



Annual General Meeting Business Update

William M. Tatham, CEO

May 22, 2013

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 prove 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 future performance, financial and otherwise, of NexJ; (ii) the ability of NexJ to protect, maintain and enforce its intellectual property rights; (iii) the acceptance by the Company’s customers and the marketplace of new technologies and solutions; (iv) the Company’s growth and profitability prospects; (v) the estimated size and growth prospects of the CRM market; (vi) the Company’s competitive position in the CRM market and its ability to take advantage of future opportunities in this market; (vii) the Company’s ability to attract new customers and develop and maintain existing customers; and (viii) the demand for the Company’s product and the extent of deployment of the company’s products in the CRM marketplace. 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; and (xviii) failure to manage our growth successfully.

For additional information with respect to risks and other factors which could occur, see the Company’s Management’s Discussion and Analysis of Financial Condition and Results of Operations for the year ended December 31, 2011 dated March 8, 2012, 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.

NexJ Systems

25

Years delivering
CRM solutions for
Financial Services
and Insurance

Top 5

Rank in Deloitte Fast 50™
2010-2012

3 of the
top 6

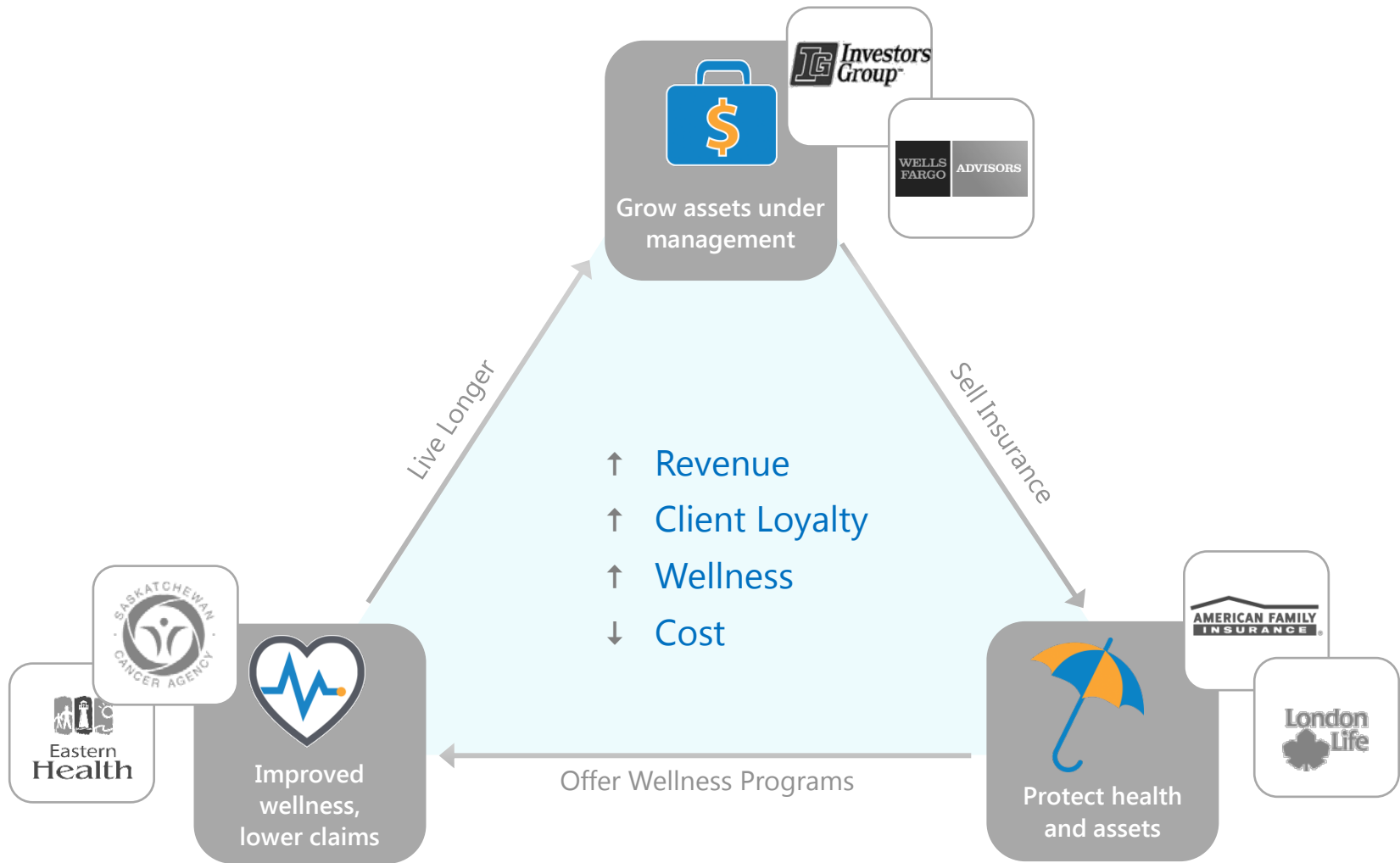
Largest global wealth management
firms are NexJ clients

