



Investor Presentation

5th October 2016
ASX:JCS

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Top business priorities for SME's



Simplify complexity

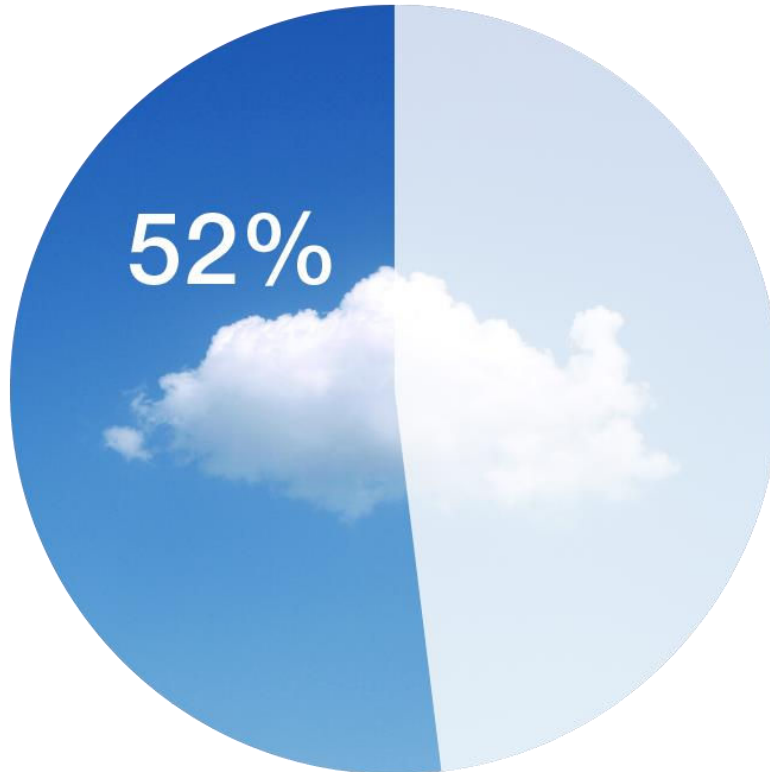
TO REDUCE COSTS:

- 66% planning on streamlining and automating systems and processes
- 56% looking to improve employee productivity
- 47% want to reduce overheads

