



Annual General Meeting Business Update

William M. Tatham, CEO

May 7, 2015

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, 2014 dated February 19, 2015, 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 Inc.



Enterprise CRM for Financial Services

- ▶ Wealth Management & Private Banking
- ▶ Corporate & Commercial Banking
- ▶ Insurance



Cloud-based Population Health Management

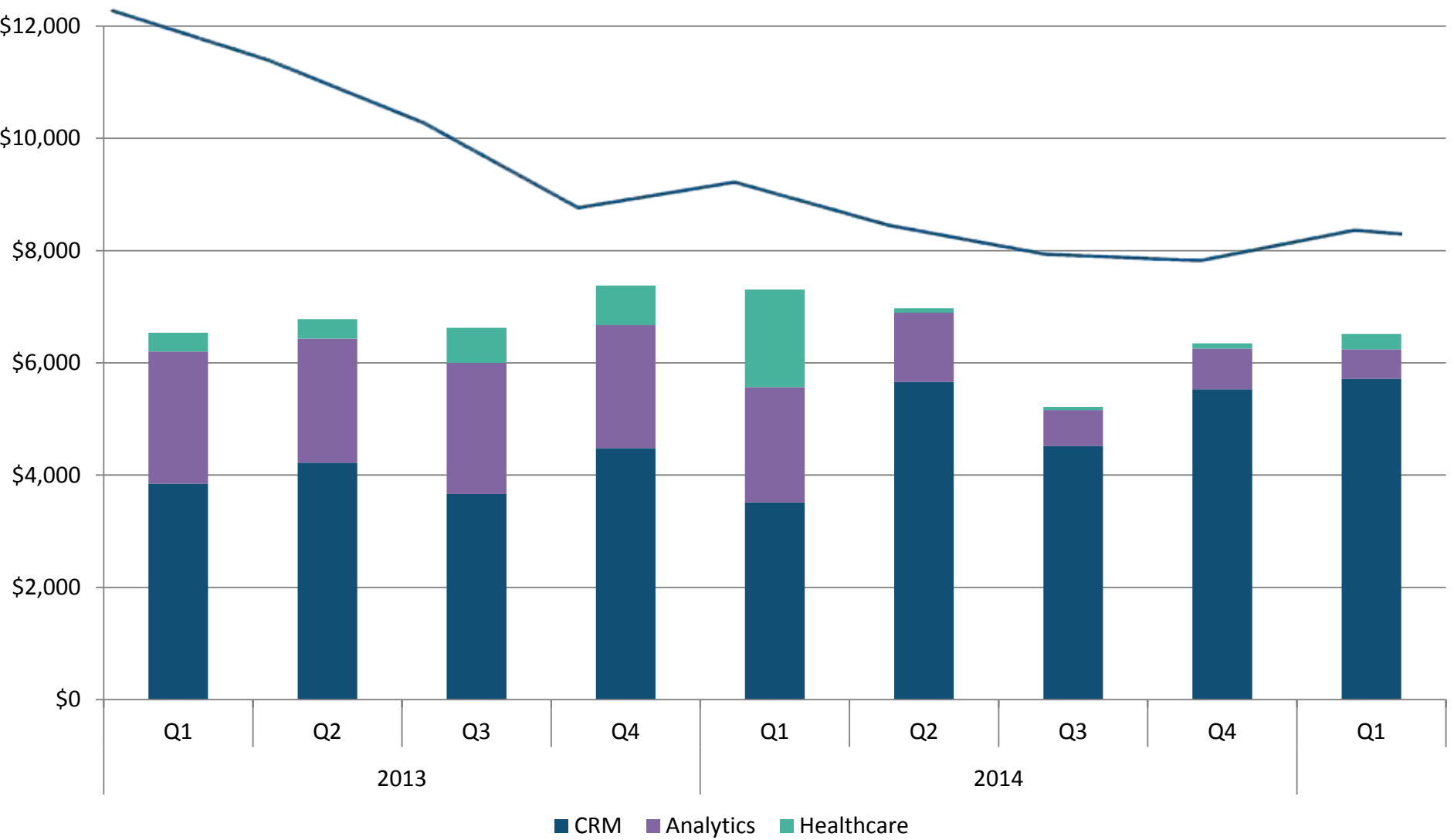
- ▶ Patients
- ▶ Payers
- ▶ Providers
- ▶ Pharma & Pharmacy

