

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

\$68.3M +30%

in constant currency (32% reported)



REGIONAL REVENUE*

Americas

42%
\$41.5M

*in constant currency

EMEA

15%
\$19.7M

Asia Pacific

12%
\$7.1M

THE BOTTOM LINE

Record Adjusted EBITDA

\$9.6M +46%



PROFITABILITY

EBITDA Margin

14.1% +230 basis points

(versus 11.8% in Q2)



DIGITAL ADVISORY

Growing Demand

35% and climbing

of total revenues (driven by Robotic Process Automation)



RECURRING REVENUES

Growing Predictability

\$19M +17%

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

CLIENTS

442 +20%



BALANCE SHEET

Strong Cash Position

\$22.2M after paying down \$4.4 million in debt



2017 OUTLOOK

Revenues

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



Adjusted EBITDA

+60%-75% \$32-\$35 million

