

7 November 2016

Release of Presentation: Gentrack Update

Ian Black, CEO of Gentrack Group Limited (NZX/ASX: GTK) will be presenting at an event later today. Please find attached a copy of the slides that will be presented.

The formal release of the financial results, including an investor presentation, is set for 24 November 2016.

ENDS

Contact

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About Gentrack

Auckland-based Gentrack is a developer of specialist software for energy utilities, water companies and airports around the world. It employs over 250 people in offices in New Zealand, Australia and the UK and services utility and airport sites across four continents.

Gentrack is comprised of two leading software products – Gentrack Velocity and Airport 20/20. Gentrack Velocity is a specialist billing and CRM product designed for energy utilities and water companies in competitive and regulated utilities markets. Airport 20/20 is a comprehensive Airport Operational System engineered to optimise an airport's operations through intelligent collaboration, streamlining airport information flows and transforming the passenger experience.

Gentrack

GENTRACK GROUP LTD (GTK) PRESENTATION

November 2016

GENTRACK PROVIDES MISSION CRITICAL SOFTWARE FOR ENERGY UTILITIES, WATER COMPANIES AND AIRPORTS

- Organic growth accumulating more than 2 decades of deep domain expertise and IP
- Deeply embedded solutions - long term customer relationships
- Highly flexible and scalable enterprise software – on premise or in the cloud
- Develop, implement and support our own solutions
- Blue chip customer base who rely on Gentrack systems



CONSISTENT PERFORMANCE_

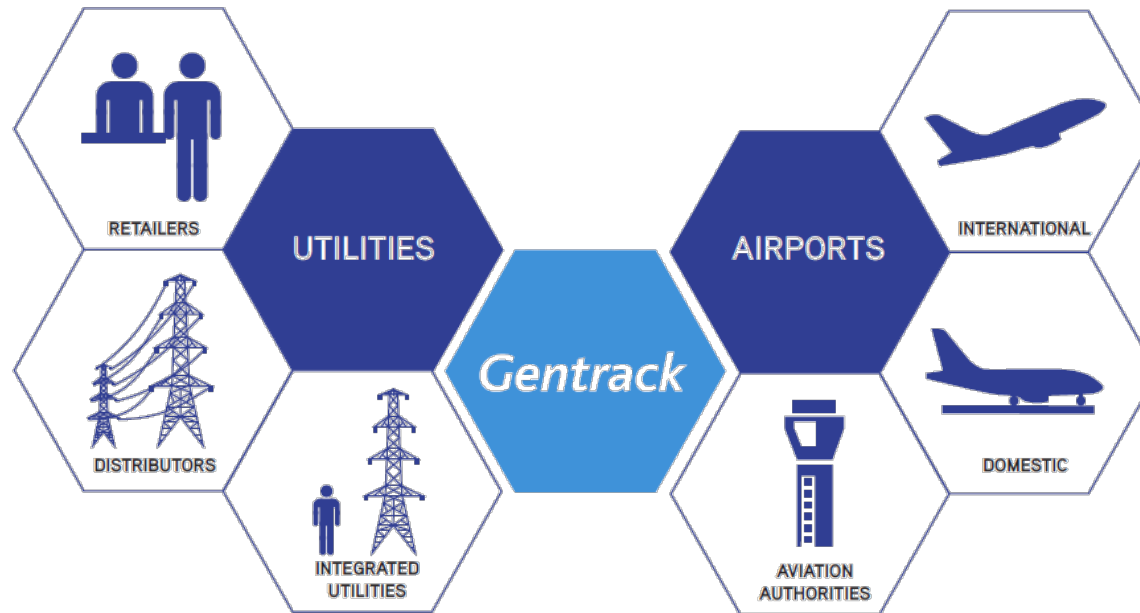
- Track record of profitable organic growth delivering 11%+ (EBITDA) CAGR over last 7 years
- FY16* Revenue NZ\$52.7m, EBITDA \$16.7m - up 25% and 16% respectively on FY15
- Approximately 60% recurring revenue with >90% of total revenue from existing customers
- Attractive 32% EBITDA margins
- Strong cash generation with 70-80% of NPATA paid as dividends
- Debt free balance sheet with capacity for acquisitions
- Significant growth drivers in existing markets

