



Information in the right hands.

# Investor Presentation- 2022 Fourth Quarter and Year-End Results

March 15, 2023



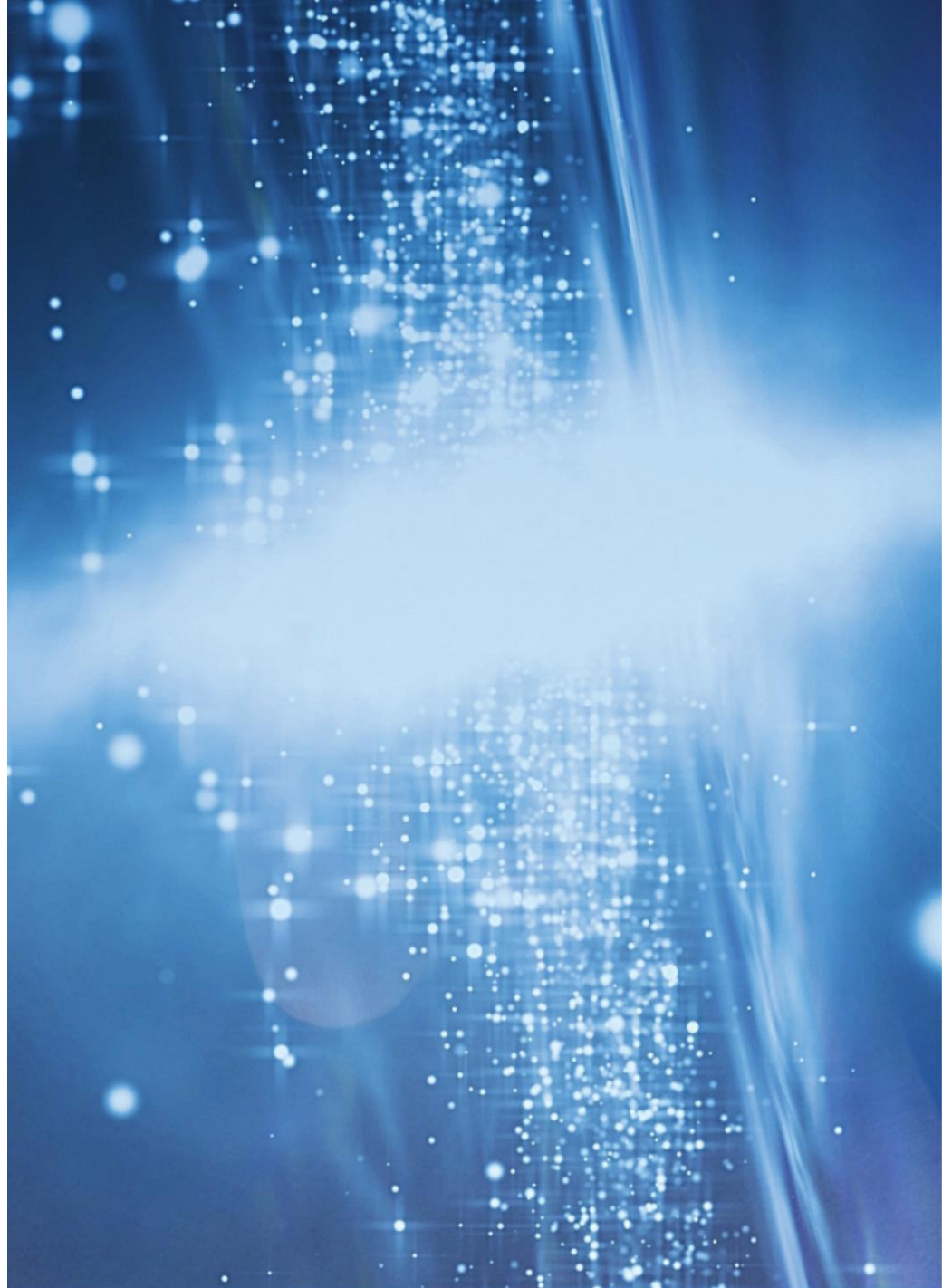
# Legal

This presentation contains forward-looking information within the meaning of applicable Canadian securities legislation including, without limitation, statements related to the industries in which we operate, growth opportunities and our future financial position and results of operations. Forward-looking information involves known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those expressed or implied by such forward-looking information. Important factors that could cause actual results to differ materially from the Company's plans or expectations include risks relating to changes in the condition of the economy, including those arising from public health concerns such as COVID-19, reliance on key customers and licences, dependence on key projects and clients, securing new business and fixed-price contracts, identification of viable growth opportunities, implementation of our growth strategy, competition and other risks detailed from time to time in the filings made by the Company including those detailed in ISC's Annual Information Form for the year ended December 31, 2022 and ISC's Consolidated Financial Statements and Notes and Management's Discussion and Analysis ("MD&A") for the quarter ended December 31, 2022, copies of which are filed on SEDAR at [www.sedar.com](http://www.sedar.com).

The forward-looking information in this presentation is made as of the date hereof and, except as required under applicable securities legislation, ISC® assumes no obligation to update or revise such information to reflect new events or circumstances.

This presentation also includes certain measures, which have not been prepared in accordance with International Financial Reporting Standards ("IFRS"), such as EBITDA, adjusted EBITDA and free cash flow. Rather, these measures are provided as additional information to complement those IFRS measures. Refer to section 8.8 "Non-IFRS financial measures" in the MD&A for discussion of why we use these measures and their most closely related IFRS measures within the Consolidated Financial Statements and Notes. Refer to section 2 "Consolidated Financial Analysis" of the MD&A for a reconciliation of EBITDA and adjusted EBITDA to Net Income and section 6.1 "Cash flow" of the MD&A for a reconciliation of free cash flow.

# Our Business at a Glance



# Overview

ISC is Canada's **leading provider** of registry and information management services for public data and records.

We service our customers with the **specialized and diverse products, services and expertise** that is required when accessing public data.

We are committed to **delivering shareholder value** through our existing business and by seeking out **strategic** growth opportunities.

# Core Strategy

We are committed to **delivering shareholder value** through the **consistent performance** of our existing business and by seeking out **strategic** growth opportunities.

