



Q2 2015 Earnings Conference Call

Ron Hovsepian
President & CEO

Chris Lafond
Chief Financial Officer

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Supplemental Metrics (\$000)

	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15
Cost of Revenue	\$1,988	\$2,081	\$2,082	\$1,985	\$1,989	\$2,045	\$2,089	\$2,083	\$2,083	\$2,082
Sales and Marketing	3,547	3,549	3,550	3,552	3,548	3,553	3,544	3,550	3,549	3,550
General and Administrative	309	337	335	329	332	347	356	355	355	356
Amortization of Intangible Assets	\$5,844	\$5,967	\$5,967	\$5,866	\$5,869	\$5,945	\$5,989	\$5,988	\$5,987	\$5,988
Cost of Revenue	\$168	\$149	\$194	\$181	\$178	\$94	\$151	\$100	\$115	\$101
Sales and Marketing	310	312	359	339	365	463	549	543	565	485
General and Administrative	1,318	1,240	1,202	1,238	1,478	1,598	1,703	1,611	1,881	2,035
Product Development	320	311	342	303	308	413	384	446	323	359
Stock-Based Compensation Expense	\$2,116	\$2,012	\$2,097	\$2,061	\$2,329	\$2,568	\$2,787	\$2,700	\$2,884	\$2,980