

10 March 2021

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

By E-Lodgement

## Investor Presentation – Spark Plus Tech Day Investor Webinar

**JCurve Solutions Limited** (ASX: JCS) is today participating in the Spark Plus Tech Day.

CEO Stephen Canning will present on the company via Webinar from 1pm AEDT / 10.00am AWST. This webinar will be hosted live via Zoom and will provide viewers the opportunity to hear from, and engage with, a range of ASX-listed micro/mid-cap technology companies.

To access further details and register your interest, please go to the following link:

[https://us02web.zoom.us/webinar/register/WN\\_l3dVfJrcQxOha-quvkivUg](https://us02web.zoom.us/webinar/register/WN_l3dVfJrcQxOha-quvkivUg)

Attached is a copy of the investor presentation to be delivered during the webinar.

This announcement has been authorised for release by Stephen Canning, CEO 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](http://www.jcurvesolutions.com).



# Investor Presentation

**Presented by:**

Stephen Canning, Chief Executive Officer, JCurve Solutions

March 2021

## Disclaimer

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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, 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.

# Powering Business Growth Across Asia Pacific

A trusted digital transformation partner



# Today, ALL business is digital

Businesses must invest in end-to-end digital capability to be successful

# The recovery will be digital

*"Many organizations were already in the throes of digital transformations pre-pandemic, before COVID-19 accelerated the pace of business across the globe. Some sped up efforts already under way; others implemented digital capabilities for the first time—as a matter of survival"*

**- McKinsey**



<https://www.mckinsey.com/~media/McKinsey/Business%20Functions/McKinsey%20Digital/Our%20Insights/How%20six%20companies%20are%20using%20technology%20and%20data%20to%20transform%20themselves/The-next-normal-the-recovery-will-be-digital.pdf>

JCurve Solutions (**JCS**) **enables** our customers to leverage core **digital technologies** to **transform their business**.

- Strong business process and solutions capabilities
- Large digital implementation and support teams distributed across APAC region – local presence in key territories
- Systems integration platform and capabilities
- 12 years of experience implementing complex business systems
- ASX listed, strong governance, transparent reporting

# What Makes Us Different?



*"JCurve Solutions' **competitive advantage** is the combination of our **culture of success**; our highly engaged, talented **people**; and world-class cloud technology platforms."*

ORACLE  
NETSUITE



## Success Culture

- ✓ A clear, compelling, inspirational **vision**
- ✓ A clearly articulated **strategy**
- ✓ An engaged **team**
- ✓ **Accountability** for all
- ✓ **Inspection** and **adaptation**
- ✓ **The best people and great leaders**
- ✓ **Robust communications**
- ✓ **A sense of urgency**
- ✓ **Discipline**
- ✓ **Passion for the customer**

Foundation

Execution

# Driving Business Growth for Customers Across the Region



- ~70 staff across the region
- Geographically diverse
- We practise **resilient working**



# Our Management Team



JCurve Solutions is led by an **experienced group of senior executives** who are **passionate** about using **digital technologies** to **transform businesses**



**Stephen Canning**  
Chief Executive Officer

 [/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

 [/james-aulsebrook](#)

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



**James Butler**  
Chief Marketing Officer

 [/jameswbutler](#)

Responsible for the planning, development and execution of the businesses marketing strategy.



**Katrina Doring**  
Chief Operating Officer

 [/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

 [/arthur-fernandez](#)

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

# Our Customers



JCurve Solutions delivers business solutions and services to medium and enterprise-scale customers throughout Asia Pacific.

Industry sectors include:

- Wholesale distribution
- Aged care
- Light manufacturing
- Services
- Healthcare



- Riyo partnership agreement with EPICOR in Australia
- Riyo selected as the preferred solution for rostering and scheduling jobs as part of the Epicor Senior Living Solution
- Epicor is a leading solution for the aged care industry with 50,000 residents

**ORACLE  
NETSUITE**

**5** STAR AWARD  
2021 ★★★★★

- Largest Oracle NetSuite partner globally by number of customers
- JCS has one of the largest NetSuite implementation and support teams in APAC
- 12 years NetSuite implementation experience
- 5-star Solution Partner, which guarantees JCS receives the highest level of revenue share on NetSuite SaaS fees



# Driving Digital Transformation in Asia Pacific

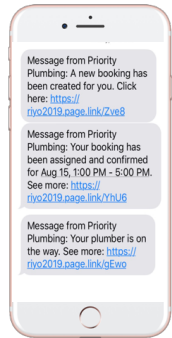
## Introducing Riyo – The Next-Generation Service Management Platform

