

Gentrack

GENTRACK GROUP LTD (GTK) PRESENTATION

November 2016

GENTRACK PROVIDES MISSION CRITICAL SOFTWARE FOR ENERGY UTILITIES, WATER COMPANIES AND AIRPORTS

- Organic growth accumulating more than 2 decades of deep domain expertise and IP
- Deeply embedded solutions - long term customer relationships
- Highly flexible and scalable enterprise software – on premise or in the cloud
- Develop, implement and support our own solutions
- Blue chip customer base who rely on Gentrack systems



CONSISTENT PERFORMANCE_

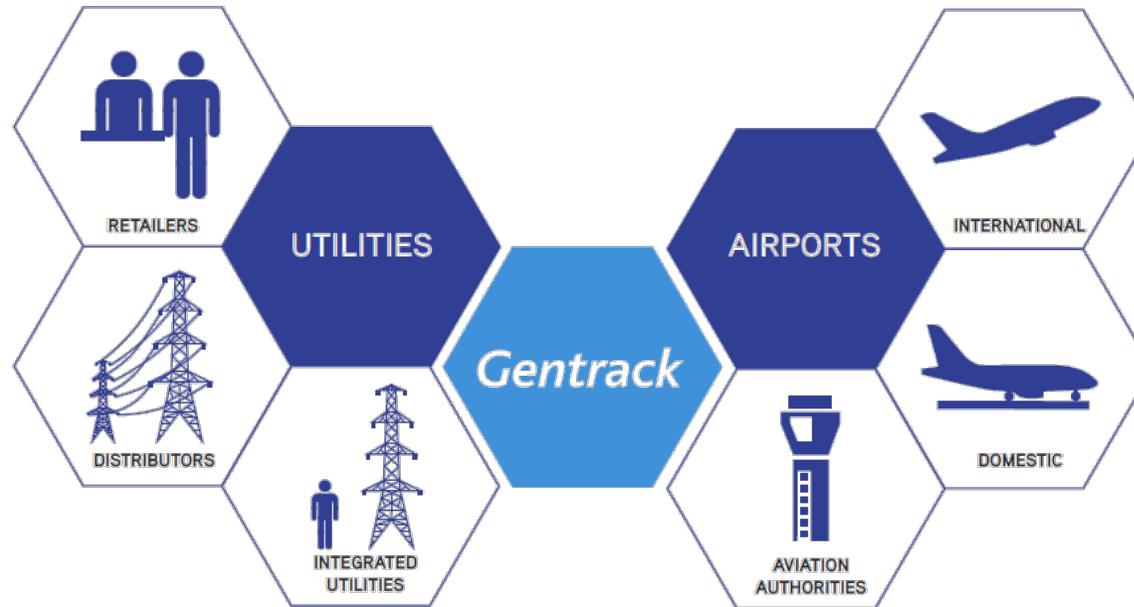
- Track record of profitable organic growth delivering 11%+ (EBITDA) CAGR over last 7 years
- FY16* Revenue NZ\$52.7m, EBITDA \$16.7m - up 25% and 16% respectively on FY15
- Approximately 60% recurring revenue with >90% of total revenue from existing customers
- Attractive 32% EBITDA margins
- Strong cash generation with 70-80% of NPATA paid as dividends
- Debt free balance sheet with capacity for acquisitions
- Significant growth drivers in existing markets

PROVEN SOLUTIONS THAT ENABLE CHANGE AND INNOVATION_

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Gentrack Velocity

- PRICE AND TARIFF MANAGEMENT
- MULTI-PRODUCT BILLING
- CUSTOMER SERVICE + CALL CENTRE AND SELF-SERVICE
- CUSTOMER SIGN-UP AND SWITCHING
- UTILITY WORKFLOW MANAGEMENT
- CREDIT AND COLLECTIONS
- METER DATA MANAGEMENT

