

**28 February 2018**

## **Gentrack Group Limited (NZX/ASX: GTK) Annual Meeting of Shareholders Presentations**

Please find attached a copy of the presentations that will be delivered at Gentrack Group Limited's annual meeting of shareholders today at 4pm NZT in Auckland.

ENDS

### **Contact details regarding this announcement:**

Jon Kershaw

Company Secretary

+64 9 966 6090

### **About Gentrack**

Gentrack provides essential software for essential services, pairing powerful platforms with deep market knowledge to help utilities and airports lower service costs, foster innovation and confidently navigate market reform. It employs over 450 people in offices across New Zealand, Australia, the UK and Europe and services over 200 utility and airport sites in 20 countries with its leading solutions for utilities - Gentrack Velocity and Junifer, and for airports under the Veovo brand including Airport 20/20, BlipTrack and Concessionaire Analyzer+.

Velocity and Junifer are leading billing and customer management solutions providing a full range of proven capabilities along with hosted and managed services options for new entrant energy and water suppliers, and larger utilities in competitive markets where flexibility, uniqueness and compliance are essential.

More information: [www.gentrack.com](http://www.gentrack.com).

Veovo combines Gentrack's Airport 20/20, BlipTrack and Concessionaire Analyzer+ software to unlock operational, revenue, concession and passenger insights across the airport ecosystem. The Veovo Predictive Collaboration Platform enables airports to operate more efficiently, uncover new growth opportunities and deliver outstanding guest experiences.

More information: [www.veovo.com](http://www.veovo.com)

The background of the slide is a dark, teal-toned image featuring several glowing incandescent lightbulbs. The bulbs are arranged in a pattern, with some in the foreground and others receding into the background, creating a sense of depth. The light from the bulbs is soft and diffused, casting a gentle glow on the surrounding dark space. The overall aesthetic is clean, modern, and professional, suggesting themes of innovation, ideas, and technology.

*Gentrack*

# GENTRACK GROUP LTD (GTK) ANNUAL MEETING

28 February 2018

[www.gentrack.com](http://www.gentrack.com)

# ESSENTIAL SOFTWARE FOR ESSENTIAL SERVICES

## *A year of transformation and growth*

- Continued profitable growth within utilities and airports markets
- Three strategic acquisitions last year are integrated and delivering on plan
- Investing in productised solutions which can be delivered quicker, plus managed services
- Australia, UK and NZ set up as autonomous regions for sales and delivery
- Winning new customers and working closely with existing customers to optimise their solutions. 80 utilities and 110 airports globally using our mission critical software
- Developing our people and building a culture of collaboration and knowledge sharing



