

# FEDERAL RETIREMENT THRIFT INVESTMENT BOARD 1250 H Street, NW Washington, DC 20005

# January 13, 2012

MEMORANDUM FOR THE EXECUTIVE DIRECTOR

FROM:

JAMES B. PETRICK

CHIEF FINANCIAL OFFICE

SUBJECT:

QUARTERLY FINANCIAL ASSESSMENT OF TSP'S PRIMARY

**VENDORS – JANUARY 2012** 

The Board has requested that each quarter we review the TSP's primary vendors and report on their financial standing. This quarter, we have again reviewed Serco Group, BlackRock Inc., Equinix Inc., R.R. Donnelley & Sons, MetLife Inc., and The Active Network, Inc. For the first time, we are including SunGard since it is a critical subcontractor to Serco.

For each vendor we have analyzed the following:

#### 1. Current Financial Condition:

Our financial analysis consists of a review of the vendor's key financial statistics from their current income statement and balance sheet for the most recent quarter available to determine their overall financial stability. For this report, we are using available data for the period through September 30, 2011. We determine whether there is evidence of stable or growing income (i.e., the profitability of the company). We also review the current balance sheet to determine: 1) the current ratio of assets to liabilities to ascertain the vendor's ability to meet short term liquidity needs, and 2) the ratio of total debt to total assets to ascertain the prospects for longer term profitability. Then, we look for significant changes from prior to current periods to identify trends that may require further explanation. For comparative purposes, we have included information from the first nine months of 2011, year-end 2010, the first nine months of 2010, and year-end 2009.

# 2. Dun & Bradstreet Credit Score:

We continue our practice of reviewing the Dun & Bradstreet credit scores. These scores predict the likelihood of a firm paying in a severely delinquent manner (90+ days past term) over the next twelve months. The score range is 1-5 with 1 being the lowest risk and 5 the highest risk of the firm paying in a severely delinquent manner. While this score has some descriptive value in terms of the firm's current relationship with its credi-

tors and can disclose potential financial problems, it should only be considered one part of a firm's overall financial picture.

#### 3. Significant Events:

This section includes a description of any significant items that could impact the company's financial situation, such as significant pending litigation, mergers and acquisitions, or major stock issuances or redemptions.

### 4. Risk Mitigation:

This section describes the risk to the TSP if the vendor were to become unable to meet the terms of the TSP's contract and what steps we would take to mitigate the risk to ongoing TSP operations.

**Attachments** 

# Serco Services Inc. (a subsidiary of Serco Group plc)

General Information: Serco Group plc is a business services company based in Hook, North Hampshire in the United Kingdom. In 2005, Serco acquired Resource Consultants Inc. (RCI), which expanded its capabilities in IT services, systems engineering, strategic consulting and human resource-focused business process management. In 2008, Serco acquired SI International, further broadening its capabilities in IT and professional services in North America and gaining new US government relationships. Serco now employs more than 11,500 people in over 100 locations across North America.

Serco Services Inc. is the prime contractor for managing both FRTIB data centers, operating and maintaining the information technology (IT) components of the TSP record keeping system, providing incoming mail, data entry and imaging support, and operating the Clintwood Call Center. Serco Services Inc. also administers the accounting, court ordered payments, death benefits, and payroll office liaison functions. Serco Services Inc. relies on subcontracting support as follows: ICF International (formerly Jacob and Sundstrom, Inc.) for systems programming and network engineering support for both our primary and secondary data centers; and SunGard for TSP record keeping support and maintenance of our core record keeping capabilities contained in its commercial-off-the-shelf proprietary software packages.

Assessment: Since the beginning of the financial year, Serco Group has been awarded £1.9 billion of contracts, comprising signed contracts valued at £4.2 billion and preferred bidder appointments valued at £0.2 billion. Serco Group continues to be a profitable and growing company. Serco Services Inc. has an extensive portfolio of Federal government contracts, and now serves all branches of the U.S. military, numerous civilian agencies and the intelligence community. We find no indication that Serco Services Inc. is unable to fulfill its contractual obligations to the TSP.

<u>Current Financial Condition</u>: Serco Group plc (Serco) provides financial results as of June 30 and December 31 of each year. We include available results below.

- Income Statement: For the six-month period ending June 30, 2011, Serco Group
  plc reported revenues of £2.2 billion, an increase of 5 percent from the £2.1
  billion reported in the same period of 2010. Net profit through June 30, 2011 was
  £82.2 million, an increase of 10 percent from the £74.4 million reported in the first
  six months of 2010.
- Balance Sheet: At June 30, 2011, Total Assets were £2.7 billion, an increase of £0.2 billion from the £2.5 billion reported at year-end 2010. Total Liabilities were £1.8 billion, an increase of £0.1 billion from the £1.7 billion reported at year-end 2010.
- Cash Flow: At June 30, 2011, cash and cash equivalents totaled £305.0 million, an increase of £25.7 million from £279.3 million at year-end 2010.

- Leverage: At June 30, 2011, Total Liabilities as a percent of Total Assets remained flat at 67 percent from year-end 2010.
- Current Ratio: The Current Ratio (Current Assets/Current Liabilities) increased to 1.2 from 1.1 reported at year-end 2010.

<u>Dun & Bradstreet Credit Score Class</u>: As of December 30, 2011, the credit score for Serco Services Inc. as a subsidiary of Serco Group plc, was 3, (moderate risk), unchanged from the credit score reported in the prior quarter.

Stock Performance: Serco Group plc's closing share price on December 30, 2011, was £474.00, down from its 52-week high of £618.50 on March 4, 2011. The 52-week low was £458.00 on December 14, 2011.

SAS 70/SSAE 16 Report: Not available.

#### Significant Events:

- December 21, 2011 Serco was awarded a \$34 million indefinite delivery, indefinite quantity (ID/IQ) contract to provide engineering, testing, and support services to the U.S. Navy Space and Naval Warfare Systems Command (SPAWAR).
- December 7, 2011 Serco was awarded a \$47 million ID/IQ contract to provide Manpower, Personnel, Training and Education (MPTE) planning support, policy and program analysis, financial program management, and training solutions for the U.S. Navy.

<u>Risk Mitigation</u>: Should Serco Services Inc. cease operations, we could issue letter contracts (an agreement to be negotiated at a later point) on an emergency basis to: a) ICF International to continue systems programming and possibly expand support to data center operations, and; b) SunGard to continue incoming mail, data entry, and other operations to maintain the TSP record keeping system, accounting, legal, and Agency interface operations.

If Serco Services Inc. were unable to operate the Virginia call center, The Active Network, Inc.'s call center in Maryland could serve as a temporary backup. The Agency is continuing to develop the requirements for a new statement of work (SOW) for the recompetition of Serco IT record keeping services. We have engaged a contractor, ASI Government, Inc., to assist in the development of the requirements and solicitation process for re-competition of this contract. We are currently planning to conduct the competition in CY 2012.

Income Statement (In £ millions) Serco Group

	12/31/2009 Audited	3,970.0 3,383.2	586.8	357.1	229.7	17.6	•	17.6	212.1	2.7	37.7	177.1	46.9	130.2
Six Months Ended	<b>6/30/2010 12</b> Unaudited	2,140.3 1,824.2	316.1	191.7	124.4	8.8	•	8.8	115.6	1.6	15.8	101.4	27.0	74.4
<i>3</i> 3	<b>12/31/2010</b> Audited	4,326.7 3,682.4	644.3	385.6	258.7	17.4	•	17.4	241.3	3.9	31.3	213.9	57.1	156.8
Six Months Ended	<b>6/30/2011</b> Unaudited	2,245.8 1,912.8	333.0	199.2	133.8	8. 4.	3.4	11.8	122.0	5.3	15.5	111.8	29.6	82.2
		Revenue Cost of sales	Gross profit	Administrative expenses	Adjusted operating profit Other expenses – amortization of	intangibles arising on acquisition Other expenses – acquisition-related	costs	lotal administrative expenses	Operating profit	Investment revenue		Tion before tax	Describe for the contract of	Profit for the period

