

RESEARCH UPDATE
Dave Storms, CFA
dave@stonegateinc.com

214-987-4121

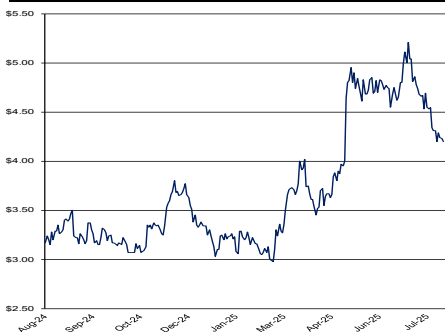
Market Statistics

Price	\$ 4.20
52 week Range	\$2.95 - \$5.28
Daily Vol (3-mo. average)	237,071
Market Cap (\$M):	\$ 202.5
Enterprise Value (\$M):	\$ 244.7
Shares Outstanding: (\$M)	48.2
Float (M)	34.2
Public Ownership	21.9%
Institutional Ownership	61.0%

Financial Summary

Cash (\$)	\$ 25.2
Cash/Share	\$ 0.52
Debt (\$)	\$ 59.2
Equity (\$)	\$ 94.1
Equity/Share	\$ 1.95

FYE: DEC	2024	2025E	2026E
<i>(in \$M)</i>			
Rev	\$ 247.6	\$ 243.5	\$ 253.9
Chng%	-15%	-2%	4%
EBITDA	\$ 25.1	\$ 31.1	\$ 33.0
Net Income	\$ 2.8	\$ 6.5	\$ 7.2
EPS	\$ 0.06	\$ 0.13	\$ 0.14
EV/Revenue	1.0x	1.0x	1.0x
EV/EBITDA	14.0x	7.9x	7.4x
P/E	26.8x	32.2x	29.5x


COMPANY DESCRIPTION

Information Services Group is a fact-based sourcing advisory firm providing technology insights, market intelligence and advisory services. With operations in 21 countries, the Company delivers advisory, benchmarking, and analytical insight to large, multinational corporations and governments in N. America, Europe, and Asia Pacific.

INFORMATION SERVICES GROUP, INC. (NASDAQ: III)
III Reports Second Quarter Results

III Revenue for the second quarter totaled \$61.6M, up 7% year-over-year when excluding the divested automation unit, exceeding guidance. Excluding prior-year contributions from the divested automation business, segment revenue in the Americas increased to \$39.5M, representing growth of 16% y/y. Despite macro uncertainty and softer demand in Europe and Asia-Pacific, the Company drove margin expansion through an improved service mix and higher utilization. Adj. EBITDA rose 17% y/y to \$8.3M, with margin increasing 241bps to 13.5%. Net income came in at \$2.2M, or \$0.04 per share, with adjusted EPS steady at \$0.08. Operating cash flow was particularly strong at \$11.9M, representing a multi-year high, bringing the quarter-end cash balance to \$25.2M.

Quarterly Results- III reported revenue, adj EBITDA, and adj EPS of \$61.6M, \$8.3M, and \$0.08, respectively. This compares to our/consensus estimates of \$60.0M/\$60.0M, \$7.5M/\$7.4M, and \$0.07/\$0.07, respectively. Revenues for the first quarter were above our expectations and guidance as sales cycles started to shorten. GPM came in at 42.2%, thanks to strong mix and utilization. OpEx was moderately lower than we modeled, leading to strong OPM. Adj. EBITDA for the quarter came in higher than our expectations and forecast at 8.3M.

Business Metrics - ISG continues to make progress repositioning itself as a global leader in AI-centered research and digital transformation. The Company benefits from increased demand for AI-related services, cost optimization, and digital modernization, particularly in North America. Gross margin improvements were supported by higher utilization, marking a GPM of ~42.2% in 2Q25 versus 39.5% in the prior year period. While management acknowledged that this may represent the higher end in utilization, it expects margin levels to remain strong, supported by the company's mix shift toward scalable, technology-enabled engagements like the Training-as-a-Service (TaaS) offering. Notably, In July, ISG expanded its European footprint with the acquisition of Martino & Partners, a strategic advisory firm in Italy, enhancing its exposure to EU-funded digital transformation initiatives.