Software to Influence Human Behavior

Financial Results

	Q1		Year-End	
	2015	2014	2014	2013
Finance				
Revenue	6,218	5,568	23,877	25,303
Expenses	6,787	6,650	25,759	33,373
EBITDA	(569)	(1,082)	(1,882)	(8,070)
Healthcare				
Revenue	125	1,737	1,965	2,011
Expenses	1,452	2,680	8,563	9,949
EBITDA	(1,327)	(943)	(6,598)	(7,938)
Consolidated				
Corporate Expenses	220	246	840	(400)
EBITDA	(2,116)	(2,271)	(9,319)	(16,408)
Liquid Working Capital				
Cash	16,455	27,412	18,298	29,293
Accounts Receivable	6,650	5,266	7,853	7,246
Accounts Payable & Accruals	3,672	4,924	4,619	4,910
	19,434	27,754	21,532	31,629

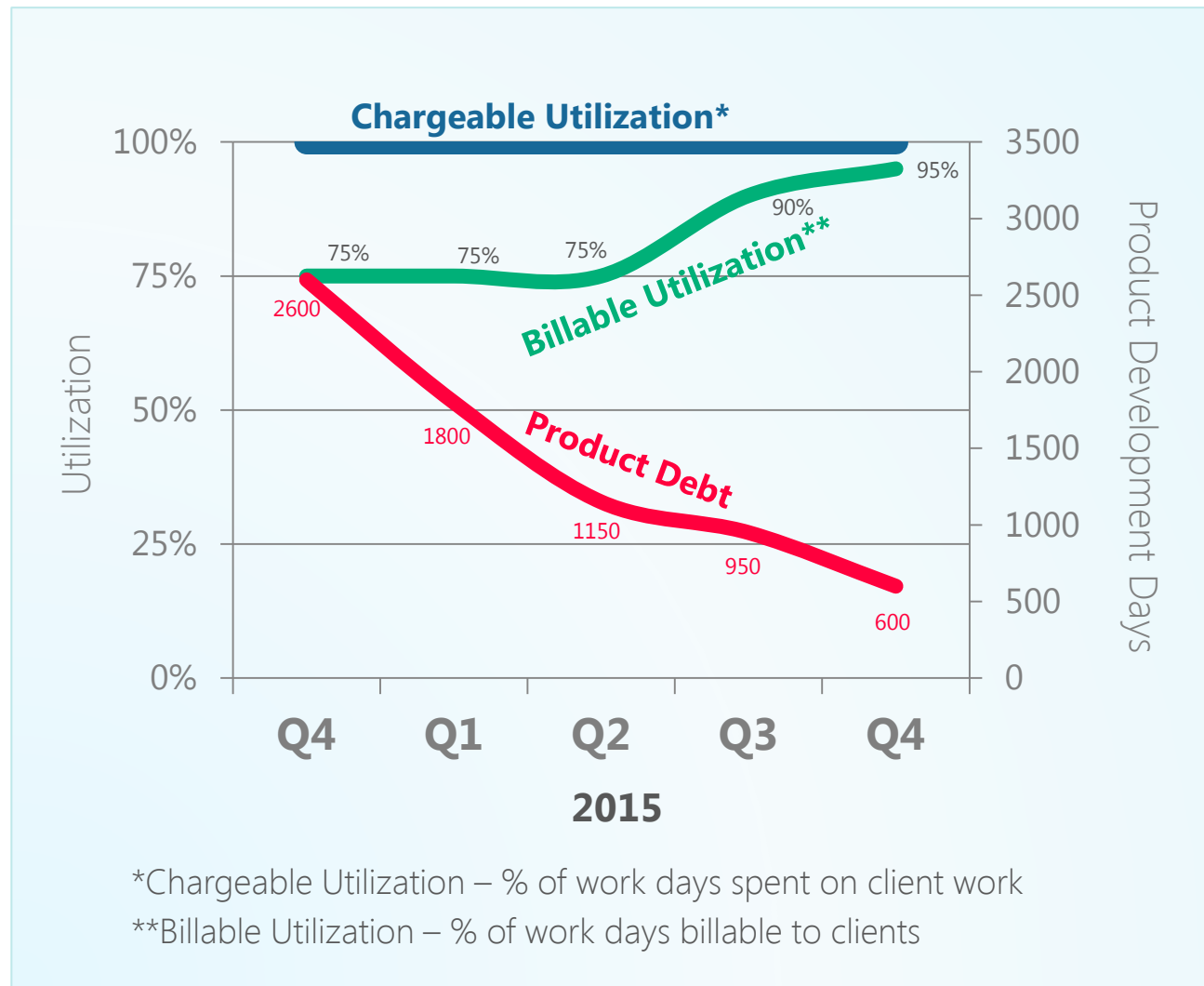
Ongoing Expense Control



Finance Profit Improvement Plan

Pivot to Corporate & Commercial Banking required product investment

- ▶ 2,600+ days of product debt
- ▶ 800 days of product debt burned in Q1, 200 days below plan; still expect to substantially complete by end of Q2
- ▶ Q1 billable utilization was 75% vs. plan of 60-65%





Enterprise Customer Relationship Management For Financial Services

Vertical Market Solutions for



Wealth
Management &
Private Banking



Corporate &
Commercial
Banking



Insurance

Large Scale, **Global** Deployments



Large Enterprise Customers



Major Canadian Bank
Major Swiss Private Bank
Major Australian Bank

Product Differentiation



Integrated Desktop for Advisors, Bankers, Agents



Wealth Management and Private Banking

- ▶ Aggregated Financial Accounts, Holdings and Transactions
- ▶ Client On-Boarding, KYC, AML and Approval
- ▶ Customer Loyalty Program, Performance Review Scheduling and KYC Updates
- ▶ PitchBook for Client Interaction and Compliance