100,000+

Integrated
Desktops

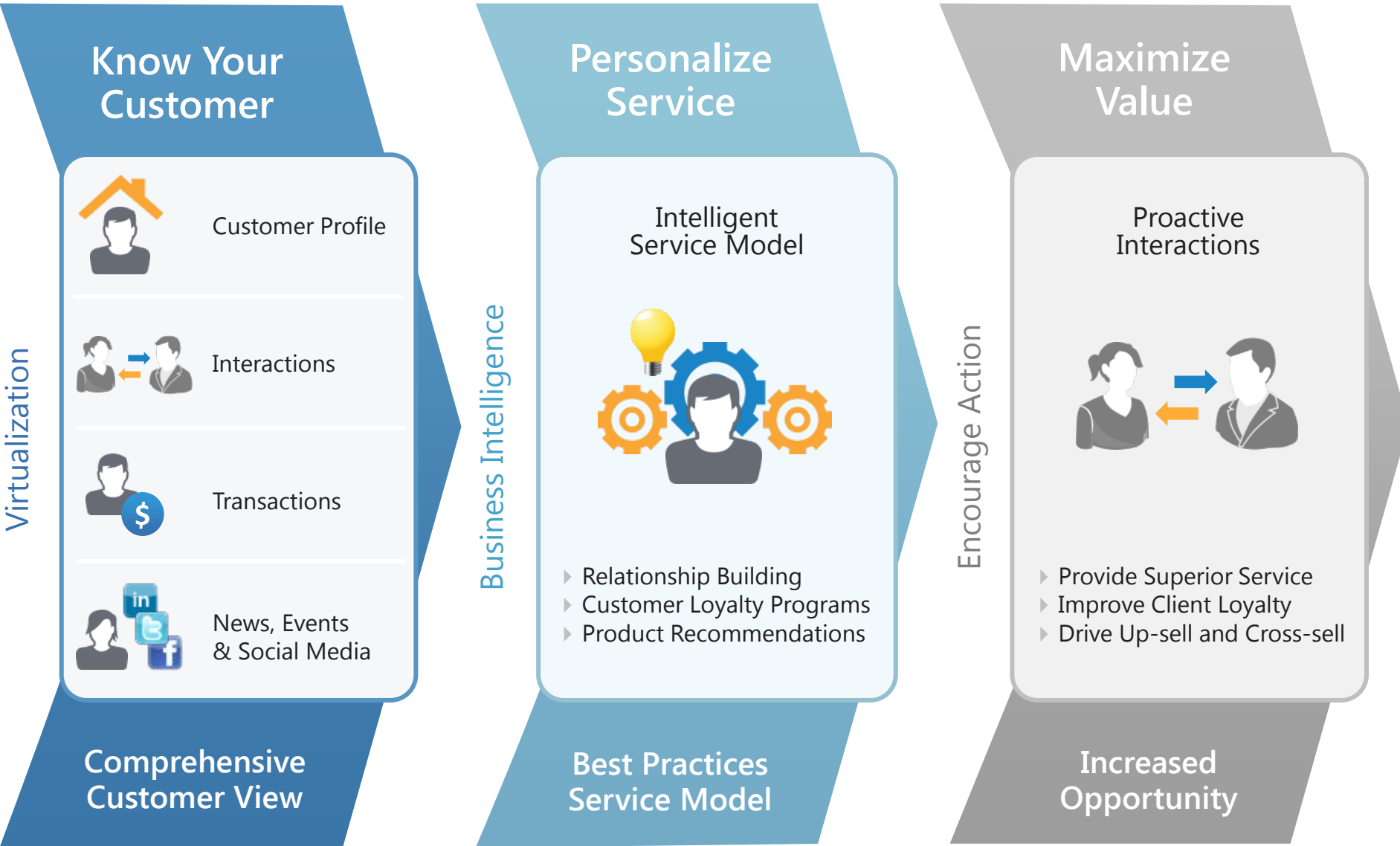
Software to Influence Human Behavior

Finance, Insurance, and Healthcare



Helping Protect and Grow Health and Wealth


Next Generation CRM



Maximize Customer Value

NexJ Integrated Advisor Desktop

Mr. Tim R Lamont ✓
Allen & Company, Senior Partner
Lamont Household, Head of Household
Client, Tier A, 643753243, Service Level: Gold




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(609) 292-6500 (H)
lamont.tim@gmail.com

Primary household member. Tim has been a loyal client since 1989...
[more...](#)

Total Assets: \$4,510,405.25
Total AUM: \$4,510,405.25
Available Cash: \$150,000.00



Profile Journal Accounts

Suggested Next Steps

Next Step

Last Interaction

Open Opportunities

Campaigns

Coverage

Collins, Henry
Advisor

Elms, Cheryl
Tax Specialist

Gold, Alice
Mortgage Banker

Company Household

Lamont Household

Lamont, Dee, Dependent

Lamont, Dionne, Spouse

Lamont, Peter, Dependent

Lamont, Tim, Head of Household

Accountant

Samson, Donna, E. Brown Consulting

Referral

Accountant

Board Member

Lawyer

Related Household

Notes

Enter notes here. [Save](#)

Couriered Tim four tickets for Giants vs. Jets with hand written note from Henry thanking him for 2 referrals last month.
nancy.rowland - Sep 18, 2012 at 8:56 AM

At dinner Tim spoke a lot about the real-estate market and potentially purchasing a new property...
henry.collins - Sep 7, 2012 at 11:22 AM

I phoned Tim earlier this morning to schedule our next financial review. He was not home so i left him a voice mail.
henry.collins - Jul 21, 2012 at 3:02 PM

Tim contacted me regarding products relating to dividend paying stocks. I schedules a follow up meting next week.
henry.collins - Jun 17, 2012 at 2:02 PM

Messages

Refinancing Home Mortgage

Hi Henry- Attached is a summary you can send Tim on the deduction limits and the Alternative Minimum Tax rules.
From: Cheryl Elms- Feb 17, 2012 3:50 PM

Refinancing Home Mortgage

Hi Cheryl, I am working with Alice Gold on refinancing Tim Lamont's house and moving the mortgage to us. Can you advise on mortgage interest deduction limits?
From: Henry Collins- Feb 17, 2012 12:10 PM

[more...](#)

