,620	\$278,302	\$284,048	\$300,177		\$310,331	\$311,233	\$316,518	\$332,929	\$348,114	\$358,495
Consulting	74,563	76,676	71,731	81,923		72,633	85,928	70,149	85,547	84,271	93,488
Events	19,988	42,504	18,627	92,649		23,790	48,886	24,038	102,231	14,317	67,837
Total revenues	\$369,171	\$397,482	\$374,406	\$474,749		\$406,754	\$446,047	\$410,705	\$520,707	\$446,702	\$519,820
Costs and expenses:											
Cost of services and product development	146,463	161,247	151,143	200,214		163,737	177,904	161,735	210,108	170,821	203,178
Selling, general and administrative	162,518	165,221	164,888	186,216		180,478	185,629	181,546	212,805	204,617	218,537
Depreciation	5,895	6,182	6,301	6,991		7,100	7,017	7,258	7,621	7,459	7,721
Amortization of intangibles	739	928	1,362	1,373		1,334	1,404	1,351	1,357	1,279	1,979
Acquisition and integration charges	0	1,182	944	294		100	106	72	59	3,356	6,644
Total costs and expenses	315,615	334,760	324,638	395,088		352,749	372,060	351,962	431,950	387,532	438,059
Operating income	53,556	62,722	49,768	79,661		54,005	73,987	58,743	88,757	59,170	81,761
Interest expense, net	(2,195)	(2,153)	(2,209)	(2,302)		(2,436)	(2,144)	(2,124)	(2,133)	(2,250	(2,680)
Other income (expense), net	(978)	(76)	(748)	550		211	(280)	5	(152)	(229	175
Income before income taxes	50,383	60,493	46,811	77,909		51,780	71,563	56,624	86,472	56,691	79,256
Provision for income taxes	16,162	19,009	15,436	19,086		15,105	25,049	18,430	25,054	18,955	
Net income	\$34,221	\$41,484	\$ 31,375	\$ 58,823	\$	36,675	\$ 46,514	\$ 38,194	\$ 61,418	\$ 37,736	\$ 53,040
	,										
Diluted income per share	\$0.36	\$0.43	\$0.33	\$0.61		\$0.38	\$0.49	\$0.40	\$0.65	\$0.40	
Income (loss) per share (diluted)	\$0.36	\$0.43	\$0.33	\$0.61		\$0.38	\$0.49	\$0.40	\$0.65	\$0.40	\$0.58
Weighted average shares outstanding											
Basic	93,416	,	93,522	93,488		93,595	93,574	92,689	92,205	91,669	
Diluted	96,199	95,423	95,611	95,716	-	95,537	95,188	94,355	93,946	93,209	90,744
SEGMENT RESULTS (1)											
Research Revenue	\$274,620	\$278,302	\$284,048	\$300,177	-	\$310,331	\$311,233	\$316,518	\$332,929	\$348,114	\$358,495
Research Gross Contribution	\$188,602	\$189,471	\$193,540	\$202,796		\$215,214	\$213,411	\$220,329	\$230,429	\$246,101	\$248,263
Contribution Margin	68.7%	68.1%	68.1%	67.6%		69.3%	68.6%	69.6%	69.2%	70.7%	69.3%
Consulting Revenue	\$74,563	\$76,676	\$71,731	\$81,923		\$72,633	\$85,928	\$70,149	\$85,547	\$84,271	\$93,488
Consulting Gross Contribution	\$27,600	\$27,906	\$24,380	\$29,367		\$22,538	\$33,185	\$21,114	\$30,729	\$30,338	\$36,235
Contribution Margin	37.0%	36.4%	34.0%	35.8%		31.0%	38.6%	30.1%	35.9%	36.0%	38.8%
Events Revenue	\$19,988	\$42,504	\$18,627	\$92,649		\$23,790	\$48,886	\$24,038	\$102,231	\$14,317	\$67,837
Events Gross Contribution	\$7,895	\$20,394	\$4,511	\$47,252		\$7,108	\$23,114	\$7,095	\$53,898	\$2,963	\$34,232
Contribution Margin	39.5%	48.0%	24.2%	51.0%		29.9%	47.3%	29.5%	52.7%	20.7%	50.5%

⁽¹⁾ The Company evaluates reportable segment performance and allocates resources based on gross contribution margin. Gross contribution is defined as operating income excluding certain cost of services and product development expenses, selling, general and administrative expenses, depreciation, acquisition and integration charges, and amortization of intangibles.

Gross contribution margin is defined as gross contribution as a percentage of revenues.

