

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**.

Q1 2020 Financial Highlights

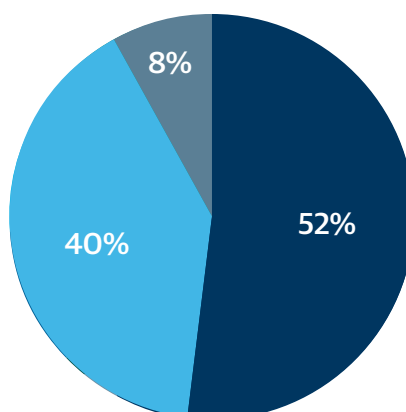
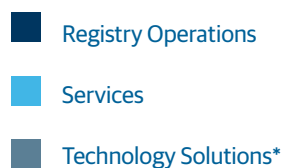
(thousands of CAD dollars; except earnings per share and where noted)

| | Period Ended Mar. 31, 2020 | Period Ended Mar. 31, 2019 |
|---|-------------------------------|-------------------------------|
| Revenue | \$ 29,596 | \$ 28,607 |
| Net income | \$ 3,470 | \$ 3,011 |
| EBITDA ¹ | \$ 7,834 | \$ 7,366 |
| Adjusted EBITDA ¹ | \$ 7,898 | \$ 7,803 |
| EBITDA margin ¹ (% of revenue) | 26.5% | 25.7% |
| Adjusted EBITDA margin ¹ | 26.7% | 27.3% |
| Free cash flow ¹ | \$ 6,370 | \$ 5,265 |
| Annual Dividend declared per share | \$ 0.80 | \$ 0.80 |
| Earnings per share (basic) | \$ 0.20 | \$ 0.18 |
| Earnings per share (diluted) | \$ 0.20 | \$ 0.18 |

¹ EBITDA, EBITDA margin, adjusted EBITDA and 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, they may not be comparable to similar measures reported by other corporations. For more information, please refer to section 8.9 "Non-IFRS Financial Measures" and section 2 "Consolidated Financial Analysis" for a reconciliation of EBITDA and adjusted EBITDA to net income in Management's Discussion and Analysis for the three months ended March 31, 2020. Refer to section 6.1 "Cash Flow" for a reconciliation of free cash flow in Management's Discussion and Analysis for the three months ended March 31, 2020..

Multiple Lines of Revenue

by Segment - Q1 2020



\$29.6 M

Revenue

\$7.8 M

EBITDA

26.5%

EBITDA Margin

*Technology Solutions and Services are net of Corporate and other revenue.

Financial Strength



Amount of cash on hand as at Mar. 31, 2020



Year to date dividends paid to shareholders as at Mar. 31, 2020



Free cash flow for the three months ended Mar. 31, 2020



Total debt as at Mar. 31, 2020

| 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
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TSX:ISV

As at May 5, 2020

Contact

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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

\$253.75 M

Historic Annual Dividend (per share)

(Paid Quarterly)

\$0.80

52 Week High / Low

\$17.07 / \$12.02



Analyst Coverage

CIBC
 Stephanie Price

RBC
 Paul Trieber

