
28 April 2023

Business Update – Quarter Three Sales Result

Summary

- ✓ Q3 Sales result of \$3.5m (3% increase on the comparative Q3 FY2022 result)
- ✓ Record \$11.4m of sales for the nine months ending 31 March 2023 (a 4.5% increase on the comparative YTD2022 result)
- ✓ Cash balance of \$3.6m as of 31 March 2023

JCURVE SOLUTIONS LIMITED (ASX: JCS) (Jcurve), the business transformation technology company, today reported its unaudited sales result for the nine-month period ending 31 March 2023 (YTD2023).

Jcurve has continued its positive momentum with a Q3 FY2023 unaudited sales result of \$3.5m, a 3% increase on the comparative Q3 FY2022 result. This result would have been stronger had a large transaction signed in early April been contracted before 31 March 2023, as originally expected. Significantly, and reflecting our customer focus and the importance of our software to customers' businesses, our customer retention rates remain extremely robust (above 95% for the ANZ ERP division).

Jcurve's YTD2023 sales result for the first nine months of the year was \$11.4m, a 4.5% increase on the comparative YTD2022 result. With the business now in the historically strongest quarter of sales, we are pleased to report a strong pipeline of prospects for closing before the end of the financial year. We do note that the business is likely to be at or close to the lower end of our forecast Group revenue guidance range, but pleasingly, and with a focus on margin delivery, Jcurve's EBITDA result continues to be forecast in line with guidance.

Jcurve's cash balance remains strong at \$3.6m as of 31 March 2023, which is \$0.2m higher than the 31 March 2022 balance, and reflects the seasonal nature of our inflows and outflows. With a strengthening underlying cash position, our expectation is that the cash position will range between \$4.5m - \$5.0m as at 30 June 2023, depending on customer and Netsuite payments being received as forecast prior to the end of the financial year. Jcurve remains debt free.

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.