GARTNER, INC. - SUMMARY FINANCIAL STATEMENTS (QUARTERLY)

(In thousands)

Communication	SUMMARY BALANCE SHEET	March 31, 2012	June 30, 2012	September 30, 2012	December 31, 2012	March 31 2013	June 30, 2013	September 30, 2013	December 31, 2013	N	March 31, 2014	June 30, 2014
Persistant \$1,850	ASSETS											
Performance	Current assets:											
Price of communication	Cash and cash equivalents	\$138,985	\$150,531	\$ 255,391 \$	299,852	\$ 269,0	63 \$ 333,36	374,521	\$ 423,990	\$	283,284 \$	317,925
Page	Fees receivable, net	384,125	389,414	370,951	463,968	441,4	05 432,01	1 392,174	490,923		496,997	493,216
Property configuration of the control improvements, not control impr	Deferred commissions	75,466	68,310	65,870	87,933	82,9	29 77,88	4 77,390	106,287		97,610	88,689
Property equipment and evaluable improvements and 96,65 77,09 90,344 90,309 90,30	Prepaid expenses and other current assets	78,244	78,095	89,766	75,713	81,6	43 80,10	0 91,070	63,682		67,777	71,939
Section Sect	Total current assets	676,820	686,350	781,978	927,466	875,0	40 923,35	8 935,155	1,084,882		945,668	971,769
Content Cont	Property, equipment and leasehold improvements, net	69,663	77,795	80,344	89,089	88,5	08 89,41	5 90,198	91,759		94,208	95,831
Part		510,933	515,002	519,200	519,506	516,5	25 516,14	4 518,555	519,203		589,786	598,731
Product	Intangible assets, net	6,321	14,052	13,142	11,821	10,4	77 8,83	4 7,535	6,107		34,537	36,415
Part		86,111	86,916	84,484	73,395	76,8	45 76,03	6 76,955	81,631		93,514	94,062
Carrent Indefiliation	Total assets	\$1,349,848	\$1,380,115	\$ 1,479,148		\$ 1,567,3	95 \$ 1,613,78	7 \$ 1,628,398	\$ 1,783,582	\$	1,757,713 \$	1,796,808
Part	LIABILITIES AND STOCKHOLDERS' EQUITY											
Puberned revenues 10,000	Current liabilities:											
Currou portion of long term debt 100,291 70,088 80,000 97,000 61,290 65,000 68,750 222,000 125,001 135,481 101,493 11,493	Accounts payable and accrued liabilities	\$ 160,093	\$ 178,528	\$ 206,290 \$	287,763	\$ 180,8	96 \$ 204,35	0 \$ 224,873	\$ 325,059	\$		251,421
Total current Inhalities	Deferred revenues	650,666	659,741	682,603	692,237	736,6	96 749,24	0 754,120	766,114		832,555	847,877
Long temple 12,701 12,706 12,	Current portion of long term debt	100,293				57,5			68,750		222,500	246,250
Part	Total current liabilities	911,052	908,357	968,893	1,070,000	975,0	92 1,014,84	0 1,043,993	1,159,923		1,266,621	1,345,548
Trail liabilities 1,178,007 1,165,124 1,217,688 1,314,604 1,248,088 1,285,098 31,057,65 30,076,05 31,915 32,080 31,903,20 31,9	Other liabilities	127,015	126,767	128,790	129,604	125,6	46 126,50	3 122,770	126,093		121,869	125,001
Total Inchibities and stockholder's equity (deficit) (31.34), 84 81.380,115 81.491,18 81.621,277 81.661,277 81.661,278 81.61,278 81.61,287 81.61,2	Long term debt	140,000	130,000	120,000	115,000	147,5	00 143,75	0 140,000	136,250	<u></u>	132,500	128,750
SIMMARY CASH FLOW STATEMENT Three months ended 03/31/12 Six months ended 03/31/13 Six months ended 03/31/1	Total liabilities	1,178,067	1,165,124	1,217,683	1,314,604	1,248,2	38 1,285,09	3 1,306,763	1,422,266		1,520,990	1,599,299
SIMMARY CASH FLOW STATEMENT Three months and end of NST 12 months and end of NST 13 months and	Total stockholders' equity (deficit)	171,781	214,991	261,465	306,673	319,1	57 328,69	4 321,635	361,316		236,723	197,509
Process Proc	Total liabilities and stockholders' equity	\$1,349,848	\$1,380,115	\$1,479,148	\$1,621,277	\$1,567,	395 \$1,613,7	87 \$1,628,398	\$1,783,582		\$1,757,713	\$1,796,808
Net income (100 s) to 14.21 s 75.70 s 107.80 s 165.90 s 36.67 s 83.180 s 12.383 s 182.90 s 37.736 s 90.776 h 7.076 s 107.080 s 165.90 s 36.675 s 83.180 s 12.383 s 182.90 s 37.736 s 90.776 h 7.076 s 107.080	SHMMARY CASH FLOW STATEMENT	Thus a month a	Cir months	Nine menths	Trustus months	Three ment	he Siv months	Nine menths	Twolve menths	Th	ree months	Sir months
Adjustments to reconcile net income (loss) to net each provided by operating activities: Depreciation and amorntization of intangibles 6.634 13.744 21.407 29.771 8.434 16.855 25.464 34.442 8,738 13.752 20.617 25.006 25.00												
Depreciation admontization of intangibles 6,634 13,744 21,407 29,771 8,434 16,855 25,464 34,442 8,738 18,488 Stock based compensation expense 10,999 18,802 28,021 36,378 12,342 19,574 27,049 34,735 13,752 20,617 20,705	Operating activities:	ended 03/31/12	ended 6/30/12	ended 9/30/12	ended 12/31/12	ended 03/31	13 ended 6/30/1	3 ended 9/30/13	ended 12/31/13	end	led 03/31/14 en	nded 6/30/14
Stock based compensation expense 10,939 18,802 28,021 36,778 12,342 19,574 27,049 34,735 13,752 20,617 Excess tax benefits from stock-based compensation (13,784) (16,728) (20,366) (21,304) (13,219) (1,714) (18,412) (25,392) (11,146) (14,275) Other adjustments, net 509 1,008 1,512 2,008 858 1,472 2,107 2,710 581 1,100 Changes in assets and liabilities, excluding the effects of acquisitions 18,679 99,452 208,751 279,813 19,693 140,316 242,069 315,654 16,470 152,758 Investing activities 18,679 99,452 208,751 279,813 19,693 140,316 242,069 315,654 16,470 152,758 Investing activities 7,118 20,642 30,800 (44,337) (9,648) (19,635) (27,772) 36,498 (19,155) (19,151) Other investing activities 7,118 30,549 40,111 40,293	Operating activities: Net income	ended 03/31/12 \$ 34,221	ended 6/30/12	ended 9/30/12	ended 12/31/12	ended 03/31	13 ended 6/30/1	3 ended 9/30/13	ended 12/31/13	end	led 03/31/14 en	nded 6/30/14
Excess tax benefits from stock-based compensation (1,3784) (16,728) (20,366) (21,304) (13,219) (17,114) (18,412) (25,392) (11,146) (14,275)	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operating the control of	* 34,221 ing activities:	ended 6/30/12 \$ 75,705	ended 9/30/12 \$ 107,080 \$	ended 12/31/12 165,903	\$ 36,6	713 ended 6/30/1 75 \$ 83,18	3 ended 9/30/13 29 \$ 121,383	ended 12/31/13 \$ 182,801	end	37,736 \$	90,776
Deferred taxes	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles	\$ 34,221 ing activities: 6,634	\$ 75,705 13,744	ended 9/30/12 \$ 107,080 \$ 21,407	ended 12/31/12 5 165,903 29,771	\$ 36,6 8,4	713 ended 6/30/1 775 \$ 83,18 34 16,85	3 ended 9/30/13 9 \$ 121,383 5 25,464	\$ 182,801 34,442	end	37,736 \$ 8,738	90,776 18,438
