Verisk Analytics, Inc. Form 10-Q August 02, 2011

UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2011

OR

• TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

to

For the transition period from _____

Commission File Number: 001-34480 VERISK ANALYTICS, INC.

(Exact name of registrant as specified in its charter)

Delaware

26-2994223 (I.R.S. Employer

Identification No.)

(State or other jurisdiction of incorporation or organization)

545 Washington Boulevard Jersey City, NJ (Address of principal executive offices)

07310-1686

(Zip Code)

(201) 469-2000

(Registrant s telephone number, including area code)

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes b No o Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes b No o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer b Accelerated filer o

Non-accelerated filer o

Smaller reporting company o

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No \natural

As of July 29, 2011 there was the following number of shares outstanding of each of the issuer s classes of common stock:

Class Class A common stock \$.001 par value Class B (Series 2) common stock \$.001 par value Shares Outstanding 150,042,965 14,771,340

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Item 1. Financial Statements

VERISK ANALYTICS, INC. CONDENSED CONSOLIDATED BALANCE SHEETS As of June 30, 2011 and December 31, 2010

ASSETS Current assets: \$ 51,970 \$ 54,974 Available-for-sale securities \$ 54,974 Available-for-sale securities \$ 54,974 Available-for-sale securities \$ 54,974 Available-for-sale securities \$ 563 Accounts receivable, net of allowance for doubtful accounts of \$3,829 and \$4,028 [Including amounts from related parties of \$727 and \$515, respectively) (1) 145,632 Prepaid expenses 26,015 17,791 Deferred income taxes, net 3,681 3,681 Federal and foreign income taxes receivable 24,610 15,783 State and local income taxes receivable 29,063 8,923 Other current assets 291,55 7,066 Total current assets 291,57 240,435 Noncurrent assets: - - Fixed assets, net 241,330 200,229 Goodwill 712,561 632,668 Deferred income taxes, net 20,977 21,879 State income taxes, net 20,977 21,879 Accounts payable adacrued liabilities 1,773 1,77			2011 maudited (In thousan share and po	
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Available-for-sale securities 5,351 5,653 Accounts receivable, net of allowance for doubtful accounts of \$3,829 and \$4,028 126,564 Prepaid expenses 26,015 17,791 Deferred income taxes, net 3,681 3,681 Federal and foreign income taxes receivable 29,063 8,923 Other current assets 29,155 7,066 Total current assets 295,477 240,435 Noncurrent assets, net 107,645 93,409 Intangible assets, net 107,645 93,409 Intangible assets, net 20,977 21,830 Deferred income taxes, net 20,977 21,830 Deferred income taxes, net 20,977 21,837 Other assets \$ 1,408,089 \$ 1,217,090 LIABILITIES AND STOCKHOLDERS DEFICIT Current liabilities 3,500 3,500 Accounts payable and accrued liabilities \$ 1,408,089 \$ 1,11,995 Acquisition related liabilities 3,500 3,500 Short-term debt and current portion of long-term debt 170,663 437,717 Pension and postretirement henefits, current 4,663 4,663 </td <td></td> <td></td> <td></td> <td></td>				
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Prepaid expenses 26,015 17,791 Deferred income taxes, net 3,681 3,681 Federal and foreign income taxes receivable 24,610 15,783 State and local income taxes receivable 9,063 8,923 Other current assets 29,155 7,066 Total current assets 295,477 240,435 Noncurrent assets: 107,645 93,409 Fixed assets, net 107,645 93,409 Intangible assets, net 20,229 600dwill 712,561 632,668 Deferred income taxes, net 20,977 21,873 1,773 State income taxes, net 20,977 21,873 1,773 Other assets 28,326 26,697 Total assets \$ 1,408,089 \$ 1,217,090 LIABILITIES AND STOCKHOLDERS DEFICIT Current liabilities: 3,500 Accounts payable and accrued liabilities 3,500 Short-term debt and current portion of long-term debt 170,663 437,717 Pension and postretirement benefits, current 4,663 4,663 4,663 Fees received in advance (including amounts from related parties				
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Other current assets 29,155 7,066 Total current assets 295,477 240,435 Noncurrent assets: 107,645 93,409 Intangible assets, net 241,330 200,229 Goodwill 712,561 632,668 Deferred income taxes, net 20,977 21,879 State income taxes receivable 1,773 1,773 Other assets 28,326 26,697 Total assets \$ 1,408,089 \$ 1,217,090 LLABILITIES AND STOCKHOLDERS DEFICIT Current liabilities: \$ 121,285 \$ 111,995 Accounts payable and accrued liabilities \$ 121,285 \$ 111,995 Acquisition related liabilities \$ 121,285 \$ 111,995 Short-term debt and current portion of long-term debt 170,663 437,717 Pension and postretirement benefits, current 4,663 4,663 Fees received in advance (including amounts from related parties of \$1,626 and \$1,231, respectively) (1) 214,989 163,007 Total current liabilities: 511,600 720,882 Noncurrent liabilities: 511,600	-		-	
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Deferred income taxes, net $20,977$ $21,879$ State income taxes receivable $1,773$ $1,773$ Other assets $28,326$ $26,697$ Total assets\$ 1,408,089\$ 1,217,090LLABILITIES AND STOCKHOLDERS DEFICITCurrent liabilities: 3 Accounts payable and accrued liabilities\$ 121,285\$ 111,995Acquisition related liabilities $3,500$ Short-term debt and current portion of long-term debt170,663 $437,717$ Pension and postretirement benefits, current $4,663$ $4,663$ Fees received in advance (including amounts from related parties of \$1,626 and $311,600$ $720,882$ Noncurrent liabilities: $511,600$ $720,882$ Noncurrent liabilities: $854,499$ $401,826$ Pension benefits $83,995$ $95,528$			-	
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Other assets28,32626,697Total assets\$ 1,408,089\$ 1,217,090LIABILITIES AND STOCKHOLDERS DEFICITCurrent liabilities:\$ 121,285\$ 111,995Accounts payable and accrued liabilities\$ 121,285\$ 111,995Acquisition related liabilities\$ 121,285\$ 111,995Acquisition related liabilities\$ 170,663437,717Pension and postretirement benefits, current4,6634,663Fees received in advance (including amounts from related parties of \$1,626 and \$1,231, respectively) (1)214,989163,007Total current liabilities: Long-term debt\$511,600720,882Noncurrent liabilities: Long-term debt\$ 854,499401,826Pension benefits\$ 83,99595,528			-	
LIABILITIES AND STOCKHOLDERS DEFICITCurrent liabilities:Accounts payable and accrued liabilitiesAcquisition related liabilitiesShort-term debt and current portion of long-term debt170,663Pension and postretirement benefits, current4,663Fees received in advance (including amounts from related parties of \$1,626 and\$1,231, respectively) (1)214,989163,007Total current liabilities:Long-term debt854,499401,826Pension benefits83,99595,528			-	
Current liabilities:\$121,285\$111,995Acquisition related liabilities\$121,285\$111,995Acquisition related liabilities3,500Short-term debt and current portion of long-term debt170,663437,717Pension and postretirement benefits, current4,6634,663Fees received in advance (including amounts from related parties of \$1,626 and	Total assets	\$	1,408,089	\$ 1,217,090
Accounts payable and accrued liabilities\$ 121,285\$ 111,995Acquisition related liabilities3,500Short-term debt and current portion of long-term debt170,663437,717Pension and postretirement benefits, current4,6634,663Fees received in advance (including amounts from related parties of \$1,626 and111,995163,007\$1,231, respectively) (1)214,989163,007Total current liabilities:511,600720,882Noncurrent liabilities:854,499401,826Pension benefits83,99595,528	LIABILITIES AND STOCKHOLDERS DEFIC	CIT		
Acquisition related liabilities3,500Short-term debt and current portion of long-term debt170,663Pension and postretirement benefits, current4,663Fees received in advance (including amounts from related parties of \$1,626 and\$1,231, respectively) (1)214,989Total current liabilities511,600Noncurrent liabilities:Long-term debt854,499401,826Pension benefits83,99595,528	Current liabilities:			
Short-term debt and current portion of long-term debt170,663437,717Pension and postretirement benefits, current4,6634,663Fees received in advance (including amounts from related parties of \$1,626 and \$1,231, respectively) (1)214,989163,007Total current liabilities511,600720,882Noncurrent liabilities: Long-term debt854,499401,826Pension benefits83,99595,528		\$	121,285	\$
Pension and postretirement benefits, current4,6634,663Fees received in advance (including amounts from related parties of \$1,626 and \$1,231, respectively) (1)214,989163,007Total current liabilities511,600720,882Noncurrent liabilities: Long-term debt854,499401,826Pension benefits83,99595,528				
Fees received in advance (including amounts from related parties of \$1,626 and \$1,231, respectively) (1)214,989163,007Total current liabilities511,600720,882Noncurrent liabilities: Long-term debt854,499401,826Pension benefits83,99595,528	· ·			
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Total current liabilities511,600720,882Noncurrent liabilities: Long-term debt854,499401,826Pension benefits83,99595,528				
Noncurrent liabilities:854,499401,826Long-term debt854,499401,826Pension benefits83,99595,528	\$1,231, respectively) (1)		214,989	163,007
Long-term debt 854,499 401,826 Pension benefits 83,995 95,528	Total current liabilities		511,600	720,882
Long-term debt 854,499 401,826 Pension benefits 83,995 95,528	Noncurrent liabilities:			
Pension benefits83,99595,528			854.499	401.826
	•			
	Postretirement benefits		22,203	23,083

Other liabilities	80,232	90,213
Total liabilities	1,552,529	1,331,532
Commitments and contingencies		
Stockholders equity/(deficit): Verisk Class A common stock, \$.001 par value; 1,200,000,000 shares authorized;		
350,338,030 and 150,179,126 shares issued and 150,625,134 and 143,067,924		
outstanding as of June 30, 2011 and December 31, 2010, respectively	88	39
Verisk Class B (Series 1) common stock, \$.001 par value; 400,000,000 shares		
authorized; 0 and 198,327,962 shares issued and 0 and 12,225,480 outstanding as of		17
June 30, 2011 and December 31, 2010, respectively		47
Verisk Class B (Series 2) common stock, \$.001 par value; 400,000,000 shares authorized; 193,665,008 shares issued and 14,771,340 outstanding as of June 30,		
2011 and December 31, 2010, respectively	49	49
Unearned KSOP contributions	(836)	(988)
Additional paid-in capital	807,855	754,708
Treasury stock, at cost, 378,606,564 and 372,107,352 shares as of June 30, 2011		
and December 31, 2010, respectively	(1,323,368)	(1,106,321)
Retained earnings	425,280	293,827
Accumulated other comprehensive losses	(53,508)	(55,803)
Total stockholders deficit	(144,440)	(114,442)
Total liabilities and stockholders deficit	\$ 1,408,089	\$ 1,217,090

(1) See Note 13. Related Parties for further information.

The accompanying notes are an integral part of these condensed consolidated financial statements.

VERISK ANALYTICS, INC. CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED) For The Three and Six Month Periods Ended June 30, 2011 and 2010

	Th	ed June 30, 2010 data)				
Revenues (including amounts from related parties of \$4,787 and \$15,280 for the three months ended June 30, 2011 and 2010 and \$9,183 and \$30,413 for the six months ended June 30, 2011 and 2010, respectively) (1)	\$	327,280	\$ 281,677	\$ 640,149	\$	557,831
Expenses: Cost of revenues (exclusive of items shown separately below) Selling, general and administrative Depreciation and amortization of fixed assets Amortization of intangible assets Acquisition related liabilities adjustment Total expenses		131,185 55,909 10,855 8,877 (3,364) 203,462	115,000 42,638 9,944 7,020 174,602	255,741 105,165 22,160 17,332 (3,364) 397,034		229,993 80,152 19,873 14,324 344,342
Operating income		123,818	107,075	243,115		213,489
Other income/(expense): Investment (loss)/income Realized gain on securities, net Interest expense Total other expense, net		(10) (125) $(14,885)$ $(14,770)$	92 29 (8,445) (8,324)	487 (24,500) (24,013)		124 61 (16,911) (16,726)
Income before income taxes Provision for income taxes		109,048 (43,471)	98,751 (40,347)	219,102 (87,649)		(10,720) 196,763 (82,984)
Net income	\$	65,577	\$ 58,404	\$ 131,453	\$	113,779
Basic net income per share of Class A and Class B:	\$	0.39	\$ 0.32	\$ 0.78	\$	0.63
Diluted net income per share of Class A and Class B:	\$	0.38	\$ 0.31	\$ 0.75	\$	0.60

			180,272,828
100,700,000	100,192,100	101,770,017	100,272,020
174,634,046	189,541,893	175,799,120	189,498,324
	166,960,806	166,960,806 180,492,106	

(1) See Note 13. Related Parties for further information.

