GARTNER, INC. - SUMMARY FINANCIAL STATEMENTS (QUARTERLY)

(In thousands, except per share data)	Quarter ending March '14	Quarter ending June '14	Quarter ending September '14	Quarter ending December '14	Quarter ending March '15	Quarter ending June '15	Quarter ending September '15		Quarter ending March '16	Quarter ending Quarter ending Quarter ending June '16 September '16 December '16
SUMMARY INCOME STATEMENT								<u>.</u>		
Revenues:										
Research	\$348,114	\$358,495	\$365,334	\$373,395	\$381,090	\$385,718	\$396,179	\$420,499	\$440,271	
Consulting	84,271	93,488	82,300	88,337	76,792	88,336	74,686	87,921	84,940	
Events	14,317	67,837	23,306	122,247	13,304	73,882	29,301	135,348	32,055	
Total revenues	\$446,702	\$519,820	\$470,940	\$583,979	\$471,186	\$547,936	\$500,166	\$643,768	\$557,266	
Costs and expenses:										
Cost of services and product development	170,821	203,178	188,059	235,875	177,762	210,495	193,602	257,217	212,041	
Selling, general and administrative	204,617	218,537	217,025	235,888	229,522	237,991	236,355	258,809	257,411	
Depreciation	7,459	7,721	7,945	8,061	7,989	8,440	8,510	8,850	8,834	
Amortization of intangibles	1,279	1,979	2,505	2,463	2,139	2,107	2,737	6,359	6,183	
Acquisition and integration charges	3,356	6,644	6,015	5,852	5,092	3,683	6,488	10,912	8,368	
Total costs and expenses	387,532	438,059	421,549	488,139	422,504	462,716	447,692	542,147	492,837	
Operating income	59,170	81,761	49,391	95,840	48,682	85,220	52,474	101,621	64,429	
Interest expense, net	(2,250)	(2,680)	(2,656)	(3,301)	(3,480)	(5,240)	(6,049)	(6,013)	(6,006)	
Other income (expense), net	(229)	175	(287)	(251)	(962)	(468)	5,367	1,059	1,884	
Income before income taxes	56,691	79,256	46,448	92,288	44,240	79,512	51,792	96,667	60,307	
Provision for income taxes	18,955	26,216		33,144	15,889	28,357	21,426	30,904	20,140	
Net income	\$37,736	\$53,040	\$33,846	\$59,144	\$28,351	\$51,155	\$30,366	\$65,763	\$40,167	
Diluted income per share	\$0.40	\$0.58	\$0.38	\$0.66	\$0.32	\$0.61	\$0.36	\$0.78	\$0.48	
Income (loss) per share (diluted)	\$0.40	\$0.58	\$0.38	\$0.66	\$0.32	\$0.61	\$0.36	\$0.78	\$0.48	
Weighted average shares outstanding										
Basic	91,669	89,521	,	87,647	86,539		82,989	82,677	82,451	
Diluted	93,209	90,744	89,708	88,956	87,773	84,271	84,113	83,890	83,464	
SEGMENT RESULTS (1)										
Research Revenue	\$348,114	\$358,495	\$365,334	\$373,395	\$381,090	\$385,718	\$396,179	\$420,499	\$440,271	
Research Gross Contribution	\$246,101	\$248,263	\$251,113	\$256,438	\$267,065	\$269,846	\$274,967	\$285,005	\$308,186	
Contribution Margin	70.7%	69.3%	68.7%	68.7%	70.1%	70.0%	69.4%	67.8%	70.0%	
Consulting Revenue	\$84,271	\$93,488	\$82,300	\$88,337	\$76,792	\$88,336	\$74,686	\$87,921	\$84,940	
Consulting Gross Contribution	\$30,338	\$36,235	\$24,774	\$28,584	\$26,327	\$33,255	\$21,593	\$26,018	\$29,378	
Contribution Margin	36.0%	38.8%	30.1%	32.4%	34.3%	37.6%	28.9%	29.6%	34.6%	
Events Revenue	\$14,317	\$67,837	\$23,306	\$122,247	\$13,304	\$73,882	\$29,301	\$135,348	\$32,055	
Events Gross Contribution	\$2,963	\$34,232	\$6,946	\$68,243	\$2,442	\$39,442	\$11,543	\$77,100	\$12,983	
Contribution Margin	20.7%	50.5%	29.8%	55.8%	18.4%	53.4%	39.4%	57.0%	40.5%	

⁽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)

SUMMARY BALANCE SHEET	March 31, 2014	June 30, 2014	September 30,	December 31, 2014	March 31, 2015	June 30, 2015	September 30, 2015	December 31, 2015	March 31, 2016	June 30, 2016	September 30, December 31, 2016 2016
ASSETS											
Current assets:											
Cash and cash equivalents	\$283,284	\$317,925	\$341,220	\$365,302	\$281,653	\$357,581	\$371,244	\$372,976	\$403,943		
Fees receivable, net	496,997	493,216	449,923	552,107	526,384	527,615	482,302	580,763	602,877		
Deferred commissions	97,610	88,689	80,599	115,381	104,405	98,211	93,792	124,831	118,125		
Prepaid expenses and other current assets	67,777	71,939	87,492	63,868	88,206	82,661	114,061	62,427	54,332		
Total current assets	945,668	971,769	959,234	1,096,658	1,000,648	1,066,068	1,061,399	1,140,997	1,179,277		
Property, equipment and leasehold improvements, net	94,208	95,831	93,625	97,990	104,374	107,112	109,557	108,733	108,628		
Goodwill	589,786	598,731	593,212	586,665	579,910	583,002	723,950	715,359	718,034		
Intangible assets, net	34,537	36,415	33,515	30,689	28,456	27,110	96,174	96,544	90,553		
Other assets	93,514	94,062	89,367	92,349	75,982	77,747	100,462	113,053	115,017		
Total assets	\$1,757,713	\$1,796,808	\$1,768,953	\$1,904,351	\$1,789,370	\$1,861,039	\$2,091,542	\$2,174,686	\$2,211,509		
LIABILITIES AND STOCKHOLDERS' EQUITY (DEFICIT) Current liabilities:											
Accounts payable and accrued liabilities	211,566	251,421	266,545	353,761	240,301	262,293	290,044	387,691	247,423		
Deferred revenues	832,555	847,877	847,327	841,457	895,430	922,227	925,056	900,801	986,301		
Current portion of long term debt	222,500	246,250	245,000	20,000	285,000	20,000	20,000	35,000	57,500		
Total current liabilities	1,266,621	1,345,548	1,358,872	1,215,218	1,420,731	1,204,520	1,235,100	1,323,492	1,291,224		
Other liabilities	121,869	125,001	132,558	142,962	128,152	131,674	196,031	193,594	200,455		
Long term debt	132,500	128,750	125,000	385,000	380,000	695,000	820,000	790,000	832,500		
Total liabilities	1,520,990	1,599,299	1,616,430	1,743,180	1,928,883	2,031,194	2,251,131	2,307,086	2,324,179		
Total stockholders' equity (deficit)	236,723	197,509	152,523	161,171	(139,513)	(170,155)	(159,589)	(132,400)	(112,670)		
