



ESSENTIAL SOFTWARE FOR UTILITIES AND AIRPORTS

NZX Retail Investor Event

26 July 2018

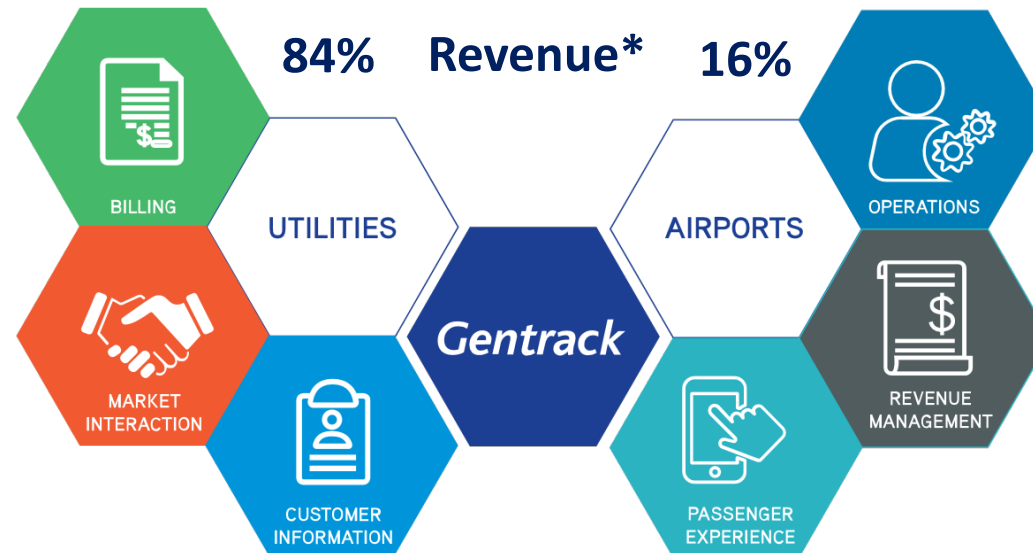
Gentrack

GENTRACK PROVIDES WORLD-CLASS SOLUTIONS FOR UTILITIES AND AIRPORTS

Gentrack Velocity

Junifer JS

ea evolve analytics



*for Financial Year 2017.



Over 200 customers in 30 countries where our solutions are **mission critical** and **deeply embedded**.