Maintained Product/Service Mix & Demand – ISG continues to see strong demand for AI and digital transformation services, reinforcing its repositioning as an AI-centered technology research and advisory firm. Strong mix led to the Company seeing adjusted EBITDA margin growth of 240bps y/y, as the Company works to turn market disruption into long-term strategic advantages for its clients. While North America grew 16% y/y (excluding automation), Europe and Asia-Pacific demand remains uneven, but is expected to gain momentum in 2H25.

Guidance – ISG provided third-quarter 2025 guidance with expected revenues between \$60.5 million and \$61.5 million and adjusted EBITDA between \$7.5 million and \$8.5 million. The Company remains optimistic about continued strength in the Americas, with improving metrics expected in Europe over the second half of 2025. We expect the sales cycle to continue to contract as macro uncertainty dissipates.

Valuation - We use both a DCF and EV/EBITDA comp analysis to guide our valuation. Our DCF analysis produces a valuation range of \$6.30 to \$8.07 with a mid-point of \$7.08. Our EV/EBITDA valuation results in a range of \$6.14 to \$6.83 with a mid-point of \$6.49.

Summary

Exhibit 1: Quarterly Results Comparison to Model

	2Q25 Results		Notes
	Reported	Modeled	
Revenue	61.6	60.0	Revenues above our expectations.
COGS	35.6	34.3	
Gross profit	26.0	25.6	GPM less than our expectations.
GPM	42.2%	42.8%	
SG&A	20.1	20.9	SG&A came in lower than our model, leading to increased operating margin.
D&A	1.2	1.2	
Operating exp	21.3	22.1	
EBIT - Adj	5.1	4.0	
OPM	8.3%	6.6%	
EBITDA adjusted	8.3	7.5	Adj. EBITDA well above our expectations
Margin	13.5%	12.6%	
Net income	2.2	1.3	
EPS	\$ 0.04	\$ 0.03	
Net income - adjusted	4.1	3.5	
EPS - adjusted	\$ 0.08	\$ 0.07	

Source: Company Reports, Stonegate Capital Markets, Inc.

INVESTMENT FACTORS

Information Services Group (ISG) is a fact-based sourcing advisory firm with operations in 20+ countries. We believe the Company is set to benefit from any increase in IT spending. Additionally, acquisitions have helped the Company widen its product and services offering as well as increase its global reach. Furthermore, emerging concepts like cloud computing will remain a significant work area, which should contribute to future revenues. With strong brand recognition, domain expertise, vendor independence, and proprietary data assets and market intelligence aging back some 30 years, ISG appears well positioned to capture growth.

Investment Positives

Increased global IT spending to enhance future revenues and profitability – Through 2025, Gartner expects organizations to increase their reliance on outside consultants, driven by a greater urgency and an accelerated pace of change that widens the gap between organizations' digital business goals, and their internal resources and capabilities. Against this backdrop, ISG is likely to benefit from increased IT spending, consequently leading to higher growth and profitability.

Vendor independence and proprietary data assets act as a competitive advantage – Unlike many of ISG's competitors, the Company maintains independence and objectivity by not being a service provider. Consequently, clients view ISG as a trusted advisor with an unbiased approach. Additionally, ISG possesses unique and proprietary data assets that it has collected over its 30+ years of servicing its clients. The Company uses these data sources to provide clients with in-depth analysis into the cost and service implications of alternate strategies allowing them to compare alternatives and providing fact-based insight to make informed decisions regarding strategic change.

Digital transformation services creating growth opportunities – Rapidly changing technology trends and capabilities are driving companies to adopt new technologies to remain competitive. These trends encompass increasing automation, robotics, and use of cloud technologies. Clients are rapidly deploying cloud technologies over a traditional corporate data center to dramatically increase the flexibility of their IT infrastructure and reduce their costs by delivering both IT infrastructure and software over the Internet as a service. RPA services (robotics process automation), which was acquired from Alsbridge in Dec'16, is experiencing heightened demand from clients. ISG's Q1F17 ISG Automation index report showed that Companies using RPA, were able to improve business processes 5x to 10x faster, with an average of 37% fewer resources.

Changing economic and business environment – The changing economic and business environment has created opportunities for consulting firms to address the needs of clients. Some of these challenges include tougher competition; consolidation, mergers, acquisitions, and divestitures; growing awareness of business risk; changes in regulation; the rise of the public sector; increasing globalization; and growth of the digital economy. With its competitive advantages of domain expertise, strong brand recognition, vendor independence, proprietary data assets, and global reach, ISG is well positioned to capitalize on the above opportunities.

