





#### **JHA Mission Statement**

To protect and increase the value of our stockholders' investment by providing quality products and services to our customers. In accomplishing this we feel it is important that we:

- Concentrate our activities on what we know best information systems and services for financial institutions.
- Provide outstanding commitment and service to our customers so that the perceived value of our products and services will be consistent with real value.
- Maintain a work environment that is personally, professionally, and financially rewarding to our employees.



#### JHA At-a-Glance

- Fortress balance sheet Minimal debt, net cash positive
- Strong organic revenue growth
- Profit margins among the highest in the industry
- Payments business with annual revenue in excess of \$480 million
- High percentage of revenue is recurring in nature
- Business profile that is resistant to current and potential economic issues

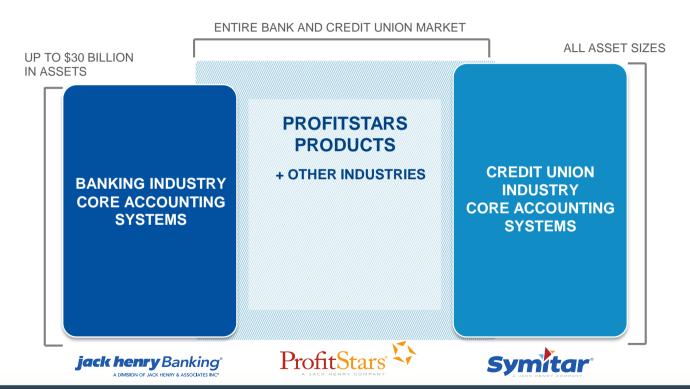


### **Our Strategic Direction**

- Core processing system sales to financial institutions
- Complementary product sales to core clients
- Standalone (non-core) sales to any financial institution
- Emphasis on integration and customer service
- Continued focus on payments and online delivery
- Acquisitions that support the above strategies
- Return cash to shareholders via dividends and share repurchases



#### The Markets We Serve





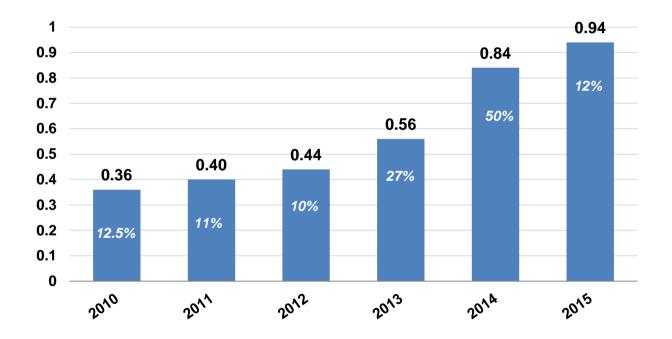
### **Continued Strong Financial Performance**

- Solid revenue growth \$1,256,190
  - Up 7% for the year
  - License fees 0% of total revenue
  - Support & Service 96% of total revenue
  - Hardware 4% of total revenue
  - > Payments revenue 38% of total revenue
- Net income +13% to \$211million
- Balance sheet remained strong
  - Cash \$148 million
  - Debt \$52.7 million



#### **Dividend Trend**

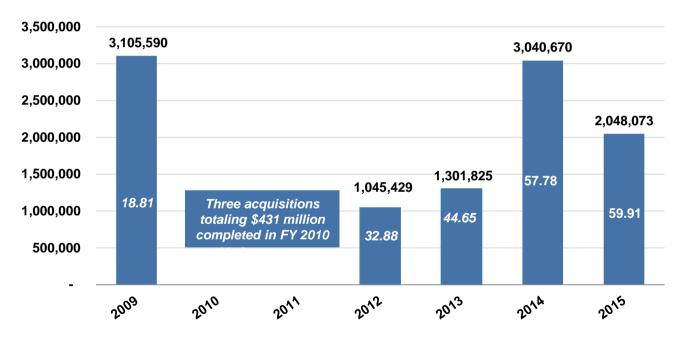
(Year over Year Increase)





#### **Share Repurchases**

(Number of Shares and Average Price Per Share)



