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GENTRACK GROUP LTD (GTK) ANNUAL MEETING

23 February 2017

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CHAIRMAN'S ADDRESS

John Clifford



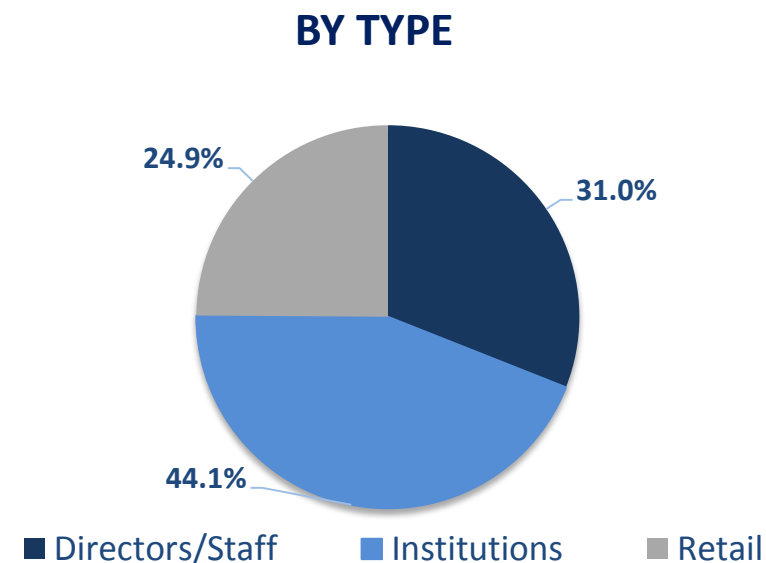
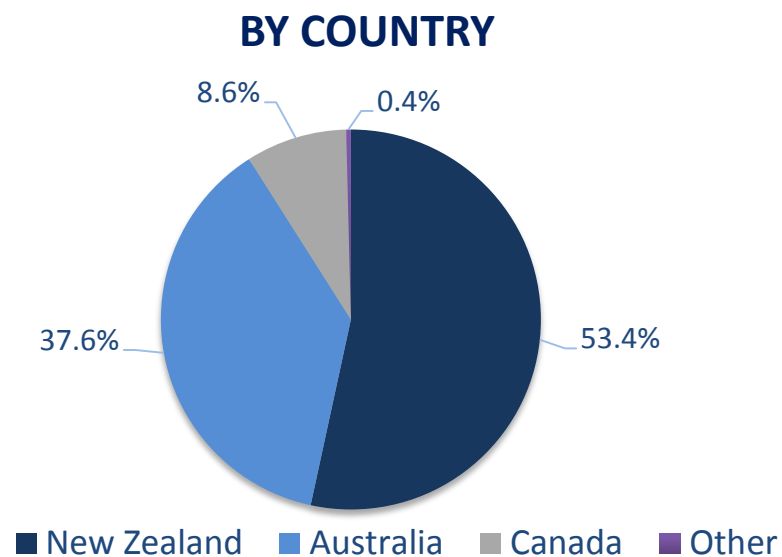
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MISSION CRITICAL SOFTWARE FOR ENERGY UTILITIES, WATER COMPANIES AND AIRPORTS

- Organic growth accumulating more than 2 decades of domain expertise and IP
- Mission critical and deeply embedded solutions
- Life time customer relationships - 53 utilities sites and 73 airports
- Highly flexible and scalable enterprise software – on premise or in the cloud
- Business model delivers a high level of recurring revenue and profitable growth
- Growing blue chip customer base.