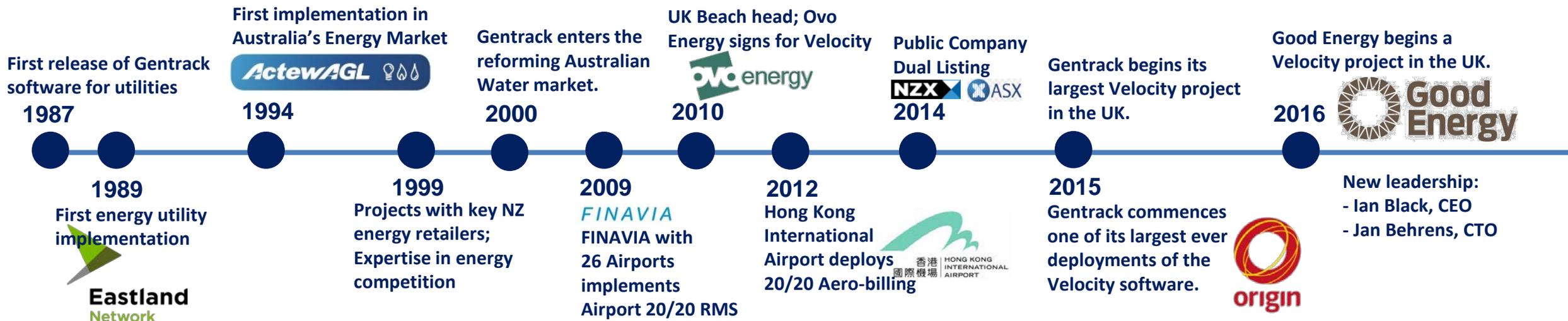


AIRPORT **20/20**

- FLIGHT DISPLAY SYSTEMS
- AIRPORT COLLABORATIVE DECISION MAKING (CDM)
- RESOURCE MANAGEMENT – GATES, CHECK-IN; BAGGAGE
- BILLING – AERO AND NON-AERO
- AIRPORT OPERATIONAL DATABASE
- OPERATIONAL REPORTING
- AIRPORT MESSAGE BROKERING.

THE GENTRACK JOURNEY_

- 20 year history of utility industry expertise
- Geographic expansion on the back of deregulation and commercialisation
- Focussed on infrastructure industries – well funded and resilient



A HIGHLY DIFFERENTIATED PROPOSITION_

- **Mission critical core enterprise systems for utilities and airports**
- **An IP company demonstrating continual investment in R&D**
- **We solve complex integration challenges for our customers – high value unique skills**
- **Deeply embedded solutions – not easily replaced once deployed**
- **Best of Breed – targeted, cost effective with a clear ROI**

UTILITY MARKET GROWTH DRIVERS_

Gentrack

DEREGULATING ENERGY SECTOR

- Retail contestability and distributed energy generation

UK WATER CONTESTABLE

- Non-household 2017; Households by 2020

AGING LEGACY BILLING SYSTEMS

- Not supporting competitive markets

SMART METER ROLLOUTS

- Driving structural change in UK and Australia

RISE OF NEW RETAIL MODELS

- Grabbing market share from the Incumbents

SMART GRID INVESTMENT

- Regulated changes to market interactions

Change creates Opportunity

GROWTH OPPORTUNITIES IN EXISTING MARKETS_

THREE CORE REGIONS FOR UTILITIES GROWTH

- Australia
- New Zealand
- United Kingdom & Ireland
- 53 Utilities use Velocity

Est. Market Share



AIRPORTS GLOBALLY

- Tier 1&2 - Commercial airports and aviation authorities
- 15% market share of 'Top 100'
- 73 airport sites use Airport 20/20