- 100% owned by JCurve Solutions
- State-of-the-art service collaboration platform, bringing together service managers, service providers, and customers – the ‘Uber’ of Service Management
- Game-changing time optimisation algorithm
- Powers efficiency and growth
- Fast-growing service manager and provider customer base
- Multiple platform integrations

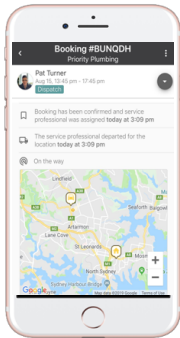


Riyo is a service management platform that provides complete control and transparency. Manage the rostering, scheduling, and service delivery process from a single, cloud-based platform

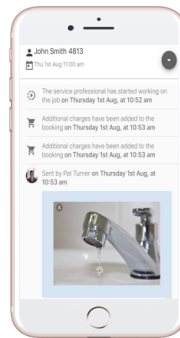
*“Exceeding customer expectations by getting people to the right place, on-time, to deliver an exceptional service”*



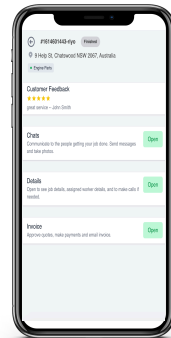
Booking confirmation  
& notification of  
service professional



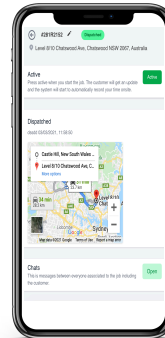
Notification of  
dispatch



Real-time  
communication  
and job updates



Customer  
view

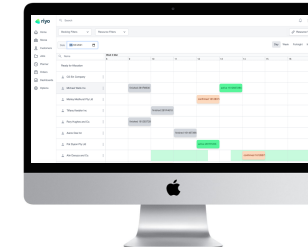
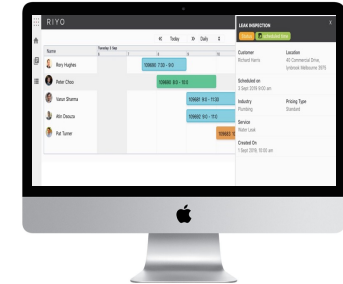


Resource  
view



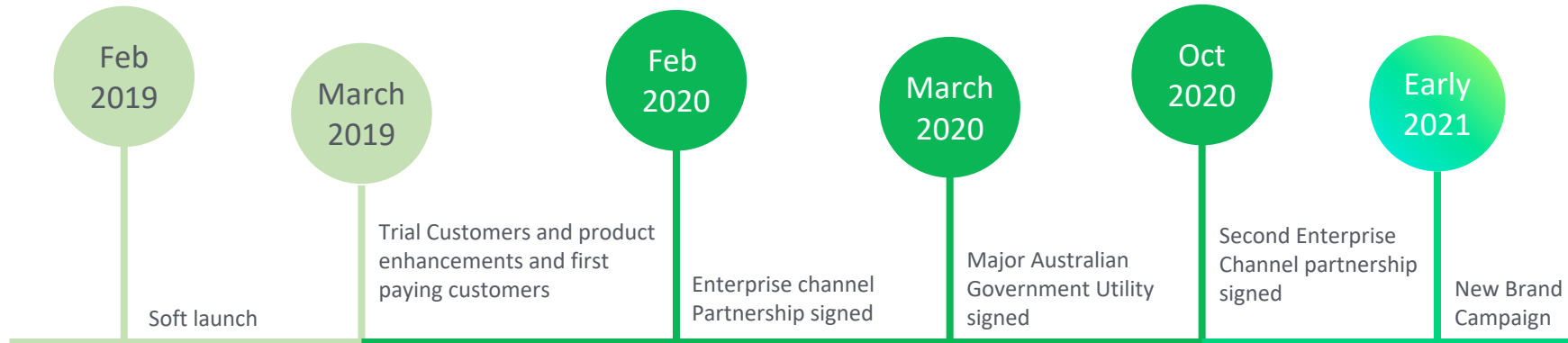
## Key Differentiators:

- Easy multi-way communications
- Total customer engagement
- Configurable, mobile first, unified Platform



Dispatcher view

## Our Achievements To Date



### Current business profile

- > 1,100 unique Users
- > \$100k recurring SaaS revenue
- 2 x Enterprise channel partners

### What to expect in FY2021

- Growing user numbers
- Rapidly increasing revenue contribution
- Establishment of further channel partnerships
- Global business opportunities

“Riyo’s feature-rich technology, a modern user interface, provides a market-leading rostering and scheduling solution.”