Real-time access to data

Security issues addressed

Redundancy issues minimised



Using cloud based software



Cited biggest benefit is real-time data access

22% will use Cloud in the next two years

Collaboration and Analytics are Central to ERP



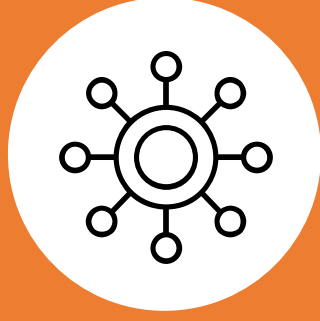
CLOUD

Deployments are
overtaking on-premise
solutions



BUSINESS PROCESSES

Embedding processes
within ERP apps



COLLABORATION

Taking on
Technologies as part of
a push for app usability



MOBILE

Running ERP apps
on a variety of
smart devices

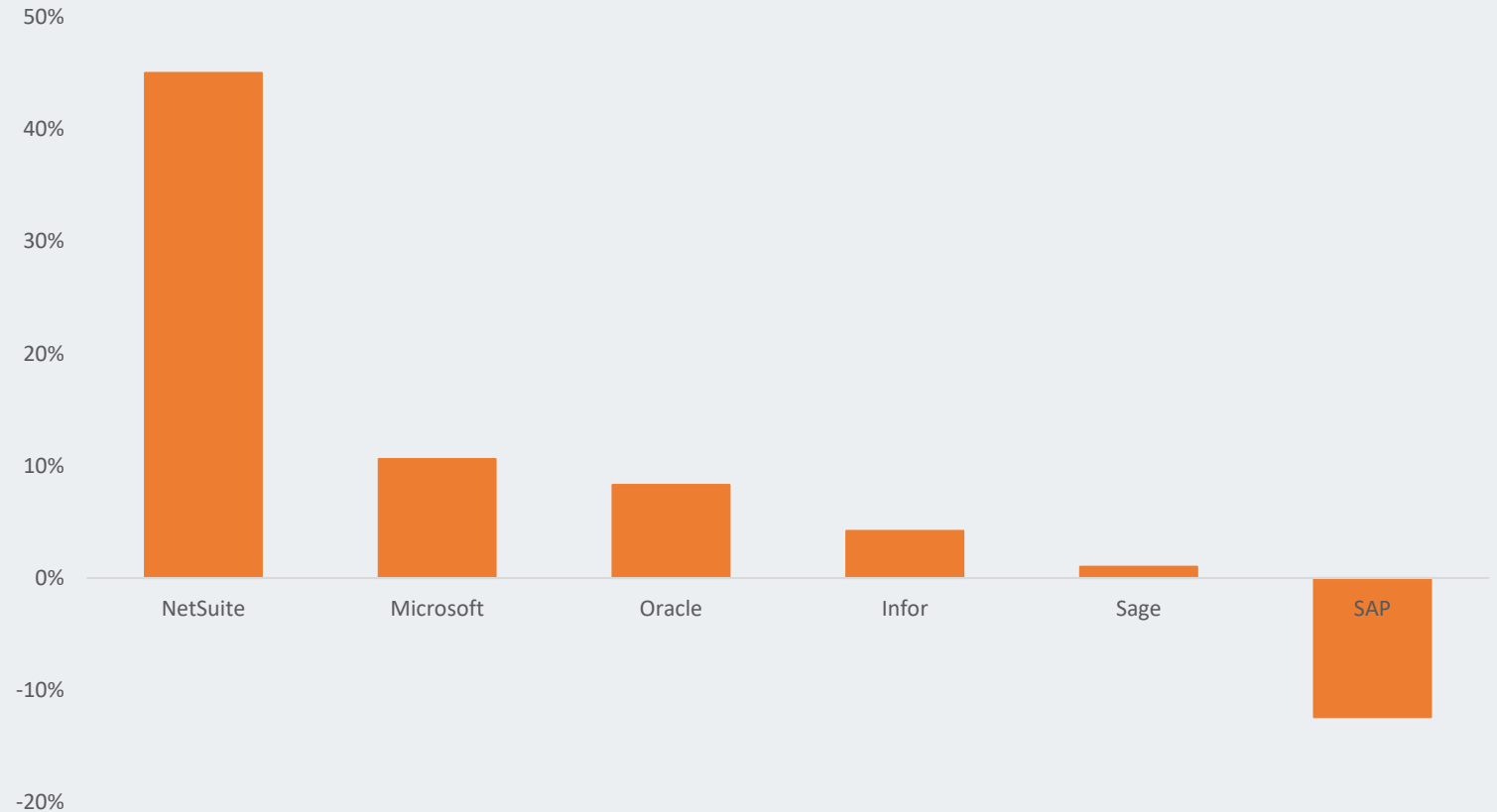


ANALYTICS

Broadening the
organisations use of BI
and Reporting

Trusted Leader in Cloud ERP

Gartner Names NetSuite the Fastest Growing FMS Software Vendor Globally, by Market Share Growth



Gartner®

Source: Market Share: All Software Markets, Worldwide, 2015, Published 31 March 2016
Chart created by JCurve Solutions based on Gartner Market Share Note

Financial and ERP Landscape

Traditional Systems

Modern Cloud Technology

Small
business



Medium
business



Large
business





Company 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

Award Winning



- 2016 Business Leader
CEO Stephen Canning
- Employer of Choice Finalist



- Management Excellence
CEO Stephen Canning Finalist
- SMB Partner of the Year Finalist



- To be announced: 18 November**
- Workplace of the Year
 - Business Leader of the Year

Growing market profile



Source: **SkyNews** – 5 August 2016 - Using performance based measurement



Top Australian NetSuite provider bolts on six new partners

Sydney-based JCurve Solutions has signed six new cloud ERP agreements.

