

Cowen and Company Technology, Media and Telecom Conference

June 1, 2011

John Amster
Chief Executive Officer

Safe Harbor

This presentation contains "forward-looking" statements that involve risks, uncertainties and assumptions. If the risks or uncertainties materialize or the assumptions prove incorrect, our results may differ materially from those expressed or implied by such forward-looking statements. All statements other than statements of historical fact could be deemed forward-looking, including, but not limited to, any projections of financial performance; any statements about historical results that may suggest on-going trends for our business; any statements of the plans, strategies, and objectives of management for future operations; any statements of expectation or belief regarding future events, potential markets or market size or technology developments; and any statements of assumptions underlying any of the items mentioned.

These statements are based on estimates and information available to us at the time of this presentation and are not guarantees of future performance. Actual results could differ materially from our current expectations as a result of many factors, including but not limited to: the unpredictable nature of our rapidly evolving market and quarterly fluctuations in our business; the effects of competition; changes in pricing; and any adverse changes in our customer relationships and renewals. These and other risks and uncertainties associated with our business are described in the company's SEC filings. We assume no obligation and do not intend to update these forward-looking statements.

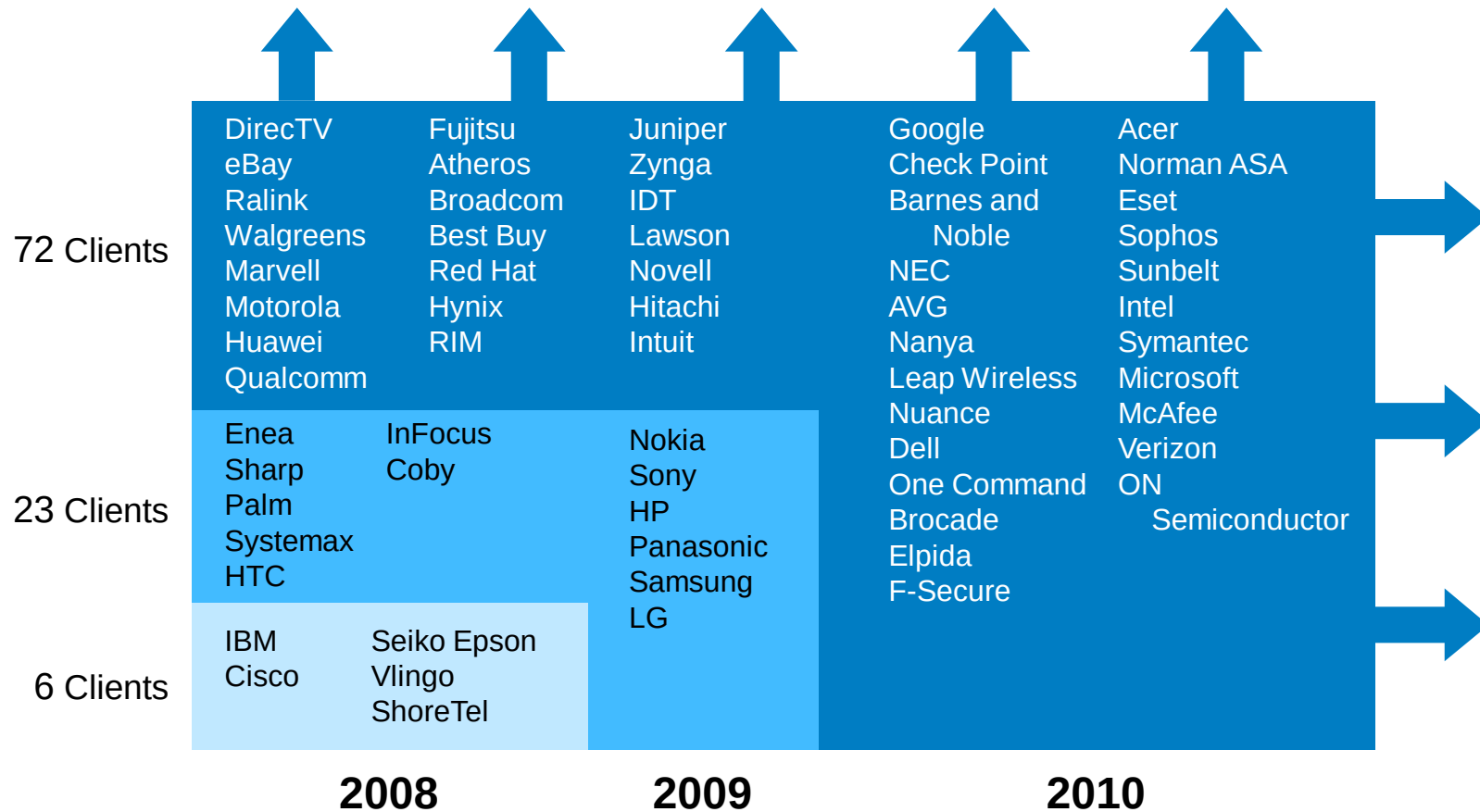
In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures. These historical and forward-looking non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with GAAP.

Leader in Patent Risk Management

- ▶ Large, underserved market driven by unpredictable outcomes
- ▶ Proven solution for operating companies and patent owners
- ▶ Clear alignment with client interests
- ▶ Predictable subscription-based model
- ▶ Strong operating momentum
 - 81 clients (at 3/31/11)
 - \$94.9 million 2010 revenue
 - \$15.1 million 2010 net income (non-GAAP)
- ▶ Multiple avenues for growth
- ▶ Experienced team

Rapidly Growing Client Network

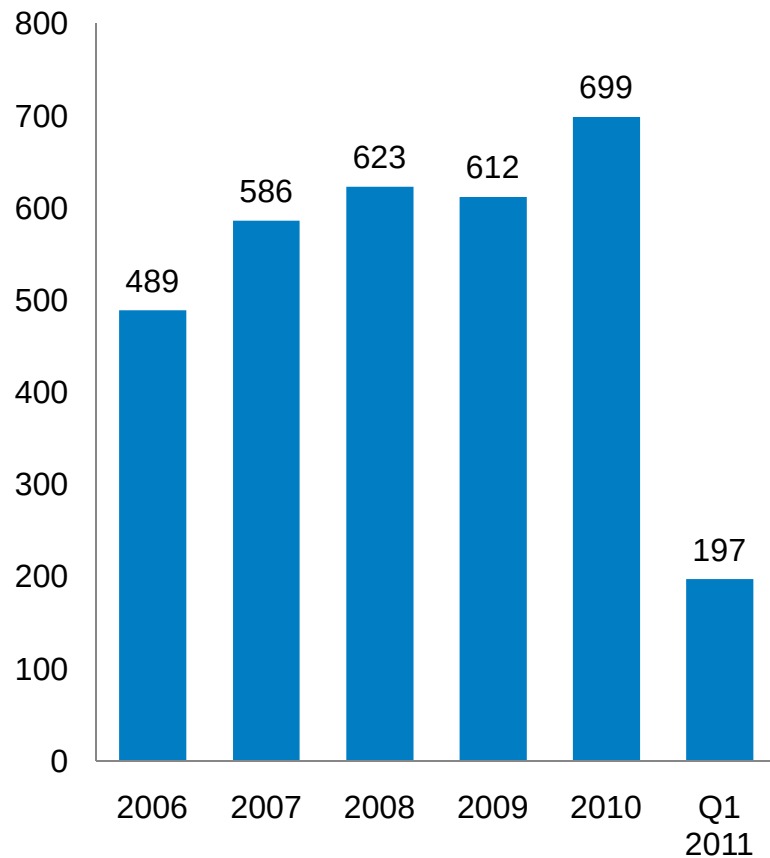
TAM for *Defensive Patent Aggregation* service = 2500+ companies