21.8 million shares repurchased for \$700.5 Million, average \$32.13/share



#### **Restatement Of Financial Reports**

- Related to highly complex revenue recognition guidelines
- PCAOB, GAAP, FASB, Auditor's interpretation
- Lengthy, in depth review of contracts and accounting records
- Led to restatement of last five years financial statements and changes to revenue recognition policies
- Non-cash adjustment, no impact to cash flows, contract values or cash collection processes
- Revised recognition policies, implementation of new controls to monitor



#### **Best Place To Work**

















The 150 best places to work in Houston as chosen by employees



#### **Favorable Internal Indicators**

- Solid financial performance
  - Solid organic growth
  - Strong sales performances by all brands
  - Record revenue and earnings
  - Continued strong profit margins
  - Strong and growing recurring revenue
  - Strong balance sheet
- Exceptionally high associate engagement ratings
  - Enthusiastic and engaged workforce
- Exceptionally high customer satisfaction ratings
  - Feature-rich and proven products and services



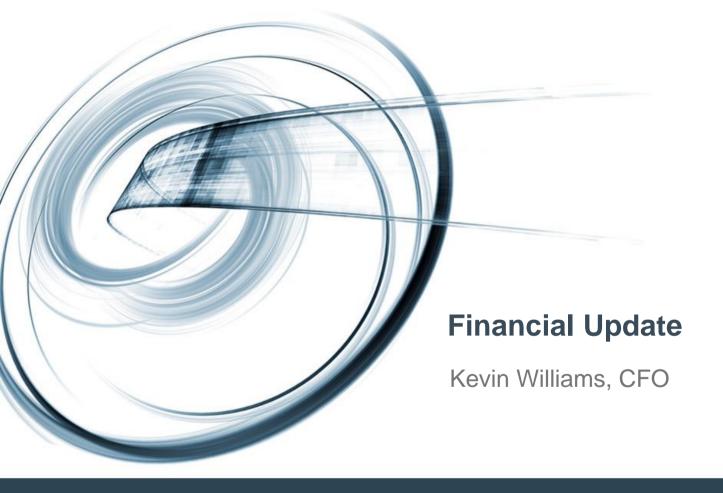
#### **Pillars Of Success**





## Thank you for your confidence and investment in JKHY.





### Forward-Looking Statement

Statements, remarks or responses to questions concerning future expectations, events, objectives, strategies, trends or results constitute forward-looking statements or deal with expectations about the future. Like any statement about the future, these are subject to a number of factors which could cause actual results to differ materially from those which we anticipate, due to a number of risks and uncertainties; and the company undertakes no obligation to update or revise these statements. For a summary of these risk factors and additional information please refer to the sections in our 10-K entitled Risk Factors and Forward-Looking Statements.







### **Revenue and EPS Comparison**

(in millions, except per share data)

#### **FISCAL YEAR ENDED JUNE 30**

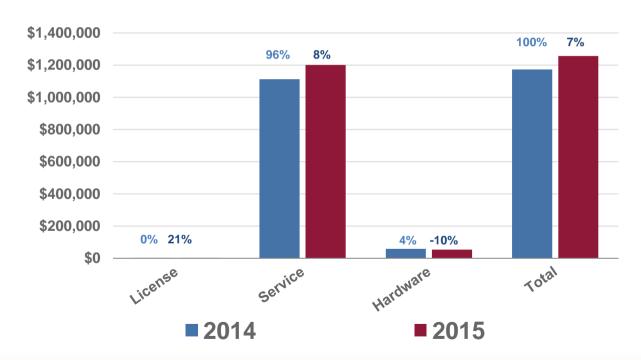






#### **Total Revenue**

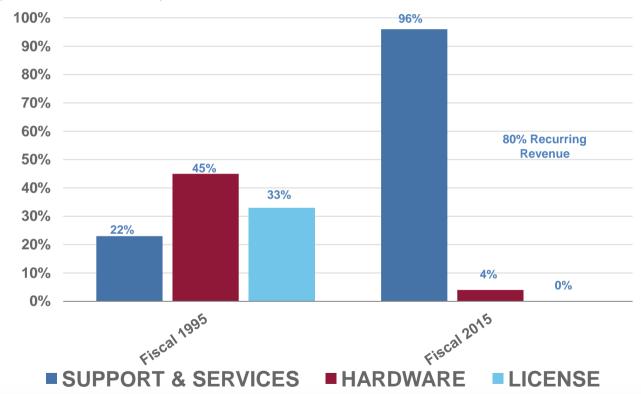
(Percentage of Total Revenue; Year over Year Growth) (in thousands)