Management focused on building business for the long-term – ISG management remains committed to growing the business for the long-term with a focus on the leveraging existing competitive strengths to continue organic growth; continued global expansion; a broadening of vertical expertise; productizing market data assets; increasing managed services revenues; and continued acquisitions.

Investment Challenges / Risks

Revenue concentration – 30%, 33%, and 35% of 2024, 2023, and 2022 revenues, respectively were generated from 25 of the largest clients. Any termination or significant reduction in engagement from such major clients could adversely affect the company's revenue and profitability.

Debt load – III incurred a significant amount of indebtedness to acquire TPI and added additional debt to acquire Alsbridge in Dec'16. Consequently, the Company shows higher D/E and D/C ratios vs. its peers. As of December 2024, the Company had outstanding debt of \$59.6M. Any negative changes to the global macro-economic environment could negatively affect the Company's revenues and ability to service its debt.

International operations lead to additional risks – III generated ~36% of 2023 revenues from sales outside of the Americas. As such, the Company is exposed to various risks inherent to international business activities. Furthermore, the operations in a geography would be highly dependent on the overall economic environment of the region. Subdued economic conditions in a geography could adversely affect the Company's financial results.

Extended economic slowdown – Any macroeconomic weakness in III major geographic markets could lead to clients deferring their sourcing initiatives. Consequently, III results could be negatively impacted.

Highly fragmented market with intense competition - The business information services, and advisory sector is intensely competitive, highly fragmented, and subject to rapid change. III faces stiff competition from many large and small independent players. Additionally, barriers to entry in the business information services and advisory market are quite limited making it easier for new players to enter the market. These market characteristics could trigger existing players to expand their service portfolio to maintain and gain market share, thereby increasing competition further.

VALUATION SUMMARY

We are using a DCF analysis and EV/EBITDA analysis to help frame valuation.

DCF Analysis

We assume near-term revenue is driven by current industry demand trends. Thereafter, we assume III can maintain a mid-single digit revenue growth rate driven by its digital advisory services and increasing revenue generation from recurring revenue service offerings. With III’s focus on digital advisory services and recurring revenues, mix should help drive increasing margins. Additionally, we assume no acquisition growth. Our DCF valuation shows a range of between \$6.30 per share to \$8.07 per share, with a mid-point of \$7.08 per share.

Sensitivity Analysis:

		Terminal Growth Rates				
		1.0%	1.5%	2.0%	2.5%	3.0%
Discount Rate	9.0%	\$7.58	\$7.94	\$8.35	\$8.83	\$9.39
	9.5%	\$7.01	\$7.32	\$7.67	\$8.07	\$8.54
	10.0%	\$6.51	\$6.78	\$7.08	\$7.42	\$7.80
	10.5%	\$6.07	\$6.30	\$6.56	\$6.84	\$7.17
	11.0%	\$5.68	\$5.87	\$6.09	\$6.34	\$6.62

Comps Analysis

Based on our forward estimates, III is trading at 1.0x EV/S, 7.4x EV/EBITDA, and a 29.5x P/E versus comps at a median of 1.7x EV/S, 10.9x EV/EBITDA, and a 16.5x P/E.

Comparative Analysis

Information Services Group, Inc. (NASDAQ: III)
(all figures in \$M except per share information)

Name	Ticker	Price (1)	Sh	Mrkt Cap	EV	EV/S (2)			EV/EBITDA (2)			P/E (2)		
						LTM	2025 E	2026 E	LTM	2025 E	2026 E	LTM	2025 E	2026 E
Gartner Inc	IT	\$ 229.69	75.74	\$ 17,395.8	\$ 18,059.8	2.8x	2.8x	2.7x	13.7x	11.7x	11.3x	14.1x	18.8x	17.6x
FTI Consulting Inc	FCN	\$ 168.22	31.75	\$ 5,340.5	\$ 5,910.4	1.6x	1.6x	1.5x	14.7x	14.8x	13.4x	23.7x	20.7x	18.1x
Huron Consulting Group Inc	HURN	\$ 131.73	16.05	\$ 2,114.3	\$ 2,750.5	1.8x	1.7x	1.5x	14.1x	11.7x	10.5x	22.9x	17.5x	15.3x
Forrester Research Inc	FORR	\$ 10.16	19.08	\$ 193.9	\$ 135.7	0.3x	0.3x	0.3x	2.3x	3.4x	2.9x	nm	7.9x	7.0x
CRA International Inc	CRAI	\$ 187.15	6.58	\$ 1,232.2	\$ 1,436.6	2.0x	2.0x	1.9x	14.7x	15.1x	14.7x	22.6x	23.2x	21.5x
Hackett Group Inc	HCKT	\$ 20.88	27.51	\$ 574.4	\$ 590.0	1.9x	1.9x	1.8x	17.3x	8.9x	8.5x	35.3x	13.7x	12.3x
Average						1.7x	1.7x	1.6x	12.8x	10.9x	10.2x	23.7x	17.0x	15.3x
Median						1.8x	1.8x	1.7x	14.4x	11.7x	10.9x	22.9x	18.2x	16.5x
Information Services Group, Inc. III		\$ 4.20	48.2	\$ 202.5	\$ 244.7	1.0x	1.0x	1.0x	14.0x	7.9x	7.4x	26.8x	32.2x	29.5x