Other adjustments, net	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense	\$ 34,221 ing activities: 6,634 10,939	\$ 75,705 13,744 18,802	\$ 107,080 \$ 21,407 28,021	ended 12/31/12 3 165,903 29,771 36,378	\$ 36,6 8,4 12,3	713 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57	3 ended 9/30/13 9 \$ 121,383 5 25,464 4 27,049	\$ 182,801 34,442 34,735	end	37,736 \$ 8,738 13,752	90,776 18,438 20,617
Changes in assets and liabilities, excluding the effects of acquisitions (18,176) 10,322 74,365 66,084 (23,525) 38,087 79,489 69,695 (40,542) 31,652 Cash provided by operating activities (18,679 99,452 208,751 279,813 19,693 140,316 242,069 315,654 16,470 152,758 179,819 19,693 140,316 242,069 315,654 16,470 152,758 179,819 19,693 140,316 242,069 315,654 16,470 152,758 179,819 19,693 140,316 242,069 315,654 16,470 152,758 18,675 19,489 19,485 19,489 19,485 19,489 19,485 19,489 19,485 19,489 19,485 19,489 19,485 19,489 19,485 19,489 19,489 19,485 19,489 19,	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation	\$ 34,221 ing activities: 6,634 10,939 (13,784)	\$ 75,705 13,744 18,802 (16,728)	ended 9/30/12 \$ 107,080 \$ 21,407 28,021 (20,366)	ended 12/31/12 5 165,903 29,771 36,378 (21,304)	\$ 36,6 8,4 12,3 (13,2	713 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11	3 ended 9/30/13 9 \$ 121,383 5 25,464 4 27,049 4) (18,412)	\$ 182,801 34,442 34,735 (25,392)	end	37,736 \$ 8,738 13,752 (11,146)	90,776 18,438 20,617 (14,275)
Cash provided by operating activities 18,679 99,452 208,751 279,813 19,693 140,316 242,069 315,654 16,470 152,758	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes	s 34,221 ing activities: 6,634 10,939 (13,784) (1,664)	\$ 75,705 13,744 18,802 (16,728) (3,401)	ended 9/30/12 \$ 107,080 \$ 21,407 28,021 (20,366) (3,268)	29,771 36,378 (21,304) 973	\$ 36,6 8,4 12,3 (13,2 (1,8	713 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74	3 ended 9/30/13 9 \$ 121,383 5 25,464 4 27,049 4) (18,412) 7) 4,989	\$ 182,801 \$ 34,442 34,735 (25,392) 16,663	end	37,736 \$ 8,738 13,752 (11,146) 7,351	90,776 18,438 20,617 (14,275) 4,450
Investing activities:	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008	ended 9/30/12 \$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512	29,771 36,378 (21,304) 973 2,008	\$ 36,6 8,4 12,3 (13,2 (1,8	713 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47	3 ended 9/30/13 9 \$ 121,383 5 25,464 4 27,049 4) (18,412) 7) 4,989 2 2,107	\$ 182,801 \$ 184,442 34,735 (25,392) 16,663 2,710	end	37,736 \$ 8,738 13,752 (11,146) 7,351 581	90,776 18,438 20,617 (14,275) 4,450 1,100
Additions to property, equipment and leasehold improvements	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322	ended 9/30/12 \$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365	ended 12/31/12 165,903 29,771 36,378 (21,304) 973 2,008 66,084	ended 03/31 \$ 36,6 8,4 12,3 (13,2 (1,8 8,2 (23,5)	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08	3 ended 9/30/13 9 \$ 121,383 55 25,464 44 27,049 40 (18,412) 77 4,989 2 2,107 77 79,489	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695	end	37,736 \$ 8,738 13,752 (11,146) 7,351 581 (40,542)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652
Other investing activities, net 0 (9,509) (10,336) (10,336) 0 0 0 0 (115,270) (121,891) Cash used in investing activities (7,118) (30,151) (41,136) (54,673) (9,648) (19,635) (27,772) (36,498) (124,455) (141,042) Financing activities: Net issuance (payment) of debt 40,293 88 - 5,000 - - - - - 150,000 170,000 Proceeds from stock issued for stock plans 5,524 8,751 10,560 12,430 1,955 3,355 4,539 6,043 2,428 5,064 Purchases of treasury stock (77,157) (84,675) (89,300) (111,304) (48,527) (98,000) (157,251) (181,736) (195,850) 30,448 Excess tax benefit from stock compensation 13,744 16,728 20,366 21,304 13,219 17,114 18,412 25,392 11,146 14,275 Payments for debt issuance and debt conversion costs	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322	ended 9/30/12 \$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365	ended 12/31/12 165,903 29,771 36,378 (21,304) 973 2,008 66,084	ended 03/31 \$ 36,6 8,4 12,3 (13,2 (1,8 8,2 (23,5)	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08	3 ended 9/30/13 9 \$ 121,383 55 25,464 44 27,049 40 (18,412) 77 4,989 2 2,107 77 79,489	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695	end	37,736 \$ 8,738 13,752 (11,146) 7,351 581 (40,542)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652
Cash used in investing activities Financing activities: Net issuance (payment) of debt Purchases of treasury stock Financing activities: (77,157) (84,675) (89,300) (111,304) (48,527) (98,000) (157,251) (181,736) (195,850) (307,448) Excess tax benefit from stock compensation Fayments for debt issuance and debt conversion costs Cash used in financing activities (17,556) (59,108) (58,374) (72,570) (36,906) (81,084) (137,853) (153,854) (137,853) (153,854) (32,276) (118,109) Net increase (decrease) in cash and cash equivalents Excess tax benefit from stock compensation String activities (17,157) (84,675) (89,300) (111,304) (48,527) (98,000) (157,251) (181,736) (195,850) (307,448) (18,175 (18,1756) (19,1856)	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322	ended 9/30/12 \$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365	ended 12/31/12 165,903 29,771 36,378 (21,304) 973 2,008 66,084	ended 03/31 \$ 36,6 8,4 12,3 (13,2 (1,8 8,2 (23,5)	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08	3 ended 9/30/13 9 \$ 121,383 55 25,464 44 27,049 40 (18,412) 77 4,989 2 2,107 77 79,489	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695	end	37,736 \$ 8,738 13,752 (11,146) 7,351 581 (40,542)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652
Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans 5,524 8,751 10,560 12,430 1,955 3,355 4,539 6,043 2,428 5,064 Purchases of treasury stock Purchases of treasury stock 177,157 84,675 89,300 111,304 48,527 98,000 157,251 181,736 181,736 181,736 195,850 307,448 Excess tax benefit from stock compensation 13,784 16,728 20,366 21,304 13,219 17,114 18,412 25,392 11,146 14,275 Payments for debt issuance and debt conversion costs 1	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities:	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751	ended 12/31/12 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813	\$ 36,6 8,4 12,3 (13,2 (13,2 (18,8 8 (23,5)	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31	3 ended 9/30/13 9 \$ 121,383 5 25,464 4 27,049 4) (18,412) 7) 4,989 2 2,107 7 79,489 6 242,069	\$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695 315,654	end	8,738 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758
Net issuance (payment) of debt 40,293 88 - 5,000 - - - - - - 150,000 170,000 Proceeds from stock issued for stock plans 5,524 8,751 10,560 12,430 1,955 3,355 4,539 6,043 2,428 5,064 Purchases of treasury stock (77,157) (84,675) (89,300) (111,304) (48,527) (98,000) (157,251) (181,736) (195,850) 307,448) Excess tax benefit from stock compensation 13,784 16,728 20,366 21,304 13,219 17,114 18,412 25,392 11,146 14,275 Payments for debt issuance and debt conversion costs - - - - (3,553) (3	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800)	ended 12/31/12 5 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813	\$ 36,6 8,4 12,3 (13,2 (13,2 (18,8 8 (23,5)	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63	3 ended 9/30/13 9 \$ 121,383 5 25,464 4 27,049 4) (18,412) 7) 4,989 22 2,107 7 79,489 6 242,069 5) (27,772)	\$ 182,801 \$ 4,442 34,735 (25,392) 16,663 2,710 69,695 315,654	end	37,736 \$ 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758
Proceeds from stock issued for stock plans 5,524 8,751 10,560 12,430 1,955 3,355 4,539 6,043 2,428 5,064 Purchases of treasury stock (77,157) (84,675) (89,300) (111,304) (48,527) (98,000) (157,251) (181,736) (195,850) (307,448) Excess tax benefit from stock compensation 13,784 16,728 20,366 21,304 13,219 17,114 18,412 25,392 11,146 14,275 Payments for debt issuance and debt conversion costs -	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509)	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336)	29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336)	\$ 36,6 8,4 12,3 (13,2 (1,8 8 (23,5 19,6	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63	3 ended 9/30/13 9 \$ 121,383 5 25,464 4 27,049 4) (18,412) 7) 4,989 22 2,107 7 79,489 6 242,069 5) (27,772) 0 0	\$ 182,801 \$ 34,442 \$ 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0	end	8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (115,270)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891)
Purchases of treasury stock (77,157) (84,675) (89,300) (111,304) (48,527) (98,000) (157,251) (181,736) (195,850) (307,448) Excess tax benefit from stock compensation 13,784 16,728 20,366 21,304 13,219 17,114 18,412 25,392 11,146 14,275 Payments for debt issuance and debt conversion costs -	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679 (7,118) 0 (7,118)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509)	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336)	29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336)	\$ 36,6 8,4 12,3 (13,2 (1,8 8 (23,5 19,6	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63	3 ended 9/30/13 9 \$ 121,383 5 25,464 4 27,049 4) (18,412) 7) 4,989 22 2,107 7 79,489 6 242,069 5) (27,772) 0 0	\$ 182,801 \$ 34,442 \$ 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0	end	8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (115,270)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891)
Excess tax benefit from stock compensation 13,784 16,728 20,366 21,304 13,219 17,114 18,412 25,392 11,146 14,275 Payments for debt issuance and debt conversion costs -	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities Financing activities:	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679 (7,118) 0 (7,118)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509) (30,151)	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336)	ended 12/31/12 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673)	\$ 36,6 8,4 12,3 (13,2 (1,8 8 (23,5 19,6	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63	3 ended 9/30/13 9 \$ 121,383 5 25,464 4 27,049 4) (18,412) 7) 4,989 22 2,107 7 79,489 6 242,069 5) (27,772) 0 0	\$ 182,801 \$ 34,442 \$ 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0	end	8,738 \$ 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (115,270) (124,455)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891) (141,042)
Payments for debt issuance and debt conversion costs -	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities Financing activities: Net issuance (payment) of debt	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679 (7,118) 0 (7,118)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509) (30,151)	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336) (41,136)	ended 12/31/12 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673)	ended 03/31 \$ 36,6 8,4 12,3 (13,2 (1,8 8 (23,5 19,6 (9,6	13 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63 0 48) (19,63	3 ended 9/30/13 9 \$ 121,383 15 25,464 14 27,049 14) (18,412) 17) 4,989 12 2,107 17 79,489 16 242,069 15) (27,772) 10 0 15)	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0 (36,498)	end	8,738 \$ 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (115,270) (124,455)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891) (141,042)