**Our core strategy is to:**



Leverage our industry leading expertise in registry and information management in new markets globally



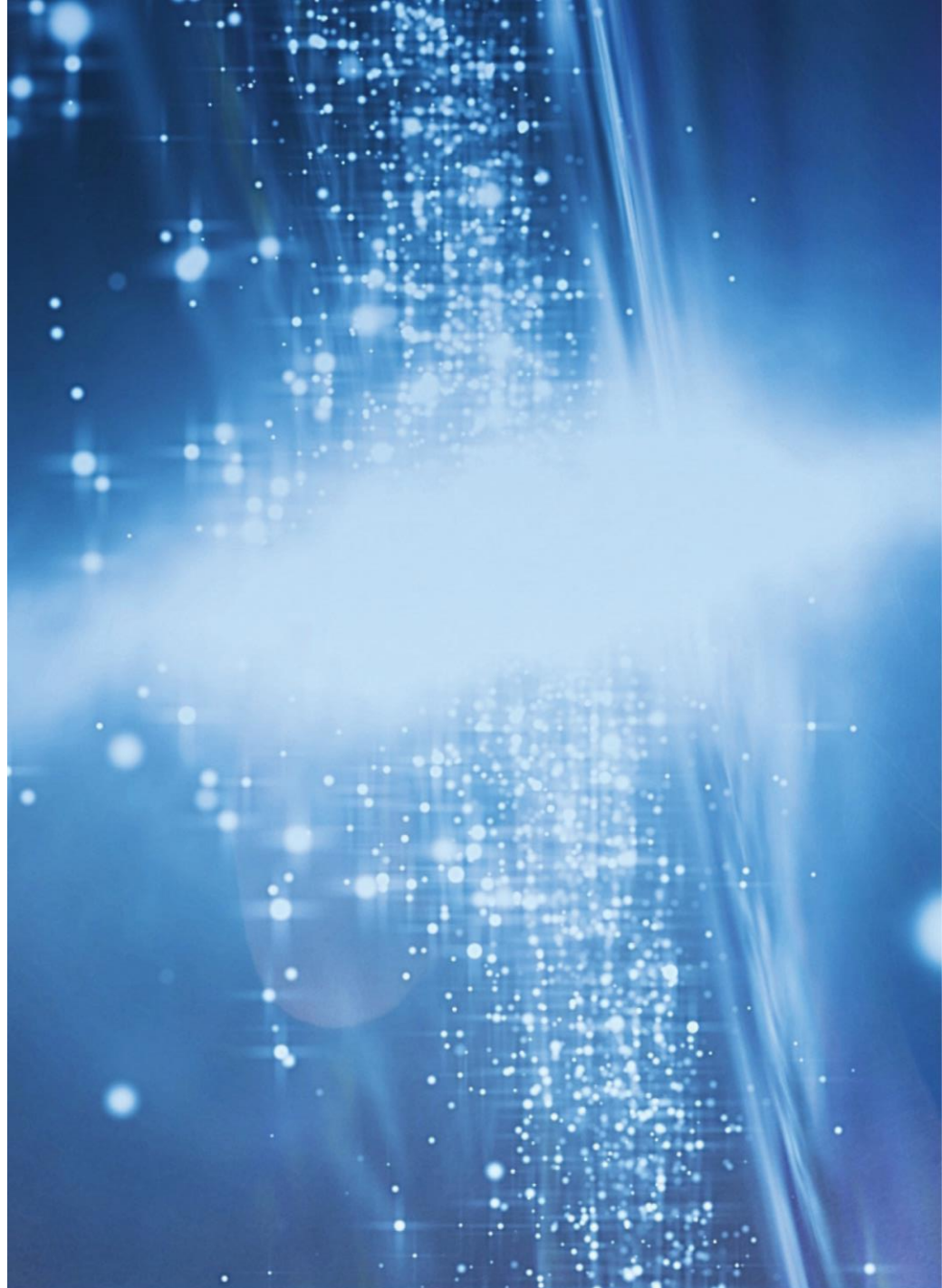
Generate profitable growth and highly stable free cash flow



Continue to ensure our customer experience is best-in-class

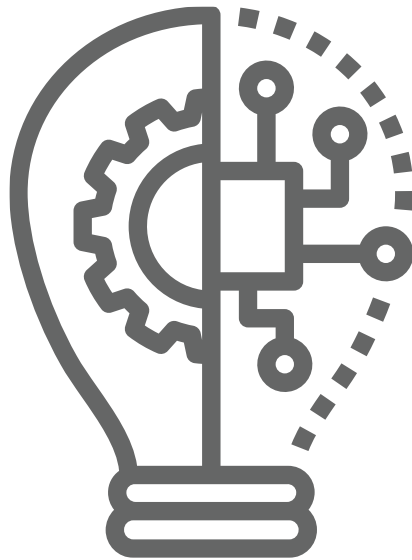


# Business Segments



# Business Segments

To support our core business strategy and capitalize on market trends, we operate **three segments**:



**Registry Operations**

**Services**

**Technology Solutions**

# Registry Operations

Our Registry Operations segment is more efficient and stable than ever, and in a strong position to benefit from an **emerging global registry market**.

Characteristics	Offering	Why?	Brands
<ul style="list-style-type: none"> <li>Delivery of registry information and regulatory services on behalf of governments and private sector organizations</li> </ul>	<ul style="list-style-type: none"> <li>Searches</li> <li>Registrations</li> <li>Maintenance and related services</li> <li>Tax Analysis</li> </ul>	<ul style="list-style-type: none"> <li>Our foundational segment fulfills highly-complex, critical industry needs</li> <li>Provides a stable, diversified and long-term source of revenue, capitalizing upon a growing need for data management integrity</li> </ul>	 

## Geographic Footprint

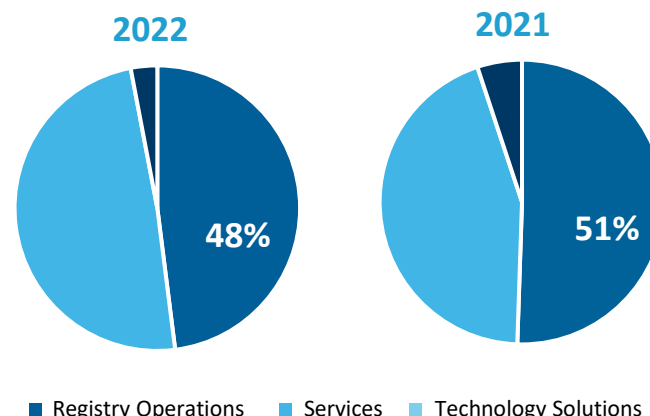
Canada



## Revenue Categories

- Saskatchewan Registries:
  - Land Registry
    - Land Surveys
    - Geomatics
  - Personal Property Registry
  - Corporate Registry
- Ontario regulatory support:
  - Online Property Tax system


## Revenue Breakdown





# Services

Our Services segment has a reputation for responsive customer service, leading to new customer wins and expansion of services offered to existing customers.

Characteristics	Offering	Why?	Brands
<ul style="list-style-type: none"> <li>Delivery of products and services that utilize public records and data to provide value to customers in the legal and financial sectors</li> </ul>	<ul style="list-style-type: none"> <li>Searches</li> <li>Registrations &amp; Filings</li> <li>Corporate supplies</li> <li>Credit due diligence, protection and default services</li> <li>Asset recovery</li> </ul>	<ul style="list-style-type: none"> <li>Complement existing segments and provide an attractive, highly-specialized and non-seasonal revenue stream</li> <li>Allows us to capitalize on the growing trend to outsource business processes</li> <li>Recognizes an industry need for streamlined and secure access to highly-regulated information</li> </ul>	

## Geographic Footprint

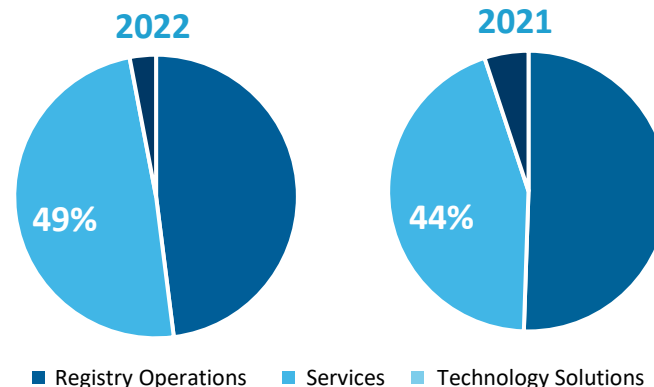
Canada



## Revenue Categories


- Corporate Solutions
- Regulatory Solutions
- Recovery Solutions

## Revenue Breakdown



# Technology Solutions

Our Technology Solutions segment continues to grow and we expect that newly acquired client relationships will lead to additional business opportunities.