#### **Change in Our Business Model**

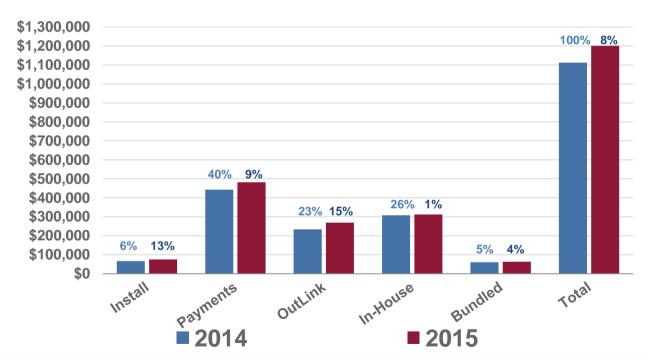
(% of Total Revenue)





#### **Support and Services Revenue**

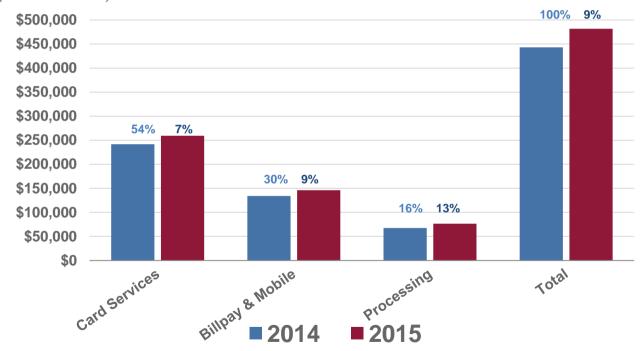
(Percentage of Support & Services Revenue; Year over Year Growth) (in thousands)





#### **Electronic Payments Revenue**

(Percentage of Electronic Payment Revenue; Year over Year Growth) (in thousands)



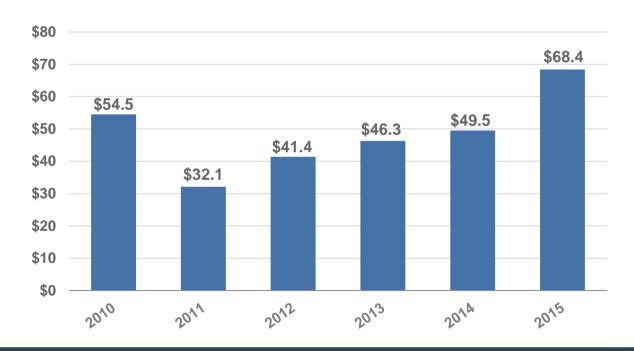


### **Operating Cash Flow**





### **Capital Expenditures**





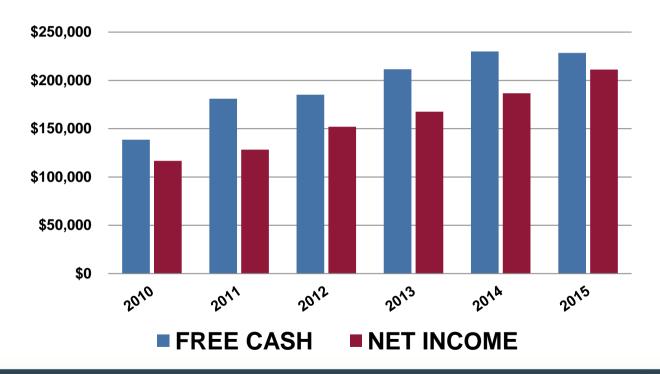
### **Capitalized Software**





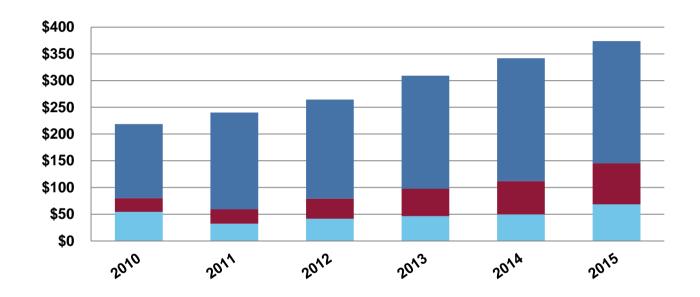
#### Free Cash Flow/Net Income

(in thousands)





