



JCurve Solutions Annual General Meeting Presentation

20 November 2018 9:30am AEDT

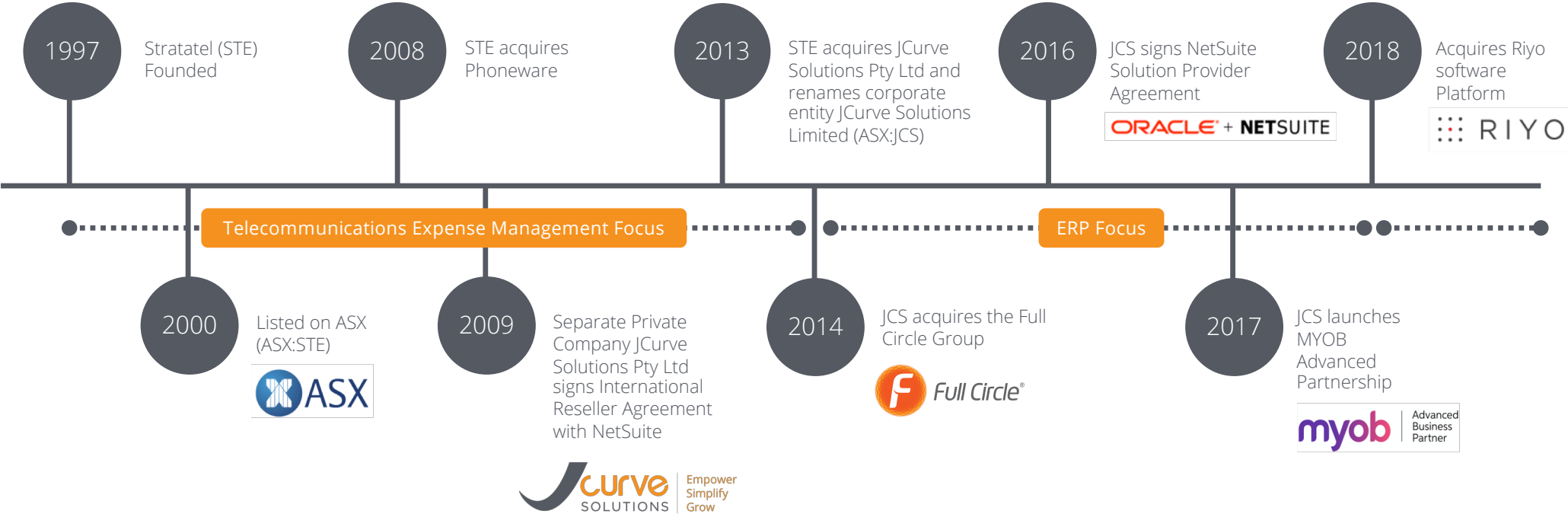
www.jcurvesolutions.com



ASX: JCS

Our History

JCurve Solutions has evolved into a listed **diversified solutions provider**



Our Team

JCurve Solutions is led by experienced **Directors and Senior Executives**

Board of Directors



Bruce Hatchman
Non-Executive Chairman
Appointed November 2014



David Franks
**Non-Executive Director
& Secretary**
Appointed September 2014



Mark Jobling
Non-Executive Director
Appointed April 2015

Executive Management Team



Stephen Canning
Chief Executive Officer
Appointed EMT January 2015



James Aulsebrook
Chief Financial Officer
Appointed EMT April 2016



Katrina Doring
Chief Operating Officer
Appointed EMT July 2016



Kate Massey
Chief Marketing Officer
Started at JCS September 2009
& appointed EMT July 2016



Bill Beedie
Sales Director
Appointed EMT October 2017



Peter Choo
Product Strategy Director
Started at JCS October 2015 &
appointed EMT October 2017

Our Focus



Enable our customers to make lasting, substantial improvements to their performance and to grow into great businesses



Become the most trusted solutions partner for growing businesses throughout the Asia Pacific region

