STONEGATE CAPITAL PARTNERS

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INDUSTRY: CONSULTING SERVICES

RESEARCH UPDATE

INFORMATION SERVICES GROUP, INC. (NASDAQ: III)

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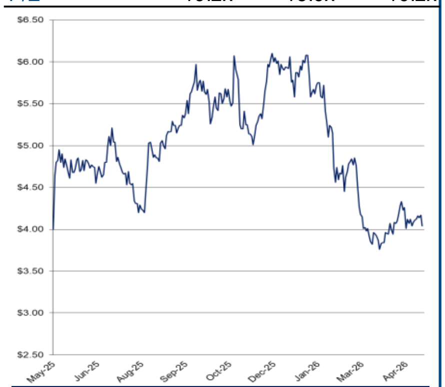
Market Statistics	
Price	$ 4.04
52 week Range	$3.74 - $6.45
Daily Vol (3-mo. average)	267,287
Market Cap ($M):	$ 192.6
Enterprise Value ($M):	$ 234.5
Shares Outstanding: ($M)	47.7
Float (M)	35.0
Public Ownership	15.2%
Institutional Ownership	69.2%

Financial Summary	
Cash ($)	$ 22.7
Cash/Share	$ 0.48
Debt ($)	$ 59.2
Equity ($)	$ 94.2
Equity/Share	$ 1.98

FYE: DEC	2025	2026E	2027E
(in $M)			
Rev	$ 244.7	$ 251.7	$ 259.5
Chng%	-1.2%	2.8%	3.1%
EBITDA	$ 32.2	$ 34.7	$ 38.3
Net Income	$ 7.9	$ 10.9	$ 12.5
EPS	$ 0.2	$ 0.22	$ 0.25
EV/Revenue	1.0x	0.9x	0.9x
EV/EBITDA	9.8x	6.8x	6.1x
P/E	19.2x	18.6x	16.2x



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.

III Reports First Quarter Results

III's 1Q26 strengthened the case that ISG's AI strategy is becoming increasingly monetizable through governance, recurring revenue, and platform-enabled advisory work. The clearest proof point was the company's largest-ever contract, a multiyear AI governance engagement with a top global manufacturer, which highlights how enterprise AI adoption is creating incremental demand for spend management, vendor oversight, and transformation support. Management commentary also suggests enterprise spending priorities remain aligned with ISG's strengths in governance, sourcing, and AI-enabled transformation.

Quarterly Results – III reported revenue, adj. EBITDA, and adj. EPS of $61.2M, $8.3M, and $0.09, respectively. This compares to our/consensus estimates of $60.8M/$60.8M, $8.0M/$7.7M, and $0.07/$0.08, respectively. The quarter reflected improving mix and operating leverage, as modest top-line growth converted into 111 bps of adj. EBITDA margin expansion to 13.5% and a 48% increase in operating income to $5.0M. GAAP net income increased 83% y/y to $2.7M, while cash used in operations was $0.7M, consistent with normal 1Q seasonality. Recurring revenue increased 9% y/y and reached ~47% of total revenue, while AI-related revenue reached ~$21M, or roughly one-third of revenue.

AI Platform Expansion – AI-related revenue increased from ~$12M last year to ~$21M in 1Q26, reflecting broader enterprise demand for governance, sourcing, and AI-enabled transformation work. The new $17M governance win begins with implementation, then shifts to a fixed-fee structure, with contribution expected near the end of 2Q and roughly $2M of annualized revenue beginning in 3Q. Tango continues to scale, with more than $27B of contract value flowing through the platform, while the AI Maturity Index is helping expand ISG's reach into mid-market customers where internal AI expertise is typically more limited.

Maintained Product/Service Mix & Demand – Europe drove the regional recovery, with revenue up 25% to $17.3M, supported by advisory, software, governance, and strength across consumer, insurance, and health sciences. Americas revenue declined 3% y/y to $39.8M, but improved sequentially, and management expects y/y growth in 2Q. Asia-Pacific revenue declined 15% to $4.1M, though management expects a ~20% sequential rebound in 2Q as public-sector work improves. Management highlighted health sciences, consumer, public sector, and governance as the most active areas of client spending.

