



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**



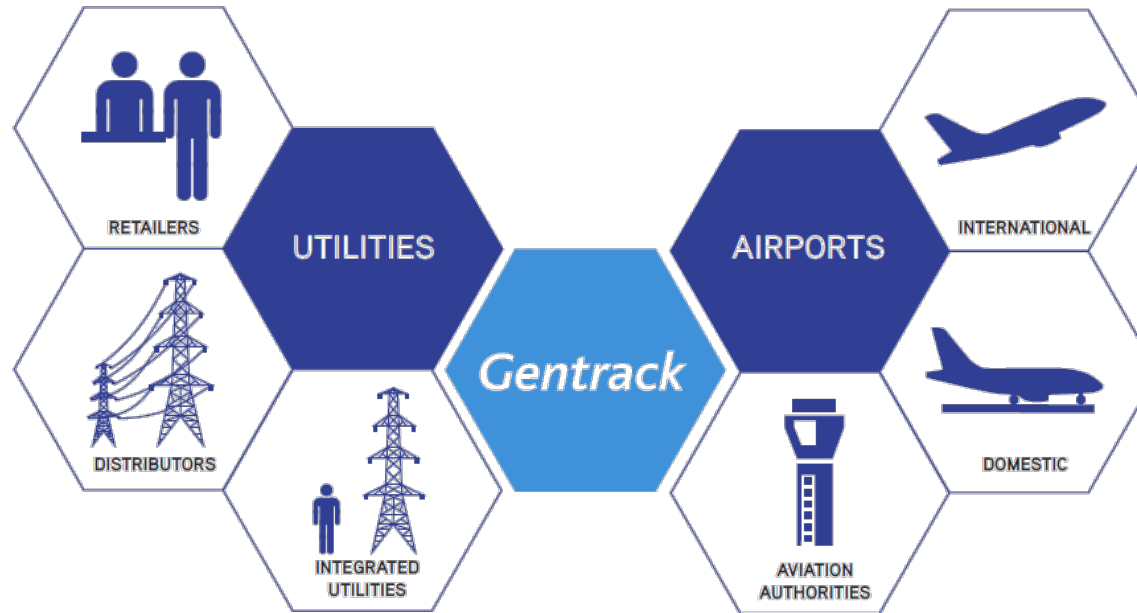
CONSISTENT PERFORMANCE_

- 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_

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



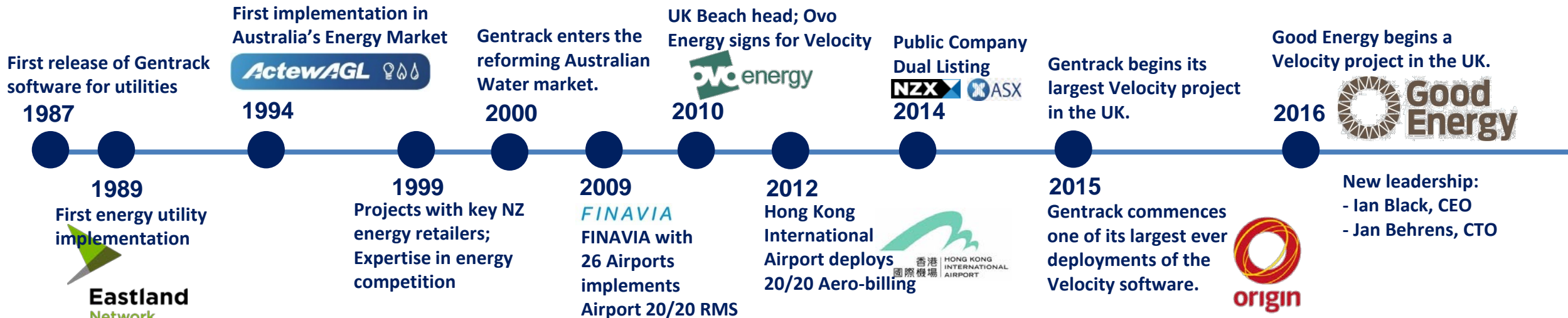
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AIRPORT 20/20