The accompanying notes are an integral part of these condensed consolidated financial statements.

VERISK ANALYTICS, INC. CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS DEFICIT (UNAUDITED)

For The Year Ended December 31, 2010 and The Six Months Ended June 30, 2011

	Com	nmon Stock Issu	ıed		Unearnec	dAdditional	l			Accumulate Other S	
	Verisk Class A	Verisk Class B (Series 1)	Verisk Class B (Series 2)	Par Value	KSOP contributio	Paid-in		-		domprehensi glncome/(Los	
	1					ept for share			Darma		S) Dyung
ance, uary 1, 2010 mprehensive ome: income er nprehensive	125,815,600	205,637,925				-			242,55	75 \$(53,628) 52) \$ (34,9 242,5
										(2,175)	(2,1
mprehensive ome oversion of ss B-1 nmon stock n follow-on											240,3
lic offering ote 1) nversion of ss B-2 nmon stock n follow-on	7,309,963	(7,309,963)									
lic offering ote 1) asury stock uired ss A	11,972,917		(11,972,917)	1							
11,202 res) asury stock uired ss B-1							I	(212,512)			(212,5
583,532 res) asury stock uired ss B-2							I	(199,936)			(199,9
4,718 res)								(9,879)	J		(9,8
	e of Contents									1(

OP shares ned ck options					317	11,256				11,5
rcised eluding tax efit of ,015) share lement of	5,579,135			5		84,492				84,4
es upon rcise of ek options ck based	(503,043)					(15,051)				(15,0
npensation er stock						21,298				21,2
iances	4,554					140				1
ance, cember 31, 0	150,179,126	198,327,962	193,665,008	\$135 \$	6 (988)	\$754,708	\$(1,106,321)	\$ 293,827	\$ (55,803)	\$(114,4
nprehensive ome: income er								131,453		131,4
nprehensive ome									2,295	2,2
mprehensive ome oversion of ss B-1 omon stock ote 1)	198.327,962	(198,327,962)								133,7
asury stock uired ss A 199,212		< * * · ·								
res) OP shares							(217,047)			(217,0
ned ck options rcised luding tax					152	6,256				6,4
efit of ,530)	1,830,942			2		34,560				34,5
ck-based npensation						12,331				12,3
ance, e 30, 2011	350,338,030		193,665,008	\$137 \$	6 (836)	\$ 807,855	\$(1,323,368)	\$ 425,280	\$ (53,508)	\$(144,4

The accompanying notes are an integral part of these condensed consolidated financial statements.

VERISK ANALYTICS, INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) For The Six Months Ended June 30, 2011 and 2010

	2011 (In tho	usano	2010 ls)
Cash flows from operating activities:			
Net income	\$ 131,453	\$	113,779
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization of fixed assets	22,160		19,873
Amortization of intangible assets	17,332		14,324
Amortization of debt issuance costs	729		789
Amortization of debt original issue discount	25		
Allowance for doubtful accounts	557		526
KSOP compensation expense	6,408		5,729
Stock-based compensation	12,331		10,284
Non-cash charges associated with performance based appreciation awards	583		792
Acquisition related liabilities adjustment	(3,364)		
Realized gain on securities, net	(487)		(61)
Deferred income taxes	1,660		507
Other operating	30		30
Loss on disposal of assets	221		38
Excess tax benefits from exercised stock options	(5,470)		(10,036)
Changes in assets and liabilities, net of effects from acquisitions:			
Accounts receivable	(16,979)		(28,694)
Prepaid expenses and other assets	(8,082)		(5,504)
Federal and foreign income taxes	7,703		17,729
State and local income taxes	(140)		(1,387)
Accounts payable and accrued liabilities	(15,190)		(18,327)
Fees received in advance	50,520		55,959
Other liabilities	(14,913)		(3,316)
Net cash provided by operating activities	187,087		173,034
Cash flows from investing activities:			
Acquisitions, net of cash acquired of \$590 and \$1,556, respectively	(121,721)		(6,386)
Earnout payments	(3,500)		
Proceeds from release of acquisition related escrows			283
Escrow funding associated with acquisitions	(19,560)		(1,500)
Purchases of available-for-sale securities	(1,338)		(262)
Proceeds from sales and maturities of available-for-sale securities	1,704		511
Purchases of fixed assets	(28,171)		(15,570)
Net cash used in investing activities	(172,586)		(22,924)
Cash flows from financing activities:			
Proceeds from issuance of long-term debt, net of original issue discount	448,956		
Repayment of short-term debt refinanced on a long-term basis	(295,000)		

Proceeds/(repayments) of short-term debt, net Repurchase of Verisk Class A common stock Repayment of current portion of long-term debt Payment of debt issuance cost Net share settlement of taxes upon exercise of stock options Excess tax benefits from exercised stock options Proceeds from stock options exercised	72,919 (214,021) (50,000) (4,434) 5,470 18,032	(64,069) (62,266) (15,051) 10,036 16,733
Net cash used in financing activities	(18,078)	(114,617)
Effect of exchange rate changes	573	(193)
(Decrease)/increase in cash and cash equivalents	(3,004)	35,300
Cash and cash equivalents, beginning of period	54,974	71,527
Cash and cash equivalents, end of period	\$ 51,970	\$ 106,827
Supplemental disclosures: Taxes paid	\$ 80,924	\$ 63,545
Interest paid	\$ 17,997	\$ 16,299
Non-cash investing and financing activities: Repurchase of Verisk Class A common stock included in accounts payable and accrued liabilities	\$ 5,292	\$ 2,635
Deferred tax asset/(liability) established on date of acquisition	\$ 1,280	\$ (732)
Capital lease obligations	\$ 8,013	\$ 602
Capital expenditures included in accounts payable and accrued liabilities	\$ 307	\$ 668
Increase in goodwill due to acquisition related escrow distributions	\$	\$ 6,996

The accompanying notes are an integral part of these condensed consolidated financial statements.

VERISK ANALYTICS, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Amounts in thousands, except for share and per share data, unless otherwise stated)

1. Organization:

Verisk Analytics, Inc. and its consolidated subsidiaries (Verisk or the Company) enable risk-bearing businesses to better understand and manage their risks. The Company provides its customers proprietary data that, combined with analytic methods, create embedded decision support solutions. The Company is one of the largest aggregators and providers of data pertaining to property and casualty (P&C) insurance risks in the United States of America (U.S.). The Company offers solutions for detecting fraud in the U.S. P&C insurance, mortgage and healthcare industries and sophisticated methods to predict and quantify loss in diverse contexts ranging from natural catastrophes to supply chain to health insurance. The Company provides solutions, including data, statistical models or tailored analytics, all designed to allow clients to make more logical decisions.

Verisk was established on May 23, 2008 to serve as the parent holding company of Insurance Services Office, Inc. (ISO) upon completion of the initial public offering (IPO). ISO was formed in 1971 as an advisory and rating organization for the P&C insurance industry to provide statistical and actuarial services, to develop insurance programs and to assist insurance companies in meeting state regulatory requirements. Over the past decade, the Company has broadened its data assets, entered new markets, placed a greater emphasis on analytics, and pursued strategic acquisitions. On October 6, 2009, ISO effected a corporate reorganization whereby the Class A and Class B common stock of ISO were exchanged by the current stockholders for the common stock of Verisk on a one-for-one basis. Verisk immediately thereafter effected a fifty-for-one stock split of its Class A and Class B common stock and equally sub-divided the Class B common stock into two new series of stock, Verisk Class B (Series 1) (Class B-1) and Verisk Class B (Series 2) (Class B-2).

On October 9, 2009, the Company completed its IPO. Upon completion of the IPO, the selling stockholders sold 97,995,750 shares of Class A common stock of Verisk, which included the 12,745,750 over-allotment option, at the IPO price of \$22.00 per share. The Company did not receive any proceeds from the sales of common stock in the offering. Verisk trades under the ticker symbol VRSK on the NASDAQ Global Select Market.

On October 1, 2010, the Company completed a follow-on public offering. Upon completion of this offering, the selling stockholders sold 2,602,212 and 19,282,880 shares of Class A and Class B common stock of Verisk, respectively, which included the underwriters 2,854,577 over-allotment option, at the public offering price of \$27.25 per share. Class B common stock sold into this offering was automatically converted into Class A common stock. The Company did not receive any proceeds from the sale of common stock in the offering. Concurrently with the closing of this offering, the Company also repurchased 7,300,000 shares of Class B common stock at \$26.3644 per share, which represents the net proceeds per share the selling stockholders received in the public offering. The Company funded a portion of this repurchase with proceeds from borrowings of \$160,000 under its syndicated revolving credit facility. Upon consummation of the offering and the repurchase, the Company s Class B-1 and Class B-2 common stock outstanding was 12,554,605 and 15,100,465 shares, respectively. The Class B-1 shares converted to Class A common stock on April 6, 2011 and the Class B-2 shares will automatically convert to Class A common stock on October 6, 2011.

2. Basis of Presentation and Summary of Significant Accounting Policies:

The accompanying unaudited condensed consolidated financial statements have been prepared on the basis of accounting principles generally accepted in the U.S. (U.S. GAAP). The preparation of financial statements in conformity with these accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Significant estimates include acquisition purchase price allocations, the fair value of goodwill, the realization of deferred tax assets, acquisition related liabilities, fair value of stock-based compensation, liabilities for pension and postretirement benefits, and the estimate for the allowance for doubtful accounts. Actual results may ultimately differ from those estimates.

The condensed consolidated financial statements as of June 30, 2011 and for the three- and six-month periods ended June 30, 2011 and 2010, in the opinion of management, include all adjustments, consisting of normal recurring accruals, to present fairly the Company s financial position, results of operations and cash flows. The operating results for the three- and six-month periods ended June 30, 2011 are not necessarily indicative of the results to be expected for the full year. The condensed consolidated financial statements and related notes for the three- and six-month periods ended December 31, 2010. Certain information and footnote disclosures normally included in financial statements prepared in accordance with U.S. GAAP have been condensed or omitted pursuant to the rules of the Securities and Exchange Commission (SEC). The Company believes the disclosures made are adequate to keep the information presented from being misleading. Within this filing on Form 10-Q, the Company has corrected a typographical error, which reduced the change in Federal and foreign income taxes by \$200 in the condensed consolidated statement of cash flows (unaudited), but did not affect the totals for the six months ended June 30, 2010.

Recent Accounting Pronouncements

In June 2011, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2011-05, *Presentation of Comprehensive Income* (ASU No. 2011-05). Under ASU No. 2011-05, an entity has the option to present the total of comprehensive income, the components of net income, and the components of other comprehensive income either in a single continuous statement of comprehensive income or in two separate but consecutive statements. In both choices, an entity is required to present each component of net income along with total net income, each component of other comprehensive income along with a total for other comprehensive income, and a total amount for comprehensive income. ASU No. 2011-05 is effective for fiscal years, and interim periods within those years, beginning after December 15, 2011. Early adoption is permitted. The Company has elected not to early adopt. ASU No. 2011-05 is not expected to have a material impact on the Company's consolidated financial statements as this guidance does not result in a change in the items that are required to be reported in other comprehensive income or when an item of other comprehensive income must be reclassified to net income.

In May 2011, the FASB issued ASU No. 2011-04, *Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRSs* (ASU No. 2011-04). ASU No. 2011-04 clarifies certain FASB s intent about the application of existing fair value measurement and develops common requirements for measuring fair value and for disclosing information about fair value measurements in accordance with U.S. GAAP and International Financial Reporting Standards (IFRS). ASU No. 2011-04 is effective for fiscal years, and interim periods within those years, beginning after December 15, 2011. Early adoption is not permitted. ASU No. 2011-04 is not expected to have a material impact on the Company s consolidated financial statements as this guidance does not result in a change in the application of the requirements in ASC 820, *Fair Value Measurements*.

3. Investments:

The following is a summary of available-for-sale securities:

	Adjusted Cost			Gross realized Gain	Gross Unrealized Loss		Fair Value	
June 30, 2011 Registered investment companies Equity securities	\$	4,519 14	\$	823	\$	(5)	\$	5,342 9
Total available-for-sale securities	\$	4,533	\$	823	\$	(5)	\$	5,351
December 31, 2010 Registered investment companies Equity securities	\$	4,398 14	\$	1,248	\$	(7)	\$	5,646 7
Total available-for-sale securities	\$	4,412	\$	1,248	\$	(7)	\$	5,653

In addition to the available-for-sale securities above, the Company has equity investments in non-public companies in which the Company acquired non-controlling interests and for which no readily determinable market value exists. These securities were accounted for under the cost method in accordance with ASC 323-10-25, *The Equity Method of Accounting for Investments in Common Stock* (ASC 323-10-25). At June 30, 2011 and December 31, 2010, the carrying value of such securities was \$3,443 and \$3,642 for each period and has been included in Other assets in the accompanying condensed consolidated balance sheets.