Corporate and Commercial Banking

- ▶ Deal Management
- ▶ Insight-driven Selling
- ▶ Global Account Planning
- ▶ Referral Management
- ▶ Roadshow Management
- ▶ Research Subscription Management
- ▶ Insight-selling PitchBook

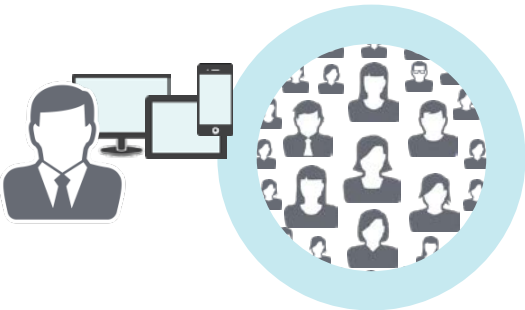


Insurance

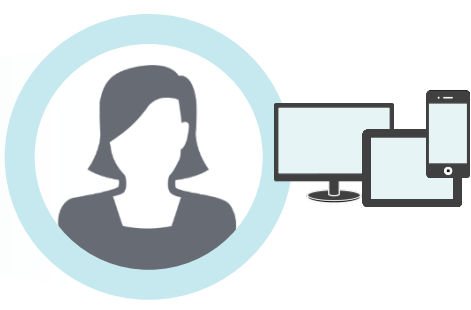
- ▶ Consolidated View of Policy, Quotes, and Billing Information
- ▶ Contact Center – Telephony Integration, Call Scripting, Routing and Disposition
- ▶ Integrated Lead Management
- ▶ PitchBook for Product Pitch & Illustration, Insurance Review

NexJ Products

Enterprise Customer Relationship Management



Customer Engagement



Integrated
Desktops



NexJ Contact for
Tablet and
Smartphones



NexJ
PitchBook



User Experience Platform for CRM

NexJ Contact



NexJ for
Contact Center



NexJ SmartForms
and Workflow



Customer Data Management for Enterprise Customer View

NexJ Model Server



NexJ Data
Governance



NexJ Enterprise
Synchronization



Integrated Systems

CRM
System(s)

MDM /
CIF

Other
Client
Systems

Accounts
/ Policies

Holdings

Transactions

Social
Media

News
Feeds

Microsoft
Exchange

Customer
Analytics

Data
Warehouse

NexJ SmartForms & Workflow



Customer-centric Business Process Management

- ▶ Rapid, run-time configuration
- ▶ Pre-populate forms through seamless integration to CRM and integrated systems
- ▶ Guided data entry with validation
- ▶ Link multiple smart forms with dynamic branching
- ▶ Dynamic PDF document generation and bundling
- ▶ Rule-driven approval workflow upon submission
- ▶ Update CRM and other systems upon approval
- ▶ Enable cross-device business processes including tablet approvals