- 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

UK
4%

AUSTRALIA
285 Utility Sites

AUST
8%

AIRPORTS
~17,500 Commercial
Sites globally

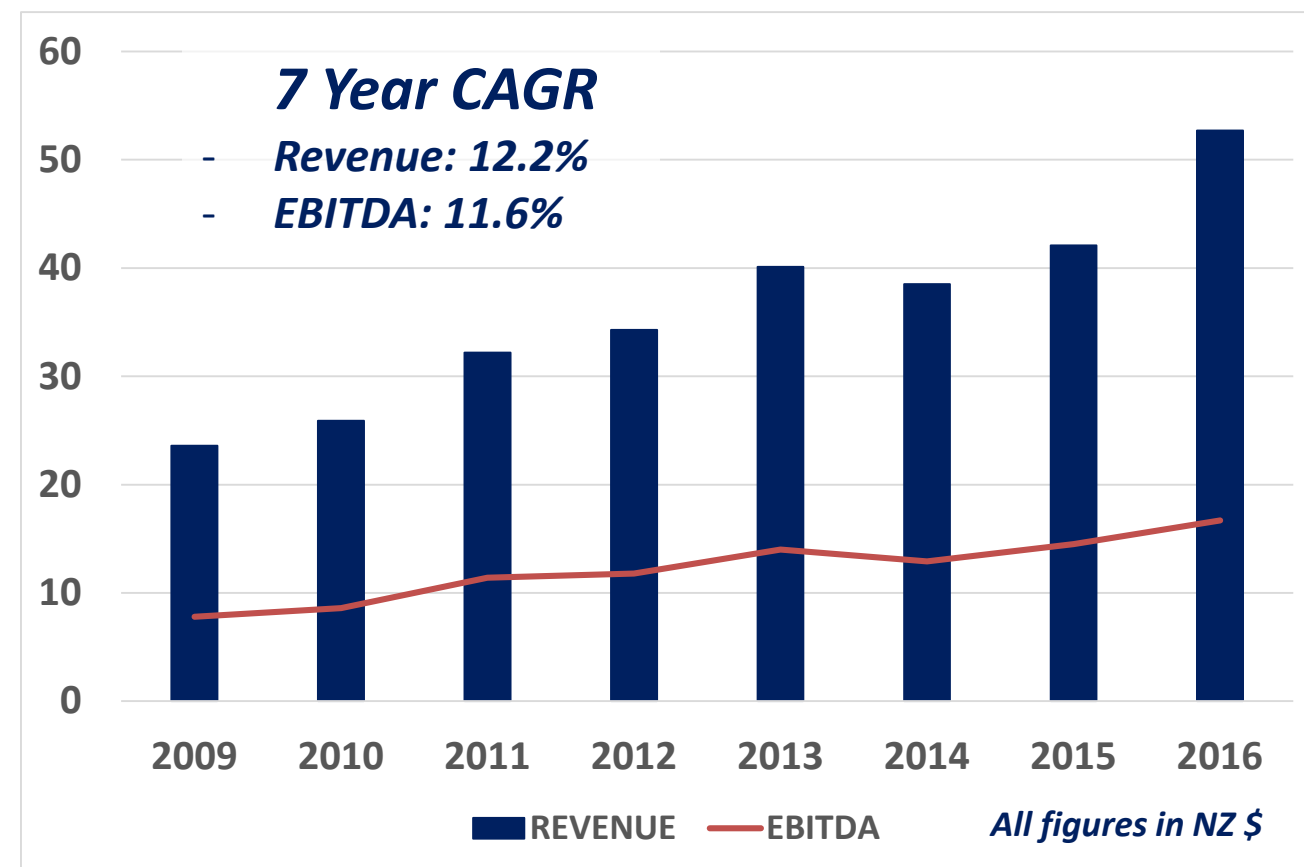
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NEW ZEALAND
62 Utility Sites

