

INVESTOR FACT SHEET

Headquartered in Canada, ISC (TSX:ISV) is a 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.

Q3 2024

Financial Results

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

	Period Ended Sept. 30, 2024	Period Ended Sept. 30, 2023
Revenue	\$60,932	\$54,610
Net income	\$4,203	\$4,234
Adjusted net income ¹	\$11,035	\$8,357
Adjusted EBITDA ¹	\$22,706	\$19,209
Adjusted EBITDA margin ¹	37.3%	35.2%
Adjusted free cash flow ¹	\$15,941	\$14,444
Annual Dividend declared per share	\$0.92	\$0.92
Earnings per share (basic)	\$0.23	\$0.24
Earnings per share (diluted)	\$0.23	\$0.23
Adjusted earnings per share (basic)	\$0.61	\$0.47
Adjusted earnings per share (diluted)	\$0.60	\$0.46

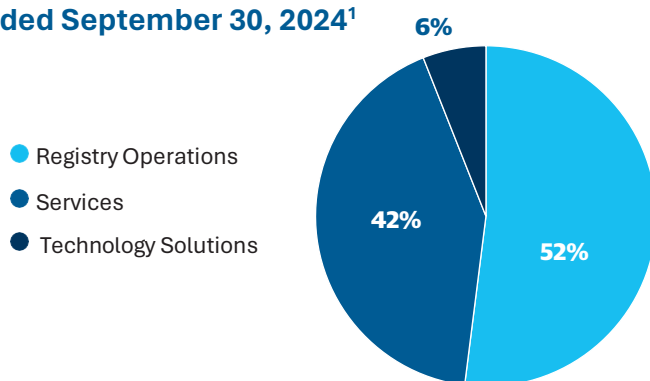
¹Adjusted net income, adjusted earnings per share, basic, adjusted earnings per share, diluted, adjusted EBITDA, adjusted EBITDA margin and adjusted free cash flow are not recognized as measures under IFRS and do not have a standardized meaning prescribed by IFRS and therefore, they may not be comparable to similar measures reported by other companies. Refer to Section 8.8 "Non-IFRS financial measures" for a discussion on why we use these measures, the calculation of them and their most directly comparable IFRS financial measure. Refer to Section 2 "Consolidated Financial Analysis" and Section 6.1 "Cash flow" of the MD&A for a reconciliation of these measures to the most directly comparable IFRS financial measure.



OUR BUSINESS

We operate three reportable segments defined by their primary type of service offerings, namely **Registry Operations**, **Services** and **Technology Solutions**.

Revenue Distribution by Segment for the Quarter Ended September 30, 2024¹



\$60.9M

Revenue

\$22.7M

Adjusted EBITDA

37.3%

Adjusted EBITDA Margin

¹Corporate and other and Inter-segment eliminations are excluded. Technology Solutions revenue included in the above graphs is Third Party revenue. Values may not add due to rounding.

Financial Strength

\$12.0M

Amount of cash on hand
as at Sept. 30, 2024

\$12.5M

Year to date dividends
paid to shareholders
As at Sept. 30, 2024

\$15.9M

Adjusted free cash flow
for the three months
ended Sept. 30, 2024

\$177.5M

Total debt as at
Sept. 30, 2024

Revenue Model	Service	Revenue Type
Registry Operations	<ul style="list-style-type: none"> • Searches • Registrations • Maintenance and related service • Property tax services 	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 • Recovery Solutions 	<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 • Solution definition and implementation • Sale of software licences 	<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, 2024

CONTACT

investor.relations@isc.ca
1-855-341-8363 (toll free)
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)

18.2M

Market Cap

\$529.1M

Historic Annual Dividend (per share)
(Paid Quarterly)

\$0.92

52 Week High / Low

\$30.00/\$19.72



**Analyst
Coverage**

CIBC
Scott Fletcher

RBC
Paul Treiber

Cormark Securities
Jesse Pytlak

Raymond James
Stephen Boland

Acumen Capital Partners
Trevor Reynolds

Edison Investment Research Ltd.
Andy Murphy & Harry Kilby