# SHAREHOLDER ANALYSIS

**3553**

NUMBER OF  
SHAREHOLDERS

**30%**

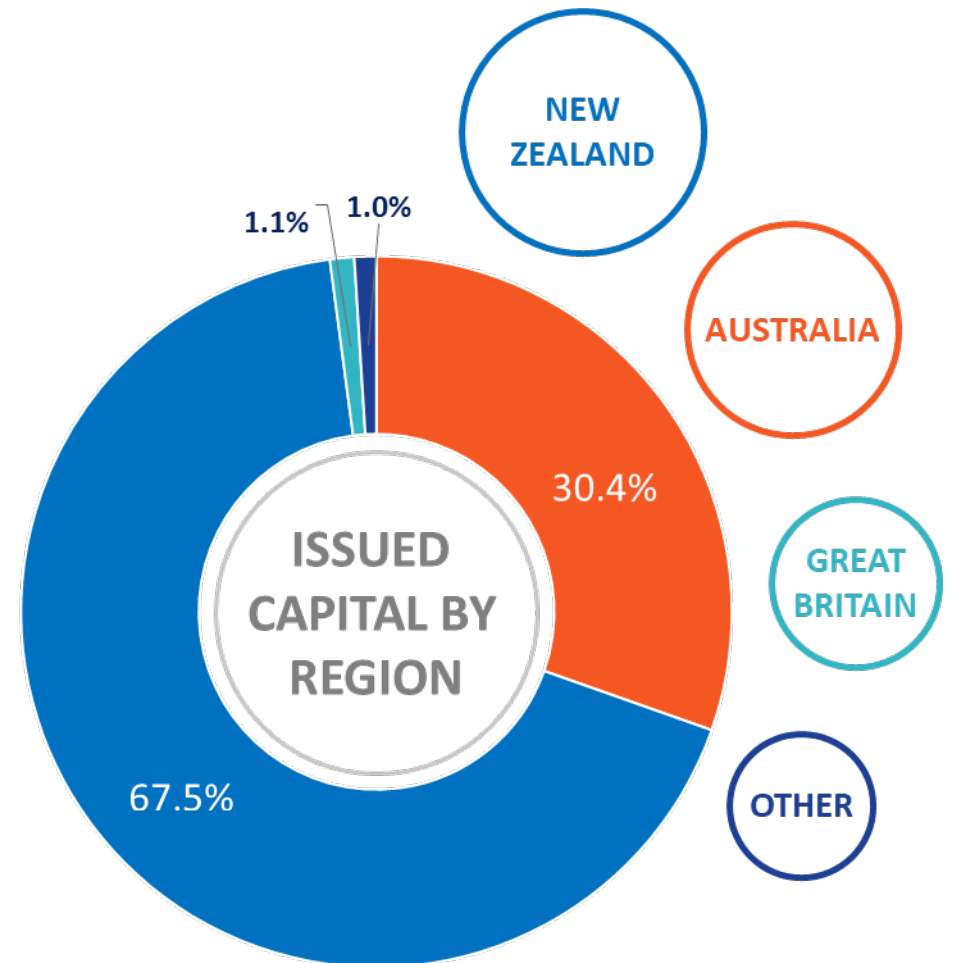
HOLDING OF  
DIRECTORS & OFFICERS

**70%**

HOLDING OF TOP 20  
SHAREHOLDERS

**5**

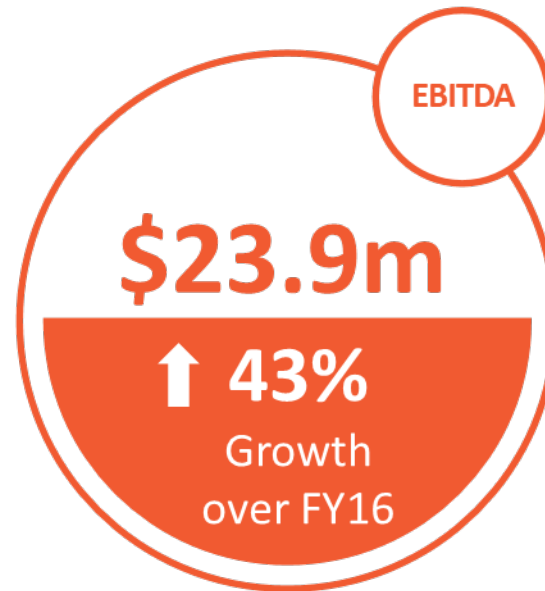
SHAREHOLDERS  
WITH 5%+



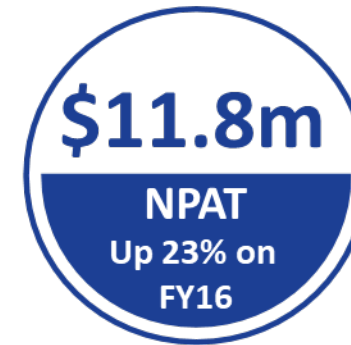
# FY17 HIGHLIGHTS



**↑ 18%**  
EXCLUDING ACQUISITIONS



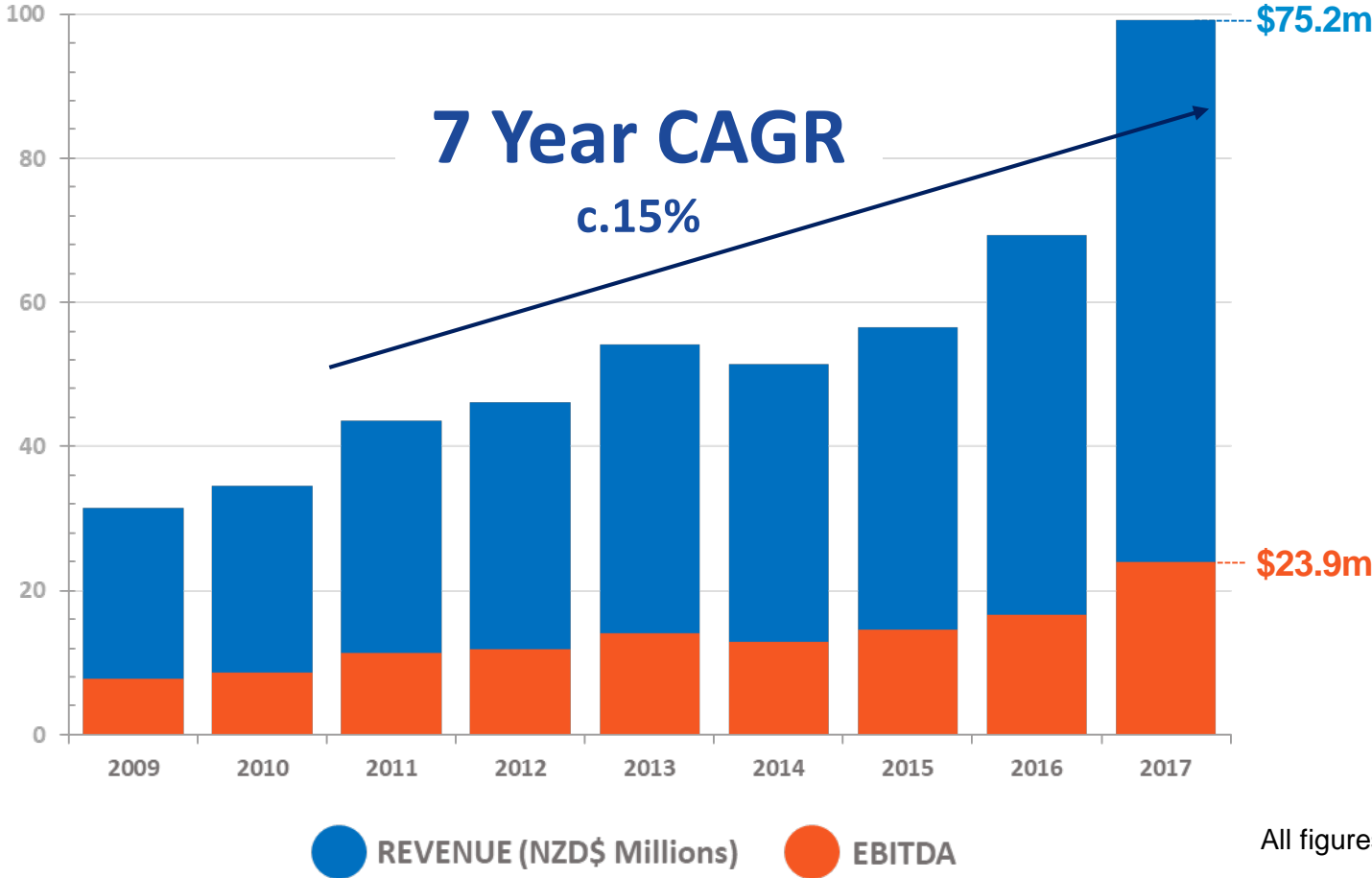
**↑ 24%**  
EXCLUDING ACQUISITIONS



All figures shown in NZD



# DELIVERING CONSISTENT RESULTS



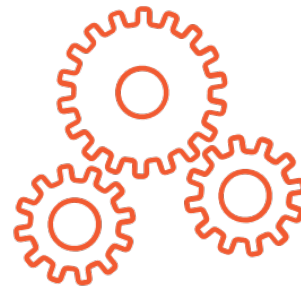
All figures shown in NZD



# EMPOWERING THE UTILITIES REVOLUTION



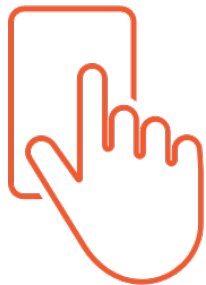
**COMPETITIVE  
RETAIL MARKETS**



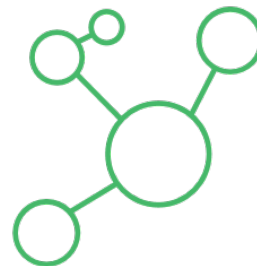
**DEMAND FOR  
MANAGED SERVICES**



**NEW RETAIL  
BUSINESS MODELS**



**CUSTOMER DRIVEN  
TECHNOLOGIES**



**EVOLVING MARKET  
FRAMEWORKS**



**NEW SERVICES  
PLATFORMS**



# STRATEGY

- Profitable growth in our existing markets
- Invest in our products, operating model and strategic partnerships
- Deliver cost effective cloud based solutions to enable our customers to innovate
- Maintain a watching brief on new geographic markets
- Continue our track record of shareholder returns, with a dividend policy of 70-80% of NPATA and conservative gearing