NZ
33%

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**

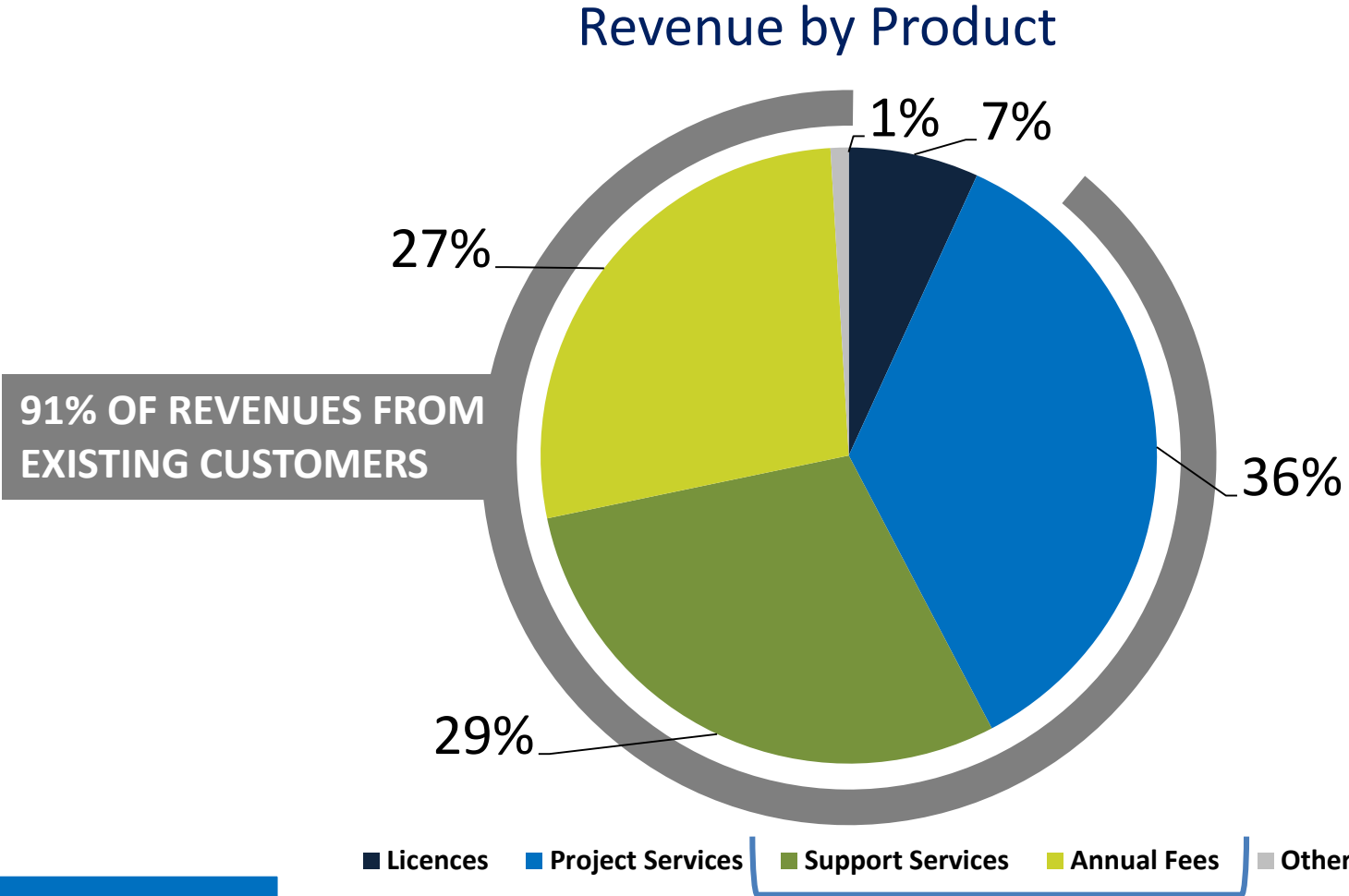
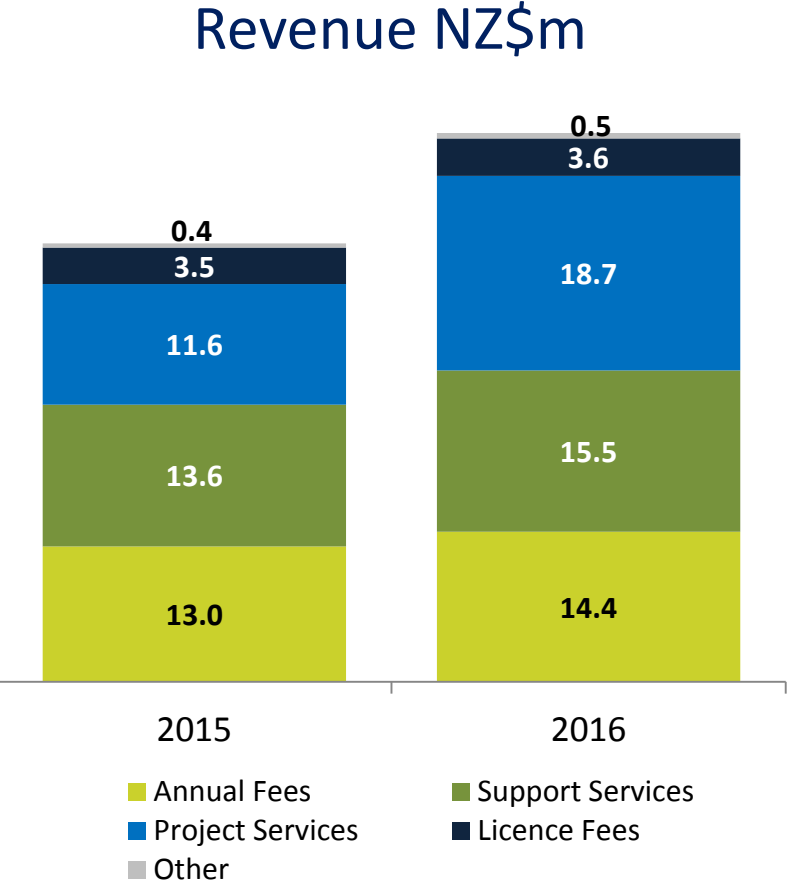
**5 CUSTOMER
SYSTEM
UPGRADES
COMMENCED**

**19 NEW
SOFTWARE
PROJECTS
WORKED ON**

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

GENTRACK REVENUE MODEL_

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RECURRING REVENUES ACCOUNT FOR 56% OF TOTAL FY16.

*FY16 results are subject to completion of the audit process

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Q&A