

PARTICIPANTS

Philip D. Moyer – CEO and President
John C. Ferrara – CFO

MANAGEMENT DISCUSSION SECTION

Philip D. Moyer, CEO and President

Q4 Highlights

XBRL

- With that, I want to start off this call with an acknowledgment that a very significant event in the history of our Company occurred 48 days ago

SEC

- The SEC voted to require mandatory XBRL reporting for all publicly traded companies in the United States
 - On Friday of this past week, the SEC released the actual text of this rule
 - Based on this rule, in approximately 150 days, 80% of the United States market cap will be reporting in XBRL
- Over the next 40 months, all public companies and all U.S. based mutual funds will be reporting using XBRL
- The shareholders and employees in EDGAR Online have invested in XBRL technology for years
 - The December 17th vote is a significant endorsement of our strategy and is the start of a new chapter for EDGAR Online

Paid Fees, Data Sets and XBRL Enabled Tools

- For anyone that is a newcomer to the story of EDGAR Online, we capitalize on XBRL in three ways
 - Number one, we're paid fees to create XBRL tagged files that companies submit to the SEC
 - Number two, we aggregate public company financial information in the XBRL data sets and license these detailed data sets, primarily to financial organizations
 - And lastly, we sell subscriptions to our XBRL enabled tools
- These tools help financial professionals analyze the XBRL data being reported by public companies
 - In each of these XBRL specific categories, we have leadership positions
 - I believe the results we are announcing today for Q4 and for the full year will provide an indication that we are poised to take advantage of the market opportunity presented by this December 17th vote

Filings Business**XBRL Conversions**

- Specifically, in our filings business we created over 275 XBRL conversions in 2008
- Over 80% of these conversions have been done since May 2008, after the SEC announced its intention and its proposed rule for XBRL
- The overall growth for the year and our growth in Q4 should provide everyone with an indication of the momentum we have experienced around our solution
 - These conversions were for some of the largest market cap companies in the world that arguably have the resources to choose anyone and any solution
 - From a competitive perspective, we believe that we've done at least two times as many conversions as most of our competitors

Data Business

- In our data business, we've created a database of over 17,000 global companies
- We've converted 10 years of history for the United States with every 10-K, 10-Q, and 8-K at a level of detail that is simply unmatched in the industry
 - Simply stated, we have a largest repository of public company XBRL data in the world

Subscription Products

- In our subscription products, we believe that we have the number one XBRL analysis tool in the market
- No one has more users of an XBRL financial statement analysis product
 - In addition, as the only publicly traded XBRL Company in the world, we represent a clear opportunity for investors

Expectations

- As a result of our market position and the demand we are currently seeing, we hope to double the size of our Company over the next three years
- As mentioned, this mandatory filing requirement is expected to start with the end of Q2 this year
 - So we're expecting low growth and investments to scale our capacity in the first two quarters, then we expect our growth trajectory to start in H2 this year
 - While delivering this revenue growth, we expect to stay within a reasonable range of the 2008 gross margins we are reporting today
 - As I said, we are encouraged by the opportunity that this mandate and widespread global adoption of XBRL opens up for our Company and our investors

John C. Ferrara, CFO

Financial Highlights**Revenues and EBITDA**

- In Q4 2008, total revenues were \$4.9mm, an increase of approximately \$100,000 compared to Q4 2007 and adjusted EBITDA was 373,000, an increase of 224,000 compared to the prior year

- For the full year ended December 31, 2008, total revenues were 19.5mm, an increase of 1.6mm or 9% compared to 2007, and adjusted EBITDA was 914,000, an improvement of 2.1mm compared to the prior year

Data and Solutions

- For Q4 2008, revenues from data and solutions were 2.7mm, an increase of approximately \$400,000 or 17% compared to Q4 2007
- Substantially all the growth in this revenue line was due to the filings business, which grew 10% compared to Q3 and 320% compared to Q4 2007
 - Our fourth quarter filings revenues were lower than we expected due to the delay in the implementation of the XBRL filing requirements of the SEC
- The SEC's initial proposal issued last summer required that the largest U.S. companies file their first XBRL report with their 2008 Form 10-K
 - However, the rules now require that these companies file their first XBRL report with their second quarter 2009 10-Q.

