

# Q1 Results

April 27, 2017



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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) competition in our industry; (xi) failure to protect our intellectual property or infringement of intellectual property rights of third parties; (xii) reliance upon a limited number of third-party software products to develop our products; (xiii) defects or disruptions in our products and services; (xiv) currency exchange rate fluctuations; (xv) lengthy sales cycles for our software; (xvi) global financial market conditions; (xvii) failure to manage our growth successfully; and (xviii) our ability to successfully integrate and manage acquired businesses, offerings and people.

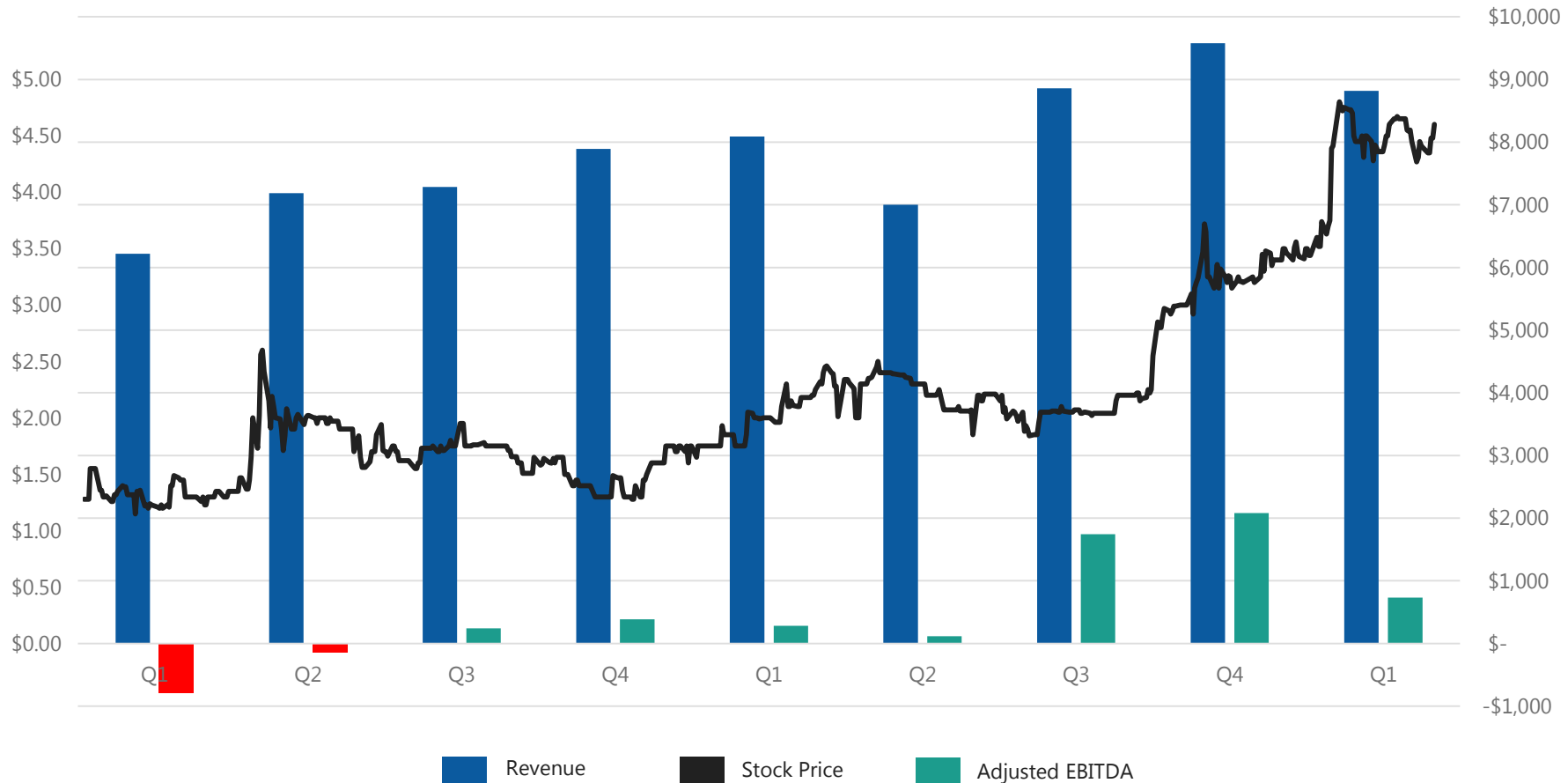
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# Financial Highlights