Selected clients have been omitted due to confidentiality requirements

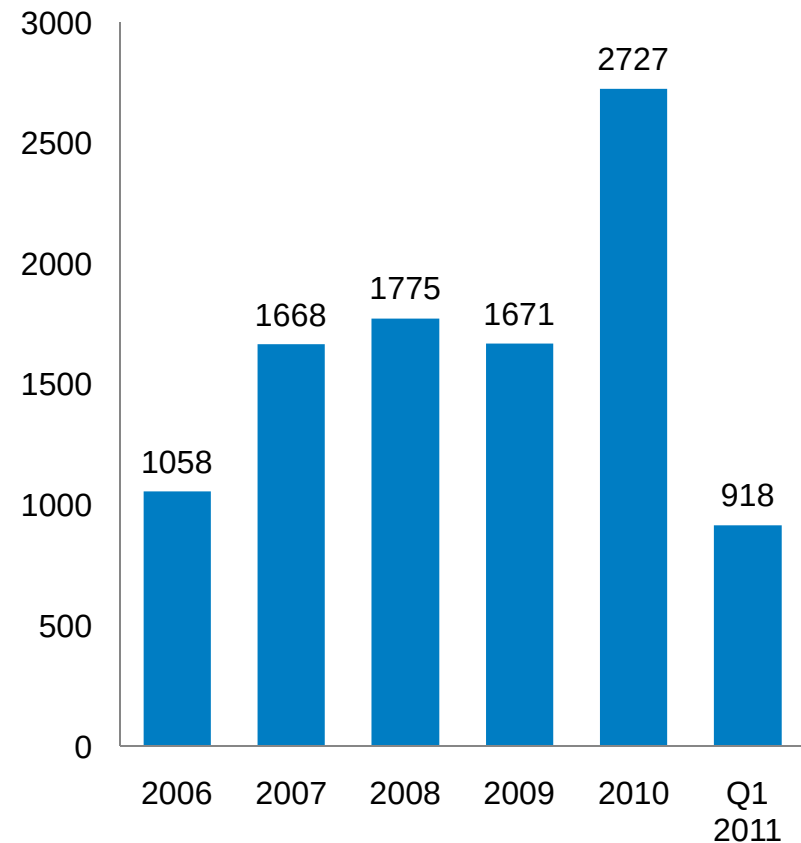
Growing Frequency of Patent Assertion

NPE Suits Filed



Source: RPX Research and Pacer

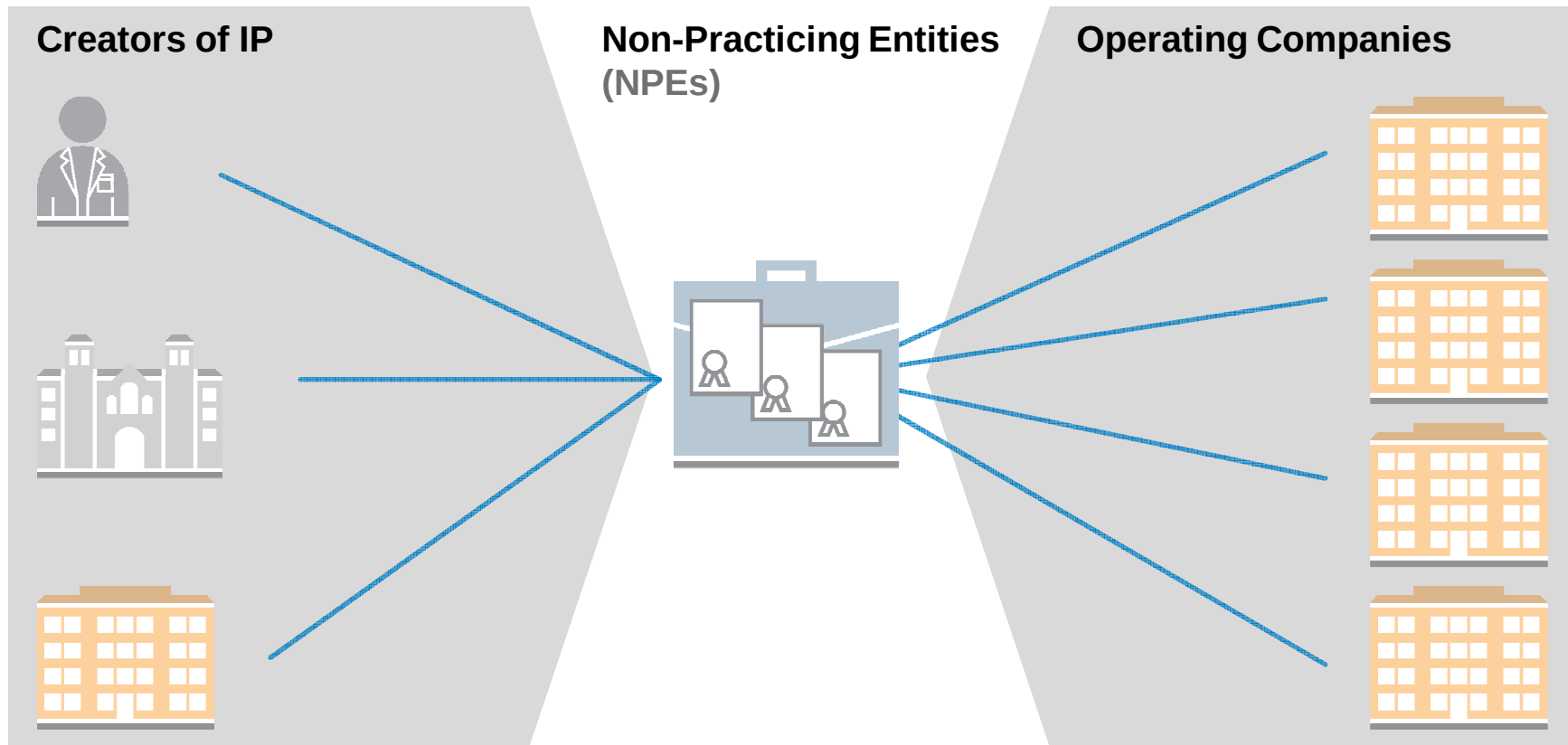
Unique Defendants



Source: RPX Research

Before RPX

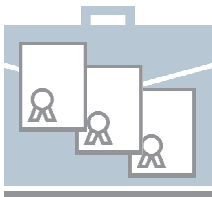
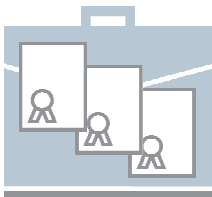
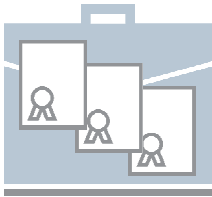
High Risk/High Cost



