Gentrack Group FY22 Full Year Update

29 November 2022

Disclaimer

This presentation may contain 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.

All figures are shown in NZ$M.

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FY22 Business Review

Gary Miles
Chief Executive Officer

Financial Headlines

Revenue growth driven by 21.6% increase at utilities:

- Customer wins and transformations are driving underlying growth. Excluding customers in insolvencies, revenue up **24%**

Veovo revenue up 7.9% at $18.1m

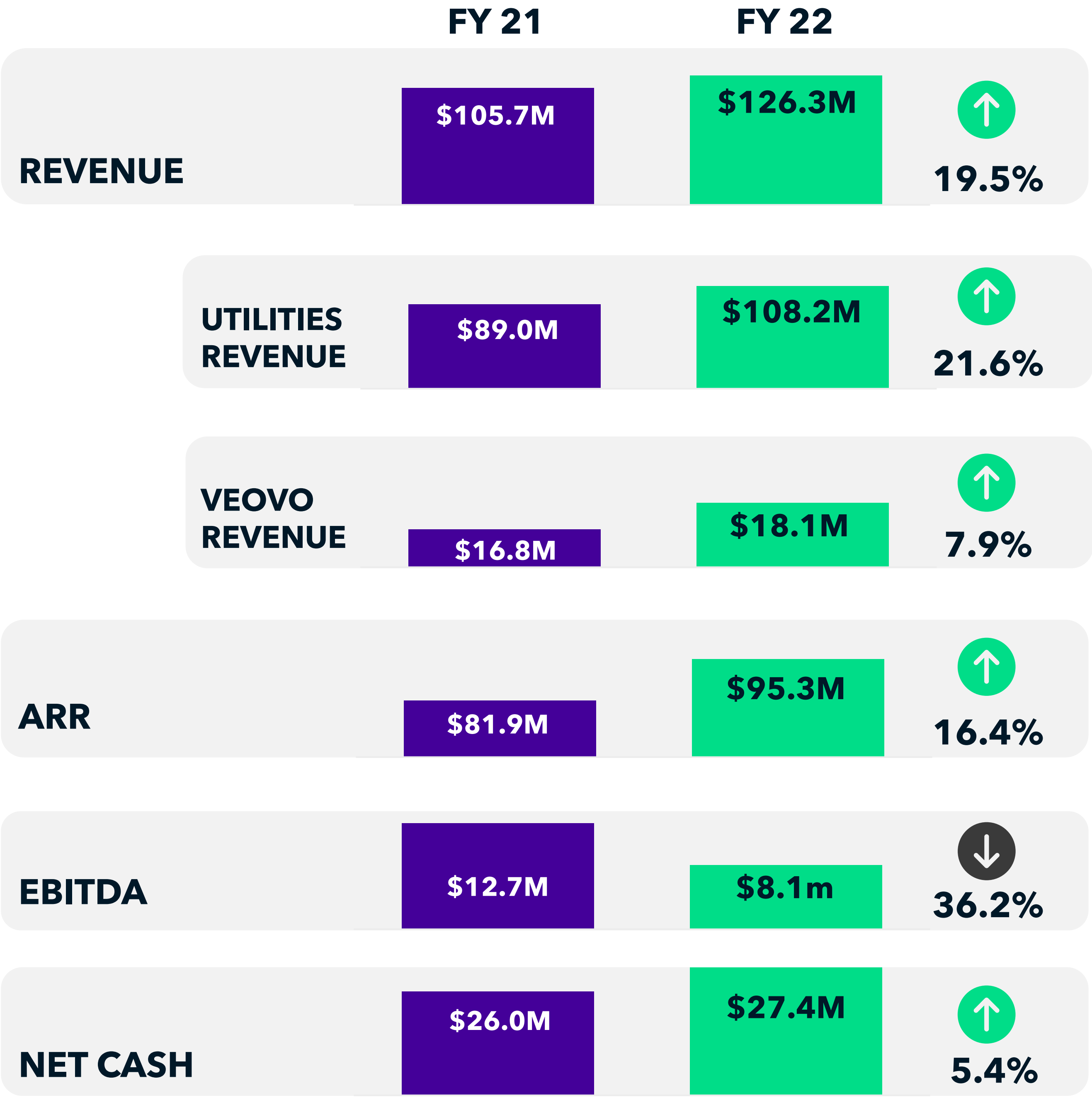
- Continued strong growth in ARR (up **9.2%**)

EBITDA at $8.1m (down $4.6m)

