

Our growth continues to be driven by ISG Digital Services and our recurring-revenue businesses.

THE TOP LINE

Record Revenues
\$68.9M +3%



REGIONAL REVENUE

| Americas | EMEA | Asia Pacific |
|----------------------|----------------------|---------------------|
| 1% \$41.7M | 8% \$21.8M | 4% \$5.4M |

THE BOTTOM LINE

Adjusted EBITDA
\$5.8M



CASH GENERATION

Net Cash Provided by
Operating Activities
\$9.5M +4X



DIGITAL ADVISORY

Growing Demand
40% and climbing

of total revenues (driven by
Robotic Process Automation)



More than 1/2 of all engagements
include digital

RECURRING REVENUES

Growing Predictability
\$22M +10%

driven by subscription software, managed services
and research



Goal: \$100M within three years

2017 CLIENTS

692 +10%



BALANCE SHEET

Strong Cash Position

\$31.1M after paying down
\$2.3 million in debt in 1Q18



2018 OUTLOOK (May 2018)

Revenues
\$285-\$292 million



Adjusted EBITDA
\$35-\$37 million

