



# Q2 2014 Earnings Conference Call

**Ron Hovsepian**  
President & CEO

**Derek Irwin**  
Chief Financial Officer

August 6, 2014  
[ir.intralinks.com/](http://ir.intralinks.com/)

# Supplemental Metrics (\$000)

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