Subscription Revenues

- In Q4 2008, subscription revenues were \$2mm, down from 2.2mm in Q4 2007
- During this quarter, we saw a net decrease in all product lines, primarily due to high cancellation rates
 - We did add subscribers in each of our products, but not enough to offset these high cancellation rates
 - The majority of these cancellations were due to employee terminations, companies going out of business and cost cuts, rather than product-related issues

Advertising and E-Commerce

- Advertising and e-commerce revenues for Q4 2008 were 116,000, down from 228,000 reported in Q4 2007
 - Both advertising and e-commerce revenues were down compared to 2007, primarily due to the economy and the weak advertising environment

Gross Profit & Margin and Expenses

- Gross profit for Q4 2008 was \$3.9mm, about the same amount as reported in Q4 2007
- The gross margin for Q4 2008 was 81%, compared to 83% in 2007
- The total operating expenses for Q4 2008 were 4.3mm, approximately \$1.1mm less than Q4 2007, primarily due to one-time related costs of severance payments and New York state tax audit that was reported in Q4 2007

Operating Loss and Net Interest Expense

- All of these factors resulted in an operating loss for Q4 2008 of \$408,000 compared to a loss of 1.5mm in Q4 2007, an improvement of \$1.1mm
- The net interest expense for Q4 2008 was \$109,000 compared to \$92,000 in the prior year
- The net loss for Q4 2008 was \$517,000 or \$0.02 per share compared to 1.6mm or \$0.06 per share for Q4 2007

Balance Sheet Items

- In terms of our balance sheet, the Company had cash and cash equivalents of 2.3mm as of December 31, 2008, compared to 3.8mm at year-end 2007
- At December 31, 2008, the Company accounts payable and accrued expenses were \$2.4mm, approximately \$1mm less than the balances at December 31, 2007
- During the quarter ended December 31, 2008, the Company capitalized approximately \$487,000 of costs for the development of internal software
- December 31, 2008, deferred revenues were \$4.2mm compared to 4.1mm at the end of 2007
- At December 31, 2008, the Company had outstanding debt with a face amount of \$2.4mm and a revolving credit facility of 2.5mm
 - In 2008, we paid down 125,000 of the outstanding debt and to date, none of the credit facility has been drawn down

Outlook

- In terms of 2009, we expect to report single-digit revenue growth and improved EBITDA for the full year
 - However, we expect the first two quarters of the year to show unfavorable comparisons to the prior year, primarily due to the weak economic environment
- In 2009, we expect to continue to invest in people and software to meet the Company's future revenue opportunities
- Our current plan is to fund these investments with cash flow from operations and our existing \$2.5mm credit line
 - However, the Company may from time to time consider other sources of financing to ensure that we meet the demand for our products and services and that we can fully fund our growth opportunities

Philip D. Moyer, CEO and President

Q4 Highlights

- As you look at our most recent quarter, I want to remind investors that for most of Q4 we did not have the benefit of the SEC's XBRL mandate and we're dealing with one of the worst economic climates our generation has ever faced, with fielding what felt like daily investor calls wondering when the mandate would occur and how our business was fairing without it in a significantly impaired economy
 - In general, I feel positive about the results we were able to extract from a tough climate
- I feel even better knowing that we were investing in our core platform and our capacity to capitalize on the XBRL opportunity ahead of us while still managing our cost structure effectively

XBRL Filings Business

- As John mentioned, our fourth quarter was similar to our third quarter
- Our emerging XBRL filings business continued its stellar growth by posting over 320% growth q-over-q
- For the full year, that business was up by over 210%
 - We are hoping to double our filings business in 2009

- While we don't expect significant growth in Q1 and most of Q2, we expect significant growth towards the end of Q2 and beyond
- The filings business should be a primary driver of the Company's growth as we look beyond 2009

Legacy Data and Subscription Businesses

- Our legacy data and subscription businesses were flat and slightly declining in Q4, as our financial industry customers continue to wait for the mandate and deal with challenges in their own businesses
- In subscriptions, we experienced a 9% decline in Q4 and a 5% decline for the full year
- To put that in terms of real dollars, it simply means that we had only \$400,000 less in revenue for the year
 - This decline was due to the economy
- For the full year, we actually sold approximately 10% more subscriptions than we sold in 2007
- Sales growth usually results in higher revenues
 - However, the economy has driven cancellations in our subscription business that are just simply significantly higher than any historical benchmark we've seen
- Our subscription business closely mirrors the financial sector job base
- As a result, we are forecasting a similar environment of increased sales and increased cancellations in 2009 for subscriptions as the churn continues
- If the country can turn the corner on job creation, we could see increased growth
 - But predicting that change is difficult at best, and I would not want to suggest to our investors that we are building a business plan based on a turnaround in the economy in 2009