#### Serco Group Balance Sheet (In £ millions)

	6/30/2011	12/31/2010	6/30/2010	12/31/2009
Assets	Unaudited	Audited	Unaudited	Audited
Current assets				
Cash and cash equivalents	305.0	279.3	313.8	319.4
Derivative financial instruments	15.2	3.9	4.1	1.4
Trade and other receivables	815. <b>6</b>	786.2	801.4	720.9
Current tax assets	3.9	4.0	2.9	-
Inventories	70.5	65.4	62.7	65.9
Total current assets	1,210.2	1,138.8	1,184.9	1,107.6
Non-current assets				
Goodwill	932.7	899.5	925.7	898.4
Other intangible assets	146.9	145.0	146.4	164.4
Property, plant and equipment	146.9	135.4	129.9	129.2
Trade and other receivables	201.9	156.7	206.5	181.4
Retirement benefit assets	14.9	100.7	200.5	101.4
Deferred tax assets	27.7	38.1	50.2	48.0
Derivative financial instruments	2.2	3.5	3.6	
Total non-current assets	1,473.2	1,378.2	1,462.3	2.5
Total assets	2,683.4	2,517.0	2.647.2	1,423.9 2,531.5
Liabilities				
Current liabilities				
Trade and other payables	836.1	805.5	871.0	771.6
Current tax liabilities	9.9	19.5	19.0	14.1
Obligations under finance leases	9.0	7.1	7.3	6.0
Loans	147.0	159.5	105.9	110.7
Derivative financial instruments	4.8	2.4	5.6	5.5
Total current liabilities	1,006.8	994.0	1,008.8	907.9
Non-current liabilities				
Trade and other payables	28.6	22.2	04.0	20.4
Obligations under finance leases	17.1	22.2 19.3	21.8	23.1
Loans	457.1		19.1	18.0
Derivative financial instruments	0.9	354.6 5.2	498.3	543.2
Retirement benefit obligations	240.2	226.2	2.8	1.7
Provisions	37.2	39.6	319.6	294.2
Deferred tax liabilities	14.6	14.6	41.0	42.3
Total Long-term liabilities	795.7		8.6	9.0
Total liabilities	1,802.5	681.7 1,675.7	911.2 1,920.0	931.5 1,839.4
			.,020.0	1,000.4
Equity				
Share capital .	9.9	9.9	9.8	9.8
Share premium account	307.3	306.7	305.5	304.1
Capital redemption reserve	0.1	0.1	0.1	0.1
Retained earnings Retirement benefit obligations	625.4	568.5	496.8	444.1
reserve	(155.9)	/140.01	(460.4)	(450.0)
Share-based payment reserve	63.6	(142.8) 58.7	(163.1)	(150.0)
Own shares reserve	(48.9)		54.4	49.6
Hedging and translation reserve	79.4	(27.5)	(28.3)	(13.0)
Equity attributable to equity	13.4	67.7	51.9	47.3
holders of the parent	880.9	841.3	727.1	éon o
Non controlling interest		041.3		692.0
Total equity	880.9	841.3	0.1 727.2	0.1
Total liabilities and		047.0	721.2	692.1
shareholders' equity	2,683.4	2,517.0	2,647.2	2,531.5
Current ratio: Current				
assets/Current liabilities	1.2	1.1	1.2	4.0
Leverage: Total liabilities/Total	t odno	•. 1	1.4	1.2
assets	67%	67%	73%	73%

Serco Group Cash Flow Statement (In £ millions)

	<b>6/30/2011</b> Unaudited	<b>12/31/2010</b> Audited	<b>6/30/2010</b> Unaudited	<b>12/31/2009</b> Audited
Net cash inflow/(outflow) from operating activities Net cash inflow/(outflow) from investing activities Net cash inflow/(outflow) from financing activities	78.9 (64.5) 11.4	241.0 (41.7) (247.5)	150.8 (13.6) (145.5)	235.1 (64.5)
Change in cash and cash equivalents	25.8	(48.2)	(8.3)	73.9
Net exchange gain/(loss)	(0.1)	8.1	2.7	(5.3)
cash and cash equivalents at beginning of period	279.3	319.4	319.4	250.8

319.4

313.8

279.3

305.0

Cash and cash equivalents at end of period

#### BlackRock, Inc.

General Information: BlackRock, Inc. is one of the leading investment management companies in the U.S. The firm's products include a spectrum of fixed income and mutual funds, as well as investment tools, outsourcing and advisory services to institutional investors. The Company also offers risk management and investment technology services to insurance companies, finance companies, pension funds, foundations, REITs, commercial and mortgage banks, savings institutions and government agencies.

Assessment: As of September 30, 2011, BlackRock's assets under management total US\$3.345 trillion across equity, fixed income, cash management, alternative investment, real estate and advisory strategies. The company acquired Barclays Global Investors (BGI) in December 2009 under the BlackRock name, making it the largest money manager in the world. We find no indication that BlackRock is unable to fulfill its contractual obligations to the TSP.

#### **Current Financial Condition:**

- Income Statement: For the nine months ended September 30, 2011, BlackRock reported Total Revenue of \$6.9 billion which increased 12 percent from the \$6.1 billion reported for the same period in 2010. For the nine months ended September 30, 2011, the Company reported a Net Income of \$1.8 billion, up 27 percent from a Net Income of \$1.4 billion reported for the same period in 2010.
- Balance Sheet: As of September 30, 2011, Total Assets of \$174.3 billion were reported, a decrease of \$4.2 billion from the \$178.5 billion reported at year-end 2010. Total Liabilities reported were \$149.3 billion, down \$2.8 billion from the \$152.1 billion reported at year-end 2010.
- Cash Flow: As of September 30, 2011, the Company reported cash and cash equivalents of \$3.0 billion, a decrease of \$0.4 billion from the \$3.4 billion reported at year-end 2010.
- Leverage: As of September 30, 2011, Total Liabilities reported were 86 percent of Total Assets, compared to 85 percent at year-end 2010.
- Current Ratio: N.A. (BlackRock Inc. does not present current assets and current liabilities in its balance sheet presentation).

<u>Dun & Bradstreet Credit Score Class</u>: As of December 30, 2011, the credit score was 4 (higher risk) compared to a credit score of 3 (moderate risk) in the previous quarter.

Stock Performance: BlackRock Inc.'s closing share price on December 30, 2011, was \$178.24, down from its 52-week high of \$207.06 on May 3, 2011. The 52-week low was \$141.77 on October 3, 2011.

SAS 70/SSAE 16 Report: Deloitte & Touche's SAS-70 reported on the Service Auditor's Report on Controls Placed in Operation and Tests of Operating Effectiveness for Asset Management Services dated December 10, 2010. This report covers operations from December 1, 2009 through September 30, 2010, and identified no significant areas of concern to the TSP.

#### Significant Events:

- January 11, 2012 BlackRock, Inc., Guggenheim Partners, LLC. ("Guggenheim"), and Claymore Investments, Inc. ("Claymore Canada") announced that BlackRock had entered into a definitive agreement to acquire Claymore Canada. Based in Toronto, Claymore is an independent Canadian subsidiary of Guggenheim Funds Services Group, a subsidiary of Guggenheim Partners, LLC.
- November 29, 2011 BlackRock announced a quarterly cash dividend of \$1.375 per share of common stock, paid on December 23, 2011.
- In March 2011, the Company entered into a five-year \$3.5 billion unsecured revolving credit facility, which allows the Company to request an additional \$1.0 billion of borrowing capacity, subject to lender credit approval. The Company is required to maintain a leverage ratio<sup>1</sup> below 3 to 1, which was satisfied with a ratio of about 1 to 1 at September 30, 2011.
- In the third quarter of 2011, BlackRock continued to incur BGI integration costs.
   UK lease exit costs of two locations in London amounted to \$63 million while
   other BGI integration related expenses resulted in an additional \$90 million of
   costs.

Risk Mitigation: BlackRock manages the TSP's bond and equity funds. TSP assets are held in trust and cannot be accessed by BlackRock's creditors. The main risk to the TSP is that BlackRock's investment operations could be interrupted or terminated. There is a risk during the transition period, while the TSP acquires a successor investment manager, that the TSP might be unable to invest and disinvest participants' money in a timely fashion. Additionally, there may be transaction costs associated with transferring the assets to another investment manager, but this risk is mitigated by the terms of the current contract with BlackRock, which provides for the transfer in kind of the TSP assets.

<sup>&</sup>lt;sup>1</sup> Ratio of net debt to earnings before interest, taxes, depreciation and amortization, where net debt equals total debt less unrestricted cash.