PROVEN SOLUTIONS THAT ENABLE CHANGE AND INNOVATION_

Gentrack

Gentrack **V**elocity

- PRICE AND TARIFF MANAGEMENT
- MULTI-PRODUCT BILLING
- CUSTOMER SERVICE + CALL CENTRE AND SELF-SERVICE
- CUSTOMER SIGN-UP AND SWITCHING
- UTILITY WORKFLOW MANAGEMENT
- CREDIT AND COLLECTIONS
- METER DATA MANAGEMENT

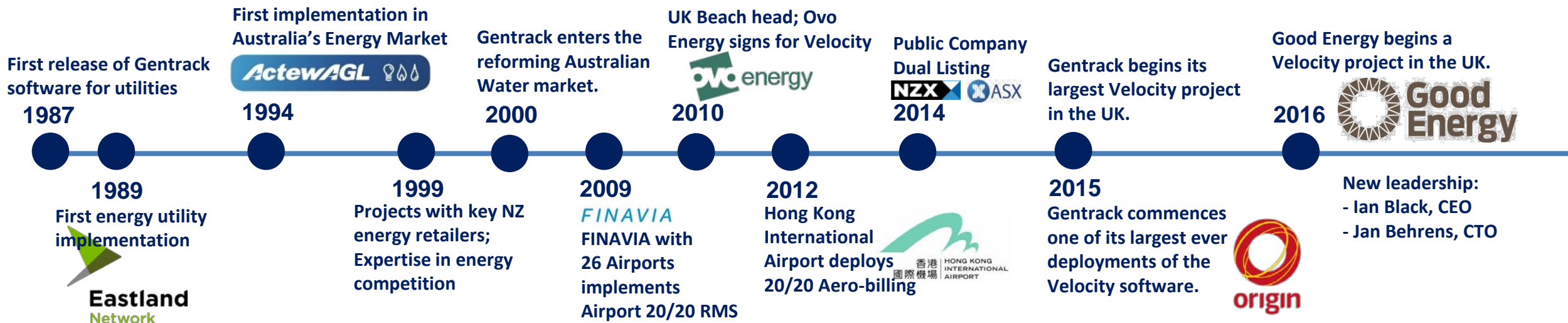


AIRPORT **20/20**

- FLIGHT DISPLAY SYSTEMS
- AIRPORT COLLABORATIVE DECISION MAKING (CDM)
- RESOURCE MANAGEMENT – GATES, CHECK-IN; BAGGAGE
- BILLING – AERO AND NON-AERO
- AIRPORT OPERATIONAL DATABASE
- OPERATIONAL REPORTING
- AIRPORT MESSAGE BROKERING.

THE GENTRACK JOURNEY_

- 20 year history of utility industry expertise
- Geographic expansion on the back of deregulation and commercialisation
- Focussed on infrastructure industries – well funded and resilient



A HIGHLY DIFFERENTIATED PROPOSITION_

- **Mission critical core enterprise systems for utilities and airports**
- **An IP company demonstrating continual investment in R&D**
- **We solve complex integration challenges for our customers – high value unique skills**
- **Deeply embedded solutions – not easily replaced once deployed**
- **Best of Breed – targeted, cost effective with a clear ROI**