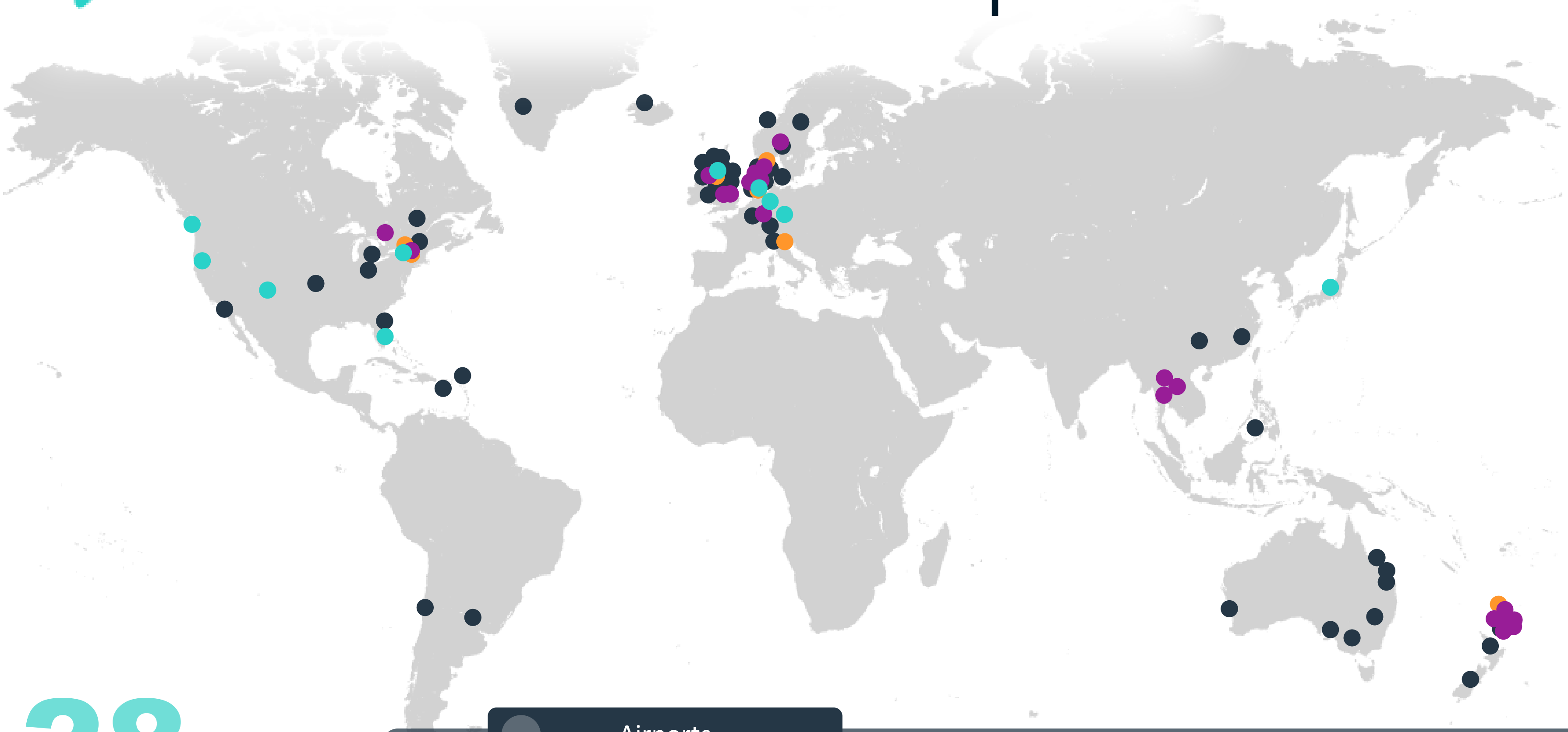
- Planned reduction driven by investment in strategic R&D and sales spend

Cash up $1.4m at **$27.4m**

- Strong growth has allowed us to both invest in our capability and product and generate cash in the year