(1) Previous day's closing price

(2) Estimates are from CapitalIQ except for III which are Stonegate estimates

Source: Company reports, CapitalIQ, Stonegate Capital Markets

Using an EV/EBITDA range of 10.0x to 11.0x on our forward adj. EBITDA estimate, which is in-line with historical multiples for III and current comp multiples, results in a valuation range of \$6.14 to \$6.83 with a mid-point of \$6.49.

We also list the following catalysts for the stock in 2025 and beyond:

- Digital advisory services growth.....2025+
- Increasing recurring revenue as a % of sales2025+
- Continued growth of ISG Tango.....2025+
- New acquisition announcements.....2025+

DISCOUNTED CASH FLOW ANALYSIS

Information Services Group, Inc.													Terminal
Discounted Cash Flow Model (in \$M, except per share amounts)													Value
Estimates:	2023	2024	2025 E	2026 E	2027 E	2028 E	2029 E	2030 E	2031 E	2032 E	2033 E	2034 E	
Revenue	291.1	247.6	243.5	253.9	266.6	282.3	300.7	320.8	343.9	370.8	400.4	432.5	
Operating Income	22.3	11.2	17.3	18.0	20.0	23.4	30.1	35.9	43.0	47.5	52.1	58.8	
Less: Taxes (benefit)	2.6	2.4	4.1	4.1	5.0	5.9	7.5	9.0	10.7	11.9	13.0	14.7	
NOPAT	19.7	8.8	13.2	13.9	15.0	17.6	22.6	27.0	32.2	35.6	39.0	44.1	
Plus: D&A	6.3	5.9	4.6	5.0	4.8	4.5	4.2	3.9	3.4	4.3	4.6	5.0	
Plus: Changes in WC	(13.2)	(6.2)	(2.8)	(2.9)	(2.7)	(2.8)	(2.7)	(2.9)	(2.9)	(3.2)	(3.2)	(3.2)	
Less: Capex	(3.4)	(3.1)	(2.2)	(2.3)	(2.4)	(2.5)	(2.7)	(2.9)	(3.1)	(3.3)	(3.6)	(3.9)	
Free Cash Flow	9.3	5.4	12.8	13.7	14.7	16.7	21.3	25.0	29.7	33.4	36.8	42.0	534.9
Discount period - months			6	12	24	36	48	60	72	84	96	108	
Discount period - years			0.5	1.0	2.0	3.0	4.0	5.0	6.0	7.0	8.0	9.0	
Discount factor			0.95	0.91	0.83	0.75	0.68	0.62	0.56	0.51	0.47	0.42	
PV of FCF			12	12	12	13	15	16	17	17	17	18	226.8
Growth rate assumptions:													
Revenue		-14.9%	-1.7%	4.3%	5.0%	5.9%	6.5%	6.7%	7.2%	7.8%	8.0%	8.0%	
Operating Income		-49.7%	54.4%	4.1%	11.0%	17.2%	28.3%	19.5%	19.6%	10.4%	9.7%	13.0%	
EBITDA		-40.1%	27.9%	5.2%	7.7%	12.7%	22.6%	16.1%	16.7%	11.4%	9.5%	12.6%	
Free Cash Flow		-41.6%	135.6%	7.5%	7.4%	13.6%	27.6%	17.2%	18.5%	12.5%	10.4%	13.9%	
Margin assumptions:													
Operating Income	7.7%	4.5%	7.1%	7.1%	7.5%	8.3%	10.0%	11.2%	12.5%	12.8%	13.0%	13.6%	
D&A as a % of sales	2.2%	2.4%	1.9%	2.0%	1.8%	1.6%	1.4%	1.2%	1.0%	1.2%	1.2%	1.2%	
EBITDA	9.8%	6.9%	9.0%	9.1%	9.3%	9.9%	11.4%	12.4%	13.5%	14.0%	14.2%	14.8%	
Taxes	11.7%	21.3%	23.8%	22.7%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	
Changes in WC	-4.5%	-2.5%	-1.2%	-1.2%	-1.0%	-1.0%	-0.9%	-0.9%	-0.9%	-0.9%	-0.8%	-0.8%	
Capex as a % of sales	-1.2%	-1.2%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	
Valuation:													
Shares outstanding	48.2												
PV of FCF	148.4												
PV of Terminal Value	226.8												
Enterprise Value	375.2												
less: Net Debt	34.0												
Estimated Total Value:	341.2												
Est Equity Value/share:	\$7.08												
Sensitivity Analysis:													
									Terminal Growth Rates				
									1.0%	1.5%	2.0%	2.5%	3.0%
Discount Rate	9.0%	\$7.58	\$7.94	\$8.35	\$8.83	\$9.39							
	9.5%	\$7.01	\$7.32	\$7.67	\$8.07	\$8.54							
	10.0%	\$6.51	\$6.78	\$7.08	\$7.42	\$7.80							
	10.5%	\$6.07	\$6.30	\$6.56	\$6.84	\$7.17							
	11.0%	\$5.68	\$5.87	\$6.09	\$6.34	\$6.62							
Current Price	\$4.20												

