



GENTRACK GROUP (GTK)

Essential software for essential services

UBS Conference - 13 November 2018

MISSION CRITICAL SOFTWARE FOR ESSENTIAL SERVICES

Gentrack delivers software solutions with deep market and operational expertise.

This enables utilities and airports to lower service costs and drive innovation to deliver better service to their customers.

EXPERTISE AND PASSION



Gentrack history

- Started in '80s as an Auckland based computer hardware business
- Moved into energy software in late '90s with NZ energy restructuring
- Grew into Australia and UK – similar energy market structures
- PE ownership 2007 - 2014
- GTK listed on ASX and NZX in June 2014
 - at A\$2.19 (NZ\$2.40)
 - Market cap A\$159m (NZ\$175m) @72.7m shares
- Total Shareholder returns 211% over four years
 - with share price at A\$6.40 (NZ\$6.90) plus dividends
 - Market cap A\$630m (NZ\$ 680m) @98.5m shares
- Two divisions providing solutions to utilities and airports (utilities 80% revenue and profit)



Proven solutions for energy and water utilities

Enabling utilities to differentiate their businesses in competitive markets:

- Deliver great customer service experiences
- Achieve lower service costs
- Launch innovative products
- Stay compliant with market regulations

Billing and Customer Information	Credit, Collections and Debt Management
Integration Services	Revenue and Cost Assurance
Market Interaction	Portfolio Data Management

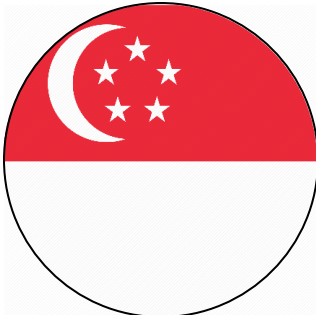


Over 100 utilities customers where our solutions are **mission critical** and **deeply embedded**.



United Kingdom

100+ energy suppliers
35+ water suppliers



Singapore

20+ energy suppliers



New Zealand

35 energy suppliers



Australia

75 energy suppliers
45 water suppliers

GENTRACK CUSTOMERS

#2

58 energy suppliers
2 water suppliers

#4

3 energy suppliers

#1

19 energy suppliers
and distributors
2 Water suppliers

#2

13 energy suppliers
9 water suppliers



Success with Tier 1 UK energy suppliers

Secured contracts with three of the UK Big 6 energy suppliers in FY18

The logo for e.on, featuring the text "e.on" in a red, lowercase, sans-serif font.The logo for npower, featuring the text "npower" in a blue, lowercase, sans-serif font, enclosed within a rounded rectangular border with a red-to-blue gradient.The logo for SSE, featuring a stylized green and blue flame-like icon to the left of the text "SSE" in a blue, uppercase, sans-serif font.

Evolve acquisition extends our penetration with large suppliers

The logo for EDF ENERGY, featuring an orange stylized flower-like icon above the text "edf" in a bold, lowercase, sans-serif font, with "ENERGY" in a smaller, uppercase, sans-serif font below it.The logo for ENGIE, featuring a blue stylized wave-like icon above the text "ENGIE" in a blue, lowercase, sans-serif font.The logo for THE UTILITY WAREHOUSE, featuring the text "THE UTILITY WAREHOUSE" in a purple, uppercase, sans-serif font, with a purple piggy bank icon and a yellow coin above it.

