

25 January 2021

Manager of Company Announcements
ASX Limited
Level 6, 20 Bridge Street
SYDNEY NSW 2000

By E-Lodgement

Investor Presentation

JCurve Solutions Limited (ASX: JCS) today advises that it will be conducting a series of investor presentations in Singapore as part of a non-deal roadshow hosted by Spark Plus during the week commencing 25 January 2021.

Attached is a copy of the investor presentation.

This announcement has been authorised for release by Stephen Canning, CEO of JCurve Solutions Limited.

About JCurve Solutions

JCurve Solutions is a trusted technology solutions partner, listed on the ASX (JCS). The team at JCS utilise the power of the cloud to help customers make lasting, substantial improvements to their performance and grow into great businesses. Learn more: www.jcurvesolutions.com.

The background of the slide is a photograph of the Singapore skyline at sunset, with the Marina Bay Sands hotel and the Singapore Flyer wheel visible. The image is overlaid with a semi-transparent orange filter.

Investor Presentation Stephen Canning CEO JCurve Solutions

January 2021

Disclaimer

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

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All forward looking statements, forecasts and projections contained in this Presentation are 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.

Our Story

JCS is an ASX listed digital and technology consulting company focusing on sustainable growth by delivering the best possible solutions to our clients through **market leading cloud-based platforms** and **excellence in service delivery**. Our whole business is based around providing an **exceptional customer experience**.



Mission

To power business growth across Asia Pacific.



Vision

To use the power of cloud-based platforms to drive digital transformation and give businesses the opportunity to achieve greater success in a rapidly evolving world of business change.



Stephen Canning
Chief Executive Officer

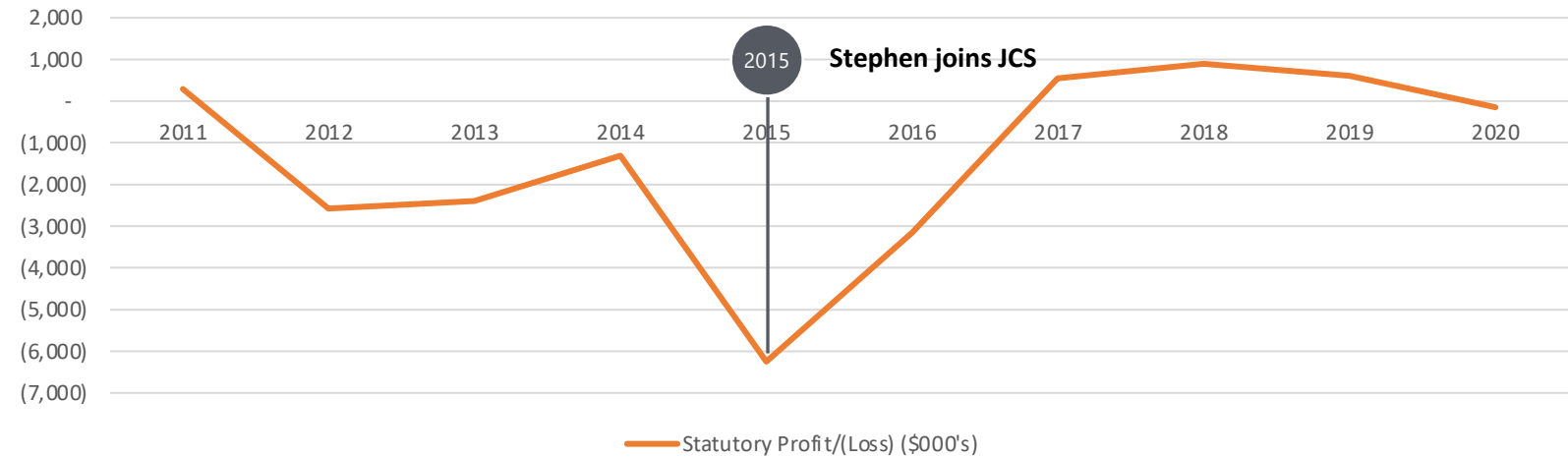
Stephen has extensive experience in Information Technology and Business Management software platforms. His career commenced in the UK and saw him progress through various IT roles and industries.

Before joining JCurve Solutions, he was Chief Executive Officer at PayGlobal, a New Zealand based payroll and HCM product developer.

Stephen has proven experience in strategic planning and execution and business development. He has successfully built high performing teams by focusing on the alignment between strategy and cultural health.

Stephen is passionate about helping businesses use technology to realise their competitive advantage. His role as CEO is to provide context to a talented group of people who ensure JCurve Solutions helps businesses grow through the power of market leading cloud-based platforms.

JCS Profitability



Respected media commentator



Industry Recognition



IT Executive of the Year 2018



OUR BOARD OF DIRECTORS



Mark Jobling

Non-Executive Chairman

Appointed April 2015, Appointed Chair January 2021



[/mark-jobling](#)

Mark is a substantial shareholder of the Company and holds a Bachelor of Economics and Bachelor of Laws (Hons) from Monash University.

