

25 February 2016

## Gentrack Group Limited (NZX/ASX: GTK) Annual Meeting of Shareholders – Chairman's Address presentation

Please find attached a copy of the Chairman's Address presentation that will be delivered at Gentrack Group Limited's annual meeting of shareholders today at 4pm in Auckland.

ENDS

### Contact details regarding this announcement:

Jon Kershaw

Company Secretary

+64 9 966 6090

### About Gentrack

Auckland-based Gentrack is a developer of specialist software for energy utilities, water companies and airports around the world. It employs over 200 people in offices in Auckland, Melbourne and London and services utility and airport sites across four continents. Gentrack is comprised of two leading software products - Gentrack Velocity and Airport 20/20. Gentrack Velocity is a specialist billing and CRM product designed for energy utilities and water companies in competitive and regulated utilities markets. Airport 20/20 is a comprehensive Airport Operational System engineered to optimise an airport's operations through intelligent collaboration, streamlining airport information flows and transforming the passenger experience.

*Gentrack*

THE SOFTWARE OF  
INFRASTRUCTURE\_

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# CHAIRMAN'S ADDRESS

- JOHN CLIFFORD\_

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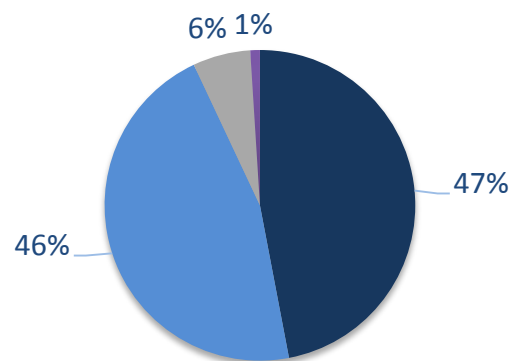
## THE SOFTWARE OF INFRASTRUCTURE\_

- Gentrack's vision is to be a recognised global leader in the provision of first class enterprise application software to electricity, gas and water utilities, and airports
- Our customers already include 51 utility sites and 61 airports, predominantly in NZ, Australia and the UK, where we are mission critical and deeply embedded
- We have a successful business model with a high level of recurring revenue which delivers growth and profits, which we largely distribute as dividends.