- Extending our product offering
- Leveraging existing footprint in Big 6 for Industrial and Commercial billing
- Cross selling Evolve into core markets
- Delivering managed services



Airport ERP Solutions

Enabling 120 airports and aviation authorities globally to:

- Achieve highly efficient operations
- Maximise airport revenues
- Deliver exceptional guest experiences



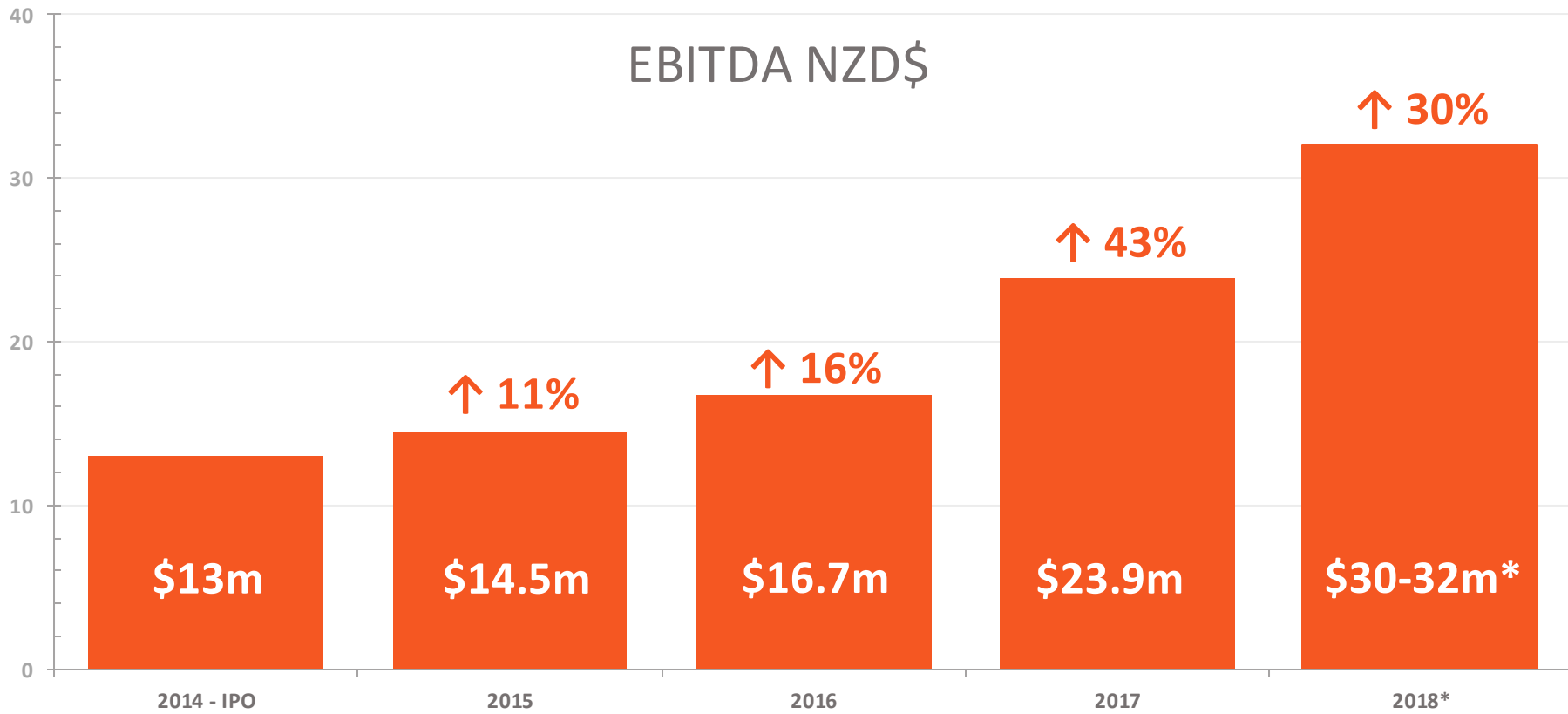
- Aeronautical Billing
- Flight Information Display
- Resource Management
- Airport Operational Database
- Guest Prediction
- Airport Concessions – Non-aero billing