Data Licensing Business

- In our data licensing business, we grew our recognized revenue by 3% in Q4 and 15% for all of 2008
- We continue to sell data sets to financial institutions even in this depressed market
- The fact that we've delivered growth in contracts and growth in recognized revenue in this climate is a good representation of the value we deliver for our clients
 - As we look to 2009, we are looking to maintain this business and achieve some growth through partnerships

Growth

- Our growth – I mean, our custom data business is down from the previous quarter
- For the full year, it was up over 23%
 - However, as mentioned back in Q1 of this year, the custom data business is inconsistent in terms of revenue because of the customary one-time setup fees and larger upfront contracts for the initial processing of historical data

NASDAQ 144A Contract

- In Q4 of 2007 and Q1 of 2008, we had historical highs in the business as we executed our NASDAQ 144A contract
- In Q4 of 2008, we were 12% below last year and in Q1 2009, we will be similarly low as the bulk of our work for that contract was completed in Q1 of 2008
 - As we look to 2009, we expect our custom business to be lower than 2008

- Every custom opportunity is not appealing to us, as we are jealously guarding our capacity and concentrating our resources on execution in our filings, data and subscriptions business

Full Year

- For the full year, our Company grew revenues by 9% and we grew adjusted EBITDA by \$2mm, taking us from \$1mm negative to almost \$1mm positive EBITDA
- In this year, we built a 144A data set for the NASDAQ
- We built capabilities in the asset-backed security market
 - We launched a major overhaul of our core data set in quality and processing
 - We launched a Korean data set
 - We executed two to four times more conversions than most any other company in the market
- We launched a partnership with Thomson Reuters around our I-Metrix Pro product and are exploring software and portal partnerships with companies such as JustSystems and Zephyr
 - We launched a partnership with Canadian NewsWire to expand our business into Canada and established a three-year exclusive deal with RR Donnelley that has a potential to dramatically impact the future of our Company
- Our shareholder base shifted by approximately 25%
- We have significant media exposure
 - We actually presented XBRL and our solutions to over 10,000 people this year and we had over 40 press articles and releases in the past 12 months alone

Core Capabilities

- The economic climate had dominated three of the four quarters of 2008 kind of skewer our opportunity and how much we've grown our core capabilities and our capacity to take advantage of this opportunity in just these 12 months

Closing Remarks

- EDGAR Online is in the transparency and compliance business in a climate that demands both
- The entire team at EDGAR Online is proud of the results that we've delivered and we are looking forward to capitalizing on the many opportunities we have available to us in 2009 and beyond
 - We hope that our shareholders recognizes value and are as excited about the future as we are

QUESTION AND ANSWER SECTION

Analyst: *Robert Renck – Unknown*

Question – Robert Renck, Jr.: Good afternoon. Phil, I have a couple of things I just want to circle back on. In terms of the custom data business, custom data is a subset of data and solutions and you talked about the custom data being down. Can you give us an order of magnitude of how much is custom – how much of data solutions is custom data?

Answer – Philip Moyer: Approximately – it's approximately, I'm going to say, close to about 25%.

Question – Robert Renck, Jr.: Okay. And of the custom data side, the dominant contracts would have been the NASDAQ contracts that you have. They have accounted for more than half of the custom data?

Answer – Philip Moyer: Yes.

Question – Robert Renck, Jr.: Okay. More than 75%?

Answer – Philip Moyer: Yeah, yes.

Question – Robert Renck, Jr.: Okay.

Answer – Philip Moyer: We outlined that in the 10-K as our largest customer.

Question – Robert Renck, Jr.: Okay. Now, going a little bit further, you talked a little bit about some of the unique custom data solutions and I believe probably a year, year and a half ago you ran some ads at one of the Greenwich Hedge Fund Conferences and you had some people who were paying you large amounts of money, in the multiple hundreds of thousands of dollars. And I think that these are people who are involved more in the fixed income side. Am I correct?