4. Fair Value Measurements:

Certain assets and liabilities of the Company are reported at fair value in the accompanying condensed consolidated balance sheets. Such assets and liabilities include amounts for both financial and non-financial instruments. To increase consistency and comparability of assets and liabilities recorded at fair value, ASC 820-10, *Fair Value Measurements* (ASC 820-10) establishes a three-level fair value hierarchy to prioritize the inputs to valuation techniques used to measure fair value. ASC 820-10 requires disclosures detailing the extent to which companies measure assets and liabilities at fair value, the methods and assumptions used to measure fair value and the effect of fair value measurements on earnings. In accordance with ASC 820-10, the Company applied the following fair value hierarchy:

- Level 1 Assets or liabilities for which the identical item is traded on an active exchange, such as publicly-traded instruments.
- Level 2 Assets and liabilities valued based on observable market data for similar instruments.
- Level 3 Assets or liabilities for which significant valuation assumptions are not readily observable in the market; instruments valued based on the best available data, some of which is internally-developed, and considers risk premiums that a market participant would require.

The following tables provide information for such assets and liabilities as of June 30, 2011 and December 31, 2010. The fair values of cash and cash equivalents, accounts receivable, accounts payable and accrued liabilities, acquisitions related liabilities prior to the adoption of ASC 805, *Business Combinations* (ASC 805), and short-term debt approximate their carrying amounts because of the short-term maturity of these instruments. The fair value of the Company s long-term debt was estimated at \$1,006,810 and \$584,361 as of June 30, 2011 and December 31, 2010, respectively, and is based on quoted market prices if available and if not, an estimate of interest rates available to the Company for debt with similar features, the Company s current credit rating and spreads applicable to the Company. These assets and liabilities are not presented in the following table.

		i] for	oted Prices n Active Markets · Identical	Ob	gnificant Other oservable uts (Level	Significant Unobservable Inputs (Level		
	Total	Asse	ets (Level 1)		2)	3)		
June 30, 2011								
Cash equivalents money-market funds	\$ 349	\$		\$	349	\$		
Registered investment companies (1)	\$ 5,342	\$	5,342	\$		\$		
Equity securities (1)	\$ 9	\$	9	\$		\$		
December 31, 2010								
Cash equivalents money-market funds	\$ 2,273	\$		\$	2,273	\$		
Registered investment companies (1)	\$ 5,646	\$	5,646	\$		\$		
Equity securities (1)	\$ 7	\$	7	\$		\$		
Contingent consideration under ASC 805								
(2)	\$ (3,337)	\$		\$		\$	(3,337)	

(1) Registered investment companies and equity securities are classified as available-for-sale securities and are valued using quoted prices in active markets multiplied by the number of shares owned.

(2) Under ASC 805, contingent consideration is recognized at fair value at the end of each reporting period for acquisitions after January 1, 2009. The Company records the initial recognition of the fair value of contingent consideration in other liabilities on the condensed consolidated balance sheet. Subsequent changes in the fair value of contingent consideration are recorded in the statement of operations.

The table below includes a rollforward of the Company s contingent consideration liability under ASC 805 for the three- and six-month periods ended June 30, 2011 and 2010:

		the Three ne 30, 2011	ths Ended June 30, 2010	Jı	or the Six I 1ne 30, 2011	Months Ended June 30, 2010	
Beginning balance Acquisitions (1)	\$	3,351	\$ 3,840	\$	3,337	\$	3,344 491
Acquisition related liabilities adjustment (1) Accretion on acquisition related liabilities		(3,364) 13	13		(3,364) 27		18
Ending balance	\$		\$ 3,853	\$		\$	3,853

Under ASC 805, contingent consideration is recognized at fair value at the end of each reporting period for acquisitions after January 1, 2009. The Company records the initial recognition of the fair value of contingent consideration in acquisition related liabilities on the consolidated balance sheet. Subsequent changes in the fair value of contingent consideration is recorded in the statement of operations. See Note 6 for further information regarding the acquisition related liabilities adjustment associated with D2 Hawkeye, Inc. and Strategic Analytics, Inc.

5. Goodwill and Intangible Assets:

The following is a summary of the change in goodwill from December 31, 2010 through June 30, 2011, both in total and as allocated to the Company s operating segments:

	Risk Assessment			Decision Analytics	Total		
Goodwill at December 31, 2010 (1) Current year acquisitions	\$	27,908	\$	604,760 79,893	\$	632,668 79,893	
Goodwill at June 30, 2011 (1)	\$	27,908	\$	684,653	\$	712,561	

(1) These balances are net of accumulated impairment charges of \$3,244 that occurred prior to the periods included within the condensed consolidated financial statements.

Goodwill and intangible assets with indefinite lives are subject to impairment testing annually as of June 30, or whenever events or changes in circumstances indicate that the carrying amount may not be fully recoverable. This testing compares the carrying value of each reporting unit to its fair value. If the fair value of the reporting unit exceeds the carrying value of the net assets, including goodwill assigned to that reporting unit, goodwill is not impaired. If the carrying value of the reporting unit s net assets including goodwill exceeds the fair value of the reporting unit s net assets including goodwill exceeds the fair value of the reporting unit s goodwill exceeds its implied fair value of the reporting unit s goodwill. If the carrying value of a reporting unit s goodwill exceeds its implied fair value, then an impairment loss is recorded for the difference between the carrying amount and the implied fair value of goodwill. The Company completed the required annual impairment test as of June 30, 2011, which resulted in no impairment of goodwill. Based on the results of the impairment assessment as of June 30, 2011, the Company confirmed that the fair value of its reporting units exceeded their respective carrying value. Given the limited amount of time between the acquisition date and the timing of the Company s annual impairment test, the fair value of certain reporting units exceeded their carrying value by a moderate amount.

The Company s intangible assets and related accumulated amortization consisted of the following:

	Weighted Average Useful Life				cumulated nortization	Net	
June 30, 2011	_	.		.		.	
Technology-based	7 years	\$	234,755	\$	(146,291)	\$	88,464
Marketing-related	5 years		48,103		(30,900)		17,203
Contract-based	6 years		6,555		(6,385)		170
Customer-related	13 years		172,236		(36,743)		135,493
Total intangible assets		\$	461,649	\$	(220,319)	\$	241,330
	Weighted Average			Δ.c.	cumulated		
	Useful Life		Cost		ortization		
December 31, 2010							
Technology-based	7 years	\$	210,212	\$	(136,616)	\$	73,596
Marketing-related	5 years		40,882		(28,870)		12,012
Contract-based	6 years		6,555		(6,287)		268
Customer-related	13 years		145,567		(31,214)		114,353
Total intangible assets		\$	403,216	\$	(202,987)	\$	200,229

Consolidated amortization expense related to intangible assets for the three months ended June 30, 2011 and 2010, was \$8,877 and \$7,020, respectively. Consolidated amortization expense related to intangible assets for the six months ended June 30, 2011 and 2010, was \$17,332 and \$14,324, respectively. Estimated amortization expense in future periods through 2016 and thereafter for intangible assets subject to amortization is as follows:

Year	Amount
2011	\$ 17,448
2012	33,927
2013	28,414
2014	21,288
2015	21,063

\$ 241,330

6. Acquisitions:

2011 Acquisitions

On June 17, 2011, the Company acquired the net assets of Health Risk Partners, LLC (HRP), a provider of solutions to optimize revenue, ensure compliance and improve quality of care for Medicare Advantage and Medicaid health plans, for a net cash purchase price of approximately \$46,400 and funded \$3,000 of indemnity escrows and \$10,000 of contingency escrows. Within the Company s Decision Analytics segment, this acquisition will further advance the Company s position as a major provider of data, analytics, and decision-support solutions to the healthcare industry. On April 27, 2011, the Company acquired 100% of the stock of Bloodhound Technologies, Inc (Bloodhound), a provider of real-time pre-adjudication medical claims editing, for a net cash purchase price of approximately \$75,321 and funded \$6,560 of indemnity escrows. Within the Company s Decision Analytics segment, Bloodhound addresses the need of healthcare payers to control fraud and waste in a real-time claims-processing environment, and these capabilities align with the Company s existing fraud identification tools.

The preliminary purchase price allocations of the acquisitions resulted in the following:

	Blo	Bloodhound		Ind HRP		Total
Accounts receivable	\$	2,278	\$	378	\$	2,656
Current assets		6,646		297		6,943
Fixed assets		1,091		1,147		2,238
Intangible assets		34,433		24,000		58,433
Goodwill		44,870		35,023		79,893
Other assets		16		13,000		13,016
Deferred income taxes		1,280				1,280
Total assets acquired		90,614		73,845		164,459
Current liabilities		6,869		1,445		8,314
Other liabilities		1,864		13,000		14,864
Total liabilities assumed		8,733		14,445		23,178
Net assets acquired	\$	81,881	\$	59,400	\$	141,281

The amounts assigned to intangible assets by type for current year acquisitions are summarized in the table below:

	Weighted Average Useful Life	Blo	odhound	HRP	Total		
Technology-based	10 years	\$	16,043	\$ 8,500	\$	24,543	
Marketing-related	6 years		2,221	5,000		7,221	
Customer-related	10 years		16,169	10,500		26,669	
Total intangible assets		\$	34,433	\$ 24,000	\$	58,433	

Due to the timing of the acquisitions, the allocations of the purchase price are subject to revisions as additional information is obtained about the facts and circumstances that existed as of the acquisition dates. The revisions may have a material impact on the consolidated financial statements. The allocations of the purchase price will be finalized once all information is obtained, but not to exceed one year from the acquisition dates.

2010 Acquisitions

On December 16, 2010, the Company acquired 100% of the stock of 3E Company (3E), a global source for a comprehensive suite of environmental health and safety compliance solutions, for a net cash purchase price of approximately \$99,603 and funded \$7,730 of indemnity escrows. Within the Company s Decision Analytics segment, 3E overlaps the customer sets served by the other supply chain risk management solutions and helps the Company s customers across a variety of vertical markets address their environmental health and safety issues.

On December 14, 2010, the Company acquired 100% of the stock of Crowe Paradis Services Corporation (CP), a provider of claims analysis and compliance solutions to the P&C insurance industry, for a net cash purchase price of approximately \$83,589 and funded \$6,750 of indemnity escrows. Within the Company s Decision Analytics segment, CP offers solutions for complying with the Medicare Secondary Payer Act, provides services to P&C insurance companies, third-party administrators and self-insured companies, which the Company believes further enhances the solution it currently offers.

On February 26, 2010, the Company acquired 100% of the stock of Strategic Analytics (SA), a provider of credit risk and capital management solutions to consumer and mortgage lenders, for a net cash purchase price of approximately \$6,386 and the Company funded \$1,500 of indemnity escrows. Within the Decision Analytics segment, the Company believes SA solutions and application set will allow customers to take advantage of state-of-the-art loss forecasting, stress testing, and economic capital requirement tools to better understand and forecast the risk associated within their credit portfolios.

Acquisition Escrows

Pursuant to the related acquisition agreements, the Company has funded various escrow accounts to satisfy pre-acquisition indemnity and tax claims arising subsequent to the acquisition date, as well as a portion of the contingent payments. At June 30, 2011 and December 31, 2010, the current portion of the escrows amounted to \$27,056 and \$6,167, respectively, and has been included in Other current assets in the accompanying condensed consolidated balance sheets. At June 30, 2011 and December 31, 2010, the noncurrent portion of the escrow amounted to \$14,505 and \$15,953, respectively.

Acquisition Related Liabilities

Based on the results of operations of Atmospheric and Environmental Research, Inc. (AER), which was acquired in 2008, the Company recorded an increase of \$3,500 to acquisition related liabilities and goodwill during the year ended December 31, 2010. AER was acquired in 2008 and therefore, accounted for under the transition provisions of FASB No. 141 (Revised), *Business Combinations* (FAS No. 141(R)). In April 2011, the Company finalized the AER acquisition contingent liability and made a payment of \$3,500.

As of June 30, 2011, the Company reevaluated the probability of D2 Hawkeye, Inc. (D2) and SA achieving the specific predetermined EBITDA and revenue earnout targets for exceptional performance in fiscal year 2011 and reversed its contingent consideration related to these acquisitions. These reversals resulted in a reduction of \$3,364 to contingent consideration and a decrease of \$3,364 to Acquisition related liabilities adjustment in the accompanying condensed consolidated statements of operations during the three- and six-month periods ended June 30, 2011. Thus, based on current estimates, the sellers of D2 and SA will not receive any acquisition contingent payments.

7. Income Taxes:

The Company s effective tax rate for the three months ended June 30, 2011 was 39.9% compared to the effective tax rate for the three months ended June 30, 2010 of 40.9%. The June 30, 2011 effective tax rate is lower than the June 30, 2010 effective tax rate primarily due to favorable audit settlements, the continued execution of tax planning strategies and the benefits associated with enacted research and development legislation.

