

**GENTRACK RESULTS**  
**FOR THE FULL YEAR TO**  
**30 SEPTEMBER 2016**

## **IMPORTANT NOTICE**

This presentation contains forward-looking statements. Forward-looking statements often include words such as “anticipate”, “expect”, “plan” or similar words in connection with discussions of future operating or financial performance.

The forward-looking statements are based on management's and directors' current expectations and assumptions regarding Gentrack's business and performance, the economy and other future conditions, circumstances and results. As with any projection or forecast, forward-looking statements are inherently susceptible to uncertainty and changes in circumstances. Gentrack's actual results may vary materially from those expressed or implied in its forward-looking statements.

## Agenda\_

- Business Overview
- Highlights
- FY16 Results and Analysis
- Outlook
- Appendix
  - GAAP reconciliation
  - Supplementary information

## The Software of Infrastructure\_

- Gentrack's vision is to be a recognised global leader in the provision of first class enterprise application software to electricity, gas and water utilities, and airports
- Our customers include 53 utility sites and 73 airports, predominantly in NZ, Australia and the UK, where we are mission critical and deeply embedded
- Gentrack's business model delivers a high level of recurring revenue and profitable growth, which we largely distribute as dividends



## Headlines\_

- 4 new customers signed
- 5 existing customers started upgrades
- Engaged on 19 significant software projects for utilities and airports with 10 systems going live
- UK team moved to a new office in Thames Valley to support strong growth in the UK market
- 28% growth in headcount, year-on-year, to support projects and opportunities

## Financial Highlights\_

### REVENUE

**\$52.7m**

\$42.1m (up 25%)

### EBITDA

**\$16.7m**

\$14.5m (up 16%)

### NPAT

**\$9.6m**

\$9.4m (up 3%)

### CASH

**\$18.8m**

\$12.4M

### FINAL DIVIDEND

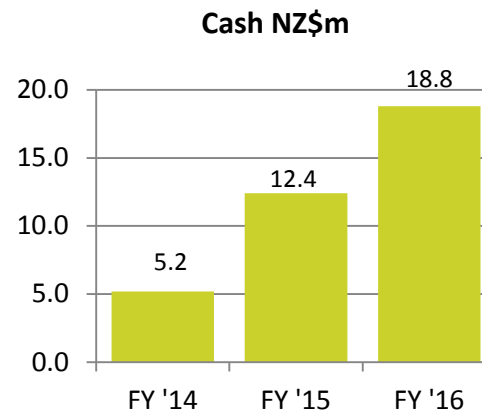
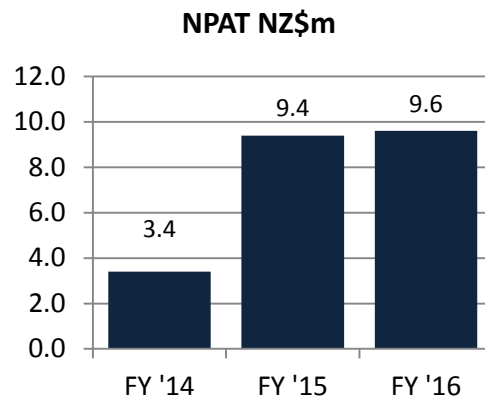
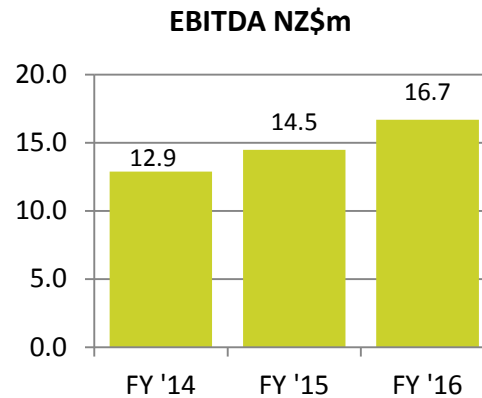
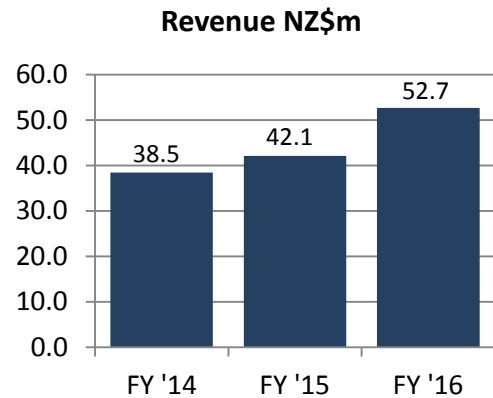
**7.70cps**

