

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 First Quarter Financial Highlights

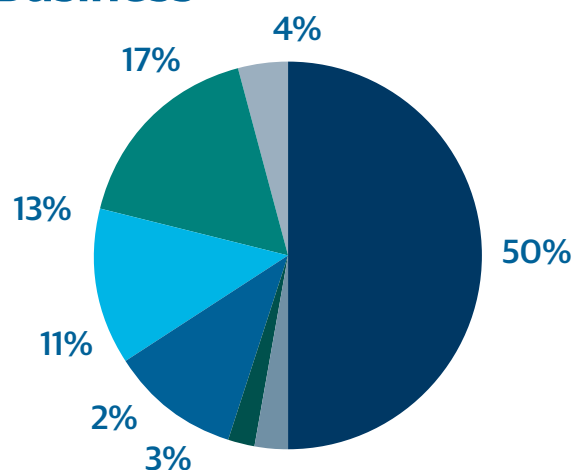
(thousands of CAD dollars; except earnings per share and where noted)

	Three Months Ended Mar 31, 2017	Three Months Ended Mar 31, 2016
Revenue	\$ 21,496	\$ 19,606
Net income	\$ 2,426	\$ 2,196
EBITDA ¹	\$ 5,768	\$ 5,077
Adjusted EBITDA ¹	\$ 6,221	\$ 5,472
EBITDA margin ¹ (% of revenue)	26.8%	25.9%
Adjusted EBITDA margin ¹	28.9%	27.9%
Free cash flow ¹	\$ 5,602	\$ 3,316
Dividend declared per share	\$ 0.20	\$ 0.20
Earnings per share ² (basic)	\$ 0.14	\$ 0.13
Earnings per share, (diluted) ²	\$ 0.14	\$ 0.12

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 months ended March 31, 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



\$21.5 M
Total Revenue

26.8%
EBITDA Margin

\$0.14
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

\$28.0M

Amount of cash on hand
as at March 31, 2017

\$3.5M

Amount of 2017 dividends
paid to shareholders as at
March 31, 2017

\$33.1M

Total debt as at
March 31, 2017

\$5-6M

CapEx expected in 2017

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 May 8, 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

\$327.3 M

Annual Dividend (per share)

(Paid Quarterly)

\$0.80

52 Week High / Low

\$21.30 / \$15.05



**Analyst
Coverage**

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