Guidance – ISG provided 2Q26 guidance for revenue of $62.5M–$63.5M and adj. EBITDA of $8.0M–$9.0M, implying continued y/y growth and margin expansion. Management acknowledged clients remain measured given macro and geopolitical uncertainty, but noted current demand trends are continuing. Near-term visibility is supported by improving APAC activity, expected Americas growth, Europe's recovery, and the initial contribution from the large governance contract in 2H26.

Valuation – We use both a DCF and EV/EBITDA comp analysis to guide our valuation. Our DCF analysis produces a valuation range of $6.23 to $7.93 with a mid-point of $6.98. Our EV/EBITDA valuation results in a range of $6.19 to $6.99 with a mid-point of $6.59.

Summary

Exhibit 1: Quarterly Results Comparison to Model

	1Q26 Results		
	Reported	Modeled	Notes
Revenue	61.2	60.8	Revenues above our expectations.
COGS	34.8	33.9	
Gross profit	**26.4**	**26.9**	GPM in-line with our expectations
GPM	**43.1%**	**44.3%**	
SG&A	20.3	21.2	
D&A	1.0	1.1	
Operating exp	21.4	22.3	
EBIT - Adj	**5.5**	**4.8**	Outperformance to our model due to strong GPM
OPM	**8.9%**	**8.0%**	
EBITDA adjusted	**8.3**	**8.0**	Adj. EBITDA margin in-line with our expectations
Margin	**13.5%**	**13.1%**	
Net income	2.7	2.3	
EPS	**$ 0.05**	**$ 0.05**	
Net income - adjusted	4.3	3.8	
EPS - adjusted	**$ 0.09**	**$ 0.07**	

Source: Company Reports, Stonegate Capital Markets, Inc.

INVESTMENT FACTORS

Information Services Group (III) 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 and AI spending. Additionally, acquisitions have helped the Company widen its product and services offering as well as increase its global reach. Furthermore, emerging concepts like Artificial Intelligence 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, III appears well positioned to capture growth.

Investment Positives

Increased global AI spending to enhance future revenues and profitability – AI spending by providers and organizations continues to increase with a growing need from customers who rely on outside consultants for guidance, driven by a greater urgency and an accelerated pace of change that widens the gap between organizations' digitals business goals, and their internal resources and capabilities. Against this backdrop, III is likely to benefit from increased AI spending, consequently leading to higher growth and profitability.

Vendor independence and proprietary data assets act as a competitive advantage – Unlike many of III's competitors, the Company maintains independence and objectivity by not being a service provider. Consequently, clients view III as a trusted advisor with an unbiased approach. Additionally, III 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 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.

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, III is well positioned to capitalize on the above opportunities.

Management focused on building business for the long-term – III 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%, 30%, 33%, and 35% of 2025, 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 currently has a manageable debt level. As of December 2025, the Company had outstanding debt of $59.2M. 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 2025 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 demand trends. Thereafter, we assume III can maintain a mid-single digit revenue growth rate driven by its AI alignment, digital advisory services, and increasing revenue generation from recurring revenue service offerings. Additionally, we assume no acquisition growth. Our DCF valuation shows a range of between $6.31 per share to $8.04 per share, with a mid-point of $7.07 per share.

Sensitivity Analysis:

Discount Rate	Terminal Growth Rates: 1.0%	1.5%	2.0%	2.5%	3.0%
9.0%	$7.60	$7.94	$8.34	$8.79	$9.32
9.5%	$7.04	$7.33	$7.66	$8.04	$8.47
10.0%	$6.54	$6.79	$7.07	$7.39	$7.75
10.5%	$6.10	$6.31	$6.55	$6.82	$7.12
11.0%	$5.70	$5.88	$6.09	$6.32	$6.58

Comps Analysis

Based on our forward estimates, III is trading at 0.9x EV/S, 6.1x EV/EBITDA, and a 16.2x P/E versus comps at a median of 1.3x EV/S, 8.2x EV/EBITDA, and a 11.1x P/E.

