



# Real Corporate Information

RealNetworks®, Inc. (Nasdaq: RNWK), a leading provider of digital entertainment services.

## General Information:

Founded February 1994

1609 employees

## Headquarters:

Address: 2601 Elliott Avenue, Seattle, WA 98121

Phone: 206.674.2700

## Key Financials:

2005 revenue of \$325.1 million

2006 revenue of \$395.3 million

2007 revenue of \$567.6 million

## Senior Executives:

- Rob Glaser, *Founder, Chairman & CEO*
- Savino R. (Sid) Ferrales, *SVP, Human Resources*
- John Giamatteo, *President - Technology, Products and Solutions & International Operations*
- Michael Eggers, *SVP & Chief Financial Officer*
- Robert Kimball, *SVP, Legal & Business Affairs  
General Counsel & Corporate Secretary*
- Dan Sheeran, *SVP, Corporate Partnerships & Business Development*
- Carla Stratfold, *SVP, Integration Program Office*
- Harold Zeitz, *SVP, Media Software & Services, Games Division*
- Rob Williams, *SVP, Music Software*

## Key Facts

- Real brought sound to the Internet with the introduction of RealAudio®/RealPlayer® in 1995
- Real acquired Listen.com and the Rhapsody® music service in April 2003
- Real acquired GameHouse Studios, the leading developer & publisher of casual games in January 2004
- Real entered the mobile games business and acquired Mr.Goodliving, a Finland-based mobile games design studio, in May 2005
- Real acquired European casual games developer and publisher Zylom in February 2006
- Real acquired WiderThan, a leading provider of integrated mobile music and entertainment solutions, in October 2006
- Real acquired Brazilian casual games distributor Atrativa in late 2006
- Real teamed with Viacom's MTV Networks to form the Rhapsody America joint venture in August 2007
- Real acquired Game Trust, a casual games infrastructure company that provides innovative community and commerce capabilities, in October 2007
- Real acquired TryMedia, a pioneer in games syndication, in February 2008
- Real has more than 27.2 million paid subscribers to premium services including digital music services offered by Rhapsody America, RealArcade, SuperPass, RadioPass and wireless carrier services provided by WiderThan

## Products and Services

- **Rhapsody Unlimited (\$12.99/month), Rhapsody To Go (\$14.99/month)** — Offered through the Rhapsody America joint venture with MTV Networks. Rhapsody is an award-winning digital music service with over 4 million songs, personalized music recommendations and critically-acclaimed editorial content
- **RealPlayer Music Store (\$9.99/album)** — More than 4 million songs available to purchase and transfer to compatible devices from SanDisk, Creative, iRiver, Samsung and more
- **RealArcade GamePass (\$9.99/month)** — One free downloaded game a month, discounts on subsequent purchases
- **SuperPass (\$14.99/month)** — Premium news, music, sports & entertainment content for RealPlayer users

## Key Partners

BBC, Best Buy, Cablevision, Cingular, Cisco, CNN.com, Comcast, Ericsson, HP, IBM, Intel, iRiver, Logitech, Microsoft, Nokia, Palm, SanDisk, Sonos, Sony, Sprint, Starz Encore Group, Sun Microsystems, Texas Instruments, Time Warner Cable, Vodafone, MTV Networks, Verizon, TiVo.