#### BlackRock, Inc. Income Statement (in \$ millions)

	Nine Months Ended		Nine Months Ended	
	<b>09/30/11</b> Unaudited	12/31/10 Audited	09/30/10 Unaudited	12/31/09 Audited
Revenue				
Investment advisory, administration fees and securities lending revenue				
Related parties	4.075	4.893	3.529	2.616
Other third parties	1,958	2,397	1,810	1,210
Investment advisory, administration fees and securities lending revenue	6,033	7,290	5,339	3,826
Investment advisory performance fees	224	540	214	•
BlackRock Solutions and advisory	361	460	328	202
Distribution fees	78	116	89	477 100
Other revenue	158	206	149	95
Total revenue	6,854	8,612	6,119	4,700
Expenses				<del></del>
Employee compensation and benefits	2.405	0.007		
Distribution and servicing costs	2,425	3,097	2,256	1,802
Related parties	3	226	194	
Other third parties	296	182	194	368
Amortization of deferred mutual fund sales commissions	63	102	79	109
Direct fund expenses	435	493	359	100 95
General and administration	1,074	1.354	945	95 779
Restructuring charges	117	-,55	3-3	22
Amortization of intangible assets	-	160	120	147
Total expenses	4,413	5,614	4,061	3,422
Operating income	2,441	2,998	2,058	1,278
Non-operating income (expense)				
Net gain (loss) on investments	18	179	117	40
Net gain (loss) on consolidated variable interest entities	(36)	(35)	(16)	42
Interest and dividend income	25	29	19	20
Interest expense	(128)	(150)	(115)	(68)
Total non-operating income (expense)	(121)	23	5	(6)
Income before income taxes				
Income tax expense	2,320	3,021	2,063	1,272
Net income	564	971	662	375
Less: Net income (loss) attributable to redeemable non-controlling interests	1,756	2,050	1,401	897
Less: Net income (loss) attributable to nonredeemable non-controlling	-	3	2	2
interests  Net income attributable to BlackRock, Inc.	(26)	(16)	(7)	20
ret moone attributable to Diagrack, Inc.	1,782	2,063	1,406	875

#### BlackRock, Inc. Balance Sheet (in \$ millions)

	<b>09/30/11</b> Unaudited	12/31/10 Audited	<b>09/30/10</b> Unaudited	12/31/09 Audited
Assets				
Cash and cash equivalents	2,983	3,367	2,636	4,708
Accounts receivable	2,073	2,095	2,052	1,718
Due from related parties	145	150	168	189
Investments	1,525	1,540	1,512	1,049
Assets of consolidated variable interest entitles	,	.,	.,	,,,,,,
Cash and cash equivalents	70	93	91	
Bank loans and other investments	1,638	1,312	1,293	-
Separate account assets	115,265	121,137	116,667	119,629
Collateral held under securities lending agreements	19,317	17,638	18,981	19,335
Deferred mutual fund sales commissions, net	45	66	75	103
Property and equipment (net of accumulated depreciation)	545	428	429	443
Intangible assets (net of accumulated amortization)	17,395	17,512	17,546	17,666
Goodwill	12,797	12,805	12,641	12,638
Other assets	484	316	413	588
Total assets	174,282	178,459	174,504	178,066
Liabilities				
Accrued compensation and benefits	1,105	1,520	1,146	1,482
Accounts payable and accrued liabilities	1,171	1,068	1,234	850
Due to related parties	23	57	151	490
Short-term borrowings	100	100	100	2,234
Liabilities of consolidated variable interest entities				
Borrowings	1,586	1,278	1,237	-
Other liabilities	7	7	7	-
Convertible debentures	•	67	67	243
Long-term borrowings	4,690	3,192	3,191	3,191
Separate account liabilities	115,265	121,137	116,667	119,629
Collateral liability under securities lending agreements	19,317	17,638	18,981	19,335
Deferred tax liabilities	5,366	5,477	5,548	5,518
Other liabilities	713	584	495	492
Total liabilities	149,343	152,125	148,824	153,464
Temporary equity				
Redeemable non-controlling interests	1	6	54	49
Total temporary equity	1	6	54	49
Permanent Equity				
BlackRock, Inc. stockholders' equity				
Common stock	1	1	1	1
Preferred stock	-	1	1	1
Additional paid-in capital	20,150	22,502	22,400	22,127
Retained earnings	4,736	- 3,723	3,260	2,436
Appropriated retained earnings	79	75	94	-
Accumulated other comprehensive (loss)	(110)	(96)	(95)	(96)
Escrow shares, common, at cost	(1)	(1)	(137)	(137)
Treasury stock, common, at cost	(128)	(111)	(124)	(3)
Total BlackRock, Inc. stockholders' equity	24,727	26,094	25,400	24,329
Nonredeemable non-controlling interests	175	189	180	224
Nonredeemable non-controlling interests of consolidated variable interest entities	36	45	46	
Total permanent equity	24,938	26,328	25,626	24,553
Total liabilities, temporary equity and permanent equity	174,282	178,459	174,504	178,066
Total liabilities/Total assets	86%	85%	85%	86%

BlackRock, Inc. Statement of Cash Flows (in \$ millions)

	Nine Months Ended 09/30/11	12/31/10	Nine Months Ended 09/30/10	12/31/09
	Unaudited	Audited	Unaudited	Audited
Net cash inflow/(outflow) from operating activities	1,953	2,488	4 445	•
Net cash inflow/(outflow) from investing activities	(186)	(627)	(439)	1,399
Change in cash and one produced activities	(2,175)	(3,170)	(3.004)	6 749
Crango in casi and casi equivalents	(384)	(1,341)	(2,031)	2.676
Cash and cash equivalents - beginning of the period	1000			
	7,307	4,708	4,708	2,032
Cash and cash equivalents - end of the period	2,983	1300		
•		2000	2,677	4,708

#### Equinix Inc.

General Information: Equinix, Inc. is a U.S. based public corporation that provides network-neutral data centers (IBX or "Internet Business Exchange") and interconnection services. The company offers collocation, traffic exchange and outsourced IT infrastructure solutions to enterprises, content companies, systems integrators and network service providers. Equinix has 99 data centers in 38 major metropolitan areas in 13 countries in North America, Europe and Asia, representing more than 4,600 customers. In the U.S., data centers are in 22 metropolitan areas.

Assessment: On May 3, 2010, Equinix completed its acquisition of Switch and Data, a transaction valued at about \$683.4 million. Equinix's data center hosts services for the TSP at two sites. The TSP's primary data center operates out of a northern Virginia facility and a western Pennsylvania facility houses our backup data center. Although profitability has been impaired as a result of the need to finance the Switch and Data acquisition, revenue growth and market share remain strong. We have no indication that Equinix with be unable to perform its contractual commitments.

<u>Current Financial Condition</u>: Results for the period ended September 30, 2011 include the operations of the ALOG Data Centers of Brazil S.A. acquisition from April 25, 2011.

- Income Statement: Equinix reported total revenue of \$1.176 billion for the first nine months of 2011, up 34 percent from the \$875.0 million reported for the same period in 2010. The Company reported Net Income of \$76.2 million, an increase of 230 percent from the Net Income of \$23.1 million reported in the same period in 2010.
- Balance Sheet: As of September 30, 2011, Total Assets of \$5.7 billion were reported, an increase of \$1.3 billion from the \$4.4 billion reported at year-end 2010. Total Liabilities were \$3.6 billion, an increase of \$1.0 billion from the \$2.6 billion at year-end 2010.
- Cash Flow: Cash and cash equivalents were \$370.5 million at September 30, 2011, a decrease of \$72.3 million from the \$442.8 million reported at year-end 2010.
- Leverage: As of September 30, 2011, Total Liabilities were 64 percent of Total Assets, increasing from 58 percent at year-end 2010.
- Current Ratio: As of September 30, 2011, the Current Ratio (Current Assets/Current Liabilities) was 2.0, compared to 2.4 reported at year-end 2010.

<u>Dun & Bradstreet Credit Score Class</u>: As of December 30, 2011, the credit score was 1 (lowest risk) compared to a credit score of 2 (low risk) in the prior quarter.

Stock Performance: Equinix's closing share price on December 30, 2011, was \$101.40, down from its 52-week high of \$105.28 on July 28, 2011. The 52-week low was \$82.03 on August 22, 2011.

SAS 70/SSAE 16 Report: Brightline CPA & Associates Inc. reported on The Independent Service Auditor's Report on a Description of a Service Organization's System and the Suitability of the Design and Operating Effectiveness of Controls dated December 19, 2011. This report covers a review of the Company's data center hosting services systems from June 1, 2011 to November 30, 2011, and identified no areas of concern to the TSP.