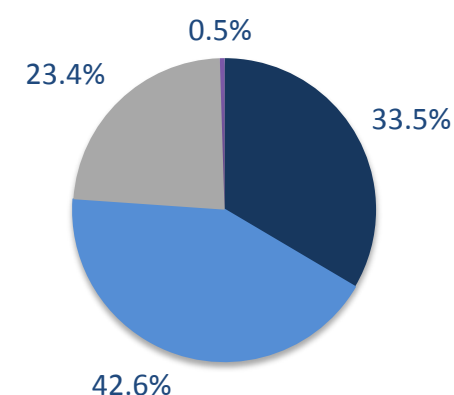
## SHAREHOLDERS\_

**By Country**



■ New Zealand ■ Australia ■ Canada ■ Other

**By Type**

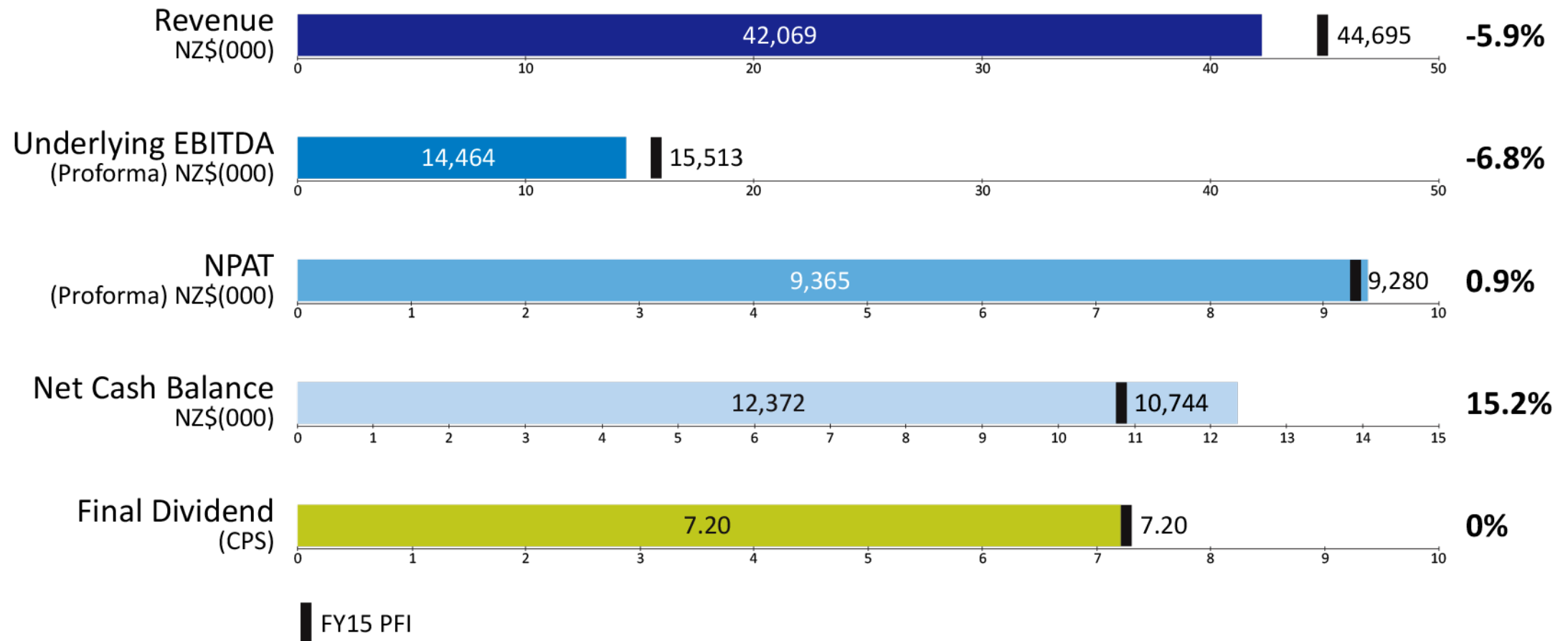


■ Directors/Staff ■ Institutions ■ Retail ■ Broker

<b>Number of Shareholders</b>	1547
<b>Top 20 Shareholders</b>	Hold 84% of the company (+5% on FY14)
<b>Directors and Staff</b>	80 (33.5%)
<b>Institutions</b>	Three hold over 5% each Four hold 2-5% each

\* All figures as at 15 October 2015 (Adjusted)

## FY15 RESULTS\_

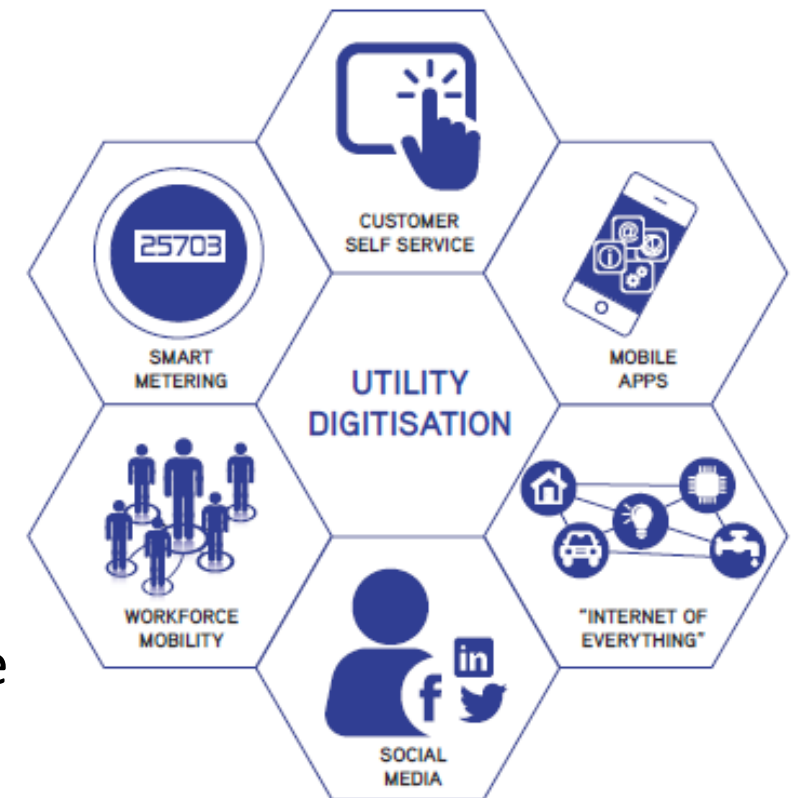


## FY15 REVIEW\_

- FY15 a successful year with c.10% revenue and profit growth on FY14
- Focus on delivering two of Gentrack's largest projects
  - now winning and delivering \$10m+ projects
- Strong UK growth (+44%) with large ongoing market opportunity
- Delivered Sydney and Auckland airport systems, making us the clear leader in this region
- Paid dividend in line with Prospectus – full year \$11.3c /share.