UTILITY MARKET GROWTH DRIVERS_

Gentrack

DEREGULATING ENERGY SECTOR

- Retail contestability and distributed energy generation

UK WATER CONTESTABLE

- Non-household 2017; Households by 2020

AGING LEGACY BILLING SYSTEMS

- Not supporting competitive markets

SMART METER ROLLOUTS

- Driving structural change in UK and Australia

RISE OF NEW RETAIL MODELS

- Grabbing market share from the Incumbents

SMART GRID INVESTMENT

- Regulated changes to market interactions

Change creates Opportunity

GROWTH OPPORTUNITIES IN EXISTING MARKETS_

THREE CORE REGIONS FOR UTILITIES GROWTH

- Australia
- New Zealand
- United Kingdom & Ireland
- 53 Utilities use Velocity

Est. Market Share



AIRPORTS GLOBALLY

- Tier 1&2 - Commercial airports and aviation authorities
- 15% market share of 'Top 100'
- 73 airport sites use Airport 20/20



UK/IRELAND
150 Utility Sites



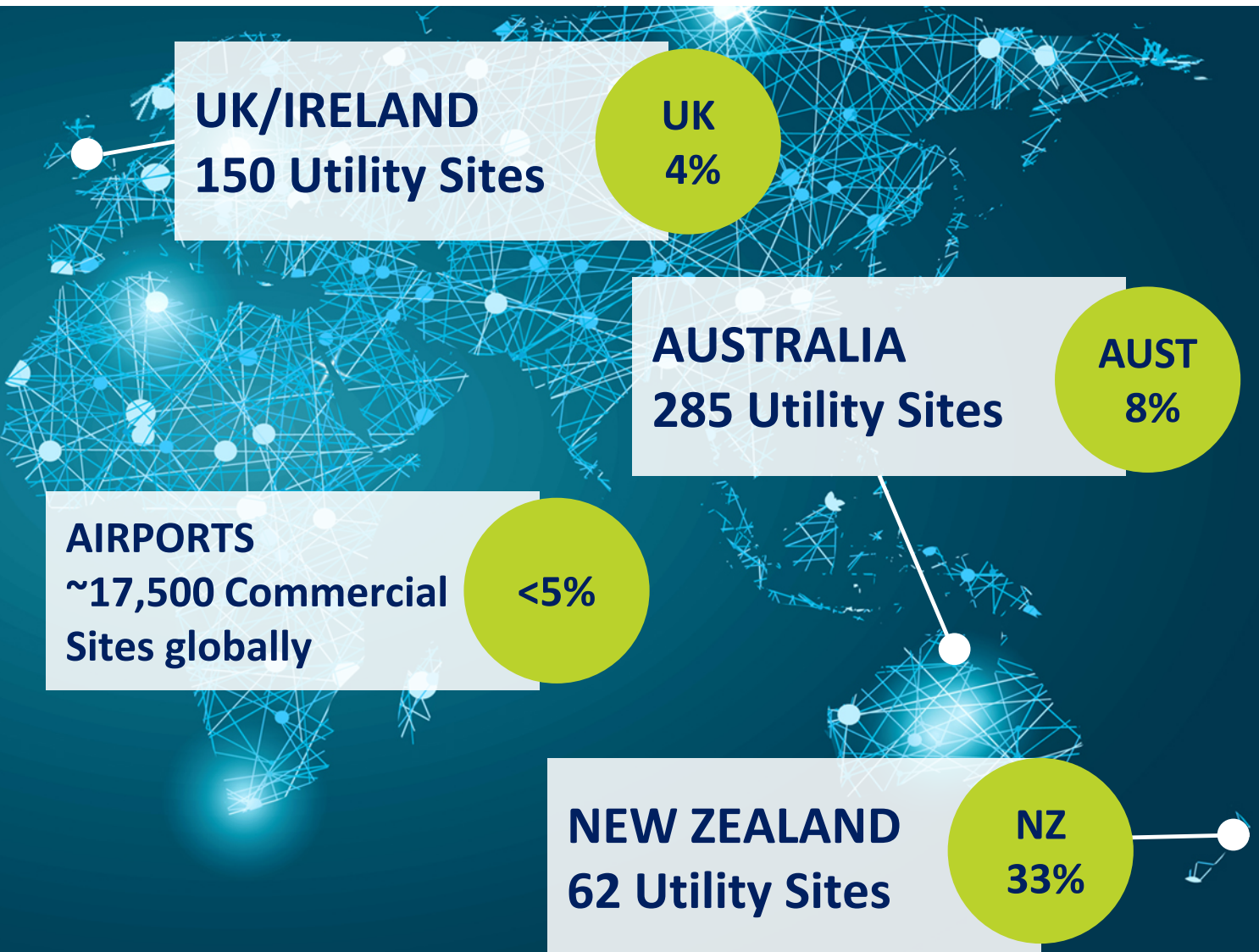
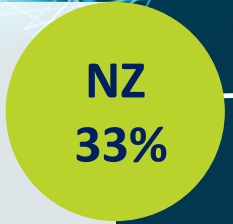
AUSTRALIA
285 Utility Sites



