

# Investor Fact Sheet

Information in the right hands.

Headquartered in Canada, ISC is the leading provider of registry and information management services for public data and records. Throughout our history, we have delivered value to our clients by providing solutions to manage, secure and administer information through our Registry Operations, Services and Technology Solutions segments. ISC is focused on sustaining its core business while pursuing new growth opportunities. The Class A Shares of ISC trade on the Toronto Stock Exchange under the symbol ISV.



## Operating Segments

We operate three reportable segments defined by their primary type of service offerings, namely **Registry Operations**, **Services** and **Technology Solutions**.

## Q2 2021 Financial Highlights

(thousands of CAD dollars; except earnings per share and where noted)

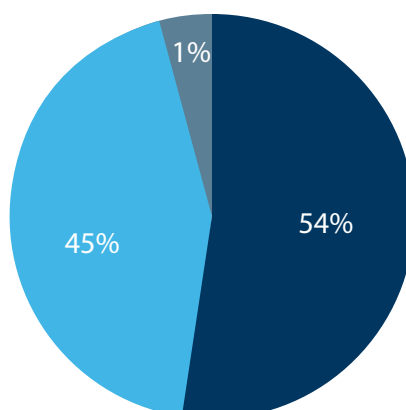
	Period Ended Jun. 30, 2021	Period Ended Jun. 30, 2020
Revenue	\$ 44,623	\$ 30,993
Net income	\$ 6,503	\$ 4,505
EBITDA <sup>1</sup>	\$ 13,607	\$ 9,153
Adjusted EBITDA <sup>1</sup>	\$ 18,567	\$ 10,383
EBITDA margin <sup>1</sup> (% of revenue)	30.5%	29.5%
Adjusted EBITDA margin <sup>1</sup>	41.6%	33.5%
Free cash flow <sup>1</sup>	\$ 8,912	\$ 7,776
Annual Dividend declared per share	\$ 0.80	\$ 0.80
Earnings per share (basic)	\$ 0.37	\$ 0.26
Earnings per share (diluted)	\$ 0.36	\$ 0.26

<sup>1</sup> EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin and free cash flow are not recognized as measures under IFRS and do not have a standardized meaning prescribed by IFRS and, therefore, they may not be comparable to similar measures reported by other companies. For more information, please refer to section 8.8 "Non-IFRS financial measures", and section 2 "Consolidated Financial Analysis" for a reconciliation of EBITDA and adjusted EBITDA to net income and section 6.1 "Cash flow" for a reconciliation of free cash flow in Management's Discussion and Analysis for the three months ended June 30, 2021.

## Multiple Lines of Revenue

by Segment - Q2 2021

- Registry Operations
- Services
- Technology Solutions



**\$44.6 M**

Revenue

**\$13.6 M**

EBITDA

**30.5%**

EBITDA Margin

Note: Corporate and other intersegment eliminations are excluded.

## Financial Strength

**\$49.6M**

Amount of cash on hand  
as at Jun. 30, 2021

**\$7.0M**

Year to date dividends  
paid to shareholders as at  
Jun. 30, 2021

**\$8.9M**

Free cash flow for the  
three months ended  
Jun. 30, 2021

**\$71.3M**

Total debt as at  
Jun. 30, 2021

Revenue Model	Service	Revenue Type
<b>Registry Operations</b>	<ul style="list-style-type: none"> <li>• Searches</li> <li>• Registrations</li> <li>• Maintenance and related service</li> </ul>	Per transaction*: <ul style="list-style-type: none"> <li>• Flat fees</li> <li>• Value-based fees</li> </ul>
<b>Services</b>	<ul style="list-style-type: none"> <li>• Searches and registrations</li> <li>• Filings</li> <li>• Corporate supplies</li> <li>• Credit due diligence, protection and default service</li> <li>• Asset recovery</li> </ul>	<ul style="list-style-type: none"> <li>• Flat fees per transaction**</li> <li>• Per unit fees</li> <li>• Management of fees and commissions</li> </ul>
<b>Technology Solutions</b>	<ul style="list-style-type: none"> <li>• Hosting, support and maintenance</li> </ul>	<ul style="list-style-type: none"> <li>• Consulting fees</li> <li>• Fee-for-service</li> <li>• Annual maintenance contracts</li> </ul>

\*For a full list of our fees, go to [www.isc.ca](http://www.isc.ca)

\*\*For a full list of our fees, go to [www.eservicescorp.ca](http://www.eservicescorp.ca)

## TSX:ISV

As at August 5, 2021

### Contact

investor.relations@isc.ca  
1-855-341-8363 (toll free)  
1-306-798-1137

### Transfer Agent

AST Trust Company (AST)  
1-800-387-0825 or  
1-416-682-3860  
astfinancial.com

### Shares Issued and Outstanding

(Class A Limited Voting Shares)

**17.5 M**

### Market Cap

**490.0 M**

### Historic Annual Dividend (per share)

(Paid Quarterly)

**\$0.80**

### 52 Week High / Low

**\$33.87 / \$16.48**



**Analyst  
Coverage**

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