ADDRESSABLE MARKET IN CORE GROWTH REGIONS



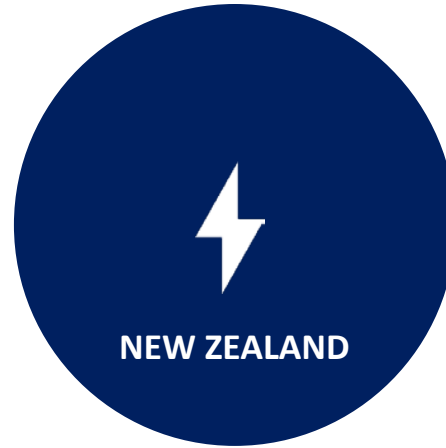
100+ ENERGY +
40 WATER BRANDS

50 energy suppliers and
3 water companies



27 ENERGY
BRANDS

2 energy suppliers



42 ENERGY
BRANDS

5 energy suppliers
and 9 networks



53 ENERGY + 47 WATER
BRANDS

12 energy suppliers and
9 water companies



SKYTRAX 'TOP 100'[#]
AIRPORTS 2017
~10,000 airports globally

21 of the 'Top 100'
airports

[#] Survey of 550 airports

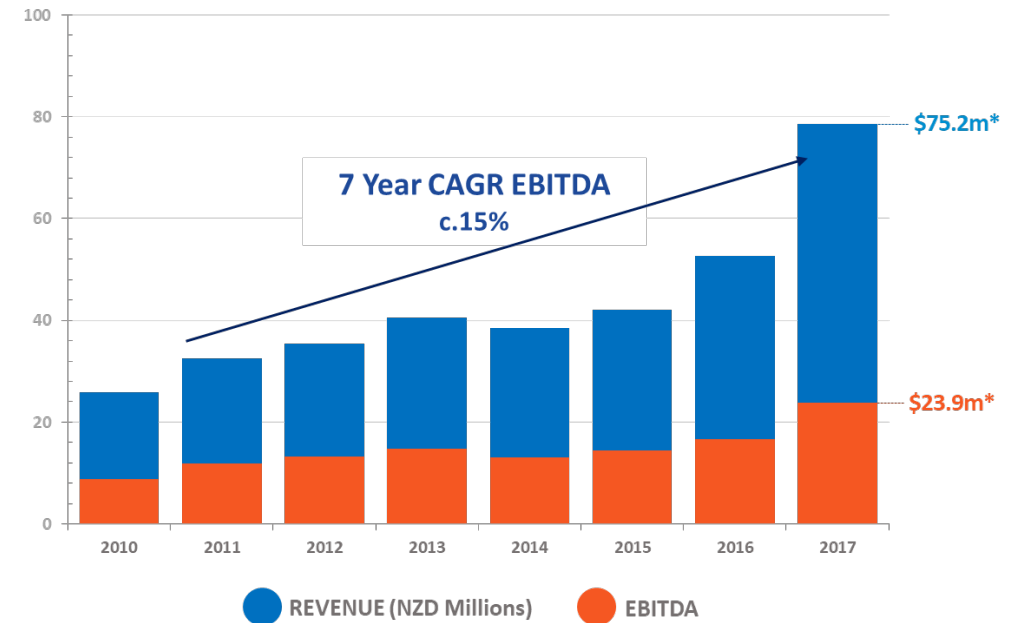
GENTRACK POSITION



TRANSFORMATION AND GROWTH


- Solid track record of c.15% CAGR EBITDA growth
- Approximately 60% recurring revenue with >90% of revenue from existing customers
- 32%+ EBITDA margin reflects deep IP and competitive advantage
- Strong cash generation with 70-80% of NPATA paid as dividends
- Strategic acquisitions in 2017 and 2018: Junifer, CA+, Blip Systems and Evolve Analytics add to organic growth potential
- Regional management teams to drive growth and deliver in UK, Australia and NZ
- Experienced senior management team in place.

DELIVERING CONSISTENT RESULTS



* Includes part year contributions from acquisitions made in 2017.



A young girl with long brown hair, wearing a white long-sleeved shirt and a bright yellow hard hat, is smiling and pointing her right index finger towards the camera. She is holding a blue hard hat on a brown stuffed animal. The scene is set on a rooftop with rows of blue solar panels. In the background, there are palm trees and a residential area under a clear blue sky.

**THE WORLD OF ENERGY AND
WATER IS CHANGING RAPIDLY**

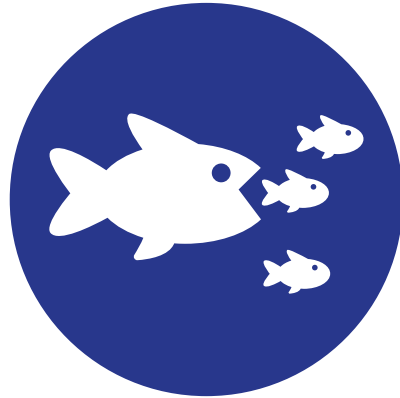


WHAT IS DRIVING CHANGE FOR OUR CUSTOMERS?



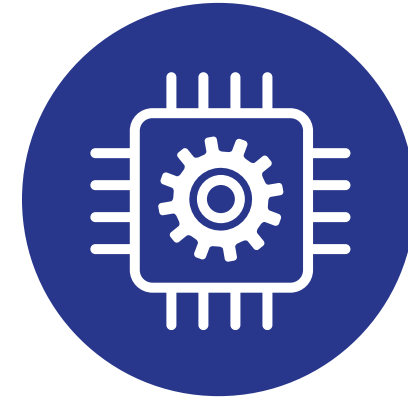
Consumers

Personalised Experiences, Prosumers,
'Always Available', Sustainability,
Sharing Economy



Competition

New Entrants, Active Regulators,
New Business Models, New products
and Offerings, Network Effects



Technology

Distributed Energy, Electrification of
Transport (EV), Smart Grids, API
Economy, IoT, Solar, Battery Storage,
Home Automation, Blockchain, Artificial
Intelligence and Machine Learning



OUR CUSTOMERS ARE ADAPTING



NEW BUSINESS MODELS

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

NEW PRODUCT OFFERINGS

- Bundled product and services
- Product and billing convergence
- 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
- Focusing on winning in the world's first competitive water market.



WE ARE HERE TO:

“ENABLE THE ENERGY AND WATER REVOLUTION”

Our Purpose connects us beyond our boundaries

We enable innovation at pace with lower service costs and awesome customer experiences



GENTRACK IS QUALIFIED TO ENABLE THIS REVOLUTION



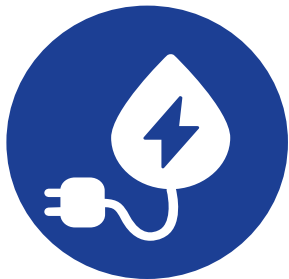
Specialist expertise and knowledge



Awesome teams that live and breathe utilities



Solutions delivering real value



Great customers engaged in the energy and water revolution



Ability to move quickly and adapt at pace



Healthy financial position



REIMAGINING AIRPORTS GLOBALLY

OUR PREDICTIVE COLLABORATION PLATFORM FOR AIRPORTS



Predictability

70%+ of delays are avoidable



Revenue

Non-aeronautical revenue: 9-15% CAGR



Capacity

Guests to double: 7.2B by 2035



Security

10 minutes at security = 30% drop in spend

Outstanding Operations

AIRPORT **20/20**

Guest Predictability

BlipTrack™

Revenue Maximisation

 **CA+** Concessionaire Analyzer +

TRUSTED BY 110 AIRPORTS WORLDWIDE



IMPROVING GUEST EXPERIENCE AND ON TIME DEPARTURES

- + 19M passengers in 2018
- + Deployed Veovo 20/20 Operations in 2015
- + Utilise Veovo BlipTrack for arterial traffic and end-to-end passenger journey
- + All airport partners have a common view of turn-around activity from any location

2% average decrease in arrivals taxi time

5% increase in international flights getting pushback within 60 seconds of request

23% decrease in international apron congestion

2.3% increase in international departure performance

A | Auckland
Airport





THANKS