Source: Company Reports, Stonegate Capital Markets

INCOME STATEMENT

Information Services Group, Inc. (NASDAQ: III)
 Consolidated Statements of Income (in \$M)
 Fiscal Year: December

	FY 2020	FY 2021	FY 2022	FY 2023	Q1 Mar-24	Q2 Jun-24	Q3 Sep-24	Q4 Dec-24	FY 2024	Q1 Mar-25	Q2 Jun-25	Q3 E Sep-25	Q4 E Dec-25	FY 2025 E	Q1 E Mar-26	Q2 E Jun-26	Q3 E Sep-26	Q4 E Dec-26	FY 2026 E
Revenues																			
Revenues	\$ 249.1	\$ 277.8	\$ 286.3	\$ 291.1	\$ 64.3	\$ 64.3	\$ 61.3	\$ 57.8	\$ 247.6	\$ 59.6	\$ 61.6	\$ 61.0	\$ 61.3	\$ 243.5	\$ 62.8	\$ 63.4	\$ 63.5	\$ 64.3	\$ 253.9
Total revenue	\$ 249.1	\$ 277.8	\$ 286.3	\$ 291.1	\$ 64.3	\$ 64.3	\$ 61.3	\$ 57.8	\$ 247.6	\$ 59.6	\$ 61.6	\$ 61.0	\$ 61.3	\$ 243.5	\$ 62.8	\$ 63.4	\$ 63.5	\$ 64.3	\$ 253.9
Operating expenses																			
Direct costs and expenses for advisors	149.9	168.5	169.7	178.9	41.0	38.9	36.5	33.8	150.3	33.9	35.6	35.4	35.8	140.7	36.4	36.7	36.6	37.3	147.1
Selling, general and administrative	83.8	78.8	81.8	91.3	24.1	20.1	18.9	22.6	85.6	21.2	20.1	20.3	20.9	82.5	20.6	21.5	21.5	21.5	85.1
Depreciation and amortization	6.2	5.3	5.4	6.3	1.5	1.6	1.6	1.2	5.9	1.1	1.2	1.2	1.2	4.6	1.3	1.3	1.3	1.3	5.0
Total operating expenses	239.9	252.6	256.8	276.4	66.6	60.6	57.0	57.6	241.8	56.2	56.9	56.8	57.8	227.8	58.3	59.4	59.4	60.1	237.1
Operating income (loss)	9.3	25.3	29.5	14.6	(2.4)	3.7	4.3	0.2	5.8	3.4	4.7	4.2	3.5	15.7	4.5	4.0	4.1	4.2	16.8
Operating income (loss) - adjusted (1)	13.3	27.0	30.4	22.3	0.7	4.4	3.2	3.0	11.2	3.9	5.1	4.5	3.8	17.3	5.0	4.3	4.4	4.4	18.0
Other expense (income):																			
Interest income	(0.3)	(0.1)	(0.2)	(0.5)	(0.3)	(0.2)	(0.2)	(0.1)	(0.8)	(0.1)	(0.0)	(0.0)	(0.0)	(0.2)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)