Answer – Philip Moyer: At that time those deals were related to the – to our fundamental data.

Question – Robert Renck, Jr.: Okay. Question at hand. One of the things that is becoming apparent, and tell me if I am going a step too far, but it seems to me that in the rule that was published on Friday, way towards the back, I think the SEC indicated that their estimate of the number of companies that we would file went, by my countdown, from 12,000 to about 10,300 or 10,700 because a large number of the filings that were – that occurred were in effect for collateralized mortgage or asset-backed securities. And if – and my understanding of that is, is that the original prospectuses which – the original filings, which are generally, I believe, free-riding prospectuses will have data in them that contains far fewer elements than the normal 10-K, am I correct on that front?

Answer – Philip Moyer: That's correct.

Question – Robert Renck, Jr.: Okay. The question here is, is that in terms of integrating, the XBRL on occasion has been compared to in-effect being just an identifier. Is there a business there, even if it's not there this year, in terms of being able to get underneath on a continued reporting basis to underlying mortgage folds as they report on an ongoing basis, because they may not give you what you need – what somebody needs?

Answer – Philip Moyer: Sure. The asset – back in Q2 of this year, we had announced that we were actually in the process of trying to launch an asset-backed security data set...

Question – Robert Renck, Jr.: Right.

Answer – Philip Moyer: That we've done a lot of work on an XBRL taxonomy as it related to asset-backed securities. Back in September of this year, I spoke at the XBRL International Conference about the potential for XBRL's used in the asset-backed security marketplace. Since that time period, I personally have been very involved with the SEC and the entire Company has been very involved in helping to shape the potential for XBRL's usage in the asset-backed security marketplace.

We feel that EDGAR Online is very well positioned and should the SEC and organizations like the American Securitization Forum move forward with XBRL, which Sherman Cox has been on the public record stating that he really believes that it's a very powerful opportunity for XBRL to help restart the asset-backed security marketplace. We feel like there maybe some opportunities for us in that marketplace.

So the short answer is that XBRL would be used in that marketplace to be able to give investors a view of loan level detail that's not currently available in the collateralized debt obligation from cradle to grave. And we've been a big opponent of that and hopefully, the market restarts and we can talk always on that.

Question – Robert Renck, Jr.: Okay. I will defer and give somebody else a chance.

Analyst: *Miles Jennings – Unknown*

Question: I read in the release recently about by SEC that the June quarter will be the first time the company – the large companies are required to file. And it just seems to make sense to me that if I were one of those large companies I would want to file for the March quarter as well just to have a good data when I'm looking at it a year from now. And I just wanted – and I realized this can change and I went the whole detour. But can you give me a sense of the roughly 250 to 300 companies that you're working with on conversion. When they are expected first filing will be?

Answer – Philip Moyer: Sure. As a quick piece of clarification for everyone, I had mentioned that 80% of the U.S. market cap would be filing by the – by – with that June 2009 quarter and 80% of the U.S. market cap is contained within 500 companies and it's the 500 largest companies that – potentially the companies that were above \$5B in market cap as of June of 2008. And then all accelerated filers have to file in 2010 and then of the remaining companies in the marketplace, the 10,000 plus that Mr. Renck had noted are in the 2011 time period.

The – what's been very positive thing from our perspective is, is that we've done over 275 filings, or I should say conversions. It's important to note that these are conversions because not all of those companies actually submitted them to the SEC in the 2008 time period. According to our calculations as of the end of December, there were 202 filings that came into the SEC, of which we had a very significant number of, but we did three to four times the number of companies and conversions as companies had actually – those organizations only – approximately 25% of those organizations actually filed with the SEC.

Now, that's a long way of me saying is, is that we believe that well over 50% of the companies that are covered in this first year of the mandate have already started experimenting with and creating their XBRL filings. Certainly, in the market share that we expect to achieve, we've achieved well over 50% of the total target market that we were looking to achieve already. And that simply tells me that a lot of organizations are going to experiment and are going to trial file and we think it's a very smart thing for them to do because this is more complex financial reporting technology than they've used in the past. And they've done that well over a year in advance of when they have to start filing.

The challenge, I think, and a lot of the feedback that came in during the process was that companies did not want to have to start with their first, with this, with a 10-K because between closing the books, reporting Q1 and then having to create their 10-K and then also create their first XBRL filing, it's a tremendous amount of work in the current climate given everything else, all the pressures that these – the CFOs are facing right now. And so, they really asked for something more of a quarterly filling in a little more of an off period.