Source: **CRN Article**
– 29 September 2016

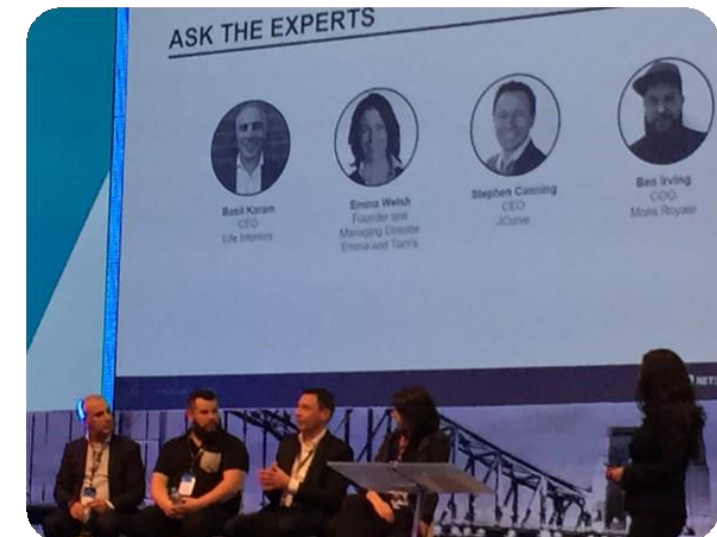


Source: **Kochie's Business Builders** – 27 September 2016



Share [Facebook](#) [Twitter](#) [Google+](#) [LinkedIn](#)

Of all the business intelligence tools available, dashboards are by far the most



Source: **SuiteConnect** – 29 September 2016

Our Solutions Portfolio



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



Key Customers

BUSINESS MANAGEMENT / ERP

>550 customers

**EMMA
& TOM'S**
LOOK AFTER YOURSELF



**Life
interiors**
Modern Furniture since 2006

kleenmaid

AUDIOFLY™

S I N G L E Q

TELECOM EXPENSE MANAGEMENT (TEMS)

>200 customers

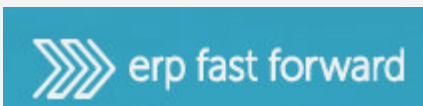


Government of **Western Australia**
Department of **Health**



Partnering for Success

BUSINESS MANAGEMENT / ERP



TELECOM EXPENSE MANAGEMENT (TEMS)



