

# 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 and Services 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 two reportable segments, defined by their primary type of service offerings, namely **Registries** and **Services**.



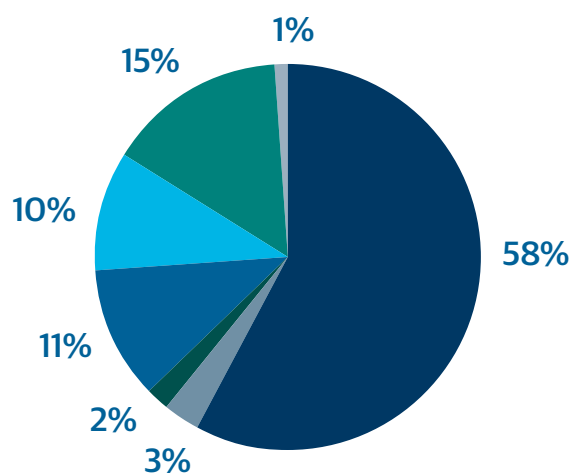
## 2016 Fourth Quarter and Year End Financial Highlights

(thousands of CAD dollars; except earnings per share and where noted)	Three Months Ended Dec 31, 2016	Three Months Ended Dec 31, 2015	Year Ended Dec 31, 2016	Year Ended Dec 31, 2015
Revenue	\$ 21,201	\$ 22,579	\$ 88,375	\$ 78,318
Net income and total comprehensive income	\$ 2,919	\$ 4,567	\$ 15,503	\$ 15,917
EBITDA <sup>1</sup>	\$ 6,833	\$ 8,188	\$ 29,529	\$ 28,363
Adjusted EBITDA <sup>1</sup>	\$ 7,336	\$ 8,625	\$ 33,454	\$ 30,386
EBITDA margin <sup>1</sup> (% of revenue)	32.2%	36.3%	33.4%	36.2%
Adjusted EBITDA margin <sup>1</sup>	34.6%	38.2%	37.9%	38.8%
Free cash flow <sup>1</sup>	\$ 3,611	\$ 6,689	\$ 18,865	\$ 21,489
Dividend declared per share	\$ 0.20	\$ 0.20	\$ 0.80	\$ 0.80
Earnings per share <sup>2</sup> (basic)	\$ 0.17	\$ 0.26	\$ 0.89	\$ 0.91
Earnings per share, (diluted) <sup>2</sup>	\$ 0.17	\$ 0.26	\$ 0.87	\$ 0.90

<sup>1</sup> EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin and free cash flow are not recognized as a measure under IFRS and do not have a standardized meaning prescribed by IFRS. See section name "Non-IFRS Measures" in Management's Discussion & Analysis for the three months and year ended Dec. 31, 2016.

<sup>2</sup> The calculation of earnings per share is based on net income after tax and the weighted average number of shares outstanding during the period.

## Revenue - by Line of Business



**\$88.4 M**  
Total Revenue

**33.4%**  
EBITDA Margin

**\$0.89**  
EPS (basic share)

# Financial Strength



Amount of cash on hand as at Dec. 31, 2016



Amount of 2016 dividends paid to shareholders as at Dec. 31, 2016



CapEx expected in 2017



Total debt as at Dec. 31, 2016

## Registries Revenue Model

Transaction	Service	Revenue Type*
Searches	Online or in person Customized	Flat fees (standard searches)
Registrations	Online or in person	Value-based fees (land registry) Flat fees (other registries)
Maintenance and Related Services	Online or in person Customized	Flat or negotiated fees

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

## Services Revenue Model

Transaction	Service	Revenue Type*
Search and Registration	Online or in person	Flat fees
Know-Your-Customer	In person	Flat fees
Corporate Supplies & Accessories	Online or in person Customized	Per unit fees

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

# TSX:ISV

As at March 13, 2017

### Contact

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1-306-798-1137

### Transfer Agent

CST Trust Company (CST)  
1-800-387-0825 or  
1-416-682-3860  
canstockta.com

Shares Issued and Outstanding  
(Class A Limited Voting Shares)

**17.5 M**

Market Cap

**\$333.0 M**

Annual Dividend (per share)  
(Paid Quarterly)

**\$0.80**

52 Week High / Low

**\$20.00 / \$13.85**



**Analyst Coverage**

RBC  
Steve Arthur, CFA

GMP Securities  
Justin Keywood, CFA

CIBC  
Stephanie Price, CFA

