

Growing demand for digital advisory and recurring-revenue services powered another quarter of record revenues, putting ISG on the path to achieving a step-change in financial performance this year.

## THE TOP LINE

**Record Revenues**  
**\$68.0M +15%**  
 in constant currency (13% reported)



## REGIONAL REVENUE LEADERS\*

Americas

**↑ 26%**  
**\$40.0M**

EMEA

**↑ 6%**  
**\$21.5M**

\*in constant currency

## THE BOTTOM LINE

**Adjusted EBITDA**  
**\$8.0M +14%**



## PROFITABILITY

**EBITDA Margin**  
**11.8% +130** basis points  
 (versus 10.5% in Q1)



## DIGITAL ADVISORY

**Growing Demand**  
**Now 35%**  
 of total revenues (driven by  
 Robotic Process Automation)



**More than 1/2** of all engagements  
 include digital

## RECURRING REVENUES

**Growing Predictability**  
**\$18M +20%**  
 driven by subscription benchmarking and software,  
 managed services, research, U.S. public sector



**Goal: \$100M** within three years

## CLIENTS

**448 +19%**  
 (best quarter ever)



## BALANCE SHEET

**Strong Cash Position**  
**\$25.5M** up \$9.4 million from PY



## 2017 OUTLOOK

**Revenues**  
**+25%-34%** \$270-\$290 million



**Adjusted EBITDA**  
**+60%-75%** \$32-\$35 million