Our Solution Portfolio

A diversified portfolio of cloud solutions that helps to **improve a businesses performance**

ERP

 Jcurve ERP

ORACLE + NETSUITE

RIYO

 RIYO

TEMS

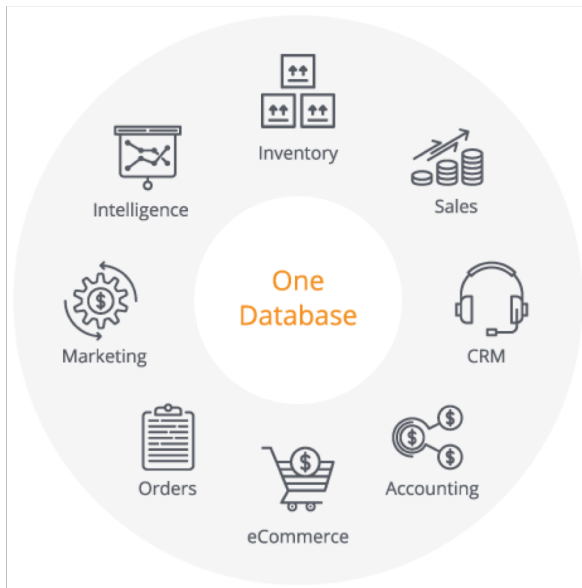
 Jtel
SIMPLIFYING
TELECOM MANAGEMENT

 Full Circle®

Our Enterprise Resource Planning (ERP) Solutions

Integrated software to manage **all parts of your business**

Single Unified Cloud ERP Software Solution



Our Products and Offering



JCS is NetSuite's largest worldwide partner by customer count



JCS has exclusivity to sell a small business edition of NetSuite branded as JCurve ERP



SuiteSuccess



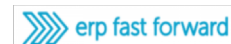
Mid market and enterprise editions. Seamless path of upgrading as business grow

Some of Our Customers and Partners

600+ Customers



Multiple Partnerships



Our Telecommunication Expense Management Solutions

Our TEM Solutions **simplify telecom management**

Solutions Available



Our Products and Offering



- Proprietary owned portfolio of solutions
- Automates the administration of telecoms expenditure and improves visibility of usage
- Responding to bill shock caused by excess data and/or voice charges

Some of Our Customers and Partners

100+ Customers



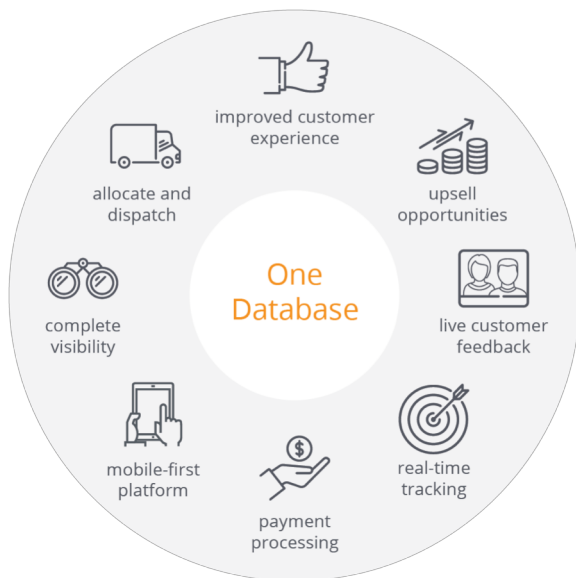
Partners



Our Service Management Software Solution

Helping businesses deliver an **exceptional customer experience**

Solutions Available



Our Products and Offering



- End-to-end service dispatch solution that manages bookings, dispatching, and payments
- Riyo helps service businesses manage their resources, improve visibility, exceed customer expectations, and regain control of the customer experience

Prospective Customers and Partners

- Installation & repair providers
- IT & computer service providers
- At-Home healthcare and aged care
- Retailers
- Telcos and service providers
- Automobile service providers
- Beauty & wellness providers
- Gardening & landscaping companies
- Home removal companies
- Other

