



JCurve Solutions Annual General Meeting Presentation

20 November 2018 9:30am AEDT

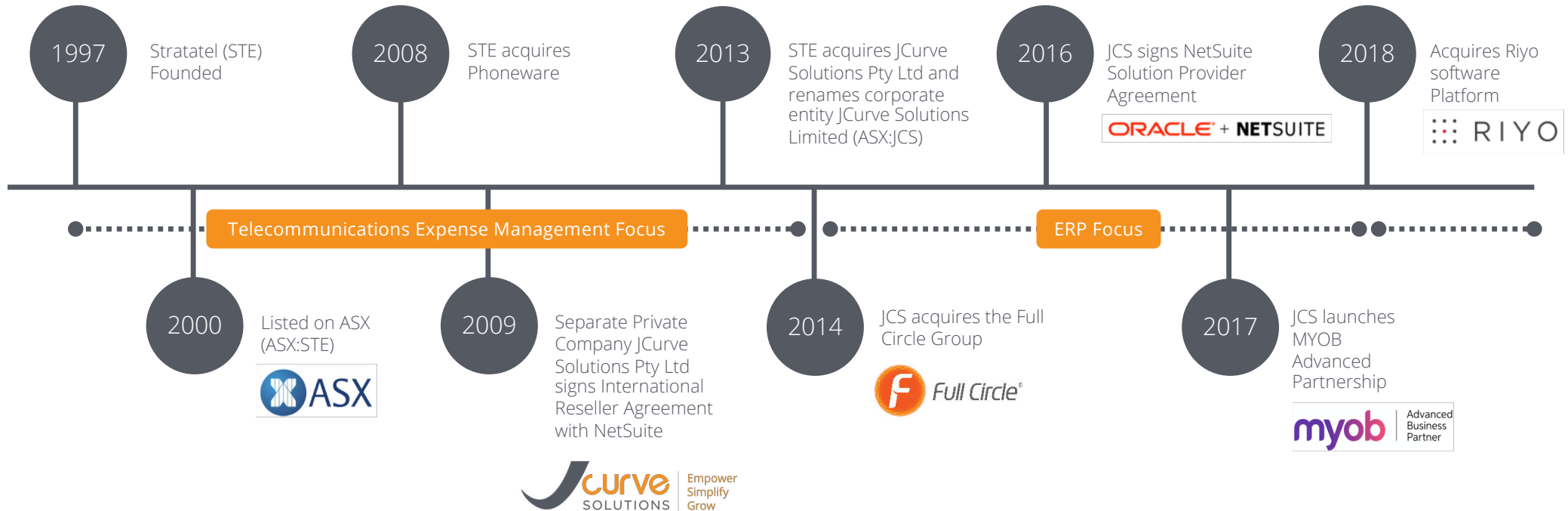
www.jcurvesolutions.com



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



ORACLE + NETSUITE

RIYO



TEMS



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



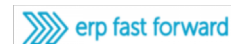
Mid market and enterprise editions. Seamless path of upgrading as business grow

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

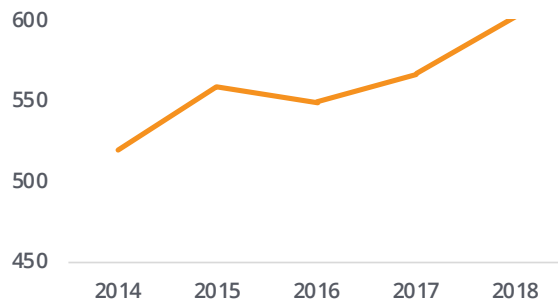
Diversification By Leveraging Our Core Strengths and Capabilities