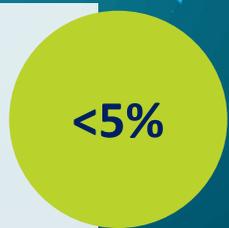
UK/IRELAND
150 Utility Sites



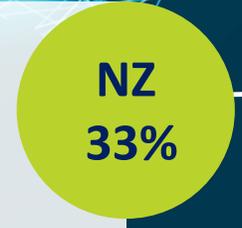
AUSTRALIA
285 Utility Sites



AIRPORTS
~17,500 Commercial Sites globally

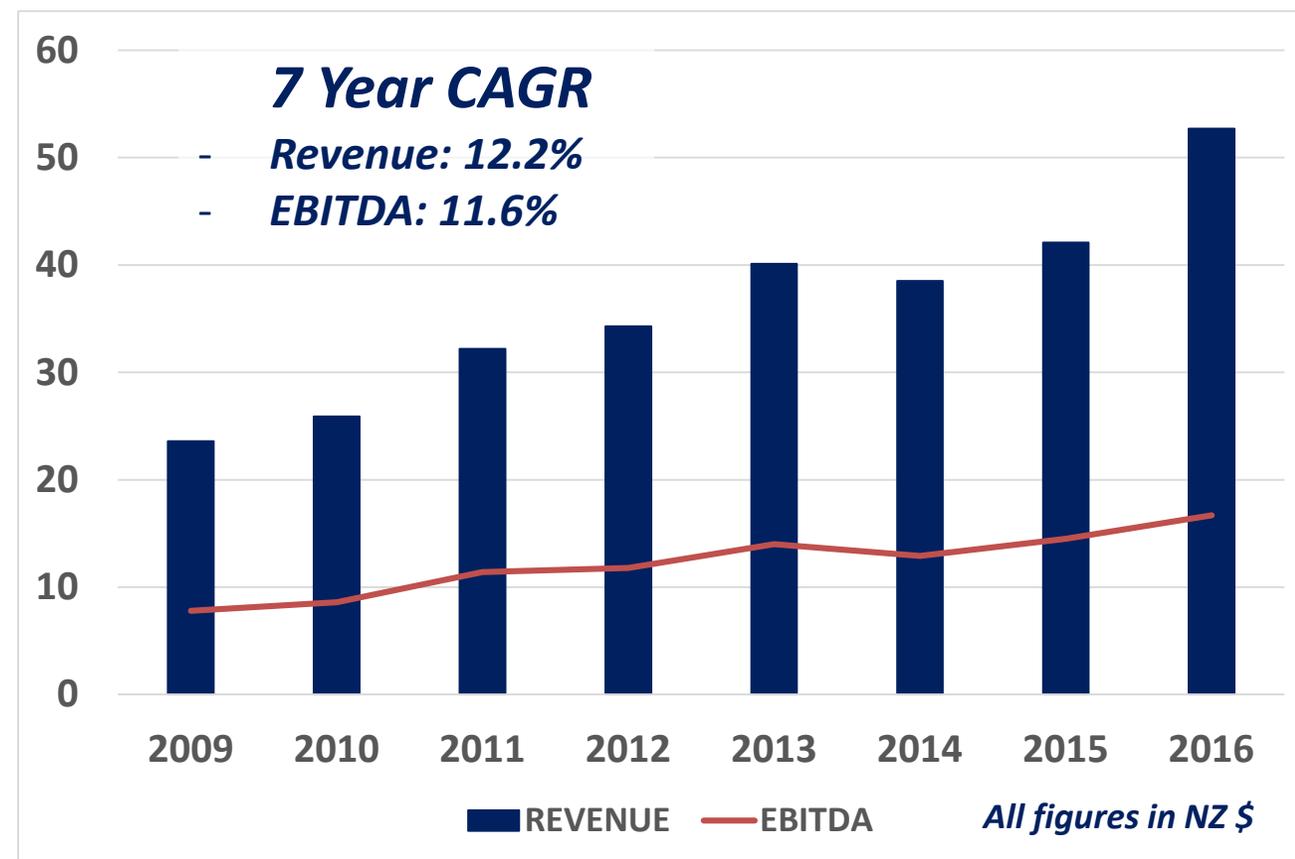


NEW ZEALAND
62 Utility Sites



GROWTH – FY16_

NZ\$000	FY15	FY16*	Δ %	CONSTANT CURRENCY
Revenue	42,069	52,734	25%	53,745
EBITDA	14,464	16,727	16%	17,107
NPATA	10,822	11,090	2%	11,470
NPAT	9,365	9,608	3%	9,987
Net Cash Balance	12,372	18,818		
Final Dividend (cps)	7.20	TBA		
Annual Dividend (cps)	11.3	TBA		



