

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**.

Q1 2023 Financial Highlights

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

	Period Ended Mar. 31, 2023	Period Ended Mar. 31, 2022
Revenue	\$ 49,124	\$ 44,153
Net income	\$ 6,864	\$ 7,407
EBITDA ¹	\$ 14,687	\$ 13,835
Adjusted EBITDA ¹	\$ 14,516	\$ 14,586
EBITDA margin ¹ (% of revenue)	29.9%	31.3%
Adjusted EBITDA margin ¹	29.5%	33.0%
Free cash flow ¹	\$ 10,054	\$ 10,069
Annual Dividend declared per share	\$ 0.92	\$ 0.92
Earnings per share (basic)	\$ 0.39	\$ 0.42
Earnings per share (diluted)	\$ 0.38	\$ 0.41

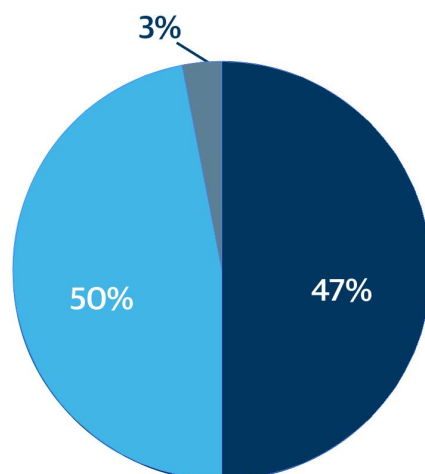
¹ EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin and free cash flow are not recognized as measures under IFRS and do not have a standardized meaning prescribed by IFRS and, therefore, they may not be comparable to similar measures reported by other companies, refer to section 8.8 "Non-IFRS financial measures" in Management's Discussion & Analysis for the quarter ended March 31, 2023 for further discussion. Refer to section 2

² Commencing on January 1, 2023, ISC revised the definition of free cash flow which is a non-IFRS measure to include interest received and paid as well as principal repayments on lease obligations. This is further defined in Section 8.8 and reconciled above. This change in definition has also been reflected in the comparative period.

Multiple Lines of Revenue

by Segment - Q1 2023

- Registry Operations
- Services
- Technology Solutions



\$49.1 M

Revenue

\$14.7 M

EBITDA

29.9%

EBITDA Margin

Financial Strength



Amount of cash on hand as at Mar. 31, 2023



Year to date dividends paid to shareholders as at Mar. 31, 2023



Free cash flow for the three months ended Mar. 31, 2023



Total debt as at Mar. 31, 2023

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 • Sale of software licenses • Solution definition & implementation services 	<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

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TSX:ISV

As at May 3, 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

\$395.8 M

Annual Dividend (per share)

(Paid Quarterly)

\$0.92

52 Week High / Low

\$25.36 / \$19.12



Analyst Coverage

CIBC
Scott Fletcher

RBC
Paul Trieber

Comark Securities
Jessie Pytlak

Acumen Capital Partners
Trevor Reynolds

Raymond James
Stephen Boland