Before RPX

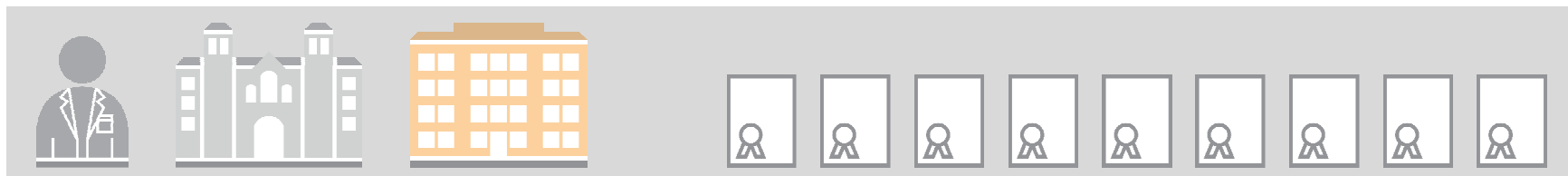
High Risk/High Cost

NPEs



- ▶ High-friction transaction environment
- ▶ No open exchange of information
- ▶ No pricing transparency
- ▶ No multi-party market to mitigate risk
- ▶ ROI driven by legal arbitrage

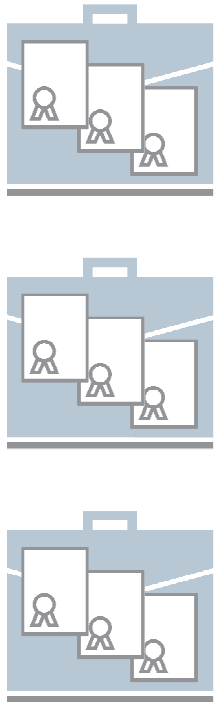
Operating Companies



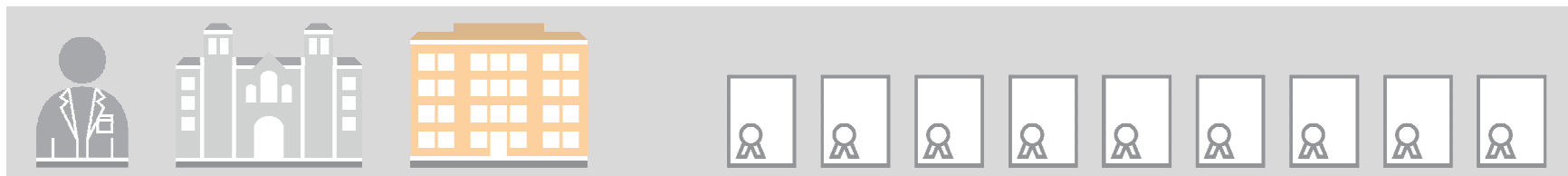
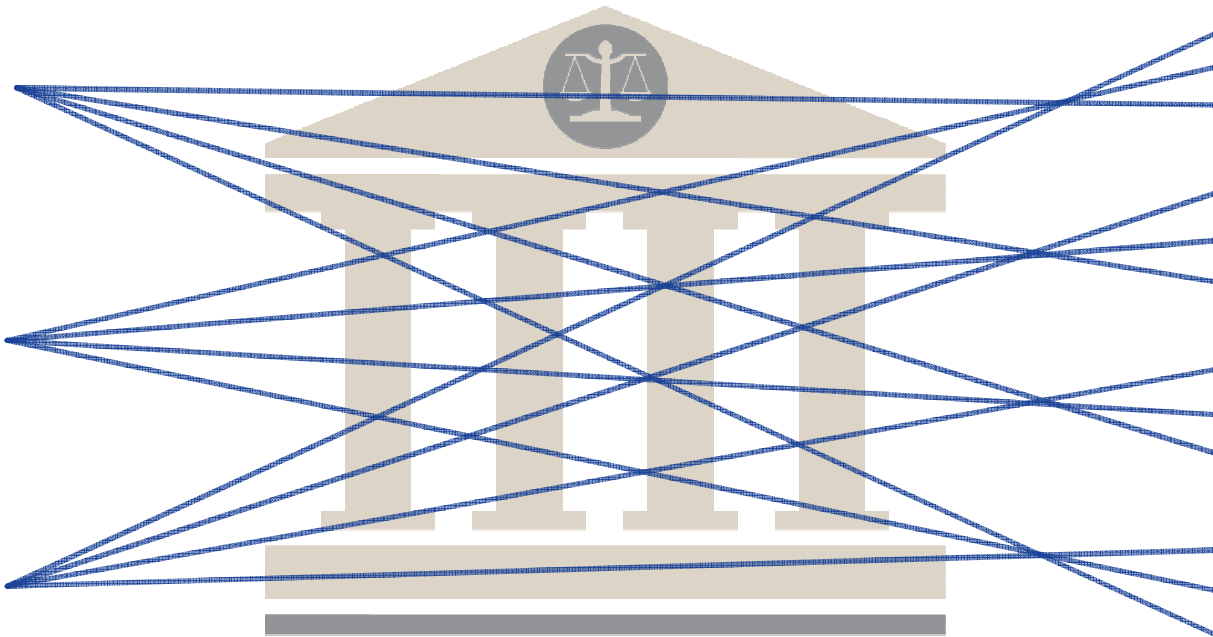
Before RPX

High Risk/High Cost

NPEs



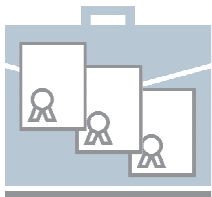
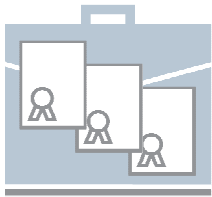
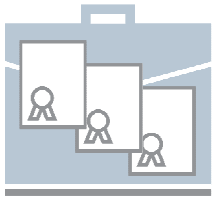
Operating Companies



