

Investor Fact Sheet

Issuer Direct Corporation (OTC BB: ISDR)



Company Overview

Issuer Direct Corporation is a market leader and innovator of disclosure management solutions and cloud-based compliance technologies with a focus on corporate issuers (publicly traded, small- and mid-cap companies). Issuer Direct alleviates the complexity of maintaining compliance with its integrated portfolio of products and services that enhance companies' ability to efficiently produce and distribute their financial and business communications both online and in print. The Company's flagship technology platform – its Disclosure Management System (DMS) – is a secure, cloud-based, highly scalable workflow compliance collaboration system for corporate issuers and compliance professionals. The technology platform includes Edgar and XBRL (eXtensible Business Reporting Language), proxy, and stock transfer services, as well as investor relations website management, and print-on-demand digital financial communications services. The Company has a solid history of accretive acquisitions and instituted a quarterly dividend for shareholders in April 2012.

Income Statement Highlights

US\$ in M	3Q 2013	3Q 2012	% chg	FY 2012	FY 2011	% chg
Revenues	2.102	1.215	72	4.306	3.228	33
Op income	343,714	351,629	-2	0.557	0.248	124
Non-GAAP Net income	0.493	0.300	64	0.830	0.570	46

Investment Highlights

- ◆ Acquired all of the common stock of Precision IR Group, Inc. for \$3.45M. The transaction closed effective 8/22/13. The Company expects revenue to more than double as a result of this acquisition and for the acquisition to be accretive in EBITDA in the first 12 months.
- ◆ Transitioned a majority of revenue from project-based work to renewable annual contracts, which has resulted in recurring revenue (over 50% is recurring) that is more consistent and predictable.
- ◆ Sustainable profitability, solid balance sheet.
 - Revenue increased 72% to \$2.1M for the quarter ended 9/30/13 from \$1.2M for the same period last year.
 - Gross margins remained above 70% consistent with the prior year
 - Non-GAAP net income for the quarter ended 9/30/13 was \$0.49M, or \$0.22 per share.
 - The Company's cash balance was \$1.9M at 9/30/13.
- ◆ Company's Board declared a 2Q13 cash dividend of \$0.03 per share, payable May 3, 2013.

Core Market

- ◆ 5,000 companies that are traded on Nasdaq, the OTC Bulletin Board, the OTCQX and OTCQB Exchanges, and Pink Sheets with market caps of less than \$250 million represent Issuer Direct's current target market.
 - Issuer Direct has significant room to grow organically.
- ◆ Corporate issuers are seeking a single sourced, less complex way of reporting and staying compliant; ISDR's Disclosure Management System (DMS) provides a comprehensive set of services that comprise an end-to-end solution enabling it to be the service provider of choice to the small-and mid cap markets.

Growth Strategy

- ◆ Grow organically and pursue selective acquisitions that meet financial criteria as well as align with corporate key strengths and initiatives
- ◆ Grow the number of corporate issuers served, increase revenue per client, and expand the portfolio of services provided to individual clients through the cross-marketing of complementary services
- ◆ Continue working with brokerage firms, banks, mutual funds, shareholder services, accountants and the legal community as they interact in the regulatory environment and disclosure process with corporate issuers
- ◆ Focus selling the DMS platform to both corporate issuers and the reseller community
- ◆ Develop disruptive technologies that will differentiate ISDR in the market

Competitive Advantages

- ◆ One-stop shop allows corporate issuers to utilize cloud-based technologies and services from document creation through to dissemination to regulatory bodies and shareholders
- ◆ ISDR's Disclosure Management System is the only secure workflow technology available today that allows officers, directors and compliance professionals the ability to manage the entire back-office functions of their respective companies from one interface

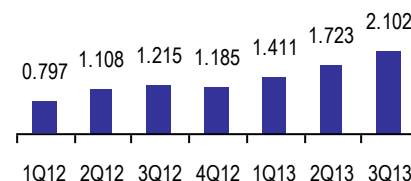
Select Financials and Facts

OTC BB Ticker:	ISDR
Closing Price (01/17/18):	\$8.65
52-Week Range:	\$3.00-11.91
Shares O/S (diluted):	2.0 M
Est. Public Float:	0.60 M
Market Cap:	\$17.2 M
Enterprise Value :	\$15.9 M
FY '12 Revenue:	\$4.3 M
Total Cash (9/30/13):	\$1.9 M
Cash per share:	\$0.96
Insider Ownership:	36.1%
Dividend Yield:	1.4%
Fiscal Year-end:	12/31

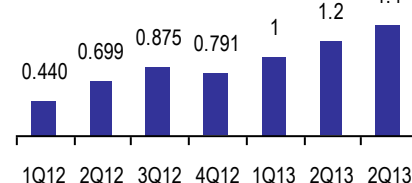
Balance Sheet Highlights

\$ in millions	9/30/13	12/31/12
Cash & Cash Equivalents	1.926	1.251
Debt	0.000	0.150
Shareholders' equity	4.160	1.846
Current ratio	1.1:1	3.1:1
Working capital	.528	1.293

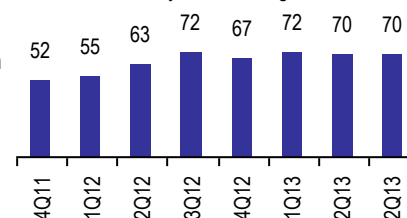
Quarterly Revenues (\$ in millions)



Quarterly Gross Profit (\$ in millions)



Quarterly Gross Margin %



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Issuer Direct's Product Offerings

Disclosure Management

Disclosure Reporting

- ◆ SEC Reporting & XBRL Services
 - Leading single source provider
 - Manage the financial reporting (EDGARization and XBRL) process – from composition through LIVE submission to the SEC Edgar system
 - Qualified team
 - 24/7 self-service Online Portal



Financial Printing

- Produce and print a comprehensive array of documents
- Large-run press and short run digital Print-on-Demand (POD) capabilities.