Social Media Integration

Secure Messaging

Accounts

Profile

Research Interests

Market Data

Client Dashboard

Portfolio Performance

Financial Accounts

Profile and Interests

Key Interactions

Coverage Team

Relationship Hierarchy

Save Time, Make More Money

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nexj
SYSTEMS

Enterprise CRM



Data Governance & Master Data Management



Data Integration, Quality & Conversion



Integrated Desktops



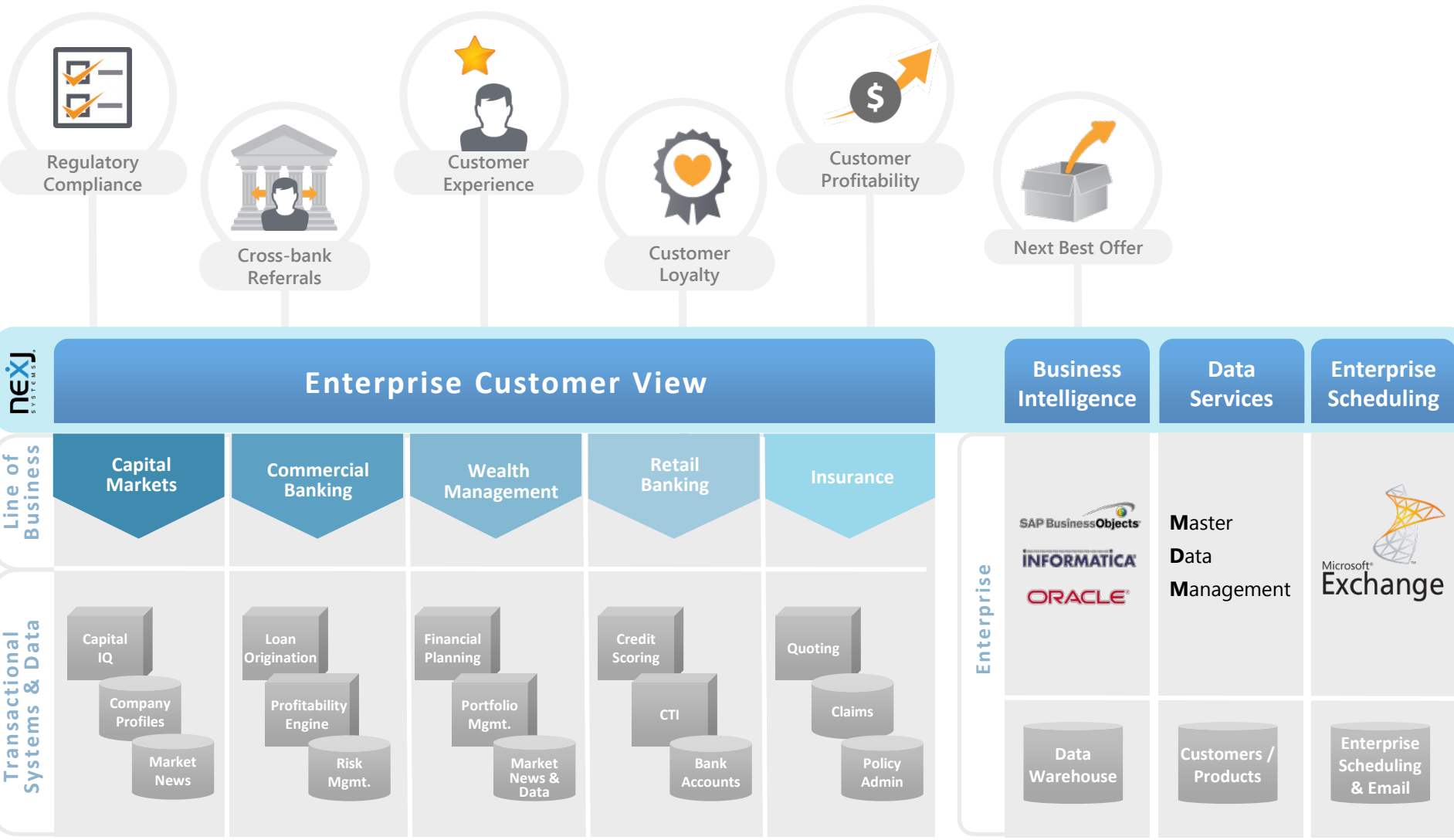
Enterprise Mobilization



Data Analytics & Business Intelligence

A Complete Solution

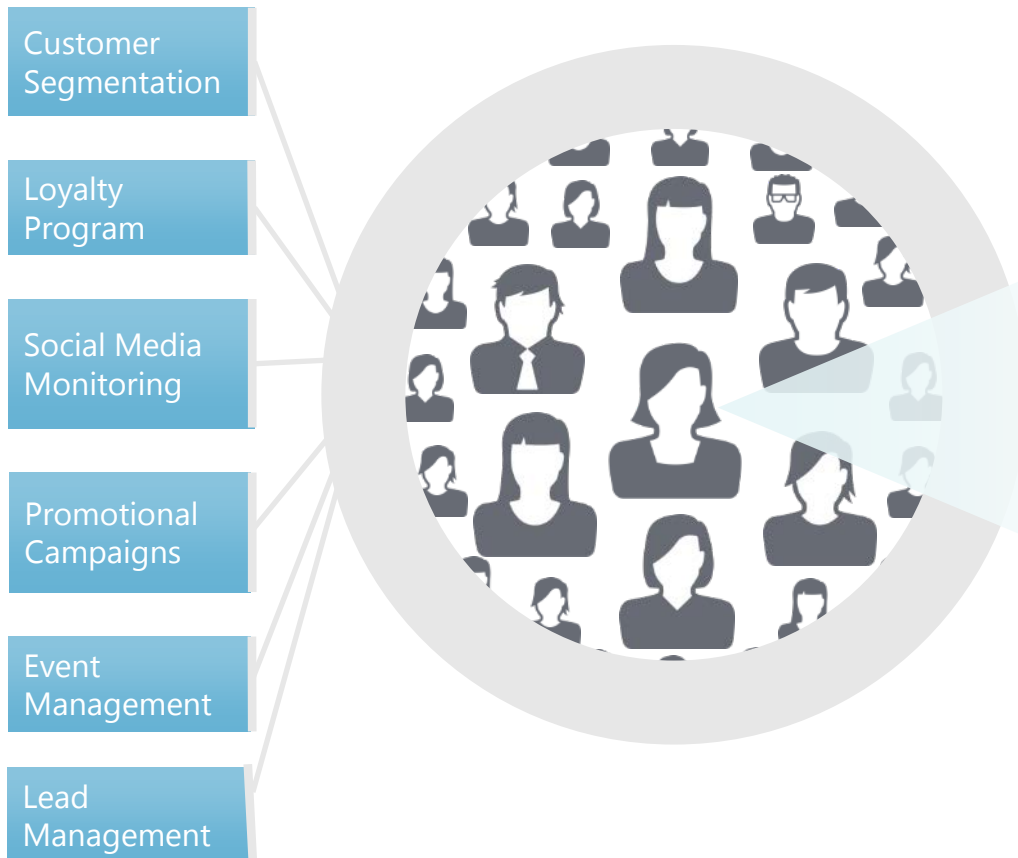
Enterprise Customer View



Maximize Customer Value

The Digital Consumer

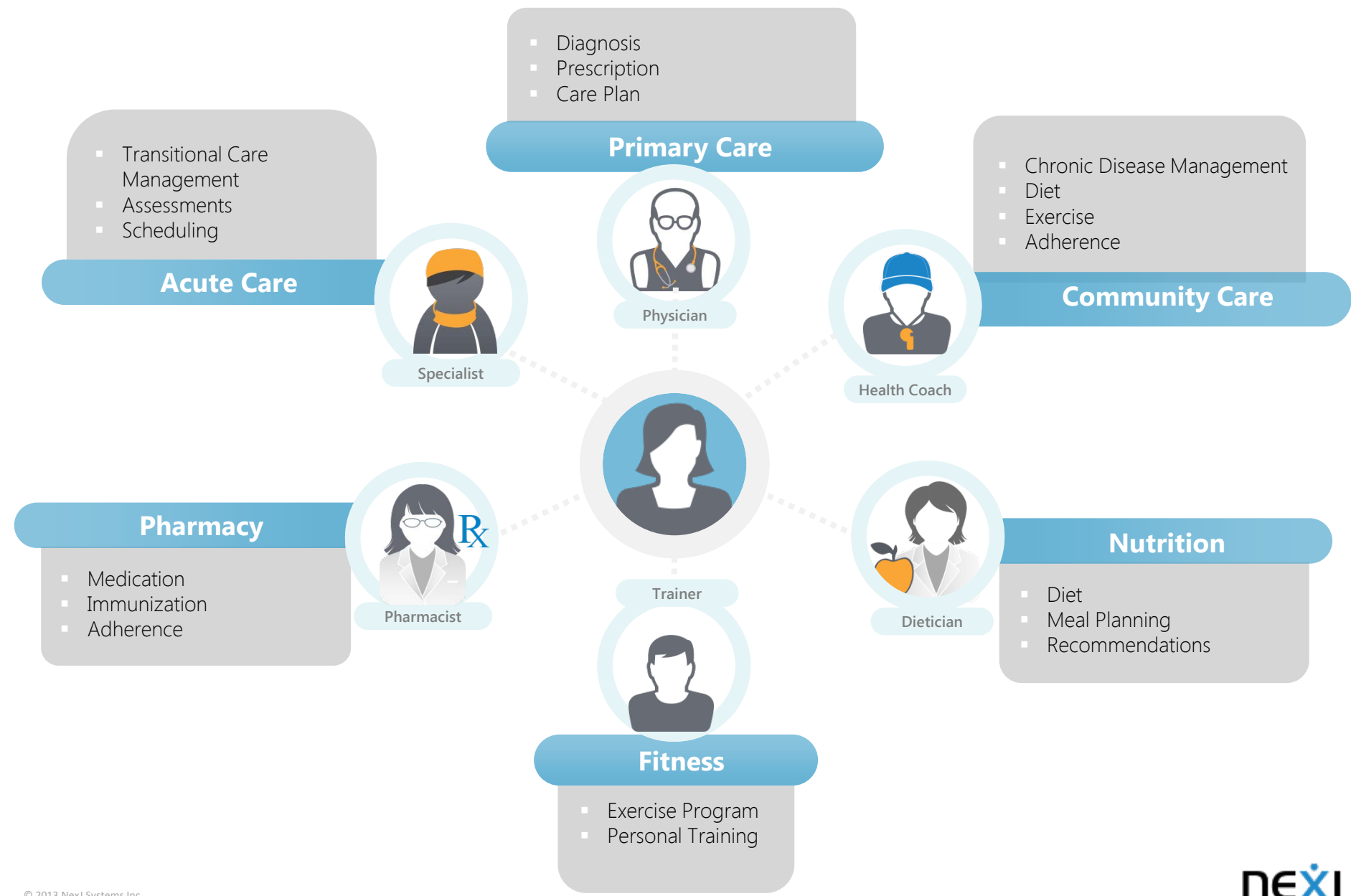
Customer Relationship Management



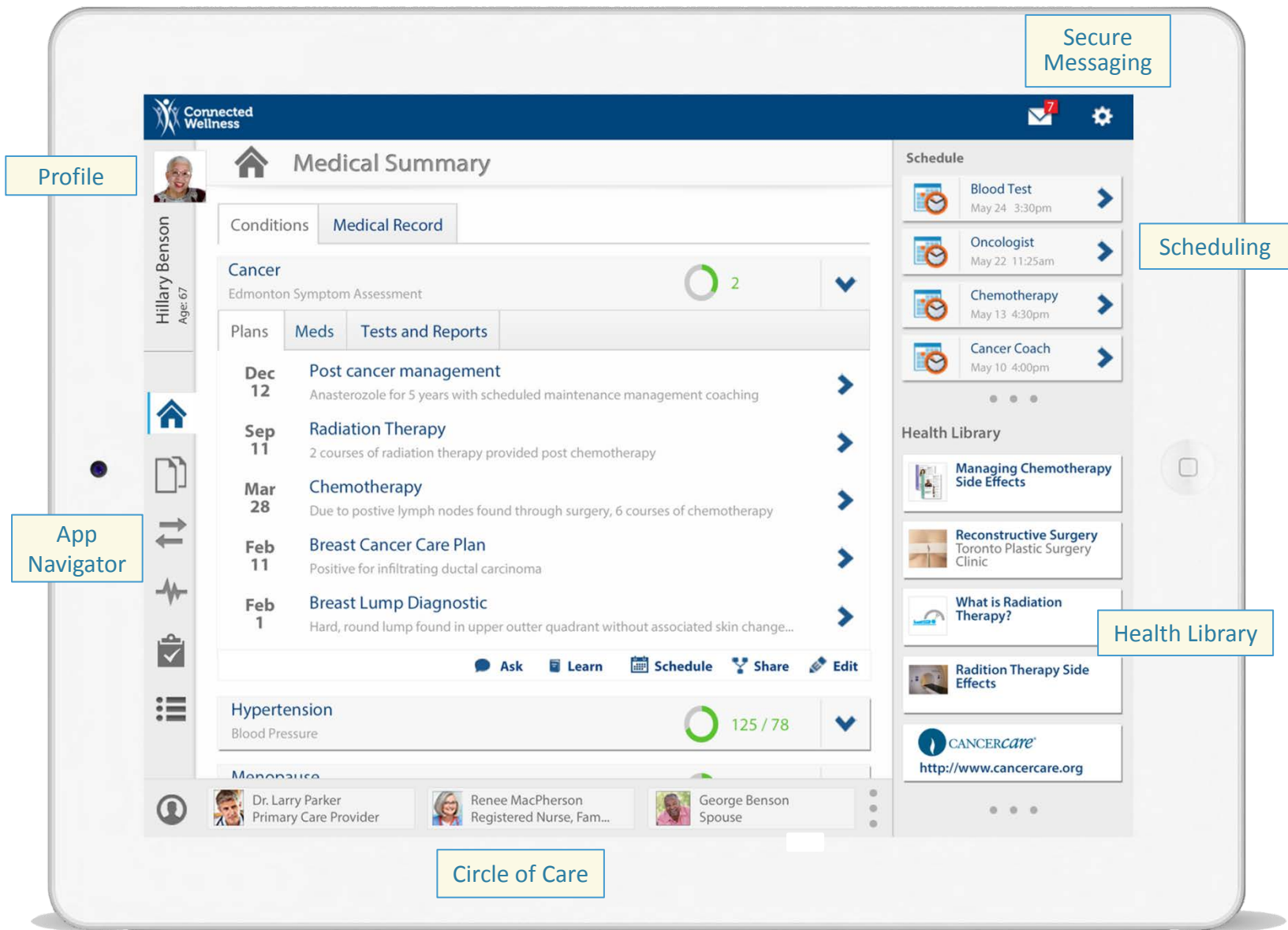
Consumer Engagement Platform



NexJ Connected Wellness



NexJ Connected Wellness

