

# Annual and Special Meeting

William M. Tatham, CEO

May 24, 2017



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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 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.

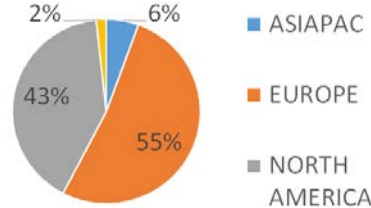
The risks and uncertainties that may affect forward-looking statements include, but are not limited to: (i) our dependence on a limited number of customers and large project size; (ii) fluctuation in our quarterly operating results; (iii) our dependence on key personnel and our compensation structure; (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) 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.

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, 2016 dated February 15, 2017, and other securities filings with the Canadian securities regulators available on [www.sedar.com](http://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.

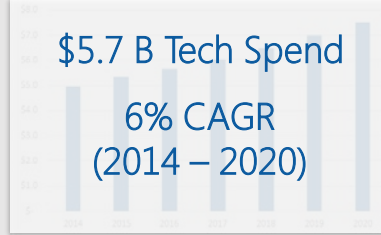
# Enterprise Software, Financial Services

## Wealth Management

288 firms at  
> \$15 B AUM



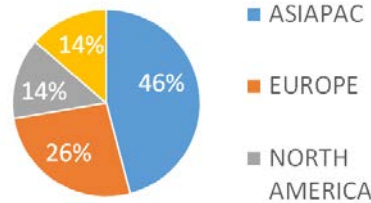
\$5.7 B Tech Spend  
6% CAGR  
(2014 – 2020)



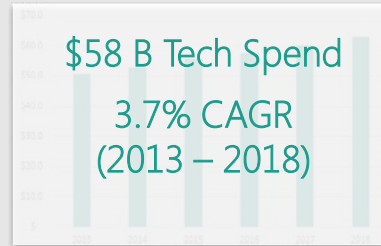
Global market leader with 4 of top 6 firms based on AUM as customers

## Corporate & Commercial

682 firms at  
> \$15 B AUM



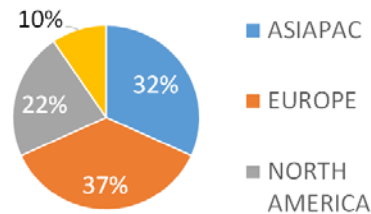
\$58 B Tech Spend  
3.7% CAGR  
(2013 – 2018)



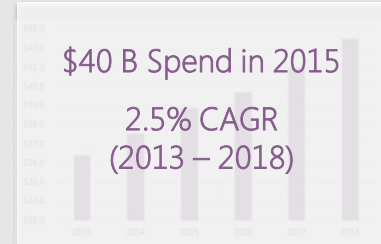
Introduced B2B CRM, CPM & CDM and entered new geography in 2014

## Capital Markets

64 firms at  
> \$15 B AUM



\$40 B Spend in 2015  
2.5% CAGR  
(2013 – 2018)



Beachhead established, shift anticipated following Britain's exit from European Union

>1,000 Firms With 500+ Users

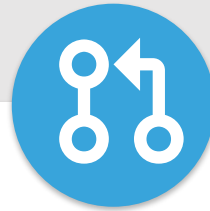
# Enterprise Customer Management Solutions



## Integrated customer view on desktop and mobile

Integrates data and systems to improve customer service and encourage collaboration

**NexJ Customer Relationship Management (CRM)**



## Configurable SmartForms, Workflows, and Approvals

Client onboarding with KYC & AML for regulatory compliance integrated into CRM

**NexJ Customer Process Management (CPM)**



## Platform for Big Data Analytics, Machine Learning and AI

Semantically normalized, attribute-based data lake for fast provisioning of meaningful data

**NexJ Customer Data Analytics (CDA)**

# 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

# Enterprise Customers

## WEALTH MANAGEMENT & PRIVATE BANKING



Customer since 2007

Supported merger of Wachovia Securities and A.G. Edwards

**35,000** users  
**8,000** branches  
**19** integrated systems  
**36M+** contacts & households

USA



Customer since 2008

Strategic platform for financial consultant integrated desktop

**6,800** users  
**3** integrated systems  
**3M** records

Canada

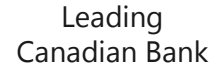


Customer since 2009

Supported merger of Morgan and Smith Barney.

