

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**.

Q3 2020 Financial Highlights

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

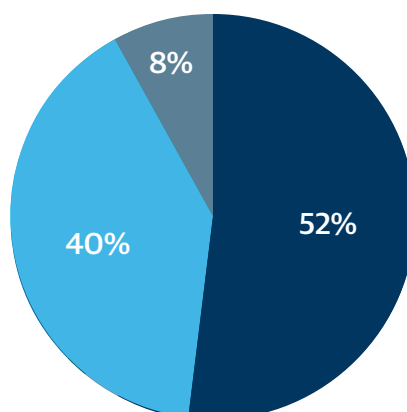
	Period Ended Sept. 30, 2020	Period Ended Sept. 30, 2019
Revenue	\$ 37,120	\$ 32,175
Net income	\$ 5,036	\$ 3,258
EBITDA ¹	\$ 10,930	\$ 8,578
Adjusted EBITDA ¹	\$ 13,229	\$ 8,668
EBITDA margin ¹ (% of revenue)	29.4%	26.7%
Adjusted EBITDA margin ¹	35.6%	26.9%
Free cash flow ¹	\$ 9,438	\$ 6,596
Annual Dividend declared per share	\$ 0.80	\$ 0.80
Earnings per share (basic)	\$ 0.29	\$ 0.19
Earnings per share (diluted)	\$ 0.29	\$ 0.19

¹ EBITDA, EBITDA margin, adjusted EBITDA and adjusted EBITDA margin 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 companies. Refer to section 8.8 "Non-IFRS financial measures" and section 2 "Consolidated Financial Analysis" for a reconciliation of EBITDA and adjusted EBITDA to net income in ISC's Management's Discussion & Analysis for the three and nine months ended September 30, 2020.

Multiple Lines of Revenue

by Segment - Q3 2020

- Registry Operations
- Services
- Technology Solutions



\$37.1 M
Revenue

\$10.9 M
EBITDA

29.4%
EBITDA Margin

Financial Strength

\$22.5M

Amount of cash on hand
as at Sept. 30, 2020

\$10.5M

Year to date dividends
paid to shareholders as at
Sept. 30, 2020

\$9.4M

Free cash flow for the
three months ended
Sept. 30, 2020

\$76.1M

Total debt as at
Sept. 30, 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 • Asset recovery 	<ul style="list-style-type: none"> • Flat fees per transaction** • Per unit fees • Management of fees and commissions
Technology Solutions	<ul style="list-style-type: none"> • Hosting, support and maintenance 	<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 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

\$332.17M

Historic Annual Dividend (per share)

(Paid Quarterly)

\$0.80

52 Week High / Low

\$19.25 / \$12.02



**Analyst
Coverage**

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