The Company s effective tax rate for the six months ended June 30, 2011 was 40.0% compared to the effective tax rate for the six months ended June 30, 2010 of 42.2%. The effective rate for the six months ended June 30, 2011 was lower primarily due to a change in deferred tax assets of \$2,362 resulting from reduced tax benefits of Medicare subsidies associated with legislative changes in the period ended March 31, 2010. Without this charge, the effective rate for the prior period would have been 41.0%. The Company s June 30, 2011 effective tax rate is also lower than the June 30, 2010 effective tax rate due to favorable audit settlements, the continued execution of tax planning strategies and the benefits associated with enacted research and development legislation. The difference between statutory tax rates and the company s effective tax rate are primarily attributable to state taxes and non-deductible share appreciation from the KSOP.

As a result of the Patient Protection and Affordable Care Act and the Health Care and Education Reconciliation Act of 2010, the tax treatment of federal subsidies paid to sponsors of retiree health benefit plans that provide prescription drug benefits that are at least actuarially equivalent to the corresponding benefits provided under Medicare Part D was effectively changed. The legislative change reduces the future tax benefits of the coverage provided by the Company to participants in the postretirement plan. The Company is required to account for this change in the period for which the law is enacted. As a result, the Company recorded a non-cash tax charge of \$2,362 for the three months ended March 31, 2010.

8. Debt:

The following table presents short-term and long-term debt by issuance:

	Issuance Date	Maturity Date	J	June 30, 2011		ember 31, 2010
Short-term debt and current portion of long-term						
debt:						
Syndicated revolving credit facility	Various	Various	\$	90,000	\$	310,000
Prudential senior notes:						
4.60% Series E senior notes	6/14/2005	6/13/2011				50,000
6.00% Series F senior notes	8/8/2006	8/8/2011		25,000		25,000
Principal senior notes:						
6.03% Series A senior notes	8/8/2006	8/8/2011		50,000		50,000
Capital lease obligations and other	Various	Various		5,663		2,717
Short-term debt and current portion of long-term						
debt			\$	170,663	\$	437,717
Long-term debt:						
Verisk senior notes:						
5.80% senior notes, less unamortized discount of						
\$1,019 as of June 30, 2011	4/6/2011	5/1/2021	\$	448,981	\$	
Prudential senior notes:						
6.13% Series G senior notes	8/8/2006	8/8/2013		75,000		75,000
5.84% Series H senior notes	10/26/2007	10/26/2013		17,500		17,500
5.84% Series H senior notes	10/26/2007	10/26/2015		17,500		17,500
6.28% Series I senior notes	4/29/2008	4/29/2013		15,000		15,000
6.28% Series I senior notes	4/29/2008	4/29/2015		85,000		85,000
6.85% Series J senior notes	6/15/2009	6/15/2016		50,000		50,000
Principal senior notes:						
6.16% Series B senior notes	8/8/2006	8/8/2013		25,000		25,000
New York Life senior notes:						
5.87% Series A senior notes	10/26/2007	10/26/2013		17,500		17,500
5.87% Series A senior notes	10/26/2007	10/26/2015		17,500		17,500
6.35% Series B senior notes	4/29/2008	4/29/2015		50,000		50,000
Aviva Investors North America:				,		,
6.46% Series A senior notes	4/27/2009	4/27/2013		30,000		30,000
Capital lease obligations and other	Various	Various		5,518		1,826
Long-term debt			\$	854,499	\$	401,826
Total debt			\$	1,025,162	\$	839,543

On March 16, 2011, The Northern Trust Company joined the syndicated revolving credit facility to increase the capacity by \$25,000, for a \$600,000 total commitment. On March 28, 2011, the Company entered into amendments to its revolving credit facility and its master shelf agreements to, among other things, permit the issuance of the senior notes and guarantees noted below.

On April 6, 2011, the Company completed an issuance of senior notes in the aggregate principal amount of \$450,000. These senior notes are due on May 1, 2021 and accrue interest at a rate of 5.80%. The Company received net proceeds of \$446,031 after deducting original issue discount, underwriting discount, and commissions of \$3,969. The senior notes are fully and unconditionally guaranteed, jointly and severally, on an unsecured and unsubordinated basis by ISO and certain subsidiaries that guarantee our syndicated revolving credit facility or any amendment, refinancing or replacement thereof (See Note 15. Condensed Consolidated Financial Information for Guarantor Subsidiaries and Non-Guarantor Subsidiaries for further information). Interest will be payable semi-annually on May 1st and November 1st of each year, beginning on November 1, 2011. Interest accrues from April 6, 2011. The debt issuance costs will be amortized from the date of issuance to the maturity date. The senior notes rank equally with all of the Company s existing and future senior unsecured and unsubordinated indebtedness. However, the senior notes are structurally subordinated to the indebtedness of any of the subsidiaries that do not guarantee the notes and are effectively subordinated to any future secured indebtedness to the extent of the value of the assets securing such indebtedness. The guarantees of the senior notes rank equally and ratably in right of payment with all other existing and future unsecured and unsubordinated indebtedness of the guarantors, and senior in right of payment to all future subordinated indebtedness of the guarantors. Because the guarantees of the notes are not secured, such guarantees will be effectively subordinated to any existing and future secured indebtedness of the applicable guarantor to the extent of the value of the collateral securing that indebtedness. Upon a change of control event, the holders of the notes have the right to require the Company to repurchase all or any part of such holder s notes at a purchase price in cash equal to 101% of the principal amount of the notes plus accrued and unpaid interest, if any, to the date of repurchase.

9. Stockholders Deficit:

On November 18, 1996, the Company authorized 335,000,000 shares of ISO Class A redeemable common stock. Effective with the corporate reorganization on October 6, 2009, the ISO Class A redeemable common stock and all Verisk Class B shares sold into the IPO were converted to Verisk Class A common stock on a one-for-one basis. In addition, the Verisk Class A common stock authorized was increased to 1,200,000,000 shares. The Verisk Class A common shares have rights to any dividend declared by the board of directors, subject to any preferential or other rights of any outstanding preferred stock, and voting rights to elect eight of the eleven members of the board of directors. The eleventh seat on the board of directors is held by the CEO of the Company.

On November 18, 1996, the Company authorized 1,000,000,000 ISO Class B shares and issued 500,225,000 shares. On October 6, 2009, the Company completed a corporate reorganization whereby the ISO Class B common stock and ISO Class B treasury stock were converted to Verisk Class B common stock and Verisk Class B treasury stock on a one-for-one basis. All Verisk Class B shares sold into the IPO were converted to Verisk Class A common stock on a one-for-one basis. In addition, the Verisk Class B common stock authorized was reduced to 800,000,000 shares, sub-divided into 400,000,000 shares of Class B-1 and 400,000,000 shares of Class B-2. Each share of Class B-1 common stock converted automatically, without any action by the stockholder, into one share of Verisk Class A common stock on April 6, 2011. Each share of Class B-2 common stock on October 6, 2011. The Class B shares have the same rights as Verisk Class A shares with respect to dividends and economic ownership, but have voting rights to elect three of the eleven directors. The Company did not repurchase any Class B shares during the six months ended June 30, 2011 and 2010.

On October 6, 2009, the Company authorized 80,000,000 shares of preferred stock, par value \$0.001 per share, in connection with the reorganization. The preferred shares have preferential rights over the Verisk Class A and Class B common shares with respect to dividends and net distribution upon liquidation. The Company did not issue any preferred shares from the reorganization date through June 30, 2011.

Share Repurchase Program

On April 29, 2010, the Company s board of directors authorized a share repurchase program of the Company s common stock (the Repurchase Program). Under the Repurchase Program, the Company may repurchase up to \$450,000 of stock in the open market or as otherwise determined by the Company. On July 8, 2011, the Company s board of directors authorized an additional \$150,000 of share repurchases under the Repurchase Program, thereby increasing the capacity to \$600,000. The Company has no obligation to repurchase stock under this program and intends to use this authorization as a means of offsetting dilution from the issuance of shares under the KSOP, the Verisk Analytics, Inc. 2009 Equity Incentive Plan (the Incentive Plan) and the Insurance Services Office, Inc. 1996 Incentive Plan (the

Option Plan). This authorization has no expiration date and may be suspended or terminated at any time. Repurchased shares will be recorded as treasury stock and will be available for future issuance as part of the Repurchase Program. During the six months ended June 30, 2011, 6,499,212 shares of Verisk Class A common stock were repurchased by the Company as part of this program at a weighted average price of \$33.40 per share. The Company utilized cash from operations and the proceeds from its senior notes to fund these repurchases. As treasury stock purchases are recorded based on trade date, the Company has included \$5,292 in Accounts payable and accrued liabilities in the accompanying condensed consolidated balance sheets for those purchases that have not settled as of June 30, 2011. The Company had \$20,441 available to repurchase shares under the Repurchase Program as of June 30, 2011. *Treasury Stock*

As of June 30, 2011, the Company s treasury stock consisted of 199,712,896 Class A common stock and 178,893,668 Class B-2 common stock. Consistent with the Class B-1 and Class B-2 common stock, the Company s Class B-1 treasury stock converted to Class A treasury stock on April 6, 2011 and the Class B-2 treasury stock will convert to Class A treasury stock on October 6, 2011.

Earnings Per Share (EPS)

Basic earnings per common share is computed by dividing income available to common stockholders by the weighted average number of common shares outstanding during the period. The computation of diluted EPS is similar to the computation of basic EPS except that the denominator is increased to include the number of additional common shares that would have been outstanding, using the treasury stock method, if the dilutive potential common shares, including stock options and nonvested restricted stock, had been issued.

The following is a reconciliation of the numerators and denominators of the basic and diluted EPS computations for the three-and six-month periods ended June 30, 2011 and 2010:

	For the Three Months Ended June 30,					For the Six Months Ended June 30,										
	2011		June 30, 2010		J	2011	Jun	e 30, 2010								
Numerator used in basic and diluted EPS: Net income	\$	65,577	\$	58,404	\$	131,453	\$	113,779								
Denominator: Weighted average number of common shares used in basic EPS Effect of dilutive shares: Potential Class A common stock issuable upon the exercise of stock options		6,960,806 7,673,240	1	80,492,106 9,049,787	16	7,995,517 7,803,603	13	80,272,828 9,225,496								
Weighted average number of common shares and dilutive potential common shares used in diluted EPS	17	4,634,046	189,541,893		189,541,893		189,541,893		189,541,893		189,541,893		93 175,799,120		13	89,498,324
Basic EPS of Class A and Class B	\$	0.39	\$	0.32	\$	0.78	\$	0.63								
Diluted EPS of Class A and Class B	\$	0.38	\$	0.31	\$	0.75	\$	0.60								

The potential shares of common stock that were excluded from diluted EPS were 1,402,980 and 2,004,390 for the six months ended June 30, 2011 and 2010, respectively, because the effect of including these potential shares was anti-dilutive.

Accumulated Other Comprehensive Losses

The following is a summary of accumulated other comprehensive losses:

	J	une 30, 2011	December 31, 2010		
Unrealized gain on investments, net of tax	\$	473	\$	725	
Unrealized foreign currency loss		(219)		(792)	
Pension and postretirement unfunded liability adjustment, net of tax		(53,762)		(55,736)	
Accumulated other comprehensive losses	\$	(53,508)	\$	(55,803)	

The before tax and after tax amounts of other comprehensive income for the six months ended June 30, 2011 and 2010 are summarized below:

		Before Tax		Tax Benefit/ (Expense)		ter Tax
For the Six Months Ended June 30, 2011						
Unrealized holding loss on investments arising during the year	\$	(423)	\$	171	\$	(252)
Unrealized foreign currency gain		573				573
Pension and postretirement unfunded liability adjustment		2,668		(694)		1,974
Total other comprehensive income	\$	2,818	\$	(523)	\$	2,295
For the Six Months Ended June 30, 2010						
Unrealized holding loss on investments arising during the year	\$	(190)	\$	80	\$	(110)
Unrealized foreign currency loss		(193)				(193)
Pension and postretirement unfunded liability adjustment		2,926		(1,179)		1,747
Total other comprehensive income	\$	2,543	\$	(1,099)	\$	1,444

10. Equity Compensation Plans:

All of the Company s granted equity awards, including outstanding stock options and restricted stock, are covered under the Incentive Plan or the Option Plan. Awards under the Incentive Plan may include one or more of the following types: (i) stock options (both nonqualified and incentive stock options), (ii) stock appreciation rights, (iii) restricted stock, (iv) restricted stock units, (v) performance awards, (vi) other share-based awards, and (vii) cash. Employees, directors and consultants are eligible for awards under the Incentive Plan. Cash received from stock option exercises for the six months ended June 30, 2011 and 2010 was \$18,032 and \$16,733, respectively. On July 1, 2011, the Company granted 2,506 shares of Class A common stock, 34,011 nonqualified stock options that were immediately vested and 125,500 nonqualified stock options with a one year service vesting period, to the directors of the Company. These options have an exercise price equal to the closing price of the Company s Class A common stock on the grant date and a ten year contractual term.

