

16 November 2021

2021 - Annual General Meeting Presentation

JCURVE SOLUTIONS LIMITED (ASX: JCS), the business transformation technology company, attaches the following documents in relation to the FY2021 Annual General Meeting:

- 2021 Annual General Meeting Presentation

This announcement has been authorised for release by the Board of JCURVE SOLUTIONS LIMITED.

About Jcurve

Jcurve works collaboratively with ambitious organisations to drive growth through the effective use of technology. Serving as a trusted guide in an on-demand world, Jcurve helps build growing and resilient organisations to withstand market disruption.

From business management solutions and consulting services to field service management and digital marketing services – Jcurve is uniquely positioned to help organisations on their business transformation journey.

For more information, please visit [www.jcurvesolutions.com.](https://www.jcurvesolutions.com/)

JCURVE SOLUTIONS LIMITED (ASX:JCS)

2021 Annual General Meeting Presentation

This release has been authorized by the Jcurve Board



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VOTING INSTRUCTIONS

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Step 1:

Go to

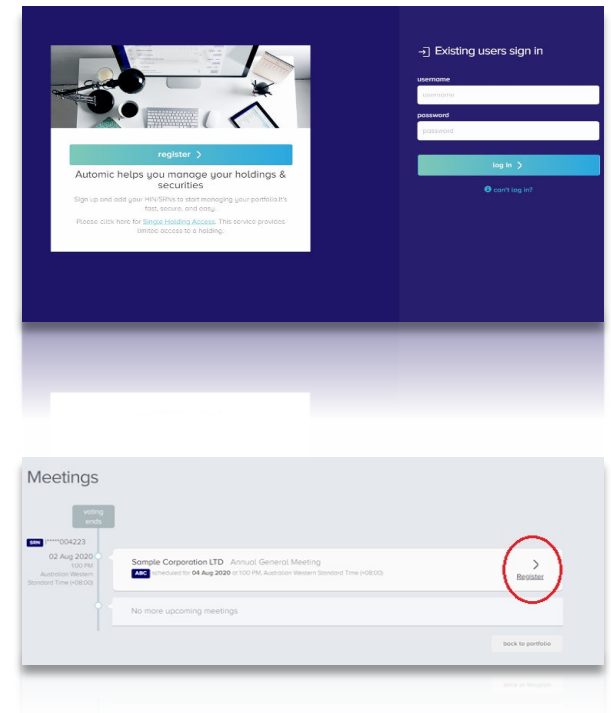
<https://investor.automic.com.au/#/home>

Step 2:

Once logged in you will see that the meeting is open for registration. Click on “view”

Step 3:

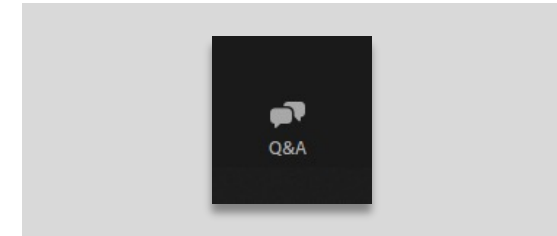
Click on “register” to register your attendance for the meeting



ONLINE Q&A

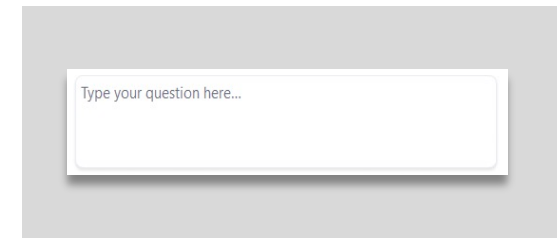
Step 1:

Click on the Q&A icon



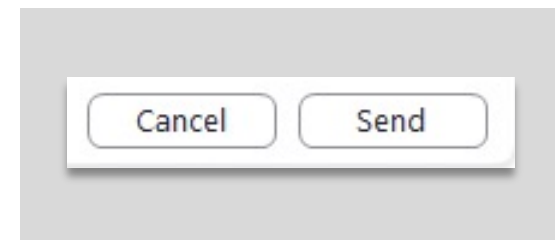
Step 2:

Type your question in the new Q&A window



Step 3:

Hit enter on your keyboard to submit your message



To contact support:

Please call 1300 816 159 (within Australia) or +61 2 8072 1479 (outside of Australia)



AGENDA

01

Welcome and Chairman address

02

CEO update

03

Formal business

I CHAIRMAN ADDRESS



Mark Jobling
(Non-Executive Chairman)