Interest expense	3.6	2.3	3.2	6.2	1.5	1.6	1.6	1.2	5.8	1.1	1.0	1.4	1.4	5.0	1.4	1.4	1.4	1.4	5.7
FX transaction (loss) gain	0.1	(0.0)	(0.2)	0.2	0.0	(0.0)	0.0	(0.0)	0.0	(0.0)	0.1	0.1	0.1	0.3	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Total other expense (income):	3.4	2.2	2.8	5.9	1.3	1.3	1.4	(3.5)	0.5	1.0	1.1	1.5	1.5	5.1	1.4	1.4	1.4	1.4	5.5
Pre-tax income (loss)	5.9	23.1	26.7	8.8	(3.6)	2.3	2.9	3.6	5.2	2.4	3.6	2.7	2.0	10.6	3.1	2.6	2.7	2.8	11.3
Income tax expense (benefit)	3.1	7.6	7.0	2.6	(0.2)	0.3	1.7	0.6	2.4	0.9	1.4	1.1	0.8	4.1	1.1	0.9	1.0	1.0	4.1
Net income (loss)	2.8	15.5	19.7	6.2	(3.4)	2.0	1.1	3.0	2.8	1.5	2.2	1.6	1.2	6.5	2.0	1.7	1.7	1.7	7.2
EPS	\$ 0.06	\$ 0.30	\$ 0.39	\$ 0.12	\$ (0.07)	\$ 0.04	\$ 0.02	\$ 0.06	\$ 0.06	\$ 0.03	\$ 0.04	\$ 0.03	\$ 0.02	\$ 0.13	\$ 0.04	\$ 0.03	\$ 0.03	\$ 0.03	\$ 0.14
Net income (loss) - adjusted (2)	14.1	23.1	26.9	20.1	0.7	3.8	2.5	3.0	10.0	3.7	4.1	3.8	3.5	15.1	4.3	3.8	3.8	3.8	15.7
EPS (loss) - adjusted (2)	\$ 0.29	\$ 0.45	\$ 0.53	\$ 0.40	\$ 0.01	\$ 0.08	\$ 0.05	\$ 0.06	\$ 0.20	\$ 0.07	\$ 0.08	\$ 0.08	\$ 0.07	\$ 0.30	\$ 0.09	\$ 0.08	\$ 0.08	\$ 0.07	\$ 0.31
Weighted avg. shares	49.4	51.8	50.4	50.2	48.5	49.6	50.2	50.6	49.7	50.3	50.1	50.0	49.9	50.1	50.2	50.4	50.7	50.9	50.6
EBITDA (1)	19.4	32.3	35.8	28.5	2.2	6.0	4.7	4.2	17.1	5.0	6.3	5.6	5.0	21.9	6.3	5.5	5.6	5.6	23.0
EBITDA - adjusted (3)	28.3	38.8	43.3	37.7	4.4	7.1	7.1	6.5	25.1	7.4	8.3	8.0	7.4	31.1	8.8	8.0	8.1	8.1	33.0

- (1) Excludes 1x items
- (2) III calculated results which excludes 1x items, stock comp and amortization expense
- (3) Adjusted EBITDA excludes 1x items and stock compensation