#### Significant Events:

- November 9, 2011 Equinix opened the first phase of its second International Business Exchange (IBX) data center in Hong Kong, HK2, which was built to meet the increasing demand for premium colocation and interconnection data center services. HK2 represents a \$63 million investment and extends the platform to 99 data centers, across 38 strategic markets.
- In September 2011, Equinix entered into a \$150 million senior unsecured revolving credit facility with a group of lenders, and has a five-year term and allows a sublimit for the issuance of letters of credit of up to \$100 million and a sublimit for swing line borrowings of up to \$25 million.
- April 26, 2011 Equinix completed the acquisition of ALOG Data Centers of Brazil S.A. in an all cash transaction. Equinix invested a total of approximately \$83 million—approximately \$68 million as part of the acquisition and approximately \$15 million to provide additional capital to fund future data center expansions.

<u>Risk Mitigation</u>: The merger of Switch & Data with Equinix allows for a greater number of services available to the TSP, offering a more comprehensive solution to our data center needs. As Equinix is critical to TSP operations, we will continue to closely monitor their performance.

Equinix Inc. Income Statement (in \$ thousands)

12/31/09 Audited	882.509	483 400	63 584	155,324	(6,053)	5,155	701,430		181,079	2,384	(74,232)		(2,590)	•	2.387	109.028	(39.597)	69,431	•	69,431
Nine Months Ended 09/30/10 Unaudited	875,090	481.108	79,586	155,961	6,243	11,957	734,855	+ 	140,235	1,307	(101,653)	4	3,626	(4.831)	193	38,877	(15,756)	23,121	•	23,121
12/31/10 Audited	1,220,334	674,667	111,104	220,781	6,734	12,337	1,025,623	104 711		1,515	(140,475)	o c	3,626	(10,187)	069	49,880	(12,999)	36,881	•	36,881
Nine Months Ended 09/30/11 Unaudited	1,175,530	638,301	113,769	194,258	2,186	671,2	951,243	224.287	1 508	026,1	(120,132)	•	•	•	1,438	101,099	(24,582)	76,517	(323)	76,194
	Revenues Costs and operating ourselves	Cost of revenues	General and administration	Restricturing charges	Acquisition costs	Total costs and operating expenses	operados Burnados Bur	Income from operations	Interest income	Interest expense	Other than temporary impairment recovery	(loss) on investments	Loss on debt extinguishment and interest	rate swaps, net	Income before taxes	Income to consolo the contraction	Net income	Net income attributable to redeemable non-	controlling interests	Net income attributable to Equinix ==

### Equinix Inc. Balance Sheet (in \$ thousands)

	Nine Months Ended		Nine Months Ended	
	09/30/11	12/31/10	09/30/10	12/31/09
	Unaudited	Audited	Unaudited	Audited
Assets				
Cash and cash equivalents	270 500	440.044		
Short-term investments	370,523 700,246	442,841	389,149	346,056
Accounts receivable, net	144,185	147,192	322,979	248,508
Other current assets	115,344	116,358 71,657	115,616	64,767
Total Current Assets	1,330,298	778,048	64,067 891,811	68,556 727,887
Long term investments	22.112			727,007
Property, plant and equipment net	99,419	2,806	3,223	9,803
Goodwill	3,122,094	2,650,953	2,582,890	1,808,115
Intangible assets, net	867,280	774,365	778,258	381,050
Other assets	153,505	150,945	155,601	51,015
Total assets	158,091	90,892	69,108	60,280
	5,730,687	4,448,009	4,480,891	3,038,150
Liabilities and shareholders' equity				
Accounts payable and accrued expenses	181,093	145,854	134,091	00.050
Accrued property, plant and equipment	90,181	91,667	97,012	99,053
Current portion of capital lease and other	,	01,007	37,012	109,876
financing obligations	11,367	7,988	7.604	0.450
Current portion of loans payable	74,652	19,978	7,624	6,452
Current portion of convertible debt	243,176	19,970	22,480	58,912
Other current liabilities	55,687	52,628	49,818	44 400
Total current liabilities	656,156	318,115	311,025	41,166 315,459
Capital lease and other financing				8
obligations, less current portion	070.040			
Loans payable, less current portion	376,848	253,945	261,929	154,577
Senior notes	161,984	100,337	179,027	371,322
Convertible debt	1,500,000	750,000	750,000	-
Other liabilities	691,520	916,337	910,495	893,706
Total liabilities	253,300 3, <b>639,808</b>	228,760	214,442	120,603
<u> </u>	3,003,000	2,567,494	2,626,918	1,855,667
Redeemable non-controlling interests	66,372	-	•	_
Shareholders' equity				
Common stock	47	40	-	
Additional paid-in capital	2,417,78 <del>1</del>	46	46	39
Accumulated other comprehensive	2,717,701	2,341,586	2,320,107	1,665,662
income/( loss)	(400,440)			
Accumulated deficit	(120,416)	(112,018)	(103,321)	(97,238)
Total shareholders' equity	(272,905)	(349,099)	(362,859)	(385,980)
Total liabilities and shareholders' equit	2,024,507	1,880,515	1,853,973	1,182,483
. our numities and shareholders equi	5,730,687	4,448,009	4,480,891	3,038,150
Current ratio:				
Current assets/Current liabilities	2.0	2.4	2.9	2.3
Leverage:			£	2.3
Total liabilities/Total assets	64%	58%	59%	61%
rotar navinties/ rotal assets			0070	0176

Equinix Inc.
Statement of Cash Flows
(in \$ thousands)

	Nine Months Ended 09/30/11 Unaudited	12/31/10 Audited	Nine Months Ended 09/30/10 Unaudited	12/31/09 Audited	
Net cash provided by operating activities from continuing operations Net cash used in investing activities Net cash provided by financing activities	399,988 (1,304,819) 832,111	392,872 (600,969) 309,686	269,981 (618,507) 395,675	355,492 (558,178) 323,598	
Effect of exchange rate charges on cash Net increase in cash and cash equivalents	402 (72,318)	(4,804) 96,785	(4,056)	4,937	
Cash and cash equivalents - beginning of the period	442,841	346,056	346,056	220,207	
Cash and cash equivalents - end of the period	370,523	442,841	389,149	346,056	

#### R.R. Donnelley & Sons

General Information: R.R. Donnelley & Sons and Company of Chicago, IL, was awarded the contract for bulk mailing services in March 2006. These services include printing and mailing Agency documents, education, and marketing materials to participants, beneficiaries, and third parties.

Assessment: R.R. Donnelley was ranked number one in the publishing and printing industry with a Fortune 500 ranking of 247 in 2011, and has locations throughout North America, Latin America, Asia and Europe. The Company reported annual losses for 2007, 2008 and 2009 related to restructuring in light of reduced printing demand. However this appears to have paid off in a return to profitability in 2010 and 2011. There is no indication at this time that it will be unable to meet its contractual obligations to the TSP.

## **Current Financial Condition:**

- Income Statement: For the nine months ending September 30, 2011, R.R.
  Donnelley reported net sales of \$7.9 billion, up 8 percent from the \$7.3 billion
  reported in the same period of 2010. The Company reported net income of
  \$204.1 million, up 5 percent from the \$194.7 million reported for the same period
  in 2010.
- Balance Sheet: As of September 30, 2011, \$8.9 billion of Total Assets were reported, down \$0.2 billion from the \$9.1 billion reported at year-end 2010. Total Liabilities of \$7.1 billion were reported, up \$0.2 billion from the \$6.8 billion reported at year-end 2010.
- Cash Flow: As of September 30, 2011, the Company reported cash and cash equivalents of \$368.1 million, a decrease of \$151.0 million from the \$519.1 million reported at year-end 2010.
- Leverage: As of September 30, 2011, Total Liabilities were 80 percent of Total Assets, compared to 75 percent at year-end 2010.
- Current Ratio: As of September 30, 2011, the Current Ratio (Current Assets/Current Liabilities) was 1.3, decreased from 1.6 at year-end 2010.

<u>Dun & Bradstreet Credit Score Class</u>: As of December 30, 2011, the credit score was 1 (low risk), unchanged from the prior quarter.

Stock Performance: R. R. Donnelley's closing share price on December 30, 2011, was \$14.43, down from its 52-week high of \$21.34 on May 31, 2011. The 52-week low was \$13.33 on August 22, 2011.

SAS 70/SSAE 16 Report: The SAS-70 report as of December 8, 2008 by Deloitte & Touche LLP revealed no issues related to the TSP. Dates of coverage are May 1, 2008 to October 31, 2008.