FY2021 FINANCIAL HIGHLIGHTS

Return to Profitability

EBITDA

\$1.2m ↑ 84%
on FY2020

Net Profit
Before Tax

\$0.3m ↑ \$0.4m
on FY2020

Sales

\$11.5m ↑ 2%
on FY2020

Revenue

\$10.6m ↓ 5%
on FY2020

Unearned
Income

\$2.8m ↑ 23%
on FY2020

Operating
Cash Flow

\$1.8m ↑ 658%
on FY2020

I BOARD CHANGES



Appointment of Martin Green



Restructure of Board Leadership

COMPETITIVE ADVANTAGES

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Strong Financial Foundations

\$10.6m
Revenue for FY2021

\$1.2m
EBITDA for FY2021

\$4.5m
cash at bank
as at 31 October 2021

- Debt-free
- Growing recurring annual ERP commissions
- Growing pipeline of opportunities and projects

Strong Operational Fundamentals

- Established market reputation and footprint
- Strategic relationship with a world leading vendor of cloud ERP software
- Experienced Board and senior management team
- Attraction and retention of talented team members

Strong Growth Opportunities

- Diversified operations
- Well positioned for market trend towards cloud adoption
- Industry leading suite of products and services
- The acceleration of M&A opportunities
- Successful integration of recent acquisitions

CAPITAL STRUCTURE

Key Statistics (ASX: JCS)	As at 11/11/2021	Ordinary Fully Paid Shares as at 11/11/2021	Units
Share Price	\$0.067	Directors and Executive Interests	143,937,468
Shares on Issue	328,343,439	Other Top 20 Holders	122,528,060
Performance Rights	9,300,000	Remaining Holders	61,877,911
Market Capitalisation	\$22.0m		
Cash (*)	\$4.5m		
Debt	Nil		
Enterprise Value	\$17.5m		
52 week high / low share price	\$0.023 / \$0.070		
		Substantial Shareholders (**)	Units
		Gramell Investments Pty Limited	83,124,215
		Dr. Philip Ewart and related entities	53,007,816
		Mr. Mark Jobling	50,704,301

(*) as at 31/10/2021

(**) last substantial shareholder notice lodged

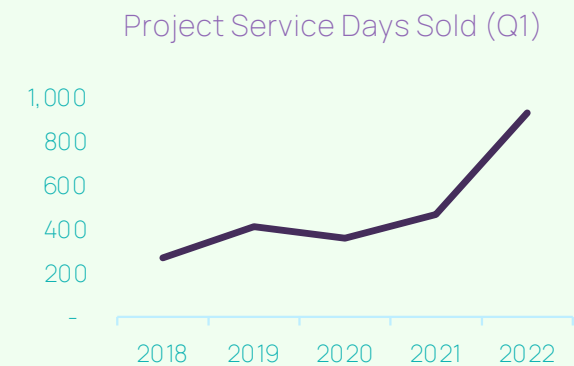
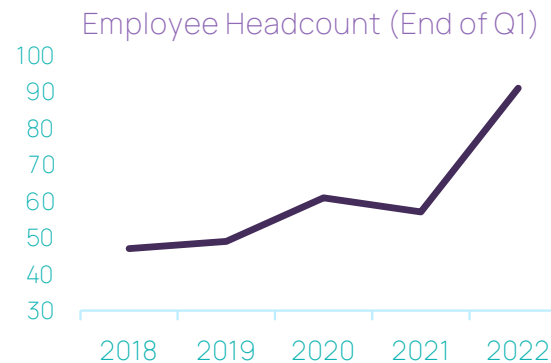
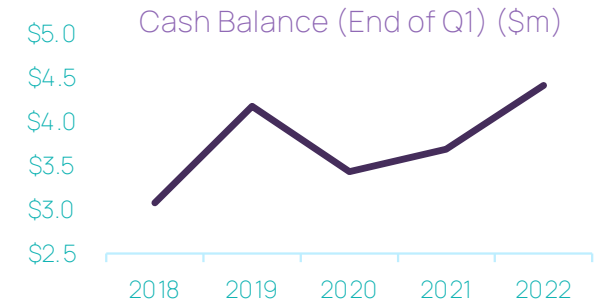
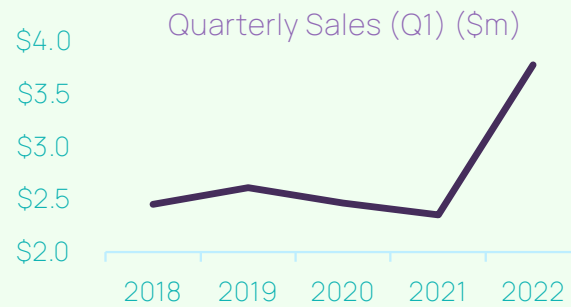
| CEO UPDATE



Stephen Canning
(Chief Executive Officer)

RESILIENCE AND GROWTH

I have seen exceptional resilience from my team over the last year, and despite the impacts from the COVID-19 pandemic, we have achieved significant growth. With our focus on quarterly performance, the following key metrics demonstrate this achievement:





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COMPANY REBRAND

Our rebrand comprises a new logo, a new tagline, *Advancing Ambition*, and a fresh colour scheme to drive greater consistency between the leading Jcurve brand and its four new sub-brands: Optyc, Quicta, Vyzeri and Dygiq.

