PARTNERING WITH THOUSANDS OF COMPANIES

ASSISTING TENS OF THOUSANDS OF PROFESSIONALS

DELIVERING INFORMATION TO MILLIONS OF SHAREHOLDERS
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, 2016, and quarterly statement for the period ended March 31, 2017, 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.
Issuer Direct® is an industry leading communications and compliance company focusing on the needs of corporate issuers. Issuer Direct's principal platform, Platform id., empowers users by thoughtfully integrating the most relevant tools, technologies and services, thus eliminating the complexity associated with producing and distributing financial and business communications. Headquartered in RTP, N.C., Issuer Direct serves more than 2,000 public and private companies in more than 18 countries. For more information, please visit issuerdirect.com.
COMPANY
- Founded in 2006
- 65 +/- Employees
- Global Operations
- 8 Acquisitions Since Inception
- Transitioned from a Services Company

CLIENTS
- Over 2,200
- 18 Countries
- Both Public & Private (pre-IPO)
- REG A+
- Mega Cap to Micro Cap

ISDR
LISTED
NYSE MKT

52WK RANGE $5.73 - $13.75
RECENT CLOSE PRICE $12.95
MARKET CAP $38M+/-
Dividend Yield 1.50% ($0.20 yr.)
Shorter Sales Cycles
As a result of our realignment to Platform & Tech and Services, we are seeing shorter sales cycles.

Platform efficiencies monetized by our customers
By Centralizing our customer’s core compliance and communications functions into one platform – they are seeing 20% to 30% in efficiencies gains in their process.

Recurring Revenue
90% of customers are under contract, tracking to subscription model.

Subscription Model
The platform components enable us to achieve growth through both users expansion as well as new client acquisition.

ISDR Core ARPU per Customer
2016 - $11K range
2017 target - $13-15K
Goal of 20% + ARPU Expansion
As a presenting company and sponsor, we are committed to using conferences like this one to springboard our brands of Issuer Direct and Accesswire.
CLIENT ACQUISITION VIA (EPP) EXCHANGE PARTNER PROGRAM

Numbers represent listed companies on each exchange / marketplace.
QUARTERLY FINANCIAL HIGHLIGHTS

PLATFORM AND TECHNOLOGY BUSINESS

Q1 2017
83% GM
$1.413M or 49.5% of Revenue

Q1 2017
65% GM
$1.442M or 50.5% of Revenue

SERVICES BUSINESS

• Regulatory & Disclosure Filing Business
• Printing, Mail & Fulfillment
• Legacy Annual Report Service
• Physical Printing and Issuances of Certificates/Shares
FINANCIAL HIGHLIGHTS

**EBITDA / EARNINGS**

- 2016 EBITDA $3.1M (26%)
- 2015 EBITDA $2.3M (23%)

- Q1 2017 GAAP $325,000, or $0.11 (Non-GAAP $0.14)
- Q1 2016 GAAP $493,000, or $0.17 (Non-GAAP $0.18)

- 2016 GAAP $1.6M or $0.54 (Non-GAAP $0.69)
- 2015 GAAP $144K or $0.06 (Non-GAAP $0.71)

**3 MONTHS ENDED MARCH 2017**

- Operating income was $375K compared to $690K in the same period of last year

- Positive cash flows from operations of $647K compared to $741K in Q4 2016 and $501K in Q1 2016.

- 19 of the last 20 quarters, positive operating cash flows

**Q1 EBITDA**

19%  
$529K
SEQUENTIAL QUARTERLY REVENUES

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>$3,500</td>
<td>$3,000</td>
<td>$3,300</td>
<td>$3,300</td>
</tr>
<tr>
<td>Q2</td>
<td>$3,600</td>
<td>$3,100</td>
<td>$3,200</td>
<td>$3,100</td>
</tr>
<tr>
<td>Q3</td>
<td>$3,200</td>
<td>$2,800</td>
<td>$2,900</td>
<td>$2,775</td>
</tr>
<tr>
<td>Q4</td>
<td>$3,100</td>
<td>$2,700</td>
<td>$2,750</td>
<td>$2,857</td>
</tr>
</tbody>
</table>
CASH & RETURNS

Remaining approx. $600K in dividends in the last 12 months.

Q4 2014
Q1 2017

2,929M

1,820
1,721
3,549
2,775
4,215
4,990
5,589

Shares Outstanding

ACCESSWIRE Acquisition
Total Return on Investment over 5 Year – starting at $100.00
Since October 2014: (acquisition)

- Client count has increased from 240 to 1200+
- Distribution points continue to expand
- Avg. $ per release has increased
- Improved infrastructure to handle scale
- Woke up an industry that was otherwise comfortable.

Next 12-24 Months

- Client count goal of over 2,500
- Continue to expand our Global distribution points
- Expand Sales & Marketing efforts globally
- Continue to be a thorn in the side of the big three.
- Technology advancements in platform
Modules

- Regulatory Component – Blueprint
- Shareholder Targeting / Peer Analysis / Outreach – Classify
- Event-based real-time setup of earnings call and webcast
- Stock Transfer Online Account Management
- Annual Meeting Management
- IR Platform/Site
- Hotlines, Whistleblower, shareholder request

Simple Flat Rate, starting from

$895 /mo.
In 2017 we’re hopeful to continue to….

- Expand margins
- Grow top line revenue in our Platform and News business
- Generate positive cash flows
- Return money to our shareholders
- Invest in our business / sales and marketing expansion
- Be more inquisitive in the market, via accretive & strategic acquisitions