21 of the 'Top 100'
Skytrax airports use
Veovo solutions



Delivering profitable growth

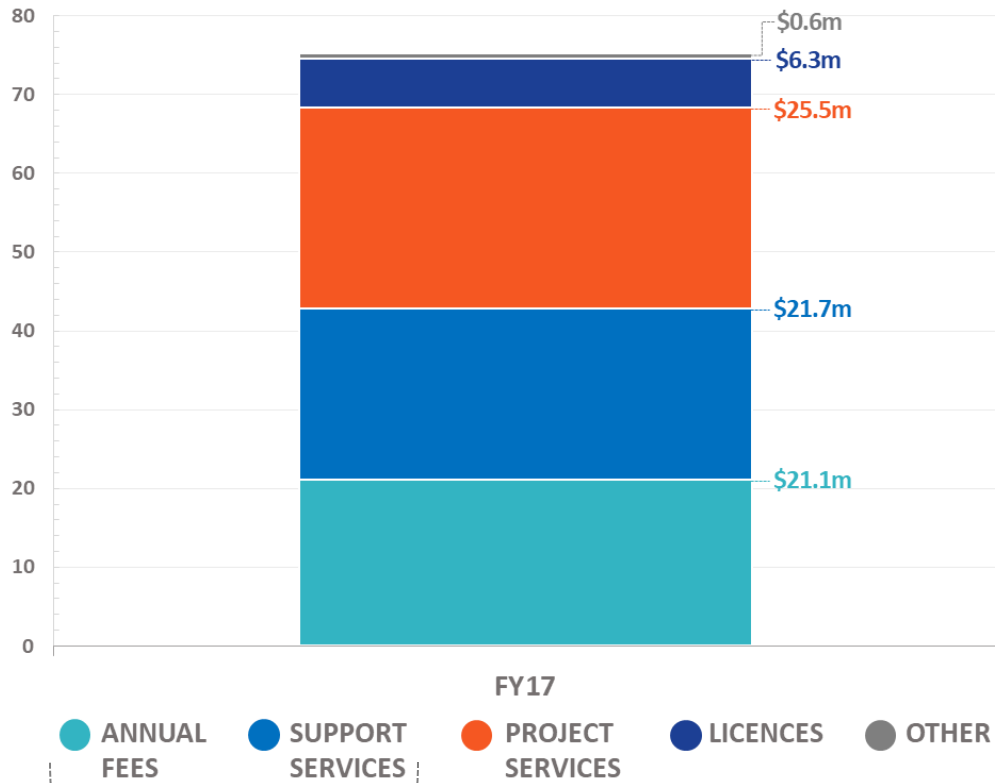


* Based on FY18 Guidance NZ\$30-32M EBITDA



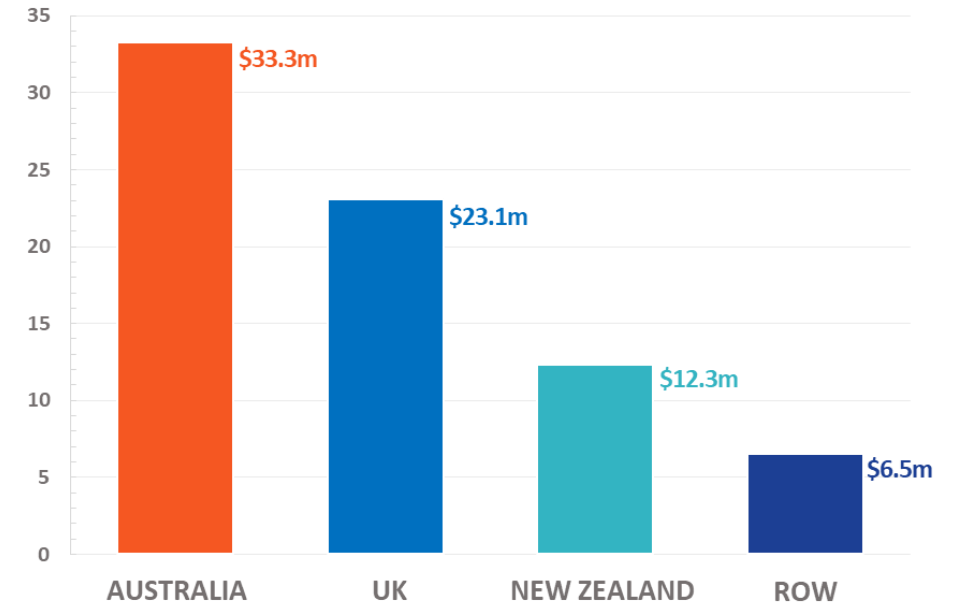
Revenue breakdown

FY17 Revenue by Type NZD\$



57%
Recurring Revenues

FY17 Revenue by Region NZD\$



Transformation and growth

- Track record of c.15% organic profit growth over the last 7 years
- Approximately 60% recurring revenue with c.90% of revenue from existing customers
- Historic 32%+ EBITDA margins reflect deep IP and competitive advantage
- Strong cash generation with 70-80% of NPATA paid as dividends
- Strategic acquisition in 2018 – Evolve Analytics
- \$90m rights issue in 2018 – now debt free with \$50m undrawn facility



Evolve Analytics acquisition

- Acquired in June 2018
- A leading provider of SaaS solutions to the UK energy sector
- Specialise in the identification and correction of meter data errors, and reconciliation of energy and network cost settlement
- SaaS based solutions and services improve revenue collection and cost control, and is highly complementary to our core billing and customer engagement solutions
- Opportunity to cross sell into 40+ existing customers.



Our journey to SaaS

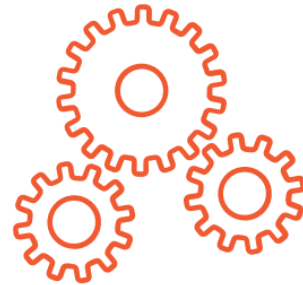
- Investing in pre-configured product for each market to accelerate delivery and ROI
- Developing Cloud-native solutions which enable utilities to innovate at pace and lower service costs
- Signing new customers on a SaaS basis provisioned in the Cloud
 - Increasing total lifetime value of customers