Again, that's a long way of me saying that I am expecting people to trial convert in advance and I could see people trying things in Q2 time period, as Mr. Jennings suggested. But we're – to be conservative in the current climate, we're just – we're trying to really make an assumption that our growth kicks-in in H2 this year.

Question: And just a follow-up, of the 275 companies what percentage would you say are in that top 500 group of companies?

Answer – Philip Moyer: Approximately 90%.

Question: Well, mostly, okay.

Answer – Philip Moyer: Yeah, yeah. And these are – as I mentioned to you, I mean, we've converted some of the biggest companies in the world and that you see these are – they are all in that – majority were in that first wave.

Question: Couple of quarters ago, a question was asked about whether you would try to sort of expand on products and services when you file these conversions in XBRL. Now, this is various other data for past years, for instance. I just wondered if you have been doing that at all and if you see that as a reasonable business opportunity going forward?

Answer – Philip Moyer: We do. We think that there is more value to be added to a company than just creating its XBRL filing. Clearly for competitive reasons, I don't want to release too much information about that, but we think that there is a lot of value to be added to a company inside and

outside their firewall. And so certainly one of the easiest things for people to think about is that we provide this historical dataset of XBRL filings where we've taken 10 years of history of the entire U.S. market and converted every single publicly traded company over into this format. And so certainly having the ability to look at your own and also your peer's XBRL data gives you an opportunity to really make good decisions in your own filing process. And so our I-Metrix Pro product that helps financial analyst do deep, deep analysis of financial statements, can also help corporate IR officers and CFOs do deep analysis of their own filing history and their own competitors' filing history. And so we'd love to sell and provide that kind of capability to all publicly traded companies.

Question: Yes, good. Congratulations on the new website. It's fantastic.

Answer – Philip Moyer: Thank you.

Question: I like the colors, I like the columns, I like everything about it.

Answer – Philip Moyer: Thank you.

Question: And I'd suggest for other people listening there is some depth there as far as the filing process and I found it very instructive. Thanks a lot.

Answer – Philip Moyer: Great work by our marketing team and some of our UI developers, so thank them and also the operations team for the launch.

Analyst: *Steven Hertz – Unknown*

Question: Hi guys.

Answer – Philip Moyer: Hi, Steve.

Question: Can you elaborate, stage two of the SEC mandate, I believe, I read was about just under 2,000 companies filings. Can you talk about the share that RR Donnelley and yourselves might have of that? And if you know – you could give us a range or a ballpark of how much revenue you possibly could expect per company for the filings, so we can understand how greater they – incremental revenue this XBRL mandate could be for you in the future?

Answer – Philip Moyer: Sure. We like to stay away from publishing our actual pricing out to public market for competitive reasons, and it's a highly, highly competitive marketplace today. I think I've set guidance in the past of 10 to \$20,000 per year, per company is what we'd hope to make from this market, and we – it's a historical statement of mine that I would still stand behind. As it relates to specific market share numbers, one of the challenges to be giving you an exact number as it relates to that is that on any given – in any given quarter, in any given day, the percentage of share that RR Donnelley would have in that marketplace which is our exclusive partner in that market goes up and down. It's ranged from 20 up to 40% in the reporting companies that I've talked about each year of that mandate, and the way we calculate that is just how many filings have been filed by that particular company. And so you can do analysis of as large as 40% market share in a big company space and go all the way down to 20% or less than that, even 15% in the full marketplace.

The challenge is that this is a pretty rapidly evolving market and that RR Donnelley's EDGAR share and the share of them actually creating documents maybe different than the share they have in creating this data. And so I don't – my risk of assigning an exact market share is that it's going to fluctuate and that this is going to be a changing market. But as – what I will say to you is that in filing EDGAR documents it's moved between – the ranges that I've talked about, the 500, the 1,800 or so which is accelerated filers all the way up to the full 10,000 plus, it's ranged somewhere in that between 15% all the way up to 40% based on whose market literature you look at. And I'm really, primarily quoting marketing literature quite frankly that I've seen from some of the competitors in the market and also some of our own analysis that we've looked at in some given quarters.