Characteristics	Offering	Why?	Brands
<ul style="list-style-type: none"> <li>Development, delivery and support of registry (and related) technology solutions</li> </ul>	<ul style="list-style-type: none"> <li>Complete hosting, support and maintenance services through RegSys</li> <li>Software implementation and long-term service contracts to ensure maintenance of stable registry systems</li> </ul>	<ul style="list-style-type: none"> <li>Layers long-term innovation into our portfolio, allowing us to evolve with and meet customer needs – both current and future</li> <li>Allows us to quickly adapt and move into new markets</li> </ul>	

## Geographic Footprint

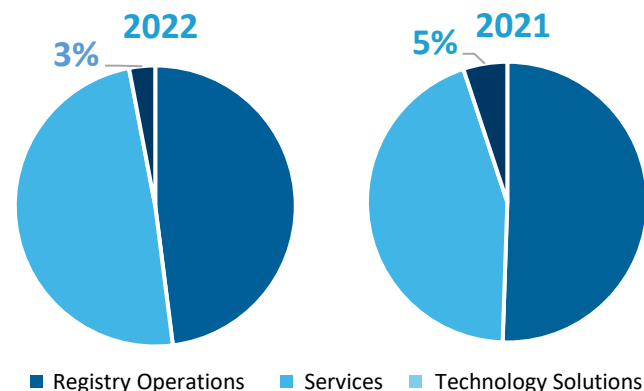
Canada, Ireland and the US



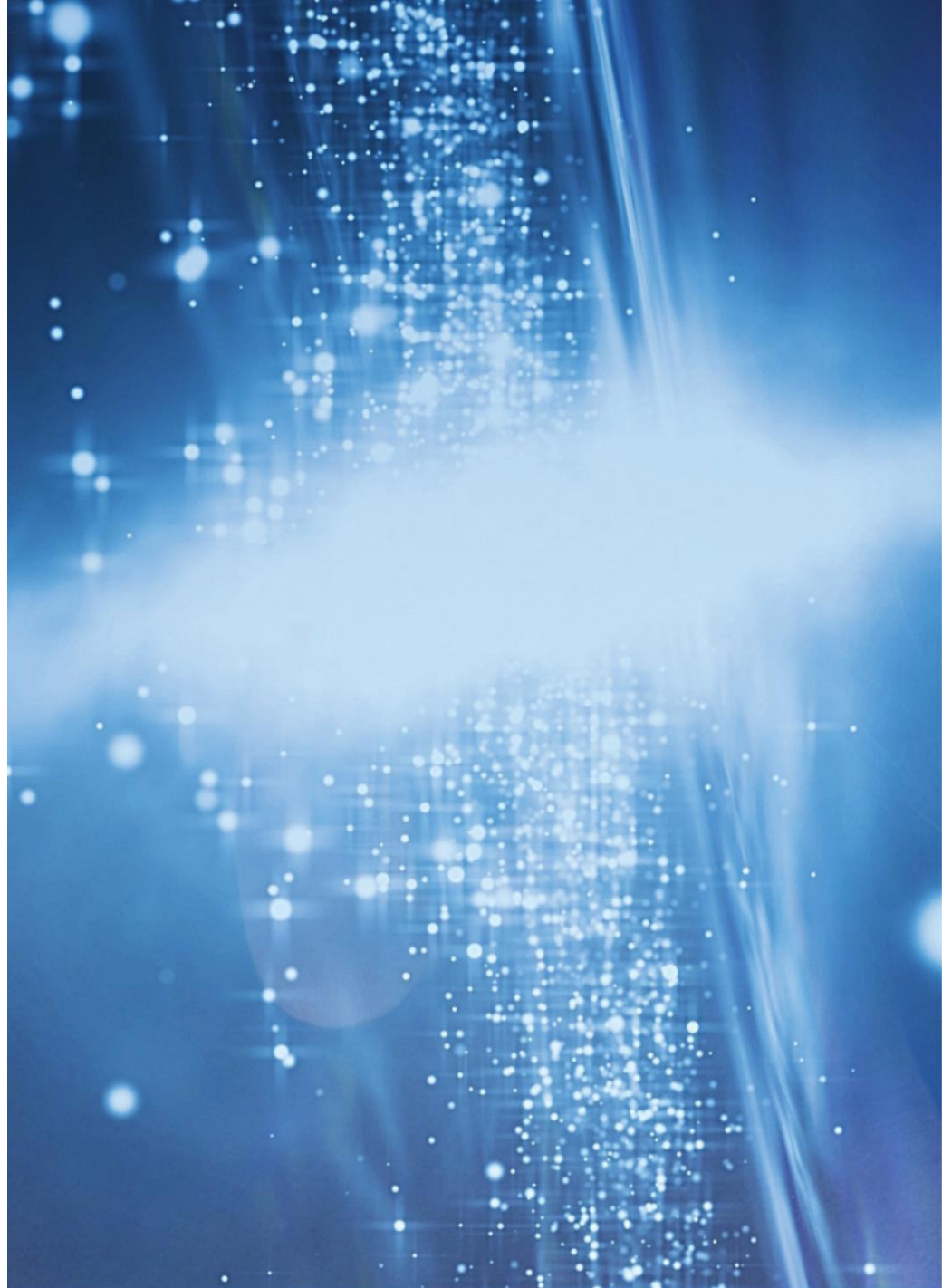
## Revenue Categories

- Sale of software licenses related to the technology platform
- Provision of technology solution definition and implementation services
- Provision of monthly hosting, support and maintenance services