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



A proven approach to success



A Complete Solution



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

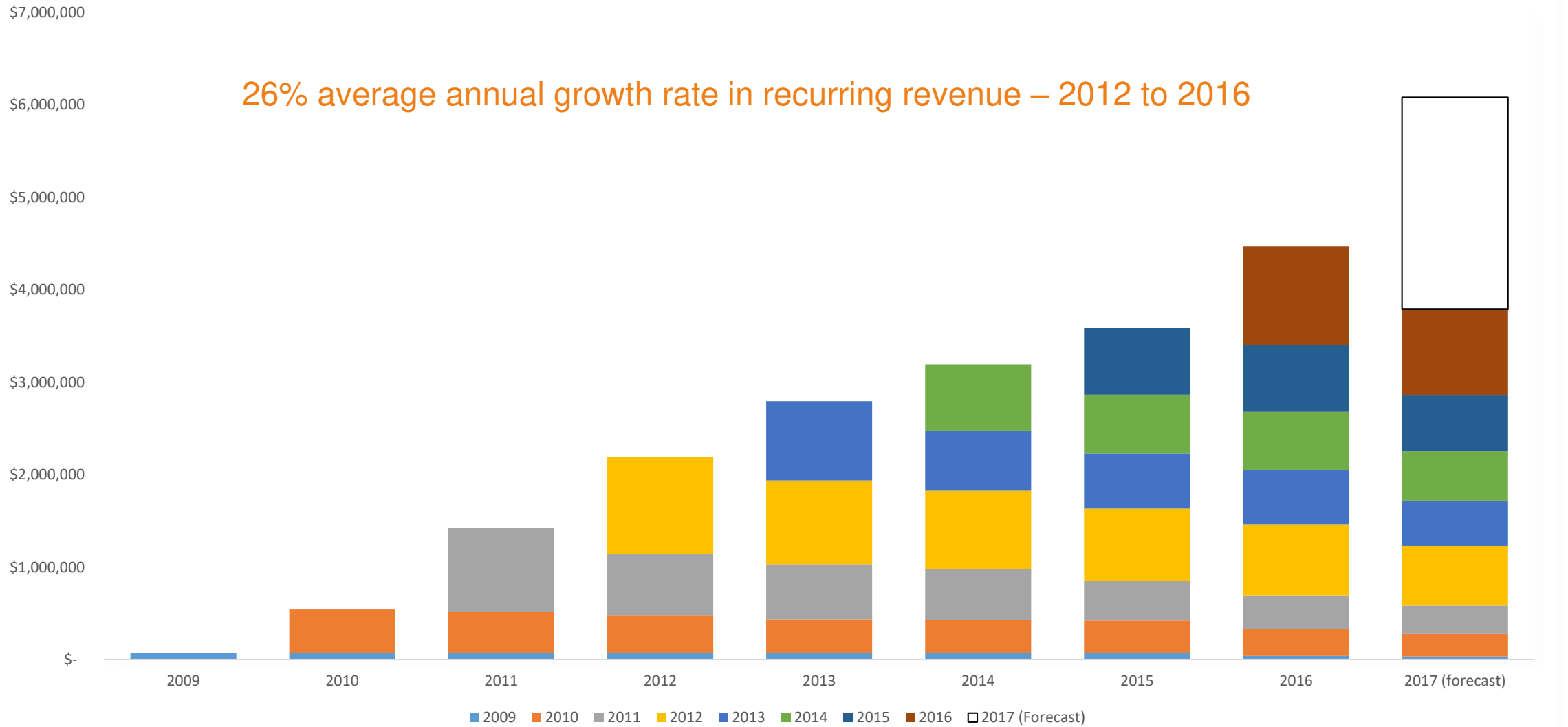
WORLD CLASS PARTNERS

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

Strategic Priorities

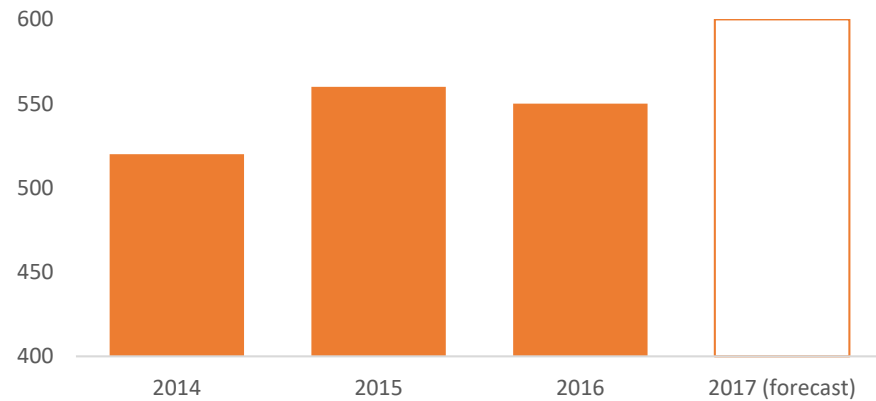
Strategic opportunities	Objectives
1 Maximising value from the TEMS business	<ul style="list-style-type: none">• Drive productivity• Harvest cash to fund growth in NetSuite /New Opportunities and Development
2 Investing to grow the NetSuite business, including the small business JCurve ERP edition	<ul style="list-style-type: none">• Customer growth• Build a large, sustainable and growing base of monthly recurring revenue
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