Question: Phil, what I'm just trying to get at is the scope of the opportunity for you guys vs. what you have today. What you have today is call it \$20mm of annual revenue. So if we just took the middle ranges and talked about 1,800 companies and \$15,000 per company and call it a third of those, are we talking about an incremental \$9mm of business to you potentially, and over that stage two of the mandate? Is that about right?

Answer – Philip Moyer: Yes, that would be the way that you would do the math if our market share would hold in that kind of a climate and if our pricing would hold but that's – you could extrapolate out those numbers from what I've said.

Question: Okay. That sounds like a great opportunity for you guys.

Answer – Philip Moyer: We hope to achieve that based on the market conditions.

Analyst: Robert Renck – Unknown

Question – Robert Renck, Jr.: Hi Phil. Couple of quick follow-ups. You talked a little bit, or you referred to your partnership with the Canadian NewsWire, CNW, and obviously I believe you've talked about it – it had just been signed in the last call. Could you tell us a little bit in a qualitative way about what you do with them and how that works?

Answer – Philip Moyer: Sure, Canadian Newswire is – we've signed a relationship with them to help all the Canadian ADRs, the foreign filers in the United States file in their XBRL that come out of Canada. Canadian Newswire has great market share up in Canada and is a respected leader in that market. And it's contemplated as well as Canada moves towards XBRL for us to be able to go and create Canadian XBRL filings as well.

According to my estimates, I believe that there is, and I'm hoping that you all don't quote me, but it ends up – it'll end up showing up in black and white, so I'll say it. I estimate there's about 2,000 companies up in Canada that could be potential filers with XBRL and so that opens up an additional marketplace, about a 20% larger market for us with that relationship, if Canada would move down the path of filing an XBRL, which they're giving good indication that they would like to do that.

Question – Robert Renck, Jr.: Do you currently have – of those 2,000, how many filed – how many of them are ADRs?

Answer – Philip Moyer: The – let me get back to you. I apologize, I should know that right off the top of my head.

Question – Robert Renck, Jr.: That's okay. Let me go to another part of – another subset of that question. In the Canadian system I believe it's called SEDAR if I'm not mistaken, have you already done in Canada on XBRL, have you already taken your output and put it into a Canadian XBRL database like you have in the U.S.?

Answer – Philip Moyer: No, no, and we think that that represents a great opportunity.

Question – Robert Renck, Jr.: Okay. Let me shift to another item and really this is a follow-up on the prior question. I think that, did I hear you correctly – I believe you used the number that you have 275 companies that you filed for. I think one of the gentlemen said between 250 to 300, but I do – I think that you were asked what percentage of those companies were in the largest 500 filers. Did I hear you say 90%?

Answer – Philip Moyer: Yes, and it's important to note that's conversion, that's not unique companies. I haven't reported what our unique company count is.

Question – Robert Renck, Jr.: Okay, those are conversions, not unique companies.

Answer – Philip Moyer: Yes, yes.

Question – Robert Renck, Jr.: Okay.

Answer – Philip Moyer: Important to note, so it's not 270 companies, it's unique conversions. And the important thing about those conversions is that we get paid per conversion, so...

Question – Robert Renck, Jr.: Okay.

Answer – Philip Moyer: A way of me extrapolating out some of our revenue without giving away completely what the relationship is with each customer.

Question – Robert Renck, Jr.: Okay, so if RR Donnelley basically in the filing database through year-end and some period did 160 something of – was the filing agent for a 160 something of the top 500 filers. That would imply in that segment they had about a 32, 33% share and as the next 2,000 filers they did 540 or 545, they have a smaller market share in those filers. Are you – of the 275 that you're doing, of the conversions that you're doing, are you at least meeting the percentage of Donnelley's market share or are they picking up market share?

Answer – Philip Moyer: Here is what I'll say, is that companies that have not filed with RR Donnelley in the past have come to their solution because of the full value they're providing and this

full service solution. So I know that we are – we have been putting on new customers with RR Donnelley.

Question – Robert Renck, Jr.: Okay. Circling back to Canadian NewsWire I believe they own PRNewswire in the United States?

Answer – Philip Moyer: Yes.

Question – Robert Renck, Jr.: Okay. And I believe in the mandate...?

Answer – Philip Moyer: It's actually vice versa, PRNewswire owns...

Question – Robert Renck, Jr.: PRNewswire owns Canadian NewsWire and they're owned by United – I guess UBI of the U.K. if I'm not mistaken. But the question at hand is, does your relationship extend to PRNewswire?