**40,000** users  
**1,000** branches  
**20** integrated systems  
**30M+** contacts & households

USA & UK

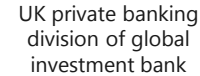


Customer since 2011

Advisor desktop and integrated client onboarding

**9,210** users  
**400** branches  
**15** integrated systems  
**3M+** contacts & households

Canada & USA



Customer since 2013

Client onboarding with KYC and AML for regulatory compliance

**550** users  
**5** offices  
**13** integrated systems  
**30K+** contacts & companies

UK



Customer since 2016

Service Level Management for customer engagement

**11,000** users  
**14** integrated systems  
**10M+** contacts & households

US, Canada, Central & South America

## INSURANCE



Customer since 2010

Omni-channel across agent, branch and contact center

**17,000** users  
**350** branches  
**27** integrated systems  
**31M+** contacts & households

USA



Customer since 2010

Deliver efficiency and consistency in advisor and client experience

**1,680** users

Canada

## CORPORATE & COMMERCIAL BANKING, CAPITAL MARKETS

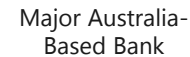


Customer since 2013

Platform for global client management and collaboration

**700** users  
**400** branches  
**19** integrated systems  
**60K+** contacts & companies

Canada, USA, UK, Australia

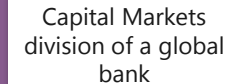


Customer since 2014

Enabling collaboration for Asia-Pacific super-regional strategy

**4,850** users  
**19** integrated systems  
**60K** contacts & companies

33 Countries



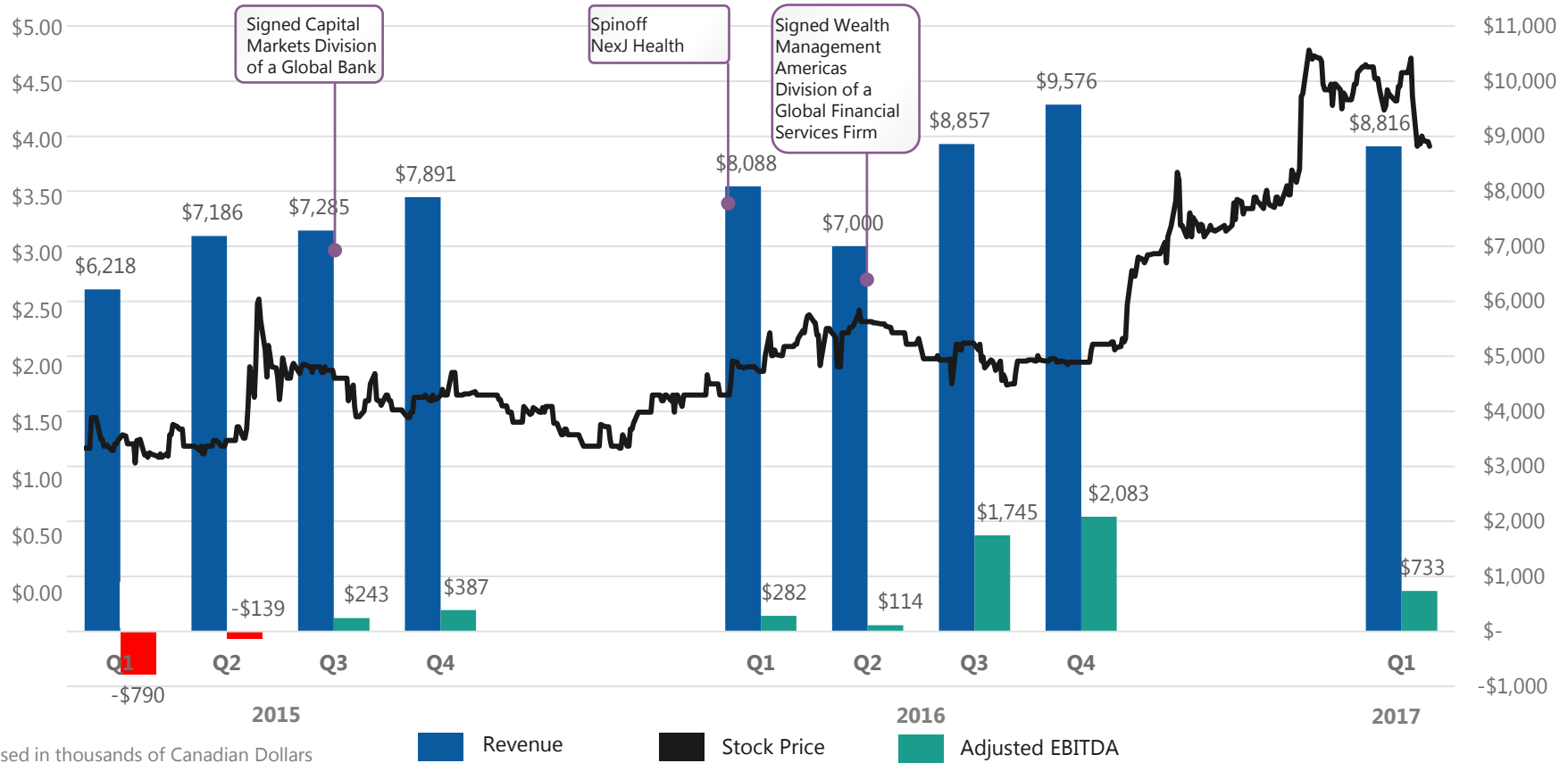
Customer since 2015

Global customer view to enhance insights and collaboration

**1,800** users  
**9** integrated systems  
**550K+** contacts & households

47 Countries

# Quarterly Revenue and Earnings Growth

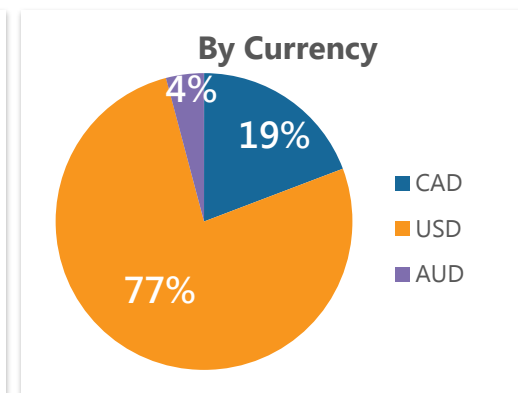
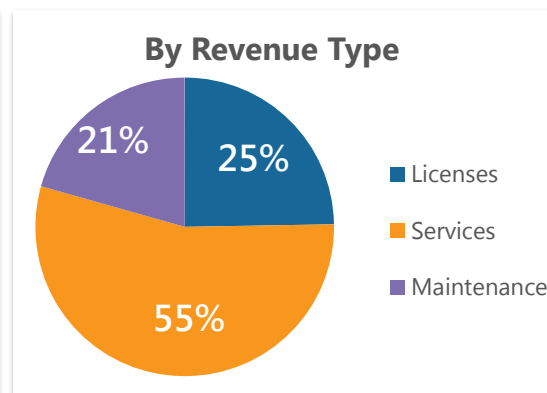
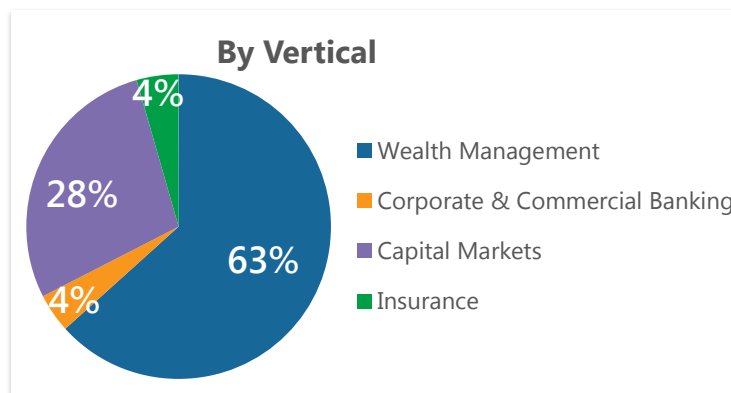


Trading at 2X EV/Revenue, 15X EV/EBITDA

# 2016 Financial Highlights

(In C\$ millions)