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

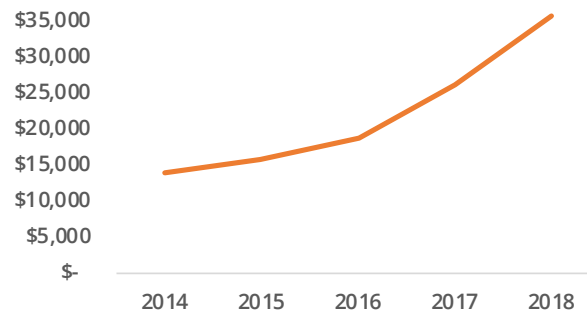
Our Key Metrics

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

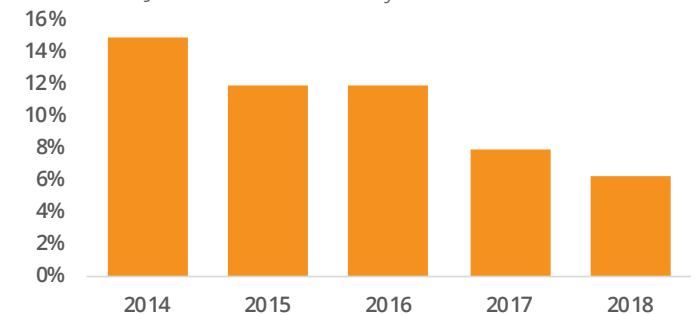
Number of ERP Customers



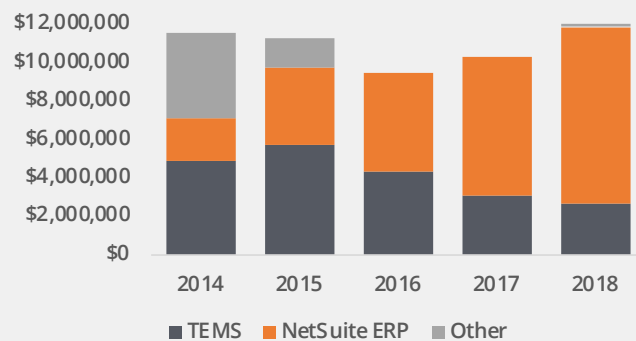
Revenue per new ERP customer



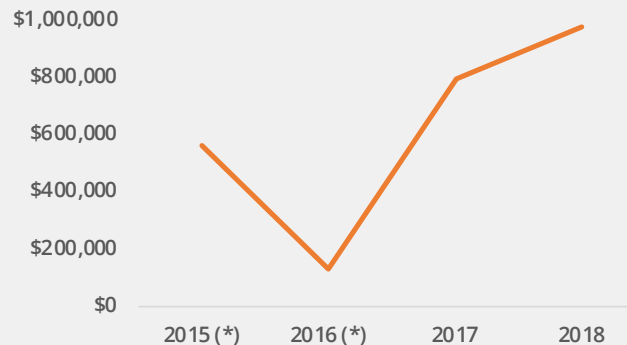
JCurve ERP Churn by Contract Value



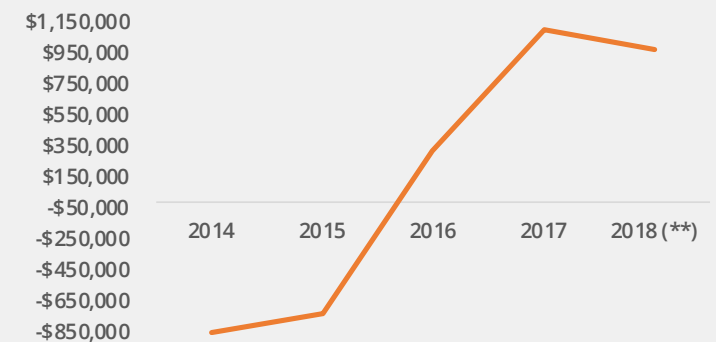
Revenue by Product Division



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

Important Information

Disclaimer



The information contained in this Presentation ("Presentation") has been prepared by JCurve Solutions Limited ("the Company") and is being delivered for informational purposes only.

The Company has prepared the Presentation Materials based on information available to it at the time of preparation. No attempt has been made to independently verify the information contained in this Presentation. The Presentation does not purport to contain all information that a prospective investor may require. While the information contained herein has been prepared in good faith, neither the Company nor its shareholders, directors, officers, agents, employees, or advisors give, has given or has the authority to give, any representations or warranties (express or implied) as to, or in relation to, the accuracy, reliability or completeness of the information in this Presentation, or any revision thereof, or of any other written or oral information made or to be made available to any interested party or its advisors (all such information being referred to as "information") and liability therefore is expressly disclaimed. Accordingly, neither the Company nor any of its shareholders, directors, officers, agents, employees or advisors take any responsibility for, or will accept any liability whether direct or indirect, express or implied, contractual, tortuous, statutory or otherwise, in respect of the accuracy or completeness of the information or for any of the opinions contained herein or for any errors, omissions or misstatements or for any loss howsoever arising from the use of this Presentation. In furnishing this Presentation, the Company does not undertake or agree to any obligation to provide the recipient with access to any additional information or to update this Presentation or to correct any inaccuracies in, or omissions from, this Presentation which may become apparent.

This Presentation should not be considered as the giving of investment advice or recommendations by the Company or any of its shareholders, directors, officers, agents, employees or advisors. Each party to whom this Presentation is made available must make its own independent assessment of the Company after making such investigations and taking such advice as may be deemed necessary. In particular, any estimates or projections or opinions contained herein necessarily involve significant elements of subjective judgement, analysis and assumption and each recipient should satisfy itself in relation to such matters.

This Presentation may contain "forward looking statements". Where the Company expresses or implies an extension or belief as to future events or results such expectation or belief is expressed in good faith and believed to have reasonable basis. However, "forward looking statements" are subject to risks, uncertainties and other factors, which could cause actual results to differ materially from future results expressed, projected or implied by such "forward looking statements". The Company does not undertake any obligation to release publicly any revisions to any "forward looking statement" to reflect events or circumstances after the date of this Presentation or to reflect the occurrence of unanticipated events, except as may be required under applicable laws.

All forward looking statements contained in this Presentation is qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.



Stephen Canning
Chief Executive Officer
stephen.canning@jcurve.com.au



James Aulsebrook
Chief Financial Officer
james.aulsebrook@jcurve.com.au

www.jcurvesolutions.com