7.20cps

For the year to 30 September 2016, NZ\$

For the year to 30 September 2015, NZ\$

## Comparative Results\_

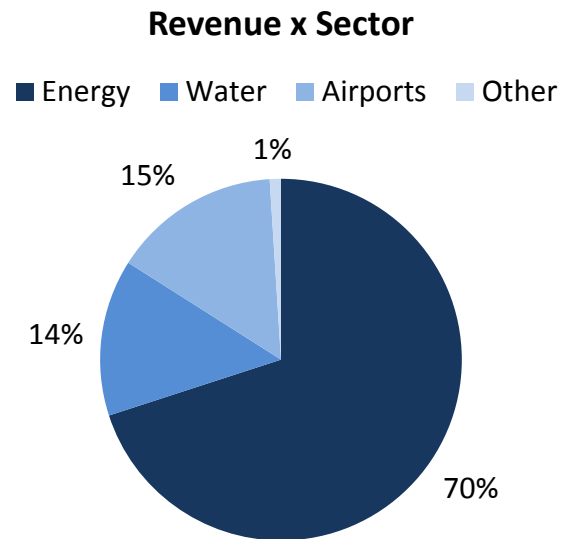


Revenue, EBITDA and Cash position showed strong increases.

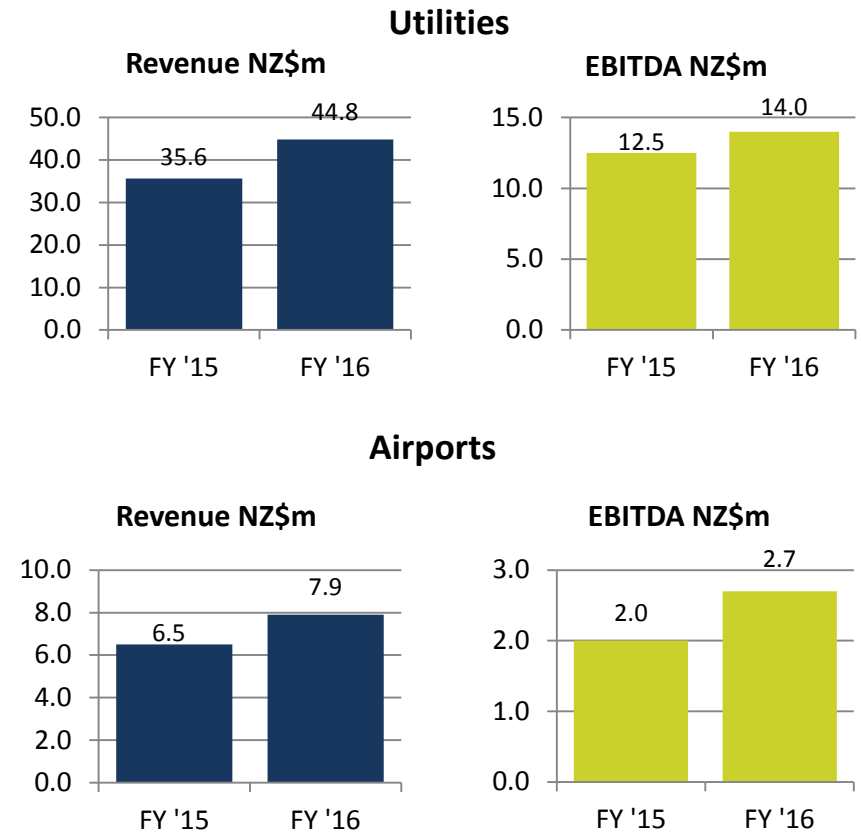
Revenue is up 25% and EBITDA is up 16% against FY 2015.

A final dividend of 7.7cps is to be paid in December 2016. The dividend will be 100% imputed (NZ) and 0% franked (AU).