veovo - Global Footprint



28
Countries

120+
Airports live

Airports

THE PORT AUTHORITY OF NEW YORK & NEW JERSEY

MELBOURNE AIRPORT

Edinburgh Airport

FINAVIA

isavia

Sydney Airport

Auckland Airport

Schiphol Amsterdam Airport

Swedavia Airports

ORLANDO INTERNATIONAL AIRPORT | MCO

Birmingham Airport

Gatwick

AVINOR

Tourist

Merlin Entertainments

Universe Science Park

Vail Ski Resorts

Aspen Ski Resorts

Seattle Space Needle

Train / Metro

Amsterdam Central Station

New York City Transit

Grove Street Station

Auckland Transport

Schiphol, Brussels, Birmingham, Newcastle Airport train stations

Traffic

Sweden - Stockholm

Denmark – 5 cities

USA - NYC Airports - taxi management

Canada – Toronto

Switzerland – Baden

Thailand – 3 cities

UK – 2 cities

New Zealand – 6 cities

Rapid Rebound has Accelerated Airports' Digitisation Plans

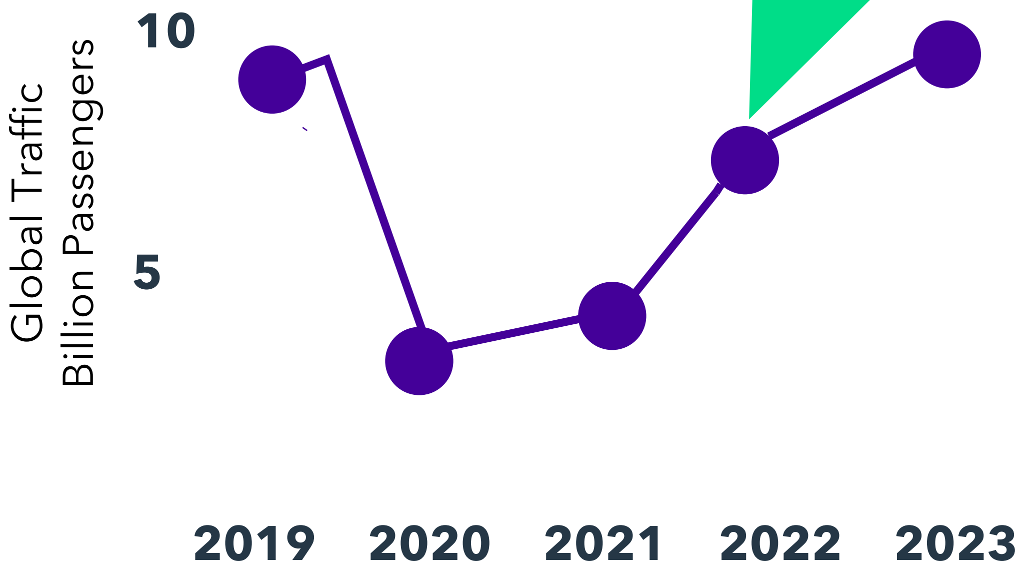
'The rebound has been extraordinary'
CEO of Airport Council International

Industry forecasts 2019 passenger numbers being exceeded in **2024**

55% of airports expected to spend more on IT in 2022

Airports want to handle 2019 levels of passengers, using **less resources** and providing **better experiences**

Traffic in Veovo's key NA and EMEA markets is already at **>85% of 2019 levels**



Veovo's Runway to Growth

Unwavering focus on customers and strategy has put Veovo in a strong position

Strong foundations pre pandemic

Weathering the storm

Solid growth **> 20%**

Trusted and respected by customers – low attrition

High recurring revenues **- 56%**

Great **people** in 5 global locations

Business **critical** technology

2019

Invested and held ground during pandemic

Retained **profitability**

Accelerated technology development

Supported customers with **Innovation** and contract changes

2020 – 2022

Well positioned to capitalise on rebound

Increase in tenders and projects

New Tier 1/ 2 customers

Gone live with new technology at first Tier 1 customer

2023 & beyond

Growth in recurring revenues throughout

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Utilities: Phase 1- Built the Base in Core Markets

Phase 1 / Year 1 '21

- Created a customer centric structure & reset customer relationships
- Brought world class management & built a highly engaged organisation
- Further strengthened our capability to deliver successful transformations
- Established our Trilogy Stack strategy and accelerated tech modernization

Phase 1 / Year 2 '22

- Invested in our people and systems to scale
- Managed the UK B2C insolvencies through to market stabilisation
- **+20%** Accelerated growth and winning in core markets
- Continued to demonstrate our credibility as a Transformation Powerhouse
- g.2.0 Launched new composable cloud Trilogy tech stack

Strong Market Feedback & Rising Momentum

UK | Cloud transformation

PNG POWER Ltd
Papua New Guinea | cloud transformation

New Zealand | New Customer & Merger

UK | Transformation

Australia| Transformation

Major energy generator and retailer
Singapore | New Customer

UK | Extension

UK | New customer

New Zealand | Extension

Signed a global strategic agreement

Accelerate transformation to the cloud, with 90%+ of our UK customers moved to AWS

Certified as a consulting partner, Trilogy Utilities stack, joint references and joint selling

Joined PM Ardern and PM Pham Ming Chinch in Vietnam to collaborate on energy transformation with Vietnam's Energy leaders.