Client Onboarding, NAO, KYC, AML, New Business Application, Account Planning

Save Time, Enhance Client Experience

NexJ Data Governance



Build an Enterprise Customer View

- ▶ Provides data virtualization, data location, and data federation services
- ▶ Create a logical view of key customer data shared across different lines of business, regions and channels
- ▶ Respect the unique needs of different lines of business and regions and satisfy jurisdictional compliance requirements for data residency



Meet compliance requirements for data auditing, monitoring and archiving

- ▶ Support the tracking of information changes, and access logging with configurable data auditing services
- ▶ Archive and transport bulk data to back-office data stores and archival storage mediums
- ▶ Monitor for key words and phrases and send alerts and notifications



Enable enterprise-wide customer initiatives

- ▶ Improve global account planning, cross-selling, and customer experience
- ▶ Meet complex enterprise wide regulatory requirements for KYC, anti-money laundering and anti-terrorism
- ▶ Enable analytics for customer profitability

Enterprise Customer View

A Major Australian Bank

Corporate & Commercial Banking Charter Customer



Deliver a **single, shared view of the customer** across 33 countries in Asia Pacific



Solution will **integrate to 19+ core banking systems**



Improve understanding of sales pipeline and forecast and **drive cross-bank referrals** for all products across all regions



Demonstrate compliance with evolving regulations across multiple systems and multiple geographies



In a side-by-side comparison, **199/200 relationship managers and bankers chose NexJ Systems** over the competition

Cloud-based Population Health Management

Delivering Patient Engagement for Chronic Disease Management

- ▶ Diabetes
- ▶ Cancer
- ▶ Cardiovascular Disease
- ▶ Respiratory Disease
- ▶ Mental Health
- ▶ Musculoskeletal Disorders
- ▶ Gastrointestinal Disorders



Patients achieve their health goals



Payers lower costs



Providers improve care



Pharma & Pharmacy improve medication adherence & loyalty

Educate. Collaborate. Motivate.

NexJ Health

7 leading chronic diseases

Diabetes, Cardiovascular Disease, Respiratory Disorder, Cancer, Mental Health, Musculoskeletal, Gastrointestinal



25 research trials
in 63 months



\$28M

research & development

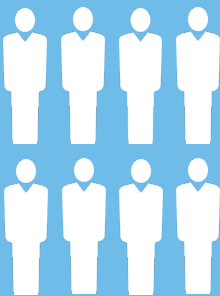


\$27M

government funding

4+ years of personal health coaching

nexJ & **YORK U**
SYSTEMS UNIVERSITY



4000

research participants



16

publications

Based on Research, Proven at Trial

Chronic Disease Epidemic: The Biggest Challenge in Healthcare Today



Global cost of the five leading non-communicable diseases – diabetes, cardiovascular disease, chronic respiratory diseases, cancer, and mental ill-health – is expected to total **\$47 trillion** over the next 20 years.

World Economic Forum

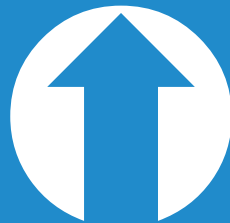
Increasing Self-Management is Essential

Patient Engagement



A patient's knowledge, skills, and confidence to manage their own health and wellness.

**Improves
Outcomes¹**




**Lowers the
Cost of Care²**




1. More empowered patients, quantified by a proven measure called "patient activation", are more likely to have normal blood pressure, cholesterol, and HbA1c levels while being less likely to have high-risk indicators such as obesity. See endnotes for references.
2. Multiple studies indicate that increased patient empowerment (a.k.a. patient activation" can reduce overall costs by in range of 10%. See endnotes for references.


