



Third Quarter Report

October 27, 2016

Disclaimer

Certain statements in this presentation, including statements about the financial conditions, and results of operations and earnings, may contain words such as “could”, “expects”, “may”, “should”, “will”, “anticipates”, “believes”, “intends”, “estimates”, “targets”, “plans”, “envisions”, “seeks” and other similar language and are considered forward-looking statements or information under applicable securities laws. These statements are based on the Company’s current expectations, estimates, forecasts and projections about the operating environment, economies and markets in which the Company operates. These statements are subject to important assumptions, risks and uncertainties that are difficult to predict, and the actual outcome may be materially different. The Company’s assumptions, although considered reasonable by the Company at the date of this presentation, may provide to be inaccurate and consequently the Company’s actual results could differ materially from the expectations set out herein.

Actual results or events could differ materially from those contemplated in forward-looking statements as a result of the following: (i) the Company’s expectations regarding its revenue, expenses and operations; (ii) the Company’s anticipated cash needs and its needs for additional financing; (iii) the Company’s ability to protect, maintain and enforce its intellectual property rights; (iv) third-party claims of infringement or violation of, or other conflicts with, intellectual property rights by the Company; (v) the Company’s plans for and timing of expansion of its solutions and services; (vi) the Company’s future growth plans; (vii) the acceptance by the Company’s customers and the marketplace of new technologies and solutions; (viii) the Company’s ability to attract new customers and develop and maintain existing customers; (ix) the Company’s ability to attract and retain personnel; (x) the Company’s expectations with respect to advancement in its technologies; (xi) the Company’s competitive position and its expectations regarding competition; (xii) the Company’s expectations with respect to the strategic value, synergies, ability to leverage relationships, ability to cross-sell, revenue growth, expenses and liabilities with respect to acquired businesses; (xiii) regulatory developments and the regulatory environments in which the Company operates; and (xiv) anticipated trends and challenges in the Company’s business and the markets in which it operates. Forward-looking statements may also include, without limitation, any statement relating to future events, conditions or circumstances.

The risks and uncertainties that may affect forward-looking statements include, but are not limited to: (i) our dependence on a limited number of customers and large project size; (ii) fluctuation in our quarterly operating results; (iii) our dependence on key personnel and our compensation structure; (iv) risks associated with managing large and complex software implementation projects; (v) uncertainties and assumptions in our sales forecasts, including the extent to which sales proposals are converted into sales; (vi) risks associated with our ability to design, develop, test, market, license and support our software products on a timely basis; (vii) market acceptance of our products and services; (viii) commercial success of products resulting from our investment in research and development; (ix) our success in expanding sales into new international markets; (x) risks associated with expansion into healthcare and other new industry verticals; (xi) competition in our industry; (xii) failure to protect our intellectual property or infringement of intellectual property rights of third parties; (xiii) reliance upon a limited number of third-party software products to develop our products; (xiv) defects or disruptions in our products and services; (xv) currency exchange rate fluctuations; (xvi) lengthy sales cycles for our software; (xvii) global financial market conditions; (xviii) failure to manage our growth successfully; and (xix) our ability to successfully integrate and manage acquired businesses, offerings and people.

For additional information with respect to risks and other factors which could occur, see the Company’s Annual Information Form for the year ended December 31, 2015 dated February 19, 2016, and other securities filings with the Canadian securities regulators available on www.sedar.com. Unless otherwise required by applicable securities laws, the Company disclaims any intention or obligations to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Financial Highlights

Third Quarter Results (Expressed in thousands of Canadian Dollars)

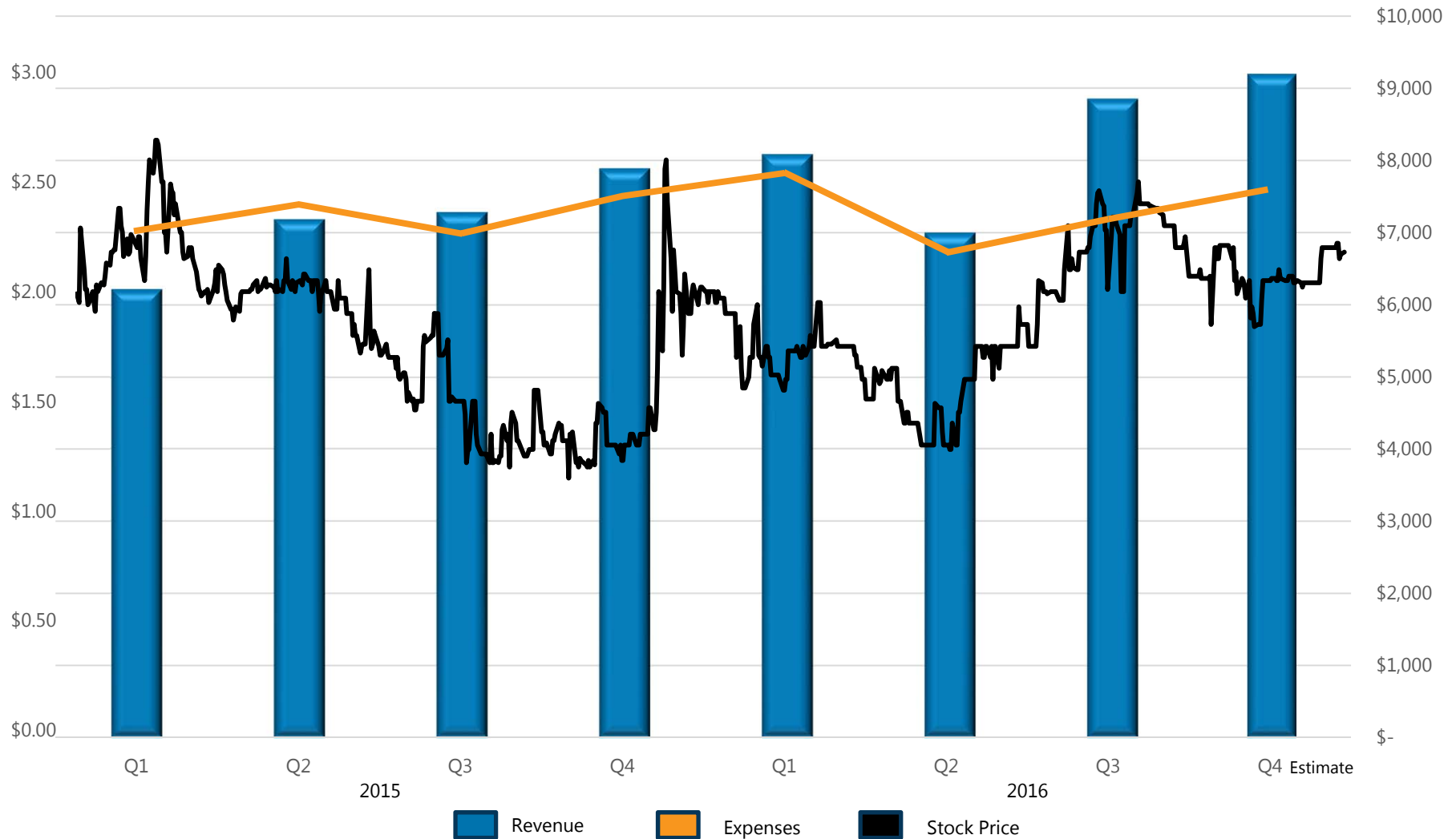
	2016	2015*	\$ Change	% Change
Revenue	\$8,857	\$7,285	\$1,572	22%
Adjusted EBITDA	\$1,745	\$228	\$1,517	
Net Income	\$1,125	\$(1,175)	\$2,300	