Utilities: Next Phase - Lead globally

Grow in our core markets

'23 and beyond

- Implement booked wins in Australia, New Zealand and UK
- Upsell G2, cloud services and innovation highway to all existing customers
- Reach new Tier1/Tier2 B2C and B2B energy customers
- Expand Australian water footprint and enter regulated water in the UK

Expand globally

'23 and beyond

- Use Singapore as a base to expand into Asia and the UK into EMEA
- Reassign experienced leaders from core markets to new markets
- Use our partnership strategy to replace SAP, Oracle and other legacy tech providers
- Amplify marketing to build global brand awareness

Target c.$3m p.a. investment for global expansion focused on sales & marketing

Double digit growth in underlying revenue

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Why our global expansion will be successful

Gentrack, Salesforce & AWS' Trilogy Stack is the attractive, new age alternative to SAP & Oracle

g.2.0

Legacy	g.2.0
SAP/ Oracle CRM	salesforce PARTNER
SAP/ Oracle Billing	gentrack™
	aws

The global opportunity is large

"25% of meter points will shift by 2025 from legacy suppliers to new entrants in order to address cleantech transformation needs"

Gartner

g2's modern, composable technology supports all multi-play segments Gentrack's delivery capabilities to scale globally are unique

	Reach & Breadth				Scale	Delivery Capability	Momentum
	B2C	B2B	B2C	B2B			
Gentrack	✓	✓	✓	✓	**6** countries **50+** customers **15m** meters		Rising
Competitor 1	✓	○	○	○	**8** countries **9** customers **12m** meters		High
Competitor 2	✓	✓	○	○	**2** countries **8** customers **15m** meters		Stuck local
Competitor 3	✓	✓	✓	✓	**5** countries **25** customers		Flat

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FY22 Results

John Priggen
Chief Financial Officer

Group Profit and Loss

NZ$m	Utilities FY21	Utilities FY22	Veovo FY21	Veovo FY22	Group FY21	Group FY22
REVENUE	**89.0**	**108.2**	**16.8**	**18.1**	**105.7**	**126.3**
Personnel Costs	65.3	82.8	11.0	11.3	76.3	94.1
Other Costs	14.3	19.5	2.4	4.5	16.7	24.1
TOTAL COSTS	**79.6**	**102.3**	**13.4**	**15.9**	**93.0**	**118.2**
EBITDA	**9.4**	**5.9**	**3.4**	**2.2**	**12.7**	**8.1**
Depreciation and Amortisation					(10.9)	(10.7)
Net Finance Expense					3.7	(0.9)
Income Tax					(2.4)	0.1
REPORTED NET PROFIT/(LOSS) AFTER TAX[1]					**3.2**	**(3.3)**

- **Revenue up 19.5% vs FY21**:
  - Strong growth at both the Utilities and Veovo businesses
- **Costs up 27% vs FY21(see slide 17)**
  - Includes one off step up in Strategic R&D and Sales & Marketing
- **EBITDA in line with guidance at $8.1m**:
  - As planned, investment has been funded by earnings
- **FY21 Net Finance Expense** included one-off forex gains on intercompany restructuring

1 Underlying EBITDA being earnings before depreciation, amortisation, impairments and non-operating expenses related to acquisitions. EBITDA is a non-GAAP measure

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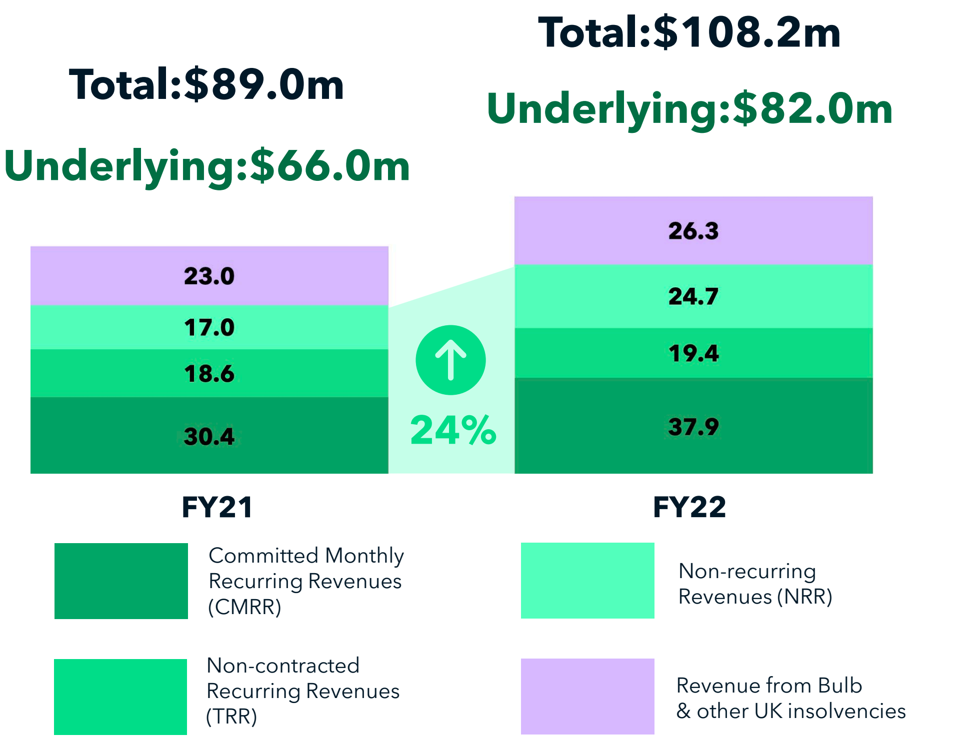
Utilities Revenue Analysis