Total liabilities and stockholders' equity (deficit)	\$1,757,713	\$1,796,808	\$1,768,953	\$1,904,351	\$1,789,370	\$1,861,039	\$2,091,542	\$2,174,686	\$2,211,509		
SUMMARY CASH FLOW STATEMENT	Three months	Six months	Nine months	Twelve months	Three months	Six months	Nine months	Twelve months	Three months	Six months	Nine months Twelve months
	ended 03/31/14	ended 6/30/14	ended 9/30/14	ended 12/31/14	ended 03/31/15	ended 6/30/15	ended 9/30/15	ended 12/31/15	ended 03/31/16	ended 6/30/16	ended 9/30/16 ended 12/31/16
Operating activities:										ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income	ended 03/31/14 \$37,736	ended 6/30/14 \$90,776	ended 9/30/14 \$124,622	\$183,766	ended 03/31/15 \$28,351	ended 6/30/15 \$79,506	\$109,872	\$175,635	\$40,167	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities:	\$37,736	\$90,776	\$124,622	\$183,766	\$28,351	\$79,506	\$109,872	\$175,635	\$40,167	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: Depreciation and amortization of intangibles	\$37,736 8,738	\$90,776 18,438	\$124,622 28,888	\$183,766 39,412	\$28,351 10,128	\$79,506 19,734	\$109,872 31,922	\$175,635 47,131	\$40,167 15,017	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: Depreciation and amortization of intangibles Stock based compensation expense	\$37,736 8,738 13,752	\$90,776 18,438 20,617	\$124,622 28,888 29,425	\$183,766 39,412 38,861	\$28,351 10,128 16,729	\$79,506 19,734 27,392	\$109,872 31,922 36,980	\$175,635 47,131 46,149	\$40,167 15,017 15,495	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation	\$37,736 8,738 13,752 (11,146)	\$90,776 18,438 20,617 (14,275)	\$124,622 28,888 29,425 (19,275)	\$183,766 39,412 38,861 (20,193)	\$28,351 10,128 16,729 (7,556)	\$79,506 19,734 27,392 (11,117)	\$109,872 31,922 36,980 (11,222)	\$175,635 47,131 46,149 (13,860)	\$40,167 15,017 15,495 (4,751)	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes	\$37,736 8,738 13,752 (11,146) 7,351	\$90,776 18,438 20,617 (14,275) 4,450	\$124,622 28,888 29,425 (19,275) (1,299)	\$183,766 39,412 38,861 (20,193) (719)	\$28,351 10,128 16,729 (7,556) (3,358)	\$79,506 19,734 27,392 (11,117) 2,298	\$109,872 31,922 36,980 (11,222) (5,724)	\$175,635 47,131 46,149 (13,860) 344	\$40,167 15,017 15,495 (4,751) (2,191)	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net	\$37,736 8,738 13,752 (11,146) 7,351 581	\$90,776 18,438 20,617 (14,275) 4,450 1,100	\$124,622 28,888 29,425 (19,275) (1,299) 1,572	\$183,766 39,412 38,861 (20,193) (719) 2,350	\$28,351 10,128 16,729 (7,556) (3,358) 837	\$79,506 19,734 27,392 (11,117) 2,298 1,595	\$109,872 31,922 36,980 (11,222) (5,724) 2,392	\$175,635 47,131 46,149 (13,860) 344 1,512	\$40,167 15,017 15,495 (4,751) (2,191) 411	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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	\$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	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468)	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568)	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: Depreciation and amortization of intangibles Stock based compensation expense Excess tax benefits from stock-based compensation Deferred taxes Other adjustments, net	\$37,736 8,738 13,752 (11,146) 7,351 581	\$90,776 18,438 20,617 (14,275) 4,450 1,100	\$124,622 28,888 29,425 (19,275) (1,299) 1,572	\$183,766 39,412 38,861 (20,193) (719) 2,350	\$28,351 10,128 16,729 (7,556) (3,358) 837	\$79,506 19,734 27,392 (11,117) 2,298 1,595	\$109,872 31,922 36,980 (11,222) (5,724) 2,392	\$175,635 47,131 46,149 (13,860) 344 1,512	\$40,167 15,017 15,495 (4,751) (2,191) 411	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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	\$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	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568)	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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	\$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	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468)	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568)	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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	\$37,736 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)	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891)	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291)	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478)	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229)	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800)	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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	\$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 (19,151)	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614)	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128)	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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:	\$37,736 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) (141,042)	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407)	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777)	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632)	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614)	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545)	