

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**.



2017 Third Quarter Financial Highlights

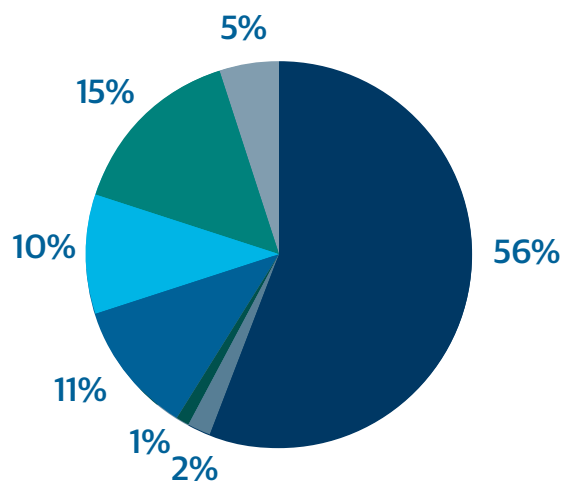
(thousands of CAD dollars; except earnings per share and where noted)

	Three Months Ended Sep 30, 2017	Three Months Ended Sep 30, 2016	Nine Months Ended Sep 30, 2017	Nine Months Ended Sep 30, 2016
Revenue	\$ 23,862	\$ 22,894	\$ 70,004	\$ 67,174
Net income	\$ 1,856	\$ 3,810	\$ 9,015	\$ 12,584
EBITDA ¹	\$ 7,579	\$ 7,338	\$ 22,171	\$ 22,697
Adjusted EBITDA ¹	\$ 8,673	\$ 9,512	\$ 24,447	\$ 26,117
EBITDA margin ¹ (% of revenue)	31.8%	32.1%	31.7%	33.8%
Adjusted EBITDA margin ¹	36.4%	41.5%	34.9%	38.9%
Free cash flow ¹	\$ 8,013	\$ 5,641	\$ 21,362	\$ 15,254
Dividend declared per share	\$ 0.20	\$ 0.20	\$ 0.60	\$ 0.60
Earnings per share ² (basic)	\$ 0.11	\$ 0.22	\$ 0.52	\$ 0.72
Earnings per share, (diluted) ²	\$ 0.11	\$ 0.22	\$ 0.51	\$ 0.72

¹ 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 "Non-IFRS Measures" in Management's Discussion & Analysis for the three and nine months ended Sep 30, 2017.

² 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



\$23.9 M

Total Revenue

31.8%

EBITDA Margin

\$0.11

EPS (basic share)

* The balance of our corporate activities and shared services functions, including the services and functions provided by our subsidiary ERS, are reported as Corporate/Other

Financial Strength

\$38.6M

Amount of cash on hand
as at Sep 30, 2017

\$10.5M

Amount of 2017 dividends
paid to shareholders as at
Sep 30, 2017

\$32.3M

Total debt as at
Sep 30, 2017

\$1-2M

CapEx expected in 2017
-revised-

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

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

TSX:ISV

As at November 7, 2017

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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

\$318.0 M

Annual Dividend (per share)
(Paid Quarterly)

\$0.80

52 Week High / Low

\$21.30 / \$16.57



**Analyst
Coverage**

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