MicroCap Leadership Summit - 2019
Our mission is to be a high quality, cost effective provider of communication and compliance workflow technologies to customers around the world.
Regardless of the message, our Platform id’s intelligent subscription platform guides thousands of customers through the process to communicate with millions.
This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act") (which Sections were adopted as part of the Private Securities Litigation Reform Act of 1995). Statements preceded by, followed by or that otherwise include the words "believe," "anticipate," "estimate," "expect," "intend," "plan," "project," "prospects," "outlook," and similar words or expressions, or future or conditional verbs such as "will," "should," "would," "may," and "could" are generally forward-looking in nature and not historical facts. These forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the Company’s actual results, performance or achievements to be materially different from any anticipated results, performance or achievements. The Company disclaims any intention to, and undertakes no obligation to, revise any forward-looking statements, whether as a result of new information, a future event, or otherwise. For additional risks and uncertainties that could impact the Company’s forward-looking statements, please see the Company’s Annual Report on Form 10-K, for the year ended December 31, 2018, as well as its 10-Q for the quarter ended June 30, 2019, including but not limited to the discussion under "Risk Factors" “Outlook” therein, which the Company has filed with the SEC and which may be viewed at www.sec.gov.
COMPANY
• Founded in 2006
• 88 + Employees
• NYSE American listed: ISDR
• Insider ownership: 25%+

Q2 2019 CUSTOMER COUNTS
• 1,440 public customers
• 997 private customers
• YoY customer growth 27%. Driven by private communications business.

5-year GAGR
• Transitioned business to higher margin, reoccurring subscriptions.

Platform & Technology
• +40% - 5yr. CAGR
• 64% of overall revenues
• Goal of 70% end of 2019
• Higher margin business (73% Q2)

Services Business
• -12% - 5yr. CAGR
• 36% of overall revenues
• Goal of 30% end of 2019
• Market average margins (58% Q2)
WE HAVE SUCCESSFULLY TRANSITIONED FROM A DECLINING ANNUAL REPORTS PRINTING BUSINESS TO A HIGH-MARGIN, GROWTH SAAS BUSINESS.

<table>
<thead>
<tr>
<th>Year Range</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006-2008</td>
<td>$1.425M</td>
</tr>
<tr>
<td>2009-2010</td>
<td>$3.860M</td>
</tr>
<tr>
<td>2011-2012</td>
<td>$4.305M</td>
</tr>
<tr>
<td>2013-2015</td>
<td>$11.619M</td>
</tr>
<tr>
<td>2016-2017</td>
<td>$12.628M</td>
</tr>
<tr>
<td>2018</td>
<td>$14.232M</td>
</tr>
</tbody>
</table>

Platform history

- **IR Websites**
- **Transfer Agent**
- **Proxy**
- **Accesswire**
- **Targeting**
- **Conference Software**

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Modules

- **Compliance module**
  - Blueprint (EDGAR/SEDAR)
  - Whistleblower
  - Ownership Reporting

- **Communications module**
  - Newswire
  - Webcast, earnings
  - IR Website
  - Hotline
  - Shareholder Targeting

- **Add-on**
  - Stock Transfer
  - AGM (Print & Proxy)

Simple Flat Rate

$6 - 12K /yr.
<table>
<thead>
<tr>
<th>PUBLIC COMPANIES (1440)</th>
<th>PRIVATE COMPANIES (997)</th>
<th>CONFERENCE ORGANIZERS (-20)</th>
<th>INVESTORS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communications</td>
<td>ACCESSWIRE</td>
<td>1-1 Software</td>
<td>Webcasts</td>
</tr>
<tr>
<td>Compliance</td>
<td>Newsroom</td>
<td>Webcasting</td>
<td>Conf. Transcripts</td>
</tr>
<tr>
<td>Stock Transfer</td>
<td>Media Targeting</td>
<td>ACCESSWIRE</td>
<td>Company Alerts</td>
</tr>
<tr>
<td>AGM</td>
<td>Webcasting</td>
<td>Mobile Options</td>
<td>Historical data</td>
</tr>
<tr>
<td><strong>Insight</strong>*</td>
<td></td>
<td></td>
<td>Trends &amp; Insights</td>
</tr>
<tr>
<td><strong>$12 - 18K</strong></td>
<td><strong>$3 - 5K</strong></td>
<td><strong>$25 - 50K</strong></td>
<td><strong>$ TBD</strong></td>
</tr>
</tbody>
</table>
5-year cagr

Services Business over 5 years

- $12,059
- $9,177
- $7,765
- $6,230
- $5,639

Platform & Technology Business over 5 years

- $1,571
- $2,444
- $4,294
- $6,398
- $8,593
quarterly financial highlights

- Q2 2019 revenue up 9% ($4.138M) compared to Q2 2019 ($3.799M)

- Platform and technology revenues was up 18% or $415K over prior year. ($2.661M)

- Services revenues decreased 5% over prior year. ($1.477M)

- Our annual new net subscription continued to increase, ARPU\'s have decreased slightly as were seeking more comm. subscriptions
<table>
<thead>
<tr>
<th>ORGANIC GROWTH</th>
<th>ACQUISITIONS</th>
<th>GEOGRAPHIC EXPANSION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invest and Expand Salesforce</td>
<td>Accretive</td>
<td>Canada</td>
</tr>
<tr>
<td>ARPU Expansion on renewals, and new deals where possible</td>
<td>Critical mass in a current product</td>
<td>EU</td>
</tr>
<tr>
<td>New Products Offerings</td>
<td>Adjacencies</td>
<td>Asia</td>
</tr>
<tr>
<td></td>
<td>Disciplined</td>
<td></td>
</tr>
</tbody>
</table>
Corporate Vision

• Obtained FD News status with 6 major exchanges + NEO and IEX, tracking LTSE currently
• Customer counts have increased from hundreds to thousands in 4 years
• Distribution points continue to grow & is key to revenue growth
• Avg. $ per release also continues to grow
• News volume (+/- 6%)

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Yahoo! Finance | Zacks | TD Ameritrade
MarketWatch | Factiva | Interactive Brokers
Morningstar | Associated Press | StreetInsider.com
Newscom | AP | Seeking Alpha α
Newstex | Bloomberg | Refinitiv
Wall Street Journal | E*TRADE | PR-Inside
Barron’s | Interactive Brokers | Merrill Lynch

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