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357)	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360)	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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	\$37,736 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) (141,042)	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407)	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291)	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632)	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614)	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545)	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357)	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360)	ended 6/30/16	ended 9/30/16 ended 12/51/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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-based compensation plans and ESP Plan	\$37,736 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) 170,000 5,064	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407) 165,000 6,365	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777)	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632) 260,000 2,076	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614) 310,000 3,824	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545)	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357) 420,000 7,499	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360) 65,000 2,580	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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-based compensation plans and ESP Plan Purchases of treasury stock	\$37,736 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)	\$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)	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407) 165,000 6,365 (387,126)	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777) 200,000 7,767 (432,006)	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632) 260,000 2,076 (324,042)	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614) 310,000 3,824 (441,442)	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545) 435,000 5,583 (453,000)	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357) 420,000 7,499 (509,049)	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360) 65,000 2,580 (45,487)	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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-based compensation plans and ESP Plan Purchases of treasury stock Excess tax benefit from stock-based compensation plans	\$37,736 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) 170,000 5,064	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407) 165,000 6,365	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777)	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632) 260,000 2,076	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614) 310,000 3,824	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545)	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357) 420,000 7,499	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360) 65,000 2,580	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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-based compensation plans and ESP Plan Purchases of treasury stock Excess tax benefit from stock-based compensation plans Payments for debt issuance and debt conversion costs	\$37,736 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	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407) 165,000 6,365 (387,126) 19,275	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777) 200,000 7,767 (432,006) 20,193	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632) 260,000 2,076 (324,042) 7,556	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614) 310,000 3,824 (441,442) 11,117	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545) 435,000 5,583 (453,000) 11,222	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357) 420,000 7,499 (509,049) 13,860	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360) 65,000 2,580 (45,487) 4,751	ended 6/30/16	ended 9/30/16 ended 12/31/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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-based compensation plans and ESP Plan Purchases of treasury stock Excess tax benefit from stock-based compensation plans Payments for debt issuance and debt conversion costs Cash used in financing activities	\$37,736 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 - (118,109)	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407) 165,000 6,365 (387,126) 19,275 - (196,486)	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777) 200,000 7,767 (432,006) 20,193 - (208,670)	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632) 260,000 2,076 (324,042) 7,556 - (54,410)	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614) 310,000 3,824 (441,442) 11,117 - (116,501)	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545) 435,000 5,583 (453,000) 11,222 - (1,195)	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357) 420,000 7,499 (509,049) 13,860	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360) 65,000 2,580 (45,487) 4,751	ended 6/30/16	ended 9/30/16 ended 12/51/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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-based compensation plans and ESP Plan Purchases of treasury stock Excess tax benefit from stock-based compensation plans