AIRPORTS
~17,500 Commercial Sites globally

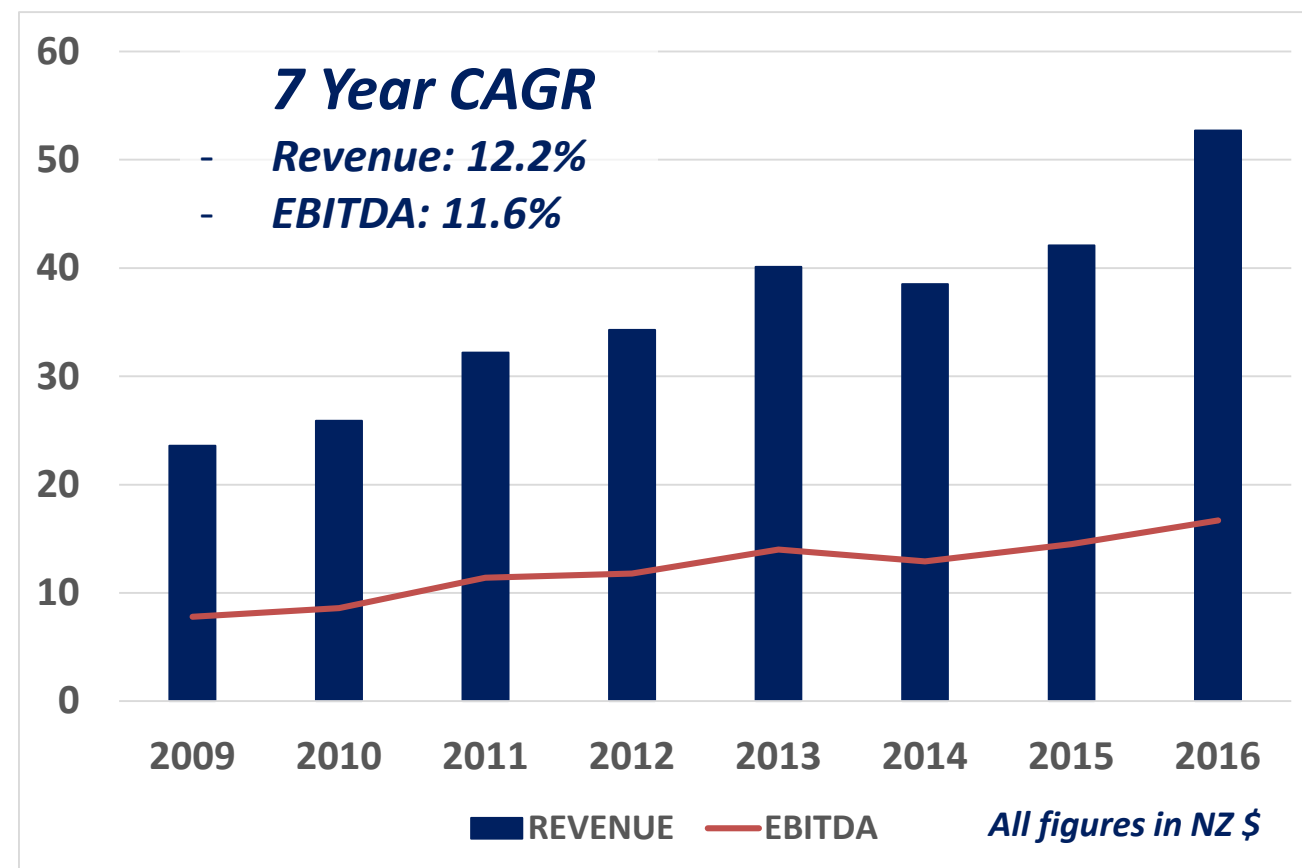


NEW ZEALAND
62 Utility Sites



GROWTH – FY16_

NZ\$000	FY15	FY16*	Δ %	CONSTANT CURRENCY
Revenue	42,069	52,734	25%	53,745
EBITDA	14,464	16,727	16%	17,107
NPATA	10,822	11,090	2%	11,470
NPAT	9,365	9,608	3%	9,987
Net Cash Balance	12,372	18,818		
Final Dividend (cps)	7.20	TBA		
Annual Dividend (cps)	11.3	TBA		



