

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

**\$66.6M +23%**



## REGIONAL REVENUE

Americas

**↑ 32%**  
\$39.3M

EMEA

**↑ 18%**  
\$21.5M

Asia Pacific

**↓ 7%**  
\$5.9M

## THE BOTTOM LINE

Record Adjusted EBITDA

**\$8.9M +3X**



## PROFITABILITY

EBITDA Margin

**13.3% +790** basis points



## DIGITAL ADVISORY

Growing Demand

**40% and climbing**

of total revenues (driven by Robotic Process Automation)



## RECURRING REVENUES

Growing Predictability

**\$18M +14%**

driven by subscription benchmarking and software, managed services, research, U.S. public sector



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

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

## 2017 CLIENTS

**692 +10%**



## BALANCE SHEET

Strong Cash Position

**\$28.4M** after paying down \$1.4 million in debt



## 2018 OUTLOOK

Revenues

**\$285-\$292 million**



Adjusted EBITDA

**\$35-\$37 million**