**Greg O’Loan**  
Regional Vice President

**EPICOR**

“I have been impressed with the Riyo team’s innovation, passion and responsiveness.”

**Wayne McGlone**  
General Manager

**South East  
Water**

 **BOOKITDOIT**

**ACE+**

**South East  
Water**

**AQUASTREAM**  
WATER SOLUTIONS

## Target growth segments



Aged care



Home Services



Distribution & logistics



Real estate

## Market Snapshot



Study Period: 2018- 2026

Base Year: 2020

Fastest Growing Market: Asia Pacific

Largest Market: Asia Pacific

CAGR: 15.4 %

“The Global Field Service Management Market was valued at USD 2.85 billion in 2019, and it is expected to reach USD 7.10 billion by 2026, registering a CAGR of 15.4%, during the period, 2021-2026.”

<https://www.mordorintelligence.com/industry-reports/field-service-management-market>

# Business Management Solutions

Enterprise Resource Planning (ERP)

**ORACLE  
NETSUITE**

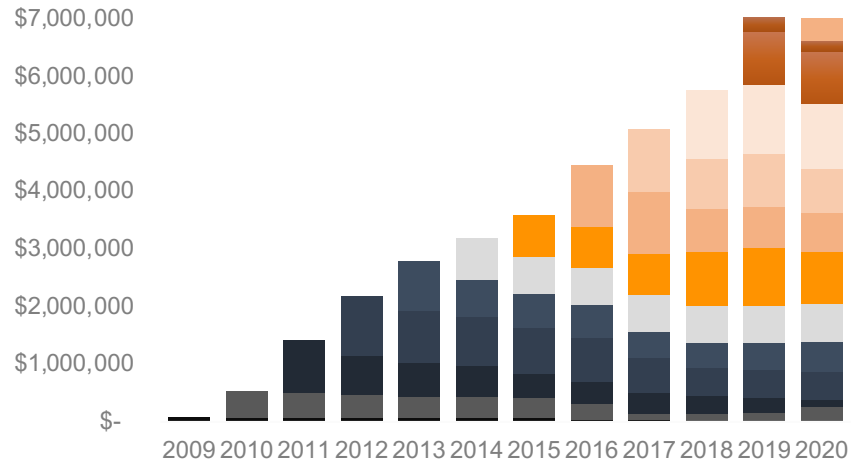
**5** STAR AWARD  
2021 ★★★★★

*5-Star Partner 2013-2021*

- Full-service business solutions provider
- 600+ ERP customers - largest Oracle NetSuite partner in the world by customer count
- Expanding footprint from Australia -> South East Asia
- Strong systems integration capabilities
- One of the largest ERP implementation and support teams across APAC region, with a local presence in key territories
- 12 years of NetSuite ERP implementation experience