Cash used in financing activities (17,556) (59,108) (58,374) (72,570) (36,906) (81,084) (137,853) (153,854) (32,276) (118,109) Net increase (decrease) in cash and cash equivalents (5,995) 10,193 109,241 152,570 (26,861) 39,597 76,444 125,301 (140,261) (106,393) Effects of exchange rates on cash and cash equivalents 2,241 (2,401) 3,411 4,543 (3,928) (6,086) (1,775) (1,163) (445) 328 Cash and cash equivalents, beginning of period 142,739 142,739 142,739 299,852 299,852 299,852 299,852 299,852 423,990 423,990	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans	\$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679 (7,118) 0 (7,118) 40,293 5,524	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509) (30,151)	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336) (41,136)	ended 12/31/12 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673)	ended 03/31 \$ 36,6 8,4 12,2 (13,2 (1,8 8 (23,5 19,6 (9,6	13 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63 0 55 3,35	3 ended 9/30/13 9 \$ 121,383 15 25,464 14 27,049 14) (18,412) 17) 4,989 12 2,107 17 79,489 16 242,069 15) (27,772) 16 0 17 17 18 19 19 19 19 19 19 19 19 19 19 19 19 19	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0 (36,498)	end	8,738 \$ 8,738 \$ 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (115,270) (124,455) 150,000 2,428	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891) (141,042) 170,000 5,064
Cash used in financing activities (17,556) (59,108) (58,374) (72,570) (36,906) (81,084) (137,853) (153,854) (32,276) (118,109) Net increase (decrease) in cash and cash equivalents (5,995) 10,193 109,241 152,570 (26,861) 39,597 76,444 125,301 (140,261) (106,393) Effects of exchange rates on cash and cash equivalents 2,241 (2,401) 3,411 4,543 (3,928) (6,086) (1,775) (1,163) (445) 328 Cash and cash equivalents, beginning of period 142,739 142,739 142,739 299,852 299,852 299,852 299,852 299,852 423,990 423,990	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock	ended 03/31/12 \$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679 (7,118) 0 (7,118) 40,293 5,524 (77,157)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509) (30,151) 88 8,751 (84,675)	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336) (41,136) \$ - 10,560 (89,300)	29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304)	ended 03/31 \$ 36,6 8,4 12,2 (13,2 (1,8 8 (23,5 19,6 (9,6 (9,6 (48,5	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63 0 48) (19,63 27) (98,00	3 ended 9/30/13 9 \$ 121,383 15 25,464 14 27,049 14) (18,412) 17) 4,989 12 2,107 17 79,489 16 242,069 15) (27,772) 16 0 17 0 17 0 18 0 19 0 19 0 10 0 10 0 10 0 10 0 10 0 10	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0 (36,498)	end	8,738 \$ 8,738 \$ 13,752 (11,146) 7,351 581 (40,542) 16,470 (115,270) (124,455) 150,000 2,428 (195,850)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891) (141,042) 170,000 5,064 (307,448)
Effects of exchange rates on cash and cash equivalents 2,241 (2,401) 3,411 4,543 (3,928) (6,086) (1,775) (1,163) (445) 328 Cash and cash equivalents, beginning of period 142,739 142,739 142,739 299,852 299,852 299,852 299,852 299,852 299,852	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefit from stock compensation	ended 03/31/12 \$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679 (7,118) 0 (7,118) 40,293 5,524 (77,157)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509) (30,151) 88 8,751 (84,675)	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336) (41,136) \$ - 10,560 (89,300)	29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304)	ended 03/31 \$ 36,6 8,4 12,3 (13,2 (1,8 8 (23,5 19,6 (9,6 (9,6 (48,5 13,2	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63 0 48) (19,63 0 55 3,35 27) (98,00 19 17,11	3 ended 9/30/13 9 \$ 121,383 15 25,464 14 27,049 14 (18,412) 17 4,989 16 242,069 15 (27,772) 15 4,539 10 (157,251) 14 18,412	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0 (36,498)	end	8,738 \$ 8,738 \$ 13,752 (11,146) 7,351 581 (40,542) 16,470 (115,270) (124,455) 150,000 2,428 (195,850)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891) (141,042) 170,000 5,064 (307,448)
Effects of exchange rates on cash and cash equivalents 2,241 (2,401) 3,411 4,543 (3,928) (6,086) (1,775) (1,163) (445) 328 Cash and cash equivalents, beginning of period 142,739 142,739 142,739 299,852 299,852 299,852 299,852 299,852 299,852	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefit from stock compensation Payments for debt issuance and debt conversion costs Cash used in financing activities	ended 03/31/12 \$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679 (7,118) 0 (7,118) 40,293 5,524 (77,157) 13,784	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509) (30,151) 88 8,751 (84,675) 16,728	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336) (41,136) \$ - 10,560 (89,300) 20,366	29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304) 21,304	ended 03/31 \$ 36,6 8,4 12,3 (13,2 (1,8 8 (23,5) 19,6 (9,6) (9,6)	13 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63 0 48) (19,63 0 55 3,35 27) (98,00 19 17,11 53) (3,55	3 ended 9/30/13 9 \$ 121,383 15 25,464 14 27,049 14 (18,412) 17 4,989 16 242,069 15 (27,772) 16 4,539 10 (157,251) 14 18,412 13 (3,553)	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0 (36,498) - 6,043 (181,736) 25,392 (3,553)	end	8,738 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (115,270) (124,455) 150,000 2,428 (195,850) 11,146	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891) (141,042) 170,000 5,064 (307,448) 14,275
	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefit from stock compensation Payments for debt issuance and debt conversion costs Cash used in financing activities Net increase (decrease) in cash and cash equivalents	ended 03/31/12 \$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679 (7,118) 0 (7,118) 40,293 5,524 (77,157) 13,784 - (17,556)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509) (30,151) 88 8,751 (84,675) 16,728 - (59,108)	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336) (41,136) \$ 10,560 (89,300) 20,366 (58,374)	29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304) 21,304	ended 03/31. \$ 36,6 8,4 12,3 (13,2 (1,8 8,23,5 19,6 (9,6) (9,6) 1,5 (48,5 13,2 (3,5) (36,5)	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 772) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63 0 48) (19,63 0 55 3,35 27) (98,00 19 17,11 53) (3,55 06) (81,08	3 ended 9/30/13 9 \$ 121,383 15 25,464 14 27,049 14) (18,412) 17) 4,989 16 242,069 15) (27,772) 16 (27,772) 17 (27,772) 18 (3,533) 19 (137,853) 10 (137,853)	ended 12/31/13 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0 (36,498) 6,043 (181,736) 25,392 (3,553) (153,854)	end	8,738 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (115,270) (124,455) 150,000 2,428 (195,850) 11,146 - (32,276)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891) (141,042) 170,000 5,064 (307,448) 14,275 (118,109)
