

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, illuminating the surrounding space.

Gentrack

GENTRACK GROUP LTD (GTK) ANNUAL MEETING

28 February 2018

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%

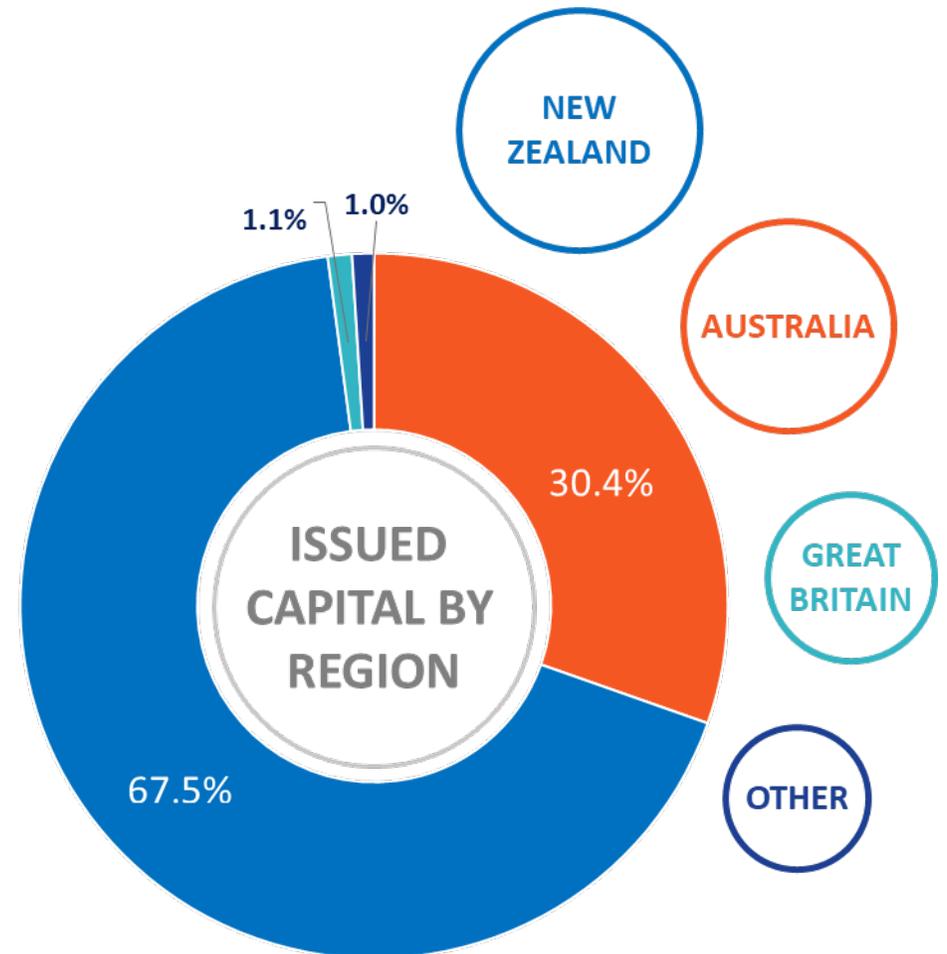
HOLDING OF
DIRECTORS & OFFICERS

70%

HOLDING OF TOP 20
SHAREHOLDERS

5

SHAREHOLDERS
WITH 5%+



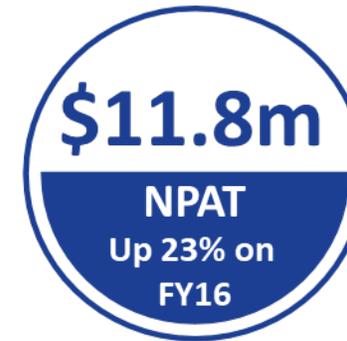
FY17 HIGHLIGHTS



↑ **18%**
EXCLUDING ACQUISITIONS



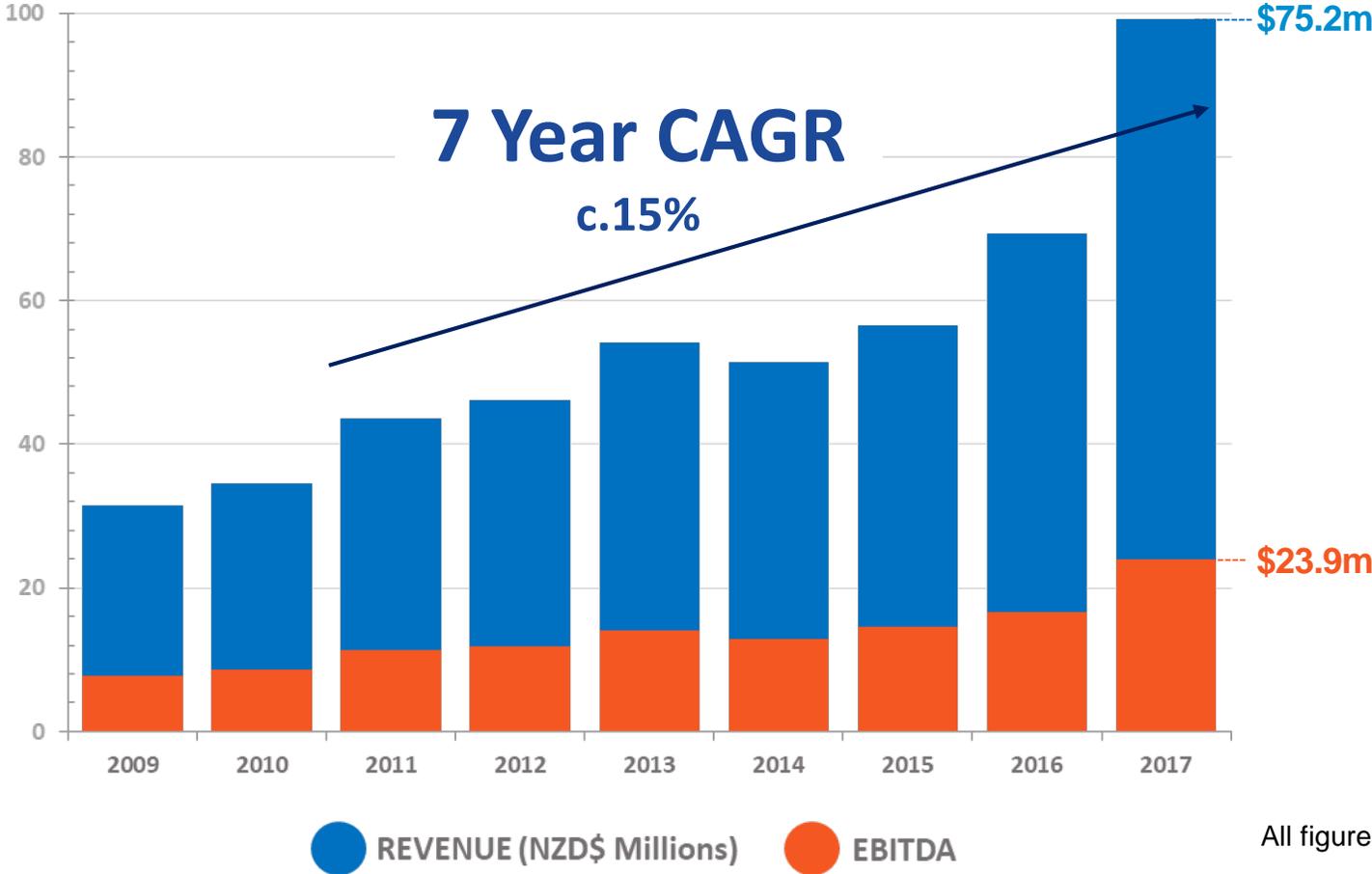
↑ **24%**
EXCLUDING ACQUISITIONS



All figures shown in NZD



DELIVERING CONSISTENT RESULTS



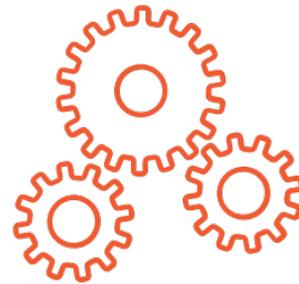
All figures shown in NZD



EMPOWERING THE UTILITIES REVOLUTION



**COMPETITIVE
RETAIL MARKETS**



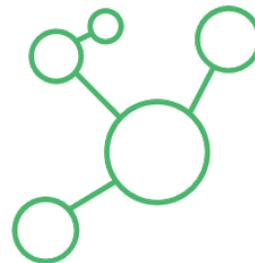
**DEMAND FOR
MANAGED SERVICES**



**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



The background features several glowing incandescent lightbulbs of various sizes and orientations, set against a dark, almost black background. The lightbulbs are rendered with a soft, ethereal glow, highlighting their glass and filament structures. A semi-transparent teal horizontal band is overlaid across the middle of the image, containing the main text.