## Significant Events:

- January 13, 2012 R.R. Donnelley announced a regular quarterly dividend of 26 cents per common share. The dividend is payable March 1, 2012 to stockholders of record as of the close of business on January 27, 2012.
- January 11, 2012 R. R. Donnelley has been awarded a new multi-million dollar, multi-year Print Management agreement by Chrysler Group LLC. R.R. Donnelley will provide a comprehensive array of Print Management services, including onsite premedia resources and sourcing support, commercial printing, direct mail, logistics, labels and forms. Chrysler will also draw upon R.R. Donnelley's proprietary CustomPoint® intelligent print management system, which facilitates a range of services, including variable digital printing and individualized communications.
- December 15, 2011 R. R. Donnelley has been awarded a new multi-year multi-million dollar agreement by IMG, a global sports, fashion and media business with nearly 3,000 employees operating in 30 countries around the globe.
- November 22, 2011 R.R. Donnelley acquired StratusGroup, Inc. (located in West Chester, OH), a full service manufacturer of custom pressure sensitive label and paperboard packaging products for health and beauty, food, beverage and other segments.

<u>Risk Mitigation</u>: If there were a work stoppage at the facilities currently producing our notices or statements, R.R. Donnelley would move that work from the affected facility to one or more of its other business sites. If R.R. Donnelley were to cease operations, we would pursue a new contract as soon as possible with other printing vendors and could procure emergency printing services in the interim.

R. R. Donnelley & Sons Income Statement (in \$ millions)

	Nine Months Ended		Nine Months	
	09/30/11	12/31/10	09/30/10	12/31/09
	Unaudited	Audited	Unaudited	Audited
Net sales	7,890.2	10,018.9	7,311.8	9,857.4
Cost of sales	5,994.1	7,642.9	5,560.0	7.462.9
Destructure and immissingly expenses	933.1	1,123.4	803.4	1,088.5
Depression & and impairment charges - net	160.7	157.9	74.9	382.7
Total coording constant	420.0	539.2	403.7	579.0
otal operating expenses	7,507.9	9,463.4	6,842.0	9,513.1
Income from continuing operations	382.3	555.5	469.8	344.3
Interest expense - net	182 1	9 000	0	
Investment and other income (expense) - net	7 7 7	0.22	- 00	234.6
Loss on debt extinguishment	1.1.1	(8.9)	(9.1)	(16.6)
Earnings before income taxes	141.4	323.0	2 100	'   5
Income tax expense	(64.1)	105.9	103.6	- 00 T
Net earnings (loss)	205.5	217.1	191.0	(214.3
Less: income attributable to noncontrolling interests	1.4	1	(3.7)	(5.9)
Net earnings attributable to RR Donnelley common shareholders	204.1	217.1	194.7	(27.3)
Less: Income (loss) attributable to RR Donnelley common shareholders	1	(4.6)	3	-
	204.1	221.7	194.7	(27.3)

R. R. Donnelley & Sons Balance Sheet (in \$ millions)

	<b>09/30/11</b> Unaudited	12/31/10 Audited	<b>09/30/10</b> Unaudited	12/31/09 Audited	
Assets					
Cash and cash equivalents	368.1	5101	70		
Restricted cash equivalents		- ' -	0.1.0	499.2	
Receivables, less allowance for doubtful accounts	2,041.1	1,922.9	1.805.0	1675.9	
Income (axes receivable	49.8	49.3	36.2	0.00	
Inventories	571.8	560.6	565.9	56.18 1.18	
Total current assets	152.1	115.4	158.7	160.8	
lotal culterit assets	3,182.9	3,167.3	3,347.8	2,960.9	
Property, plant and equipment - net	7000	6	20		
Goodwill	2,629.5	2,138.7 2,506.8	2,071.9	2,271.4	
Other intangible assets - net	0.969	775.0	6416	2,333.3	
Other noncurrent assets	467.4	475.4	433.8	434 R	
	8,905.9	9,083.2	8,824.8	8,747.6	
Liabilities and shareholders' equity					
Accounts payable	1,024.0	939.8	894.7	886.4	
Short-term and present the second sec	832.4	902.2	828.7	813.4	
Total current lightimize	519.0	131.4	8.0	339.9	
יסמו כמו במון וומסווונופס	2,375.4	1,973.4	1,731.4	2,039.7	
Long-term debt	3,420.2	3,398.6	3,407.4	2 982 5	
Pension liability	521.1	533.0	494.5	509.8	
Peternethern benefits	220.5	287.4	335.7	324.5	
Other population librilision	181.8	174.5	165.2	205.5	
Total flabilities	363.0	470.9	466.9	524.6	
	7,082.0	6,837.8	6,601.1	6,586.6	
Shareholders' equity					
Common stock	303.7	303.7	303.7	303.7	
Additional paid-in capital	2,785.7	2,907.0	2,901.2	2,906.2	
Accumulated other comments to a single	717.9	670.2	6.969	662.9	
Treasury stock at comprehensive income	(474.1)	(490.4)	(532.0)	(545.0)	
Total shareholders' equify	(1,528.9)	(1,166.2)	(1,168.0)	(1,193.8)	
Noncontrolling interests	1,804.3	2,224.3	2,201.8	2,134.0	
Total liabilities and chembalance accusa.	19.6	21.1	21.9	27.0	
לווחףם פווחוסים מווס מווס מווס מחווים בחווים	8,905.9	9,083.2	8,824.8	8,747.6	

Current ratio: Current assets/Current liabilities Leverage: Total liabilities/Total assets

1.3 1.6 1.9 80% 75% 75%

1.5 75%

R. R. Donnelley & Sons Statement of Cash Flows (in \$ millions)

	Nine Months Ended 09/30/11 Unaudited	<b>12/31/10</b> Audited	Nine Months Ended 09/30/10 Unaudited	<b>12/31/09</b> Audited
Net cash inflow/(outflow) from operating activities Net cash inflow/(outflow) from investing activities Net cash inflow/(outflow) from financing activities Change in cash and cash equivalents	471.8 (304.5) (325.8) (151.0)	752.5 (674.5) (58.0) 19.9	481.1 (152.3) (89.7)	1,425.8 (260.9) (1,028.0)
Effect of exchange rate charges on cash Cash and cash equivalents - beginning of the period	7.5 519.1	(0.1) 499.2	(6.7)	38.3
Cash and cash equivalents - end of the period	368.1	519.1	731.6	499.2

#### MetLife Inc.

General Information: Metropolitan Life Insurance Company (MetLife Inc.) has been the annuity provider to the Thrift Savings Plan since 1987. In January 2006, MetLife was re-awarded the TSP annuity provider contract.

Assessment: MetLife is a leading provider of insurance and financial services with operations throughout the United States and Latin America, Europe, and Asia. MetLife reaches more than 90 million customers around the world and is the largest life insurer in the United States, based on life insurance in force. MetLife's current financial position is strong and there is no indication at this time that MetLife will be unable to meet its contractual obligations to the TSP.

## **Current Financial Condition:**

- Income Statement: For the nine months ending September 30, 2011, MetLife reported Total Revenues of \$53.2 billion, up 34 percent from the \$39.6 billion reported for the same period of 2010. The Company reported net income of \$5.6 billion, compared to the \$2.6 billion reported in the same period of 2010.
- Balance Sheet: As of September 30, 2011, Total Assets of \$785.2 billion were reported, an increase of \$54.3 billion from the \$730.9 billion reported at year-end 2010. Total Liabilities were \$724.4 billion on September 30, 2011, an increase of \$42.5 billion from the \$681.8 billion at year-end 2010.
- Cash Flow: The Company's short-term liquidity position, defined as cash and cash equivalents, was \$10.0 billion on September 30, 2011, a decrease of \$2.9 billion from the \$12.9 billion reported at year-end 2010.
- Leverage: As of September 30, 2011, Total Liabilities were 92 percent of Total Assets, a slight change from 93 percent at year-end 2010.
- Current Ratio: N.A. (MetLife does not present current assets and current liabilities in its balance sheet presentation).
- Company Ratings: Based on MetLife's disclosure of the potential acquisition of Alico in February 2010, the rating agencies downgraded or placed the ratings of MetLife, Inc. and its subsidiaries on "Credit Watch" and "Under Review." Insurer financial strength ratings as of November 17, 2011 were as follows:

Rating Agency	Rating	Descriptor	Modifier	Outlook
A.M. Best Company	A+	Superior	Ratings Under Review	Stable
Fitch Ratings	AA-	Very Strong	Stable	Stable
Moody's Investor Services	АаЗ	Excellent	Negative Watch	Negative
Standard & Poor's	AA-	Very Strong	Credit Watch	Negative

<u>Dun & Bradstreet Credit Score Class</u>: As of December 30, 2011, the credit score was 4 (higher risk) compared to a credit score of 3 (moderate risk) in the prior quarter.