*FY16 results are subject to completion of the audit process

OPERATIONAL HIGHLIGHTS – FY16_

**4 NEW
CUSTOMERS
IN UK AND
AUSTRALIA**

**10
SYSTEMS
TAKEN
INTO LIVE
OPERATION**

**5 CUSTOMER
SYSTEM
UPGRADES
COMMENCED**

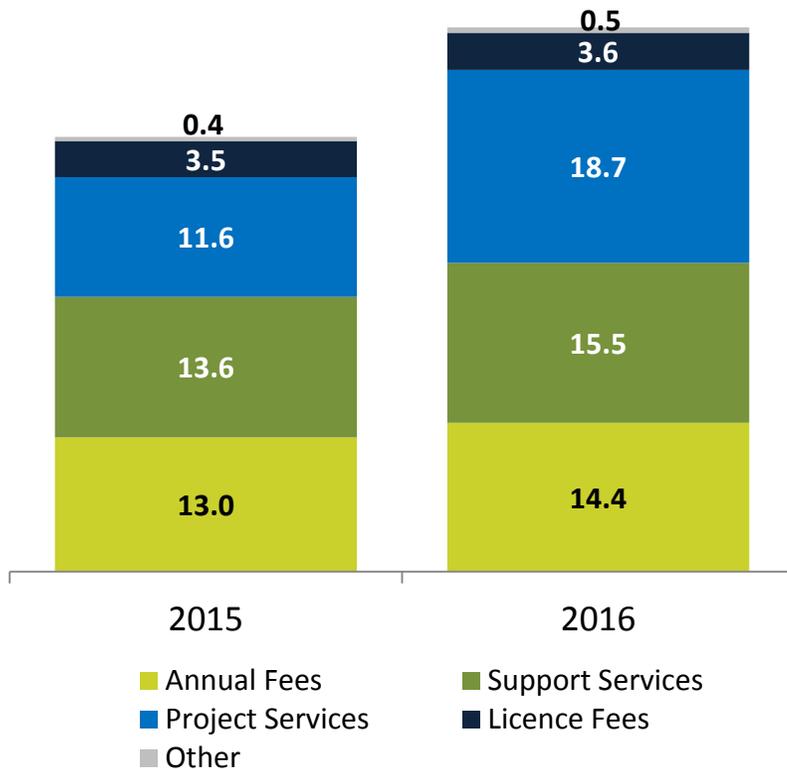
**19 NEW
SOFTWARE
PROJECTS
WORKED ON**

**28%
HEADCOUNT
GROWTH**
277 across NZ,
Australia
and the UK

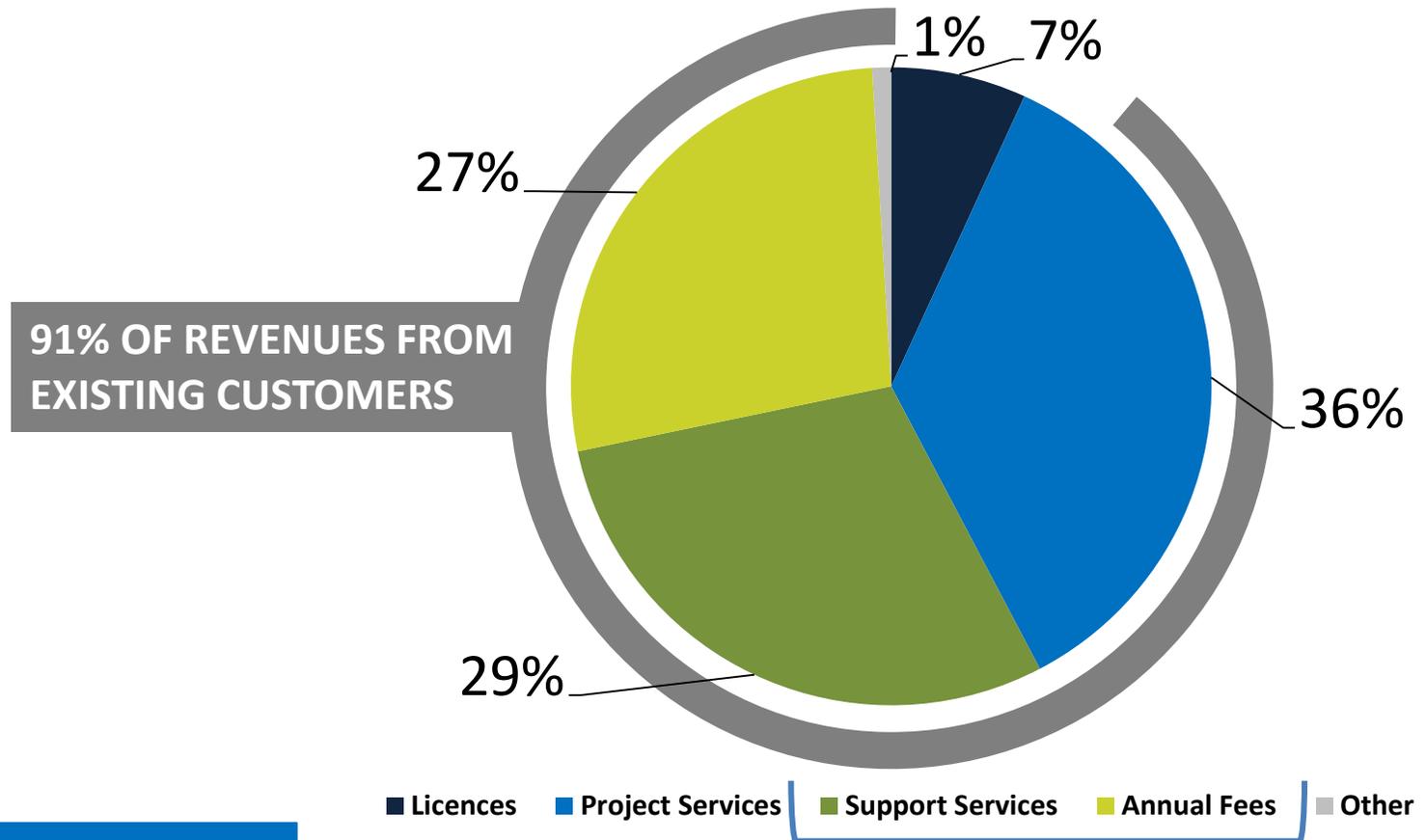
GENTRACK REVENUE MODEL



Revenue NZ\$m



Revenue by Product



RECURRING REVENUES ACCOUNT FOR 56% OF TOTAL FY16.

- Licences
- Project Services
- Support Services
- Annual Fees
- Other

*FY16 results are subject to completion of the audit process

Q&A