SHAREHOLDER ANALYSIS



2092

NUMBER OF
SHAREHOLDERS

77%

HOLDING OF TOP 20
SHAREHOLDERS

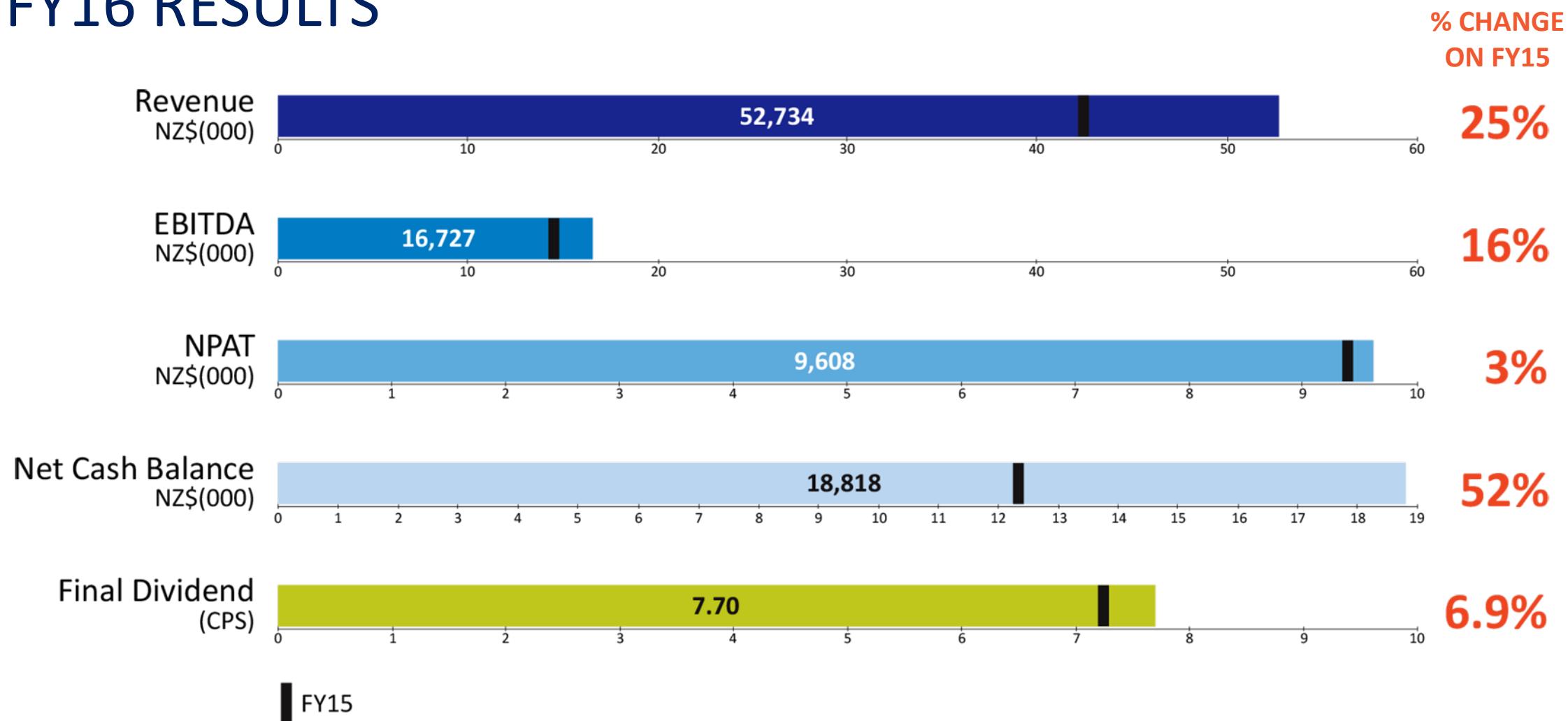
31%

HOLDING OF
DIRECTORS & STAFF

3

INSTITUTIONS WITH
HOLDING +5%

FY16 RESULTS



FY16 HIGHLIGHTS

- Strong performance with revenue 25% up & profit 16% up on FY15
- Results achieved despite a foreign exchange headwinds
- Focus has continued on delivering new projects for utilities and airports
- UK revenue up 75% with projects in the energy, water and airports
- Dividend of 11.9 cps = 78% of NPATA reflects strong cash generation.