Stock Performance: MetLife's closing share price on December 30, 2011, was \$31.58, down from its 52-week high of \$48.63 on February 7, 2011. The 52-week low was \$26.60 on October 3, 2011.

SAS 70/SSAE 16 Report: Not available.

#### Significant Events:

- January 10, 2012 MetLife Inc. stated that the Company will stop originating forward residential mortgages, which is expected to impact several thousand employees. After MetLife announced it was exiting the business, Bloomberg News reported that a majority of the firm's 4,300 employees in the forward mortgage origination unit would be eliminated.
- December 27, 2011 MetLife announced that GE Capital Financial Inc. will acquire most of the depository business of MetLife Bank, N.A. Financial terms of the transaction, expected to close in the second quarter of 2012, were not disclosed. GE Capital is expected to acquire about \$7.5 billion in MetLife Bank deposits, including certificates of deposit and money market accounts.

Risk Mitigation: The Company ratings show that MetLife continues to have adequate reserves to pay all annuities into the future. It is the Board's practice to select only annuity providers that meet the highest standards. By requiring that providers be licensed to do business in all 50 states and the District of Columbia, we ensure that state insurance funds would be available to reimburse annuitants should a loss occur and that the provider would meet the most stringent state regulatory standards.

MetLife, Inc Income Statement (in \$ millions)

	09/30/11	12/31/10	09/30/10	12/31/00
Revenues	Unaudited	Audited	Unaudited	Audited
Premiums				
	27,190	27,394	19,856	26.460
Not income and investment type product policy fees	5,856	6,037	4.339	5 203
	14,669	17,615	12 745	4 001
Officer revenues	1 070	0000	200	14,003
Net investment gains (losses)	0/0'1	2,328	1,681	2,329
Other-than-temporary impairments on fixed matunty securities	(525)	(682)	(200)	
Other-than-temporary impairments on fixed maturity securities	(200)	(2005)	(900)	(2,439)
transferred to other comprehensive income (loss)	(2)	212	10	000
Other net investment gains (losses)	221	78	<u> </u>	939
Marine meetinems gains (losses)	(308)	(385)	(324)	(900 6)
Tetra denvatives gains (tosses)	4,233	(265)	1.278	(4,866)
	53,208	52,325	39,575	41.057
Expenses				
Policyholdar bagafite again a bagainn againn ag	銀			
interest credited to policy holder account believed	26,367	29,545	21,703	28.336
Policyholder dividende	4,104	4,925	3,454	4.849
Other expenses	1,130	1,486	1,156	1,650
Total Expanses	13,410	12,803	9,330	10,556
	45,011	48,759	35,643	45,391
Income from continuing operations before provision for income taxes	90	i C		
Provision for income taxes	000,0	5,838	3,932	(4,334)
Income (loss) from continuing operations not of income (loss) from continuing operations	2,681	1,181	1,251	(2,015)
(ncome (loss) from disconting of operations, and of income (axes)	5,825	2,777	2,681	(2,319)
Net income (loss)	(9)	0	20	41
I DOO'N NOT DESCRIPTION OF THE PROPERTY OF THE	5,819	2,786	2,701	(2.278)
Less. Iver income (loss) attributable to noncontrolling interests	(9)	(4)	(2)	(00)
Income before cumulative effect of a change in accounting, net of				(36)
Foundation of Change District Land	5,825	2,790	2,708	(2.246)
Less. Freierled Clock Dividends	91	122	91	122
Net income/lines	146		•	
	5,588	2,668	2,617	(2.368)

#### MetLife, Inc. Balance Sheet (in \$ millions)

	•			
	09/30/11	12/31/10	09/30/10	1001100
	Unaudited	Audited	Unaudited	12/31/09 Audited
Assets				redited
Investments:				
Fixed maturities	353,927	201 200		
Equity securities	3,118	324,797	260,564	227,642
Trading securities	18,698	3,602 18,589	2,865	3,084
Mortgage loans	10,000	10,309	3,987	2,384
Held for investment .	59,209	58,976	57,098	48,181
Held for sale	3,740	3,321	2,840	2,728
Mortgage loans, net	62,949	62,297	59,938	50,909
Policy loans	11,932	11,761	10,230	10,061
Real estate and real estate joint ventures held for investment Real estate held for sale	8,197	8,030	6,981	6,852
Other limited partnership interests	- e non		9	44
Short term investments	6,538 15,913	6,416	5,948	5,508
Other invested assets	23,138	9,384 15,430	11,590	8,374
Total investments	504,410	460,306	16,571 378,683	12,709 327,567
	,	,000,000	370,000	327,567
Cash and cash equivalents	10,001	12,957	14,557	10,112
Accrued Investment income	4,793	4,328	3,469	3,173
Premiums and other receivables	23,137	19,799	18,654	16,752
Deferred policy acquisition costs Current income tax recoverable	27,623	27,092	17,463	19,256
Deferred income tax assets	•	-	178	316
Goodwill	10.000	44 8894		1,228
Assets of subsidiaries held for sale	12,006 3,421	11,781	4,966	5,047
Other assets	8,340	3,331 8,174		
Separate account assets	191,499	183,138	6,913 172,372	6,822
Total assets	785,230	730,906	617,255	149,041 539,314
Makes			017,200	339,314
Liabilities and stockholders' equity				
Liabilities				
Future policy benefits	182,736	170,912	143,686	135,879
Policyholder account balances	217,764	210,757	145,360	138,673
Other policyholder funds	15,451	15,750	8,912	8,446
Policyholder divldends payable Policyholder divldend obligation	871	830	834	761
Payables for collateral under securities loaned and other transactions	2,782	876	2,014	-
Bank deposits	34,933	27,272	31,891	24,196
Short term debt	10,685 451	10,316	9,362	10,211
Long term debt	24,753	306	2,057	912
Collateral financing arrangements	5,297	27,586 5,297	24,512	13,220
Junior subordinated debt securities	3,192	3,191	5,297 3,191	5,297
Current Income tax payable	385	297	5,181	3,191
Deferred Income tax ilability	7,214	1,856	3,543	
Other liabilities	23,121	20,366	17,455	15,989
Separate account liabilities Liabilities of subsidiaries held for sale	3,221	3,043	172,372	149,041
Total liabilities	191,499	183,138	-	
the state of the s	724,355	681,793	570,486	505,816
Redeemable non-controlling interests in partially owned consolidated				
subsidiaries	100			
	130	117	-	-
Stockholders' equity				
Preferred stock	1	4		
Common stock	11	1 10	1	t
Additional paid in capital	26,744	26,423	9	8
Retained earnings	26,951	21,363	20,451 22,096	16,859
Treasury stock, at cost	(172)	(172)	(172)	19,501
Accumulated other comprehensive income (loss)	6,813	1,000	4,030	(190) (3,058)
Total stockholders equity	60,348	48,625	46,415	33,121
Noncontrolling interests	397	371	354	377
Total Equity	60,745	48,996	46,769	33,498
Total liabilities and stockholders equity	785,230	730,906	617,255	539,314
Leverage: Total liabilities/Total assets	92%	93%	92%	94%

MetLife, Inc. Statement of Cash Flows (in \$ millions)

Cash and cash equivalents - beginning of the period

Cash and cash equivalents - end of the period

12/31/09 Audited	3,803 (13,935) (4,103) (14,127)	24,239	10,112
<b>09/30/10</b> Unaudited	5,193 (19,369) 18,629 4,445	10,112	14,557
12/31/10 Audited	7,996 (18,314) 13,381 2,934	10,112	13,046
<b>09/30/11</b> Unaudited	9,040 (23,349) 11,182 (2,994)	13,046	10,052

## The Active Network, Inc.

General Information: The Active Network, Inc. manages the Maryland TSP call center under a contract which became effective in March 2009.

The Company's application services are used by event organizers, parks and recreation department administrators, and sports league administrators to provide online registration, transaction processing, and data management. The Company markets its services in North America, Europe, Asia, and Australia/New Zealand, managing online entry, software needs and websites for over 75,000 events, tournaments, golf courses and facilities in these regions. More than 95 percent of its sales are in the United States and Canada. Revenues consist of fees received for registration services, software licensing, software maintenance, subscription revenues related to hosting arrangements, and marketing services.