On April 1, 2011, the Company granted 1,401,308 nonqualified stock options and 146,664 shares of restricted stock to key employees. The nonqualified stock options have an exercise price equal to the closing price of the Company s Class A common stock on the grant date, with a ten-year contractual term and a service vesting period of four years. The restricted stock is valued at the closing price of the Company s Class A common stock on the date of grant and has a service vesting period of four years. The Company recognizes the expense of the restricted stock ratably over the periods in which the restrictions lapse. The restricted stock is not assignable or transferrable until it becomes vested. As of June 30, 2011, there were 7,135,187 shares of Class A common stock reserved and available for future issuance. The fair value of the stock options granted during the six months ended June 30, 2011 and 2010 were estimated using a Black-Scholes valuation model that uses the weighted average assumptions noted in the following table:

	Ju 2	June 201	,	
Option pricing model	Black	-Scholes	Black-S	choles
Expected volatility		30.04%		30.99%
Risk-free interest rate		2.32%		2.47%
Expected term in years		5.3		4.8
Dividend yield		0.00%		0.00%
Weighted average grant date fair value per stock option	\$	10.48	\$	8.70

The expected term for a majority of the stock options granted was estimated based on studies of historical experience and projected exercise behavior. However, for certain stock options granted, for which no historical exercise pattern exists, the expected term was estimated using the simplified method. The risk-free interest rate is based on the yield of U.S. Treasury zero coupon securities with a maturity equal to the expected term of the equity award. The volatility factor was based on the average volatility of the Company s peers, calculated using historical daily closing prices over the most recent period commensurate with the expected term of the stock option award. The expected dividend yield was based on the Company s expected annual dividend rate on the date of grant.

Exercise prices for options outstanding and exercisable at June 30, 2011 ranged from \$2.16 to \$33.30 as outlined in the following table:

					Op	ble																		
		Options Outsta	nding	5	Weighted																			
	Weighted				Average		We	eighted																
	Average	Average Stock Weighted		Remaining	Stock	Average																		
Range of	Remaining	Options	1	Average	Contractual	Options	Ex	ercise																
	Contractual]	Exercise																				
Exercise Prices	Life	Outstanding	Price		Price		Price		Price		Price		Price		Price		Price		Price		Life	Exercisable	I	Price
\$2.16 to \$2.96	1.6	1,369,102	\$	2.79	1.6	1,369,102	\$	2.79																
\$2.97 to \$4.80	2.0	3,589,250	\$	3.78	2.0	3,589,250	\$	3.78																
\$4.81 to \$8.90	3.9	3,708,000	\$	8.52	3.9	3,708,000	\$	8.52																

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\$8.91 to \$15.10	5.2	2,434,905	\$	13.58	5.2	2,434,905	\$	13.58		
\$15.11 to \$17.84	7.2	5,248,457	\$	16.68	7.1	3,146,832	\$	16.84		
\$17.85 to \$22.00	8.3	2,716,503	\$	22.00	8.3	419,707	\$	22.00		
\$22.01 to \$33.30	9.1	3,445,183	\$	30.37	8.7	489,563	\$	28.34		
		22,511,400				15,157,359				

A summary of options outstanding under the Incentive Plan and the Option Plan as of June 30, 2011 and changes during the six months ended are presented below:

	Number		Weighted Average Exercise		Aggregate Intrinsic	
	of Options		Price	Value		
Outstanding at December 31, 2010	23,057,857	\$	13.35	\$	478,014	
Granted	1,401,308	\$	33.30			
Exercised	(1,830,942)	\$	9.85	\$	43,442	
Cancelled or expired	(116,823)	\$	20.92			
Outstanding at June 30, 2011	22,511,400	\$	13.33	\$	479,184	
Options exercisable at June 30, 2011	15,157,359	\$	10.43	\$	366,593	
Options exercisable at December 31, 2010	14,820,447	\$	9.22	\$	368,466	

Intrinsic value for stock options is calculated based on the exercise price of the underlying awards and the quoted price of Verisk s common stock as of the reporting date. The aggregate intrinsic value of stock options outstanding and exercisable at June 30, 2011 was \$479,184 and \$366,593, respectively. In accordance with ASC 718, *Stock Compensation*, excess tax benefit from exercised stock options is recorded as an increase to additional paid-in capital and a corresponding reduction in taxes payable. This tax benefit is calculated as the excess of the intrinsic value of options exercised in excess of compensation recognized for financial reporting purposes. The amount of the tax benefit that has been realized, as a result of those excess tax benefits, is presented in the statement of cash flows as a financing cash inflow. For the six months ended June 30, 2011 and 2010, the Company recorded excess tax benefit from stock options exercised of \$16,530 and \$20,507, respectively. The Company realized \$5,470 and \$10,036 of tax benefit within the Company s quarterly tax payments through June 30, 2011 and 2010, respectively. The realized tax benefit is presented as a financing cash inflow within the accompanying condensed consolidated statements of cash flows.

The Company estimates expected forfeitures of equity awards at the date of grant and recognizes compensation expense only for those awards that the Company expects to vest. The forfeiture assumption is ultimately adjusted to the actual forfeiture rate. Changes in the forfeiture assumptions may impact the total amount of expense ultimately recognized over the requisite service period and may impact the timing of expense recognized over the requisite service period.

A summary of the status of the restricted stock under the Incentive Plan as of June 30, 2011 and changes during the six months ended are presented below:

	Number of shares		Weighted average grant date fair value		
Outstanding at December 31, 2010		\$			
Granted	146,664		33.30		
Forfeited	(349)		33.30		
Outstanding at June 30, 2011	146,315	\$	33.30		

As of June 30, 2011, there was \$48,604 of total unrecognized compensation cost related to nonvested share-based compensation arrangements granted under the Incentive Plan and the Option Plan. That cost is expected to be recognized over a weighted average period of 2.71 years. As of June 30, 2011, there were 7,354,041 and 146,315 nonvested stock options and restricted stock, respectively, of which 6,351,317 and 120,331 are expected to vest. The total grant date fair value of options vested during the six months ended June 30, 2011 and 2010 was \$9,838 and \$10,030, respectively. The total grant date fair value of restricted stock vested during the six months ended June 30, 2011 was \$305.

11. Pension and Postretirement Benefits:

Prior to January 1, 2002, the Company maintained a qualified defined benefit pension plan for substantially all of its employees through membership in the Pension Plan for Insurance Organizations (the Pension Plan), a multiple-employer trust. The Company has applied the projected unit credit cost method for its Pension Plan, which attributes an equal portion of total projected benefits to each year of employee service. Effective January 1, 2002, the Company amended the Pension Plan to determine future benefits using a cash balance formula. Under the cash balance formula, each participant has an account, which is credited annually based on salary rates determined by years of service, as well as the interest earned on their previous year-end cash balance. Prior to December 31, 2001, pension plan benefits were based on years of service and the average of the five highest consecutive years earnings of the last ten years. Effective March 1, 2005, the Company established the Profit Sharing Plan, a defined contribution plan, to replace the Pension Plan for all eligible employees hired on or after March 1, 2005. The Company also has a nonqualified supplemental cash balance plan (SERP) for certain employees. The SERP is funded from the general assets of the Company.

The Company also provides certain healthcare and life insurance benefits for both active and retired employees. The Postretirement Health and Life Insurance Plan (the Postretirement Plan) is contributory, requiring participants to pay a stated percentage of the premium for coverage. As of October 1, 2001, the Postretirement Plan was amended to freeze benefits for current retirees and certain other employees at the January 1, 2002 level. Also, as of October 1, 2001, the Postretirement Plan had a curtailment, which eliminated retiree life insurance for all active employees and healthcare benefits for almost all future retirees, effective January 1, 2002.

The components of net periodic benefit cost and the amounts recognized in other comprehensive income for the threeand six-month periods ended June 30, 2011 and 2010 are summarized below:

	For the Three Months Ended June 30,							
	Pension Plan			Postretirement Plan				
		2011		2010	,	2011		2010
Service cost	\$	1,611	\$	1,397	\$		\$	
Interest cost		5,397		5,408		251		211
Amortization of transition obligation								(42)
Expected return on plan assets		(6,434)		(5,687)				
Amortization of prior service cost		(201)		(201)		(36)		(73)
Amortization of net actuarial loss		1,406		1,622		163		229
Net periodic benefit cost	\$	1,779	\$	2,539	\$	378	\$	325
Employer contributions	\$	6,487	\$	5,546	\$	1,067	\$	1,298

	For the Six Months Ended June 30,							
	Pension Plan			Postretirement Plan				
		2011		2010		2011		2010
Service cost	\$	3,181	\$	3,207	\$		\$	
Interest cost		10,838		10,683		502		531
Expected return on plan assets		(12,899)		(11,325)				
Amortization of prior service cost		(401)		(401)		(72)		(73)
Amortization of net actuarial loss		2,815		3,033		326		367
Net periodic benefit cost	\$	3,534	\$	5,197	\$	756	\$	825
Employer contributions	\$	12,655	\$	9,711	\$	1,382	\$	2,053

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The expected contributions to the Pension Plan and the Postretirement Plan for the year ending December 31, 2011 are consistent with the amounts previously disclosed as of December 31, 2010.

12. Segment Reporting:

ASC 280-10, *Disclosures About Segments of an Enterprise and Related Information* (ASC 280-10), establishes standards for reporting information about operating segments. ASC 280-10 requires that a public business enterprise report financial and descriptive information about its reportable operating segments. Operating segments are components of an enterprise for which separate financial information is available that is evaluated regularly by the chief operating decision maker (CODM) in deciding how to allocate resources and in assessing performance. The Company s CEO and Chairman of the Board is identified as the CODM as defined by ASC 280-10. To align with the internal management of the Company s business operations based on service offerings, the Company is organized into the following two operating segments, which are also the Company s reportable segments:

Risk Assessment: The Company is the leading provider of statistical, actuarial and underwriting data for the U.S. P&C insurance industry. The Company s databases include cleansed and standardized records describing premiums and losses in insurance transactions, casualty and property risk attributes for commercial buildings and their occupants and fire suppression capabilities of municipalities. The Company uses this data to create policy language and proprietary risk classifications that are industry standards and to generate prospective loss cost estimates used to price insurance policies.

Decision Analytics: The Company develops solutions that its customers use to analyze the three key processes in managing risk: prediction of loss, detection and prevention of fraud and quantification of loss. The Company combination of algorithms and analytic methods incorporates its proprietary data to generate solutions in each of these three categories. In most cases, the Company s customers integrate the solutions into their models, formulas or underwriting criteria in order to predict potential loss events, ranging from hurricanes and earthquakes to unanticipated healthcare claims. The Company develops catastrophe and extreme event models and offers solutions covering natural and man-made risks, including acts of terrorism. The Company also develops solutions that allow customers to quantify costs after loss events occur. Fraud solutions include data on claim histories, analysis of mortgage applications to identify misinformation, analysis of claims to find emerging patterns of fraud, and identification of suspicious claims in the insurance, mortgage and healthcare sectors.

The two aforementioned operating segments represent the segments for which separate discrete financial information is available and upon which operating results are regularly evaluated by the CODM in order to assess performance and allocate resources. The Company uses segment EBITDA as the profitability measure for making decisions regarding ongoing operations. Segment EBITDA is net income before investment (loss)/income, realized gain on securities, net, interest expense, income taxes, and depreciation and amortization. Beginning 2011, the Company s definition of Segment EBITDA includes acquisition related liabilities adjustment for all periods presented. Segment EBITDA is the measure of operating results used to assess corporate performance and optimal utilization of debt and acquisitions. Segment operating expenses consist of direct and indirect costs principally related to personnel, facilities, software license fees, consulting, travel, and third-party information services. Indirect costs are generally allocated to the segments using fixed rates established by management based upon estimated expense contribution levels and other assumptions that management considers reasonable. The Company does not allocate investment income, realized gain/(loss) on securities, net, interest expense, or income tax expense, since these items are not considered in evaluating the segment s overall operating performance. The CODM does not evaluate the financial performance of each segment based on assets. On a geographic basis, no individual country outside of the U.S. accounted for 1% or more of the Company s consolidated revenue for either the three- or six-month periods ended June 30, 2011 or 2010. No individual country outside of the U.S. accounted for 1% or more of total consolidated long-term assets as of June 30, 2011 or December 31, 2010.