UTILITY INNOVATION DRIVES GROWTH

- Rise of distributed generation, including Solar PV
- Growth in Electric Vehicles - charging on cheaper power overnight
- Technology enabled Demand Response
 - i.e. curtailing power usage when it is in short supply
- Time-of-use domestic tariffs (e.g. free power on Sunday)
- App engaged consumers linked to smart home systems
- Home energy storage batteries – potentially a game changer
- Growth in multi utilities with bundled power, water and broadband

STRATEGY - UNCHANGED

- Focus on profitable growth in our existing markets
- Invest in product, people and systems to drive long term growth
- Consider growth acquisitions in core airport and utility markets
- Acquisition debt funding of up to 1.5x EBITDA
- Selectively consider new geographic markets
- Dividend policy of 70% to 80% of NPATA

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CEO'S ADDRESS

Ian Black



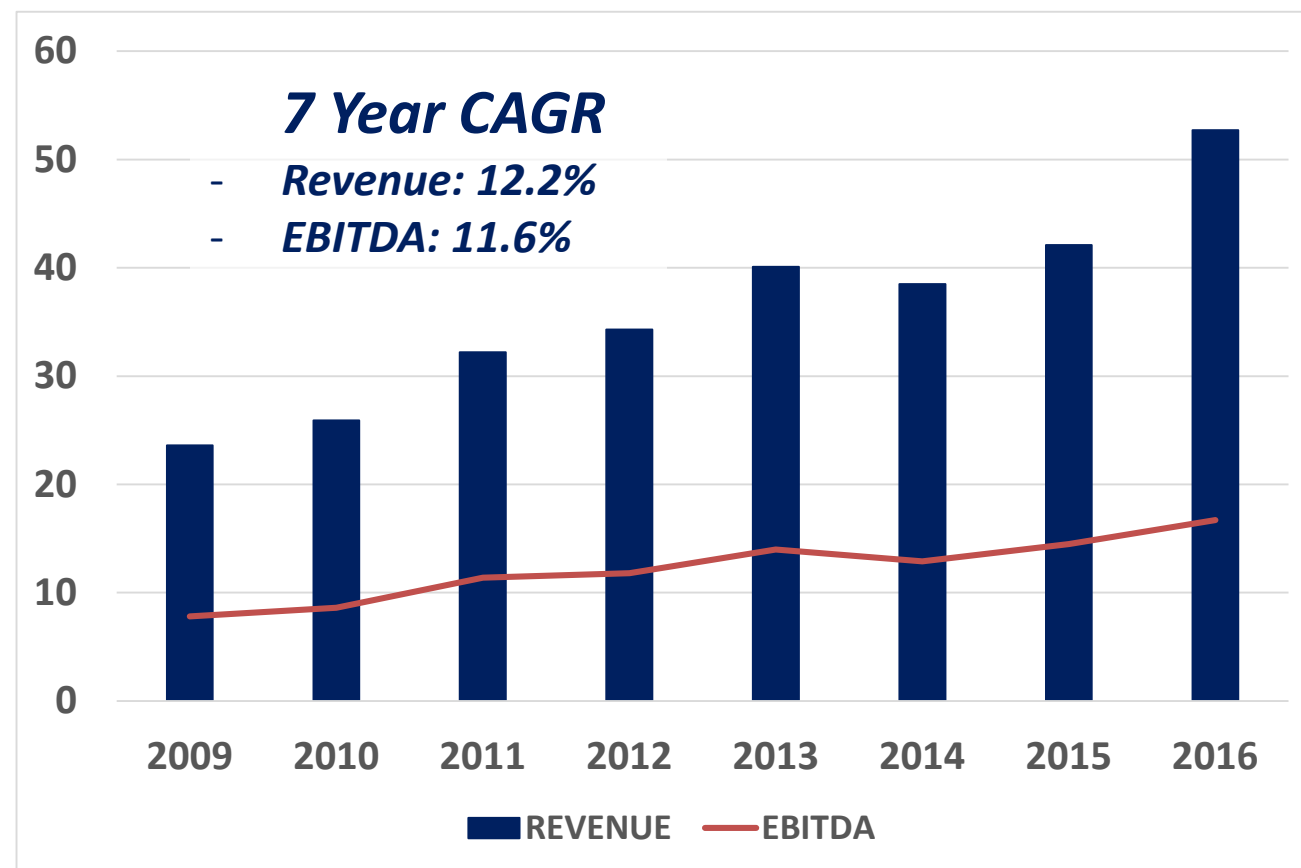
FY16 HEADLINES

- 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.