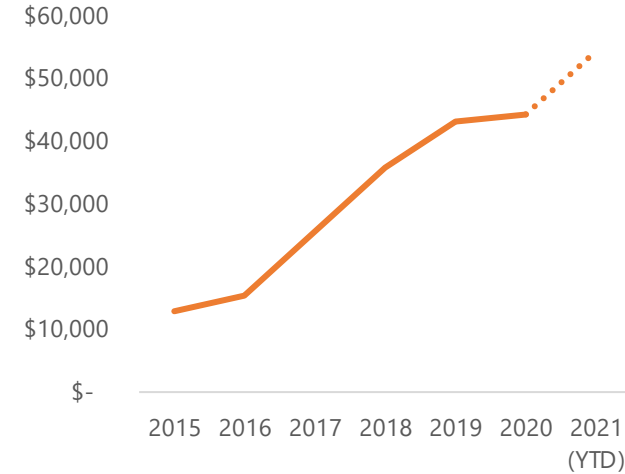


# Business Management Solutions Overview



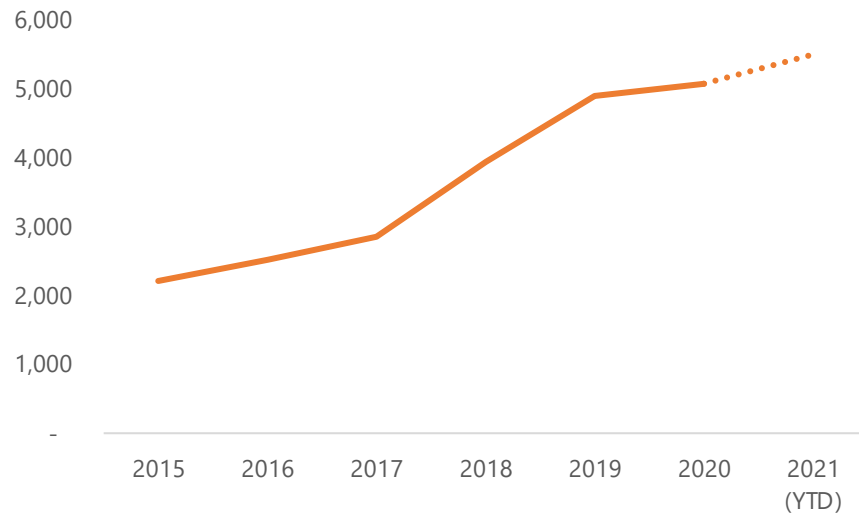
**\$7M**

Current  
annualised  
contracted  
recurring  
revenue



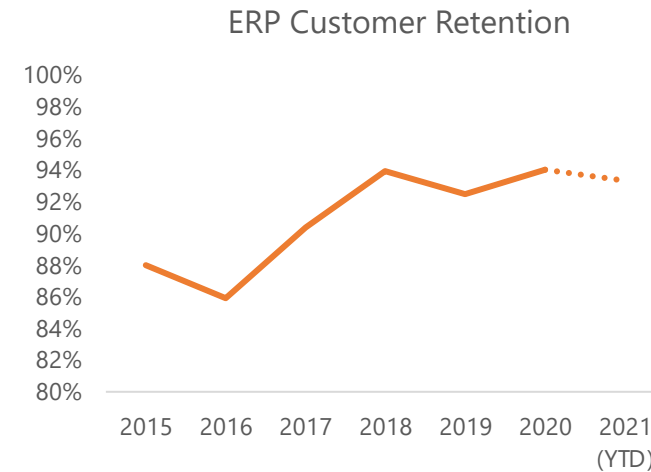
**\$54K**

Current  
Average Income Per  
New Business Sale



**5K+**

Current  
number  
ERP Users



ERP Customer Retention

**94%**

Current ERP  
Retention  
Rate

# instaclustr

- Australian tech start-up
- Turnover doubling every 12 months
- Needed a system that could scale and support its local and global expansion plans
- Partnered with JCurve Solutions to implement NetSuite cloud ERP.
- Working with the team of NetSuite experts at JCS was a “meeting of minds”

“

*NetSuite is all about the ability to proactively make decisions about what we need to do and when we need to do it ... Leaders in the business have access to vital, live data right at their fingertips and day-to-day operations are managed off the one unified platform.*

”

**Peter Lilley, Co-Founder & COO, Instaclustr**



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

# Life Interiors

Modern Furniture since 2007

- Modern furniture wholesaler and retailer
- Rapid expansion from suburban shed to national success story with expansive showrooms, wholesale, online and retail channels, and even international franchises in the works

“

*JCurve ERP lets us run an efficient business, and an efficient business means we can sell great products at a really affordable price.*

”

**Basil Karam, Co-Founder and CEO, Life Interiors**



<https://www.jcurvesolutions.com/erp/customers/life-interiors/>

## Case Study – Singapore Swimming Association



- Singapore Swimming Association deployed NetSuite ERP system
- Boosted productivity, improved governance, and focused on strategic business initiatives

“ We are seeing the benefit of getting information more quickly ... Staff now have the ability to work from anywhere and can even submit leave applications and expense claims without needing to be in the office

”

**Leon Lim, Director of Finance, Admin & Business Development  
Singapore Swimming Association**



<https://www.jcurvesolutions.com/erp/customers/singapore-swimming-association/>

## Current market trends and opportunities

- Oracle NetSuite partner consolidation
- COVID Digital Enablement Govt Support
- Geographic diversification

## Market Snapshot



Study Period:	2018 - 2026
Base Year:	2020
Fastest Growing Market:	Asia Pacific
Largest Market:	North America
CAGR:	8.66 %

"The global enterprise resource planning market was valued at USD 43billion in 2020 and expected to reach USD 70.8 billion by 2026 and grow at a CAGR of 8.66% over the forecast period (2021 - 2026). "