The following tables provide the Company s revenue and operating income performance by reportable segment for the three- and six-month periods ended June 30, 2011 and 2010, as well as a reconciliation to income before income taxes for all periods presented in the accompanying condensed consolidated statements of operations:

		Three Montl une 30, 201 Decision Analytics		For the T J Risk Assessment		
Revenues Expenses:	\$ 140,530	\$ 186,750	\$ 327,280	\$ 134,289	\$ 147,388	\$281,677
Cost of revenues (exclusive of items shown separately below)	49,053	82,132	131,185	48,652	66,348	115,000
Selling, general and administrative	23,345	32,564	55,909	19,439	23,199	42,638
Acquisition related liabilities adjustment	20,010	(3,364)	(3,364)	-	23,177	12,050
Segment EBITDA Depreciation and amortization of fixed	68,132	75,418	143,550	66,198	57,841	124,039
assets	3,530	7,325	10,855	4,163	5,781	9,944
Amortization of intangible assets	36	8,841	8,877	37	6,983	7,020
Operating income	64,566	59,252	123,818	61,998	45,077	107,075
Unallocated expenses: Investment (loss)/income Realized gain on securities, net Interest expense			(10) 125 (14,885)			92 29 (8,445)
Income before income taxes			\$ 109,048			\$ 98,751
Capital expenditures, including non-cash purchases of fixed assets and capital lease obligations	\$ 3,394	\$ 12,219	\$ 15,613	\$ 1,500	\$ 6,452	\$ 7,952
		Six Months			Six Months	
	J Risk	une 30, 201 Decision	1	J Risk	une 30, 201 Decision	U
	Assessment		Total	Assessment		Total
Revenues Expenses:	\$ 281,073	\$ 359,076	\$640,149	\$ 268,867	\$ 288,964	\$ 557,831
Cost of revenues (exclusive of items shown	06.210	150 421	055 741	00 550	101 440	220.002
separately below)	96,310	159,431	255,741	98,550 28,623	131,443	229,993
Selling, general and administrative Acquisition related liabilities adjustment	42,472	62,693 (3,364)	105,165 (3,364)	38,623	41,529	80,152
Segment EBITDA	142,291	140,316	282,607	131,694	115,992	247,686
						- -

Depreciation and amortization of fixed assets Amortization of intangible assets	7,848 72	14,312 17,260	22,160 17,332	8,486 73	11,387 14,251	19,873 14,324
Operating income	134,371	108,744	243,115	123,135	90,354	213,489
Unallocated expenses: Investment income Realized gain on securities, net Interest expense			487 (24,500)			124 61 (16,911)
Income before income taxes			\$219,102			\$ 196,763
Capital expenditures, including non-cash purchases of fixed assets and capital lease obligations	\$ 6,789	\$ 27,564	\$ 34,353	\$ 3,389	\$ 13,451	\$ 16,840

Operating segment revenue by type of service is provided below:

	r the Three une 30, 2011	hs Ended June 30, 2010	or the Six M June 30, 2011	Ionths Ended June 30, 2010		
Risk Assessment:						
Industry-standard insurance programs Property-specific rating and underwriting	\$ 92,389	\$ 87,427	\$ 185,246	\$	175,471	
information	35,017	34,267	69,514		68,226	
Statistical agency and data services	7,633	7,190	15,375		14,369	
Actuarial services	5,491	5,405	10,938		10,801	
Total Risk Assessment	140,530	134,289	281,073		268,867	
Decision Analytics:						
Fraud identification and detection solutions	93,068	79,195	179,654		157,990	
Loss prediction solutions	55,405	39,779	108,346		76,707	
Loss quantification solutions	38,277	28,414	71,076		54,267	
Total Decision Analytics	186,750	147,388	359,076		288,964	
Total revenues	\$ 327,280	\$ 281,677	\$ 640,149	\$	557,831	

13. Related Parties:

The Company considers its Verisk Class A and Class B stockholders that own more than 5% of the outstanding stock within the respective class to be related parties as defined within ASC 850, *Related Party Disclosures*. At June 30, 2011, the related parties were five Class B stockholders each owning more than 5% of the outstanding Class B shares compared to six Class B stockholders at June 30, 2010 of which four remained unchanged. At June 30, 2011 and 2010, there were three and five Class A stockholders owning more than 5% of the outstanding Class A shares, respectively. The Company had accounts receivable, net of \$727 and \$515 and fees received in advance of \$1,626 and \$1,231 from related parties as of June 30, 2011 and December 31, 2010, respectively. In addition, the Company had revenues from related parties for the three months ended June 30, 2011 and 2010 of \$4,787 and \$15,280, and revenues of \$9,183 and \$30,413 for the six months ended June 30, 2011 and 2010, respectively. Although the customers that make up the Company s related parties have changed from the prior periods, the Company continues to generate revenues from these customers.

14. Commitments and Contingencies:

The Company is a party to legal proceedings with respect to a variety of matters in the ordinary course of business, including those matters described below. The Company is unable, at the present time, to determine the ultimate resolution of or provide a reasonable estimate of the range of possible loss attributable to these matters or the impact they may have on the Company s results of operations, financial position or cash flows. This is primarily because many of these cases remain in their early stages and only limited discovery has taken place. Although the Company believes it has strong defenses for the litigation proceedings described below, the Company could in the future incur judgments or enter into settlements of claims that could have a material adverse effect on its results of operations, financial position or cash flows.

Claims Outcome Advisor Litigation

Hensley, et al. v. Computer Sciences Corporation et al. was a putative nationwide class action complaint, filed in February 2005, in Miller County, Arkansas state court. Defendants included numerous insurance companies and providers of software products used by insurers in paying claims. The Company was among the named defendants. Plaintiffs alleged that certain software products, including the Company s Claims Outcome Advisor product and a competing software product sold by Computer Sciences Corporation, improperly estimated the amount to be paid by insurers to their policyholders in connection with claims for bodily injuries.

The Company entered into settlement agreements with plaintiffs asserting claims relating to the use of Claims Outcome Advisor by defendants Hanover Insurance Group, Progressive Car Insurance and Liberty Mutual Insurance Group. Each of these settlements was granted final approval by the court and together the settlements resolve the claims asserted in this case against the Company with respect to the above insurance companies, who settled the claims against them as well. A provision was made in 2006 for this proceeding and the total amount the Company paid in 2008 with respect to these settlements was less than \$2,000. A fourth defendant, The Automobile Club of California, which is alleged to have used Claims Outcome Advisor, was dismissed from the action. On August 18, 2008, pursuant to the agreement of the parties the Court ordered that the claims against the Company be dismissed with prejudice.

Subsequently, Hanover Insurance Group made a demand for reimbursement, pursuant to an indemnification provision contained in a December 30, 2004 License Agreement between Hanover and the Company, of its settlement and defense costs in the *Hensley* class action. Specifically, Hanover demanded \$2,536 including \$600 in attorneys fees and expenses. The Company disputes that Hanover is entitled to any reimbursement pursuant to the License Agreement. In July 2010, after the Company and Hanover were unable to resolve the dispute in mediation, Hanover served a summons and complaint seeking indemnity and contribution from the Company. At this time, it is not possible to determine the ultimate resolution of or estimate the liability related to this matter.

Xactware Litigation

The following two lawsuits were filed by or on behalf of groups of Louisiana insurance policyholders who claim, among other things, that certain insurers who used products and price information supplied by the Company s Xactware subsidiary (and those of another provider) did not fully compensate policyholders for property damage covered under their insurance policies. The plaintiffs seek to recover compensation for their damages in an amount equal to the difference between the amount paid by the defendants and the fair market repair/restoration costs of their damaged property.

Schafer v. State Farm Fire & Cas. Co., et al. was a putative class action pending against the Company and State Farm Fire & Casualty Company filed in March 2007 in the Eastern District of Louisiana. The complaint alleged antitrust violations, breach of contract, negligence, bad faith, and fraud. The court dismissed the antitrust claim as to both defendants and dismissed all claims against the Company other than fraud. Judge Duval denied plaintiffs motion to certify a class with respect to the fraud and breach of contract claims on August 3, 2009. After the single action was reassigned to Judge Africk plaintiffs agreed to settle the matter with the Company and State Farm and a Settlement Agreement and Release was executed by all parties in June 2010. The settlement agreement was not considered material to the Company.

Mornay v. Travelers Ins. Co., et al. is a putative class action pending against the Company and Travelers Insurance Company filed in November 2007 in the Eastern District of Louisiana. The complaint alleged antitrust violations, breach of contract, negligence, bad faith, and fraud. As in Schafer, the court dismissed the antitrust claim as to both defendants and dismissed all claims against the Company other than fraud. Judge Duval stayed all proceedings in the case pending an appraisal of the lead plaintiff s insurance claim. The matter was re-assigned to Judge Barbier, who on September 11, 2009 issued an order administratively closing the matter pending completion of the appraisal process. At this time, it is not possible to determine the ultimate resolution of or estimate the liability related to this matter. *iiX Litigation*

In April 2010, the Company s subsidiary, Insurance Information Exchange or iiX, as well as other information providers in the State of Missouri were served with a summons and class action complaint filed in the United States District Court for the Western District of Missouri alleging violations of the Driver Privacy Protection Act, or the DPPA, entitled *Janice Cook, et al. v. ACS State & Local Solutions, et al.* Plaintiffs brought the action on their own behalf and on behalf of all similarly situated individuals whose personal information is contained in any motor vehicle record maintained by the State of Missouri and who have not provided express consent to the State of Missouri for the distribution of their personal information for purposes not enumerated by the DPPA and whose personal information has been knowingly obtained and used by the defendants. The class complaint alleges that the defendants knowingly obtained personal information for a purpose not authorized by the DPPA and seeks liquidated damages in the amount of two thousand five hundred dollars for each instance of a violation of the DPPA, punitive damages and the destruction of any illegally obtained personal information. The court granted iiX s motion to dismiss the complaint based on a failure to state a claim on November 19, 2010. Plaintiffs filed a notice of appeal on December 17, 2010. At this time, it is not possible to determine the ultimate resolution of or estimate the liability related to this matter.

Interthinx Litigation

In September 2009, the Company s subsidiary, Interthinx, Inc., was served with a putative class action entitled *Renata Gluzman v. Interthinx, Inc.* The plaintiff, a former Interthinx employee, filed the class action on August 13, 2009 in the Superior Court of the State of California, County of Los Angeles on behalf of all Interthinx information technology employees for unpaid overtime and missed meals and rest breaks, as well as various related claims claiming that the information technology employees were misclassified as exempt employees and, as a result, were denied certain wages and benefits that would have been received if they were properly classified as non-exempt employees. The pleadings included, among other things, a violation of Business and Professions Code 17200 for unfair business practices, which allowed plaintiffs to include as class members all information technology employees employeed at Interthinx for four years prior to the date of filing the complaint. The complaint sought compensatory damages, penalties that are associated with the various statutes, restitution, interest costs, and attorney fees. On June 2, 2010, plaintiffs agreed to settle their claims with Interthinx and the court granted final approval to the settlement on February 23, 2011. The settlement agreement was not considered material to the Company.

15. Condensed Consolidated Financial Information for Guarantor Subsidiaries and Non-Guarantor Subsidiaries

In April 2011, Verisk Analytics, Inc. (the Parent Company) registered senior notes with full and unconditional and joint and several guarantees by certain of its 100 percent wholly-owned subsidiaries and issued certain other debt securities with full and unconditional and joint and several guarantees by certain of its subsidiaries. Accordingly, presented below is condensed consolidating financial information for (i) the Parent Company, (ii) the guarantor subsidiaries of the Parent Company on a combined basis, and (iii) all other non-guarantor subsidiaries of the Parent Company on a combined basis, and (iii) all other non-guarantor subsidiaries of the Parent Company on a combined basis, and (iii) all other non-guarantor subsidiaries of the Parent Company on a consolidating financial information has been presented using the equity method of accounting, to show the nature of assets held, results of operations and cash flows of the Parent Company, the guarantor subsidiaries and the non-guarantor subsidiaries assuming all guarantor subsidiaries provide both full and unconditional, and joint and several guarantees to the Parent Company at the beginning of the periods presented.