Assessment: The Active Network was founded in 1998 and has shown a pattern of rapid expansion through organic growth and acquisitions. These acquisitions have strengthened The Active Network's presence in such business segments as sports marketing, online registration, data management, and tee time reservations; however, it remains to be seen whether the Company can achieve and sustain long-term profitability. We will continue to monitor The Active Network's financial data to ensure they remain able to fulfill the terms of the call center contract.

## **Current Financial Condition:**

- Income Statement: For the nine-month period ended September 30, 2011, the
  Active Network reported Total Revenues of \$261.3 million, an increase of 20
  percent over the same period in 2010, when revenues were \$218.0 million. The
  Company reported a Net Loss of \$18.7 million for the nine month period ending
  September 30, 2011, compared to a Net Loss of \$39.0 million reported for the
  same period in 2010.
- Balance Sheet: As of September 30, 2011, Total Assets were \$531.6 million, an increase of \$141.1 million from the \$390.5 million at year-end 2010. Total Liabilities of \$200.8 million were reported on September 30, 2011, an increase of \$16.6 million from the \$184.2 million reported at year-end 2010.
- Cash Flow: The Company's short-term liquidity position, defined as cash and cash equivalents, was \$139.0 million and \$31.4 million at September 30, 2011 and December 31, 2010, respectively. About \$114.7 million were net proceeds from the IPO in May 2011, plus \$3.1 million cash were received from the exercise of stock options, offset by \$41.6 million to repay long-term obligations, and \$2.2 million for payments on capital lease obligations.
- Leverage: As of September 30, 2011, Total Liabilities were 38 percent of Total Assets, a decrease from 47 percent at year-end 2010.

 Current Ratio: The Current Ratio (Current Assets/Current Liabilities) was 1.2 as of September 30, 2011, compared to 0.6 at year-end 2010.

<u>Dun & Bradstreet Credit Score Class</u>: As of December 30, 2011, the credit score was 1 (lowest risk), unchanged from the previous quarter.

Stock Performance: The Active Network's closing share price on December 30, 2011, was \$13.60, down from its 52-week high of \$19.41 on June 8, 2011. The 52-week low was \$12.43 on December 1, 2011.

SAS 70/SSAE 16 Report: Not available.

#### Significant Events:

 In May 2011, the Company completed an initial public offering ("IPO") of its common stock in which it issued 12,650,000 shares of common stock, at an issue price of \$15.00 per share, resulting in proceeds, net of underwriting discounts but before deducting offering expenses, of approximately \$114.7 million to the Company.

<u>Risk Mitigation</u>: If The Active Network were unable to operate the Maryland call center, the Serco Services Inc. call center in Virginia could handle all calls pending establishment of a new call center.

The Active Network, Inc. Income Statement (in \$ thousands)

	Nine Months		Nine Months	
	<b>Ended</b> <b>9/30/2011</b> Unaudited	12/31/2010 Audited	Ended 9/30/2010 Unaudited	12/31/2009 Audited
Net revenue:				
Technology revenue	225,002	237,688	188,504	210.483
Marketing services revenue	36,343	41,912	29,473	32.401
iotal net revenue	261,345	279,600	217,977	242,884
Cost of net revenue:				
Cost of technology revenue	109,986	115,148	88.682	103.130
Cost of marketing services revenue	4,241	6,203	4,562	4,058
lotal cost of net revenue	114,227	121,351	93,244	107,188
Gross profit	147,118	158,249	124,733	135,696
Operating expenses:				
Sales and marketing	52,970	59,106	44,799	50.556
Research and development	50,181	61,107	46,400	58,767
General and administrative	34,633	42,404	32,958	39,455
Anioruzation of intangibles	11,090	16,147	12,149	18,491
lotal operating expenses	148,874	178,764	136,306	167,269
Income/(loss) from operations	(1,756)	(20.515)	(11.573)	(31,573)
Interest income	91	150	113	194
interest expense	(2,799)	(5,438)	(4,089)	(5.237)
Orner (expense) income, net	109	455	141	1.196
Loss before income taxes	(4,355)	(25,348)	(15,408)	(35.420)
Income tax provision	2,490	1,924	2,772	2,439
Index (loss)	(6,845)	(27,272)	(18,180)	(37,859)
Accretion of redeemable convertible preferred stock	(11,810)	(28,157)	(20,828)	(25,774)
wer income (1088) attributable to common stockholders	(18,655)	(55,429)	(39,008)	(63,633)

## The Active Network, Inc. Balance Sheet (in \$ thousands)

	Nine Months Ended 9/30/2011 Unaudited	12/31/2010 Audited	Nine Months Ended 9/30/2010 Unaudited	12/31/2009
Assets:	Criacanov	Addited	Orlaudited	Audited
Cash and cash equivalents	139,023	31,441	20 050	00.004
Restricted cash	5,000	5,000	36,859 5,000	26,381 5,000
Accounts receivable, net	61,192	34,096	39,127	27,554
Inventories	1,102	0-1,000	00,127	27,004
Prepaid expenses & other current assets	4,914	4,181	4,408	3,675
Total Current Assets	211,231	74,718	85,394	62,610
		•		,
Property & equipment, net	28,936	28,181	27,965	26,742
Software development costs, net	43,620	37,013	35,726	27,003
Goodwill	213,357	207,113	206,395	203,010
Intangible assets, net	32,429	41,208	44,884	60,255
Deposits and other assets	2,040	2,315	2,416	2,251
Total Assets	531,613	390,548	402,780	381,871
Current Liabilities:				
Accounts payable	4,503	5,372	3,960	3,432
Registration fees payable	76,172	40,667	47,332	30,158
Accrued payroll expense	-	-	-	-
Accrued expenses	36,103	32,172	34,439	27,632
Deferred revenue	52,672	34,013	35,89 <del>5</del>	25,031
Current portion of debt Capital lease obligations, current portion		16,866	14,803	12,996
Other current liabilities	2,906	1,983	2,027	1,906
Total Current Liabilities	2,576	1,630	2,332	131
rotal our ent Liabilities	174,932	132,703	140,788	101,286
Debt, net of current portion	-	27,537	28,531	35,731
Capital lease obligations, net of current portion	649	1,663	1,772	3,638
Other long-term liabilities	5,644	4,353	1,937	2,033
Deferred tax liability	19,556	17,960	17,823	16,318
Total Liabilities	200,781	184,216	190,851	159,006
Convertible professed atomic				
Convertible preferred stock	-	21,187	21,187	21,187
Redeemable convertible preferred stock  Total Preferred Stock	-	371,126	363,850	343,021
Total Freierred Stock	•	392,313	385,037	364,208
Common stock	55	9	9	7
Treasury stock	(11,959)	(11,959)	(11,959)	, (11,95 <del>9</del> )
Additional paid-in capital	602,194	65,224	63,099	
Accumulated other comprehensive income	7,318	8,866	7,443	56,706
Accumulated deficit	(266,776)	•		6,595
Total Stockholders Equity (deficit)	330,832	(248,121)	(231,700)	(192,692)
Tour Ground Equity (Gonord)	330,632	(185,981)	(173,108)	(141,343)
Total Liabilities & Equity	531,613	390,548	402,780	381,871
· · · · · · · · · · · · · · · · · · ·		,	,	001,071
Current Ratio: Current Assets/Current Liabilities	1.2	0.6	0.6	0.0
Leverage: Total Liabilities/Total Assets	38%	47%		0.6
	JU /6	41 70	47%	42%

The Active Network, Inc. Cash Flow Statement (in \$ thousands)

Nine Months Ended 9/30/2010	Unaudited	40,530	(24,442)	(5,581)	10,478	(29)
12/31/2010	Audited	42,095	(32,725)	(4,349)	2,060	39
Nine Months Ended 9/30/2011	Unaudited	61,605	(27,596)	73,924	107,582	(351)
	Nat Cash inflow() with a standard from a sea take	Not each influent (cultion) from operating activities	Not cost inflow/(outflow) from investing activities	Change in a set in the control of the change	Change in cash and cash equivalents	Eifect of exchange rate charges on cash

12/31/2009 Audited 28,524 (25,968) (8,514) (7,014) (1,056)

33,395 **26,381** 

26,381 **36,859** 

26,381 **31,441** 

31,441 **139,023** 

Cash and cash equivalents - beginning of the period Cash and cash equivalents - end of the period

(53)

#### SunGard

General Information: SunGard owns and maintains the suite of Omni software products which form the core of the TSP record keeping system. It also operates as a key subcontractor to Serco, providing the modification software products and their integration with other applications. SunGard is a multinational company based in Wayne, Pennsylvania, which provides software and services to education, financial services, and public sector organizations. It was formed in 1983, as a spin-off of the computer services division of Sun Oil Company. The company has more than 25,000 customers in more than 70 countries.