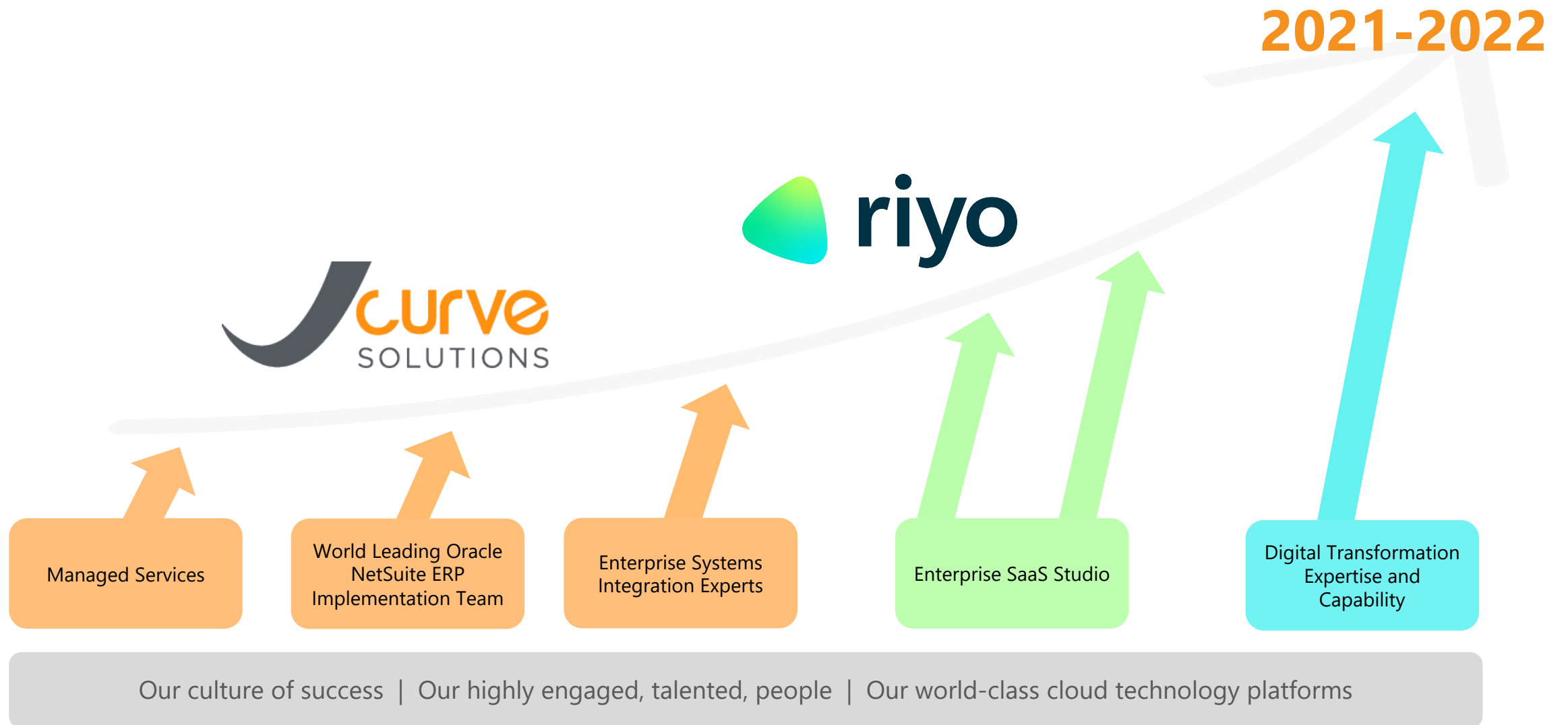
<https://www.mordorintelligence.com/industry-reports/enterprise-resource-planning-market>

# Strategy and Investor Proposition

## Why Now?

- ✓ Post-COVID pent up demand for digital transformation, especially in Asia Pacific
- ✓ Service management market growth
- ✓ Oracle NetSuite channel consolidation opportunities
- ✓ Opportunities to complement digital transformation offerings







## We have four key strategic priorities for FY2022



### Profitably Grow JCurve Solutions in Asia Pacific

- Grow ERP sales in mid-market Australia
- Increase upsell to existing customers
- Further improve customer retention
- Grow ERP Sales in Singapore and Philippines
- Grow JCurve Philippines delivery team
- Further M&A activities



### Accelerate Riyo go-to-market

- Platform enhancements and more verticalisation
- Fresh brand and marketing campaign
- Expand into JCurve Solutions existing customer base
- Look beyond Australia