Comparative Analysis

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

						EV/S (2)			EV/EBITDA (2)			P/E (2)		
Name	Ticker	Price (1)	Sh	Mrkt Cap	EV	LTM	2026 E	2027 E	LTM	2026 E	2027 E	LTM	2026 E	2027 E
Gartner Inc	IT	$158.65	66.95	$ 10,621.9	$ 12,310.1	1.9x	1.9x	1.8x	9.2x	7.8x	7.5x	15.8x	11.6x	10.3x
FTI Consulting Inc	FCN	$163.90	29.57	$ 4,846.5	$ 5,655.2	1.5x	1.4x	1.3x	12.7x	12.9x	11.4x	19.4x	17.7x	14.8x
Huron Consulting Group Inc	HURN	$119.97	15.20	$ 1,823.4	$ 2,686.3	1.6x	1.5x	1.4x	11.6x	10.0x	8.9x	20.5x	13.6x	11.8x
Forrester Research Inc	FORR	$ 6.87	19.18	$ 131.7	$ 75.4	0.2x	0.2x	0.2x	1.3x	2.7x	2.6x	nm	9.0x	7.6x
CRA International Inc	CRAI	$139.58	6.46	$ 902.0	$ 1,149.6	1.5x	1.4x	1.4x	12.8x	11.6x	10.8x	19.4x	15.8x	14.6x
Hackett Group Inc	HCKT	$ 10.74	25.22	$ 270.9	$ 345.9	1.2x	1.2x	1.2x	9.0x	5.8x	5.2x	20.8x	7.2x	6.5x
					Average	**1.3x**	**1.3x**	**1.2x**	**9.4x**	**8.5x**	**7.7x**	**19.2x**	**12.5x**	**10.9x**
					Median	**1.5x**	**1.4x**	**1.3x**	**10.4x**	**8.9x**	**8.2x**	**19.4x**	**12.6x**	**11.1x**
Information Services Group, Inc	**III**	**$4.04**	**47.7**	**$ 192.6**	**$ 234.5**	**1.0x**	**0.9x**	**0.9x**	**9.8x**	**6.8x**	**6.1x**	**19.2x**	**18.6x**	**16.2x**

(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 8.5x to 9.5x 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 $6.07 to $6.87 with a mid-point of $6.47.

We also list the following catalysts for the stock in 2026 and beyond:

- Increasing AI revenue as a % of sales ……..…………………………………………...2026+
- Increasing recurring revenue as a % of sales …………………………………………...2026+
- Continued growth of ISG Tango……………………...………………………………2026+
- New acquisition announcements…………………………………….......……………2026+

DISCOUNTED CASH FLOW ANALYSIS

Information Services Group, Inc.
Discounted Cash Flow Model (in $M, except per share amounts)