Our Strategic Priorities

Strategies which delivered **increasing profitability and strengthening financial stability in FY2018**

Maximising Value from the TEMS Business

\$2.7m

in TEMS revenue
(13% decline v 28% decline in FY2017)

\$1.6m

in TEMS PBT before R&D investment/ incentive

\$0.6m

R&D investment expensed
(before \$0.3m R&D incentive)

Investing to Grow the ERP business

\$9.2m

in ERP revenue
(26% increase)

\$1.8m

in NetSuite ERP PBT

97 new

NetSuite/JCurve ERP customers

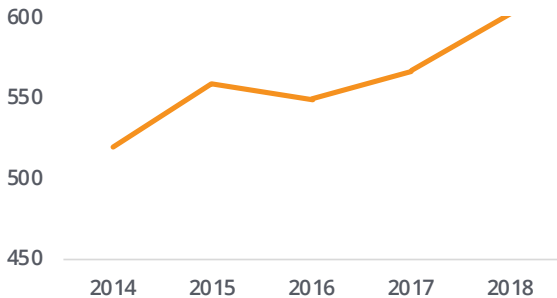
Diversification By Leveraging Our Core Strengths and Capabilities

- Riyo Platform acquired
- Establishment of System Integration Services Team
- New partnerships
- New Territories

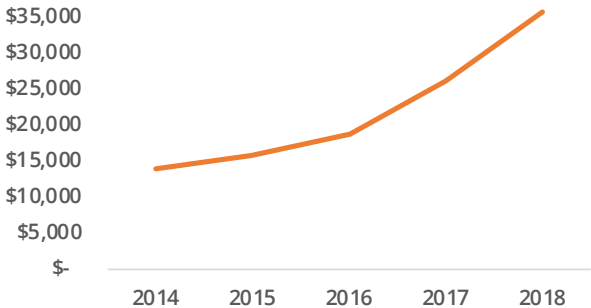
Our Key Metrics

Customer counts (new logos and churn), deal sizes, revenue, **profitability and net cash flow**