Revenue	\$33.5	↑ \$4.9	17%
Adjusted EBITDA	\$4.2	↑ \$4.5	
Net Income	\$0.3	↑ \$7.5	
Liquid Working Capital	\$22.7	↑ \$4.0	



Growing Revenue, Growing Profit

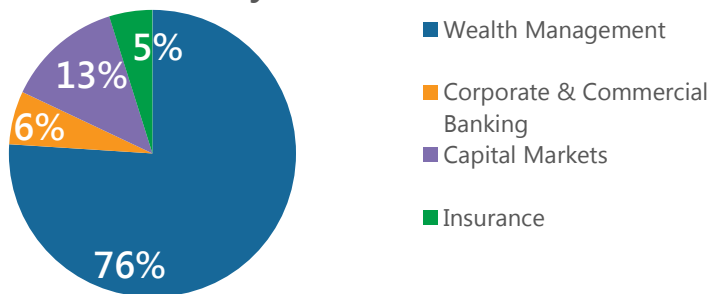


# 2017 Q1 Financial Highlights

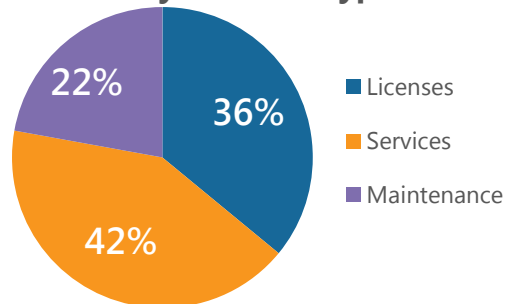
(In C\$ millions)

Revenue	\$8.8	↑	\$0.7	9%
Adjusted EBITDA	\$0.7	↑	\$0.5	
Net Income	\$0.3	↑	\$2.4	
Liquid Working Capital	\$23.9	↑	\$6.1	

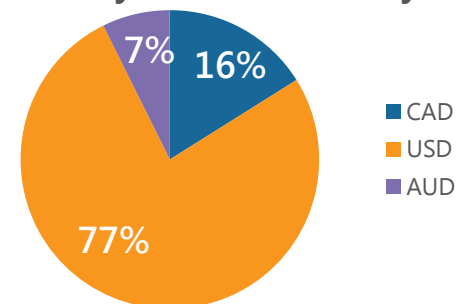
### By Vertical



### By Revenue Type



### By Constant Currency



Growing Revenue, Growing Profit

# Product Initiatives

## Intelligence Driven Customer Management

Use the wealth of enterprise customer data to improve customer service and sales through big data analytics, artificial/augmented intelligence, and machine learning

## Improve the User Experience

Adopt Google Material Design to improve the user experience and increase user adoption through responsive UI that adapts to desktop, tablet and mobile