Gentrack

CEO UPDATE

Ian Black

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%

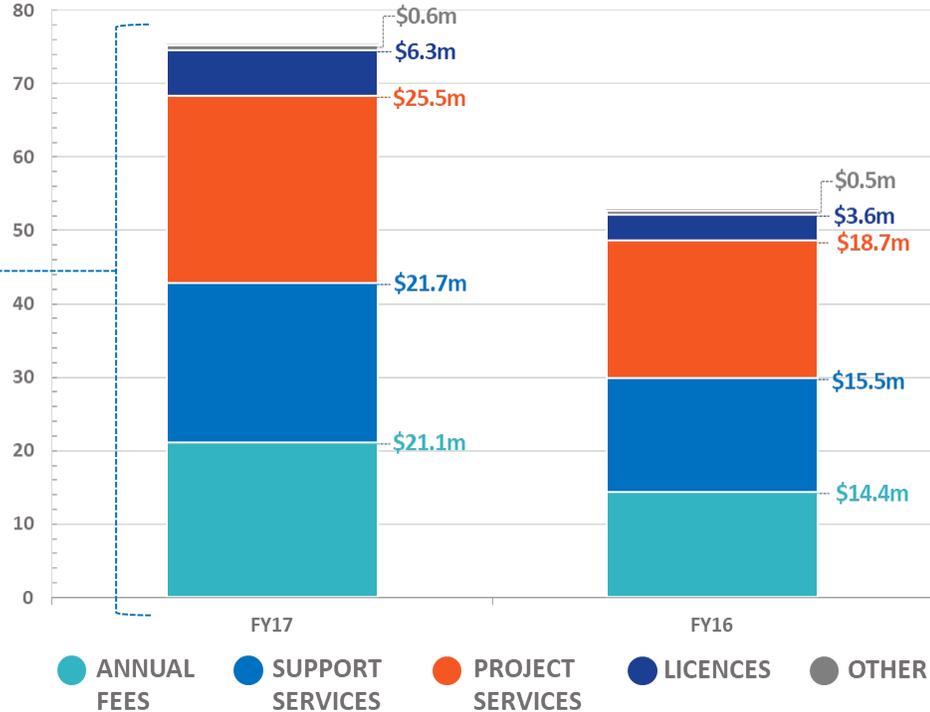
Recurring revenues up 43% to \$42.8m

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

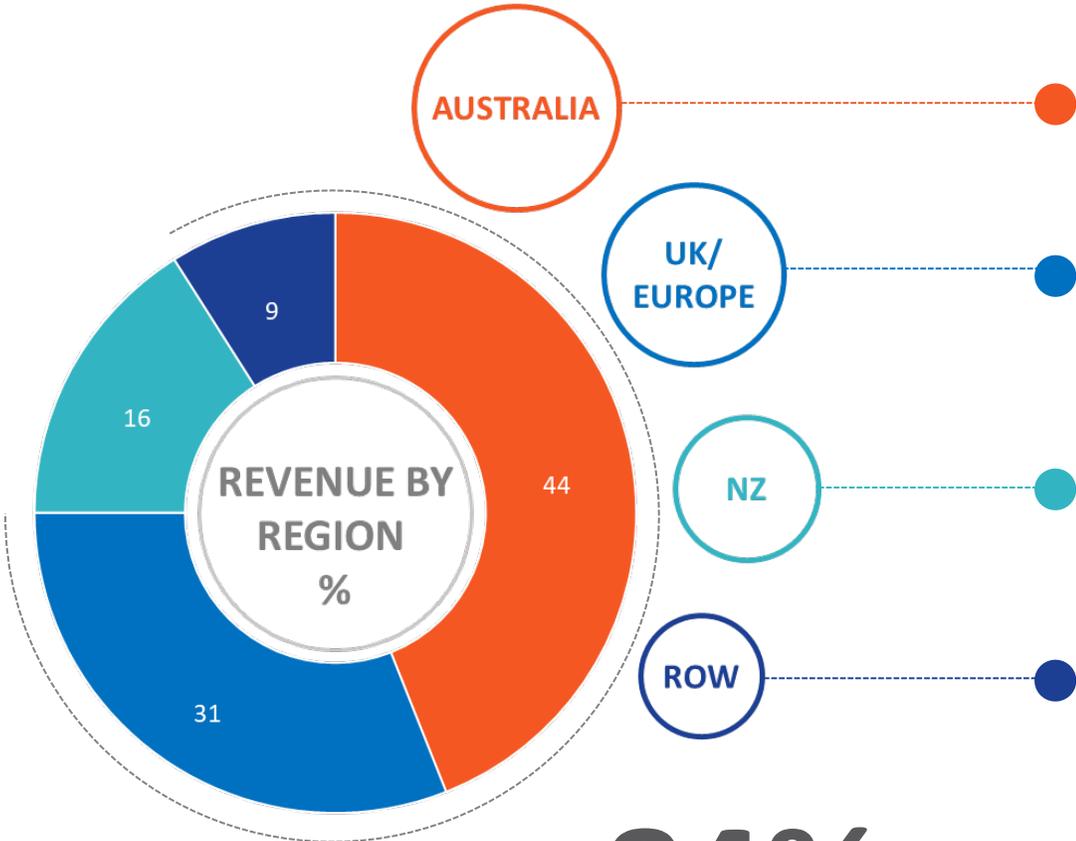
Project Services revenue up 36%

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'[#]
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'
[#] Survey of 550 airports