Estimates:	2024	2025	2026 E	2027 E	2028 E	2029 E	2030 E	2031 E	2032 E	2033 E	2034 E	2035 E	Terminal Value
Revenue	247.6	244.7	251.7	259.5	274.8	292.7	312.3	334.7	360.9	389.7	420.9	454.6	
Opearting Income	11.2	19.8	22.6	25.5	27.8	31.0	35.0	41.8	46.2	50.7	57.2	61.8	
Less: Taxes (benefit)	2.4	5.2	6.6	7.3	8.0	8.9	10.0	12.0	13.3	14.5	16.4	17.7	
NOPAT	8.8	14.6	16.0	18.2	19.8	22.1	24.9	29.8	32.9	36.1	40.8	44.1	
Plus: D&A	5.9	4.5	4.3	4.4	4.4	4.1	3.7	3.3	4.1	4.5	4.8	5.2	
Plus: Changes in WC	9.9	6.5	2.5	0.3	(1.4)	(2.6)	(2.8)	(2.8)	(3.1)	(3.1)	(3.2)	(3.4)	
Less: Capex	(2.8)	(4.0)	(2.3)	(2.3)	(2.5)	(2.6)	(2.8)	(3.0)	(3.2)	(3.5)	(3.8)	(4.1)	
Free Cash Flow	21.8	21.7	20.6	20.5	20.3	20.9	23.1	27.3	30.8	34.0	38.7	41.8	533.0
Discount period - months			9	21	33	45	57	69	81	93	105	117	
Discount period - years			0.8	1.8	2.8	3.8	4.8	5.8	6.8	7.8	8.8	9.8	
Discount factor			0.93	0.85	0.77	0.70	0.64	0.58	0.53	0.48	0.43	0.39	
PV of FCF			19.1	17.4	15.6	14.7	14.7	15.8	16.2	16.2	16.8	16.5	210.5
Growth rate assumptions:													
Revenue		-1.2%	2.8%	3.1%	5.9%	6.5%	6.7%	7.2%	7.8%	8.0%	8.0%	8.0%	
Operating Income		76.9%	13.9%	13.1%	8.7%	11.8%	12.7%	19.6%	10.4%	9.7%	13.0%	8.0%	
EBITDA		42.5%	10.5%	11.2%	7.4%	9.2%	10.3%	16.7%	11.4%	9.5%	12.6%	8.0%	
Free Cash Flow		-0.3%	-5.3%	-0.1%	-0.9%	3.0%	10.1%	18.5%	12.6%	10.4%	13.9%	8.0%	
Margin assumptions:													
Operating Income	4.5%	8.1%	9.0%	9.8%	10.1%	10.6%	11.2%	12.5%	12.8%	13.0%	13.6%	13.6%	
D&A as a % of sales	2.4%	1.9%	1.7%	1.7%	1.6%	1.4%	1.2%	1.0%	1.2%	1.2%	1.2%	1.2%	
EBITDA	6.9%	10.0%	10.7%	11.5%	11.7%	12.0%	12.4%	13.5%	14.0%	14.2%	14.8%	14.8%	
Taxes	21.3%	26.2%	29.3%	28.7%	28.7%	28.7%	28.7%	28.7%	28.7%	28.7%	28.7%	28.7%	
Changes in WC	4.0%	2.7%	1.0%	0.1%	-0.5%	-0.9%	-0.9%	-0.9%	-0.9%	-0.8%	-0.8%	-0.8%	
Capex as a % of sales	-1.1%	-1.6%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	-0.9%	

Valuation:

Shares outstanding	47.7
PV of FCF	163.0
PV of Terminal Value	210.5
Enterprise Value	373.5
less: Net Debt	36.5
Estimated Total Value:	337.0
Est Equity Value/share:	**$7.07**
Current Price	$4.04

Sensitivity Analysis:

		Terminal Growth Rates				
		1.0%	1.5%	2.0%	2.5%	3.0%
Discount Rate	9.0%	$7.60	$7.94	$8.34	$8.79	$9.32
	9.5%	$7.04	$7.33	$7.66	$8.04	$8.47
	10.0%	$6.54	$6.79	$7.07	$7.39	$7.75
	10.5%	$6.10	$6.31	$6.55	$6.82	$7.12
	11.0%	$5.70	$5.88	$6.09	$6.32	$6.58

Source: Company Reports, Stonegate Capital Markets

INCOME STATEMENT

Information Services Group, Inc. (NASDAQ: III)
Consolidated Statements of Income (i
Fiscal Year: December