Utilities Revenue FY21 v FY22 NZ$m



Total revenue up 22% v FY21

- Strong underlying growth (excluding Bulb & other UK insolvencies) of 24%
- Additional services supplied to Bulb & other insolvencies in H2 FY22. Uncertainty remains over exits but expect revenue loss from these customers to be spread evenly over FY23/FY24 – so c**$13m** off in FY23
- **Booked** customer wins, transformations and resets in & since FY22 expected to increase FY23 recurring revenues by c.**$16m**
- Remaining pipeline gives us confidence in meeting FY23 guidance - increase over $108m by high single digit millions

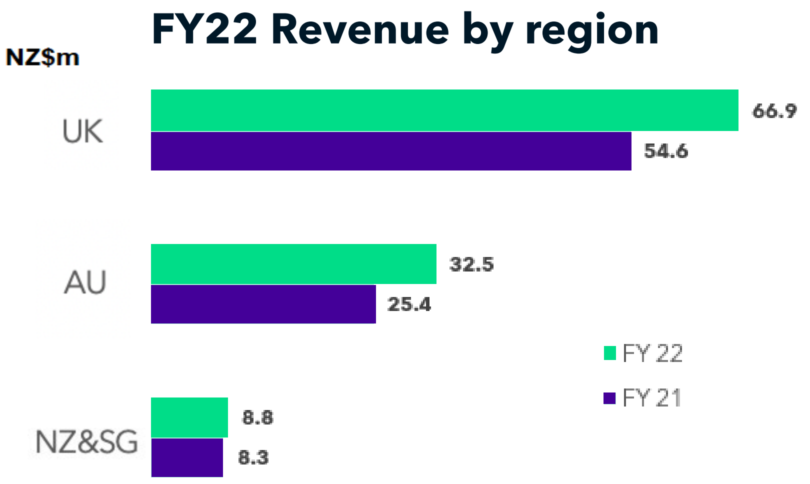
FY23

Growth in Total Revenue

Strong underlying growth

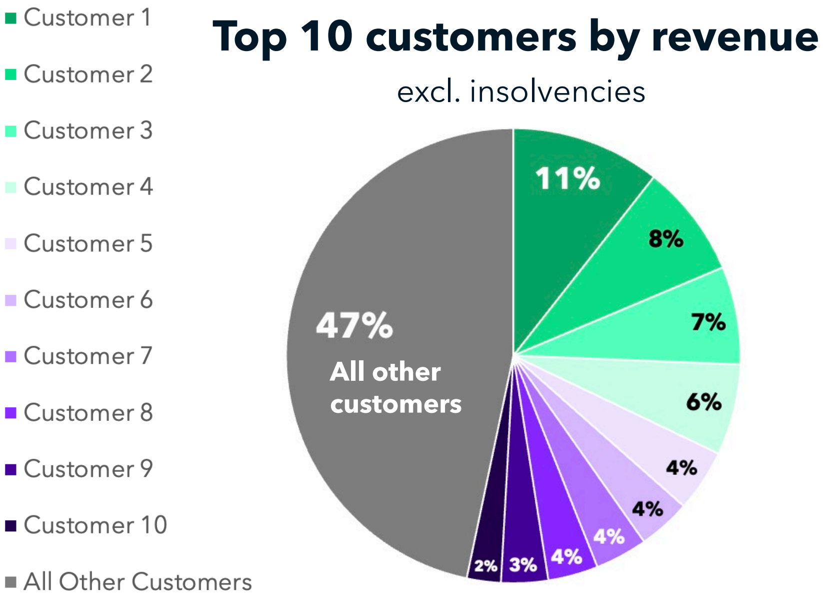
Bulb revenue to fall away over two years