Answer – Philip Moyer: Not at this time.

Question – Robert Renck, Jr.: Okay. And with respect, and you may not have the answer yet, because I know you've been busy, but in the interpret – one of the surprises in the original verbiage in the mandate and then in this discussion was that in 8-K filings where there are financials, it appears that they may be mandated. But you've just filed an 8-K today with your press release. Is that considered to be a financial or don't we know?

Answer – Philip Moyer: We're still sorting that out with the SEC. That's an area we're asking for more clarification on. In addition, we're actually resizing that market as well to really clearly understand precisely what that's going to mean to us. And so there will be some 8-Ks, but it's certainly – it's not clearly – it's clearly not all 8-Ks but it's where we are filing financial information and my understanding is that we will need to do on the XBRL filing.

Question – Robert Renck, Jr.: So let me – these 8-Ks are advanced but in 8-K, companies will typically file four 8-Ks, if they have four press releases a year on earnings, typically companies are filing four 8-Ks with earnings releases. Is it possible that that will be considered financial filings or is that out of the realm?

Answer – Philip Moyer: Like I said, at first – when we first asked that question to the SEC back in December, they had suggested that the answer was no. We're asking – we are in the process of asking for clarification of the language that's in the SEC's document to understand that.

Question – Robert Renck, Jr.: Okay. And a last follow-up, going back to the issue of XBRL being a barcode and being – and going back to the idea of it having other applications, two things have come in. In the SEC release they talked, and I don't know that they did this in the prior release, they talk a little bit about the cost savings by companies integrating forward into accounting systems and basically that there is some long-term benefits. And the second thing is, is I believe that there has been some, especially in light of the – in the FDIC example which I cited again, banks are using these and bank call reports that have been using it have been moving to mandate an interchange. That's a different market than you've been in. Are you saying that those have some appeal?

Answer – Philip Moyer: Certainly, we think that those kind of – that there will be other things that require XBRL filings. We believe that a lot of what's going on inside of U.S. GAAP and the filing that we do as a country is actually going to be adopted by the IASB for IFRS in that – and to give you an example, the IASB released an IFRS taxonomy of about three or 4,000 elements.

Question – Robert Renck, Jr.: Correct.

Answer – Philip Moyer: U.S. taxonomy is about 15,000 elements and the entire world given the current challenges in financial reporting that are being faced in India and all around the world, they're start – people are starting to say gee, we may need to report more like the United States than require in the U.S. to report more like the – like us. And so that's a long way of me saying is that I see the opportunity for our U.S. based filing solution to expand around the world. And I also see our filing solution to be able to expand into some of these other areas that you had mentioned, whether or not it be asset backed or some of these other type of assets.

And so yes, the opportunity is clear. I've been a very loud proponent of the fact that I think that these kind of data reporting standards need to come to anything that is publicly traded, because I use the example all the time the Citigroup 10-K for 2007 was over 1,200 pages long and that it's starting to exceed mere mortal's ability to be able to consume information. So we need help with computers and we need data tagging to go across more than just the U.S. equities market.

Question – Robert Renck, Jr.: All right. Thank you, Phil.

Answer – Philip Moyer: Sure.

Analyst: Andrew Weiner – Unknown

Question: Hi, good afternoon, guys.

Answer – Philip Moyer: Good afternoon.

Question: Phil, I was wondering – I just want to clarify when the 10 to \$20,000 number that you initially had given as sort of a range did not include 8-K filings and/or footnotes, correct?

Answer – Philip Moyer: We feel like our – we feel comfortable sticking with that 10 to \$20,000 number. Even in light of footnotes, we think that there is going to be competitive pressure in the marketplace, and the 8-Ks is something we haven't really contemplated yet. Like I said we're still waiting for clarification given the publication of the rule from Friday. So, I'm not going to say yes or no to that yet. Have to see exactly what that means and how many that means. But the short answer to your question is yes for 8-Ks, and no, we felt like it did include four footnotes.

Question: Secondly, are you charge – is there a difference in what you charge a customer base per conversion based on sort of doing it for their own internal purposes vs. one that would be submitted for the – for actually for SEC purposes?