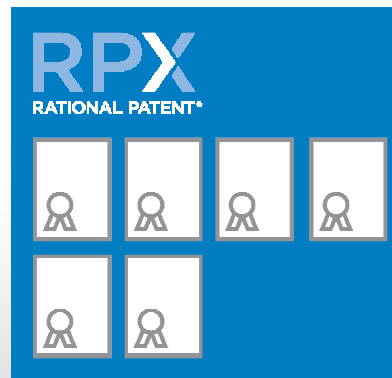
After RPX

Efficient Transfer of Value

NPEs



Operating Companies



Open Market

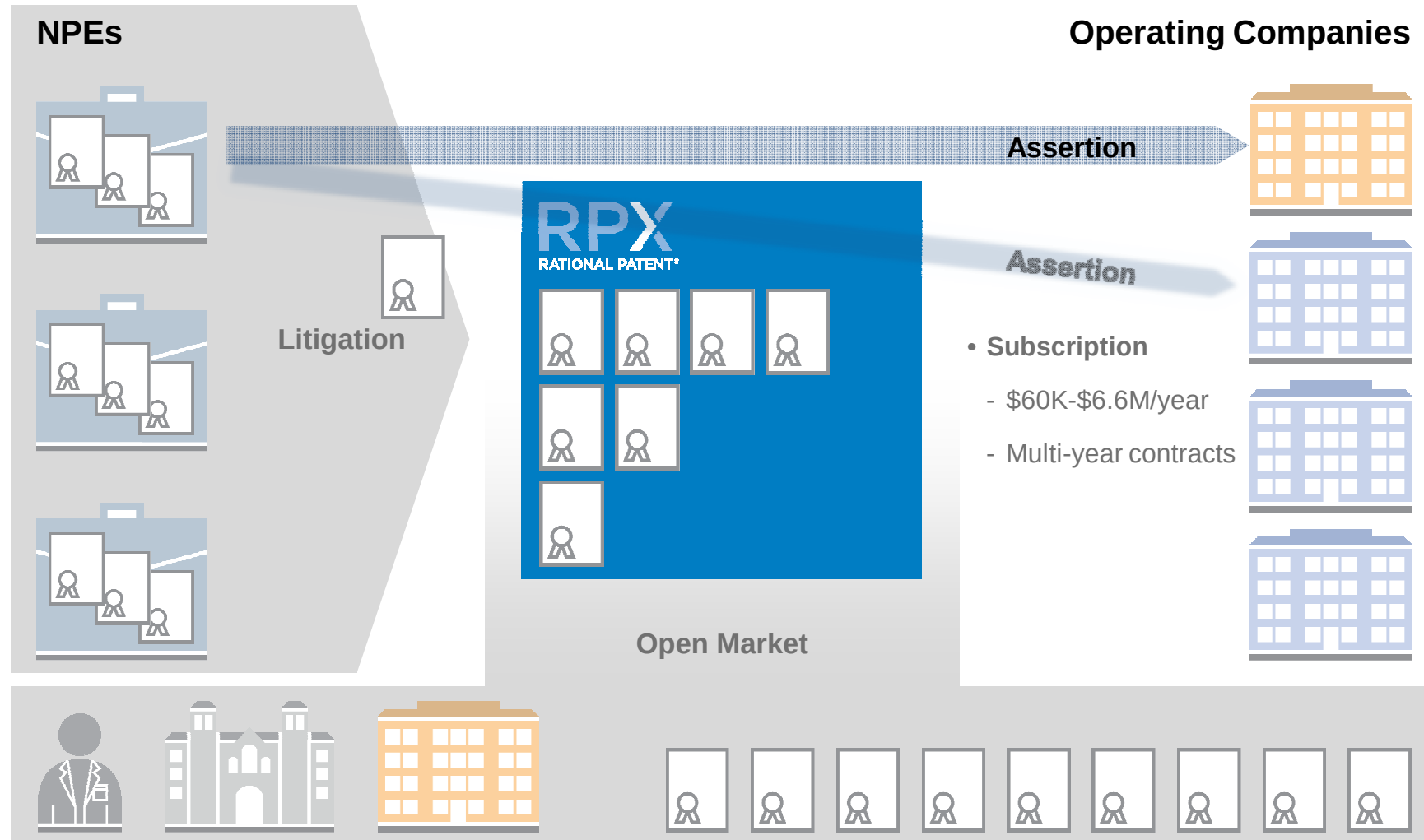
- **Subscription**

- \$60K-\$6.6M/year
- Multi-year contracts



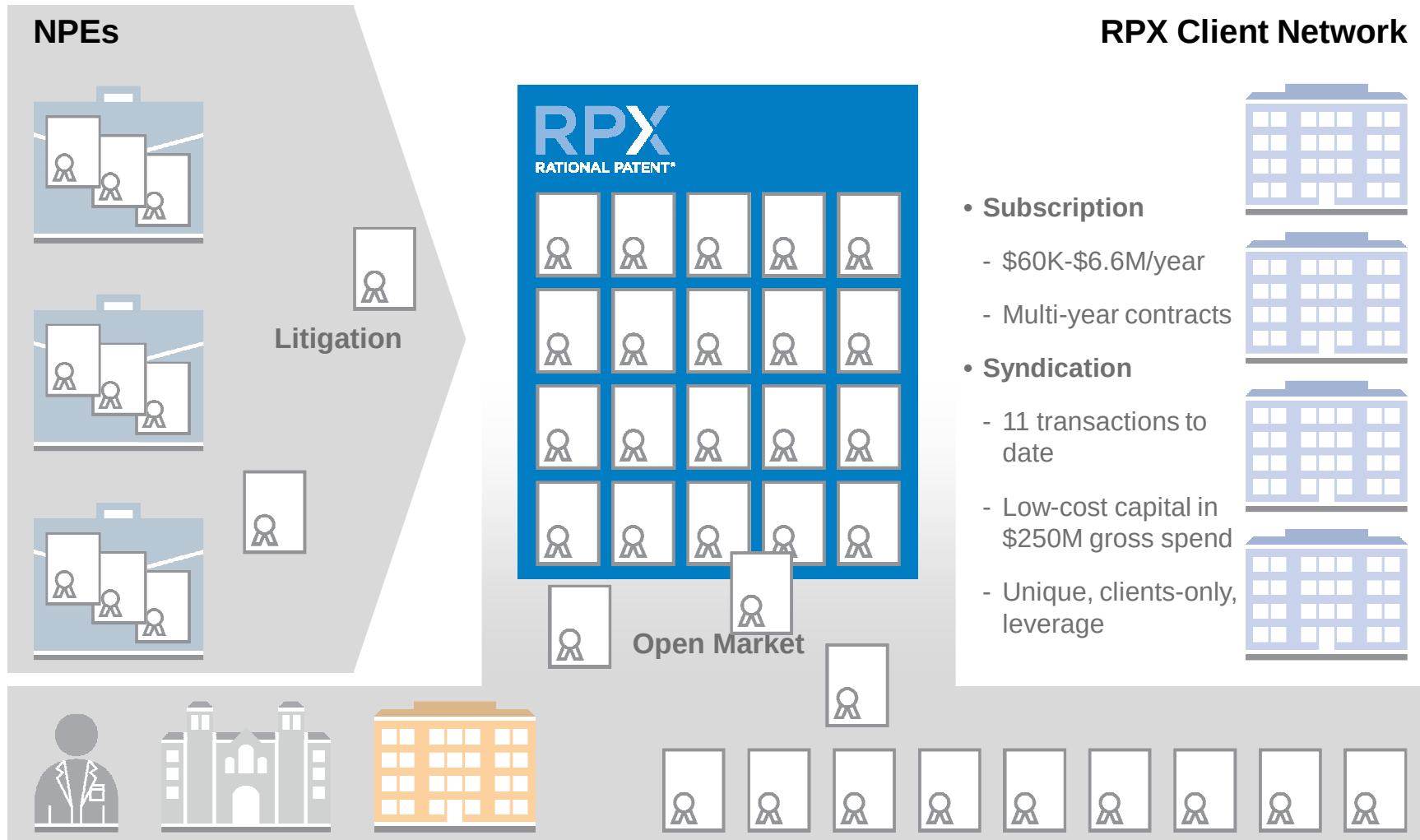
After RPX

Efficient Transfer of Value



After RPX

Efficient Transfer of Value



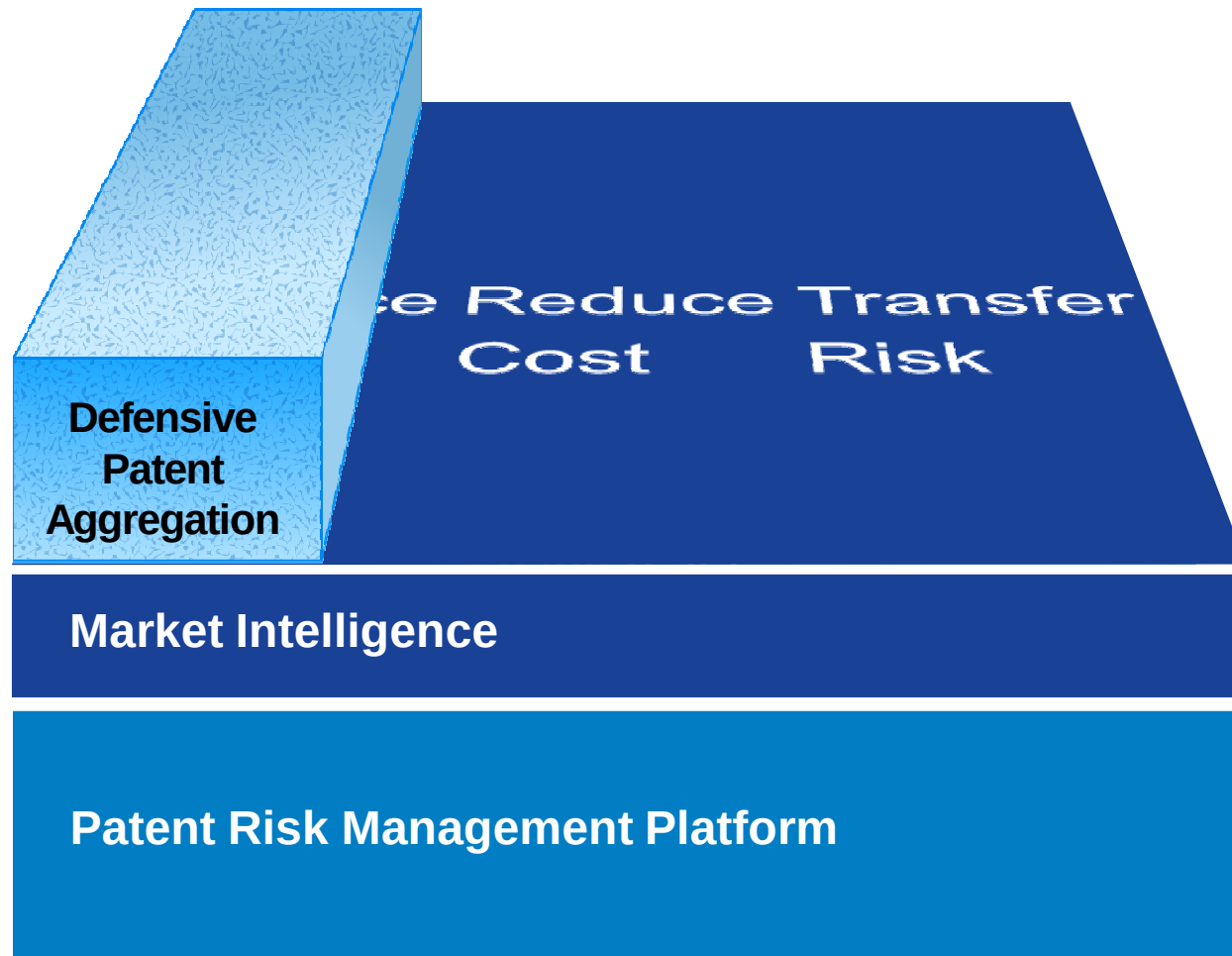