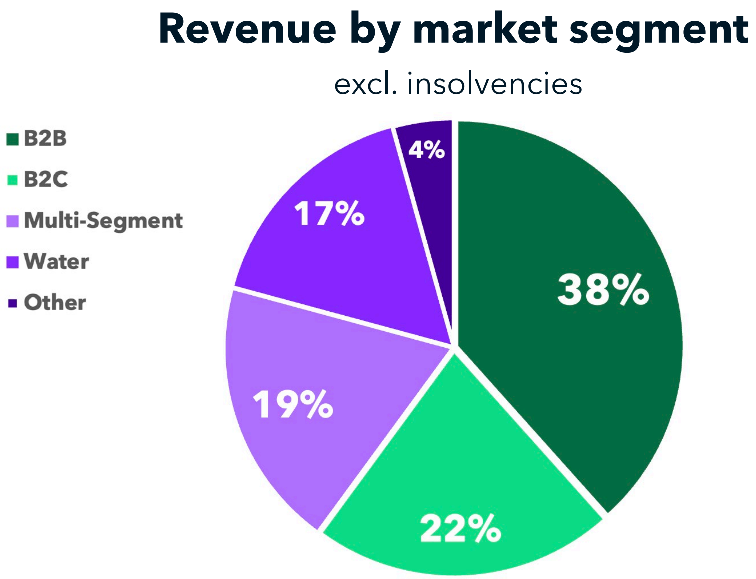
Utilities - Breakdown of Customers



- Note: excludes grant income of $0.7m from FY21

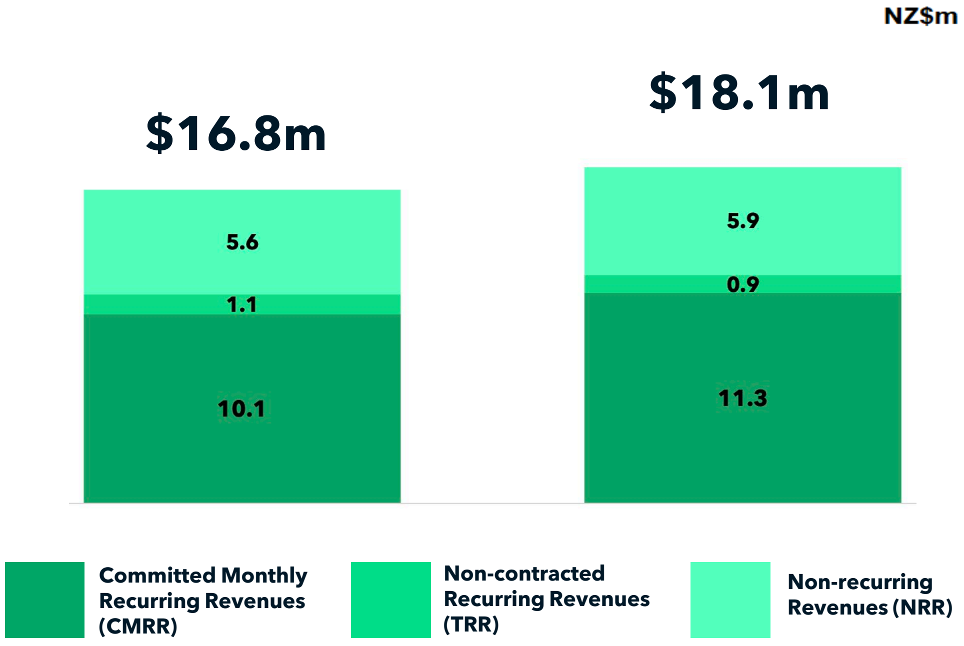
- In the UK we expect continued growth with future opportunities in B2B energy and B2C water.
- Australian revenue up 28% over FY21 and we are targeting continued double-digit growth.
- NZ - expect booked wins to date to make this the fastest growing region in FY23.





veovo Revenue Analysis

Veovo Revenue FY21 v FY22



NZ$m

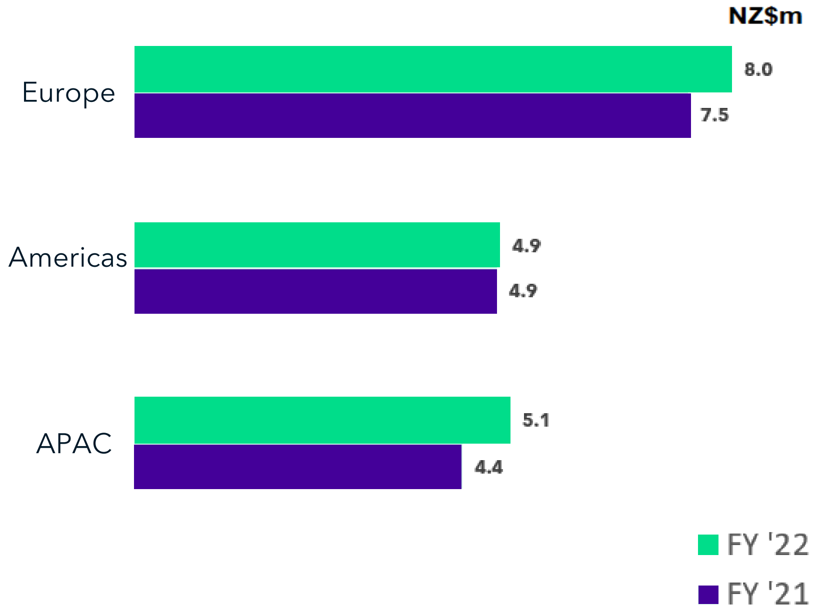
Total Revenue
Up 7.9% on FY21

Annual Recurring Revenue

$12.2m

Up **9.2%** on FY21
67.5% of total Veovo revenue

Veovo Revenue by Geography FY22 v FY21



- Recurring revenue of **$12.2m**, up **9.2%** in FY22, has grown throughout the downturn in the aviation sector