DELIVERING CONSISTENT RESULTS

NZ\$000	FY16	Δ %	CONSTANT CURRENCY
Revenue	52,734	25%	53,745
EBITDA	16,727	16%	17,107
NPATA	11,623	2%	12,002
NPAT	9,608	3%	9,987
Net Cash Balance	18,818		
Final Dividend	7.7 cps		
Annual Dividend	11.9 cps		

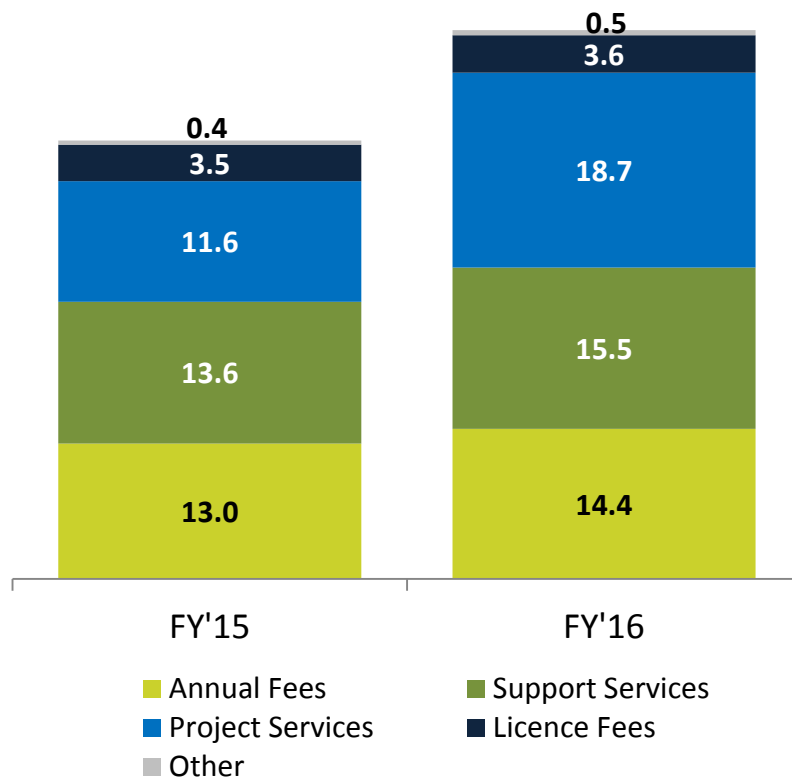


FX Impact: -\$1.4M on back of strong NZD

All figures in NZ \$

REVENUE TYPE ANALYSIS

Revenue by Product



Revenue Type Highlights:

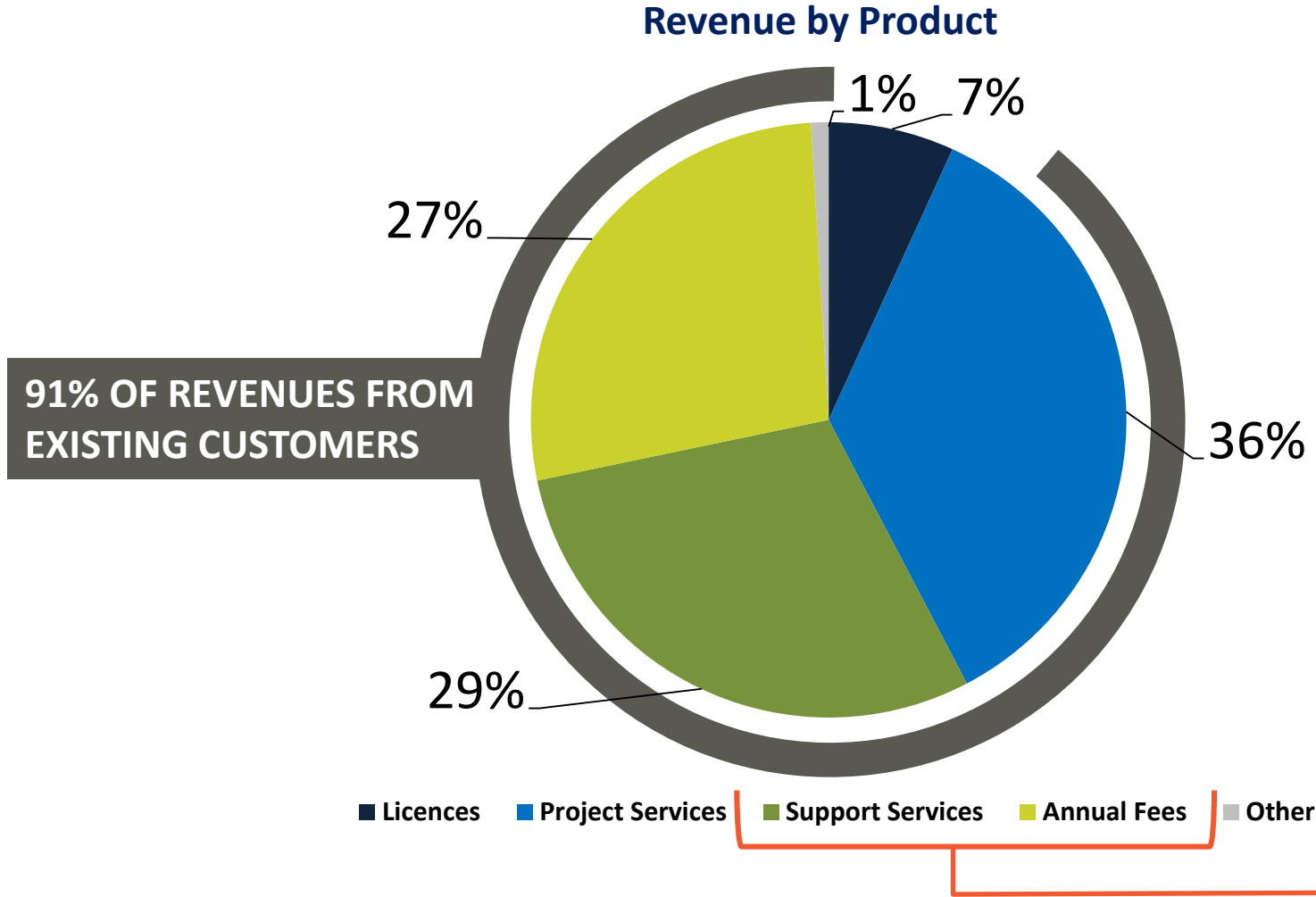
Utilities

- Project Services up 86%
- Annual Fees up 11%
- Support Services up 3%

Airports

- Licence Fees up 115%
- Project Services down 29%
- Support Services up 172%
- Annual Fees up 12%.

GENTRACK REVENUE MODEL



81%

NON-NEW ZEALAND REVENUES

56%

RECURRING REVENUES



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FY17 FOCUS

A TRANSFORMING UTILITY LANDSCAPE

Focus on supporting customer success and embracing change

- Drive operational efficiency through automation
- Attract and retain consumers
- Differentiate through service and product offers
- Cope with a raft of regulatory change
- Prepare for the future.

We combine the expertise of our people with a proven delivery model and innovation to support the transformation of utilities and airports.



AIRPORT INVESTMENT DRIVES OPPORTUNITY

- A new user experience for our 20/20 Airport Operational Software
 - Focus on automating, simplifying and optimising day-to-day airport operations
- Growth of partnerships with innovative technology providers TIC (BizTweet), Blip and Ikusi
 - Ikusi delivered our first Airport 20/20 solution in South America (Santiago International Airport)
- Airport 20/20 extends real-time decision support across the entire airport community.



OUTLOOK

- Strong first-half FY17 with multiple projects going live
- Revenue expected to be c.20% up on 1H16 despite currency headwinds
- EBITDA margin expected to be c.30%
- We re-iterate long term guidance of 10%+ revenue and EBITDA growth, albeit results may be impacted by the timing of projects.

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END

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