Mark manages investments in a diverse range of industries including power technology and angel investing in Asian start-up companies and is currently based in Hong Kong.



Bruce Hatchman

Non-Executive Director

Appointed November 2014



[/bruce-hatchman](#)

Bruce is an experienced and successful finance professional. As the former Chief Executive of Crowe Horwath, Bruce has over 40 years' experience in providing audit and assurance, and M&A services to listed companies and other consulting services to large private enterprises. Bruce is a qualified Chartered Accountant and a member of the Australian Institute of Company Directors. Bruce was Non-Executive Chairman of the Company until January 2021.

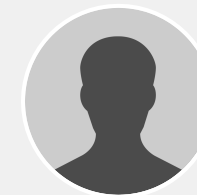


Graham Baillie

Non-Executive Director

Reappointed August 2019

Graham is a substantial shareholder of the Company. He originally joined the Company in 2007 as a non-executive Director and was appointed Chairman in 2012 before serving as the Managing Director for a short time and then Chairman. During this time, he saw the listing of JCurve Solutions Limited through Stratatel Limited.



Martin Green

Non-Executive Director

Appointed January 2021

Martin has a strong corporate background having played a significant role in the private investment arm of Consolidated Press Holdings Pty Limited (CPH) for more than 10 years in Australia and subsequently Hong Kong where he set up CPH's operations. After leaving CPH, Martin has assisted in building and monetising technology and other businesses in Asia and Australia through his extensive corporate network. Martin is based in Hong Kong and holds a BA (Hons) in Accounting and Finance.

JCurve Solutions is led by an **experienced group of senior executives** who are **passionate** about **delivering best-of-breed technology** and **developing strong customer relationships** through the demonstrated value of our solutions.



Stephen Canning
Chief Executive Officer
Appointed January 2015

 [/stephengcanning](#)

Responsible for the strategic business direction, building a high performing team and overall business growth, both organically and through acquisition.



James Aulsebrook
Chief Financial Officer
Appointed April 2016

 [/james-aulsebrook](#)

Responsible for the financial performance and stability of the company, financial reporting, treasury, due diligence, HR and legal activities.



Katrina Doring
Chief Operating Officer
Appointed July 2016

 [/katrina-doring](#)

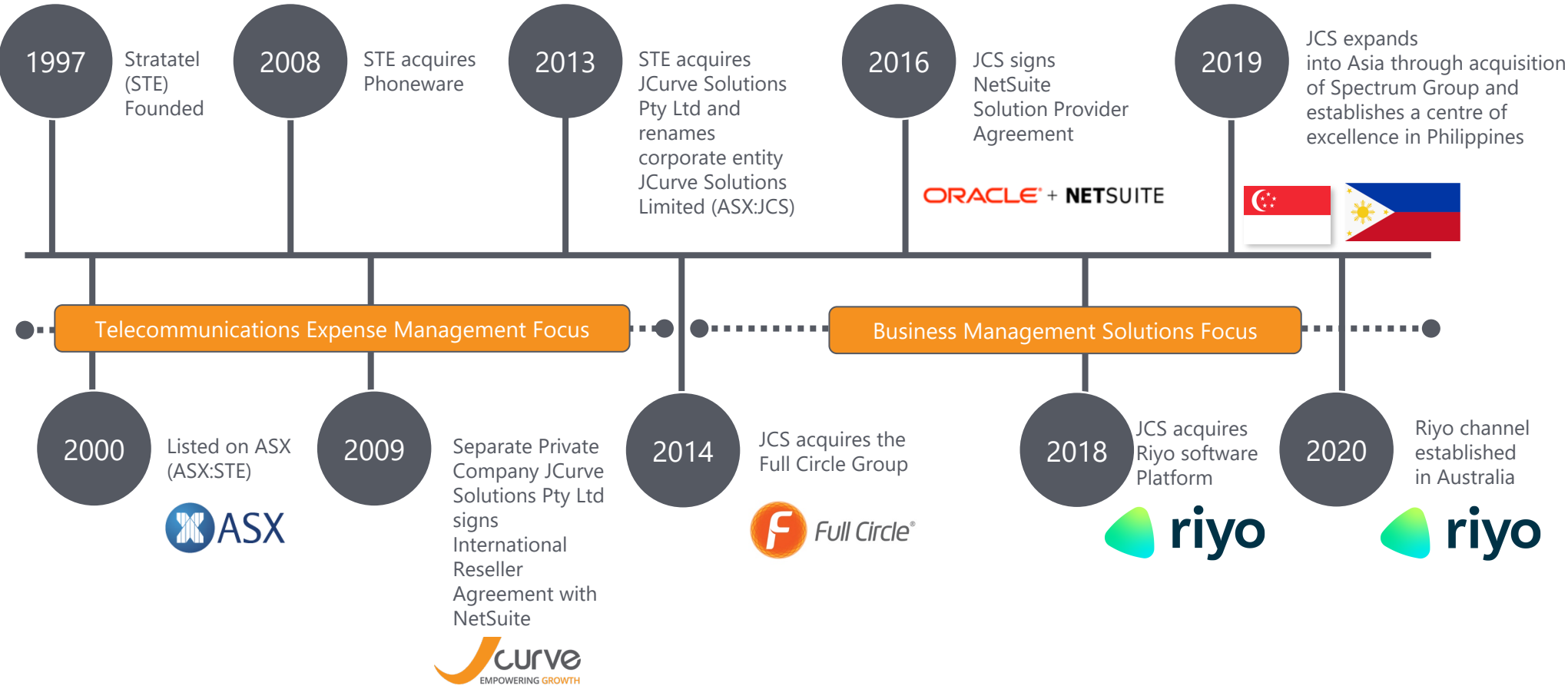
Responsible for ERP Australia Sales and delivering operational excellence, driving productivity gains and cost-efficiencies as the business continues to scale.