#### **Operating Cash Flow Components**

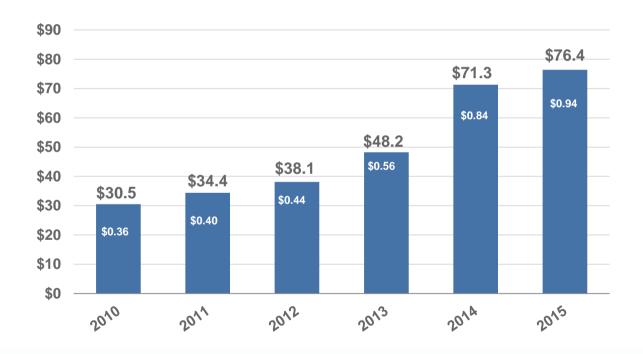






#### **Dividends Paid**

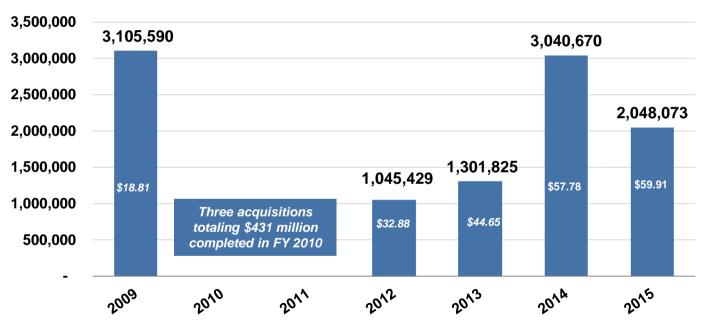
(in millions except per share amount)





#### **Share Repurchases**

(Number of Shares and Average Price Per Share)



Aggregate Share Repurchased: 21,842,632 for \$700.5 Million



#### **Condensed Statement of Income**

(in thousands, except per share data)

	Fiscal Year June 30, 2015	Fiscal Year June 30, 2014	%
Total Revenue	\$1,256,190	\$1,173,173	7%
Gross Profit	\$535,854	\$493,801	9%
Operating Income	\$317,865	\$288,298	10%
Net Income	\$211,221	\$186,715	13%
Earnings per Share	\$2.59	\$2.19	18%
Diluted Shares OS	81,601	85,396	-4%



#### **Condensed Balance Sheet**

(in thousands)

	June 30, 2015	June 30, 2014	%
Cash and Investments	\$148,313	\$70,377	111%
Trade Receivables	\$245,387	\$224,041	10%
Total Assets	\$1,836,835	\$1,680,702	9%
Deferred Revenue	\$531,988	\$492,868	8%
Short & Long Term Debt	\$52,697	\$9,136	476%
Stockholder's Equity	\$991,534	\$967,387	2%



NASDAQ: JKHY

# Results of First Quarter Fiscal 2016



#### **Condensed Statement of Income**

(in thousands, except per share data)

	Quarter Ended September 30, 2015	Quarter Ended September 30, 2014	%
Total Revenue	\$321,618	\$301,473	7%
Gross Profit	\$137,955	\$126,589	9%
Operating Income	\$80,537	\$71,625	12%
Net Income	\$51,366	\$46,087	11%
Earnings per Share	\$0.64	\$0.56	14%
Diluted Shares OS	80,735	82,589	-2%



#### **Condensed Balance Sheet**

(in thousands)

	September 30, 2015	September 30, 2014	%
Cash and Investments	\$84,485	\$39,403	114%
Trade Receivables	\$147,652	\$159,110	-7%
Total Assets	\$1,714,197	\$1,620,796	6%
Deferred Revenue (Current)	\$293,775	\$292,276	8%
Short & Long Term Debt	\$1,107	\$11,005	-90%
Stock Holder's Equality	\$954,283	\$934,470	2%



### **NASDAQ: JKHY**