	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	Q1 Mar-25	Q2 Jun-25	Q3 Sep-25	Q4 Dec-25	FY 2025	Q1 Mar-26	Q2 E Jun-26	Q3 E Sep-26	Q4 E Dec-26	FY 2026 E	Q1 E Mar-27	Q2 E Jun-27	Q3 E Sep-27	Q4 E Dec-27	FY 2027 E
Revenues																				
Revenues	$ 249.1	$ 277.8	$ 286.3	$ 291.1	$ 247.6	$ 59.6	$ 61.6	$ 62.4	$ 61.2	$ 244.7	$ 61.2	$ 63.3	$ 63.9	$ 63.2	$ 251.7	$ 63.0	$ 65.2	$ 65.9	$ 65.4	$ 259.5
Total revenue	**$ 249.1**	**$ 277.8**	**$ 286.3**	**$ 291.1**	**$ 247.6**	**$ 59.6**	**$ 61.6**	**$ 62.4**	**$ 61.2**	**$ 244.7**	**$ 61.2**	**$ 63.3**	**$ 63.9**	**$ 63.2**	**$ 251.7**	**$ 63.0**	**$ 65.2**	**$ 65.9**	**$ 65.4**	**$ 259.5**
Operating expenses																				
Direct costs and expenses for advisors	149.9	168.5	169.7	178.9	150.3	33.9	35.6	36.0	33.8	139.3	34.8	36.1	36.7	35.7	143.3	35.8	36.4	37.8	37.2	147.2
Selling, general and administrative	83.8	78.8	81.8	91.3	85.6	21.2	20.1	20.6	21.2	83.1	20.3	20.9	21.0	21.0	83.2	21.1	21.1	21.1	21.1	84.4
Depreciation and amortization	6.2	5.3	5.4	6.3	5.9	1.1	1.2	1.1	1.1	4.5	1.0	1.1	1.1	1.1	4.3	1.1	1.1	1.1	1.1	4.4
Total operating expenses	239.9	252.6	256.8	276.4	241.8	56.2	56.9	57.8	56.1	226.9	56.2	58.1	58.8	57.8	230.8	58.0	58.5	60.0	59.4	235.9
Operating income (loss)	**9.3**	**25.3**	**29.5**	**14.6**	**5.8**	**3.4**	**4.7**	**4.6**	**5.1**	**17.8**	**5.0**	**5.3**	**5.1**	**5.5**	**20.9**	**5.0**	**6.6**	**5.9**	**6.0**	**23.5**
Operating income (loss) - adjusted (1)	**13.3**	**27.0**	**30.4**	**22.3**	**11.2**	**3.9**	**5.1**	**5.5**	**5.3**	**19.8**	**5.5**	**5.5**	**5.6**	**6.0**	**22.6**	**5.5**	**7.1**	**6.4**	**6.5**	**25.5**
Other expense (income):																				
Interest income	(0.3)	(0.1)	(0.2)	(0.5)	(0.8)	(0.1)	(0.0)	(0.0)	(0.0)	(0.2)	(0.0)	(0.1)	(0.1)	(0.1)	(0.2)	(0.1)	(0.1)	(0.1)	(0.1)	(0.2)
Interest expense	3.6	2.3	3.2	6.2	5.8	1.1	1.0	1.1	0.9	4.1	0.9	1.0	1.0	1.0	3.8	1.0	1.0	1.0	1.0	4.0