The RPX Solution



The RPX Solution

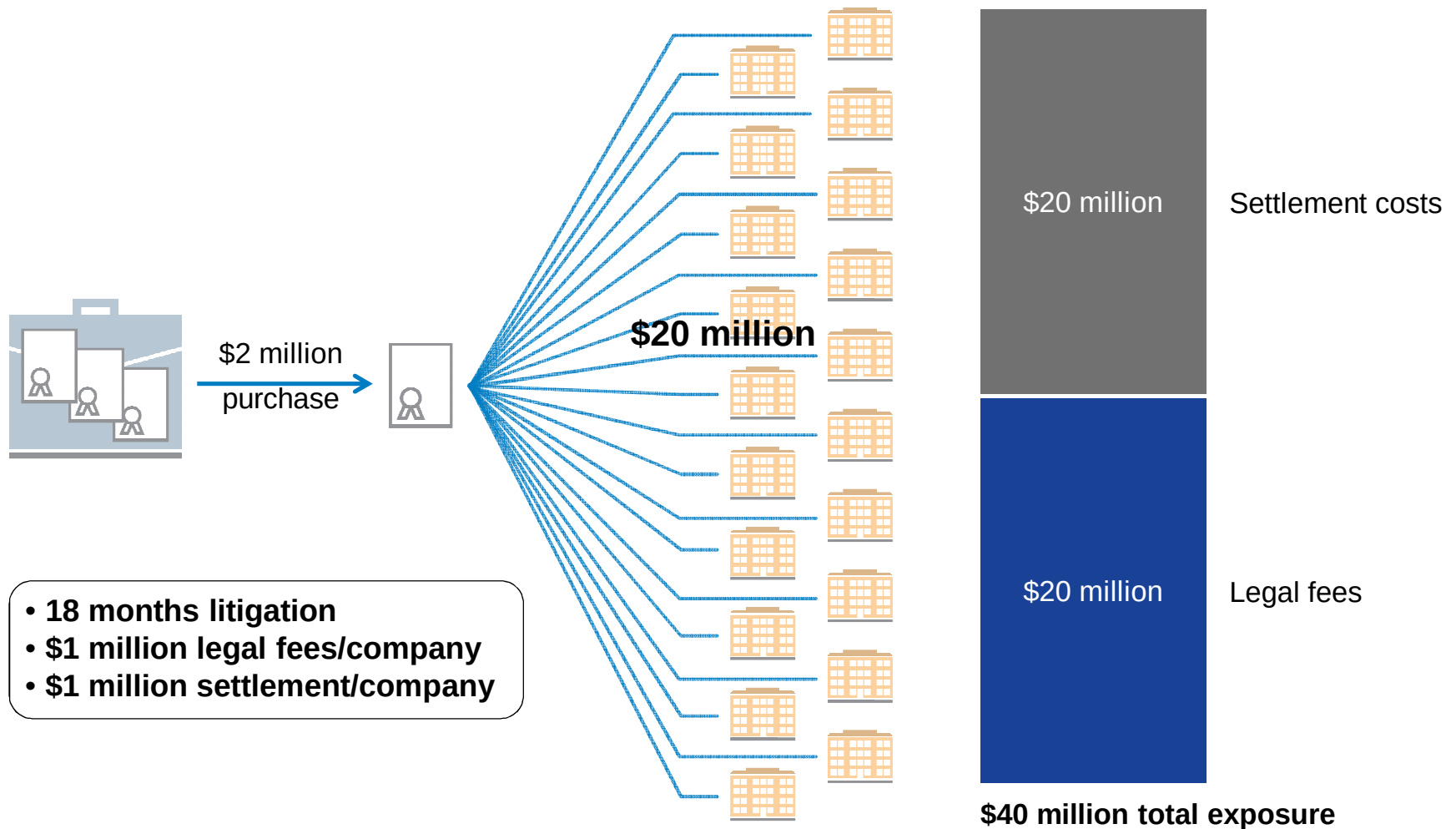


The RPX Solution



The RPX Solution

Hypothetical Cost Savings



Compelling Value

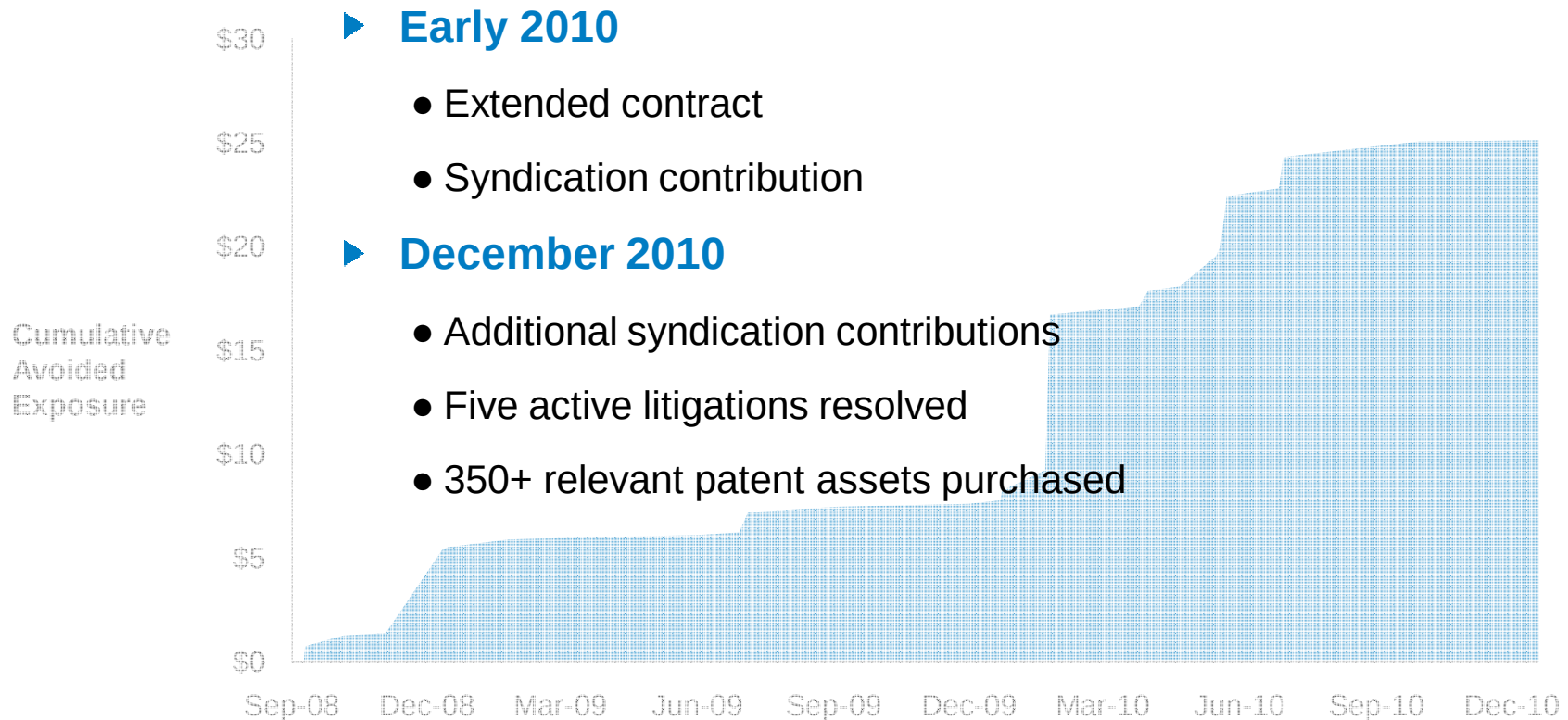
Client Case Study

- ▶ **Joined RPX in December 2008**
- ▶ **Initial two-year term at \$4 million/year**
- ▶ **Named in 20+ NPE litigations each year**
- ▶ **Multiple areas of patent exposure**

