



Annual General Meeting

22nd November 2016

ASX:JCS

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Board of Directors

Bruce Hatchman



Non-Executive Chairman

David Franks



**Non-Executive Director and
Company Secretary**

Mark Jobling



Non-Executive Director



Chairman's Address

BRUCE HATCHMAN



JCurve Solutions has a diverse and expanding Solutions Portfolio for businesses of all sizes



BUSINESS MANAGEMENT / ERP



- Software to help businesses grow
- NetSuite is the #1 in cloud ERP, including the small business JCurve ERP edition
- Over 30,000 customers globally run on NetSuite
- Includes financials, CRM, inventory management and eCommerce capabilities
- Partnerships with a growing list of third party integrations

TELECOM EXPENSE MANAGEMENT (TEMS)



- Simplifying telecom management
- Automates the administration of telecoms expenditure and improves visibility of usage
- Optus TEM is a white labelled edition of JTel
- Responding to bill shock caused by excess data and/or voice charges



JCurve Solutions is well positioned in an evolving Business Management/ERP Market

Traditional Systems

Modern Cloud Technology

Small
business



Medium
business



Large
business



Our Turnaround Strategy – The Past 2 Years

JCurve Solutions has:

- 1) A substantially new Board and management team
- 2) Delivered financial results in line or ahead of guidance for FY2015 and FY2016
- 3) Conducted a strategic review and implemented significant changes to improve its financial stability and profitability

JCurve Solutions Strategic Priorities

Strategic Priority #1

Maximising value
from the TEMS
business

Strategic Priority #2

Leveraging our core
strengths and
capabilities

Strategic Priority #3

Investing to grow the
NetSuite business,
including the small
business JCurve ERP
edition

Achievement of Strategic Priority #1

Strategic opportunities	Objectives	Progress
<div data-bbox="71 818 155 901">1</div> Maximising value from the TEMS business	<ul style="list-style-type: none">• Drive productivity• Harvest cash to fund growth in NetSuite /New Opportunities and Development	<ul style="list-style-type: none">• \$4.3m of TEMS revenue generated in FY2016• Restructured operations have increased profitability and cash generation which is being used to grow JCurve Solutions ERP opportunities• Maintaining key customer relationships and expanding channel partner arrangements

Achievement of Strategic Priority #2

Strategic opportunities	Objectives	Progress
<p>2 Investing to grow the NetSuite business, including the small business JCurve ERP edition</p>	<ul style="list-style-type: none">• Customer growth• Build a large, sustainable and growing base of monthly recurring revenue	<ul style="list-style-type: none">• While overall customer numbers declined from 560 to 550 during the year, JCurve was able to achieve 13% growth in the number of recurring customer licenses and 19% growth in the average size of each new business deal in FY2016• \$4.5 million recurring revenue as at 30 June 2016• Signed a Solution Provider Partner agreement with NetSuite allowing JCurve to target businesses of all sizes across Australia and New Zealand creating a larger addressable market

Achievement of Strategic Priority #3

Strategic opportunities	Objectives	Progress
3 Leveraging our core strengths and capabilities	<ul style="list-style-type: none">• Diversify our product range• Expand our geographical footprint into Asia• Reinvest for further growth	<ul style="list-style-type: none">• Six new partnership agreements signed in September 2016 to expand our cloud ERP offering with new integrated functionality and capability• Preliminary investigation of multiple acquisition targets in Asia remains ongoing• Continued investment in research and development

FY2016 Financial Summary

P&L Extract

	FY2016 (\$m)	FY2015 (\$m)
Revenue	9.5	11.3
EBITDA loss	(3.1)	(6.1)
Add back: Impairment	3.0	5.2
Add back: Income tax credit	0.3	0.6
Net profit/(loss) (*)	0.2	(0.3)

* Excluding impairment and after income tax credit

Highlights

- 24% growth in JCurve ERP product division revenue
- 23% decline in revenue recognised from the TEMS product division
- \$1.5m of discontinued operations revenue recognised in FY2015
- \$3m goodwill from the acquisition of Full Circle and Phoneware was written off

Balance Sheet Extract

	June 2016 (\$m)	June 2015 (\$m)
Cash at Bank	2.4	2.0
Total Assets	7.4	10.2
Unearned Income	3.0	2.8
Total Liabilities	4.6	4.6
Net Assets	2.8	5.5
Net Tangible Assets	0.5	0.2