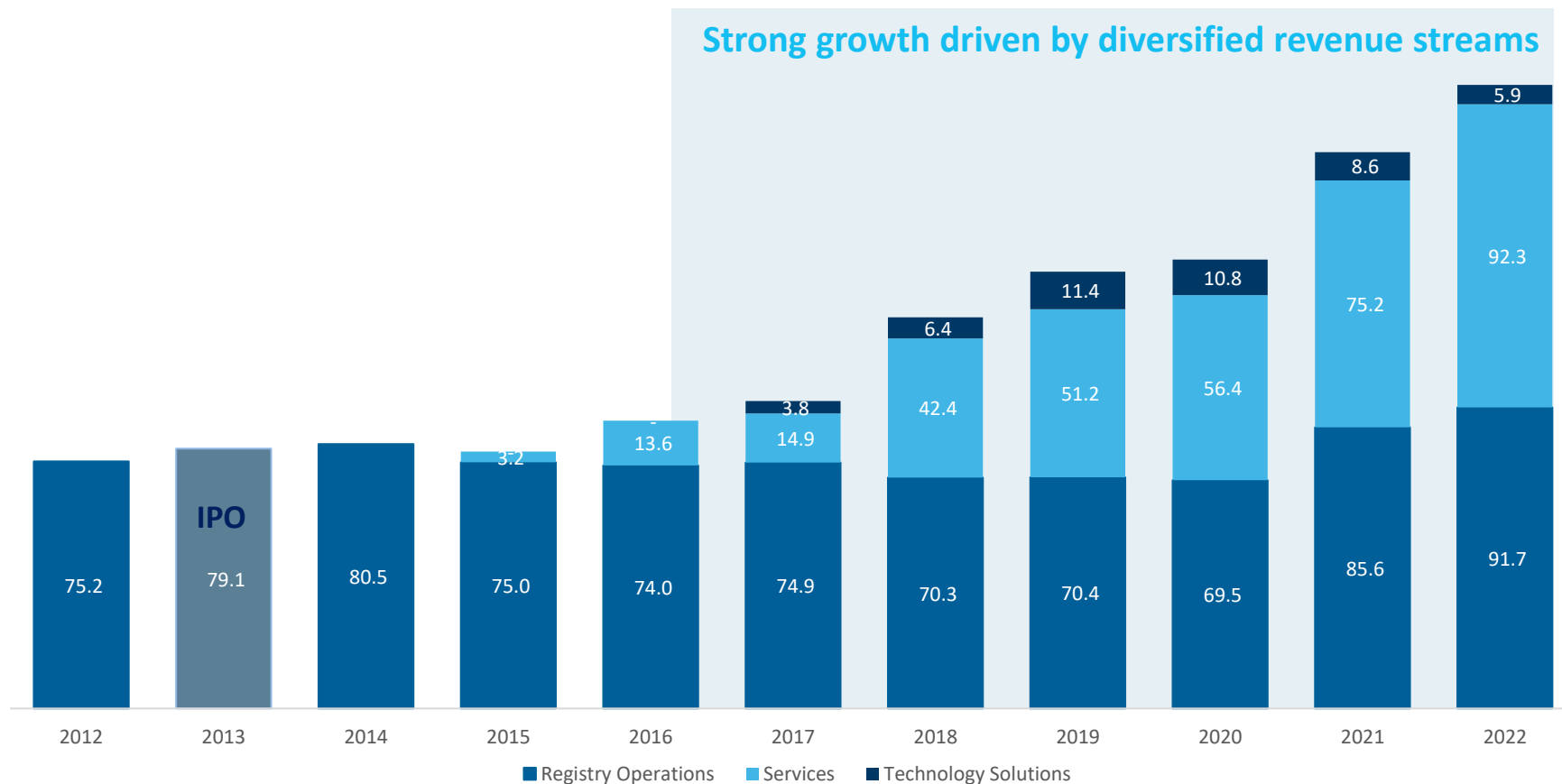
## Revenue Breakdown



# Financial Profile

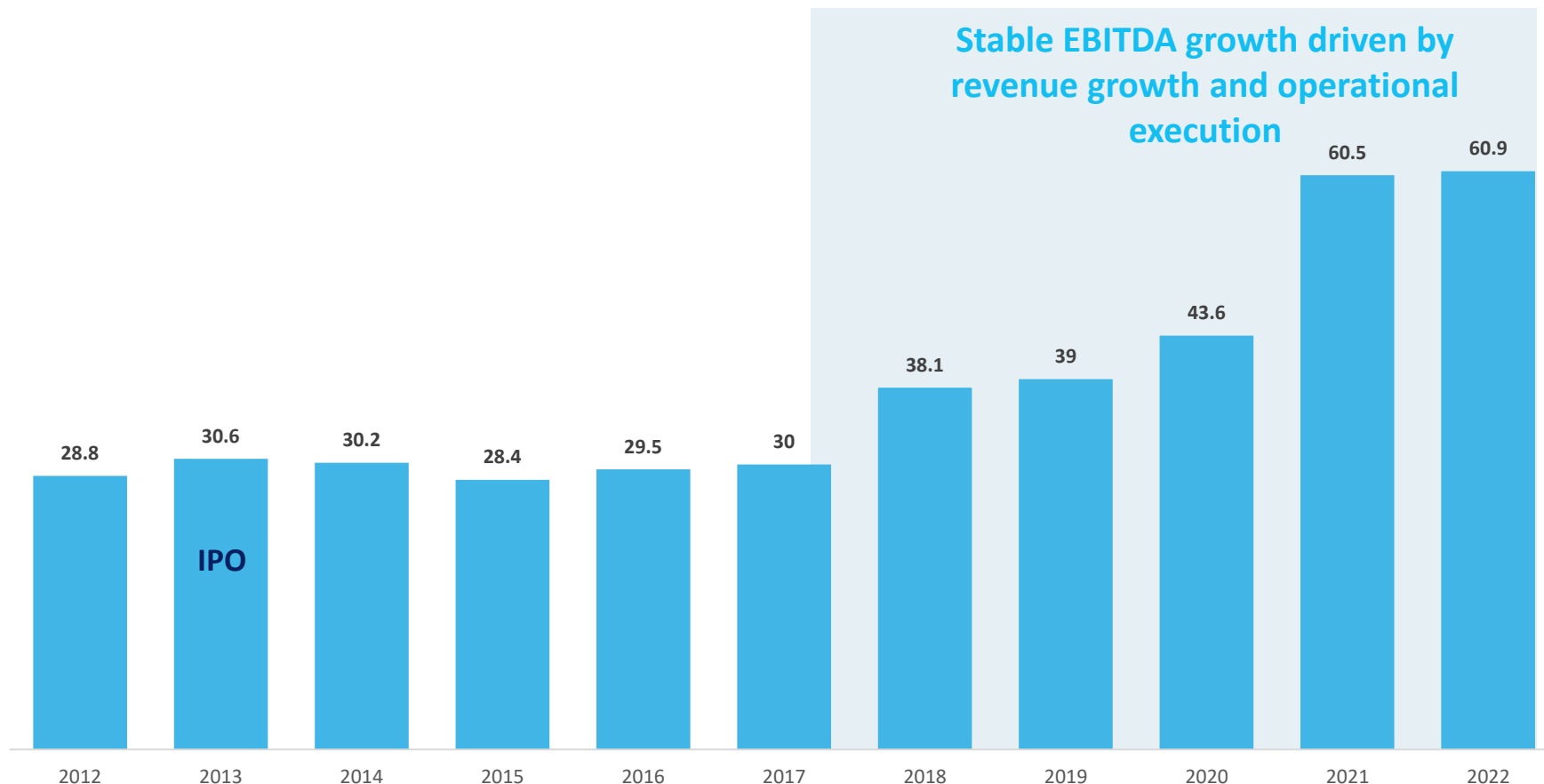


# Diversified Revenue Stream



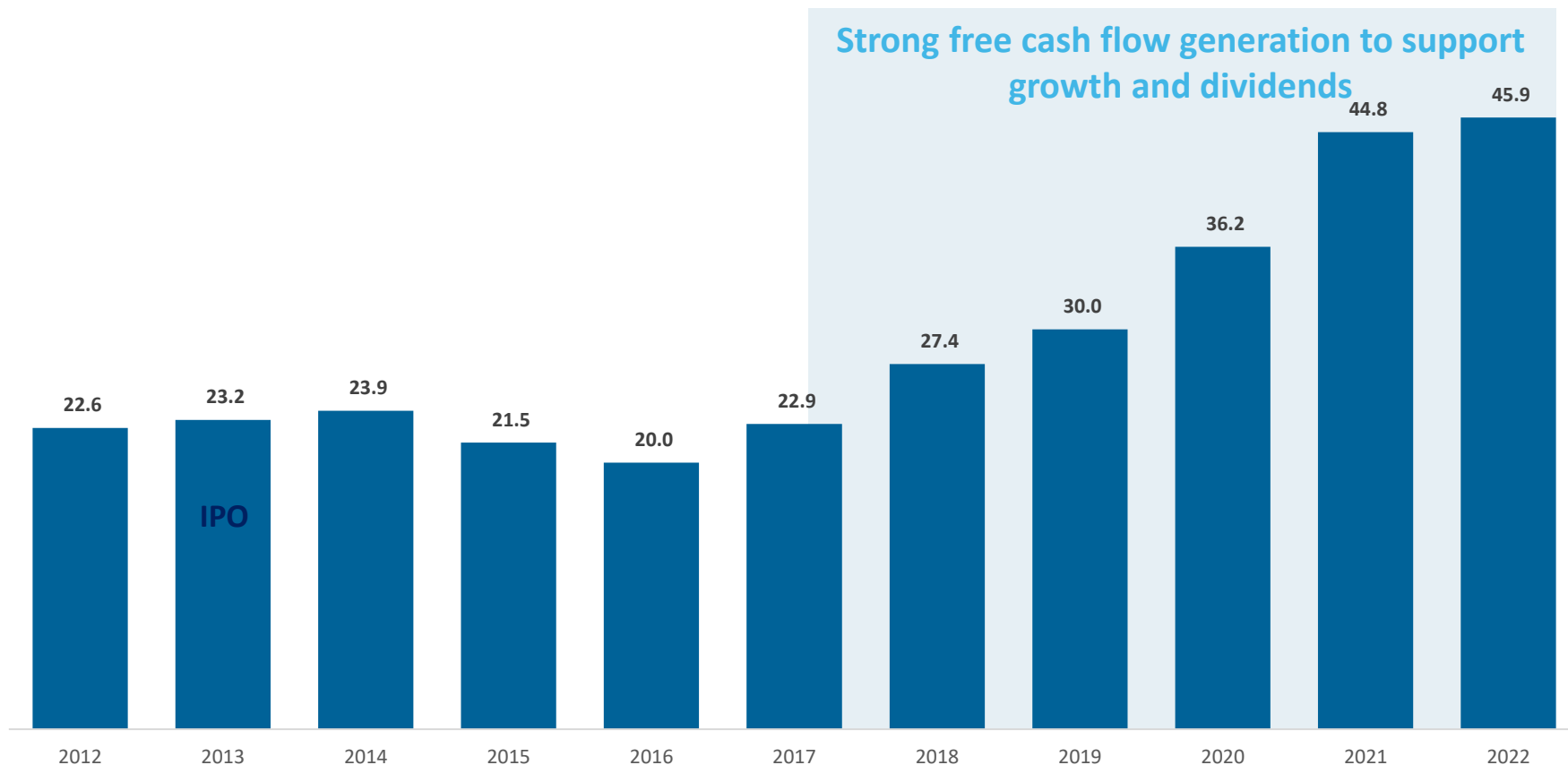
Represents consolidated revenue for the years ended December 31 in CAD millions.

# EBITDA Expansion



Represents consolidated EBITDA for the years ended December 31 in CAD millions. EBITDA is not recognized as a measure under IFRS and does 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 Management’s Discussion & Analysis for the year ended December 31, 2022. Additionally, please refer to the attached Appendix on slide 29 for a reconciliation of 2022 EBITDA to net income.

# Strong Free Cash Flow Generation



Represents consolidated free cash flow for the years ended December 31 in C\$ millions. Free cash flow is not recognized as a measure under IFRS and does 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 6.1 “Cash Flow” for a reconciliation of free cash flow in in Management’s Discussion & Analysis for the year ended December 31, 2022. Additionally, please refer to the attached Appendix on slide 29 for a reconciliation of 2022 free cash flow to net cash flow provided by operating activities.



# Current Financial Position

for the quarter ended December 31, 2022

## Poised for continued growth

- Continually enhancing existing business segments, exploring prudent acquisitions

## Strong balance sheet

- Ability to fund growth opportunities

## Stable free cash flow generation

- Continue to support a strong dividend

<b>Ticker Symbol</b>	TSX:ISV
<b>Market Capitalization<sup>1</sup></b>	\$400.9 M <sup>1</sup>
<b>Dividend Per Share</b>	\$0.23
<b>Dividend Yield<sup>1</sup></b>	4.09% <sup>1</sup>

<b>Revenue</b>	\$46.1 M
<b>EBITDA<sup>2</sup></b>	\$10.8 M
<b>Net Income</b>	\$3.9 M
<b>EPS (diluted)</b>	\$0.22