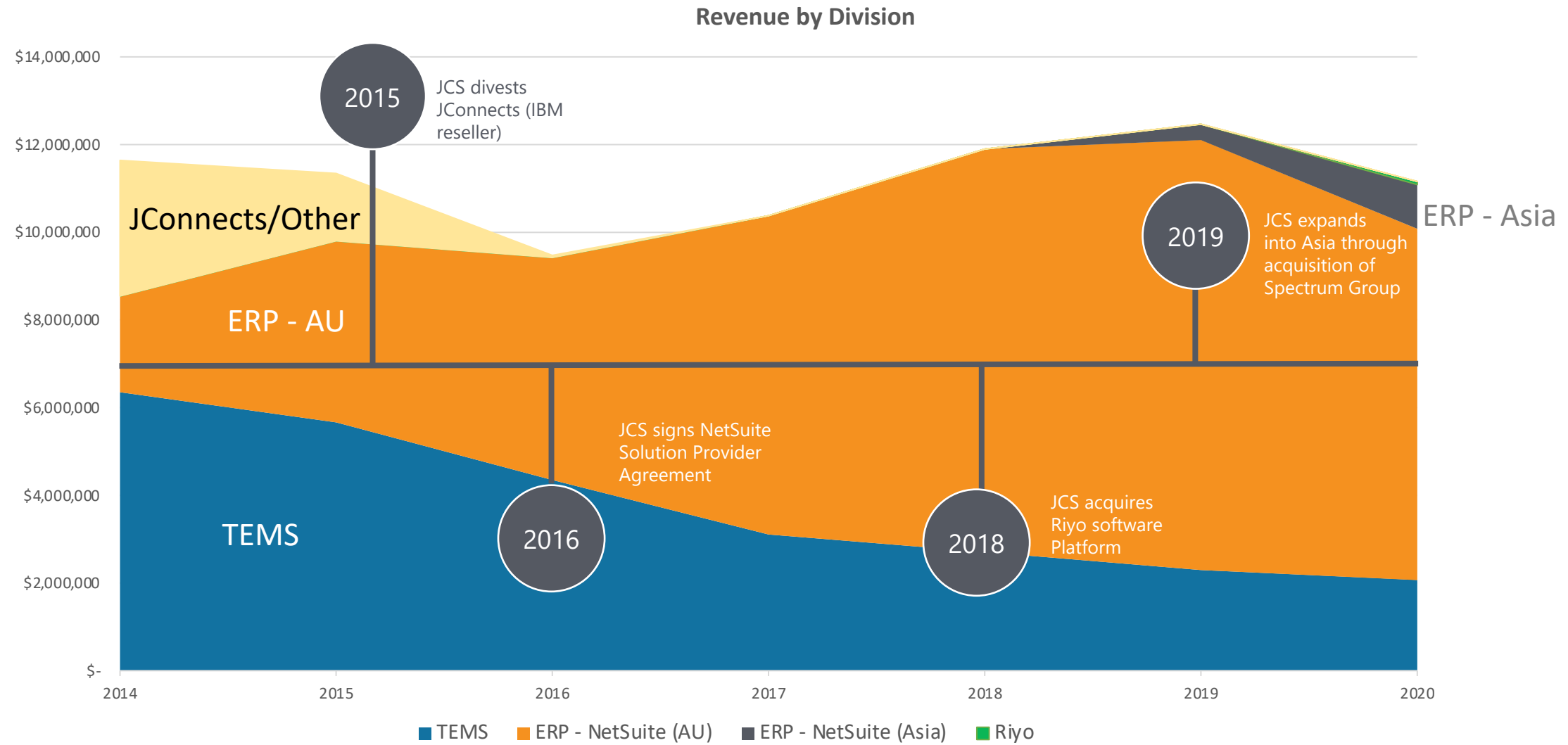


Arthur Fernandez
**General Manager
JCS Asia and Riyo**
Appointed December 2018

 [/arthur-fernandez](#)

Responsible for Riyo go-to-market, ERP Asia sales, and growing JCS throughout Asia.





JCS delivers cloud solutions and services that drive improvement
in business performance.

