

# 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**.

## Q4 2020 Financial Highlights

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

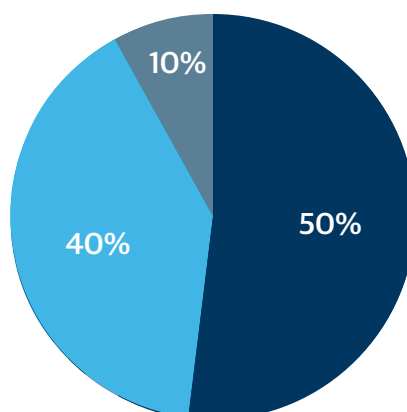
	Period Ended Dec. 31, 2020	Period Ended Dec. 31, 2019
Revenue	\$ 39,013	\$ 37,942
Net income	\$ 7,871	\$ 7,347
EBITDA <sup>1</sup>	\$ 15,695	\$ 12,330
Adjusted EBITDA <sup>1</sup>	\$ 16,188	\$ 12,684
EBITDA margin <sup>1</sup> (% of revenue)	40.2%	32.5%
Adjusted EBITDA margin <sup>1</sup>	41.5%	33.4%
Free cash flow <sup>1</sup>	\$ 12,651	\$ 9,550
Annual Dividend declared per share	\$ 0.80	\$ 0.80
Earnings per share (basic)	\$ 0.45	\$ 0.42
Earnings per share (diluted)	\$ 0.45	\$ 0.42

<sup>1</sup> 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, they may not be comparable to similar measures reported by other companies, refer to section 8.8 "Non-IFRS financial measures". Refer to section 2 "Consolidated Financial Analysis" in Management's Discussion & Analysis for the year ended December 31, 2020 for a reconciliation of EBITDA and adjusted EBITDA to net income. Refer to section 6.1 "Cash Flow" in Management's Discussion & Analysis for the year ended December 31, 2020 for a reconciliation of free cash flow. BITDA, .

## Multiple Lines of Revenue

by Segment - Q4 2020

- Registry Operations
- Services
- Technology Solutions



**\$39.0 M**

Revenue

**\$15.7 M**

EBITDA

**40.2%**

EBITDA Margin

Note: Corporate and other is less than 1%.

# Financial Strength



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



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



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



Total debt as at Dec.31, 2020

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

\*For a full list of our fees, go to [www.isc.ca](http://www.isc.ca)

\*\*For a full list of our fees, go to [www.eservicescorp.ca](http://www.eservicescorp.ca)

## TSX:ISV

As at March 6, 2021

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 1-306-798-1137

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 AST Trust Company (AST)  
 1-800-387-0825 or  
 1-416-682-3860  
[astfinancial.com](http://astfinancial.com)

**Shares Issued and Outstanding**  
 (Class A Limited Voting Shares)

**17.5 M**

**Market Cap**

**\$402.5 M**

**Historic Annual Dividend (per share)**  
 (Paid Quarterly)

**\$0.80**

**52 Week High / Low**

**\$24.50 / \$12.02**



**Analyst Coverage**

**CIBC**  
 Stephanie Price

**RBC**  
 Paul Trieber

**Comark Securities**  
 Jessie Pytlar

**Acumen Capital Partners**  
 Trevor Reynolds

**Raymond James**  
 Stephen Boland