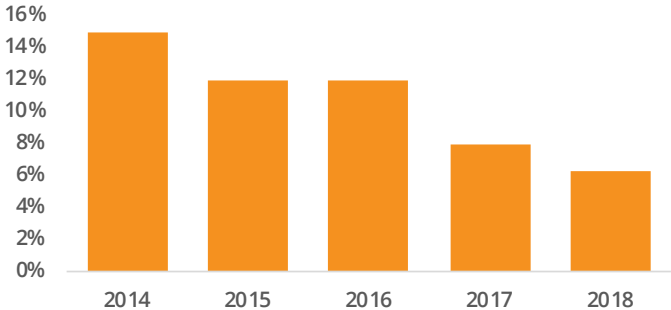
Number of ERP Customers



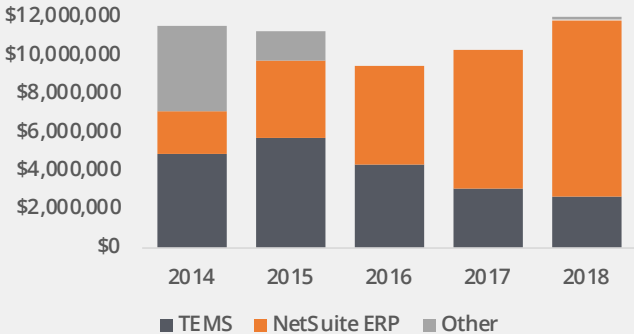
Revenue per new ERP customer



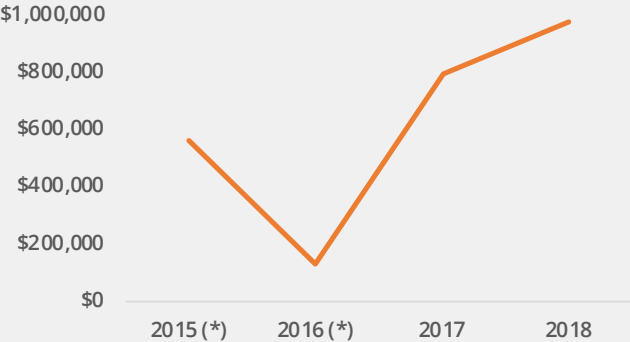
JCurve ERP Churn by Contract Value



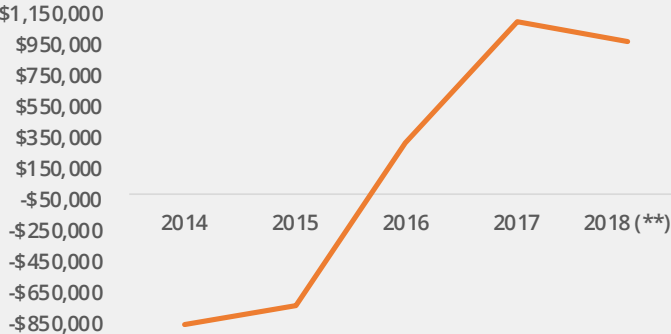
Revenue by Product Division



Normalised EBITDA



Net Cash Flow



(*) R&D incentive not recognised. 2015 normalised EBITDA included cumulative favourable AASB 15 adjustments from FY2015 and earlier years.
 (**) Group purchased the Riyo Platform for \$600,000. Operating cash flows for the year were \$1.7m.

Our Financial Results

ERP organic revenue growth and stabilised TEMS customer churn
delivered a stronger financial position



P&L Extract	FY2018 (\$m)	FY2017 (\$m)	% Change
Revenue	11.9	10.4	+14%
Other income	0.3	0.2	+50%
Operating expenses	(11.2)	(9.8)	+14%
Impairment & depreciation expense	(0.1)	(0.1)	-
Profit before tax	0.9	0.7	+29%
Income tax expense	(0.1)	(0.2)	-50%
Profit after tax	0.8	0.5	+60%
EBITDA	1.0	0.8	+25%

Balance Sheet Extract	June 2018 (\$m)	June 2017 (\$m)	% Change
Cash at Bank	4.5	3.5	+29%
Deferred Expenditure	0.2	0.3	-33%
Intangible Assets	2.9	2.3	+26%
Total Assets	11.3	8.9	+27%
Unearned Income	2.7	2.2	+23%
Total Liabilities	6.4	4.9	+31%
Net Assets	4.9	4.0	+23%
Net Tangible Assets	2.0	1.7	+18%

Our Assessment of Opportunities

We intend to capitalise on a number of **market trends and opportunities**



The Growth in Cloud ERP

- Real time access to data
- Improved security and disaster recovery
- Remote access and flexibility
- Cost reduction
- Faster implementations
- Collaboration and document control



ERP Expansion

- International expansion to the rapidly expanding Asian market to increase revenues and improve gross margins
- Product partnerships and integrations



Account Management

- Upsell licenses, support and services to our existing 600+ ERP customers
- Reduce ERP and TEMS churn
- Multi year customer renewals



New Business

- Larger ERP customer contracts
- Increasing ERP logo count
- Selling the Riyo solution to new and existing JCS customers

Overall Summary

In comparison to current multiples (FY2018 Actuals and \$14.7m market cap):
1.2x revenue, 1.8x on consolidated recurring revenue base, 14.7x Normalised EBITDA

Strong Financial Foundations

\$0.9m

profit before tax

\$4.5m

cash at bank
as at 30 June 2018

\$1.7m

operating cash
flow positive

- Debt free
- Growing recurring annual ERP commissionable contract base

Growth

- Continued organic revenue and profit growth
- Market trend towards cloud adoption
- Industry leading products
- Through acquisitions such as Riyo. Other M&A opportunities continue to be evaluated
- Product diversification

Strong Operational Fundamentals

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

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