CONDENSED CONSOLIDATING BALANCE SHEET (UNAUDITED) As of June 30, 2011

		Verisk nalytics,	(Guarantor		-Guarantor	Eliminating			
	А	Inc.	S	ubsidiaries		ıbsidiaries 1 thousands)	Entries	Consolidated		
ASSETS										
Current assets:										
Cash and cash equivalents Available-for-sale securities Accounts receivable, net of allowance for doubtful accounts of \$3,829 (including amounts	\$	5,082	\$	18,404 5,351	\$	28,484	\$	\$	51,970 5,351	
from related parties of \$727)				121,319		24,313			145,632	
Prepaid expenses				23,705		2,310			26,015	
Deferred income taxes, net Federal and foreign income				2,745		936			3,681	
taxes receivable State and local income taxes		2,612		21,898		100			24,610	
receivable		218		7,959		886			9,063	
Intercompany receivables		140,194		289,405		94,429	(524,028)			
Other current assets				14,333		14,822			29,155	
Total current assets		148,106		505,119		166,280	(524,028)		295,477	
Noncurrent assets:										
Fixed assets, net				90,985		16,660			107,645	
Intangible assets, net				89,190		152,140			241,330	
Goodwill				484,088		228,473			712,561	
Deferred income taxes, net				62,202			(41,225)		20,977	
State income taxes receivable				1,773					1,773	
Intercompany note receivable				166,387			(166,387)			
Investment in subsidiaries		465,023		105,395			(570,418)			
Other assets		4,216		22,120		1,990			28,326	
Total assets	\$	617,345	\$	1,527,259	\$	565,543	\$ (1,302,058)	\$	1,408,089	
LIABILITIES AND STOCKHOLDERS (DEFICIT)/EQUITY Current liabilities: Accounts payable and accrued										
liabilities Short-term debt and current	\$	11,455	\$	79,696	\$	30,134	\$	\$	121,285	
portion of long-term debt Pension and postretirement				170,085		578			170,663	
benefits, current				4,663					4,663	
				192,829		22,160			214,989	

Fees received in advance (including amounts from related parties of \$1,626) Intercompany payables	134,962	234,866	154,200	(524,028)	
Total current liabilities	146,417	682,139	207,072	(524,028)	511,600
Noncurrent liabilities: Long-term debt Intercompany note payable Pension and postretirement	448,981 166,387	405,287	231	(166,387)	854,499
benefits Deferred income taxes, net		106,198	41,225	(41,225)	106,198
Other liabilities		76,800	3,432	(41,223)	80,232
Total liabilities	761,785	1,270,424	251,960	(731,640)	1,552,529
Total stockholders (deficit)/equity	(144,440)	256,835	313,583	(570,418)	(144,440)
Total liabilities and stockholders (deficit)/equity	\$ 617,345	\$ 1,527,259	\$ 565,543	\$ (1,302,058)	\$ 1,408,089

CONDENSED CONSOLIDATING BALANCE SHEET As of December 31, 2010

		Verisk	C	Guarantor	N	on-Guarantor	Eliminating		
	A	nalytics, Inc.	Sı	ubsidiaries		Subsidiaries (In thousands)	Entries	Co	nsolidated
ASSETS						(
Current assets: Cash and cash equivalents Available-for-sale securities Accounts receivable, net of allowance for doubtful accounts of \$4,028 (including amounts from related parties	\$	1	\$	31,576 5,653	\$	5 23,397	\$	\$	54,974 5,653
of \$515) Prepaid expenses Deferred income taxes, net Federal and foreign income taxes				98,817 15,566 2,745		27,747 2,225 936			126,564 17,791 3,681
receivable State and local income taxes receivable Intercompany receivables Other current assets		101,470		13,590 7,882 668,906 6,720		2,193 1,041 59,021 346	(829,397)		15,783 8,923 7,066
Total current assets		101,471		851,455		116,906	(829,397)		240,435
Noncurrent assets: Fixed assets, net Intangible assets, net Goodwill Deferred income taxes, net State income taxes receivable Investment in subsidiaries Other assets		326,387		78,928 75,307 449,065 64,421 1,773 20,912 10,248		14,481 124,922 183,603 16,449	(42,542) (347,299)		93,409 200,229 632,668 21,879 1,773 26,697
Total assets	\$	427,858	\$	1,552,109	\$	6 456,361	\$ (1,219,238)	\$	1,217,090
LIABILITIES AND STOCKHOLDERS (DEFICIT)/EQUITY Current liabilities:									
Accounts payable and accrued liabilities Acquisition related liabilities Short-term debt and current portion of	\$		\$	95,425	\$	5 16,570 3,500	\$	\$	111,995 3,500
long-term debt Pension and postretirement benefits,				437,457		260			437,717
current Fees received in advance (including				4,663					4,663
amounts from related parties of \$1,231)				137,521		25,486			163,007

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Edgar	Edgar Filing: Verisk Analytics, Inc Form 10-Q												
Intercompany payables	542,300	165,681	121,416	(829,397)									
Total current liabilities	542,300	840,747	167,232	(829,397)	720,882								
Noncurrent liabilities:													
Long-term debt		401,788	38		401,826								
Pension and postretirement benefits		118,611			118,611								
Deferred income taxes, net			42,542	(42,542)									
Other liabilities		71,663	18,550		90,213								
Total liabilities	542,300	1,432,809	228,362	(871,939)	1,331,532								
Total stockholders (deficit)/equity	(114,442)	119,300	227,999	(347,299)	(114,442)								
Total liabilities and stockholders (deficit)/equity	\$ 427,858 \$	1,552,109	\$ 456,361	\$ (1,219,238) \$	1,217,090								

CONDENSED CONSOLIDATING STATEMENT OF OPERATIONS (UNAUDITED) For The Three Month Period Ended June 30, 2011

		Verisk nalytics,	G	uarantor	Nor	n-Guarantor	Eli	minating		
	A	Inc.	Su	bsidiaries		ubsidiaries n thousands)	J	Entries	Cor	nsolidated
Revenues	\$		\$	289,353	\$	43,842	\$	(5,915)	\$	327,280
Expenses: Cost of revenues (exclusive of items shown separately below) Selling, general and				114,120		19,906		(2,841)		131,185
administrative				45,936		13,047		(3,074)		55,909
Depreciation and amortization of fixed assets Amortization of intangible				8,739		2,116				10,855
assets				4,797		4,080				8,877
Acquisition related liabilities adjustment				(2,800)		(564)				(3,364)
Total expenses				170,792		38,585		(5,915)		203,462
Operating income				118,561		5,257				123,818
Other income/(expense): Investment income/(loss) Realized gain on securities, net				1,457 125		(38)		(1,429)		(10) 125
Interest expense		(7,681)		(8,562)		(71)		1,429		(14,885)
Total other expense, net		(7,681)		(6,980)		(109)				(14,770)
Income/(loss) before equity in net income of subsidiary and income taxes		(7,681)		111,581		5,148				109,048
Equity in net income of subsidiary Provision for income taxes		70,428 2,830		2,702 (44,525)		(1,776)		(73,130)		(43,471)
Net income	\$	65,577	\$	69,758	\$	3,372	\$	(73,130)	\$	65,577

CONDENSED CONSOLIDATING STATEMENT OF OPERATIONS (UNAUDITED) For The Six Month Period Ended June 30, 2011

Verisk		Non-Guarantor Subsidiaries	Eliminating Entries	Consolidated
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Analytics, Inc.

	IIIC.		(In	thousands)		
Revenues	\$	\$ 568,933	\$	78,964	\$ (7,748)	\$ 640,149
Expenses: Cost of revenues (exclusive of						
items shown separately below) Selling, general and		222,903		36,659	(3,821)	255,741
administrative Depreciation and amortization		82,414		26,678	(3,927)	105,165
of fixed assets Amortization of intangible		18,181		3,979		22,160
assets Acquisition related liabilities		10,117		7,215		17,332
adjustment		(2,800)		(564)		(3,364)
Total expenses		330,815		73,967	(7,748)	397,034
Operating income		238,118		4,997		243,115
		250,110		1,227		213,113
Other income/(expense): Investment income/(loss)		1,471		(42)	(1,429)	407
Realized gain on securities, net Interest expense	(7,681)	487 (18,157)		(91)	1,429	487 (24,500)
Total other expense, net	(7,681)	(16,199)		(133)		(24,013)
Income/(loss) before equity in net income of subsidiary and						
income taxes Equity in net income of	(7,681)	221,919		4,864		219,102
subsidiary Provision for income taxes	136,304 2,830	1,614 (88,078)		(2,401)	(137,918)	(87,649)
	·					
Net income	\$ 131,453	\$ 135,455	\$	2,463	\$ (137,918)	\$ 131,453
		27				

CONDENSED CONSOLIDATING STATEMENT OF OPERATIONS (UNAUDITED) For The Three Month Period Ended June 30, 2010

	Verisk Analytics,		uarantor	N	Non-Guarantor	Eliminating				
	Inc.	Sul	Subsidiaries		Subsidiaries (In thousands)	Entries	Consolidated			
Revenues	\$	\$	268,209	5	\$ 15,692	(2,224)	\$ 281,677			
Expenses: Cost of revenues (exclusive of items shown separately below) Selling, general and administrative			107,254 37,182		8,951 6,203	(1,205) (747)				
Depreciation and amortization of fixed assets Amortization of intangible assets			8,805 6,382		1,432 638	(293)				
Total expenses			159,623		17,224	(2,245)	174,602			
Operating income/(loss)			108,586		(1,532)	21	107,075			
Other income/(expense): Investment income Realized gain on securities, net			71 29		61	(40)	29			
Interest expense			(8,427)		(37)	19	(8,445)			
Total other expense, net			(8,327))	24	(21)	(8,324)			
Income/(loss) before equity in net income/(loss) of subsidiary and income										
taxes Equity in net income/(loss) of subsidiary	58,404		100,259 (1,065)		(1,508)	(57,339)	98,751			
Provision for income taxes	-,		(40,790)	·	443	((40,347)			
Net income/(loss)	\$ 58,404	\$	58,404	5	\$ (1,065)	(57,339)	\$ 58,404			

CONDENSED CONSOLIDATING STATEMENT OF OPERATIONS (UNAUDITED) For The Six Month Period Ended June 30, 2010

	Verisk Analytics,	G	uarantor	Non	-Guarantor	Elimi	nating		
	Inc.	Subsidiaries		Subsidiaries (In thousands)		Entries		Consolidated	
Revenues	\$	\$	531,899	\$	29,155	\$	(3,223)	\$	557,831

Expenses: Cost of revenues (exclusive of items shown separately below) Selling, general and administrative Depreciation and amortization of fixed		213,330 71,138	18,316 9,849	(1,653) (835)	229,993 80,152
assets Amortization of intangible assets		17,794 12,999	2,814 1,325	(735)	19,873 14,324
Amortization of intaligible assets		12,777	1,525		14,524
Total expenses		315,261	32,304	(3,223)	344,342
-					
Operating income/(loss)		216,638	(3,149)		213,489
Operating income/(ioss)		210,038	(3,149)		213,409
Other income/(expense):					
Investment income		91	73	(40)	124
Realized gain on securities, net		61			61
Interest expense		(16,885)	(66)	40	(16,911)
Total other expense, net		(16,733)	7		(16,726)
Total other expense, net		(10,755)	/		(10,720)
Income/(loss) before equity in net					
income/(loss) of subsidiary and income		100.005	(2,1,12)		106 560
taxes	112 770	199,905	(3,142)	(111 510)	196,763
Equity in net income/(loss) of subsidiary Provision for income taxes	113,779	(2,263)	879	(111,516)	(02 00 4)
FIOUSION IOF INCOME taxes		(83,863)	019		(82,984)
Net income/(loss)	\$ 113,779	\$ 113,779	\$ (2,263) \$	(111,516) \$	113,779
	,				*

CONDENSED CONSOLIDATING STATEMENT OF CASH FLOWS (UNAUDITED) For The Six Months Ended June 30, 2011

	Verisk	GuarantorNon-GuarantorEliminating							
	Analytics, Inc.		Subsidiaries (In thousands)	Entries Consolidated					
Net cash provided by operating activities	\$	\$ 173,935	\$ 13,152	\$	\$ 187,087				
Cash flows from investing activities: Acquisitions, net of cash acquired of \$590 Earnout payments		(121,721)	(3,500)		(121,721) (3,500)				
Escrow funding associated with acquisitions Advances provided to other subsidiaries		(19,560)	(31,996)	31,996	(19,560)				
Repayments received from other subsidiaries Proceeds from repayment of intercompany note		152,769		(152,769)					
receivable Purchases of available-for-sale securities		440,950 (1,338)		(440,950)	(1,338)				
Proceeds from sales and maturities of available-for-sale securities Purchases of fixed assets		1,704 (23,189)	(4,982)		1,704 (28,171)				
Net cash provided by/(used in) investing		(23,109)	(4,962)		(20,171)				
activities		429,615	(40,478)	(561,723)	(172,586)				
Cash flows from financing activities: Proceeds from issuance of long-term debt, net of original issue discount	448,956				448,956				
Repayment of short-term debt refinanced on a long-term basis		(295,000)			(295,000)				
Proceeds/(repayments) of short-term debt, net Repurchase of Verisk Class A common stock		73,114 (214,021)			72,919 (214,021)				
Repayment of current portion of long-term debt Repayments of advances to other subsidiaries Repayment of intercompany note payable	(440,950)	(50,000) (152,769)		152,769 440,950	(50,000)				
Advances received from other subsidiaries Payment of debt issuance cost Excess tax benefits from exercised stock options	(2,925)	5,470	31,996	(31,996)	(4,434) 5,470				
Proceeds from stock options exercised		18,032			18,032				
Net cash provided by/(used in) financing activities	5,081	(616,683)	31,801	561,723	(18,078)				
Effect of exchange rate changes		(39)	612		573				
Increase/(decrease) in cash and cash equivalents	5,081	(13,172)	5,087		(3,004)				
Cash and cash equivalents, beginning of period	1	31,576	23,397		54,974				
					50				