	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefit from stock compensation Payments for debt issuance and debt conversion costs Cash used in financing activities Net increase (decrease) in cash and cash equivalents Effects of exchange rates on cash and cash equivalents	ended 03/31/12 \$ 34,221 ing activities: 6,634 10,939 (13,784) (1,664) 509 (18,176) 18,679 (7,118) 0 (7,118) 40,293 5,524 (77,157) 13,784 - (17,556) (5,995)	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509) (30,151) 88 8,751 (84,675) 16,728 (59,108) 10,193	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336) (41,136) \$ - 10,560 (89,300) 20,366 \$ (58,374) 109,241	29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304) 21,304	\$ 36,6 8,4 12,3 (13,2 (1,8 8 (23,5 19,6 (9,6 (9,6 (48,5 13,2 (3,5) (36,9 (26,8	73 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63 0 48) (19,63 0 48) (19,63 0 19 17,11 53) (3,55 06) (81,08 61) 39,55	3 ended 9/30/13 9 \$ 121,383 15 25,464 14 27,049 14) (18,412) 17) 4,989 12 2,107 17 79,489 16 242,069 15) (27,772) 15 4,539 10) (157,251) 14 18,412 13) (3,553) 14 (137,853) 17 76,444	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0 (36,498) 6,043 (181,736) 25,392 (3,553) (153,854) 125,301	end	8,738 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (115,270) (124,455) 150,000 2,428 (195,850) 11,146 - (32,276) (140,261)	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891) (141,042) 170,000 5,064 (307,448) 14,275 (118,109) (106,393)
	Operating activities: Net income Adjustments to reconcile net income (loss) to net cash provided by operat Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Other investing activities, net Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefit from stock compensation Payments for debt issuance and debt conversion costs Cash used in financing activities Net increase (decrease) in cash and cash equivalents Effects of exchange rates on cash and cash equivalents Cash and cash equivalents, beginning of period	## square ## squ	\$ 75,705 13,744 18,802 (16,728) (3,401) 1,008 10,322 99,452 (20,642) (9,509) (30,151) 88 8,751 (84,675) 16,728 (59,108) 10,193 (2,401) \$ 142,739	\$ 107,080 \$ 21,407 28,021 (20,366) (3,268) 1,512 74,365 208,751 (30,800) (10,336) (41,136) \$ 10,560 (89,300) 20,366 (58,374) 109,241 3,411 \$ 142,739 \$ \$	29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304) 21,304 (72,570) 152,570 4,543 142,739	ended 03/31. \$ 36,6 8,4 12,3 (13,2 (13,2 19,6 (9,6 (9,6 (48,5 13,2 (36,5 (26,8 (3,5) \$ 299,8	13 ended 6/30/1 75 \$ 83,18 34 16,85 42 19,57 19) (17,11 72) (1,74 58 1,47 25) 38,08 93 140,31 48) (19,63 0 48) (19,63 0 19,63 10,63 10,63 10,63 10,63 11,11 10,63 11,11 11	3 ended 9/30/13 9 \$ 121,383 15 25,464 14 27,049 14) (18,412) 17) 4,989 12 2,107 17 79,489 16 242,069 15) (27,772) 16 0 0 17 (157,251) 17 4 18,412 18,313 18,313 17 76,444 16 (1,775) 12 \$ 299,852	\$ 182,801 \$ 182,801 34,442 34,735 (25,392) 16,663 2,710 69,695 315,654 (36,498) 0 (36,498) 6,043 (181,736) 25,392 (3,553) (153,854) 125,301 (1,163) \$ 299,852	\$ \$	8,738 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (124,455) 150,000 2,428 (195,850) 11,146 (140,261) (445) 423,990 \$	90,776 18,438 20,617 (14,275) 4,450 1,100 31,652 152,758 (19,151) (121,891) (141,042) 170,000 5,064 (307,448) 14,275 (118,109) (106,393) 328 423,990

GARTNER, INC. - SUMMARY FINANCIAL STATEMENTS (ANNUAL)

	Year ending December '09	Year ending December '10	Year ending December '11	Year ending December '12	Year ending December '13
SUMMARY INCOME STATEMENT					
Revenues:					
Research	\$752,505	\$865,000	\$1,012,062	\$1,137,147	\$1,271,011
Consulting	286,847	302,117	308,047	304,893	314,257
Events	100,448	121,337	148,479	173,768	198,945
Total revenues	\$1,139,800	\$1,288,454	\$1,468,588	\$1,615,808	\$1,784,213
Costs and expenses:					
Cost of services and product development	498,363	552,238	608,755	659,067	713,484
Selling, general and administrative	477,003	543,174	613,707	678,843	760,458
Depreciation	25,387	25,349	25,539	25,369	28,996
Amortization of intangibles	1,636	10,525	6,525	4,402	5,446
Acquisition and integration charges	2,934	7,903	0	2,420	337
Other charges	0	0	0	-	-
Total costs and expenses	\$1,005,323	\$1,139,189	\$1,254,526	\$1,370,101	\$1,508,721
Operating income	\$134,477	\$149,265	\$214,062	\$245,707	\$275,492
Interest expense, net	(16,032)	(15,616)	(9,967)	(8,859)	(8,837)
Other income (expense), net	(2,919)	436	(1,911)	(1,252)	(216)
Income (loss) before income taxes	115,526	134,085	202,184	235,596	266,439
Provision for income taxes	32,562	37,800	65,282	69,693	83,638
Income from continuing operations	82,964	96,285	136,902	165,903	182,801
Income from discontinued operations, net of taxes	0	0	0	0	0
Net income	\$82,964	\$96,285	\$136,902	\$165,903	\$182,801
Diluted - from continuing operations	\$0.85	\$0.96	\$1.39	\$1.73	\$1.93
Weighted average shares outstanding:					
Basic	94,658	95,747	96,019	93,444	93,015
Diluted	97,549	99,834	98,846	95,842	94,830
SEGMENT RESULTS					
Research Revenue	\$752,505	\$752,505	\$1,012,062	\$1,137,147	\$1,271,011
Research Gross Contribution (1)	\$489,862	\$489,862	682,136	\$774,342	\$879,384
Contribution Margin	65.1%	65.1%	67.4%	68.1%	69.2%
Consulting Revenue	\$286,847	\$302,117	\$308,047	\$304,893	\$314,257
Consulting Gross Contribution (1)	\$112,099	\$112,099	114,838	\$109,253	\$107,565
Contribution Margin	39.1%	39.1%	37.3%	35.8%	34.2%
Events Revenue	\$100,448	\$121,337	148,479	\$173,768	\$198,945
Events Gross Contribution (1)	\$40,946	\$40,946	55,884	\$80.119	\$91,216
Contribution Margin	40.8%	40.8%	46.1%	46.1%	45.8%
Controdation (viaigin	70.0%	70.0%	70.1 %	70.1 /0	75.070