FX transaction (loss) gain	0.1	(0.0)	(0.2)	0.2	0.0	(0.0)	0.1	0.1	(0.1)	0.1	(0.2)	(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	0.5	1.0	1.1	1.8	0.8	4.7	0.7	0.9	0.9	0.9	3.4	0.9	0.9	0.9	0.9	3.7
Pre-tax income (loss)	**5.9**	**23.1**	**26.7**	**8.8**	**5.2**	**2.4**	**3.6**	**4.2**	**4.4**	**13.1**	**4.3**	**4.4**	**4.2**	**4.6**	**17.5**	**4.1**	**5.7**	**5.0**	**5.1**	**19.8**
Income tax expense (benefit)	3.1	7.6	7.0	2.6	2.4	0.9	1.4	1.1	1.8	5.2	1.6	1.7	1.6	1.7	6.6	1.5	2.1	1.8	1.9	7.3
Net income (loss)	**2.8**	**15.5**	**19.7**	**6.2**	**2.8**	**1.5**	**2.2**	**3.1**	**2.6**	**7.9**	**2.7**	**2.7**	**2.6**	**2.8**	**10.9**	**2.6**	**3.6**	**3.1**	**3.2**	**12.5**
EPS	**$ 0.06**	**$ 0.30**	**$ 0.39**	**$ 0.12**	**$ 0.06**	**$ 0.03**	**$ 0.04**	**$ 0.06**	**$ 0.05**	**$ 0.16**	**$ 0.05**	**$ 0.05**	**$ 0.05**	**$ 0.06**	**$ 0.22**	**$ 0.05**	**$ 0.07**	**$ 0.06**	**$ 0.06**	**$ 0.25**
Net income (loss) - adjusted (2)	**14.1**	**23.1**	**26.9**	**20.1**	**10.0**	**3.7**	**4.1**	**4.7**	**4.9**	**17.4**	**4.3**	**4.4**	**4.6**	**4.8**	**18.0**	**4.6**	**5.3**	**4.7**	**4.7**	**19.4**
EPS (loss) - adjusted (2)	**$ 0.29**	**$ 0.45**	**$ 0.53**	**$ 0.40**	**$ 0.20**	**$ 0.07**	**$ 0.08**	**$ 0.09**	**$ 0.10**	**$ 0.35**	**$ 0.09**	**$ 0.09**	**$ 0.09**	**$ 0.10**	**$ 0.36**	**$ 0.09**	**$ 0.11**	**$ 0.09**	**$ 0.10**	**$ 0.39**
Weighted avg. shares	49.4	51.8	50.4	50.2	49.7	50.3	50.1	50.4	50.5	50.3	50.2	50.1	50.1	50.0	50.1	50.0	49.9	49.9	49.8	49.9
EBITDA (1)	**19.4**	**32.3**	**35.8**	**28.5**	**17.1**	**5.0**	**6.3**	**6.7**	**6.4**	**24.4**	**6.5**	**6.6**	**6.7**	**7.1**	**26.9**	**6.6**	**8.2**	**7.5**	**7.6**	**29.9**
EBITDA - adjusted (3)	**28.3**	**38.8**	**43.3**	**37.7**	**25.1**	**7.4**	**8.3**	**8.4**	**8.1**	**32.2**	**8.3**	**8.6**	**8.7**	**9.1**	**34.7**	**8.7**	**10.3**	**9.6**	**9.7**	**38.3**