Cash and cash equivalents, end of period	\$ 5,082	\$ 18,404	\$ 28,484	\$ 51,970
Supplemental disclosures: Increase in intercompany balances from the purchase of treasury stock by Verisk funded directly by ISO	\$ 214,021	\$ 214,021	\$ \$	\$
Increase in intercompany balances from proceeds received by ISO related to issuance of Verisk common stock from options exercised	\$ 18,032	\$ 18,032	\$ \$	\$
Issuance of intercompany note payable/(receivable) from amounts previously recorded as intercompany payables/(receivables)	\$ 615,000	\$ (615,000)	\$ \$	\$

CONDENSED CONSOLIDATING STATEMENT OF CASH FLOWS (UNAUDITED) For The Six Months Ended June 30, 2010

	Verisk Analytics,	GuarantorNon-GuarantorEliminating								
	Inc.	Su			ubsidiaries 1 thousands)	Entries	Consolidated			
Net cash provided by/(used in) operating										
activities	\$	\$	180,463	\$	6 (7,429)	\$	\$	173,034		
Cash flows from investing activities:										
Acquisitions, net of cash acquired of \$1,556			(6,386))				(6,386)		
Proceeds from release of acquisition related										
escrows			274		9			283		
Escrow funding associated with acquisitions			(1,500)		(201)	15 100		(1,500)		
Advances provided to other subsidiaries			(14,905)		(291)	15,196		(2(2))		
Purchases of available-for-sale securities Proceeds from sales and maturities of			(262))				(262)		
available-for-sale securities			511					511		
Purchases of fixed assets			(13,037)	`	(2,533)			(15,570)		
i diollases of fixed assets			(15,057)	,	(2,555)			(15,570)		
Net cash used in investing activities			(35,305))	(2,815)	15,196		(22,924)		
Cash flows from financing activities:										
Repayments of short-term debt, net			(64,049))	(20)			(64,069)		
Repurchase of Verisk Class A common stock			(62,266))				(62,266)		
Net share settlement of taxes upon exercise of										
stock options			(15,051))				(15,051)		
Advance received from other subsidiaries			5,806		9,390	(15,196))	10.026		
Excess tax benefits from exercised stock options			10,036					10,036		
Proceeds from stock options exercised			16,733					16,733		

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Net cash (used in)/provided by financing activities			((108,791)	9,370	(15,196)	(114,617)
Effect of exchange rate changes				50	(243)		(193)
Increase/(decrease) in cash and cash equivalents				36,417	(1,117)		35,300
Cash and cash equivalents, beginning of period		1		51,005	20,521		71,527
Cash and cash equivalents, end of period	\$	1	\$	87,422	\$ 19,404		\$ 106,827
Supplemental disclosure: Increase in intercompany balances from the purchase of treasury stock by Verisk funded directly by ISO	\$	62,266	\$	62,266	\$	\$	\$
Increase in intercompany balances from proceeds received by ISO related to issuance of Verisk common stock from options exercised	\$ **	16,733 ******	\$ ****	16,733 *	\$	\$	\$

Item 2. Management s Discussion and Analysis of Financial Condition and Results of Operations

The following discussion should be read in conjunction with our historical financial statements and the related notes included within our annual report on Form 10-K dated and filed with the Securities and Exchange Commission on February 28, 2011. This discussion contains forward-looking statements that involve risks and uncertainties. Our actual results may differ materially from those discussed in or implied by any of the forward-looking statements as a result of various factors.

We enable risk-bearing businesses to better understand and manage their risks. We provide value to our customers by supplying proprietary data that, combined with our analytic methods, creates embedded decision support solutions. We are the largest aggregator and provider of data pertaining to U.S. property and casualty, or P&C, insurance risks. We offer solutions for detecting fraud in the U.S. P&C insurance, mortgage and healthcare industries and sophisticated methods to predict and quantify loss in diverse contexts ranging from natural catastrophes to health insurance to supply chain.

Our customers use our solutions to make better risk decisions with greater efficiency and discipline. We refer to these products and services as solutions due to the integration among our products and the flexibility that enables our customers to purchase components or the comprehensive package of products. These solutions take various forms, including data, statistical models or tailored analytics, all designed to allow our clients to make more logical decisions. We believe our solutions for analyzing risk positively impact our customers revenues and help them better manage their costs.

We organize our business in two segments: Risk Assessment and Decision Analytics. Our Risk Assessment segment provides statistical, actuarial and underwriting data for the U.S. P&C insurance industry. Our Risk Assessment segment revenues represented approximately 44% and 48% of our revenues for the six months ended June 30, 2011 and 2010, respectively. Our Decision Analytics segment provides solutions our customers use to analyze the processes of the Verisk Risk Analysis Framework: Loss Prediction, Fraud Identification and Detection, and Loss Quantification. Our Decision Analytics segment revenues represented approximately 56% and 52% of our revenues for the six months ended June 30, 2011 and 2010, respectively.

Executive Summary

Key Performance Metrics

We believe our business s ability to generate recurring revenue and positive cash flow is the key indicator of the successful execution of our business strategy. We use year-over- year revenue growth and EBITDA margin as metrics to measure our performance. EBITDA and EBITDA margin are non-GAAP financial measures within the meaning of Regulation G under the Securities Exchange Act of 1934 (See footnote 1 within the Condensed Consolidated Results of Operations section of *Item 2. Management s Discussion and Analysis of Financial Condition and Results of Operations*).

Revenue growth. We use year-over -year revenue growth as a key performance metric. We assess revenue growth based on our ability to generate increased revenue through increased sales to existing customers, sales to new customers, sales of new or expanded solutions to existing and new customers and strategic acquisitions of new businesses.

EBITDA margin. We use EBITDA margin as a metric to assess segment performance and scalability of our business. We assess EBITDA margin based on our ability to increase revenues while controlling expense growth.

Revenues

We earn revenues through subscriptions, long-term agreements and on a transactional basis. Subscriptions for our solutions are generally paid in advance of rendering services either quarterly or in full upon commencement of the subscription period, which is usually for one year and automatically renewed each year. As a result, the timing of our cash flows generally precedes our recognition of revenues and income and our cash flow from operations tends to be higher in the first quarter as we receive subscription payments. Examples of these arrangements include subscriptions that allow our customers to access our standardized coverage language or our actuarial services throughout the subscription period. In general, we experience minimal seasonality within the business. Our long-term agreements are generally for periods of three to seven years. We recognize revenue from subscriptions ratably over the term of the subscription and most long-term agreements are recognized ratably over the term of the agreement.

Certain of our solutions are also paid for by our customers on a transactional basis. For example, we have solutions that allow our customers to access fraud detection tools in the context of an individual mortgage application or file, obtain property-specific rating and underwriting information to price a policy on a commercial building, or compare a P&C insurance, medical or workers compensation claim with information in our databases. For each of the six-month periods ended June 30, 2011 and 2010, 31% of our revenues were derived from providing transactional solutions. We earn transactional revenues as our solutions are delivered or services performed. In general, transactions are billed monthly at the end of each month.

Approximately 84% of the revenues in our Risk Assessment segment for each of the six-month periods ended June 30, 2011 and 2010 were derived from subscriptions and long-term agreements for our solutions. Our customers in this segment include most of the P&C insurance providers in the United States. Approximately 57% and 55% of the revenues in our Decision Analytics segment, for the six months ended June 30, 2011 and 2010, respectively, were derived from subscriptions and long-term agreements for our solutions.

Principal Operating Costs and Expenses

Personnel expenses are the major component of both our cost of revenues and selling, general and administrative expenses. Personnel expenses include salaries, benefits, incentive compensation, equity compensation costs (described under Equity Compensation Costs below), sales commissions, employment taxes, recruiting costs, and outsourced temporary agency costs, which represented 66% and 65% of our total expenses for the six months ended June 30, 2011 and 2010, respectively. Our annual salary increases are effective on April 1st of each year. As a result, our personnel expenses increase beginning in the second quarter of each year.

We allocate personnel expenses between two categories, cost of revenues and selling, general and administrative costs, based on the actual costs associated with each employee. We categorize employees who maintain our solutions as cost of revenues, and all other personnel, including executive managers, sales people, marketing, business development, finance, legal, human resources, and administrative services, as selling, general and administrative expenses. A significant portion of our other operating costs, such as facilities and communications, are also either captured within cost of revenues or selling, general and administrative expense based on the nature of the work being performed.

While we expect to grow our headcount over time to take advantage of our market opportunities, we believe that the economies of scale in our operating model will allow us to grow our personnel expenses at a lower rate than revenues. Historically, our EBITDA margin, excluding the impact of new acquisitions, has improved because we have been able to increase revenues without a proportionate corresponding increase in expenses.

Cost of Revenues. Our cost of revenues consists primarily of personnel expenses. Cost of revenues also includes the expenses associated with the acquisition and verification of data, the maintenance of our existing solutions and the development and enhancement of our next-generation solutions. Our cost of revenues excludes depreciation and amortization.

Selling, General and Administrative Expense. Our selling, general and administrative expense also consists primarily of personnel costs. A portion of the other operating costs such as facilities, insurance and communications are also allocated to selling, general and administrative costs based on the nature of the work being performed by the employee. Our selling, general and administrative expense excludes depreciation and amortization.

Description of Acquisitions

Since January 1, 2010, we acquired five businesses. As a result of these acquisitions, our consolidated results of operations may not be comparable between periods. See Note 6 to our condensed consolidated financial statements included in the quarterly report on Form 10-Q.

2011 Acquisitions

On June 17, 2011, we acquired the net assets of Health Risk Partners, LLC, or HRP, a provider of solutions to optimize revenue, ensure compliance and improve quality of care for Medicare Advantage and Medicaid health plans. Within our Decision Analytics segment, this acquisition will further advance our position as a major provider of data, analytics, and decision-support solutions to the healthcare industry.

On April 27, 2011, we acquired 100% of the common stock of Bloodhound Technologies, Inc, or Bloodhound, a provider of real-time pre-adjudication medical claims editing. Within our Decision Analytics segment, Bloodhound

addresses the need of healthcare payers to control fraud and waste in a real-time claims-processing environment, and these capabilities align with our existing fraud identification tools.

2010 Acquisitions

On December 16, 2010, we acquired 100% of the common stock of 3E Company, or 3E, a global source for a comprehensive suite of environmental health and safety compliance solutions. Within our Decision Analytics segment, 3E overlaps the customer sets served by our other supply chain risk management solutions and helps our customers across a variety of vertical markets address their environmental health and safety issues.

On December 14, 2010, we acquired 100% of the common stock of Crowe Paradis Services Corporation, or CP, a leading provider of claims analysis and compliance solutions for the P&C insurance industry. Within our Decision Analytics segment, CP offers solutions for complying with the Medicare Secondary Payer (MSP) Act, provides services to many of the largest worker s compensation insurers, third-party administrators (TPAs), and self-insured companies, which enhances solutions we currently offer.

On February 26, 2010, we acquired 100% of the common stock of Strategic Analytics, Inc., or SA, a privately-owned provider of credit risk and capital management solutions to consumer and mortgage lenders. Within our Decision Analytics segment, SA s solutions and application set will allow our customers to take advantage of state-of-the-art loss forecasting, stress testing, and economic capital requirement tools to better understand and forecast the risk associated within their credit portfolios.

Equity Compensation Costs

We have a leveraged employee stock ownership plan, or ESOP, funded with intercompany debt that includes 401(k), ESOP and profit sharing components to provide employees with equity participation. We make quarterly cash contributions to the plan equal to the debt service requirements or as needed to fund employee benefits. As the debt is repaid, a percentage of the ESOP loan collateral is released to the ESOP to fund 401(k) matching and profit sharing contributions and the remainder, if any, is allocated annually to active employees in proportion to their eligible compensation in relation to total participants eligible compensation. We had no ESOP allocation expense for the six month periods ended June 30, 2011 and 2010. We accrue compensation expense over the reporting period equal to the fair value of the ESOP loan collateral to be released to the ESOP.

The amount of our ESOP costs recognized for the three and six months ended June 30, 2011 and 2010 are as follows:

	Tł	ree Month 3	s Ende 0,	Six Months Ended Jur 30,				
		2011		2010		2011		2010
ESOP costs by contribution type:		(In tho	usands	(In thousands)				
401(k) matching contribution expense Profit sharing contribution expense	\$	2,771 526	\$	2,495 384	\$	5,426 982	\$	4,848