⁽¹⁾ The Company evaluates reportable segment performance and allocates resources based on gross contribution margin. Gross contribution is defined as operating income excluding certain cost of services and product development expenses, selling, general and administrative expenses, depreciation, acquisition and integration charges, and amortization of intangibles. Gross contribution margin is defined as gross contribution as a percentage of revenues.

GARTNER, INC. - SUMMARY FINANCIAL STATEMENTS (ANNUAL)

(In thousands, except per share data)

SUMMARY BALANCE SHEET	Year ending December '09	Year ending December '10	Year ending December '11	Year ending December '12	Year ending December '13
ASSETS					
Current assets:					
Cash and cash equivalents	\$116,574	\$120,181	142,739	\$ 299,852	\$ 423,990
Fees receivable, net of allowances	317,598	364,818	421,033	463,968	490,923
Deferred commissions	70,253	71,955	78,492	87,933	106,287
Prepaid expenses and other current assets	53,400	64,148	63,521	75,713	63,682
Total current assets	557,825	621,102	705,785	927,466	1,084,882
Property, equipment and leasehold improvements, net	52,466	47,614	68,132	89,089	91,759
Goodwill	513,612	510,265	508,550	519,506	519,203
Intangible assets, net	24,113	13,584	7,060	11,821	6,107
Other assets	67,263	93,093	90,345	73,395	81,631
Total assets	\$1,215,279	\$1,285,658	\$1,379,872	\$1,621,277	\$1,783,582
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current liabilities:					
Accounts payable and accrued liabilities	\$255,966	\$247,733	259,490	\$ 287,763	\$ 325,059
Deferred revenues	437,207	523,263	611,647	692,237	766,114
Current portion of long term debt	205,000	40,156	50,000	90,000	68,750
Total current liabilities	898,173	811,152	921,137	1,070,000	1,159,923
Other liabilities	80,571	107,450	126,951	129,604	126,093
Long term debt	124,000	180,000	150,000	115,000	136,250
Total liabilities	1,102,744	1,098,602	1,198,088	1,314,604	1,422,266
Total stockholders' equity (deficit)	112,535	187,056	181,784	306,673	361,316
Total liabilities and stockholders' equity	\$1,215,279	\$1,285,658	1,379,872	\$1,621,277	\$1,783,582
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SUMMARY CASH FLOW STATEMENT	Year ending December '09	Year ending December '10	Year ending December '11	Year ending December '12	Year ending December '13
	9	0			
SUMMARY CASH FLOW STATEMENT Operating activities: Net income	9	0			
Operating activities: Net income	December '09 \$82,964	December '10	December '11	December '12	December '13
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi	December '09 \$82,964 ties:	December '10 \$96,285	December '11 136,902	December '12 \$ 165,903	December '13 \$ 37,736
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization	\$82,964 ties: 27,023	\$96,285 35,874	December '11 136,902 32,064	December '12 \$ 165,903 29,771	December '13 \$ 37,736 8,738
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization Stock-based compensation expense	S82,964 ties: 27,023 26,066	\$96,285 35,874 32,634	December '11 136,902 32,064 32,865	December '12 \$ 165,903 29,771 36,378	December '13 \$ 37,736 8,738 13,752
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation	S82,964 ties: 27,023 26,066 (2,392)	\$96,285 35,874 32,634 (18,364)	December '11 136,902 32,064 32,865 (25,572)	December '12 \$ 165,903 29,771 36,378 (21,304)	December '13 \$ 37,736 8,738 13,752 (11,146)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes	S82,964 ties: 27,023 26,066 (2,392) 5,003	\$96,285 35,874 32,634 (18,364) (2,609)	December '11 136,902 32,064 32,865 (25,572) (965)	December '12 \$ 165,903 29,771 36,378 (21,304) 973	December '13 \$ 37,736 8,738 13,752 (11,146) 7,351
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net	S82,964 ties: 27,023 26,066 (2,392) 5,003 1,480	\$96,285 35,874 32,634 (18,364) (2,609) 1,567	December '11 136,902 32,064 32,865 (25,572) (965) 2,288	December '12 \$ 165,903 29,771 36,378 (21,304) 973 2,008	December '13 \$ 37,736 8,738 13,752 (11,146) 7,351 581
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes	S82,964 ties: 27,023 26,066 (2,392) 5,003	\$96,285 35,874 32,634 (18,364) (2,609)	December '11 136,902 32,064 32,865 (25,572) (965)	December '12 \$ 165,903 29,771 36,378 (21,304) 973	December '13 \$ 37,736 8,738 13,752 (11,146) 7,351
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities	S82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112	December '11 136,902 32,064 32,865 (25,572) (965) 2,288 77,984	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084	December '13 \$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities:	S82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499	136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813	December '13 \$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements	S82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694)	December '11 136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954)	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337)	\$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activi Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities:	S82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499	136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813	December '13 \$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activity Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other	S82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523)	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151)	December '11 136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0	December '12 \$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336)	December '13 \$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activit Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other Cash used in investing activities Financing activities:	\$82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523) (119,665)	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151) (33,845)	136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0 (41,954)	December '12 \$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673)	