

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**.

2018 Third Quarter Financial Highlights

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

	Three Months Ended Sept. 30, 2018	Three Months Ended Sept. 30, 2017
Revenue	\$ 30,186	\$ 23,862
Net income	\$ 7,772	\$ 1,856
EBITDA ^{1,2}	\$ 11,584	\$ 7,579
Adjusted EBITDA ^{1,2}	\$ 9,177	\$ 8,673
EBITDA margin ^{1,2} (% of revenue)	38.4%	31.8%
Adjusted EBITDA margin ^{1,2}	30.4%	36.4%
Free cash flow ¹	\$ 7,001	\$ 6,679
Dividend declared per share	\$ 0.20	\$ 0.20
Earnings per share (basic) ³	\$ 0.45	\$ 0.11
Earnings per share (diluted) ³	\$ 0.44	\$ 0.11

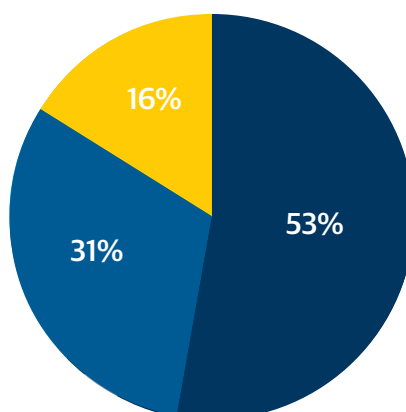
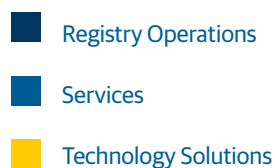
¹ EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin and free cash flow are not recognized as measures under IFRS and do not have a standardized meaning prescribed by IFRS and therefore, are not comparable to similar measures by other corporations. See sections "Non-IFRS Measures" and "Financial Measures and Key Performance Indicators" for a reconciliation of EBITDA and adjusted EBITDA to net income in the Management's Discussion & Analysis for the period ended March 31, 2018.

² The 2017 EBITDA figure does not include the gain from our sale of ownership in D&D.

³ The calculation of earnings per share was based on net income after tax and the weighted average number of shares outstanding during the period.

Multiple Lines of Revenue

by Segment – 2018 Third Quarter



\$30.2 M

Total Revenue

38.4%

EBITDA Margin

\$0.45

EPS (basic share)

* Data does not include "Corporate and other" revenue amounts

Financial Strength

\$37.3M

Amount of cash on hand
as at Sept. 30, 2018

\$10.5M

Amount of 2018 dividends
paid to shareholders as at
Sept. 30, 2018

\$7.0M

Free cash flow for the
quarter ended
Sept. 30, 2018

\$20.4M

Total debt as at
Sept. 30, 2018

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

*For a full list of our fees, go to www.isc.ca
 **For a full list of our fees, go to www.eservicescorp.ca

TSX:ISV

As at November 6, 2018

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 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

\$261.89 M

Annual Dividend (per share)

(Paid Quarterly)

\$0.80

52 Week High / Low

\$18.90 / \$14.36



**Analyst
Coverage**

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