## Divisional Analysis\_

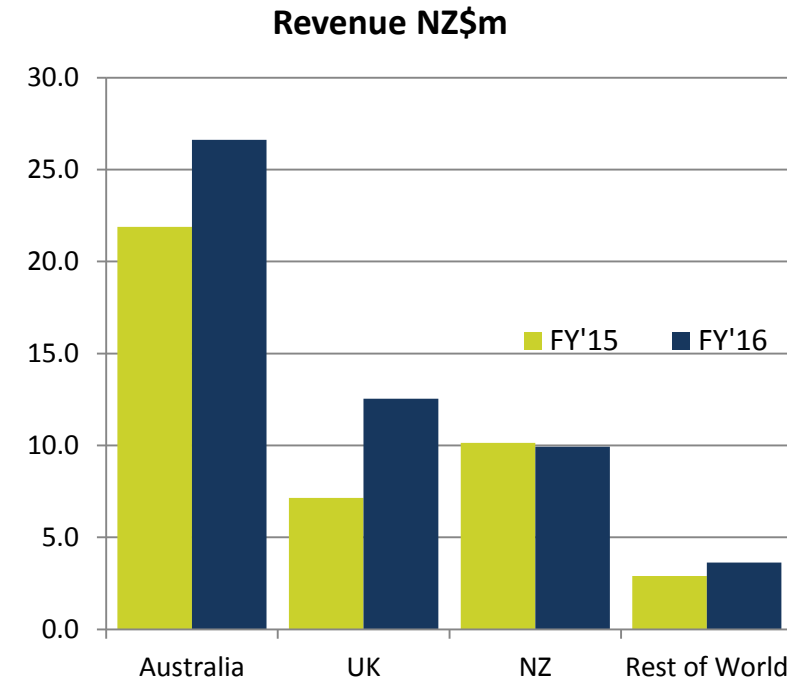
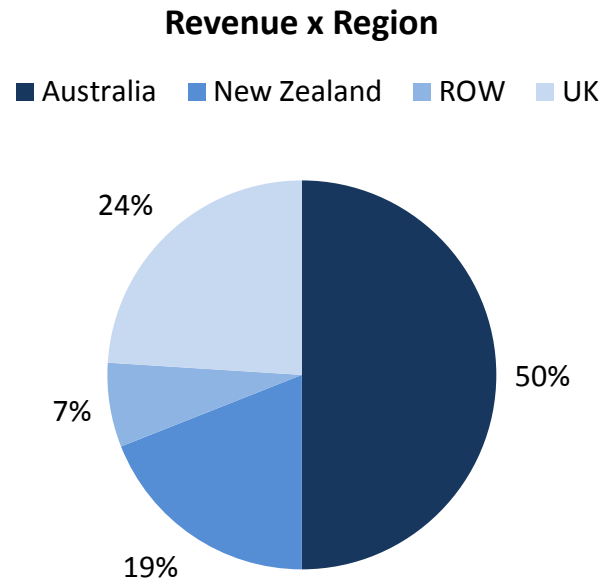


- Airports and Utilities both delivered strong growth
- Australian and UK projects underpinned a 26% increase in the utilities business with high staff utilisation
- Airports grew revenues by 24% and won first Spanish language customer in South America.