Our rebrand was a vital part of the step change of your business to a leading full-service digital transformation partner.



Optyc represents our business management solutions, including Enterprise Resource Planning and Telecom Expense Management Solutions. We have brought Our TEMS and Oracle NetSuite businesses together under the Optyc banner.

Optyc partners with organisations to automate core business processes, delivering data insights and business efficiencies that unlock an organisation's full potential.

From finance to supply-chain to sales and marketing and beyond, optyc provides the visibility and knowledge to help advance ambitions.

<http://www.optyc.com/>



We have rebranded our service management platform from Riyo to Quicta.

Quicta is a service management platform that enables organisations to efficiently allocate operational resources where they are needed most. From deploying personnel through to digital interactions with customers, quicta helps drive efficiency in a world where timing is everything.

Quicta assists businesses to seamlessly manage the entire service delivery process in a single cloud-based platform, with complete visibility and control over every interaction.

<http://www.quicta.com/>



Vyzeri is our growth consultancy that partners with organisations to develop resiliency and achieve business outcomes through the effective use of technology.

With digital transformation keenly sought after by all organisations, we see a pipeline of consultancy opportunities requiring services across our strengths, from core efficiency solutions, data analytics to integration.

<http://www.vyzeri.com/>



Dygiq provides full-service marketing capabilities for ambitious organisations looking to improve their current market position or enter new markets.

With dygiq, customers get access to experts who understand how to create a wide range of marketing solutions. These data-driven consumer-centric campaigns help deliver the right message to the right audience at the right time.

<http://www.dygiq.com/>

STRATEGIC PRIORITIES

Profitably grow Jcurve in Asia Pacific from our existing operations as well as through acquisition.

Rapidly grow our Quicta subscriber numbers and focus on product enhancements.

Expand our Business Consulting and Advisory.

Markedly increase shareholder value.

STRATEGIC PRIORITY



Profitably grow Jcurve in Asia Pacific from our existing operations, new product and service lines, as well as through acquisition

We will achieve our strategic priority by focusing on:

- Continuing to win mid-market new customers in Australia;
- Growing our sales team in Singapore and the Philippines;
- Elevating the Customer experience delivered to improve our customer retention levels and customer advocacy;
- Growing our Philippines delivery centre of excellence to control our costs as we scale;
- Continuing to look for business management solution M&A opportunities.

STRATEGIC PRIORITY



Rapidly grow our Quicta subscriber numbers and focus on product enhancements

We will achieve our strategic priority by focusing on:

- Releasing Quicta Zero Touch;
- Further development of the platform with more verticalisation of the solution so we can tackle specific industries;
- Establishing a channel referral network and channel partnerships;
- Increase the integrations with ERP and other point solutions;
- Increased levels of marketing campaigns;
- Rapidly growing our user numbers.

QUICTA

Project 'Zero Touch'

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To launch a small business version of Quicta with a 100% online onboarding process.

- Project 'zero touch' is a version of the product that complements the current enterprise solution that has been growing in strength across a range of verticals and companies across multiple countries;
- Taking the enterprise knowledge, we have created a solution for small businesses to leverage;
- We expect to launch the product, which is currently undergoing development completion followed by comprehensive testing, in February 2022.

STRATEGIC PRIORITY

3

Expand our Business Consulting and Advisory service (Vyzeri).

We will achieve our strategic priority by focusing on:

- Rapidly building business consulting sales and delivery capabilities in Australia, Singapore and the Philippines through recruitment of experienced consulting resources and retraining existing talent;
- Promoting the importance of digital transformation as businesses recover from the COVID-19 pandemic.

STRATEGIC PRIORITY



Markedly increase shareholder value

We will achieve our strategic priority by focusing on:

- Delivering an exponential growth in sales from existing operations;
- Focusing on M&A opportunities;
- Enhancing our customer experience to be the best in the space;
- Building investor relations.

OUTLOOK

We are forecasting strong organic growth from our existing business operations in FY2022. On the assumption of the economies of Southeast Asia and Australia recovering quickly from the COVID-19 pandemic, we are forecasting 10%+ growth in sales from our Optyc business and 400%+ growth in sales from our Quicta business in FY2022.

We continue to focus on identifying and evaluating complementary technology business merger and acquisition opportunities. Over the past six months, we have successfully purchased and integrated two smaller businesses, Creative Quest and Rapid E-Suite Thailand. Our focus is now on more significant opportunities that will result in a step-change in our revenue and profitability moving forward.



 optyc  quicta  vyzeri  dygiq