Highlights

- \$2.4m of cash held and debt free
- Net cash flow positive for FY2016
- Strong growth in the JCurve ERP product division recurring subscription revenue
- \$3m write down in the goodwill balance partially offset by improved operational and cash flow performance

FY2017 Market Guidance

Financials – Year ended 30 June			
	FY2016 Actual	FY2017 Market Guidance	Expected Growth
Revenue	\$9.5m	Range: \$10m to \$11m	5% to 12%
EBITDA	(\$0.1m) loss	Range: \$0.0m to \$0.2m profit	Not applicable
NPAT	\$0.2m profit	Range: \$0.3m to \$0.5m profit	50% to 150%

We are making solid progress towards the achievement of our market guidance for FY2017



CEO Address

STEPHEN CANNING



JCurve Solutions - Purpose and Vision

- We **enable** our **customers** to make lasting, substantial **improvements** to their **performance** and to grow into great businesses
- We **aspire** for JCurve Solutions to be the **most trusted** solutions partner for **growing businesses** throughout the Asia Pacific region

Leading Provider of NetSuite in AU & NZ



JCurve Solutions (JCS) is one of the largest Australian and New Zealand solution providers of NetSuite.

A proven approach to success – JCS has completed over 550 successful implementations of NetSuite's cloud ERP software, and has built one of the largest teams of NetSuite experts in Australia & New Zealand.



JCurve Solutions works closely with clients to maximise their investment in NetSuite.

A rapid implementation methodology has been developed to minimise business disruption and help realise the benefits of NetSuite cloud ERP quickly.

ERP Solutions for all businesses

JCurve ERP Edition for Small Business

Powered by NetSuite, this edition is designed for smaller businesses with up to 20 users.

JCurve Solutions holds the exclusive reseller rights for this edition.

Ability for customers to seamlessly upgrade to NetSuite ERP as they grow.

NetSuite ERP for Medium/Large Business

As a 5 Star NetSuite Solution Provider, JCurve Solutions provides NetSuite cloud solutions for businesses of any size.

Wholesale Distribution



Manufacturing



Retail



Software



Services



We have a proven approach to success

We offer a Complete Solution



Implementations



Consulting



Account
Management



Local Support
& Training

Our Competitive Advantage

LEADING PRODUCTS

- NetSuite including the JCurve ERP edition
- World class technology platforms
- A growing number of integrated third party partnerships
- A range of Telecom Expense management solutions

GREAT SERVICE AND CULTURE

- High performance culture
- On-going knowledgeable engagement
- Value add services incl. business consulting
- Improving customer satisfaction results

WORLD CLASS PARTNERS

- NetSuite Inc. - Provider of the world's #1 cloud ERP solution with more than 30k customers
- Leading technology platforms