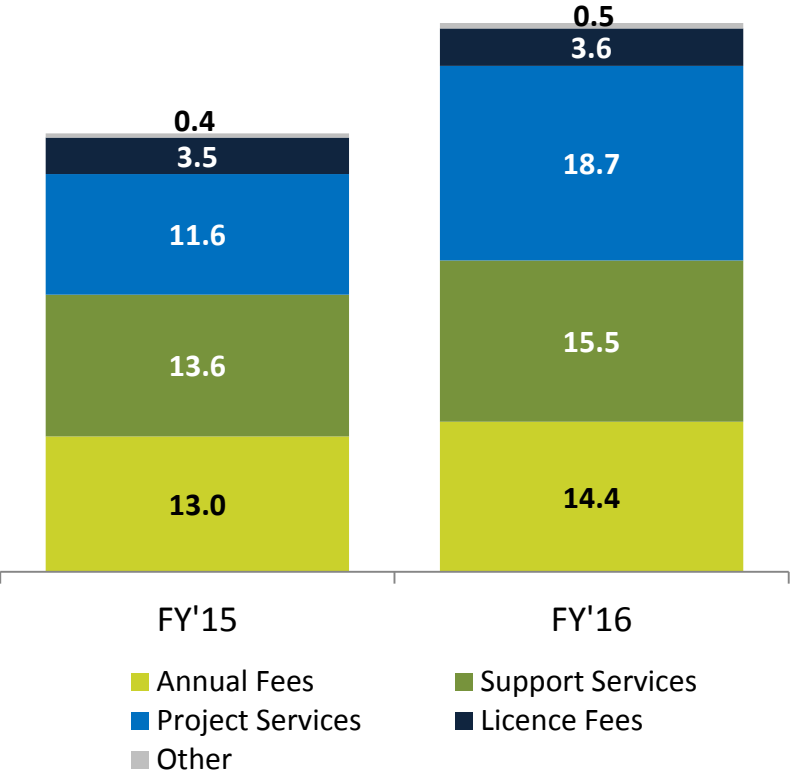
## Geographic Analysis\_



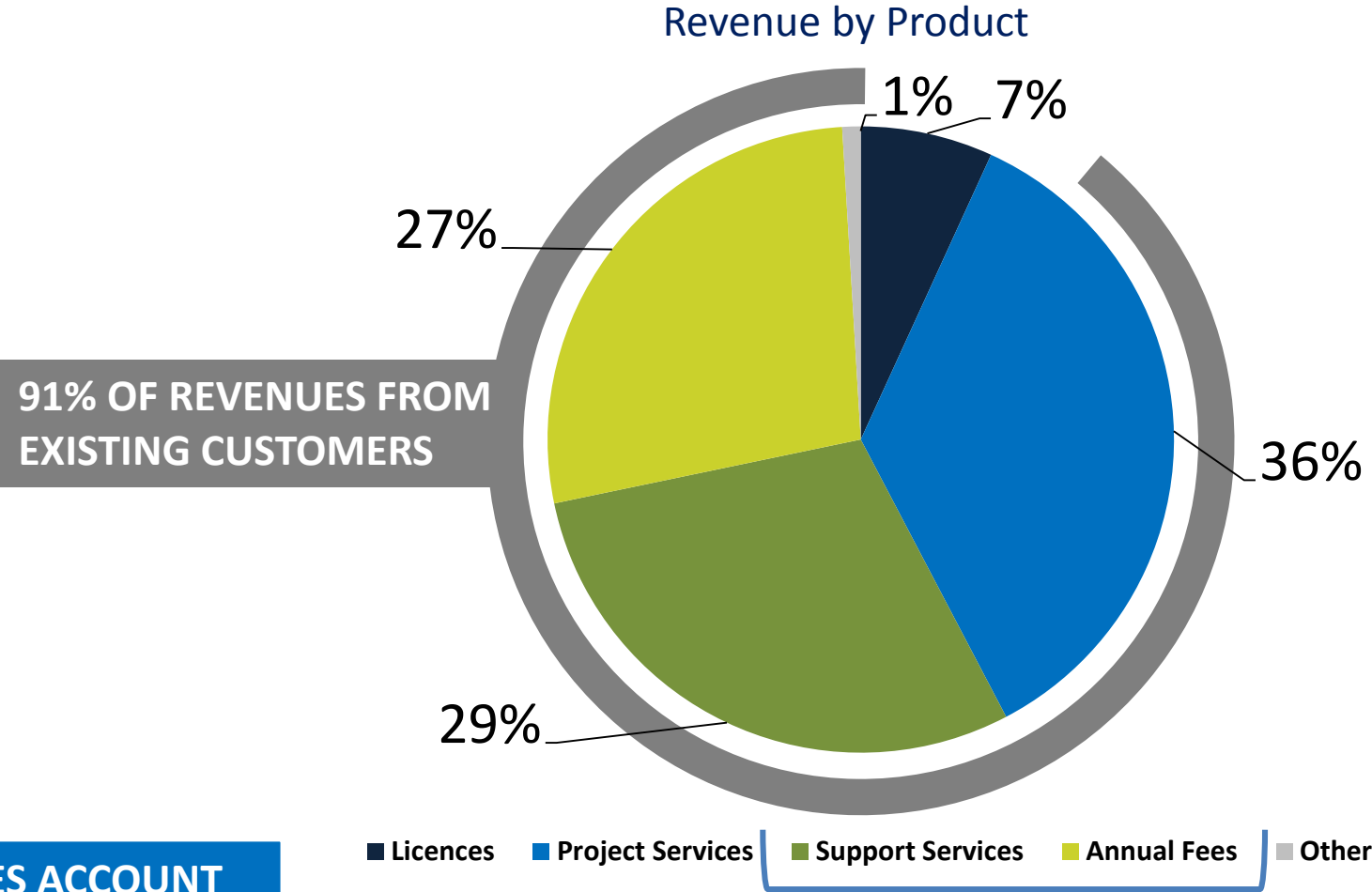
- UK full year revenues growth of 75% in 2016
- UK revenues surpassed NZ revenues for the first time
- Australian revenue improved 22% as the result of ongoing utility projects
- The Rest of World revenues are up 26% in the first half year, reflecting project work with several US airports

