
7 October 2021

Business Update - Record First Quarter Result

Summary

- ✓ 61% increase in year on year sales (and 53% increase on pre-pandemic Q1 FY2020 sales) with a record \$3.8m of sales for Q1, FY2022 despite the ongoing lockdowns across our markets
- ✓ Strong cash balance at \$4.4m (September 2020 \$3.7m)
- ✓ Rebrand completed to assist our future growth
- ✓ First enterprise Quicta customer won in Singapore
- ✓ Rapid E-suite Thailand assets acquired and integrated with immediate success

JCURVE SOLUTIONS LIMITED (ASX: JCS) (Jcurve), the business transformation technology company, today reported its preliminary unaudited sales and cash flow results for the quarter ending 30 September 2021 (Q1 FY2022).

Financial Results

Jcurve has continued its momentum by recognising a Q1 FY2022 sales result of \$3.8m, a **61 per cent increase** on the \$2.4m achieved in Q1 FY2021 and a **53 per cent increase** on the Q1 FY2020 result. The \$1.4m increase in sales on the comparative FY2021 period, was achieved through a combination of organic growth (\$0.7m) and sales from recent acquisitions (\$0.7m).

A further breakdown of sales by our four sub-brands is outlined below:

- Optyc generated \$2.6m of sales through our Oracle NetSuite ERP practice and \$0.6m from the sale of our TEMS solutions;
- Quicta (formerly Riyo) generated \$0.2m of subscription and service sales, including our **first enterprise sale** in Singapore;
- Dygiq (formerly Creative Quest) generated \$0.3m of sales from digital marketing services;
- Vyzeri generated \$0.1m of sales from growth consultancy services.

Our September 2021 month-end cash balance was \$4.4m, significantly higher than the comparative \$3.7m balance as at 30 September 2020. The closing quarter cash balance was \$0.7m lower than

the June 2021 balance after \$0.3m was paid for the acquisition of the assets of Rapid E-Suite Thailand and as a result of the seasonality of our cash flows.

Rebranding

Jcurve undertook a rebranding project through Q1 FY2022 and released it publicly on 4 October 2021. Our rebrand comprises a new logo, a new tagline, **Advancing Ambition**, and a fresh colour scheme to drive greater consistency between the leading Jcurve brand and its four new sub-brands – Optyc, Quicta, Vyzeri and Dygiq.

This has been no small task with our collateral now changed and new domains for each sub-brand sitting under Jcurve.

Of course, we understand some may say that's just window dressing, but we strongly disagree. This is a vital part of the step change of your business to a leading full-service digital transformation partner.



Our service management solution has been rebranded from Riyo to Quicta, with its domain moving to www.quicta.com. This change has always been part of our next stage evolution for the software, and better reflects the software and its future. Quicta drives efficiency in a world where timing is everything.

The Quicta platform is highly configurable and can be adapted to many different industries. We have continued to add functionality to Quicta with a particular focus on the following industries: aged care, home services, distribution/logistics and real estate. In August 2021, we won a five-year enterprise contract in Singapore worth \$0.2m.

We see a strong pipeline of opportunities in Australia and Asia for Quicta. We recognise that Quicta's impact on Jcurve financials has taken longer than expected but we remain confident that our ongoing development of the platform has it well placed for strong growth within a variety of industry segments.



Optyc partners with organisations to automate core business processes, delivering data insights and business efficiencies that unlock an organisation's full potential. Our TEMS and Oracle Netsuite businesses have been brought under the Optyc banner with a dedicated domain at www.optyc.com.

We were exceptionally pleased with the results for Optyc on Q1 FY222, delivering sales of **\$3.2m** for the quarter with a strong pipeline of opportunities. This result was achieved in the face of significant lockdowns across our markets.

As announced in early July 2021, we successfully purchased the business assets of Rapid E-Suite Thailand, further expanding our geographical territory in a strategic growth region in which digital transformation is a top priority for businesses. We have now completed the integration of Rapid E-Suite Thailand. Pleasingly, we see strong early results from Thailand.



Vyzeri is our growth consultancy that partners with organisations to develop resiliency and achieve business outcomes through the effective use of technology. A dedicated domain for our consultancy can be found at www.vyzeri.com.

With digital transformation keenly sought after by all organisations, we see a pipeline of consultancy opportunities requiring services across our strengths from core efficiency solutions, data analytics to integration.



Dygiq is the home of our full-service marketing capabilities and is a rebranding of our Creative Quest division. The new domain can be found at www.dygiq.com.

Despite the impacts of COVID, Dygiq generated a strong result with \$0.3m of sales in Q1 FY2022.

Corporate

We continue to focus on identifying and evaluating complementary technology business merger and acquisition opportunities which will further accelerate our growth plans.

Stephen Canning, CEO of Jcurve, commented, “Our new brand identity modernises our authentic business identity of being a trusted advisor to ambitious organisations. We live in an on-demand world and Jcurve is uniquely positioned to help organisations on their transformation journey. The Q1 results continue the momentum generated in Q4 FY2021 and have set Jcurve up well for another strong year of growth in FY2022”.

This announcement has been authorised for release by the Board of JCurve Solutions Limited.

About Jcurve

Jcurve works collaboratively with ambitious organisations to drive growth through the effective use of technology. Serving as a trusted guide in an on-demand world, Jcurve helps build growing and resilient organisations to withstand market disruption.

From business management solutions and consulting services to field service management and digital marketing services – Jcurve is uniquely positioned to help organisations on their business transformation journey.

For more information, please visit www.jcurvesolutions.com.