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FY18 OUTLOOK

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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

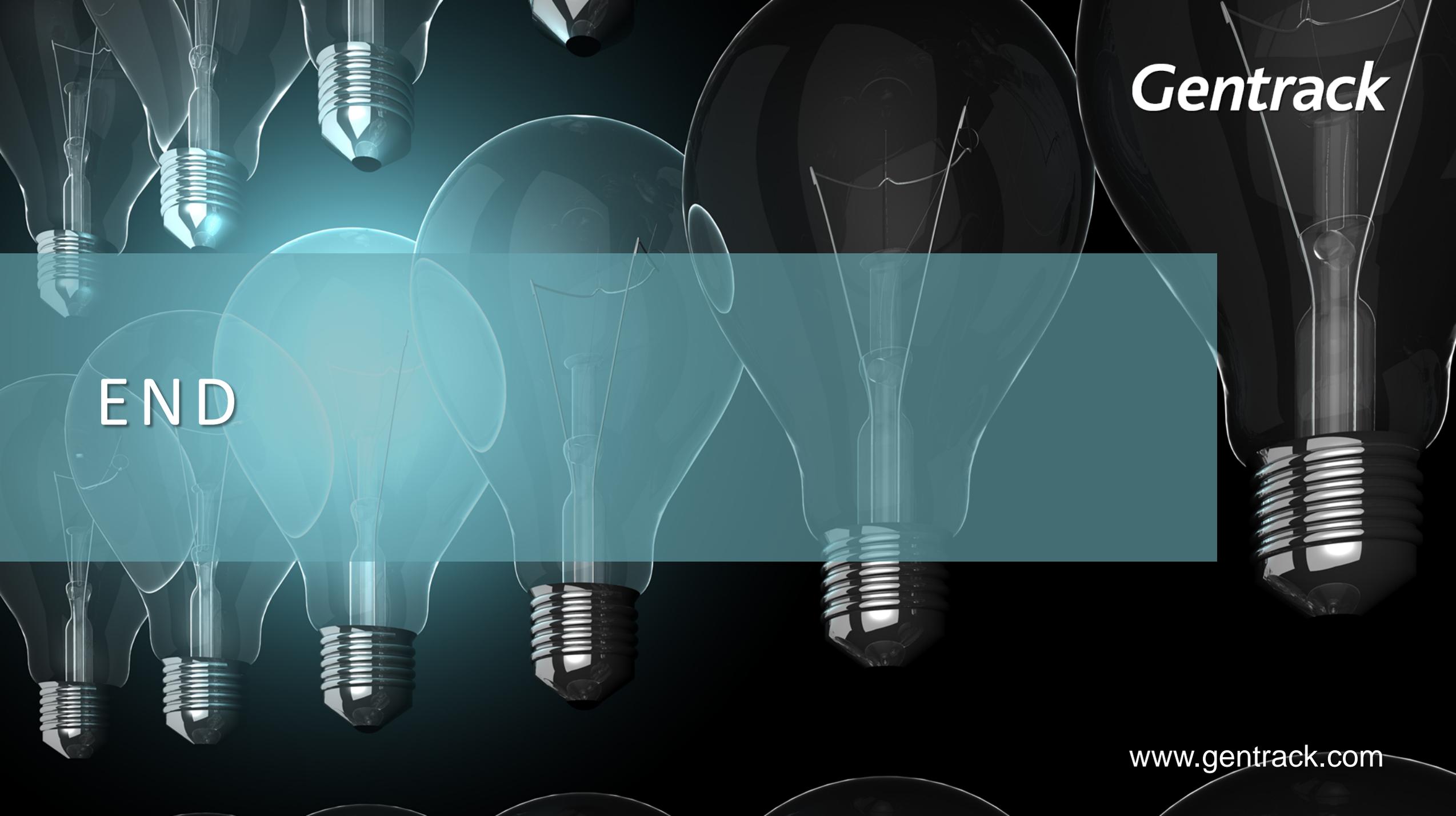
AIRPORT
20/20

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

BlipTrack™

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





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END

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