The Year in Review

NetSuite Solution
Provider



New partnerships



Improving financial
stability



Multiple Awards



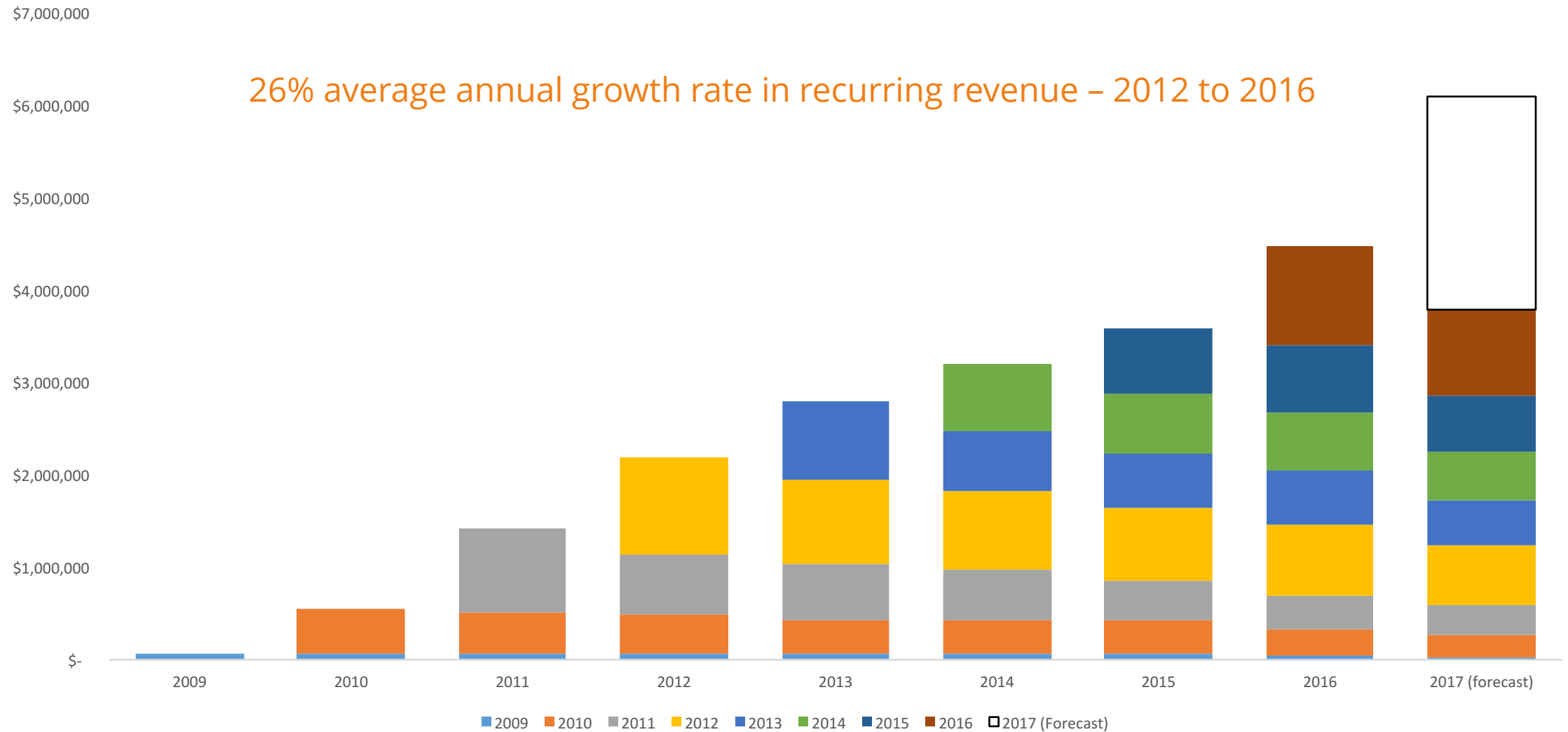
Growing Market
Profile



Diversification

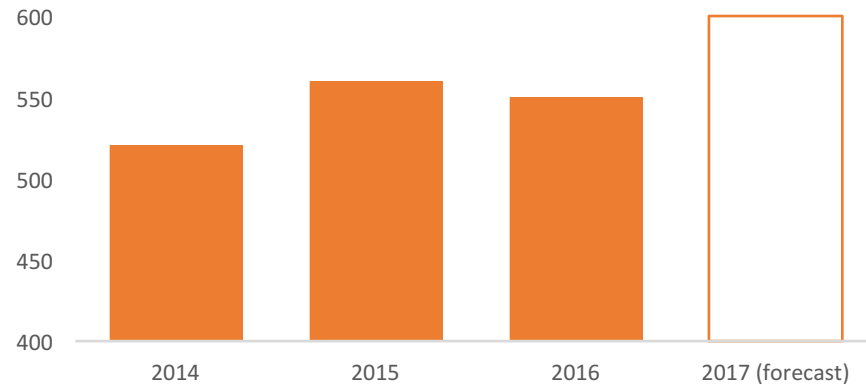


Continued Growth in ERP Recurring Revenue

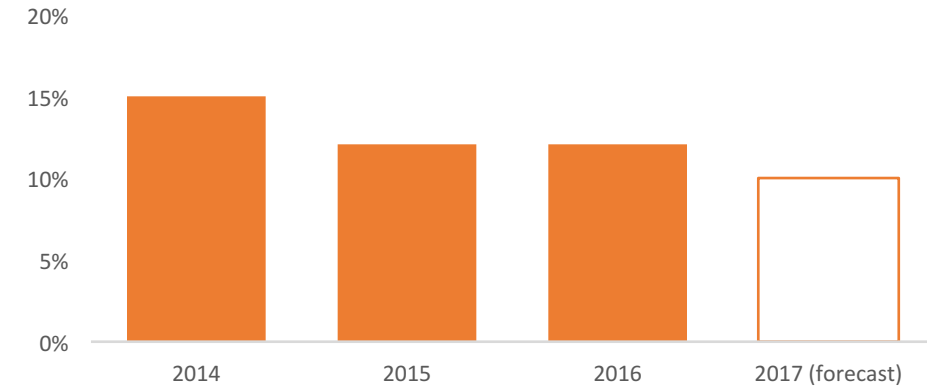


Business Performance – ERP Division

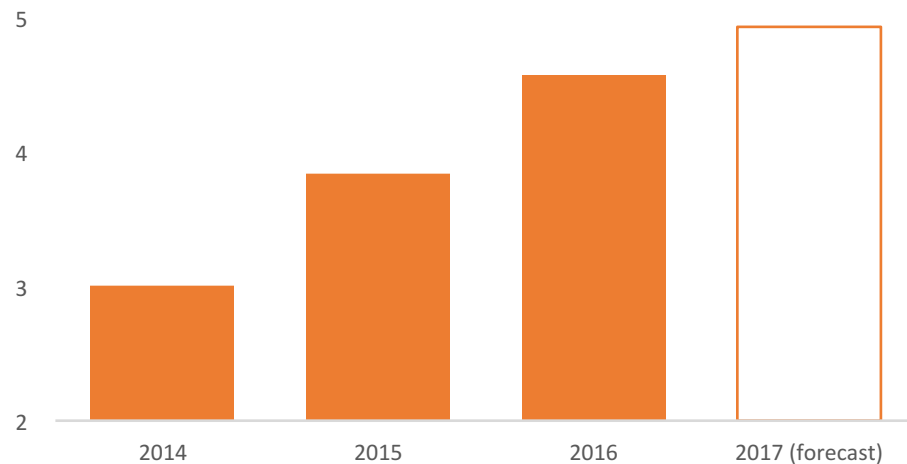
Number of Customers



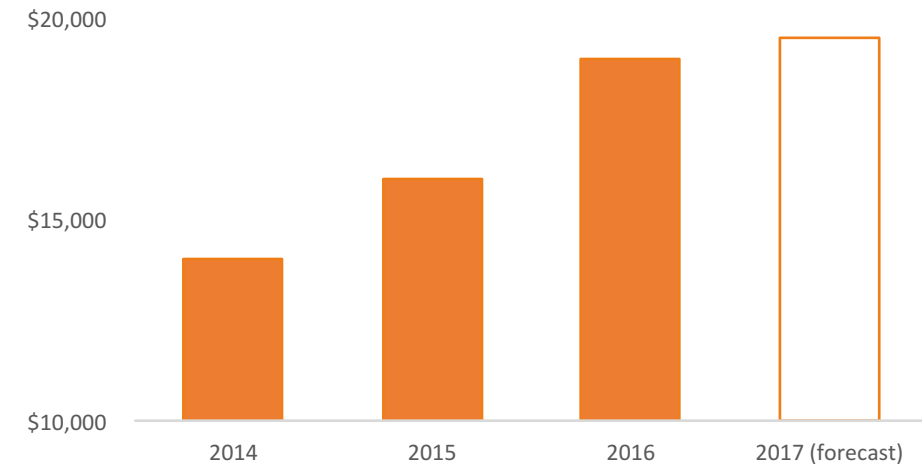