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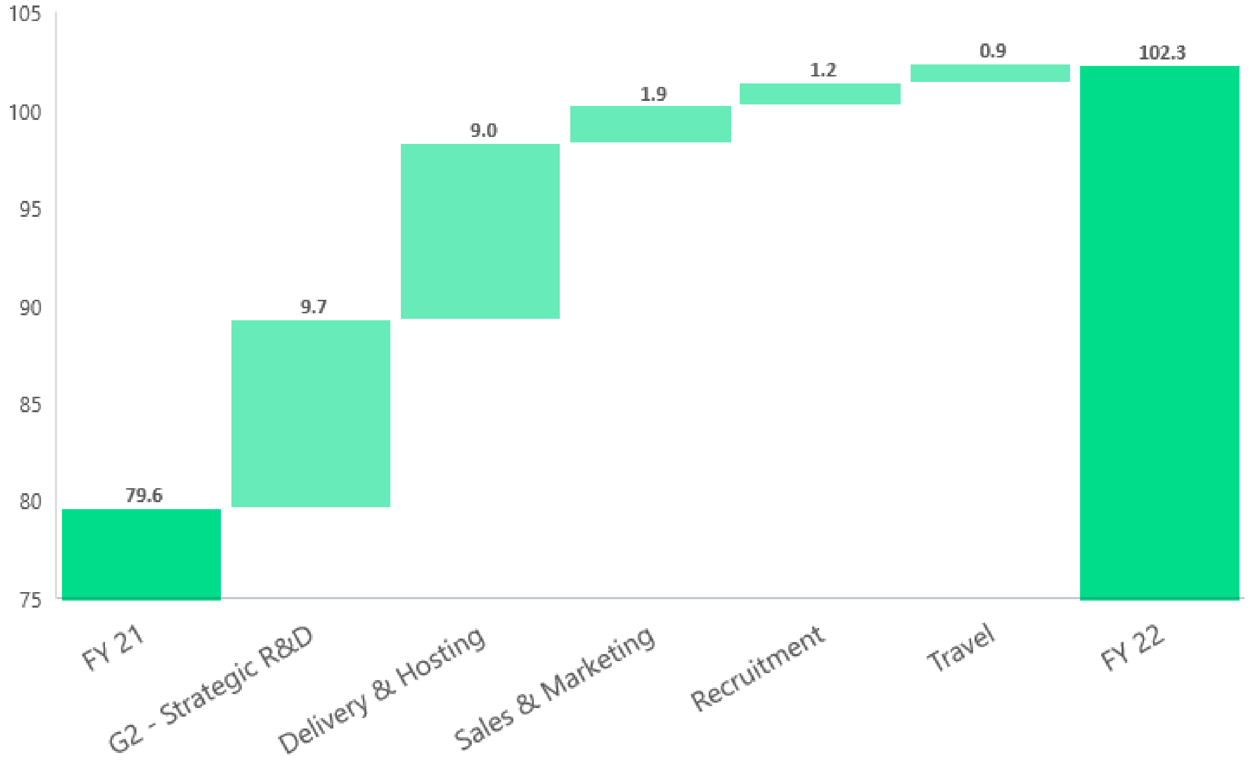
Expenditure Analysis

Utilities Costs FY22 v FY21 (NZ$m)



- Contract indexation allows us to withstand inflation
- One -off step up in cost base: g.2.0
  - R&D spend on our next generation platform, G2 – up **$9.7m**
  - Sales & marketing spend is **$1.9m higher**
- Our Delivery & hosting costs have increased by **$9m** to support utilities revenue growth of **$19.3m**
- Travel costs have increased from the artificially low levels of last year