Compelling Value

Client Case Study

(in millions)



Relevant Assets in RPX Portfolio

Note: Estimate of avoided litigation cost is derived from RPX management estimates.

Growth Strategy

▶ Expand client network

- TAM: 2500+ companies
- 81 clients at end of Q1
- 240+ targets in pipeline

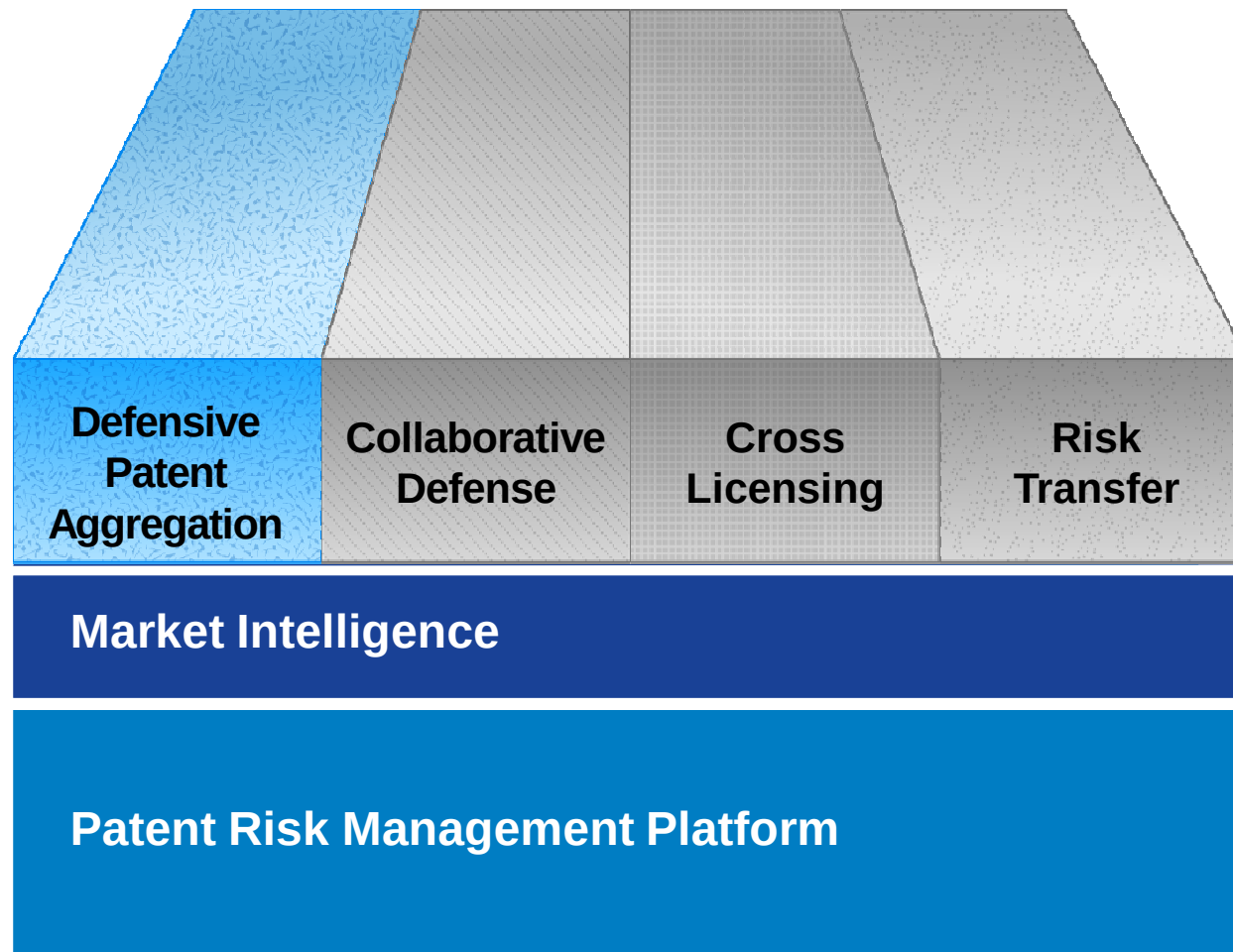
▶ Strengthen/lengthen existing relationships