*Gentrack*

# CEO UPDATE

Ian Black

[www.gentrack.com](http://www.gentrack.com)

# FY17 HEADLINES

- 21 new customers signed
- New geographies including Singapore, Romania, Greenland, Abu Dhabi, Jersey and Kenya
- 3 strategic acquisitions
- New executive leadership
- New headquarters in Auckland and office in Singapore
- Expansion of our managed service and subscription based offerings
- Global headcount up 55%.



# REVENUE TYPE

Licence revenues up 74%

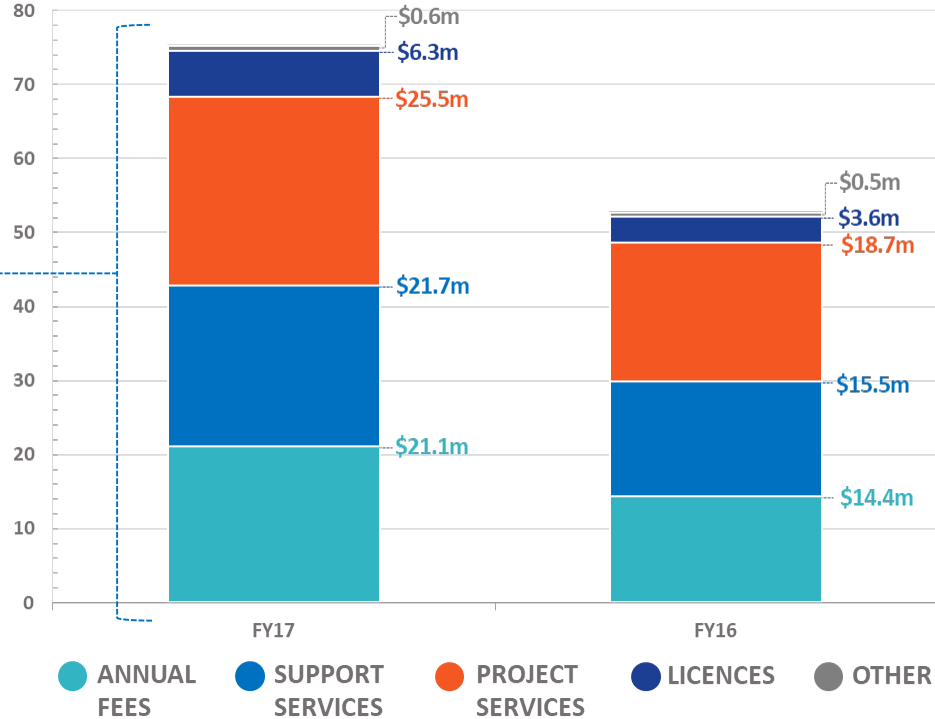
Recurring revenues up 43% to \$42.8m

- Annual Fees revenue up 47%
- Support Services revenue up 40%

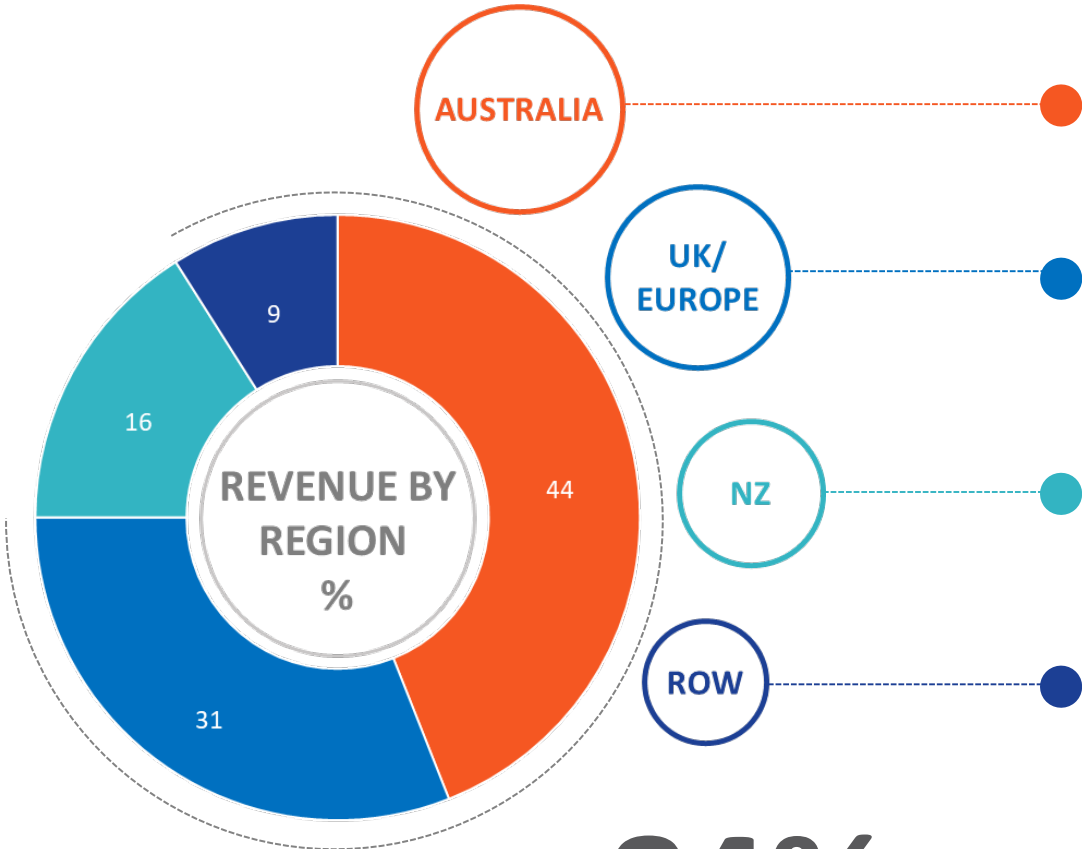
Project Services revenue up 36%

90%+ revenue is from existing customers.

REVENUE BY TYPE NZD



# REVENUE BY REGION



**Power of Choice projects** – impacting all energy retailers; a market framework to deliver more customer choice and support for distributed energy

**New projects** – New entrant energy suppliers and larger utilities deploying Junifer and Velocity to support new business models and smart technologies

**Upgrade projects** – Velocity software upgrade projects with existing customers.

**New projects** – Utilities projects in South East Asia and airports projects in Kenya and UAE.

**84%** INTERNATIONAL REVENUES (NON-NZ)



# ADDRESSABLE MARKET IN CORE GROWTH REGIONS



**UNITED KINGDOM  
& IRELAND**