Payments for debt issuance and debt conversion costs Cash used in financing activities Net increase (decrease) in cash and cash equivalents	\$37,736 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)	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407) 165,000 6,365 (387,126) 19,275 - (196,486) (68,284)	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777) 200,000 7,767 (432,006) 20,193 - (208,670) (24,668)	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632) 260,000 2,076 (324,042) 7,556 - (54,410) (60,379)	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614) 310,000 3,824 (441,442) 11,117 - (116,501) 9,288	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545) 435,000 5,583 (453,000) 11,222 (1,195) 33,567	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357) 420,000 7,499 (509,049) 13,860 - (67,690) 35,514	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360) 65,000 2,580 (45,487) 4,751 	ended 6/30/16	ended 9/30/16 ended 12/51/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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 Financing activities: Net issuance (payment) of debt Proceeds from stock-based compensation plans and ESP Plan Purchases of treasury stock Excess tax benefit from stock-based compensation plans Payments for debt issuance and debt conversion costs Cash used in financing activities Net increase (decrease) in cash and cash equivalents Cash used by discontinued operation	\$37,736 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) 0	\$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) 0	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407) 165,000 6,365 (387,126) 19,275 - (196,486) (68,284) 0	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777) 200,000 7,767 (432,006) 20,193 - (208,670) (24,668) 0	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632) 260,000 2,076 (324,042) 7,556 - (54,410) (60,379) 0	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614) 310,000 3,824 (441,442) 11,117 - (116,501) 9,288 0	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545) 435,000 5,583 (453,000) 11,222 - (1,195) 33,567 0	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357) 420,000 7,499 (509,049) 13,860 	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360) 65,000 2,580 (45,487) 4,751 	ended 6/30/16	ended 9/30/16 ended 12/51/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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-based compensation plans and ESP Plan Purchases of treasury stock Excess tax benefit from stock-based compensation plans Payments for debt issuance and debt conversion costs Cash used in financing activities Net increase (decrease) in cash and cash equivalents Cash used by discontinued operation Effects of exchange rates on cash and cash equivalents	\$37,736 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 (140,261) 0 (445)	\$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) 0 328	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407) 165,000 6,365 (387,126) 19,275 - (196,486) (68,284) 0 (14,486)	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777) 200,000 7,767 (432,006) 20,193 (208,670) (24,668) 0 (34,020)	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632) 260,000 2,076 (324,042) 7,556 - (54,410) (60,379) 0 (23,270)	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614) 310,000 3,824 (441,442) 11,117 (116,501) 9,288 0 (17,009)	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545) 435,000 5,583 (453,000) 11,222 (1,195) 33,567 0 (27,625)	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357) 420,000 7,499 (509,049) 13,860 (67,690) 35,514 0 (27,840)	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360) 65,000 2,580 (45,487) 4,751 	ended 6/30/16	ended 9/30/16 ended 12/51/16
Net income Adjustments to reconcile net income (loss) to net cash provided by operating activities: 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 Financing activities: Net issuance (payment) of debt Proceeds from stock-based compensation plans and ESP Plan Purchases of treasury stock Excess tax benefit from stock-based compensation plans Payments for debt issuance and debt conversion costs Cash used in financing activities Net increase (decrease) in cash and cash equivalents Cash used by discontinued operation	\$37,736 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) 0	\$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) 0	\$124,622 28,888 29,425 (19,275) (1,299) 1,572 111,676 275,609 (25,516) (121,891) (147,407) 165,000 6,365 (387,126) 19,275 - (196,486) (68,284) 0	\$183,766 39,412 38,861 (20,193) (719) 2,350 103,302 346,779 (38,486) (124,291) (162,777) 200,000 7,767 (432,006) 20,193 - (208,670) (24,668) 0	\$28,351 10,128 16,729 (7,556) (3,358) 837 (39,468) 5,663 (11,632) 0 (11,632) 260,000 2,076 (324,042) 7,556 - (54,410) (60,379) 0	\$79,506 19,734 27,392 (11,117) 2,298 1,595 29,995 149,403 (23,614) 0 (23,614) 310,000 3,824 (441,442) 11,117 - (116,501) 9,288 0	\$109,872 31,922 36,980 (11,222) (5,724) 2,392 102,087 266,307 (36,067) (195,478) (231,545) 435,000 5,583 (453,000) 11,222 - (1,195) 33,567 0	\$175,635 47,131 46,149 (13,860) 344 1,512 88,650 345,561 (46,128) (196,229) (242,357) 420,000 7,499 (509,049) 13,860 	\$40,167 15,017 15,495 (4,751) (2,191) 411 (55,568) 8,580 (6,560) (800) (7,360) 65,000 2,580 (45,487) 4,751 	ended 6/30/16	ended 9/30/16 ended 12/51/16