CLOUD BUSINESS
MANAGEMENT SOLUTIONS
(ERP)

**ORACLE
NETSUITE**

SERVICE MANAGEMENT
SOLUTIONS



TELECOMMUNICATION
EXPENSE MANAGEMENT
SOLUTIONS



Cloud Business Management Solutions (ERP)



What is an ERP solution?

[ERP software](#) (Enterprise Resource Planning) brings together business process management and data across the entire business into a single application.

Utilising a single database, it allows all users to access consistent, accurate information. ERP software can manage your entire operations including CRM, sales and marketing, purchasing, eCommerce, inventory management and more.



Target Markets

- Wholesale distribution
- Light Manufacturing
- Healthcare
- Services Businesses

Mid-market and Enterprise
Businesses Typically, 50+ Users



Territories

- Australia
- New Zealand
- Singapore
- Philippines
- South East Asia



Our Competitive Advantage

- ✓ Largest Oracle NetSuite partner globally (by customer count)
- ✓ 600+ ERP customers
- ✓ Strong case studies and testimonials
- ✓ 12 years NetSuite implementation experience
- ✓ One of the largest implementation and support teams in APAC
- ✓ ASX listed, strong governance, transparent reporting
- ✓ Financially stable
- ✓ Local presence in key territories

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

**Life
interiors**
Modern Furniture since 2007

obeorganic
australia



instaclustr

AUDIOFLY™

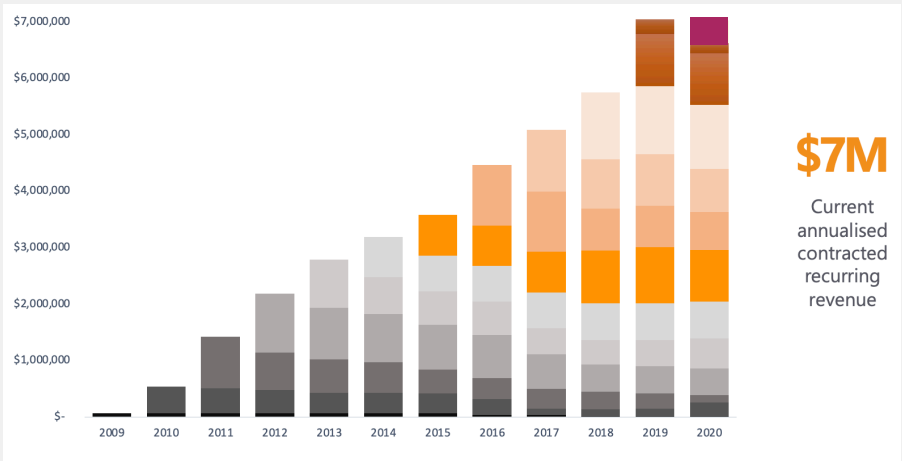
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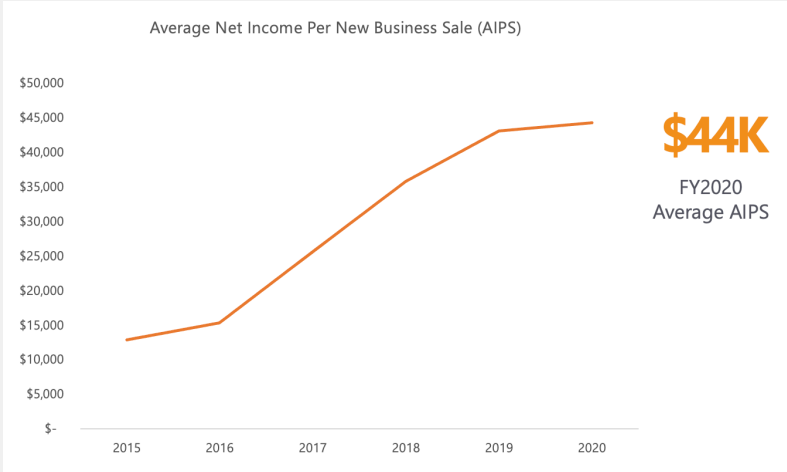
<https://www.jcurvesolutions.com/erp/customers/>

We acquire new customers, delight them with exceptional customer experience and a world class product so that they stay with us, grow with us and buy more services and solutions from us, and refer more customers to us.