## Revenue Type Analysis\_

Revenue NZ\$m



Revenue by Product

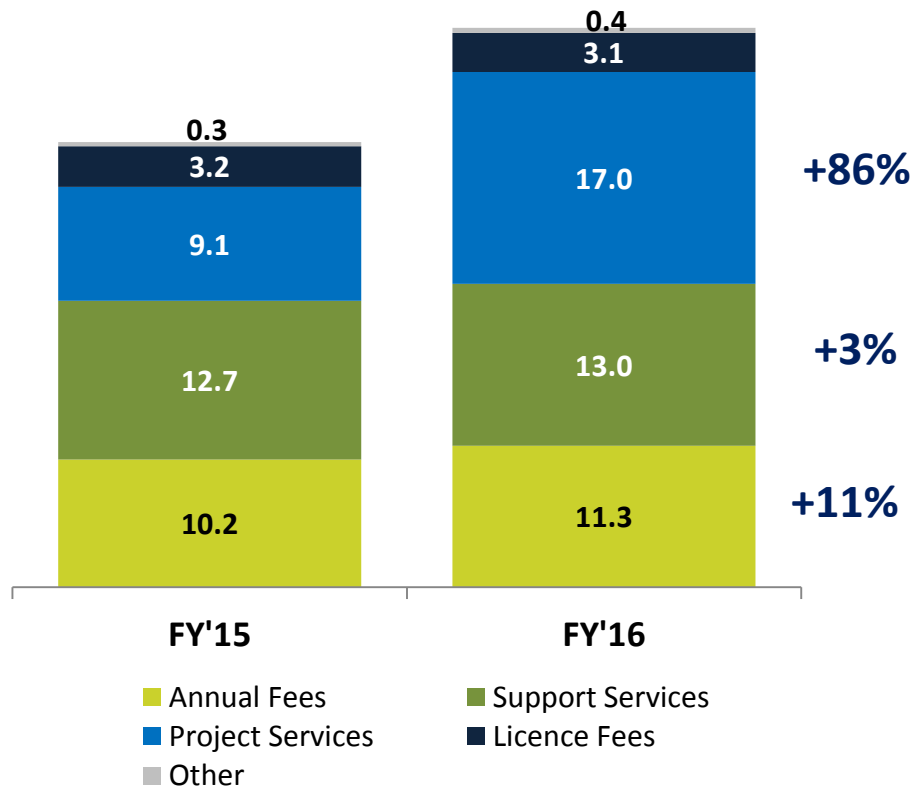


**RECURRING REVENUES ACCOUNT FOR 56% OF TOTAL FY'16.**

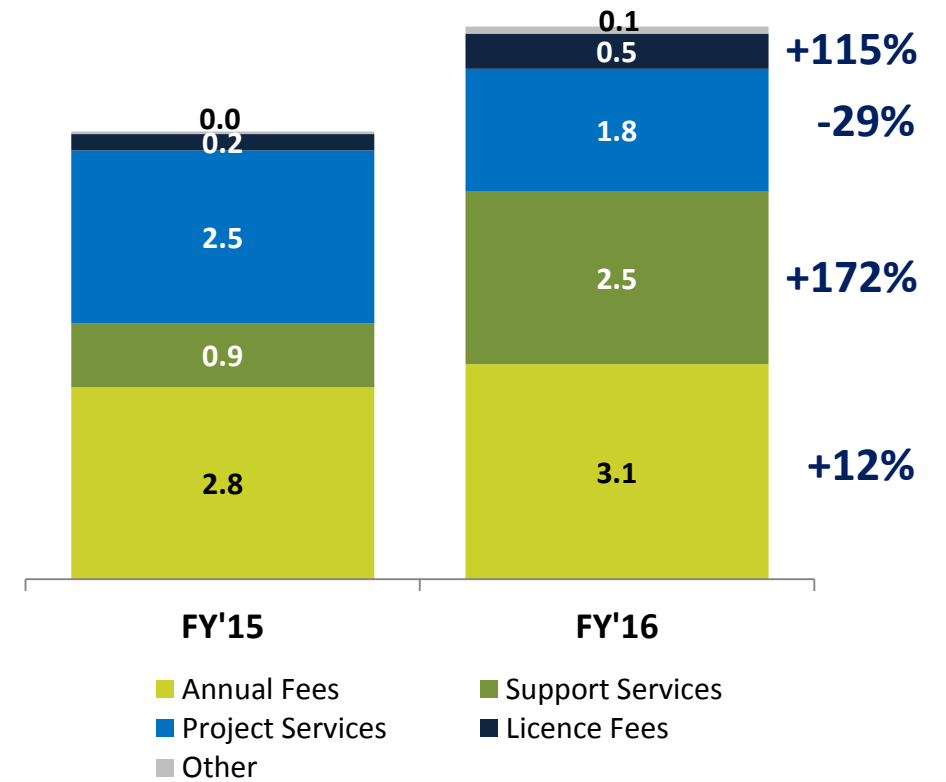