<b>Cash on Hand</b>	\$34.5 M
<b>Total Debt</b>	\$66.0 M

<sup>1</sup> As at March 14, 2023

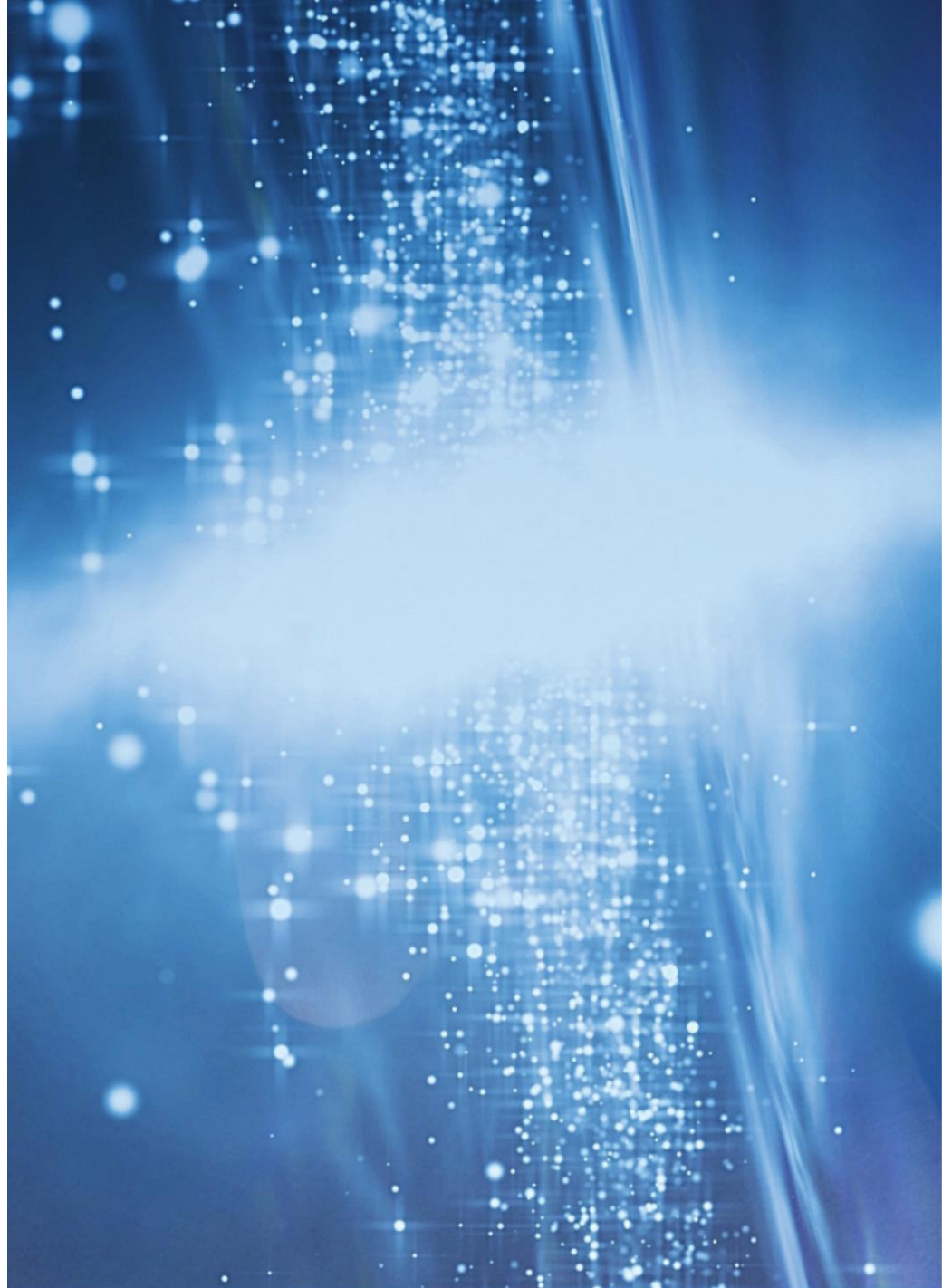
<sup>2</sup> EBITDA is not recognized as a measure under IFRS and does not have a standardized meaning prescribed by IFRS. Please refer to Management's Discussion & Analysis for the quarter ended December 31, 2022 for more information. Additionally, please refer to the attached Appendix on slide 29 for a reconciliation of the fourth quarter 2022 EBITDA to net income.

# Results and Guidance

	2022 Results as at December 31, 2022	2023 Guidance
Revenue	\$189.9M	Targeting between \$200.0M and \$205.0M
Net Income	\$30.8M	Targeting between \$27.0M and \$32.0M
EBITDA <sup>1</sup>	\$60.9M	Targeting between \$58.0M and \$63.0M
Adjusted EBITDA	\$64.4M	Targeting between \$65.0M and \$70.0M

<sup>1</sup> EBITDA is not recognized as a measure under IFRS and does not have a standardized meaning prescribed by IFRS. Please refer to Management's Discussion & Analysis for the quarter ended December 31, 2022 for more information. Additionally, please refer to the attached Appendix on slide 29 for a reconciliation of the fourth quarter 2022 EBITDA to net income.

# Paths to Growth



# Market Trends

We operate in a competitive, highly-specialized and complex landscape and our business is well-positioned to capitalize on current market trends:

## Outsourcing business processes & services

Governments, legal firms and financial institutions are looking to find cost savings and focus on their core business without compromising service quality.

## Increased regulatory & compliance requirements

Improved workflows and automated processes are helping to meet requirements and reduce potential business risk for clients.

## Emphasis on reliability & security of information

We have the know-how, processes, technology and proven experience to manage data authentication and security.

## Emerging global registry market

We continue to believe the global registry market is an emerging sector.

# Strong Foundation to Build Upon

Through the execution of our strategy, we have delivered leading registry and regulatory solutions to our customers and have built a best-in-class foundation upon which to build



**Three Diversified Segments:** Registry Operations, Services, Technology Solutions

High quality portfolio of diverse, value-add services



**Saskatchewan's Exclusive Provider** of Land Titles Registry, Land Surveys Directory, Personal Property Registry and Corporate Registry.

Highly-specialized products, services and expertise for complex industries and mandates

Stable organic growth in existing segments



**Best-in-Class Foundation** to drive continued growth and operational excellence

Six strategic acquisitions in the past five years

Over 130 million in dividends since our IPO in 2013\* up to December 31, 2022

<sup>1\*</sup> The first quarterly dividend was declared on August 12, 2013 in the amount of \$0.18 cents per share, representing a partial dividend for the period July 9, 2013 (the closing date of the Company's Initial Public Offering) to September 30, 2013. Dividends are paid in Canadian dollars.

# Organic Growth

## Technology Solutions:



### **Irish Aviation Authority**

Agreement to implement and support its new Safety Regulation System



### **Companies Registration Office (Ireland)**

Agreement to replace and support all CRO registry systems



### **Nova Scotia Registry of Joint Stock Companies**

Agreement to replace technology supporting the registry



### **Yukon Land Title Registry**

Selected to transition Yukon's paper-based land title registration processes to an electronic land titles registry system



# Strong Track Record of Strategic Acquisitions

We continue to extract value from our recent acquisitions, [setting the stage for stable, reliable growth](#).



Establishment of Service Portfolio in Ontario and Quebec



Provides automation software technology services to serve lending, leasing and credit issuing businesses and institutions in Canada



Leading recovery solutions provider of a national, turnkey technology platform for clients to efficiently manage their recovery portfolios.



Leading registry technology solutions provider based in Dublin, Ireland, enhances core registry offering



Leading provider of Know-Your-Customer (KYC) services, a direct result of our customers' requests to enhance this offering