 - Growing contracted recurring revenues and margins
- Transition to SaaS revenue and operating model being achieved while maintaining profit growth



Leveraged to the utilities revolution



**COMPETITIVE
RETAIL MARKETS**



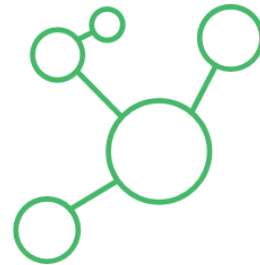
**DEMAND FOR
MANAGED SERVICES**



**NEW RETAIL
BUSINESS MODELS**



**CUSTOMER DRIVEN
TECHNOLOGIES**



**GOVERNMENT AND
REGULATORY CHANGES**



**NEW SERVICES
PLATFORMS**



Our customers are adapting



NEW BUSINESS MODELS

- Monthly Subscription
- Digital engagement
 - Chatbot
 - Mobile app only

NEW PRODUCT OFFERINGS

- Bundled product and services
- Electricity, gas and telco on a single bill
- Lowering cost to serve through non-staff interactions

NEW CHALLENGER BRANDS

- “Digital Attacker”
- Self-disruption
- Low cost to serve
- Digital channels

NEW MARKET STRATEGIES

- Joint venture between Northumbrian Water and Anglian Water
- Hold 22% of the competitive non-household retail water market
- Focusing on winning in the world's first competitive water market.



Looking forward

- Continue to drive profitable growth in our existing markets
- Continue to invest in our SaaS products, operating model and partnerships
- Cross selling across customer base
- Deliver cost effective cloud-ready solutions to enable our customers to innovate and lower cost to serve
- Consider further acquisitions aligned with our current solution offering
- Explore emerging competitive energy markets
- Targetting 15% organic growth, conservative gearing, and a growing dividend.





MORE AT:
WWW.GENTRACK.COM/INVESTORS