



Q3 2014 Earnings Conference Call

Ron Hovsepian
President & CEO

Derek Irwin
Chief Financial Officer

November 5, 2014
ir.intralinks.com/



Supplemental Metrics (\$000)

	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14	Q2'14	Q3'14
Cost of Revenue	\$1,988	\$2,081	\$2,082	\$1,985	\$1,989	\$2,045	\$2,089
Sales and Marketing	3,547	3,549	3,550	3,552	3,548	3,553	3,544
General and Administrative	309	337	335	329	332	347	356
Amortization of Intangible Assets	\$5,844	\$5,967	\$5,967	\$5,866	\$5,869	\$5,945	\$5,989
Cost of Revenue	\$168	\$149	\$194	\$181	\$178	\$94	\$151
Sales and Marketing	310	312	359	339	365	463	549
General and Administrative	1,317	1,240	1,202	1,238	1,478	1,598	1,703
Product Development	321	311	342	303	308	413	384
Stock-Based Compensation Expense	\$2,116	\$2,012	\$2,097	\$2,061	\$2,329	\$2,568	\$2,787