■ Licences ■ Project Services ■ Support Services ■ Annual Fees ■ Other

## Revenue Type Analysis - Divisional\_

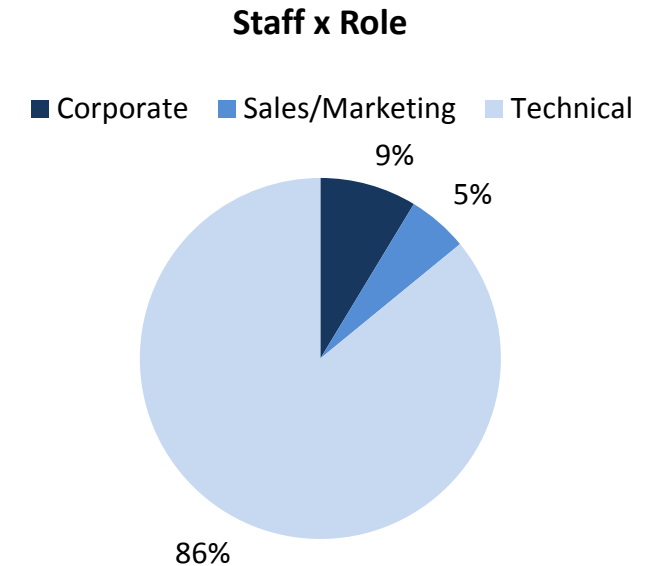
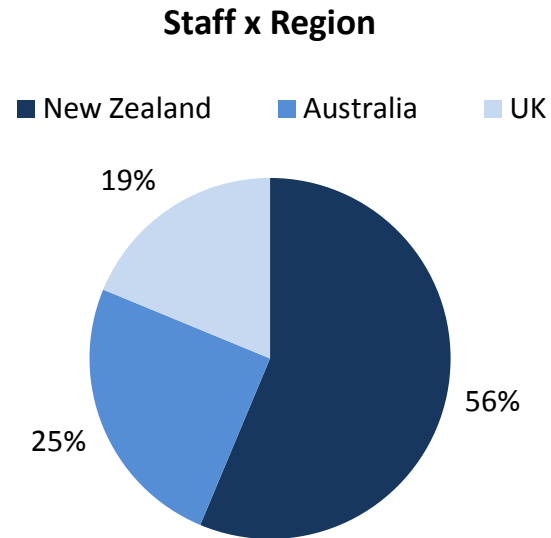
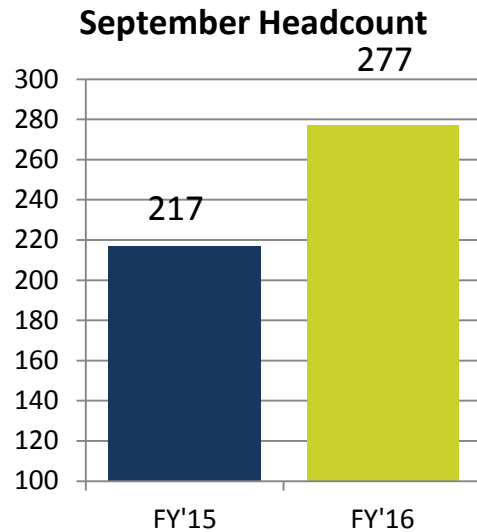
### Utilities NZ\$m