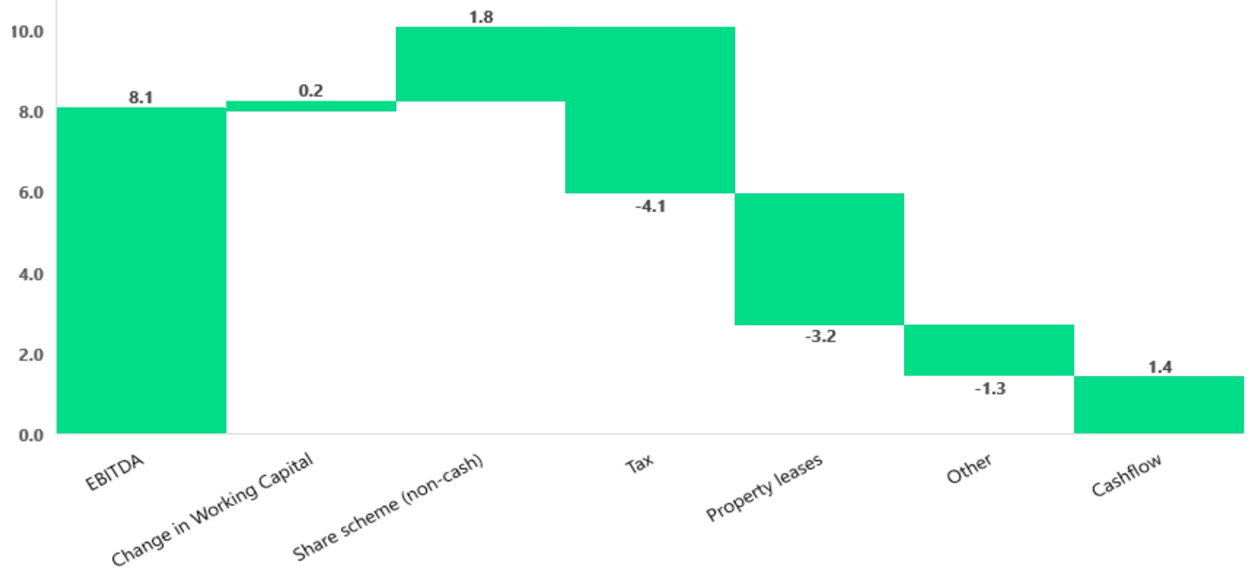
Cashflow

NZ$m

	30 September 2021	30 September 2022
Cash	$26.0m	$27.4m
Debt*	Nil	Nil
Net Cash	$26.0m	$27.4m

* Group retains a $25m credit facility currently undrawn

EBITDA to Net Cashflow FY22 (NZ$m)



- Strong business growth has allowed us to both invest in our products and our people and generate cash in the year. Net cash at **$27.4m** on 30 September 2022 was **$1.4m higher** than the prior year

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Outlook Update

Group

- We now expect to achieve our previous FY24 revenue target of $130m in FY23. FY24 revenue guidance is updated to **$150m**.
- For FY23 we expect growth in our utilities business to be in the high single digits over FY22's outturn of $108m. As a result total group revenue including Veovo is expected to be in **excess of $130m**.

Utilities

- From FY25 we expect the full impact of UK customer insolvencies to be behind us. The underlying growth in our core markets and the global opportunity means we are targeting utilities revenue CAGR to be in the high teens (percentage) from 2025 onwards.
- With our planned investment in global expansion, we are now targeting our utilities EBITDA to reach **12-17%** in FY24 and then **15-20%** from FY25.

Veovo

- We are targeting this business to grow by **15%** CAGR across the next five years
- We expect EBITDA to be within a **15 - 20%** range

Old v New Targets

NZ$M	Old Targets	New Targets	
Group	FY24	FY24	FY25 - FY27
Revenue	~$130m	$150m	>15% CAGR v FY24
EBITDA	15-20%	12-17%	15-20%

Our targeted spend on R&D remains at 15% throughout

Utilities

- Our new targets include both stronger growth in our Core Markets and expansion into new markets.
- We plan to invest c.3% of our Utilities revenue to expand in Asia and EMEA. So FY24 EBITDA target is now 12-17%.
- Stronger growth comes with a higher % of implementation revenues, so AAR targeted at 70-75%.

Veovo

- Our old targets assumed limited growth for Veovo, but recovery in the aviation market increases our confidence.

Group

- As a result we have updated our FY24 guidance to $150m.

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Q&A

GAAP to Non-GAAP Profit Reconciliation

NZ$m	Full Year 30 Sep 21 Audited	Full Year 30 Sep 22 Audited
Reported net profit/(loss) for the period (GAAP)	**3.2**	**(3.3)**
Add: Net finance Expense	(3.7)	0.9
Add/(deduct): Income Tax expense/(credit)	2.4	(0.1)
Add: Depreciation and amortisation	10.9	10.7
EBITDA	**12.7**	**8.1**

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FY22 on a Constant Currency Basis

NZ$m	FY22	FY22 Constant Currency	Difference (vs FY22)	▲ %
Revenue	126.3	125.8	(0.5)	(0.4%)
Operating Costs	118.2	117.7	(0.5)	(0.4%)
EBITDA	8.1	8.1	0.0	0.3%
Statutory NPAT	(3.3)	(3.5)	(0.1)	4.3%

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