- 2.8 year average contract term
- Focus on specific client needs to drive renewals

▶ Deploy complementary risk-management services

- Proprietary data and insight
- Multi-faceted services platform

Growth Strategy



Note: All revenue to date has come from defensive patent aggregation.

The RPX Difference

- ▶ Aligned with client interests
- ▶ Market efficiency vs. litigation risk
- ▶ Trusted intermediary
- ▶ Predictable subscription service model
- ▶ Network effect

Financial Overview

Through Q1 2011

Financial Highlights

High Growth

- ▶ \$94.9 million revenue in second full year
- ▶ 240+ near-term targets

Profitable

- ▶ \$15.1 million Non-GAAP net income in 2010
- ▶ Significant operating leverage

Predictable Revenue

- ▶ Multi-year customer contracts
- ▶ Subscription/deferred revenue model

Note: Non-GAAP net income excludes stock-based compensation.

Business Model Highlights

▶ Subscription Model

- Pricing based on rate card
- Paid annually in advance
- Recognized ratably

▶ Multi-Year Contracts

- 2.8 year average term

▶ Cost of revenues

- Patent amortization – 24 to 60 months

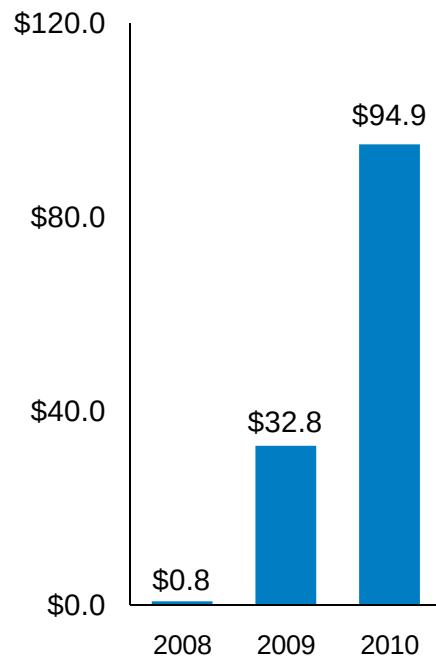
▶ Acquisition metrics

- Net: 100% RPX capital
- Gross: includes syndicated contributions

Strong Revenue Growth

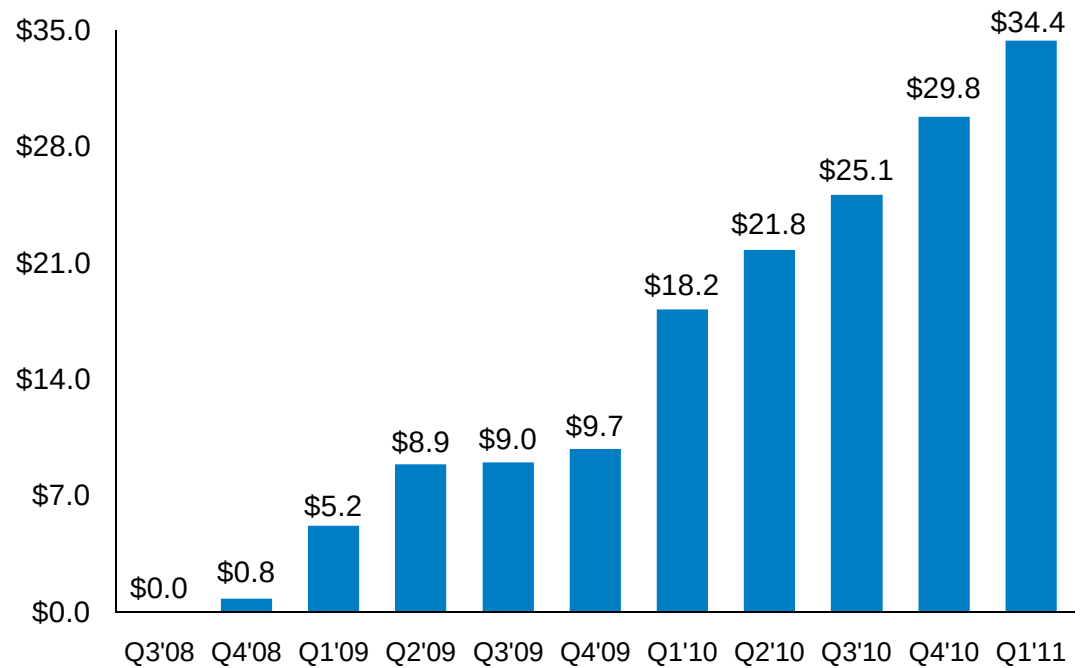
Annual

(\$ in millions)



Quarterly

(\$ in millions)

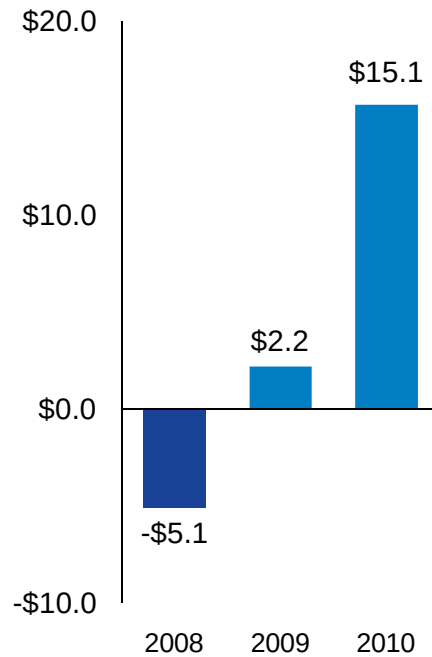


Profitable Growth...