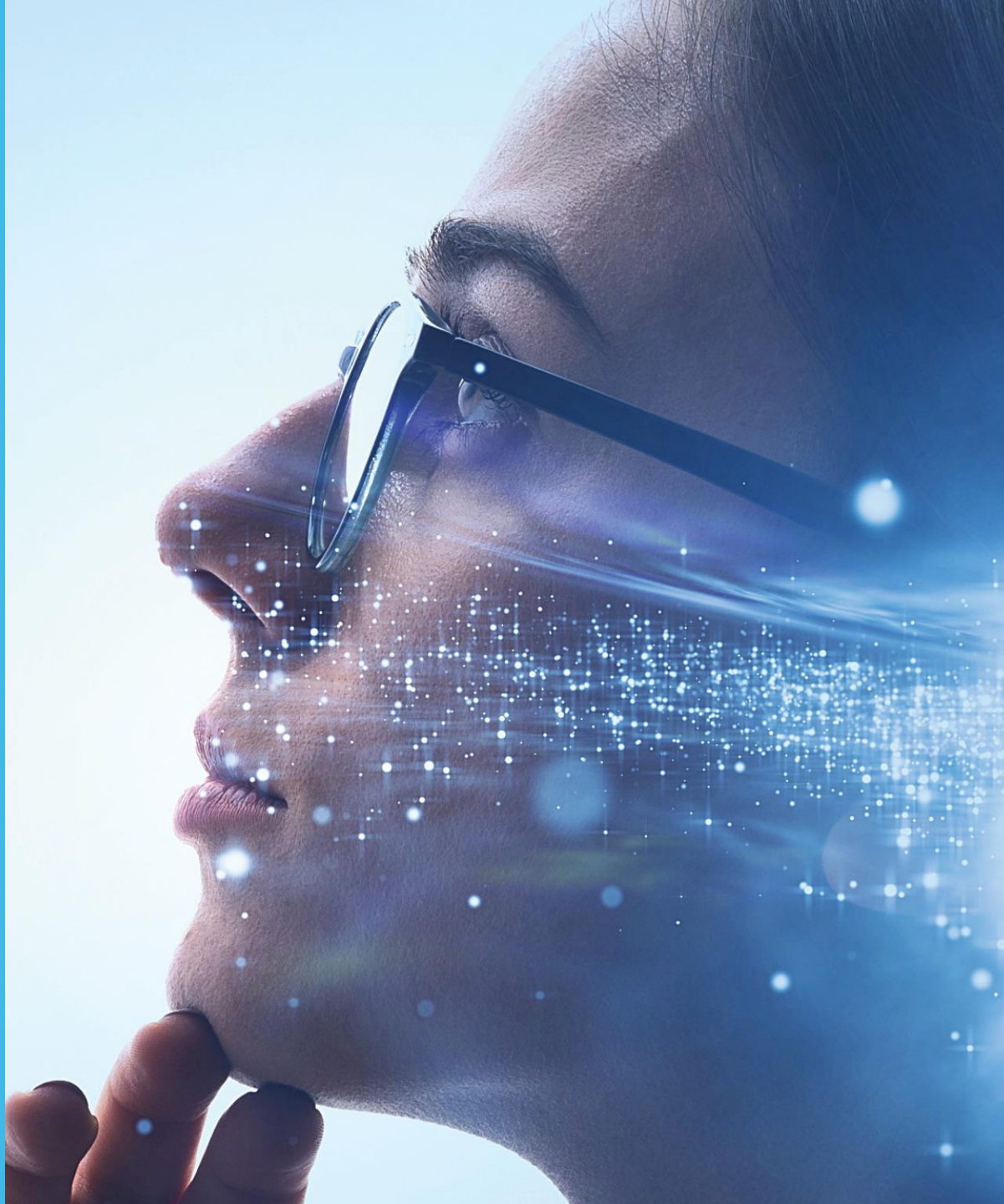


A recognized leader in providing property tax management infrastructure and services in Ontario

**Regulis S.A.**

Registrar Designate that will manage and operate the International Registry for Railway Rolling Stock

# Leadership



# Board of Directors



**Joel Teal**  
Board Chair



**Roger Brandvold**  
Audit Committee  
Member



**Tom Christiansen**  
Compensation  
Committee Member



**Doug Emsley**  
Board Vice-Chair &  
Compensation  
Committee Chair



**Anthony Guglielmin**  
Audit Committee Chair



**Iraj Pourian**  
Governance &  
Nominating Committee  
Member



**Laurie Powers**  
Audit Committee  
Member



**Jim Roche**  
Compensation  
Committee Member



**Heather Ross**  
Governance &  
Nominating Committee  
Member



**Dion Tchorzewski**  
Governance &  
Nominating Committee  
Chair

# Executive Team



**Shawn B. Peters**  
President and Chief  
Executive Officer



**Robert (Bob) Antochow**  
Chief Financial Officer



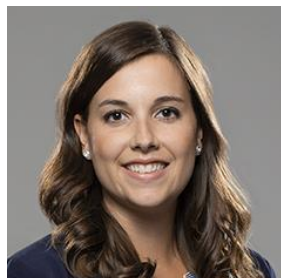
**Susan Bowman**  
Head of ERS



**Ken W. Budzak**  
Executive Vice-President,  
Registry Operations



**Loren Cisyk**  
Executive Vice-President,  
Technology Solutions



**Laurel Garven**  
Vice-President, Business  
Strategy



**Kathy E. Hillman-Weir, Q.C.**  
Executive Vice-President,  
Chief Corporate Officer,  
General Counsel and  
Corporate Secretary



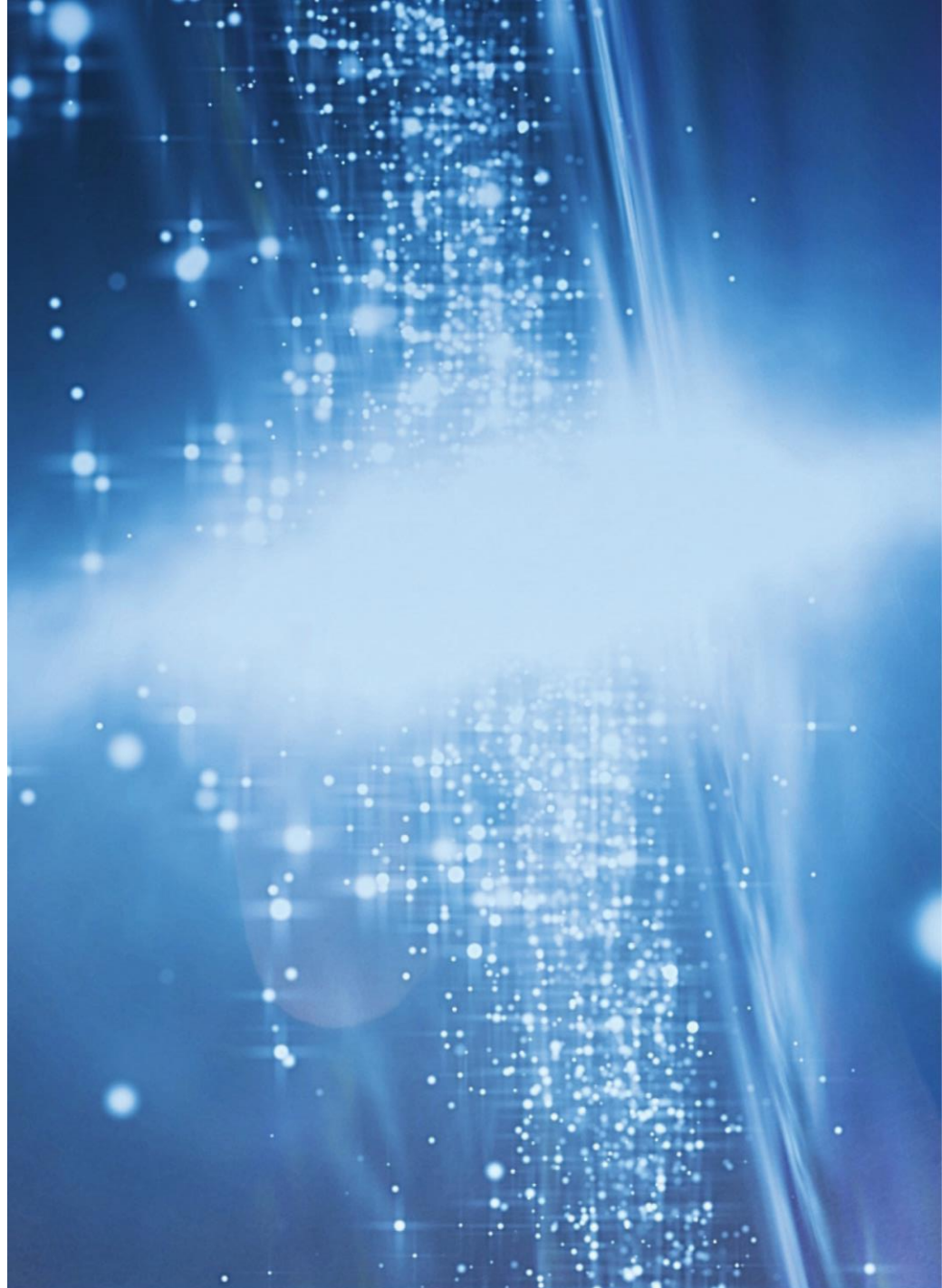
**Catherine McLean**  
Vice-President, People and  
Culture



**Clare Colledge**  
President, ESC Corporate  
Services



# Key Takeaways



# Core Strategy

We are committed to **delivering shareholder value** through the **consistent performance** of our existing business and by seeking out **strategic** growth opportunities.