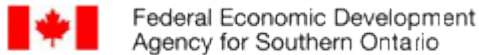


Mobile Solutions on Hosted Public Cloud

Strategic Health Initiatives



Connecting patients to their health information and their care team.



- ▶ \$15.5 M from Federal Economic Development Agency
- ▶ Personal Health Coaching Trials
 - North York Family Health Team - Diabetes
 - Southlake Regional Health Centre – Hypertension
 - York University – Mental Health
 - Rogers Communications – Employee Wellness

Beth Israel Deaconess
Medical Center

an affiliate of

HARVARD
MEDICAL SCHOOL

Transitional Care Management

- ▶ Longitudinal care post-discharge
 - Lay-language counselling
 - Road map to health
 - Adverse event management
- ▶ Improving quality of care and lowering costs
- ▶ Improving health literacy and patient satisfaction

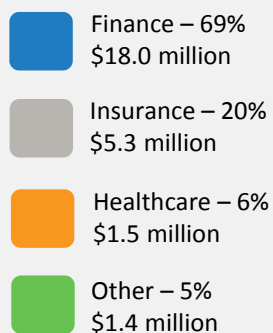
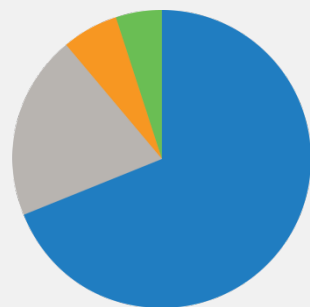
Transforming the Doctor-Patient Relationship