Answer – Philip Moyer: In really the past year the short – no, there has not been. There has been – we've done some – we'll do some specials from time-to-time to encourage people to move a little bit more quickly in I'll say in periods where they haven't been required to. I'll say back in the early part of last year, we were encouraging people with some price specials when the mandate wasn't clearly going to happen, and so we do that from time-to-time. But our current pricing – I should say our pricing that you're seeing our results for – are the same whether they file it or not.

Question: And with respect to mutual fund adoption in I believe 2012, are you seeing any desire for early adoption by mutual fund companies hoping to sort of either improve transparency or sort of access the information and give themselves in part an competitive advantage?

Answer – Philip Moyer: We were seeing – we were definitely seeing some activity around this as we went into the last half of 2008. There was an expectation that mutual fund filing was going to occur in 2009. That was the original proposed mandate. And the mutual fund industry with everything that was going on, redemptions and everything else that people were facing and also the implementation of what's called the short form, was there were some pushback by the industry to say we'd like a little bit more time to kind of get our house in order around this topic. And so I would say that there was definitely activity ahead of the mandate, but we're seeing kind of a little bit of a slowdown around mutual funds right now, because they have until the end of 2010, early 2011, [inaudible] the beginning of 2011, so we're expecting to see a lot more activity as we get into 2010.

Question: Okay, thank you.

Answer – Philip Moyer: Sure.

Analyst: Miles Jennings – Unknown

Question: Just a quick, not really a question but just affirmation. When you say 10 to \$20,000, you're referring to EDGAR's share of the partnership revenue?

Answer – Philip Moyer: That's what we meant.

Question: Yes. And second, you can't answer this, but I like to ask you anyway. This IDEA proposed system that the SEC has set forth is going to be built on top of EDGAR and will have all sorts of functionality and everything. And I'd just like to ask you given the fact that you help the SEC build these taxonomies, would you expect to bid on that contract when and if it is let?

Answer – Philip Moyer: The source for taxonomy development is really XBRL U.S. They've done – they were the one that actually oversaw all the creation of that taxonomy for the equities marketplace, for the mutual funds. They're overseeing a taxonomy right now for corporate actions. They're working on proxy taxonomies. They've done, as I mentioned to you, they've worked on asset-backed security taxonomies, and a whole host of other one and so they are the correct organization to be working on taxonomies. I'm on the board of XBRL U.S. and but --

Question: Excuse me, Phil, that was not my question.

Answer – Philip Moyer: I'm sorry.

Question: My question was this IDEA.

Answer – Philip Moyer: Oh, yes, okay.

Question: Platform that the SEC is going to have in the future?

Answer – Philip Moyer: Yes.

Question: It's going to be a very robust sort of site I'm sure with all sorts of interactive data available to the public and the next digital step forward. And since you worked with the SEC and XBRL U.S. closely in defining these taxonomies, it just seems that you probably know the system as well as anyone and I just want to ask you if you've considered being a contractor on the development of IDEA?

Answer – Philip Moyer: Short answer is that considering yes. We're a small company and we've got a – as I said before, we've got to zealously guard our product resources. Developing a – going on and doing a large government contract would take some of our most valuable product people where we can create – generate revenue for years and years and years and really commit them to doing something that maybe would only generate revenue for about a year in the form of a consultant engagement. That was bid out. I believe that Keen oversees that current contract. We've certainly been in touch with that organization with the SEC to say we're happy to lend some support. Our primary focus is building products that have repeatable revenue and good gross margins outside of what we would traditionally associate with government contracting margin.

Question: Good. Thank you, that's great. And just one quick question, follow-up to another question here, how many mutual funds are there anyway that would be subject to these requirements?

Answer – Philip Moyer: We estimate that there is about 8,000 mutual funds and the thing that we've – the thing that we have to really watch for is the way that taxonomy is laid out is series and class. And while there is 15,000 elements in the equities taxonomy, there is hundreds of elements only in the mutual fund because it really is the risk return summary.

Question: Yes. I understand.

Answer – Philip Moyer: And the second phase will be – and I think so it's a good opportunity. It's not as large as the equities opportunity in the short-term. As they have to move to actually tagging their actual statements of holdings longer term, that may even be a bigger opportunity for us. But I think certainly our technology can help and provide a low-cost solution to those funds. And as I said we'll definitely be watching that market and seeing how we can help it with some partnerships and our technology.

Question: Good. Thank you.

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