

# 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 2022 Financial Highlights

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

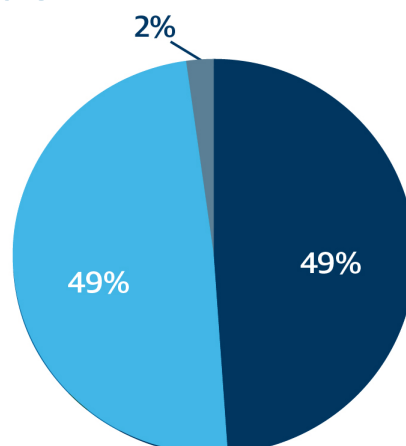
	Period Ended Dec. 31, 2022	Period Ended Dec. 31, 2021
Revenue	\$ 46,104	\$ 44,238
Net income	\$ 3,949	\$ 10,286
EBITDA <sup>1</sup>	\$ 10,808	\$ 17,616
Adjusted EBITDA <sup>1</sup>	\$ 13,524	\$ 17,225
EBITDA margin <sup>1</sup> (% of revenue)	23.4%	39.8%
Adjusted EBITDA margin <sup>1</sup>	29.3%	38.9%
Free cash flow <sup>1</sup>	\$ 7,876	\$ 13,732
Annual Dividend declared per share	\$ 0.92	\$ 0.83
Earnings per share (basic)	\$ 0.22	\$ 0.59
Earnings per share (diluted)	\$ 0.22	\$ 0.57

<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" in Management's Discussion & Analysis for the year ended December 31, 2022 for further discussion. Refer to section 2 "Consolidated Financial Analysis" in Management's Discussion & Analysis for the year ended December 31, 2022 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, 2022 for a reconciliation of free cash flow.

## Multiple Lines of Revenue

by Segment - Q4 2022

- Registry Operations
- Services
- Technology Solutions



**\$46.1 M**  
Revenue

**\$10.8 M**  
EBITDA

**23.4%**  
EBITDA Margin

# Financial Strength

**\$34.5M**

Amount of cash on hand as at Dec. 31, 2022

**\$16.2M**

Year to date dividends paid to shareholders as at Dec. 31, 2022

**\$7.9M**

Free cash flow for the three months ended Dec. 31, 2022

**\$66.0M**

Total debt as at Dec. 31, 2022

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> <li>• Property tax services</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>• Recovery solutions</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> <li>• Sale of software licenses</li> <li>• Solution definition &amp; implementation services</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 14, 2023

**Contact**

investor.relations@isc.ca  
 1-855-341-8363 (tollfree)  
 1-306-798-1137

**Transfer Agent**

TSX Trust Company  
 1-800-387-0825  
 shareholdersinquires@tmx.com  
<https://tsxtrust.com>

**Shares Issued and Outstanding**

(Class A Limited Voting Shares)

**17.7 M**

**Market Cap**

**\$400.9 M**

**Annual Dividend (per share)**

(Paid Quarterly)

**\$0.92**

**52 Week High / Low**

**\$25.39 / \$19.12**



**Analyst Coverage**

**CIBC**  
 Scott Fletcher

**RBC**  
 Paul Trieber

**Comark Securities**  
 Jessie Pytlak

**Acumen Capital Partners**  
 Trevor Reynolds

**Raymond James**  
 Stephen Boland