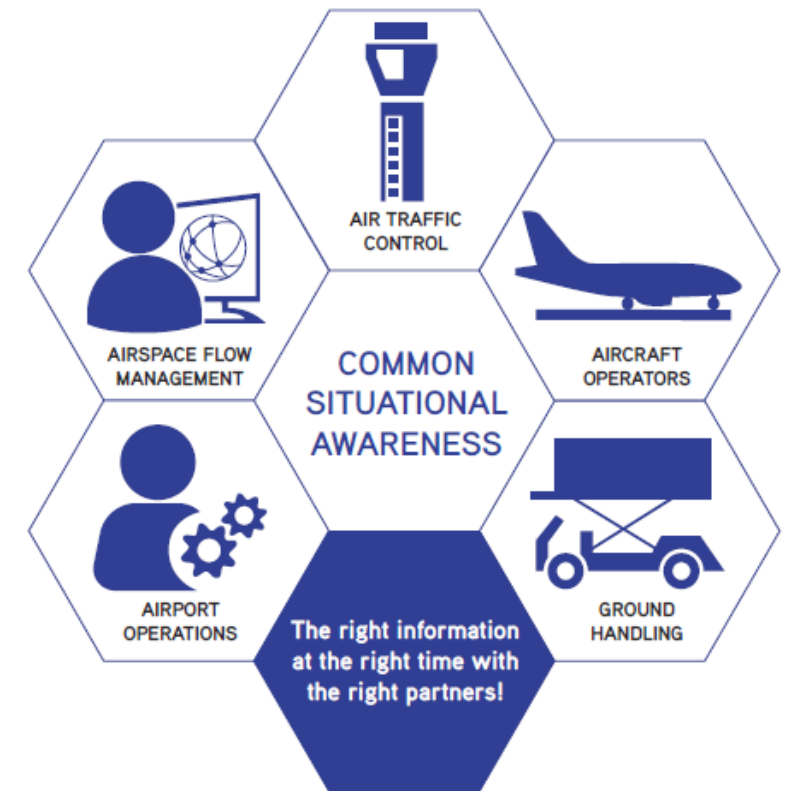
## GROWTH MARKET DRIVEN BY UTILITY EVOLUTION

- Utilities are focussed on meter-to-cash digitisation
  - Customer engagement now a key driver of the retail business model and efficient service delivery
  - Smart Grid investment in meters and demand side response driving network and generation efficiency
  - Distributed generation (solar, wind, batteries) driving new business models
  - Networks becoming interested in direct customer engagement
  - UK Water Reforms – retail competition in water supply
  - Growth of multi utility retail, power, broadband, water?
  - New energy Retailers taking market share from incumbents
  - Intense cost pressure on Utilities and wide experience of ERP cost overruns
- Gentrack is well positioned as an agile partner of choice with proven solutions for modern utilities.



## AIRPORT 20/20

- Dominant in Australia and New Zealand airports
- Flagship installations at Hong Kong, London City, JFK
- Leading edge new technologies driving airport collaboration and operational efficiencies
- Enhanced Passenger experience
- Capturing and utilising real-time data flows across multiple airports.





## 20/20 CDM HAS LANDED AT AUCKLAND AIRPORT\_



Reference: <https://vimeo.com/136065413>

## CORPORATE STRATEGY\_

- No change - focus on profitable growth in our existing utility and airport markets
- Investing in product, people and systems to enable long term growth
- Considering acquisitions in core markets as opportunities arise
- Acquisition debt funding of c. 1x EBITDA a funding option
- Intend to maintain dividend policy of 70% to 80% of NPATA
- Ian Black appointed as new CEO to drive growth – started January 2016
- James Docking continuing as a non-executive Director
- Pursue ASX Foreign Exempt Listing status to reduce compliance costs.