## First Quarter Results (Expressed in thousands of Canadian Dollars)

	2017	2016	\$ Change	% Change
Revenue	\$8,816	\$8,088	\$728	9%
Adjusted EBITDA	\$733	\$282	\$451	
Net Income	\$327	\$(2,028)	\$2,355	

# Stock Price to Financial Performance





## Integrated customer view for advisors, bankers, and agents

Enable collaboration across countries, regions, teams, product specialists

**Customer Relationship Management (CRM)**



## Configurable SmartForms, Workflows, and Approvals

Client onboarding with KYC & AML for regulatory compliance

**Customer Process Management (CPM)**




## Operationalize customer data across enterprise systems

Support omnichannel digital transformation and customer analytics

**Customer Data Management (CDM)**

# Enterprise Customers

## WEALTH MANAGEMENT & PRIVATE BANKING



Customer since 2007


Supported merger of Wachovia Securities and A.G. Edwards

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19 integrated systems  
36M+ contacts & households  
170M+ interactions & notes

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USA



Customer since 2008


Strategic platform for financial consultant integrated desktop

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3 integrated systems  
3M records

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Canada



Customer since 2009

Supported merger of Morgan and Smith Barney.

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20 integrated systems  
30M+ contacts & households  
160M+ interactions & notes

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USA & UK



Customer since 2011

Advisor desktop and integrated client onboarding

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15 integrated systems  
3M+ contacts & households  
180M+ interactions & notes

---

Canada & USA



Customer since 2013


Client onboarding with KYC and AML for regulatory compliance

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13 integrated systems  
30K+ contacts & companies  
300K interactions & notes

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UK



Customer since 2016

Service Level Management for customer engagement

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14 integrated systems  
10M+ contacts & households  
60M+ interactions & notes

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US, Canada, Central & South America

## INSURANCE



Customer since 2010


Omni-channel across agent, branch and contact center

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27 integrated systems  
31M+ contacts & households  
170M+ interactions & notes

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USA



Customer since 2010

Deliver efficiency and consistency in advisor and client experience

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Canada

## CORPORATE & COMMERCIAL BANKING, CAPITAL MARKETS



Customer since 2013

Platform for global client management and collaboration

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19 integrated systems  
60K+ contacts & companies  
180M+ interactions & notes

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Canada, USA, UK, Australia



Customer since 2014

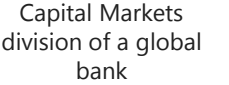
Enabling collaboration for Asia-Pacific super-regional strategy

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19 integrated systems  
60K contacts & companies  
400K interactions & notes

---

33 Countries



Customer since 2015

Global customer view to enhance insights and collaboration

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9 integrated systems  
550K+ contacts & households  
140K+ interactions & notes

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47 Countries

# 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

- ▶ Responsive to our customer's needs
- ▶ Proven track record in partnering with industry leaders
- ▶ Committed to our customer's success



We Deliver Results



# Thank You



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



[info@nexj.com](mailto:info@nexj.com)



[@nexj](https://twitter.com/nexj)



[nexj-systems](https://www.linkedin.com/company/nexj-systems)



[nexjsystems](https://plus.google.com/nexjsystems)



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[nexjsystems](https://www.youtube.com/nexjsystems)

## Canada (Headquarters)

10 York Mills Road, Suite 700  
Toronto, Ontario  
M2P 2G4  
Canada

tel: +1 (416) 222-5611  
fax: +1 (416) 222-8623

## United States of America

22 W. Washington St, Suite 1500  
Chicago, IL  
60602  
United States

tel: +1 (312) 262-5928  
fax: +1 (312) 854-8001

## United Kingdom

New Broad Street House  
35 New Broad Street  
London  
EC2M 1NH  
United Kingdom

tel: +44 (0) 203 009 3187

## Australia

303 Collins St, Level 28  
Melbourne, Victoria  
3000  
Australia

tel: +61 (3) 9678 9028  
fax: +61 (3) 9678 9009