*FY16 results are subject to completion of the audit process

OPERATIONAL HIGHLIGHTS – FY16_

**4 NEW
CUSTOMERS
IN UK AND
AUSTRALIA**

**10
SYSTEMS
TAKEN
INTO LIVE
OPERATION**

**5 CUSTOMER
SYSTEM
UPGRADES
COMMENCED**

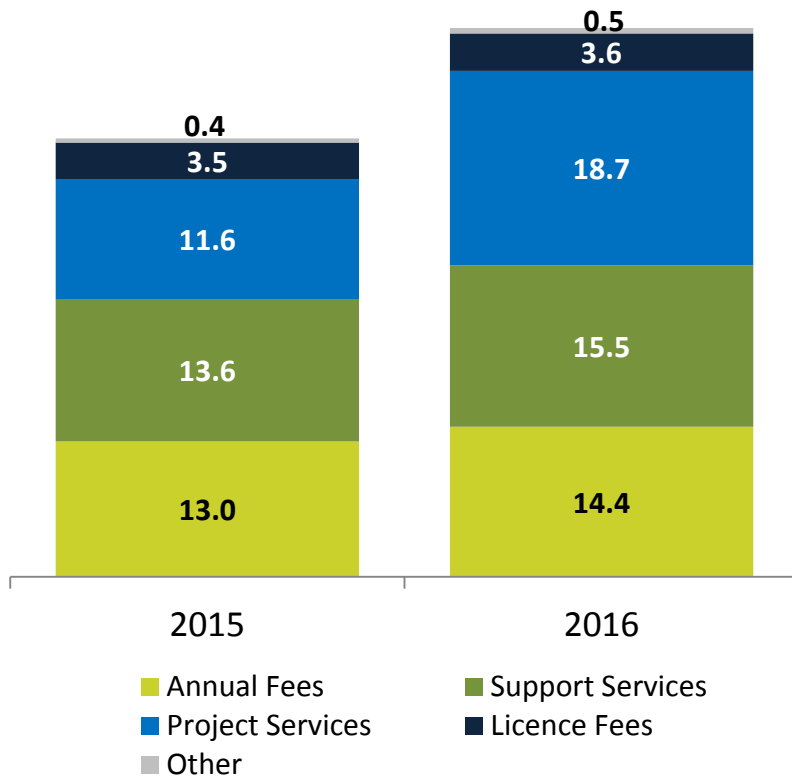
**19 NEW
SOFTWARE
PROJECTS
WORKED ON**

**28%
HEADCOUNT
GROWTH**