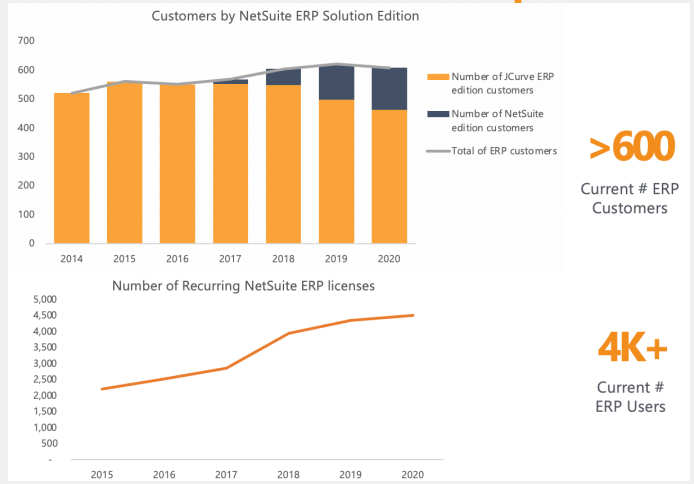
Annual Recurring Revenue



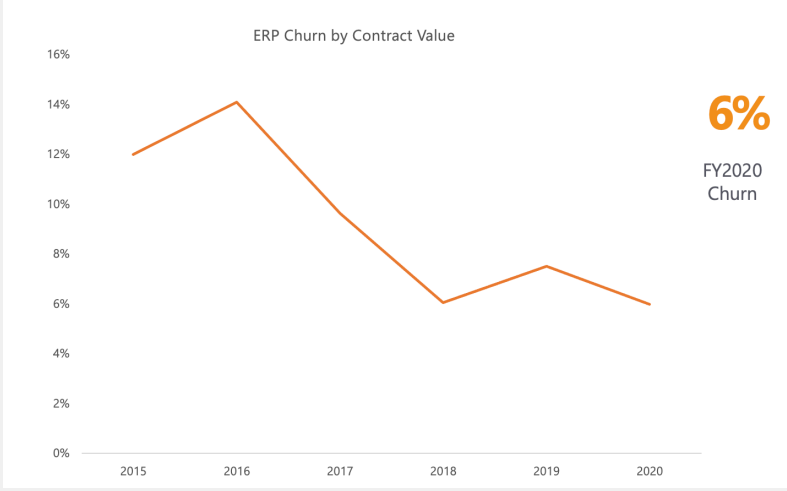
Deal Size



Customer and Licence Acquisitions



Churn



What to expect in FY2021

1. Continued growth in:
 - Licensed users as our average customer size increases
 - Average deal size of new customer wins
 - Annual Recurring Revenue
 - New Business Sales in both Australia and Asia ERP practice
 - Gross margin as we continue to lower our cost base through continued growth of our JCS Philippines delivery centre of excellence
2. Relatively static customer numbers in Australia as we focus on larger customer wins and the customer mix shifts away from small business
3. Further M&A activity in Asia once the impact of Covid-19 subsides

FY2021 Customer win update: In November 2020 JCurve Solutions won its largest ERP initial customer contract worth \$1.7m of revenue over the signed five-year contract (sales income of \$827,000 expected to be invoiced in FY2021)

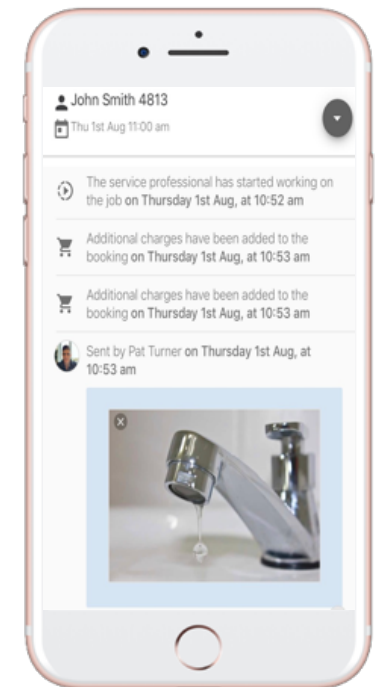
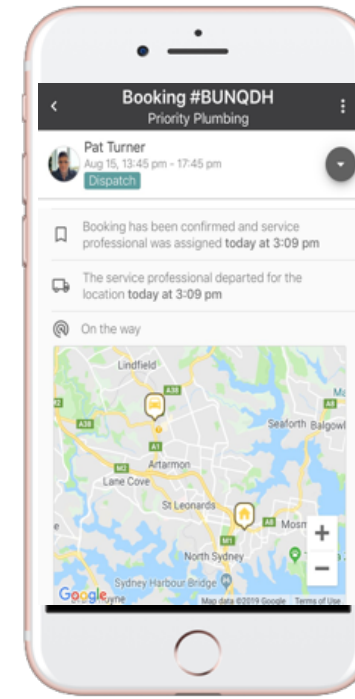
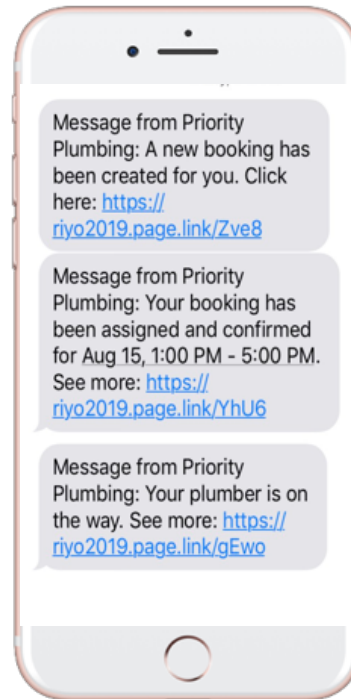


Service Management Platform

What is Riyo?