Delivering Patient Engagement

Healthcare Professionals



 Educate

- ▶ Interactive, infographic patient education



Patient & Circle of Care



 Collaborate

- ▶ Patient-friendly, lay-language care plans



Patients



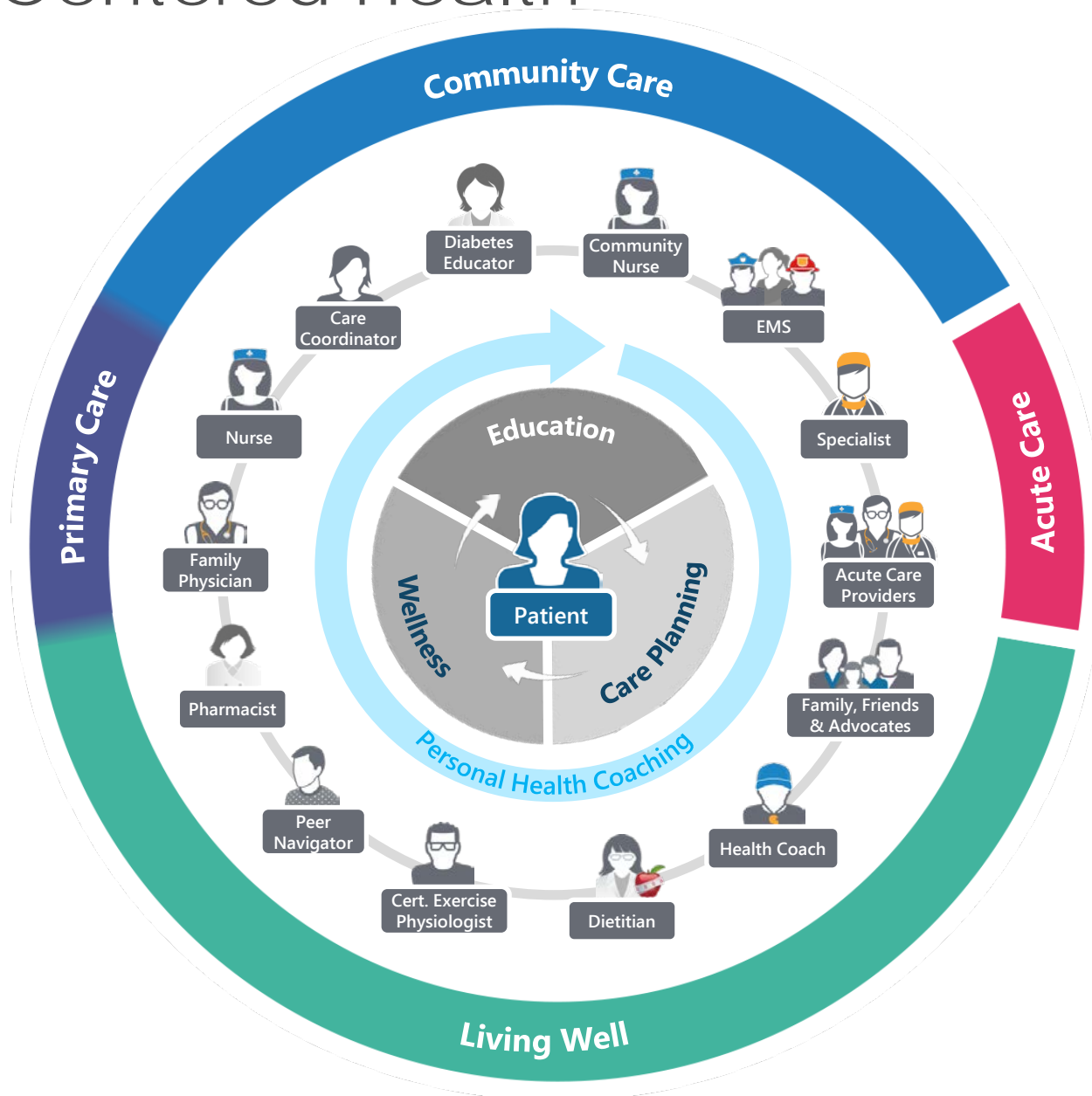
 Motivate

- ▶ Personal health coaching for sustainable behavior change



For Chronic Disease Management

Person-Centered Health



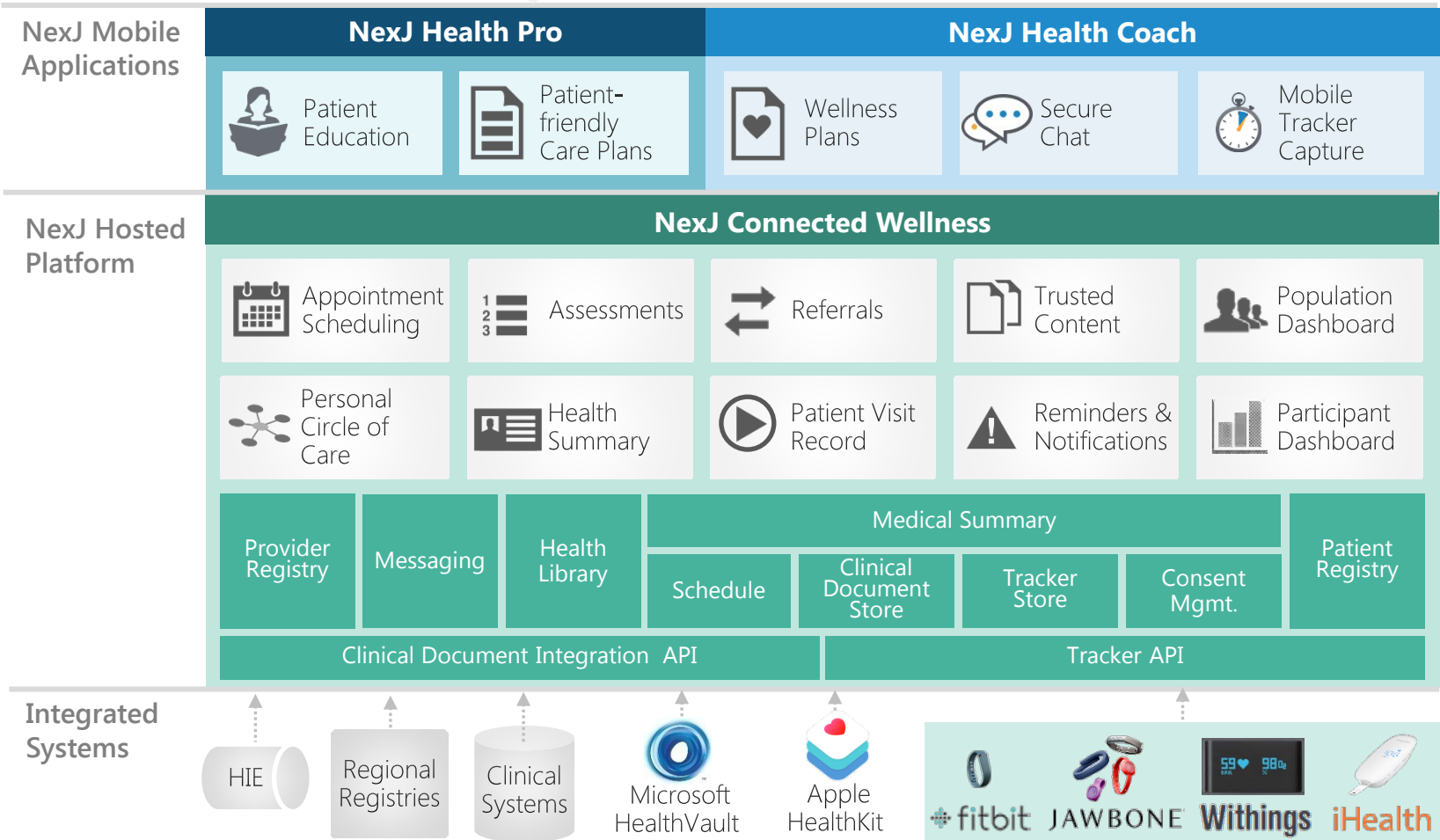
Coaching for Living Well

Population Health Management



Cloud Platform with Mobile Apps

NexJ Health Products



Sources of Revenue

