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## Interactive Data Corporation. Q2 2008 Earnings Call Transcript

### Question-and-Answer Session

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**Operator**

(Operator instructions). Your first question comes from Randy Hugen with Piper Jaffray.

**Randy Hugen - Piper Jaffray**

Great job in a tough environment here.

**Stuart Clark**

Thank you Randy.

**Randy Hugen - Piper Jaffray**

So, do you guys have any exposure at IndyMac and do you typically sell with those types of institution?

**Stuart Clark**

No exposure of any significance, Randy. It's not an area where we would have, what I'd call, significant exposure in some of the levels of revenue. Obviously, if you are talking about the bigger banks then, that's a slightly different situation.

**Randy Hugen - Piper Jaffray**

Okay. And significant progress with the eSignal platform, outside of the regional one that you talked about?

**Stuart Clark**

Still working on that, Randy and as highlighted in the commentary, we're very much focused on the retail brokerage and community, wouldn't think that eSignal has attracted prospects and we have a number of situations that we're trying to develop and we hope that as the year progresses, we can breath some good news on that front.

**Randy Hugen - Piper Jaffray**

Thanks, any change since last quarter from your clients, buying behaviors or client side towards the data trend?

**Stuart Clark**

Well, actually nothing that we noticed. I highlighted the fact that there must be a level of more cost consciousness going on in some segments of the market, but we've been very pleased with that performance and that's one of the reasons I emphasized the positioning of the business to gain some of the trends that we've been seeing, whether, in fact, we've been working to for a long time, areas like evaluation, regulation, vote management and low latency as deliberate data and these are areas that continue to and generate not as good sales but good prospects as well. So, we're very happy not just with the sales that didn't bringing on board, but also with the level of conversations and opportunity that we are able to actually, trying to address. It still answers no, and we are pretty happy about that.

**Randy Hugen - Piper Jaffray**

Okay. Thanks a lot.

**Stuart Clark**

Thanks, Randy.

**Operator**

Thank you. Your next question comes from Ashley Hemphill with William Blair.

**Stuart Clark**

Hi, Ashley.

**Ashley Hemphill - William Blair**

Hi, guys. Going step further in terms of the trends that are positive for you guys given what's going with this difficult credit market. Are you seeing any new players trying to come in this space? I know I ask this a lot about the competition, but I'm assuming given the kind of tailwind that you've seen, especially with the valuation and the regulatory compliance, I'm just wondering, any increased competition, any new players coming in, anything that you are looking at his any type threat?

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