“Getting people to the right place, on-time, to deliver a great service”

Riyo is a Service or Job management platform that provides complete control and transparency. Manage the entire booking, dispatch, and payment process from a single, cloud-based platform



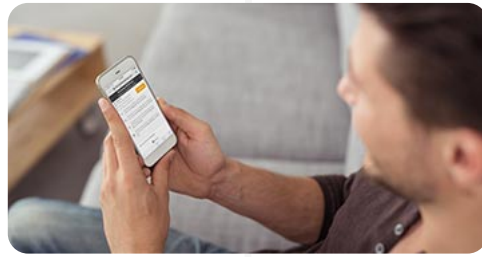
HOW DOES RIYO WORK?

Service bookings made by the company or the customer.



Riyo can auto-allocate jobs or have staff or customers book. Save time and gain control.

3-way communication: customer, business and service agent.



All parties are kept up-to-date with the services being booked and scheduled – in real-time.

The service agent completes the job at the agreed time.



Customers confirm once jobs are complete and provide ratings and feedback of service agents.

The customer receives an excellent end-to-end experience.

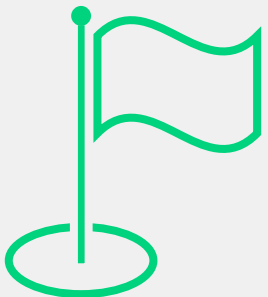


Business stays in control of the process that gives customers a lasting impression of the company.



Target Markets

- Aged Healthcare
- At-home Healthcare
- Retail
- Services Businesses



Territories

- Australia
- New Zealand
- Singapore
- Philippines
- South East Asia
- Global



Our Competitive Advantage

- ✓ Modern, scalable, reliable platform
- ✓ Feature rich, unique offerings such as sentiment analysis
- ✓ Financially stable, backed by JCurve Solutions
- ✓ Can be white-labelled

Customers

Channel Partners



What have we have achieved so far?



Current business profile

- 11 Customers
- >200 Subscribed Users
- >\$100k recurring licence revenue
- 2 Enterprise channel partners

What to expect in FY2021

- Growing customer numbers
- Rapidly increasing revenue contribution in FY2021
- Establishment of channel partnerships
- Global business opportunities
- Being profitable in FY2022

Telecommunication Expense Management Solutions



What is TEMS?

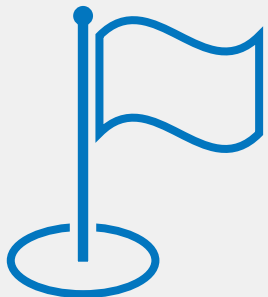
Intelligent Telecom Expense Management (TEM) platforms with analytics to deliver insights into telecom spend. Helps large customers control costs and improve profitability by automating the administration of telecommunication expense management.