Our core strategy is to:



Leverage our industry leading expertise in registry and information management in new markets globally



Generate profitable growth and highly stable free cash flow



Continue to ensure our customer experience is best-in-class



# Investment Highlights

## **Pre-eminent leader in registry and information management**

History of operational excellence since our IPO in 2013

## **Highly recurring revenue model with stable cash flow generation**

Clear ability to adapt to market conditions, customer needs and evolve ahead of trends

## **Proven track record of delivering organic & M&A growth**

Continued focus on both organic growth and acquisitions to diversify our business

## **Disciplined capital allocation**

Investing in growth opportunities while ensuring a stable dividend program

## **Strong balance sheet**

Significant capital available to take advantage of growth opportunities

# Contact



**Jonathan Hackshaw**

Senior Director, Investor Relations & Capital Markets

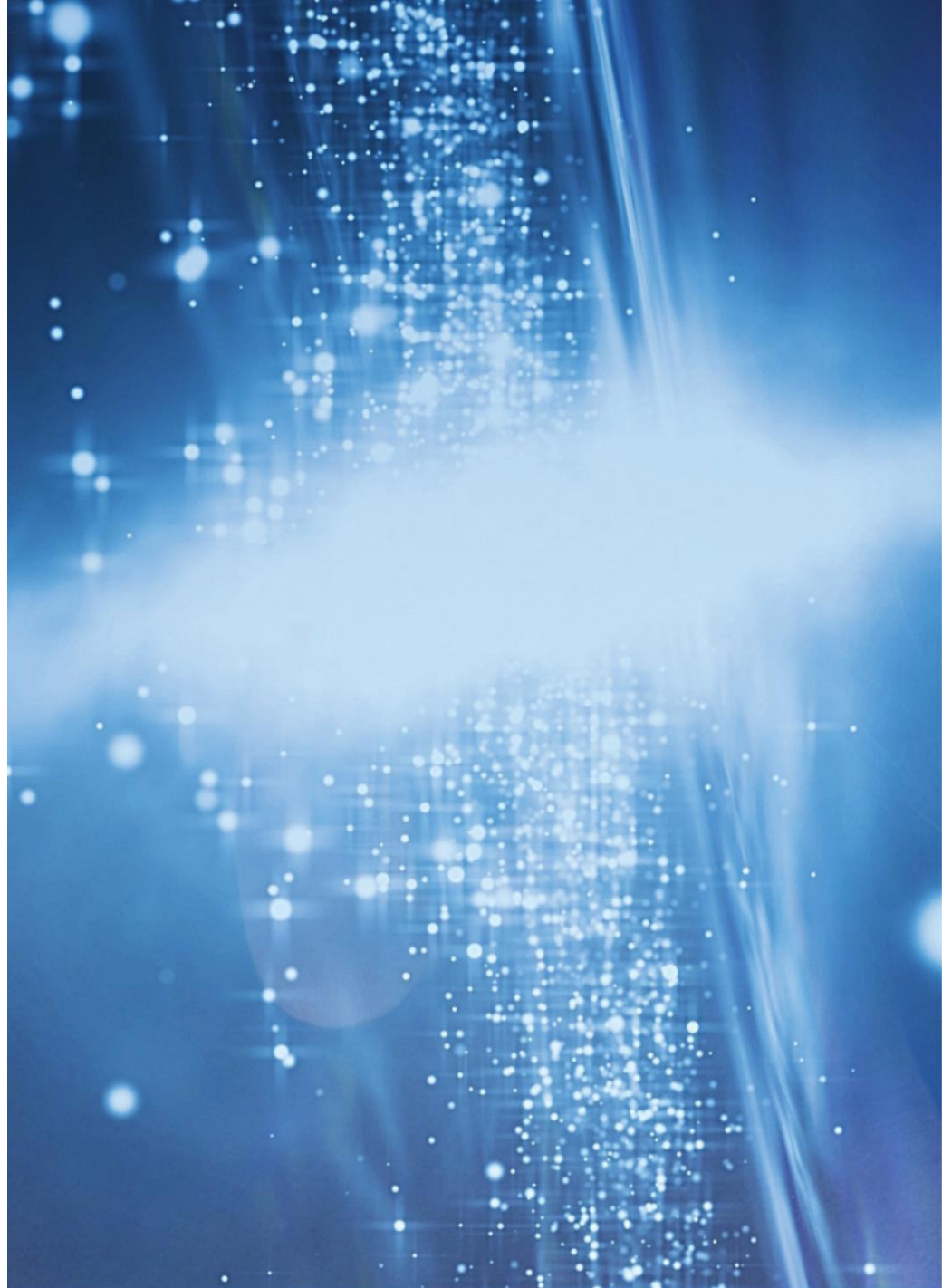


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# Appendix



# Appendix

Included below is a reconciliation of Non-IFRS financial measures used in this presentation for the year ended December 31, 2022. Further information and details can be found in our December 31, 2022 MD&A in sections 8.8 “Non-IFRS financial measures”, Section 2 “Consolidated Financial Analysis” and section 6.1 “Cash Flow”. No reconciliation is provided for guidance.

EBITDA & adjusted EBITDA	2022 Results as at December 31, 2022	
	Fourth Quarter	2022 Year
Net Income	4.0M	\$30.8M
Depreciation and amortization	4.1M	14.7M
Net finance expense	1.0M	3.2M
Income tax expense	1.7M	12.2M
<b>EBITDA</b>	<b>\$10.8M</b>	<b>\$60.9M</b>
Share-based compensation expense	2.2M	1.5M
Acquisition and integration costs	0.5M	2.0M
Other adjustments <sup>1</sup>	0.0M	0.0M
<b>Adjusted EBITDA</b>	<b>\$13.5M</b>	<b>\$64.4M</b>

<sup>1</sup> Other adjustments include stock option expense (recovery) and gains on disposal of property, plant and equipment assets.

Free cash flow	2022 Results as at December 31, 2022	
	Fourth Quarter	2022 Year
Net cash flow provided by operating activities	\$18.4M	\$43.5M
Net change in non-cash working capital	(10.2M)	3.8M
Cash additions to property, plant and equipment	(0.2M)	(0.6M)
Cash additions to intangible assets	(0.2M)	(0.9M)
<b>Consolidated free cash flow</b>	<b>\$7.9M</b>	<b>\$45.9M</b>

\* Values may not add due to rounding.