\$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770) (110,955)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activit Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other Cash used in investing activities Financing activities: Net issuance (payment) of debt	\$82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523) (119,665)	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151) (33,845)	136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0 (41,954)	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673)	\$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770) (110,955)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activit Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans	\$82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523) (119,665) (87,250) 14,822	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151) (33,845) (113,627) 23,527	December '11 136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0 (41,954) (20,156) 20,011	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430	\$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770) (110,955)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activity Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock	S82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523) (119,665) (87,250) 14,822 (3,744)	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151) (33,845) (113,627) 23,527 (99,820)	December '11 136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0 (41,954) (20,156) 20,011 (211,986)	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304)	\$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770) (110,955) 150,000 2,428 (195,850)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activity Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefits from stock-based compensation	\$82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523) (119,665) (87,250) 14,822 (3,744) 2,392	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151) (33,845) (113,627) 23,527 (99,820) 18,364	December '11 136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0 (41,954) (20,156) 20,011 (211,986) 25,572	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304) 21,304	December '13 \$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770) (110,955) 150,000 2,428 (195,850) 11,146
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activity Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefits from stock-based compensation Cash used in financing activities	\$82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523) (119,665) (87,250) 14,822 (3,744) 2,392 (73,780)	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151) (33,845) (113,627) 23,527 (99,820) 18,364 (171,556)	136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0 (41,954) (20,156) 20,011 (211,986) 25,572 (186,559)	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304) 21,304 (72,570)	December '13 \$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770) (110,955) 150,000 2,428 (195,850) 11,146 (32,276)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activity Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefits from stock-based compensation Cash used in financing activities Net increase (decrease) in cash and cash equivalents	\$82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523) (119,665) (87,250) 14,822 (3,744) 2,392 (73,780) (31,508)	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151) (33,845) (113,627) 23,527 (99,820) 18,364 (171,556) 98	136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0 (41,954) (20,156) 20,011 (211,986) 25,572 (186,559) 27,053	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304) 21,304 (72,570) 152,571	\$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770) (110,955) 150,000 2,428 (195,850) 11,146 (32,276) (140,261)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activit Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefits from stock-based compensation Cash used in financing activities Net increase (decrease) in cash and cash equivalents Effects of exchange rates on cash and cash equivalents	\$82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523) (119,665) (87,250) 14,822 (3,744) 2,392 (73,780) (31,508) 7,153	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151) (33,845) (113,627) 23,527 (99,820) 18,364 (171,556) 98 3,509	136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0 (41,954) (20,156) 20,011 (211,986) 25,572 (186,559) 27,053 (4,495)	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304) 21,304 (72,570) 152,571 4,543	\$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770) (110,955) 150,000 2,428 (195,850) 11,146 (32,276) (140,261) (445)
Operating activities: Net income Adjustments to reconcile net income to net cash provided by operating activity Depreciation and amortization Stock-based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net Changes in assets and liabilities, excluding the effects of acquisitions Cash provided by operating activities Investing activities: Additions to property, equipment and leasehold improvements Acquisitions and other Cash used in investing activities Financing activities: Net issuance (payment) of debt Proceeds from stock issued for stock plans Purchases of treasury stock Excess tax benefits from stock-based compensation Cash used in financing activities Net increase (decrease) in cash and cash equivalents	\$82,964 ties: 27,023 26,066 (2,392) 5,003 1,480 21,793 161,937 (15,142) (104,523) (119,665) (87,250) 14,822 (3,744) 2,392 (73,780) (31,508)	\$96,285 35,874 32,634 (18,364) (2,609) 1,567 60,112 205,499 (21,694) (12,151) (33,845) (113,627) 23,527 (99,820) 18,364 (171,556) 98	136,902 32,064 32,865 (25,572) (965) 2,288 77,984 255,566 (41,954) 0 (41,954) (20,156) 20,011 (211,986) 25,572 (186,559) 27,053	\$ 165,903 29,771 36,378 (21,304) 973 2,008 66,084 279,813 (44,337) (10,336) (54,673) 5,000 12,430 (111,304) 21,304 (72,570) 152,571	\$ 37,736 8,738 13,752 (11,146) 7,351 581 (40,542) 16,470 (9,185) (101,770) (110,955) 150,000 2,428 (195,850) 11,146 (32,276) (140,261)