Target Markets

- Enterprise Businesses with large telecom spend



Territories

- Australia

Key Customers



>50



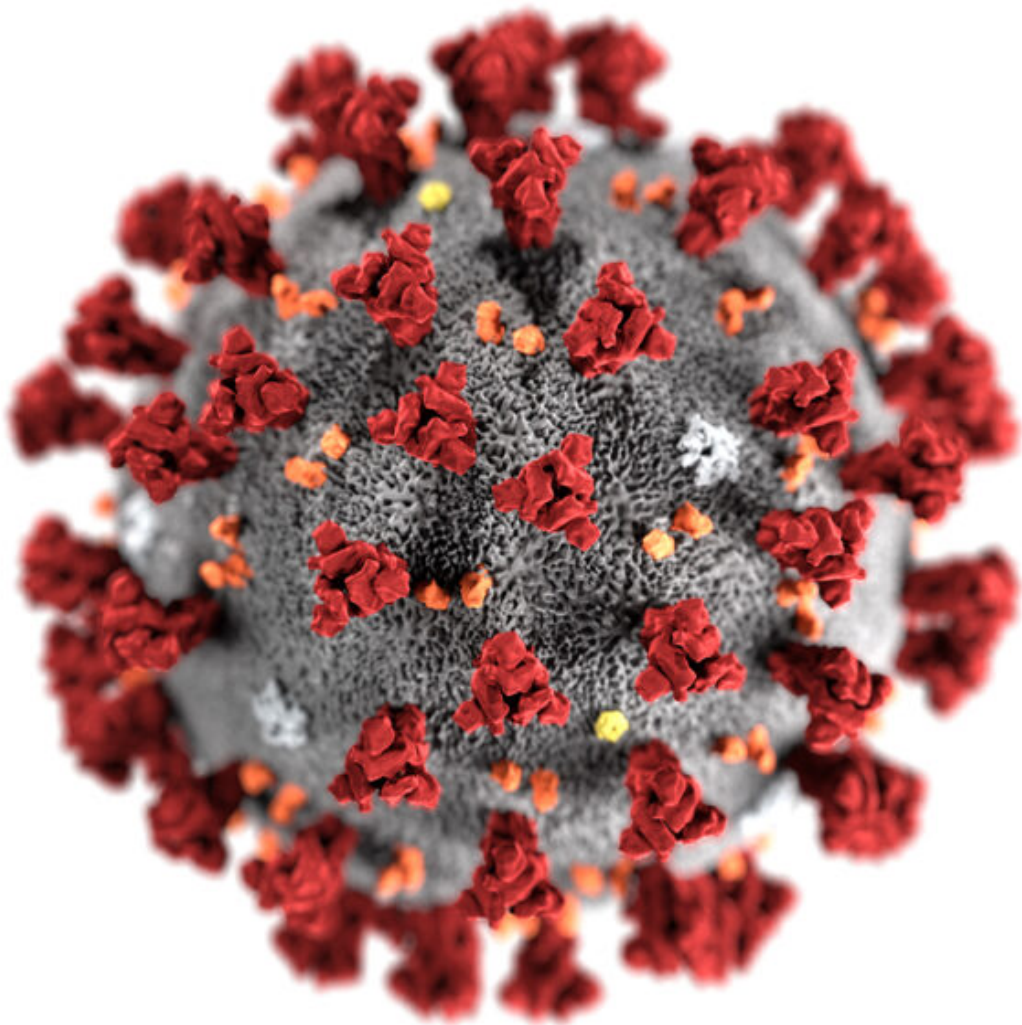
Customers

10%

Annualised Customer
Churn for the past 12 months

What to expect in FY2021

- Ongoing profitable contribution to JCS
- Continued support for TEM solutions
- Continued churn



The impact of COVID-19

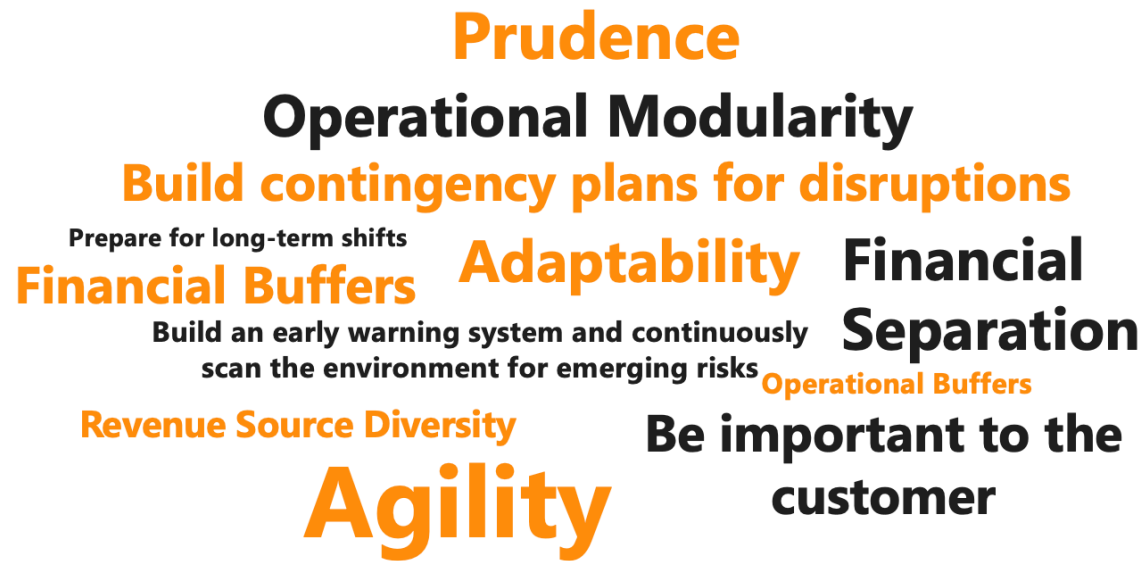
- Impediment to new business sales
- Focused on customer retention and reducing existing business expenditure rather than growth
- Delayed M&A opportunities

The recovery

- Starting to see new business and M&A opportunities re-emerge
- We are well placed to accelerate growth as economies recover from the COVID-19 pandemic

Our resilience is driven by

- A seamless transition to operating under the Business Continuity Plans
- Strong levels of recurring revenue
- Sticky products and low churn
- Cost base reductions
- Our executed strategy of pivoting away from the SME ERP market
- Being geographically and operationally diverse
- Having strong solid financial foundations
- Our focus on customer experience



Strategic Direction

We currently have four key strategic priorities



Profitably Grow ERP in Australia

- Win new business in mid-market
- Increase upsell to existing customers
- Reduce customer churn
- Looking for value accretive acquisitions



Rapidly Grow JCS ERP in Asia

- Grow ERP Sales from Singapore and Philippines offices
- Grow JCS Philippines centre of excellence delivery team
- Establish the JCS brand in Asia
- Further M&A activities



Accelerate Global Riyo go-to-market

- Product enhancements from existing customer feedback
- Expand into the existing customer base
- Focus on larger opportunities
- Relaunch with refreshed brand
- More product verticalisation
- Look beyond Australia