Churn by Contract Value



Number of Average Users Per Customer

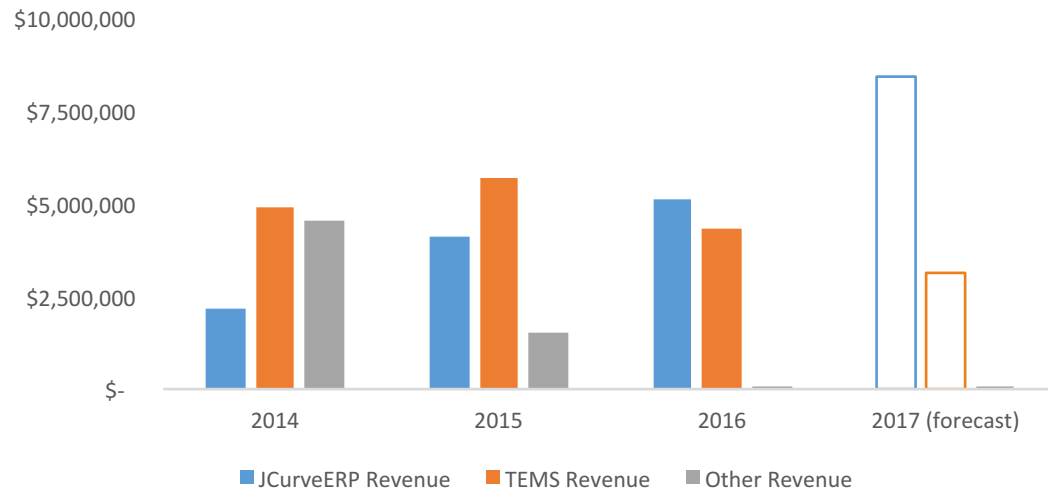


New Business Revenue Per Customer

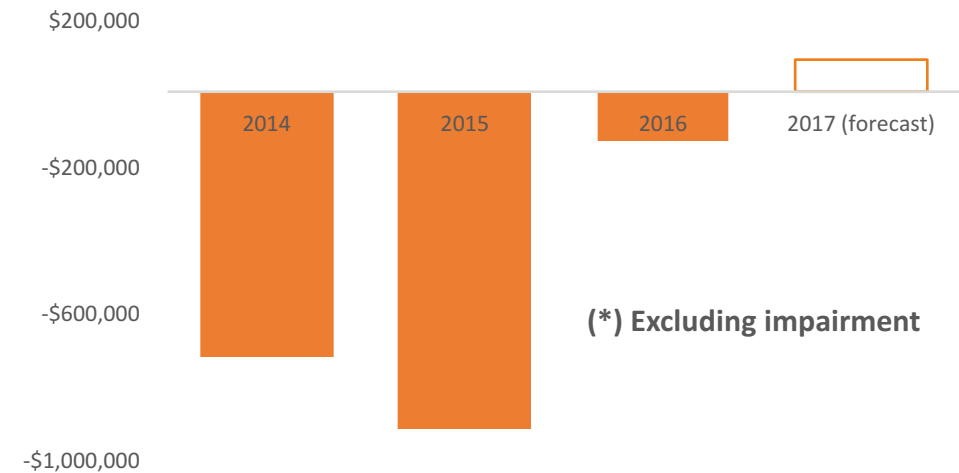


Financial Performance – JCurve Solutions

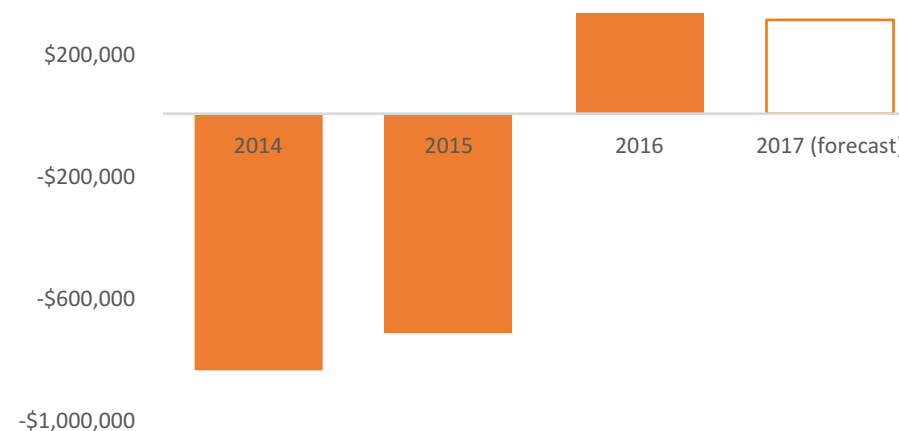
Revenue by Type



Consolidated Normalised EBITDA Result (*)



Consolidated Net Cash Flow



Overall Summary

SOLID FINANCIAL FOUNDATIONS

- Debt free
- \$2.4m cash at bank as at 30 June 2016
- Recurring revenue base of \$4.5m as at 30 June 2016 and growing
- Cash flow positive business
- Positive outlook

EXPOSURE TO GROWING MARKETS

- Cloud adoption
- SME sector
- Organic growth
- Diversification of revenue streams
- Targeted acquisitions

STRONG OPERATING FUNDAMENTALS

- 'All in one' unique product capability
- Growing customer base
- Strategic relationship with #1 vendor of cloud ERP software
- Expanding list of additional solutions

Key Contacts



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