## Solutions Designed specifically for Financial Services Verticals

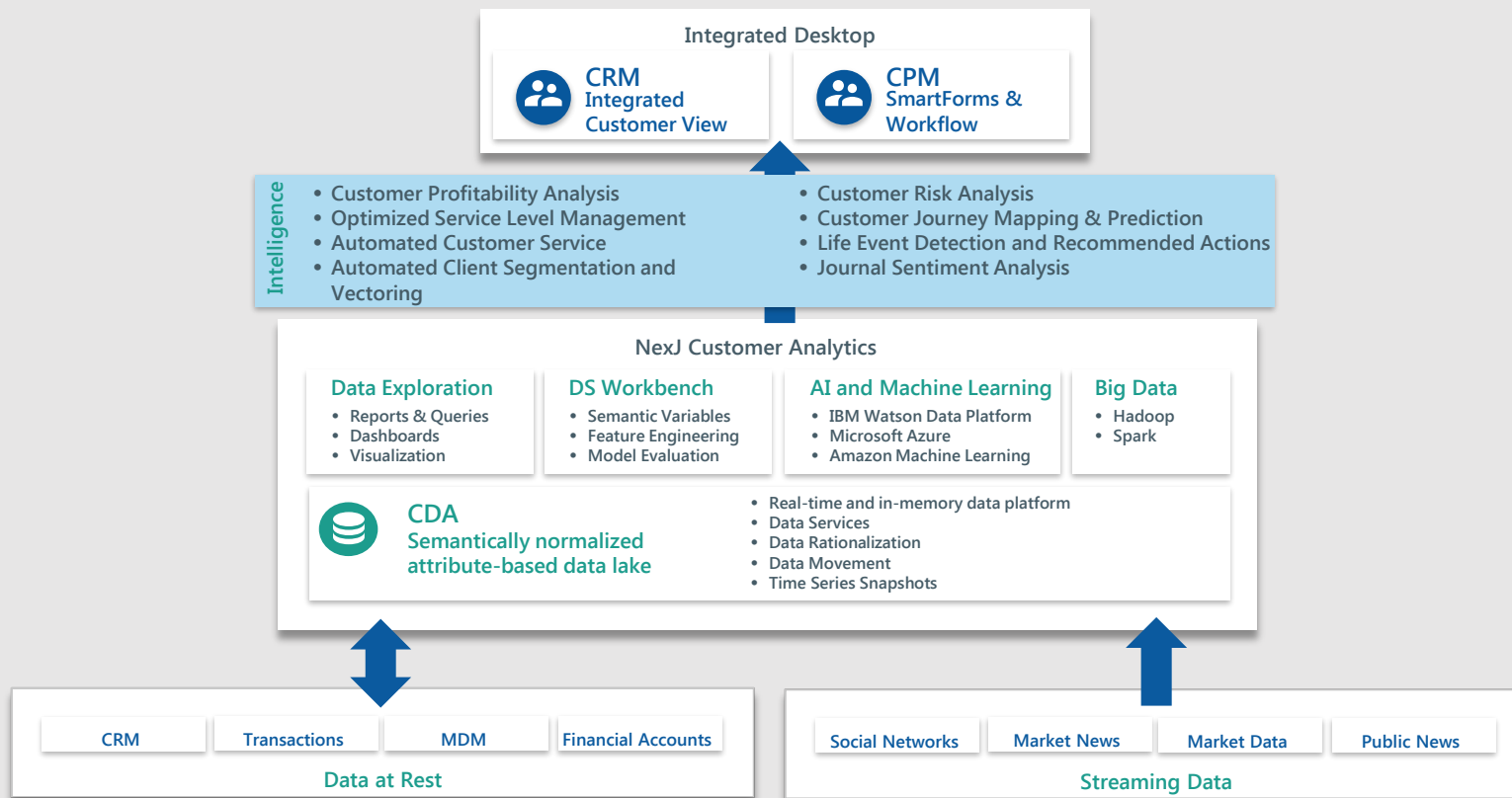
Improve user productivity and customer experience by continuing to deliver capabilities designed specifically for Commercial & Corporate Banking, Capital Markets, and Wealth Management & Private Banking

## Platform Designed for the Needs of the Enterprise

Lower cost of ownership through faster upgrades, self-healing systems and faster time to market for new features

# Intelligence Driven Customer Management

CDM as a Platform for Big Data Analytics, Machine Learning and AI



# Board of Directors



**William Tatham**  
Founder

**Chief Executive Officer, NexJ Systems**



**William Holland**  
Chair, Compensation  
Director since 2006

**Executive Chairman & Director, CI Financial Corp.**

- ▶ Diversified, independent wealth management
- ▶ > \$69 Billion Assets Under Management<sup>1</sup>



**Ian McPhee**  
Chair, Corporate Governance  
Director since 2006

**Former Board Chair Waterloo Research and Technology Park, Accelerator Centre**

- ▶ Former Vice Chair, University of Waterloo Board of Governors, the world's largest post-secondary co-operative education program with >30,000 students
- ▶ Systems Design, Software, & Computer Engineering



**Deborah Rosati**  
Chair, Audit Committee  
Director since 2015

**Corporate Director & Chair of the Nominating and Corporate Governance Committee, Sears Canada**

- ▶ Fellow Chartered Professional Accountant & certified Corporate Director (ICD.D)
- ▶ Appointed to Department Audit Committee of Correctional Services Canada
- ▶ Co-Founder, Women Get On Board



**David Yach**  
Director since 2006

**Chief Technology Officer, Auvik Networks**

- ▶ Canadian enterprise networking startup
- ▶ Former Chief Technology Officer, Software, Research In Motion Limited.



Industry & Governance Experts



# Thank You



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