Non-GAAP Net Income (excl. SBC)

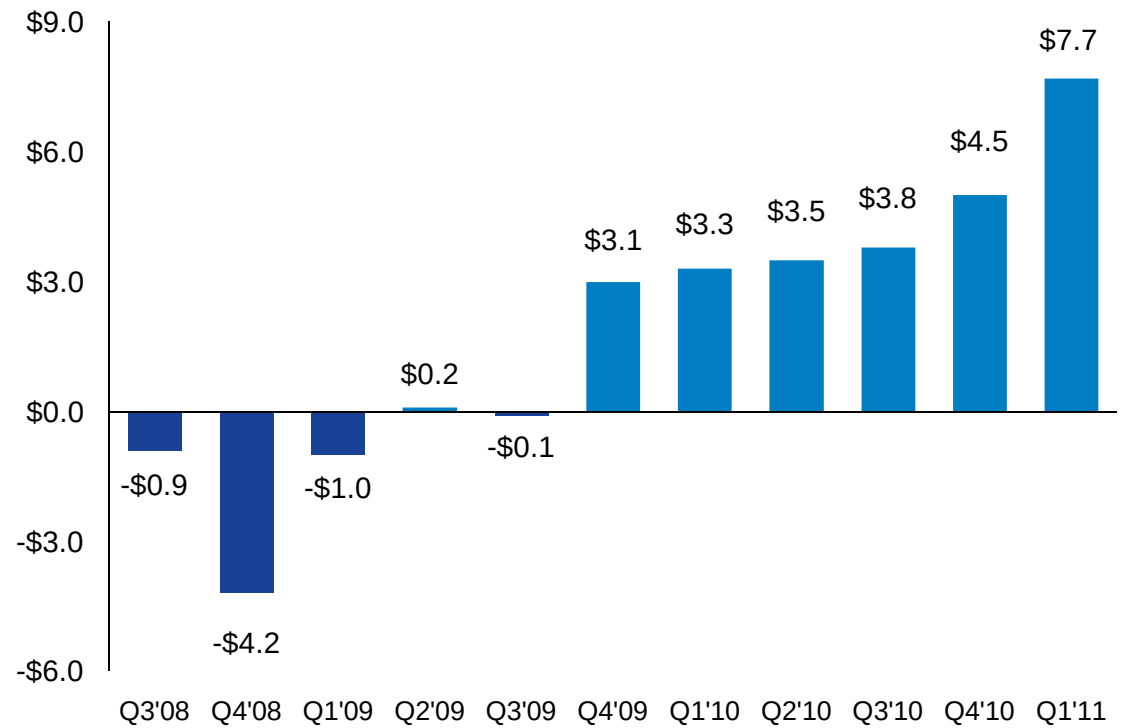
Annual

(\$ in millions)



Quarterly

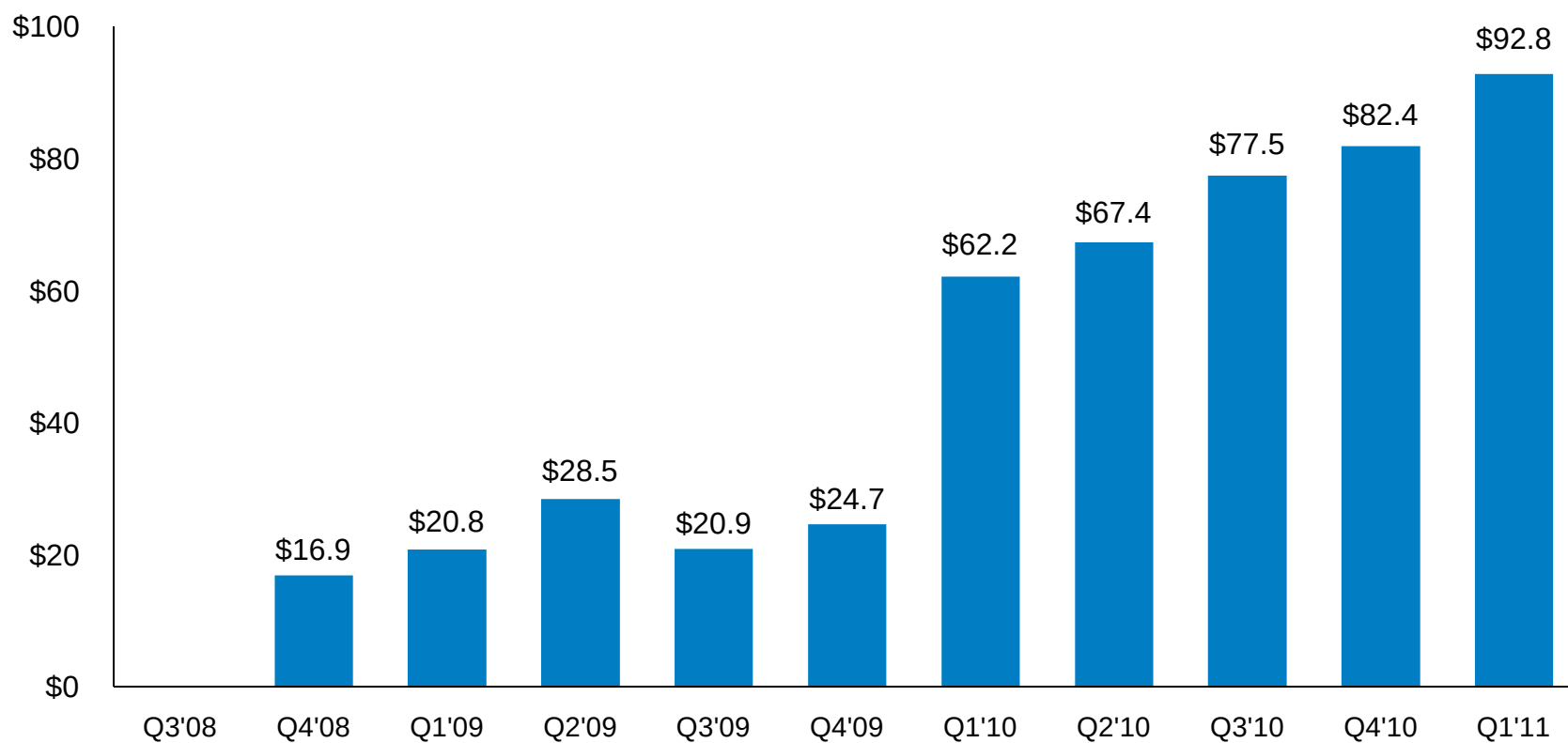
(\$ in millions)



...With Long-Term Visibility

Deferred Revenue Balance

(\$ in millions)



Experienced, Best-in-Class Team

Name	Position	Background
John A. Amster	CEO and Co-Founder	Intellectual Ventures; Ocean Tomo; InterTrust
Geoffrey T. Barker	COO and Co-Founder	Intellectual Ventures; Vigilos; Cobalt
Eran Zur	President and Co-Founder	Lemelson
Adam Spiegel	CFO	Prudential Securities; Credit Suisse
Mallun Yen	Executive Vice President, Corporate Development	Cisco
Martin Roberts	General Counsel	Ebay; Linden Lab
Thomas Westerlund	Vice President, Structured Acquisitions	Nokia
Paul M. Saraceni	Chief Intellectual Property Officer	Yahoo!; Intel
Kevin Barhydt	Vice President, Head of Acquisitions	Intellectual Ventures; McKinsey
Henri Linde	Senior Vice President, Memberships	Thomson
Paul Reidy	Senior Vice President, Memberships	Intellectual Ventures; Freescale
Steve Swank	Vice President, Client Relations	Comdata

The RPX Opportunity

- ▶ Large, underserved market
- ▶ Proven market-based solution
- ▶ Clear alignment with client interests
- ▶ Predictable subscription-based model
- ▶ Strong operating momentum
- ▶ Multiple avenues for growth

Thank You
