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## Interactive Data Corporation Q4 2007 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**

Congratulations.

**Andy Kramer**

Hi Randy, how are you?

**Stuart Clark**

Hi, Randy.

**Randy Hugen - Piper Jaffray**

Good. It looks like there is a little bit higher than normal seasonal decline in margins, obviously from an elevated level in Q3 this year. Is there something driving that, like higher bonuses this year?

**Stuart Clark**

I'm sorry I didn't hear that question fully Randy, could you repeat that?

**Randy Hugen - Piper Jaffray**

Yeah. So, sequentially there was a little bit, I guess larger than normal decline between the third quarter and fourth quarter operating margins this year?

**Stuart Clark**

Okay. Yeah, I think that one of the things that Andy drove out in his commentary is some of the expense increases that made up the fourth quarter SG&A in particular, I think. And some of that was definitely impacted by the success of the year and the fact that in areas of sales and bonuses we were going through higher levels of payment because of the threshold nature of those plans that we have in place. So, some of it was that. There wasn't anything else that I don't think was significant that lead to that increase, but I will turn to Andy just to see if he has something to add.

**Andrew Hajducky**

Sure Stuart. Randy, specifically just as part of the fourth quarter, there might have been a little bit more expenses as related to some higher costs related to some new data sources as well as some of the timing in phasing of some of our development.

**Randy Huguen - Piper Jaffray**

Alright. And could you just give us the organic revenue growth rate implied in the guidance?

**Stuart Clark**

It's largely organic. I am just trying to think there is one tiny business.

**Andrew Hajducky**

We've got about \$3 million to \$4 million Randy as far as an increase in revenue relating to Xcitek. If you remember Xcitek came along in May of '07

**Randy Huguen - Piper Jaffray**

Yeah

**Andrew Hajducky**

Okay. So what we got is really looking at the increase of the four months in this year versus last year.

**Randy Huguen - Piper Jaffray**

Okay. And then exchange rates are assumed to be at 2007 levels?

**Andrew Hajducky**

Yes.

**Randy Huguen - Piper Jaffray**

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