Continued Growth in ERP Recurring Revenue

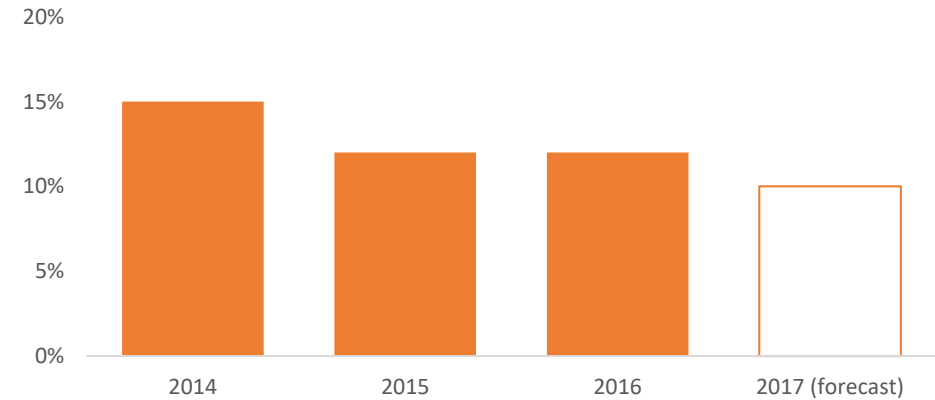


Business Performance – ERP Division

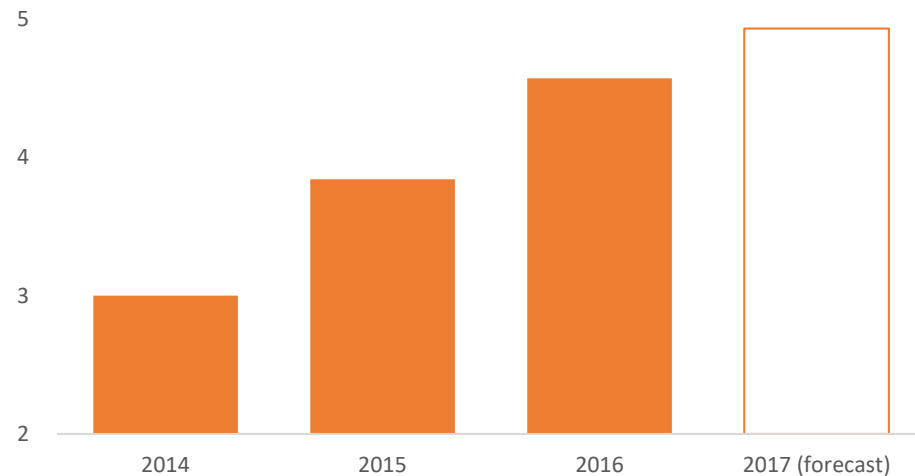
Number of Customers



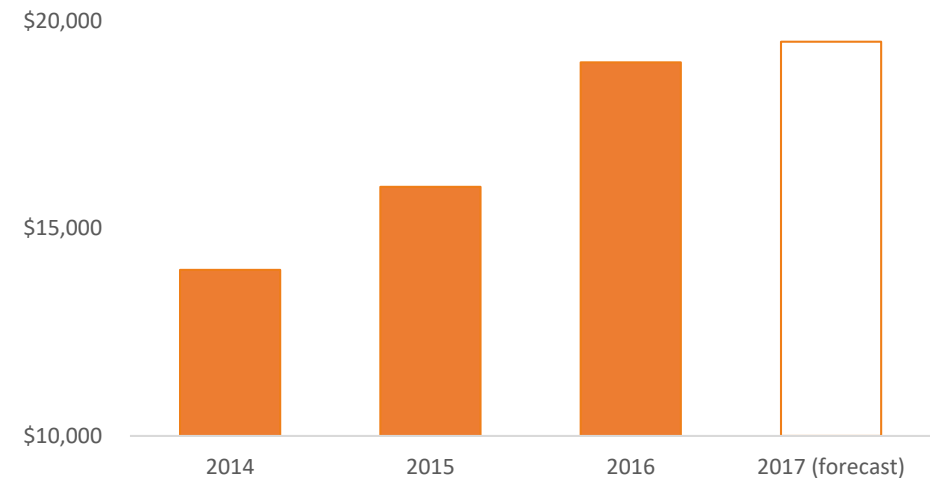
Churn by Contract Value



Number of Average Users Per Customer

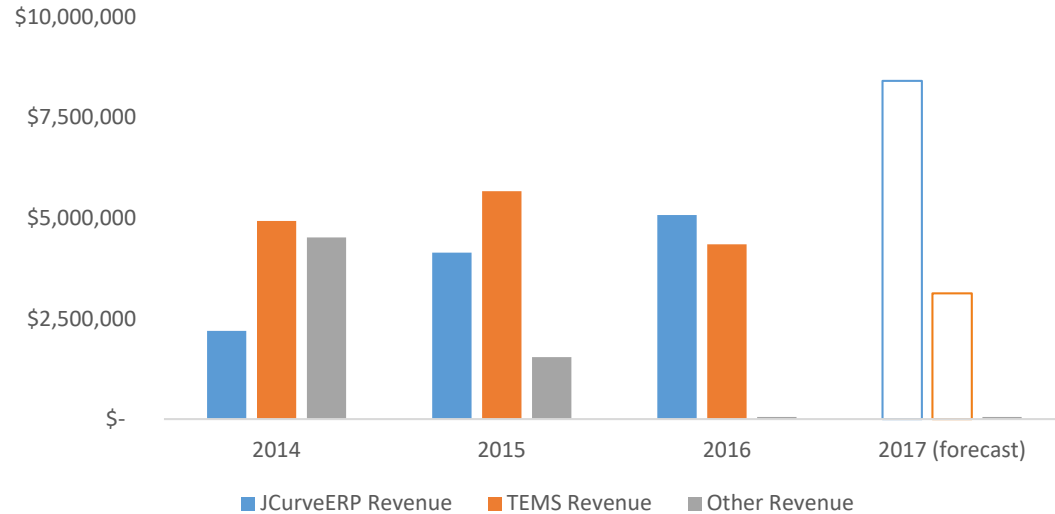


New Business Revenue Per Customer

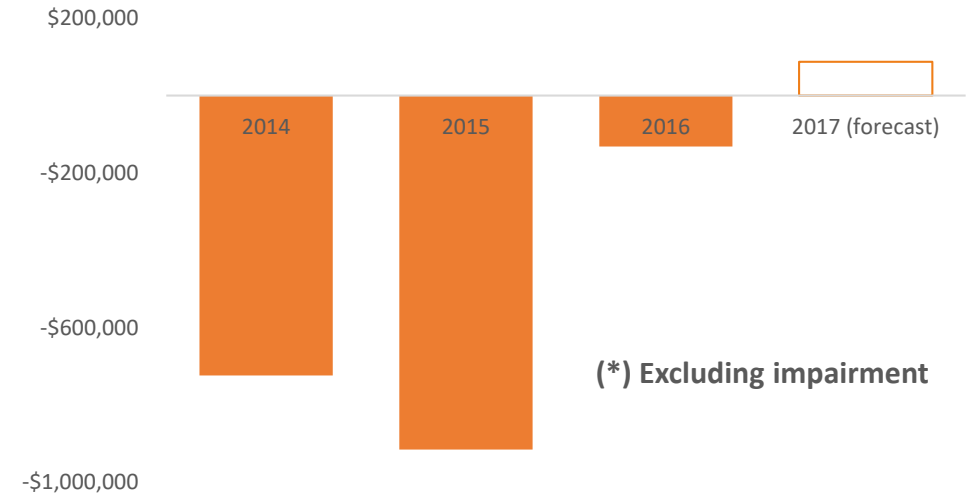


Financial Performance

Revenue by Type

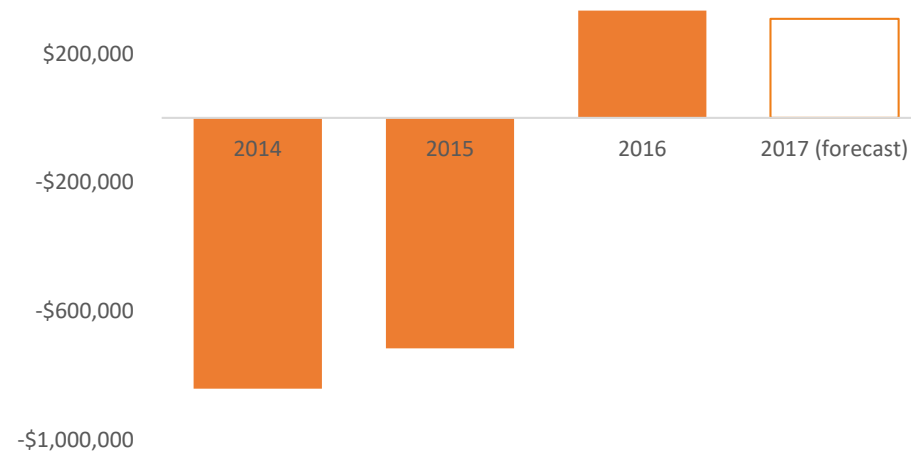


Consolidated Normalised EBITDA Result (*)



(*) Excluding impairment

Consolidated Net Cash Flow



Financial Performance - P&L

Financials – Year ended 30 June				
	2016 (\$m)	2015 (\$m)	Movement – YOY (%)	Comments
Revenue	9.5	11.3	16% decrease	24% growth in JCurve ERP side of the business offset the 22% decline in revenue recognised from the TEMS product division. \$1.4m of discontinued operations revenue recognised in FY2015
EBITDA loss	(3.1)	(6.1)	49% decrease (**)	\$3m Impairment expense recognised in FY2016 (\$5.2m in FY2015) while overall there was an improvement in business margins and reduced overheads in FY2016
Add back: Impairment	3.0	5.2	42% decrease (**)	The remaining \$3m of goodwill from the acquisition of Full Circle and Phoneware was written off in FY2016
Add back: Income tax credit	0.3	0.6	50% decrease	There was a lower taxable loss generated in FY2016 following the improved JCS business performance
Net profit/(loss) (*)	0.2	(0.3)	N/A (**)	Improved business margins, reduced overheads and a \$0.3m income tax credit resulted in a small profit being generated in FY2016 when compared against FY2015