### Seize adjacent Digital Transformation opportunities

- Meet the demand for digital transformation
- Provide end-to-end digitalisation services
- Create valuable software IP for complementary offerings



### Increase shareholder value

- Deliver share price growth
- Realise the digitalisation opportunities created post Covid
- Deliver the right acquisitions for the best shareholder outcome

## Consolidated Group

On current multiples (\*)  
(FY2020 results and \$16.4m  
market cap):

- 1.5x revenue
- 2.3x on consolidated  
recurring revenue base
- 24x 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 1 March 2021*

## Strong Financial Foundations

**\$11.2m**

Revenue for FY2020

**\$0.7m**

EBITDA for FY2020

**\$4.5m**

cash at bank  
as at 31 December 2020

- Debt-free
- Growing recurring annual  
ERP revenue

## Growth

- Well positioned for market  
trend towards cloud  
adoption and digital  
transformation
- 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

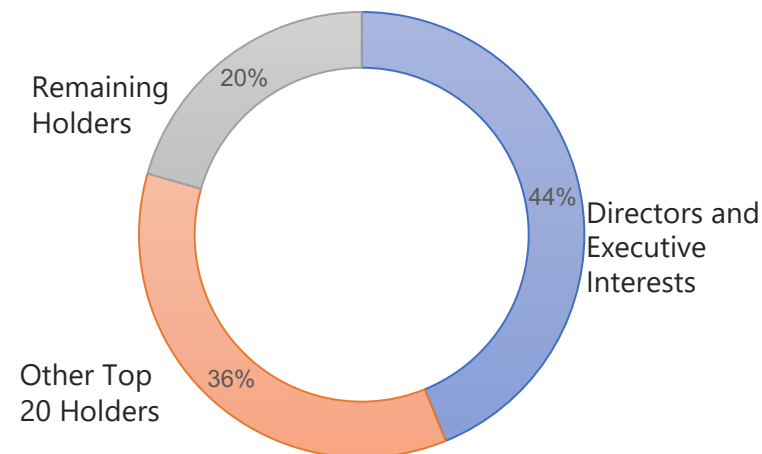
## Strong Operational Fundamentals

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

# Capital Structure, History And Shareholders

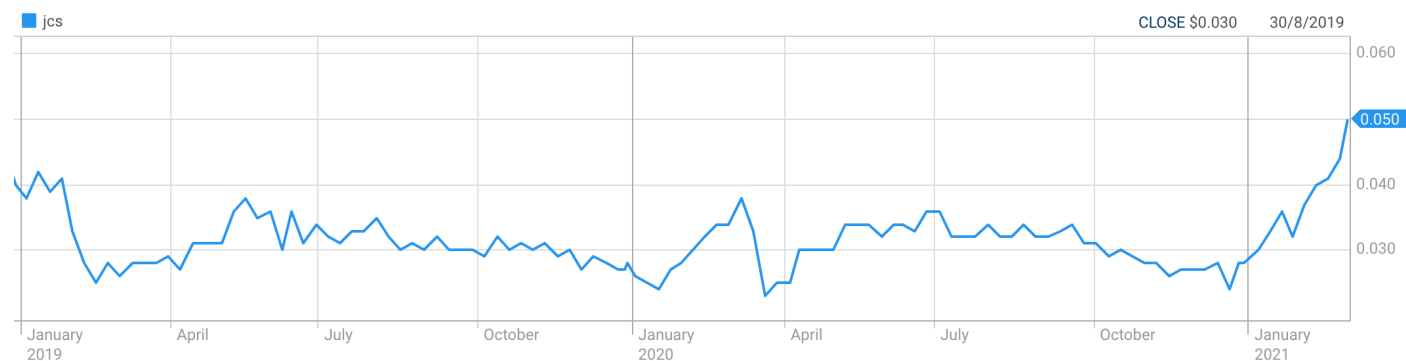
Key Statistics (ASX: JCS)	As at 1/3/2021 unless otherwise stated
Share Price	\$0.05
Shares on Issue	328,343,439
Performance Rights	5,200,000
Market Capitalisation	\$16.4m
Cash (as at 31 December 2020)	\$4.5m
Debt	Nil
Enterprise Value	\$11.9m
52 week high / low share price	\$0.021 / \$0.050

Ownership of shares on issue as of 1 March 2021



2-year historical share price graph

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





# Thank You!

[www.jcurvesolutions.com](http://www.jcurvesolutions.com)

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[enquiries@jcurvesolutions.com](mailto:enquiries@jcurvesolutions.com)