Margin Analysis

Gross margin	39.8%	39.4%	40.7%	38.5%	36.1%	39.5%	40.4%	41.5%	39.3%	43.1%	42.2%	42.0%	41.6%	42.2%	42.0%	42.2%	42.3%	41.9%	42.1%
Operating margin	3.7%	9.1%	10.3%	5.0%	-3.7%	5.7%	7.0%	0.3%	2.3%	5.7%	7.6%	6.9%	5.7%	6.5%	7.2%	6.3%	6.5%	6.5%	6.6%
Operating margin - adjusted	5.3%	9.7%	10.6%	7.7%	1.0%	6.8%	5.1%	5.2%	4.5%	6.5%	8.3%	7.3%	6.2%	7.1%	8.0%	6.7%	6.9%	6.8%	7.1%
EBITDA margin	7.8%	11.6%	12.5%	9.8%	3.4%	9.3%	7.8%	7.2%	6.9%	8.4%	10.2%	9.2%	8.1%	9.0%	10.0%	8.7%	8.8%	8.8%	9.1%
EBITDA margin - adjusted	11.4%	14.0%	15.1%	12.9%	6.9%	11.1%	11.6%	11.3%	10.2%	12.4%	13.5%	13.2%	12.0%	12.8%	14.0%	12.7%	12.8%	12.6%	13.0%
Net income margin	1.1%	5.6%	6.9%	2.1%	-5.3%	3.2%	1.9%	5.3%	1.1%	2.5%	3.5%	2.7%	2.0%	2.7%	3.2%	2.7%	2.7%	2.7%	2.8%
Net income margin - adjusted	5.7%	8.3%	9.4%	6.9%	1.1%	5.9%	4.0%	5.2%	4.0%	6.2%	6.7%	6.2%	5.7%	6.2%	6.8%	6.0%	6.0%	5.9%	6.2%
Tax rate	53.1%	32.8%	26.1%	29.8%	6.4%	12.0%	60.2%	16.6%	45.7%	37.9%	38.7%	39.0%	39.0%	38.7%	35.0%	35.0%	37.5%	37.5%	36.2%
Growth Rate Analysis Y/Y																			
Total revenue	-6.3%	11.5%	3.0%	1.7%	-18.1%	-13.9%	-14.6%	-12.7%	-14.9%	-7.3%	-4.2%	-0.4%	6.1%	-1.7%	5.3%	3.0%	4.1%	4.8%	4.3%
Operating income	-30.6%	172.6%	16.7%	-50.4%	-133.6%	-24.9%	-31.0%	105.1%	-60.6%	243.3%	27.8%	-2.7%	1839.1%	173.1%	32.8%	-13.9%	-1.5%	20.3%	7.0%
Operating income - adjusted	-12.9%	103.9%	12.6%	-26.7%	-91.0%	-26.6%	-55.1%	53.9%	-49.7%	486.5%	17.1%	42.2%	26.6%	54.4%	29.4%	-16.8%	-2.6%	14.5%	4.1%
EBITDA	-11.3%	66.3%	10.7%	-20.3%	-75.8%	-20.3%	-44.4%	18.5%	-40.1%	129.8%	4.9%	18.6%	18.9%	27.9%	25.8%	-12.3%	-0.3%	13.1%	5.2%
EBITDA - adjusted	-10.1%	37.0%	11.5%	-12.9%	-59.8%	-29.9%	-33.5%	10.7%	-33.3%	67.6%	16.7%	13.5%	12.8%	23.7%	18.4%	-3.4%	1.1%	10.2%	6.2%
Net income	-17.6%	463.9%	27.0%	-68.8%	-197.1%	-12.6%	-64.1%	206.0%	-53.9%	143.9%	7.1%	43.3%	-60.2%	129.9%	36.7%	-21.4%	3.9%	44.1%	10.4%
EPS	-19.6%	437.8%	30.4%	-68.6%	-200.7%	-11.3%	-64.1%	-204.4%	-53.5%	-142.4%	5.9%	43.6%	-59.6%	128.2%	36.9%	-21.9%	2.6%	41.2%	9.3%
Net income - adjusted	1.1%	64.2%	16.3%	-25.4%	-88.0%	-28.5%	-56.5%	-3.2%	-50.4%	410.6%	9.5%	54.0%	17.2%	51.8%	16.6%	-7.6%	0.2%	8.9%	4.0%
EPS - adjusted	-1.4%	56.6%	19.4%	-25.0%	-87.6%	-27.4%	-56.4%	-4.8%	-49.9%	392.7%	8.3%	54.4%	18.9%	50.7%	16.8%	-8.2%	-1.1%	6.7%	3.1%
Share count	2.6%	4.9%	-2.6%	-0.5%	-3.6%	-1.5%	-0.2%	1.6%	-0.9%	3.6%	1.1%	-0.3%	-1.4%	0.7%	-0.1%	0.6%	1.3%	2.0%	0.9%

Source: Company Reports, Stonegate Capital Markets estimates

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Stonegate Capital Partners, Inc.
Dave Storms, CFA
Dave@stonegateinc.com
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