* Excluding impairment and after income tax credit

** Improvement on prior period

Financial Performance – Balance Sheet

Financials – Year ended 30 June

	2016 (\$m)	2015 (\$m)	Movement – YOY (%)	Comments
Cash at Bank	2.4	2.0	20% increase	Net cash flow positive with \$10m collected from customers in FY2016 while a \$0.4m R&D credit was received
Trade Receivables	1.2	1.5	20% decrease	Improved debt collection procedures saw a reduction in the FY2016 closing trade debtors balance
Total Assets	7.4	10.2	27% decrease	\$3m goodwill impairment expense recognised in respect of the Full Circle and Phoneware acquisitions
Trade Payables	0.4	0.4	0%	Remained consistent between periods
Unearned Income	3.0	2.8	7% increase	Strong growth in the JCurve ERP product division subscription revenue sets JCS up well for a profitable FY2017 as FY2016 unearned revenue is released
Total Liabilities	4.6	4.6	0%	Remained consistent between periods
Net Assets	2.8	5.5	49% decrease	Write down in the goodwill balance partially offset by improved operational and cash flow performance
Net Tangible Assets	0.5	0.2	150% increase	Improved operational and cash flow performance

Outlook – FY2017

Financials – Year ended 30 June

	FY2016 Actual	FY2017 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%

Turnaround Strategy – Past 2 Years

JCurve Solutions has:

- 1) A substantially new Board and management team
- 2) Has delivered financial results for FY2015 and FY2016 in line and or ahead of guidance
- 3) Conducted a strategic review and implemented significant changes



Board of Directors

Bruce Hatchman



- Non-Executive Chairman
- Appointed 27 November 2014
- Experienced and successful finance professional

David Franks



- Non-Executive Director and Company Secretary
- Appointed 15 September 2014
- Experienced and successful finance professional

Mark Jobling



- Non-Executive Director
- Appointed 8 April 2015
- Substantial shareholder
- Legal and investment background
- Based in Asia with strong business connections in Hong Kong, Singapore and Thailand

Management Team

Stephen Canning



Chief Executive Officer

Appointed January 2015

Proven experience in strategic, business and operational planning

Passionate about small business management, process improvement and growing companies

James Aulsebrook



Chief Financial Officer

Appointed April 2016

Chartered Accountant, experienced Statutory Accounting and Tax Manager

Enthusiastic, reliable and diligent business leader

Katrina Doring



Head of Operations

Appointed July 2016

IT professional with experience locally and internationally

Recognised for developing business cultures that empower and build trust internally and externally

Kate Massey



Head of Marketing

Appointed September 2009

B2B marketer for over a decade

Passionate about the customer and consistently growing JCS's company culture/values

Gavin Green



Head of Sales

Appointed September 2015

Driven and high performing sales leader

Excellent relationship builder with the ability to establish credibility

Capital and Ownership Structure

Key Statistics	As at 4/10/2016
ASX Ticker	JCS
Share Price (*) update	\$0.019
Shares on Issue	332,656,900
Market Capitalisation	\$6.3m
52 week high/low share price	\$0.033/\$0.006

Ordinary Fully Paid Shares	Units	% of Units
Directors and Executive Interests	58,304,719	17.53%
Other Top 20 Holders	138,095,412	41.51%
Remaining Holders	136,256,769	40.96%

Substantial Shareholders	Units	% of Units
Gramell Investments Pty Limited	83,124,215	24.99%
Mr Mark Jobling	51,204,301	15.62%

Conclusion: Our investor proposition

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

Value and growth opportunity on current multiples (FY2017 Forecast & \$6.3m market cap):
0.6x revenue, 1x on growing recurring revenue base, 16x NPAT

Key Contacts



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James Aulsebrook

Chief Financial Officer

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