

MARKET ANNOUNCEMENT

26 May 2016

Gentrack delivers strong growth in 6 months to 31 March 2016

Gentrack Group Limited (GTK), a market leader in software solutions for utilities and airports, today released its interim financial results to 31 March 2016.

Highlights

- Revenue \$23.3m - up 26% on prior year H1
- EBITDA \$6.7m - up 23%
- NPAT \$3.8m - up 21%
- Interim Dividend of 4.2cps declared

Gentrack performed well in the first half of fiscal 2016. Revenue was \$23.3m, with EBITDA¹ of \$6.7m and NPAT of \$3.8m. This compares to prior year H1 revenue of \$18.5m, EBITDA of \$5.5m and NPAT of \$3.2m.

Growth was across the business with a 29% increase in software licences, a 35% increase in services and an 11% increase in recurring fees. In our growth markets in the UK and Australia revenue was up 80% and 16% respectively.

Gentrack continued with its planned investment in products, people and capability with headcount increasing by 13 to 230 at 31 March, with further significant investment in people and systems planned in the second half.

Cash generation remains strong and an interim FY16 dividend of 4.2cps is declared, up from a 4.1cps interim dividend last year.

The Airports division completed the installation of its software at Sydney Airport while signing new deals with Cleveland Hopkins International Airport in the United States, and Isavia, which operates Iceland's 14 airports. Airports had a strong 6 months with revenue growing 36%.

The larger Utilities division also had a strong performance, with revenue growing 24%. New deals were signed in April with Good Energy in the United Kingdom and Fiji Electricity.

Based on the current sales pipeline and continuing strong project revenues, which always carry inherent timing risk, the company expects to achieve around 20% revenue growth for the fiscal 2016 year. With the continued investment in people and systems to support long term growth, it is expected that EBITDA will be around \$15m.

All figures are presented in NZ\$.

ENDS

¹ EBITDA is a non-GAAP profit measure that in the opinion of Gentrack's directors, best reflects the financial performance of the business. It is defined and reconciled to GAAP profit on page 3 of this release.

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Invitation to Interim Financial Results Briefing (Duration 1 hour)

Investors are invited to a conference call on 26th May at 10:30am NZT / 8:30am AEST to discuss Gentrack's interim financial results for the half year ended 31 March 2016.

The conference call details are:

NZ	Dial: 0800-447-834
Australia	Dial: 1800-758-196
Hong Kong	Dial: 800-968-764
Singapore	Dial: 800-120-4284
USA/Canada	Dial: 866-297-1588

Participant code 2090614
(Following entry, please provide the required details when prompted)

About Gentrack

Auckland-based Gentrack is a developer of specialist software for energy utilities, water companies and airports around the world. It employs over 200 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.

Appendix

NON-GAAP PROFIT REPORTING MEASURES

Gentrack's standard profit measure prepared under New Zealand GAAP is net profit. Gentrack has used non-GAAP profit measures when discussing financial performance in this document. The directors and management believe that these measures provide useful information as they are used internally to evaluate performance of business units, to establish operational goals and to allocate resources.

Non-GAAP profit measures are not prepared in accordance with NZ IFRS (New Zealand International Financial Reporting Standards) and are not uniformly defined, therefore the non-GAAP profit measures reported in this document may not be comparable with those that other companies report and should not be viewed in isolation or considered as a substitute for measures reported by Gentrack in accordance with NZ IFRS.

Definitions

EBITDA: Earnings before net finance expense, tax, depreciation and amortisation.

GAAP to non-GAAP profit reconciliation

	6 Months 31-Mar-16	6 Months 31-Mar-15	12 Months 30-Sep-15
EBITDA and Underlying EBITDA	\$000s	\$000s	\$000s
Reported net profit for the period (GAAP)	3,810	3,154	9,365
Add back: net finance expense ¹	317	24	(808)
Add back: income tax expense ¹	1,448	1,174	3,605
Add back: depreciation & amortisation ¹	1,164	1,128	2,302
EBITDA	6,739	5,480	14,464

¹ Extracted from unaudited (interim) and audited (full year) financial statements