Proxy Services

- ◆ Annual Meeting Planning
- ◆ Proxy Management
- ◆ Notice & Access
- ◆ Solicitation Services
- ◆ Printing



Shareholder Communications

- ◆ News Distribution
- ◆ Investor Targeting
- ◆ Shareholder Analysis
- ◆ IR Direct Portal



Direct Transfer

- ◆ Overview
- ◆ Services
- ◆ Corporate Actions
- ◆ Forms Center



Cloud Offerings

Market Intelligence

- ◆ Market data cloud watches competitors, providing alerts as they happen



Financial Tearsheet

- ◆ Auto updating financial Tearsheet comes in PDF print ready and HTML form; provides the most current information at the time of request; data points pulled from market data cloud



Market Streams

- ◆ A comprehensive market data cloud for stock information, news and SEC filings



Performance Graphs

- ◆ Market data cloud offers access to performance graphs for annual report and presentations



Profile +

- ◆ Profile + is a proprietary, managed subscription service that delivers corporate profiles to the markets, investors and financial portals



Whistleblower

- ◆ Service designed to help businesses comply with corporate governance regulations under the Sarbanes-Oxley Act



Platforms

Compliance Cloud

- ◆ Ease-of-use for filing agents, reporting individuals and public companies to interact in real-time to draft, tag and file all Securities & Exchange Commission (SEC) EDGAR and XBRL documents within a secure community-based web system



Disclosure Management System (DMS)

- ◆ A secure cloud-based system that centralizes disclosure reporting, shareholder communications, voting & transfer activities into one secure workflow management system; driven by the demands from regulatory authorities such as the SEC, DTC, FINRA, and other market regulators.



iProxy Direct

- ◆ Proprietary proxy voting platform



Interactive Fund Platform (IFP)

- ◆ Mutual fund regulatory portal fulfillment system

Section 16

- ◆ Provides users control to set up a Form 3, 4 or 5 and complete it in real-time - or request assistance from a compliance specialist

XBRL Check

- ◆ Built to assist the reporting industry in validation and viewing of complex XBRL documents



Senior Management

Brian R. Balbirnie, Chairman of the Board & Chief Executive Officer

Brian established Issuer Direct in 2006 with a vision of creating a technology driven back-office compliance platform that would reduce costs as well as increase the efficiencies of the most complex tasks. Brian is responsible for the strategic leadership of the Company and oversees day-to-day operations. Under Brian's direction, the Company has grown to serve over 1,000 public companies since 2006. Brian is an entrepreneur with more than 20 years of experience in emerging industries. Prior to Issuer Direct, Brian was the founder and managing partner of Catapult Company, a compliance and consulting practice focused on the Sarbanes Oxley Act. Brian also has served in 'C' level capacities for various companies both public and private. Prior to and with Catapult, Brian also advised several companies on their public market strategies, and Merger & Acquisitions, as well as their financial reporting requirements.

Wes Pollard, Chief Financial Officer

Prior to joining the Company, Wesley was employed by Digital Lifestyle Outfitters ("DLO") from July 2006 through May 2009. He served as Vice President of Finance prior to Philips Electronics' acquisition of DLO and Head of Finance following the acquisition. Prior to DLO, Wesley served as International Controller for Tekelec, Inc. from June 2005 to June 2006 and Director of Finance for BioStratum, Inc from June 2001 through June 2005. He was Corporate Controller for Home Director from June 2000 to June 2001. From December 1999 to June 2000, Wesley served as the Director of SEC and Financial reporting for BuildNet, Inc. He also spent five years at PricewaterhouseCoopers, LLP.

The foregoing compilation relates to Issuer Direct Corporation (OTC BB: ISDR) and contains forward-looking statements, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from the forward-looking statements. When used in this document, the words "anticipate," "believe," "estimate," "expect," and similar expressions as they relate to Issuer Direct Corporation or its management, are intended to identify such forward-looking statements. Issuer Direct Corporation's actual results, performance or achievements could differ materially from the results expressed in, or implied by these forward-looking statements. For more detailed information, the reader is referred to Issuer Direct Corporation's Form 10-K and other related documents filed with the Securities and Exchange Commission. This does not constitute an offer to buy or sell securities by the Company and is meant purely for informational purposes. Hayden IR, (HIR) its affiliates, officers, directors, subsidiaries and agents have been compensated by the Company for the creation of this document. HIR has relied upon information received from the Company, which, although believed to be reliable, cannot be guaranteed. This information is not an endorsement of the Company by HIR. HIR is not responsible for any claims made by the Company. You should independently investigate and fully understand all risks before investing.