

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**.



Third Quarter 2016 Financial Highlights

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

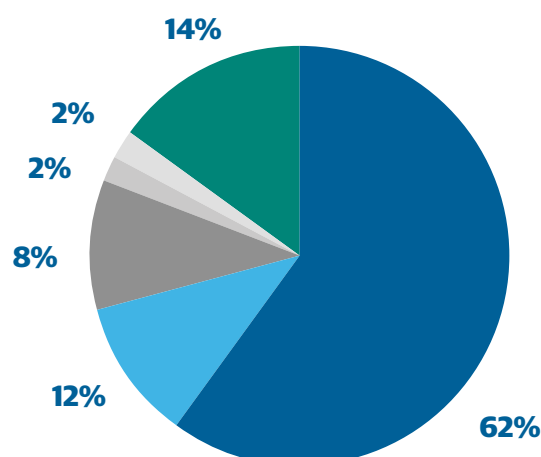
	Three Months Ended Sept. 30, 2016	Three Months Ended Sept. 30, 2015	Nine Months Ended Sept. 30, 2016	Nine Months Ended Sept. 30, 2015
Revenue	\$ 22,894	\$ 19,675	\$ 67,174	\$ 55,740
EBITDA ¹	\$ 7,338	\$ 8,165	\$ 22,697	\$ 20,176
EBITDA margin ¹	32.1%	41.5%	33.8%	36.2%
Adjusted EBITDA ¹	\$ 9,512	\$ 9,570	\$ 26,117	\$ 21,762
Adjusted EBITDA margin ¹	41.5%	48.6%	38.9%	39.0%
Net income & total comprehensive income	\$ 3,810	\$ 4,656	\$ 12,584	\$ 11,350
Earnings per share ² (basic)	\$ 0.22	\$ 0.27	\$ 0.72	\$ 0.65
Free cash flow	\$ 5,641	\$ 5,606	\$ 15,254	\$ 14,800
Expenses	\$ 16,854	\$ 12,830	\$ 49,681	\$ 39,512

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 name "Non-IFRS Measures" in Management's Discussion & Analysis for the three and nine months ended Sep 30, 2016.

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

- Land Titles Registry
- Personal Property Registry
- Corporate Registry
- Geomatics
- Land Surveys Directory
- Services



\$22.9 M

Total Revenue

\$32.1%

EBITDA Margin

\$0.22

EPS (basic share)

Financial Strength

\$38.3M

Amount of cash on hand as at Sept. 30, 2016

\$10.5M

Amount of 2016 dividends paid to shareholders as at Sept. 30, 2016

\$5-6M

CapEx expected in 2016

\$23.4M

Total debt as at Sept. 30, 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

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 2, 2016

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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

\$317.6 M

52 Week High / Low

\$18.87 / \$13.23

Annual Dividend (per share)
(Paid Quarterly)

\$0.80



Analyst Coverage

RBC
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GMP Securities
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CIBC
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