Assessment: SunGard was ranked at 434<sup>th</sup> in the U.S. Fortune 500 list in the year 2011. SunGard provides software and processing for financial services, higher education and the public sector. The Company has reported Net Losses for several years but has continued to improve results. There is no indication at this time that it will be unable to meet its direct contractual obligations to the TSP or its subcontractor obligations to Serco.

#### **Current Financial Condition:**

- Income Statement: For the nine months ending September 30, 2011, SunGard reported Net Revenues of \$3.3 billion, unchanged from the \$3.3 billion reported in the same period of 2010. The Company reported a Net Loss of \$276 million, an improvement from the Net Loss of \$600 million reported for the same period in 2010.
- Balance Sheet: As of September 30, 2011, \$12.4 billion of Total Assets were reported, down \$0.6 billion from the \$13.0 billion reported at year-end 2010. Total Liabilities of \$10.9 billion were reported, down \$0.5 billion from the \$11.4 billion reported at year-end 2010.
- Cash Flow: As of September 30, 2011, the Company reported cash and cash equivalents of \$749 million, a decrease of \$29 million from the \$778 million reported at year-end 2010.
- Leverage: As of September 30, 2011, Total Liabilities were 88 percent of Total Assets, the same as reported at year-end 2010.
- Current Ratio: As of September 30, 2011, the Current Ratio (Current Assets/Current Liabilities) was 1.6, the same as reported at year-end 2010.

<u>Dun & Bradstreet Credit Score Class</u>: As of December 30, 2011, the credit score was 3 (moderate risk).

<u>Stock Performance:</u> SunGard is a privately held company but because of obligations in connection with bond debt, it is a registrant with the Securities and Exchange Commission (SEC).

SAS 70/SSAE 16 Report: Not available.

#### Significant Events:

December 20, 2011 — SunGard has been named the top vendor for enterprise-wide credit risk management in Risk magazine's annual Risk Technology
Rankings. This is the fourth consecutive year that SunGard has achieved this
award. SunGard placed second overall in the enterprise-wide risk management
section, as well as second in the liquidity risk management, risk aggregation,
economic capital calculation, and asset and liability management sub-categories.

<u>Risk Mitigation</u>: We believe the risk of losing product support and maintenance and professional services from SunGard is low. Should SunGard sell to or merge with another vendor, the critical product suite would most likely be part of the transition, and support and maintenance would continue. Professional services staff would most likely transfer to the gaining organization as well. In the latter case, however, the low risk is further mitigated as there are existing non-SunGard organizations from which we could obtain equivalent professional services.

SunGard\* Income Statement (in \$ millions)

<b>12/31/09</b> Audited	4,844 324	5,168 164 5,332	2.534	1,088	348	288 229 229	1,126	5,913	(581)	/ (637)	` , ;	(1,196)	(1 121)	4	(1,117)	(180)	(1.297)
Nine Months Ended 09/30/10 Unaudited	3,012 178	3,190 91 3,281	1,549	753	194 200	338	205	3,248	33	T (479)		(440)	(361)	(35)	(453)	(147)	(009)
<b>12/31/10</b> Unaudited	4,485	4,865 127 4,992	2,201	1,141	370	484	237	4,724	268	(838)	(58)	(419)	(390)	(180)	(570)	(191)	(761)
Nine Months Ended 09/30/11 Unaudited	3,060	3,252 77 3,329	1,544	832	228	334	1	3,142	187	(968)		(208)	(150)	40	(110)	(166)	(276)
	Revenue: Services License and resale fees	l otal products and services Reimbursed expenses Total	Costs and expenses: Cost of sales and direct operating	Sales, marketing and administration Product development	Depreciation and amortization	Amortization of acquisition-related intangible assets	Goddwill impairment charge and merger costs	oral operating expenses	Income from continuing operations Interest income	Interest expense and amortization of deferred financing fees	Loss or extinguisnment of debt Other income (expense)	Income (loss) from continuing operations before income taxes Benefit from (provision for) income taxes	Income (loss) from continuing operations	Income (loss) from discontinued operations, net of tax	Net income (loss)	Net income (1000) attributed to Supply of the state of th	induling (1033) altributable to Sungard Capital Corp.

<sup>\*</sup>SunGard Capital Corporation

#### SunGard\* Balance Sheet (in \$ millions)

	09/30/11	12/31/10	09/30/10	12/31/09
	Unaudited	Unaudited	Unaudited	Audited
An and a				
Assets				
Current:	740		***	***
Cash and cash equivalents	746	771	787	642
Trade receivables, less allowance for doubtful accounts  Earned but unbilled receivables	689	833	805	925
	154	135	189	163
Prepaid expenses and other current assets Clearing broker assets	163 220	166 230	168 240	172
Deferred income taxes	220 8	230 7	240 22	332 19
Assets held for sale	1,321		22	
Total current assets	3,301	1,339	2,211	90
Total Culterit assets	3,301	3,481	2,211	2,343
Property, plant and equipment, less accumulated depreciation	877	892	907	919
Software products, less accumulated amortization	586	723	867	1,014
Customer base, less accumulated amortization	1,639	1,806	2,111	2,239
Other intangible assets, less accumulated amortization	156	187	172	193
Trade name, less accumulated amortization	1,020	1,023	1,023	1,025
Goodwill	4,853	4,856	5,838	6,027
Long term assets of discontinued operations	· -	·_	· -	220
Total long term assets	9,131	9,487	10,918	11,637
Total assets	12,432	12,968	13,129	13,980
•				Service Control of the Control of th
Liabilities and shareholders' equity				
Current:				
Short-term and current portion of long-term debt	11	9	64	64
Accounts payable	40	63	63	61
Accrued compensation and benefits	293	284	265	311
Accrued interest expense	103	103	92	146
Other accrued expenses	347	405	408	386
Clearing broker liabilities	178	210	201	294
Deferred revenue	817	887	975	1,025
Liabilities related to assets held for sale	254	243		60
Total current liabilities	2,043	2,204	2,068	2,347
Long-term debt	7,840	8,046	9.724	0.051
Deferred income taxes	1,040	1,114	8,234 1,221	8,251
Long-term liabilities of discontinued operations	1,040	1,174	1,221	1,302
Total long term liabilities	8,880	9,160	9,455	9,569
Total liabilities	10,923	11,364	11,523	11,916
Total Resultition	10,323	11,309	11,020	11,910
Commitments and contingencies	31	54	57	51
Noncontrolling interest in preferred stock of SCCII subject to a put option	54	87	92	88
Class L common stock subject to a put option	7	11	12	11
	92	152	161	150
Shareholders' equity				
Capital in excess of par value	2,753	2,703	2,693	2,678
Treasury stock, at cost	(36)	(34)	(29)	(27)
Accumulated deficit	(3,246)	(2,970)	(2,809)	(2,209)
Accumulated other comprehensive income (loss)	(28)	(29)	(146)	(121)
Total SunGard Capital Corp. stockholders' equity (deficit)	(557)	(330)	(291)	321
Noncontrolling interests in preferred stock of SCCII	1,974	1,782	1,736	1,593
Total equity	1,417	1,452	1,445	1,914
Total liabilities and shareholders equity	12,432	12,968	13,129	13,980
	1 A- 3 TV A-	12,500	10,123	10,300
Current ratio: Current assets/Current liabilities	1.6	1.6	1.1	1.0
Leverage: Total liabilities/Total assets	88%	88%	88%	1.0
Leverage. Foldi nabilitiesi Foldi assets	00%	0076	0076	85%

<sup>\*</sup>SunGard Capital Corporation (SCCII)

SunGard\*
Statement of Cash Flows
(in \$ millions)

Nine Months Ended 69/30/11 12/31/10 09/30/10 12/31/09 Unaudited Unaudited Audited	427     721     435     640       (227)     (260)     (278)     (333)       (227)     (344)     (32)     (629)       (29)     114     123     (311)	(2) (3) (2) 11 778 664 664 975	749 778 787 664
Nine 0	Net cash inflow/(outflow) from operating activities  Net cash inflow/(outflow) from investing activities  Net cash inflow/(outflow) from financing activities  Change in cash and cash equivalents	Effect of exchange rate charges on cash Cash and cash equivalents - beginning of the period	Cash and cash equivalents - end of the period

\*SunGard Capital Corporation