277 across NZ,
Australia
and the UK

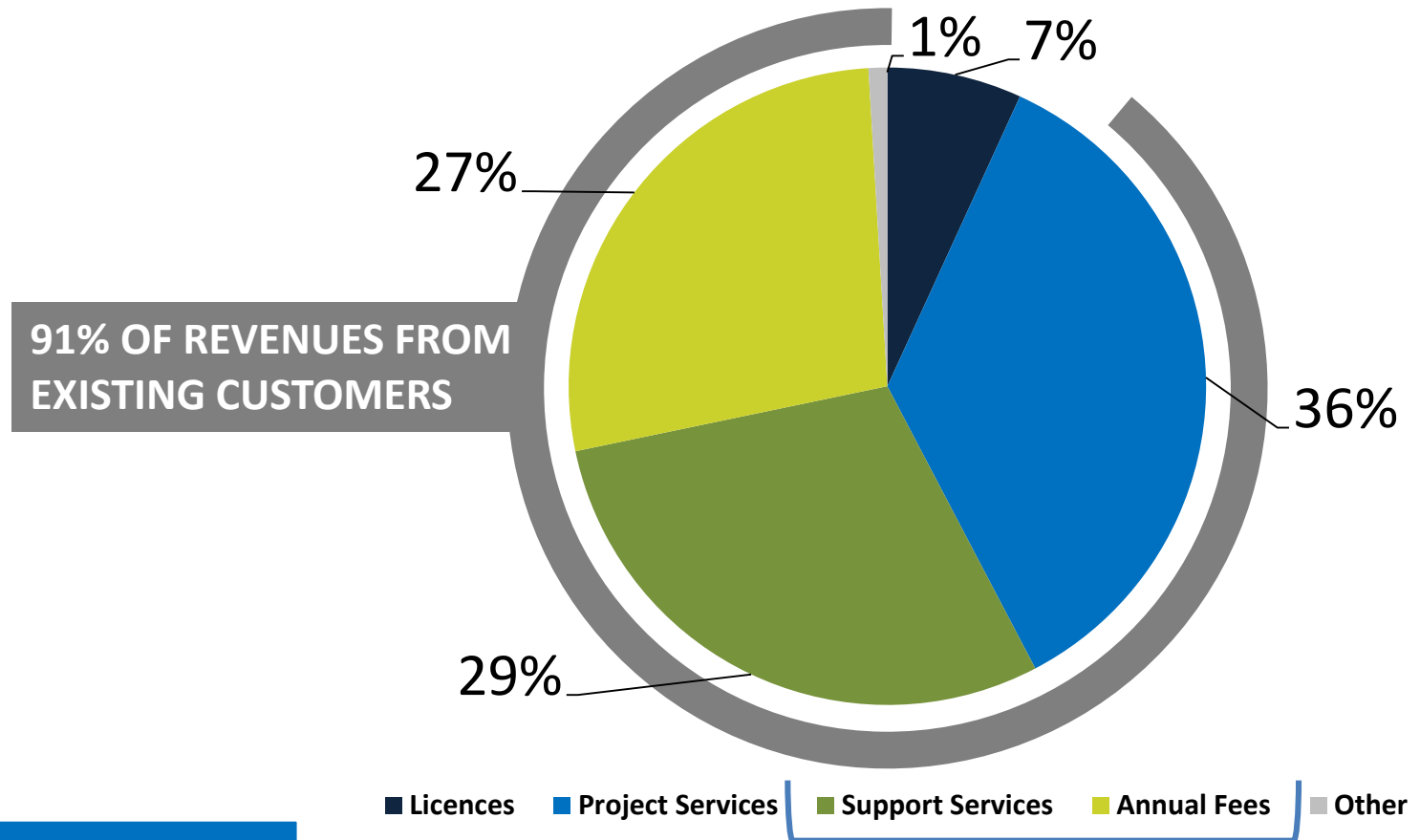
GENTRACK REVENUE MODEL_



Revenue NZ\$m



Revenue by Product



RECURRING REVENUES ACCOUNT FOR 56% OF TOTAL FY16.

■ Licences ■ Project Services ■ Support Services ■ Annual Fees ■ Other

*FY16 results are subject to completion of the audit process

Q&A