### Airports NZ\$m



## Staff Profile\_



- Headcount increased by 28% over prior year
- Recruitment was a key focus with staff numbers increasing in all 3 regions
- Continued leverage of NZ based resources on all projects delivering cost advantages
- Continued focus on upskilling, learning and development

## Outlook\_

- Remain confident of long term growth driven by Australian and UK market opportunities and structural reforms in power and water sectors
- Expect to continue to deliver long term revenue and EBITDA growth of 10%+, albeit that results may be impacted by the timing of projects
- Continued investment in people, systems and solutions to support long term growth
- Selective consideration of acquisition opportunities within our core business areas.

# APPENDICES

# Appendix\_ GAAP to non-GAAP Profit Reconciliation\_

GAAP to non-GAAP profit reconciliation		
Period	12 Months 30-Sep-15	12 Months 30-Sep-16
Reported net profit for the period (GAAP)	9,365	9,608
Add back: amortisation	2,017	2,015
Add back: tax adjustment for amortisation	(560)	(533)
NPATA	10,822	11,090
Add back: net finance expense/(income)	(808)	1,208
Add back: income tax expense less tax adjustment above	4,165	4,067
Add back: depreciation	285	362
EBITDA	14,464	16,727

## 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's mission critical systems

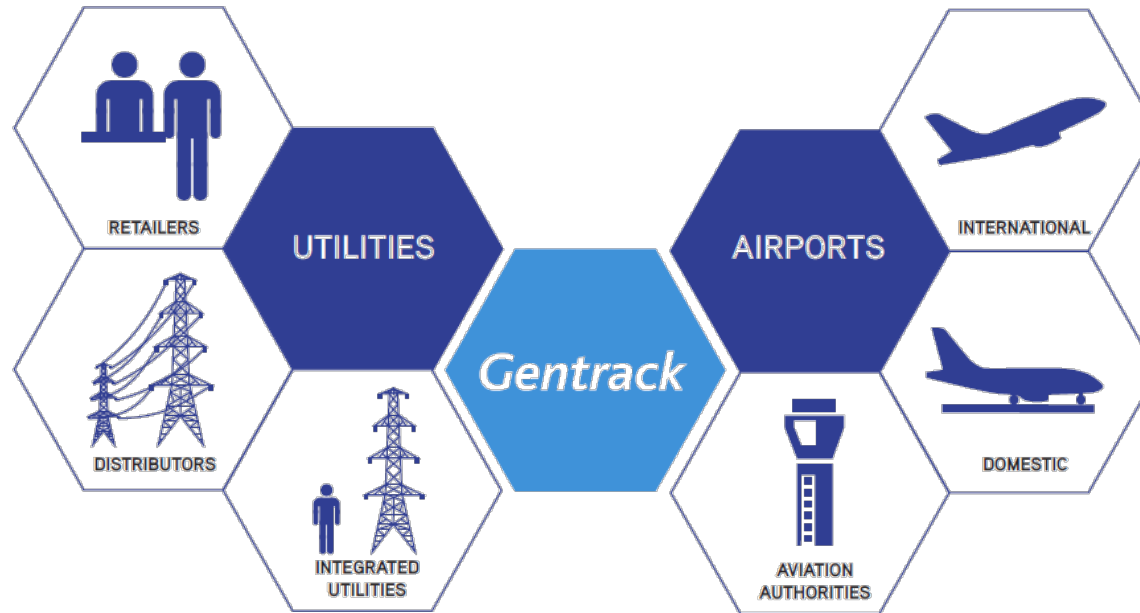




# PROVEN Solutions that enable change and innovation\_

## Gentrack *Velocity*

- 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



# *Gentrack*

## 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

## 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\_

**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

**UK**  
4%

**AUSTRALIA**  
285 Utility Sites

**AUST**  
8%

**AIRPORTS**  
~17,500 Commercial  
Sites globally

<5%

**NEW ZEALAND**  
62 Utility Sites

**NZ**  
33%

## 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)	7.2	7.7		
Annual Dividend (cps)	11.3	11.9		

\* Based on FY15 exchange rates