**88 ENERGY + 32 WATER  
BRANDS**



**SINGAPORE**

**27 ENERGY  
BRANDS**



**NEW ZEALAND**

**42 ENERGY  
BRANDS**



**AUSTRALIA**

**40 ENERGY + 47 WATER  
BRANDS**



**AIRPORTS  
GLOBALLY**

**SKYTRAX 'TOP 100'<sup>#</sup>  
AIRPORTS 2017**

## GENTRACK POSITION

**#2**

37 energy suppliers and  
3 water companies

**#4**

2 energy suppliers

**#1**

53% of energy retail and 54% of  
network connection points

**#2**

12 energy utilities and  
9 water companies

**20%**

'Top 100'  
<sup>#</sup> Survey of 550 airports



*Gentrack*

FY18 OUTLOOK

# OUTLOOK

- Utilities and Airports businesses are trading well, with acquisitions now integrated
- First half EBITDA is expected to be \$15m - \$16m, depending on project timing
- This compares to \$8.84m in the previous year, showing the benefit of the acquisitions
- Organic growth remains strong and we expect to provide more guidance on the full FY18 result when the half year results are announced in May.





## PREDICTIVE COLLABORATION PLATFORM FOR AIRPORTS

AIRPORT **20/20**

**CA+** Concessionaire Analyzer +  
INTELLIGENCE FOR AIRPORTS

**BlipTrack™**

A connected airport ecosystem  
to **plan, predict, and perfect**  
every decision.







*Gentrack*

END

[www.gentrack.com](http://www.gentrack.com)