(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

	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	Q1 Mar-25	Q2 Jun-25	Q3 Sep-25	Q4 Dec-25	FY 2025	Q1 Mar-26	Q2 E Jun-26	Q3 E Sep-26	Q4 E Dec-26	FY 2026 E	Q1 E Mar-27	Q2 E Jun-27	Q3 E Sep-27	Q4 E Dec-27	FY 2027 E
Margin Analysis																				
Gross margin	39.8%	39.4%	40.7%	38.5%	39.3%	43.1%	42.2%	42.2%	44.8%	43.1%	43.1%	43.0%	42.6%	43.6%	43.1%	43.3%	44.2%	42.6%	43.1%	43.3%
Operating margin	3.7%	9.1%	10.3%	5.0%	2.3%	5.7%	7.6%	7.4%	8.4%	7.3%	8.2%	8.3%	8.0%	8.6%	8.3%	8.0%	10.2%	8.9%	9.1%	9.1%
Operating margin - adjusted	5.3%	9.7%	10.6%	7.7%	4.5%	6.5%	8.3%	8.9%	8.7%	8.1%	8.9%	8.7%	8.8%	9.4%	9.0%	8.8%	10.9%	9.7%	9.9%	9.8%
EBITDA margin	7.8%	11.6%	12.5%	9.8%	6.9%	8.4%	10.2%	10.7%	10.5%	10.0%	10.7%	10.5%	10.5%	11.2%	10.7%	10.6%	12.6%	11.4%	11.6%	11.5%
EBITDA margin - adjusted	11.4%	14.0%	15.1%	12.9%	10.2%	12.4%	13.5%	13.5%	13.2%	13.2%	13.5%	13.6%	13.6%	14.3%	13.8%	13.9%	15.8%	14.5%	14.8%	14.8%
Net income margin	1.1%	5.6%	6.9%	2.1%	1.1%	2.5%	3.5%	4.9%	4.3%	3.2%	4.4%	4.3%	4.1%	4.5%	4.3%	4.1%	5.5%	4.7%	4.9%	4.8%
Net income margin - adjusted	5.7%	8.3%	9.4%	6.9%	4.0%	6.2%	6.7%	7.5%	8.1%	7.1%	7.0%	7.0%	7.1%	7.5%	7.2%	7.3%	8.2%	7.1%	7.3%	7.5%
Tax rate	53.1%	32.8%	26.1%	29.8%	45.7%	37.9%	38.7%	27.2%	40.3%	39.7%	37.2%	38.0%	38.0%	38.0%	37.8%	37.0%	37.0%	37.0%	37.0%	37.0%
Growth Rate Analysis Y/Y																				
Total revenue	-6.3%	11.5%	3.0%	1.7%	-14.9%	-7.3%	-4.2%	1.8%	5.9%	-1.2%	2.7%	2.9%	2.5%	3.3%	2.8%	3.0%	2.9%	3.1%	3.4%	3.1%
Operating income	-30.6%	172.6%	16.7%	-50.4%	-60.6%	243.3%	27.8%	6.8%	2775.4%	209.3%	47.7%	13.3%	11.2%	6.1%	17.3%	0.6%	25.2%	15.4%	9.5%	12.8%
Operating income - adjusted	-12.9%	103.9%	12.6%	-26.7%	-49.7%	486.5%	17.1%	75.3%	75.8%	76.9%	41.4%	7.9%	1.5%	12.4%	13.9%	1.4%	28.6%	14.0%	8.7%	13.1%
EBITDA	-11.3%	66.3%	10.7%	-20.3%	-40.1%	129.8%	4.9%	40.4%	53.7%	42.5%	31.0%	5.4%	0.6%	9.9%	10.5%	2.0%	23.8%	11.7%	7.4%	11.2%
EBITDA - adjusted	-10.1%	37.0%	11.5%	-12.9%	-33.3%	67.6%	16.7%	19.0%	23.6%	28.1%	11.8%	4.1%	3.3%	12.1%	7.7%	5.7%	19.5%	10.2%	6.8%	10.6%
Net income	-17.6%	463.9%	27.0%	-68.8%	-53.9%	143.9%	7.1%	166.2%	-14.0%	178.4%	82.5%	24.8%	-14.5%	8.4%	37.8%	-4.6%	31.4%	19.6%	12.2%	14.6%
EPS	-19.6%	437.8%	30.4%	-68.6%	-53.5%	-142.4%	5.9%	164.7%	-13.8%	175.0%	82.8%	24.8%	-13.9%	9.4%	38.4%	-4.2%	32.0%	20.0%	12.7%	15.1%
Net income - adjusted	1.1%	64.2%	16.3%	-25.4%	-50.4%	410.6%	9.5%	88.8%	65.6%	75.0%	16.5%	7.3%	-2.4%	-3.8%	3.5%	7.9%	20.0%	2.9%	-0.2%	7.5%
EPS - adjusted	-1.4%	56.6%	19.4%	-25.0%	-49.9%	392.7%	8.3%	87.7%	66.0%	72.8%	16.6%	7.3%	-1.7%	-2.9%	4.0%	8.3%	20.5%	3.3%	0.2%	7.9%
Share count	2.6%	4.9%	-2.6%	-0.5%	-0.9%	3.6%	1.1%	0.6%	-0.2%	1.2%	-0.2%	0.0%	-0.7%	-1.0%	-0.5%	-0.4%	-0.4%	-0.4%	-0.4%	-0.4%

Source: Company Reports, Stonegate Capital Markets estimates

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