Increase shareholder value

- We are focused on delivering value to shareholders through share price growth
- Short term focus on core operating fundamentals during the COVID-19 pandemic, but we are now looking to drive growth
- With no debt and strong cash we are seeking to deliver the right opportunities for the best shareholder outcome

Investor Proposition

Consolidated Group

On current multiples (*)
(FY2020 results and \$9.2m
market cap):

- 0.7x revenue
- 1.1x on consolidated recurring revenue base
- 12x Normalised EBITDA

() The multiples quoted assume none of the Company's current cash balance is a surplus asset. The ratios quoted have been calculated directly from the Company's market capitalisation as at 31 December 2020*

Strong Financial Foundations

\$11.2m

Revenue for FY2020

\$0.7m

EBITDA for FY2020

\$3.9m

cash at bank
as at 16 November 2020

- Debt-free
- Growing recurring annual ERP commissions

Growth

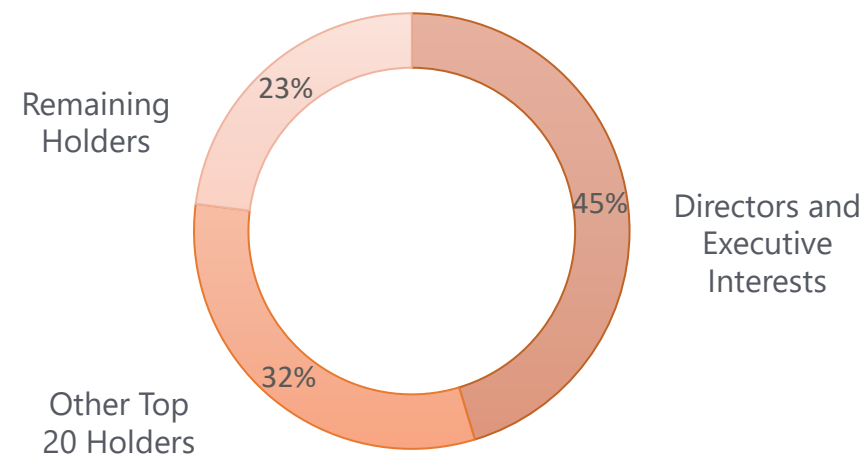
- Well positioned for market trend towards cloud adoption
- Industry leading suite of products and services
- The acceleration of M&A opportunities during prevailing market conditions
- Confidence that recent acquisitions (Riyo and Spectrum) will deliver benefits over next 2 years
- Strong focus on an Asia strategy via current strategic ERP relationship as well as other stand-alone opportunities

Strong Operational Fundamentals

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

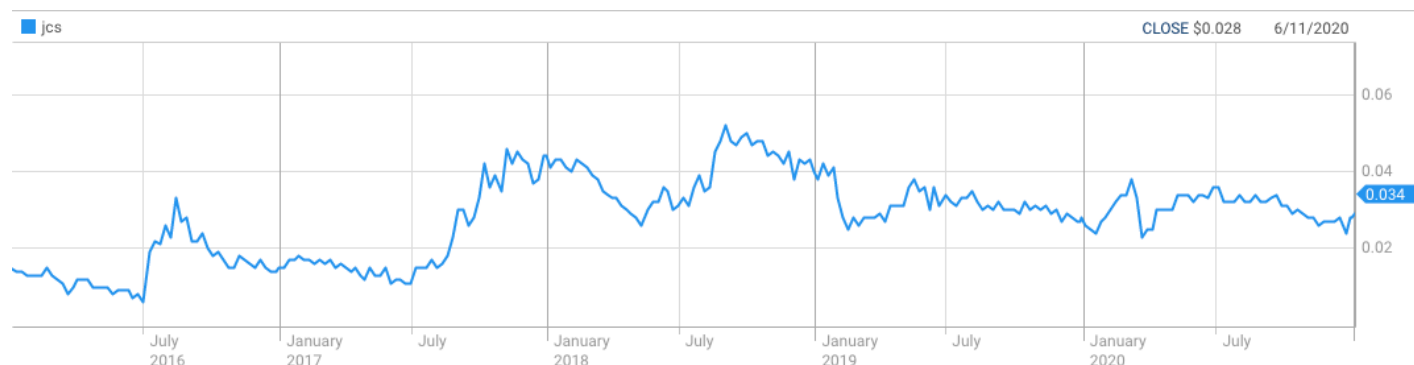
Key Statistics (ASX: JCS)	As at 31/12/2020
Share Price	\$0.028
Shares on Issue	327,856,900
Performance Rights	9,800,000
Market Capitalisation	\$9.2.m
Cash (as at 16 November 2020)	\$3.9m
Debt	Nil
Enterprise Value	\$5.3m
52 week high / low share price	\$0.021 / \$0.038

Ownership of shares on issue as at 31 December 2020



5-year historical share price graph

Source: <https://www2.asx.com.au/markets/company/jcs>





Thank You

enquiries@jcurvesolutions.com