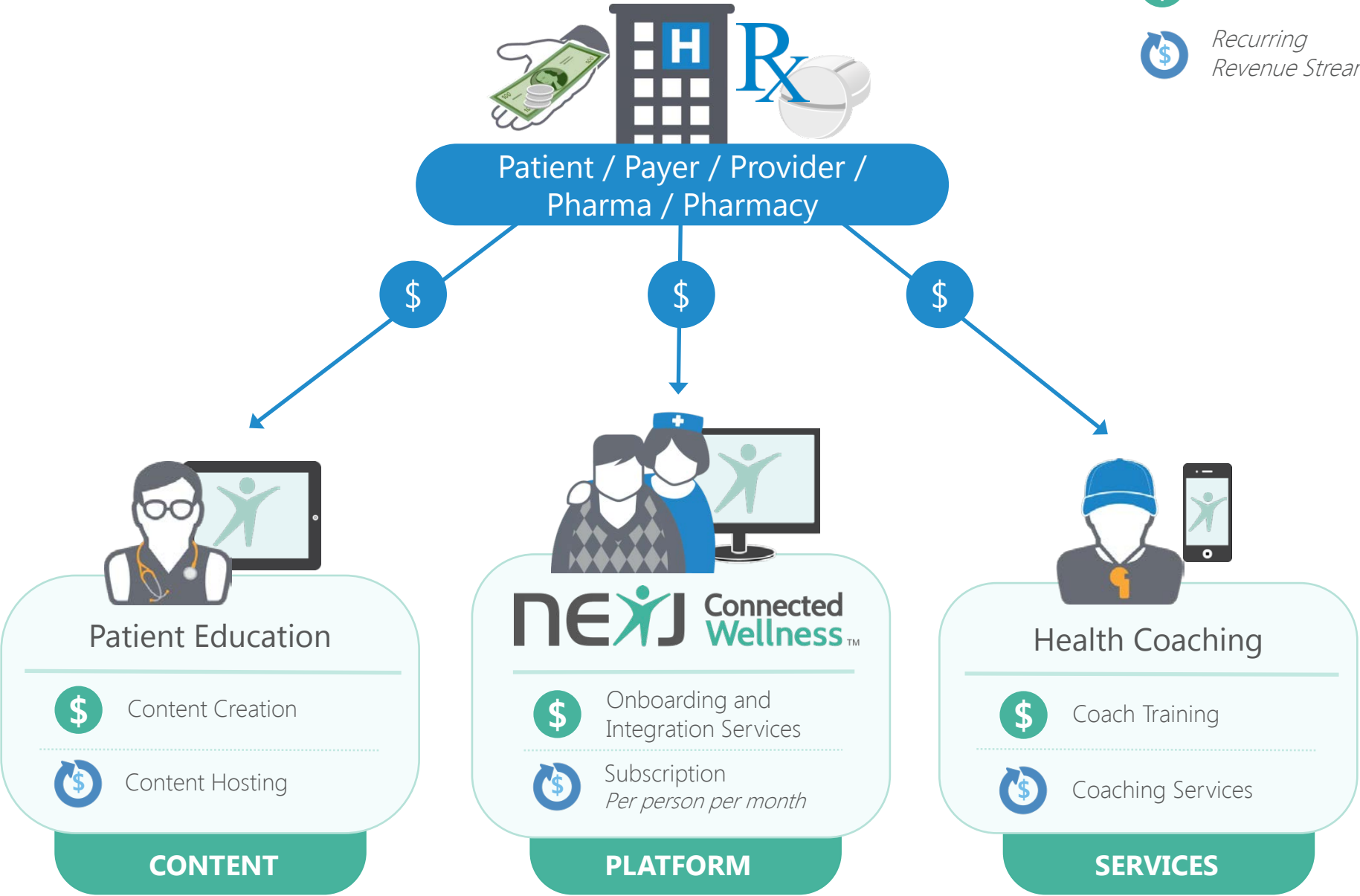
LEGEND

\$

Initial Fees

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Recurring Revenue Stream



Strategic Alternatives

- ▶ Considering financing alternatives for NexJ Health.
- ▶ Banker process underway, generating multiple options.
- ▶ We believe the preferred alternative is to proceed with a financing and privatization of NexJ Health.
 - Remove dependency on NexJ Systems Inc. balance sheet
 - NexJ shareholders preserve upside
 - Maximize value for NexJ Systems Inc.
 - Continue to grow NexJ Health
- ▶ Financing opportunity will be offered to NexJ shareholders and potential strategic partners

Summary

Finance

- ▶ Successful entry into Global Corporate Banking market
- ▶ New products, new geographies, new customers
- ▶ Target is profitability this year
- ▶ Poised to grow

Healthcare

- ▶ Ongoing commercialization
- ▶ \$1.6 million in new bookings in last 6 months
- ▶ Strategic financing and privatization underway
- ▶ Emergent market with global opportunity

Committed to Success

Thank You

Contact Us

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