Nine Months Year-to-Date (Expressed in thousands of Canadian Dollars)

	2016	2015*	\$ Change	% Change
Revenue	\$23,945	\$20,689	\$3,256	16%
Adjusted EBITDA	\$2,141	\$(683)	\$2,824	
Net Income	\$(1,616)	\$(5,184)	\$3,568	

*2015 results exclude discontinued operations (the healthcare business unit)

Stock Price to Financial Performance



Improved operations is not reflected in the company value

Enterprise Customers

WEALTH MANAGEMENT & PRIVATE BANKING



Customer since 2007

35,000 users
CRM and CDM

Supported merger of Wachovia Securities and A.G. Edwards

USA



Customer since 2008

6,800 users
CRM

Strategic platform for financial consultant integrated desktop

Canada

ATB Investor Services

Customer since 2009

330 users
CRM and CPM

New account opening and client relationship management

Canada



Customer since 2011

9,210 users
CRM and CPM

Advisor desktop and integrated client onboarding

Canada & USA



Customer since 2013

550 users
CRM and CPM

Client onboarding with KYC and AML for regulatory compliance

UK



Customer since 2016

11,000 users
CRM

Service Level Management for customer engagement

US, Canada, Central & South America

INSURANCE



Customer since 2010

17,000 users
CRM

Omni-channel across agent, branch and contact center

USA



Customer since 2010

1,680 users
CRM

Deliver efficiency and consistency in advisor and client experience

Canada

CORPORATE & COMMERCIAL BANKING, CAPITAL MARKETS

CANACCORD Genuity

Customer since 2013

700 users
CRM

Platform for global client management and collaboration

Canada, USA, UK, Australia



Customer since 2014

4,400 users
CRM

Enabling collaboration for Asia-Pacific super-regional strategy

31 Countries



Customer since 2015

1,800 users
CRM

Global customer view to enhance insights and collaboration

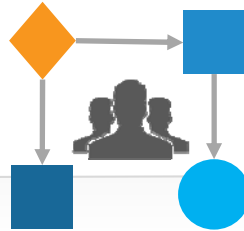
47 Countries

Enterprise Customer Management



Customer Relationship Management (CRM)

- ▶ Integrated customer view for advisors, bankers & agents
 - Enable collaboration across countries, regions, teams, product specialists



Customer Process Management (CPM)

- ▶ Configurable Smart Forms, Workflows and Approvals
 - Client onboarding with KYC & AML for regulatory compliance



Customer Data Management (CDM)

- ▶ Operationalize customer data across enterprise systems
 - Support omnichannel digital transformation and customer analytics

More Than CRM

Partnering for Strategic Growth

▶ Deliver NexJ implementation projects

- Provide further scale for services delivery capabilities
- Lower cost through mix of onshore, near-shore, offshore services
- Increase software license to services ratio

▶ Offer managed application services

- Allows mid-market hosted offering for financial services

▶ Sell NexJ Solutions

- Reseller and OEM agreements to drive software license revenue



Why Customers Choose NexJ

Industry Experts

- ▶ Domain expertise and tailored solutions for vertical markets
 - Wealth Management
 - Private Banking
 - Corporate Banking
 - Commercial Banking
 - Capital Markets
 - Insurance
- ▶ Large-scale, global implementations

Technically Superior

- ▶ Designed to seamlessly integrate with existing enterprise systems
- ▶ Rapidly tailored to unique and specific client needs
- ▶ Scalable to tens of thousands of users

Strategic Partner

- ▶ Committed to our customers' success and responsive to their needs
- ▶ Proven track record in partnering with industry leaders
- ▶ The choice of global market leaders

We Deliver Results

Thank You

Contact Us

▶ www.nexj.com

Connect with Us