2012 Results

(in millions)	Year ended December 31, 2012	Year ended December 31, 2011
Revenue	\$ 26.2	\$ 30.3
Operating Expenses		
Professional Services	\$ 11.1	\$ 9.7
Research and Development	\$ 14.6	\$ 12.8
Sales and Marketing	\$ 8.0	\$ 7.3
General and Administrative	\$ 7.3	\$ 6.4
Adjusted EBITDA	(\$ 14.8)	(\$ 5.9)

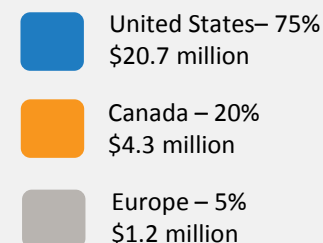
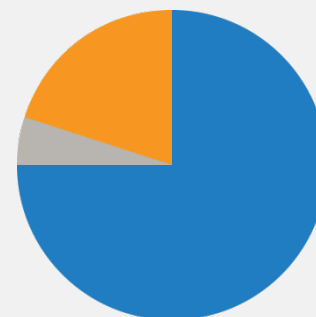
Revenue by Industry

Year Ended December 31, 2012



Revenue by Geography

Year Ended December 31, 2012

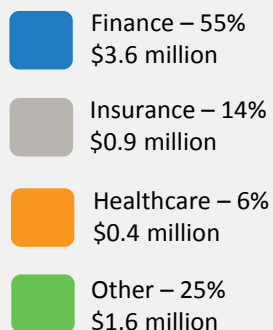
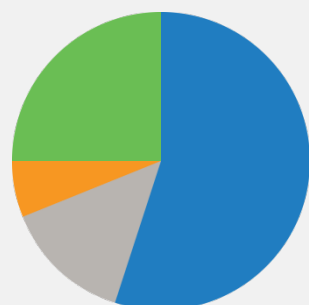


Q1 2013 Results

(in millions)	Three months ended March 31, 2013	Three months ended March 31, 2012
Revenue	\$ 6.5	\$ 6.1
Operating Expenses		
Professional Services	\$ 4.2	\$ 2.6
Research and Development	\$ 3.8	\$ 3.6
Sales and Marketing	\$ 2.3	\$ 2.0
General and Administrative	\$ 2.1	\$ 1.7
Adjusted EBITDA	(\$ 5.9)	(\$ 3.8)

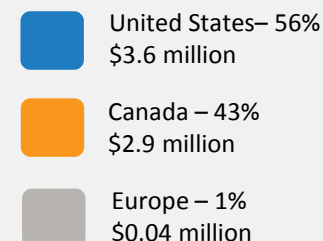
Revenue by Industry

Three months ended March 31, 2013



Revenue by Geography

Three months ended March 31, 2013



Driving Growth



Global Sales Team

- ▶ New board member
- ▶ New SVP global sales
- ▶ 14 quota carrying sales reps
- ▶ 13 sales support specialists



Partners



Active Deals



Finance & Insurance

- ▶ A major US investment management company
- ▶ A major US commercial bank
- ▶ A global, full-service investment bank
- ▶ The European private banking division of a major global investment bank
- ▶ A US life insurance company



Healthcare

- ▶ A US health insurance company
- ▶ A Fortune 50 medical & pharma supplier
- ▶ EMEA government to service student, government, and military populations

The Way Forward

Revenue



- ▶ Changes to sales organization and leadership
- ▶ Strong pipeline with a number of active deals
- ▶ Strategic OEM partnership with SAP
- ▶ New product offerings
- ▶ Focus on sales execution

Cost Control



- ▶ Only strategic new hires
- ▶ Reviewing employee performance
- ▶ No automatic replacement for attrition
- ▶ Cutting discretionary expenditures
- ▶ Bonus dependent on revenue attainment

Committed to Success

Thank You

For more information, contact us at:

▶ www.nexj.com

▶ info@nexj.com

