Gentrack

GTK ANNUAL MEETING 2019

26 February 2019

www.gentrack.com

Introductions

Directors

John Clifford
Chairman (2007)

Nick Luckock
Non-executive Director (2018)

Andy Coupe
Non-executive Director (2014)

Leigh Warren
Non-executive Director (2008)

Graham Shaw
Non-executive Director (2014)

James Docking
Non-executive Director (2016)

Key Executives

Ian Black
CEO (2016)

Tim Bluett
CFO (2018)

Jon Kershaw
Company Secretary (2014)

Agenda

- CEO's Report on FY18

- Strategy and Outlook

- Formal Business

- Questions/General Business

- Refreshments and Networking

Shareholder breakdown

4,045

NUMBER OF
SHAREHOLDERS - ALL
Up 13.8%

16.4%

HOLDING DIRECTORS
AND OFFICERS

116

NUMBER OF
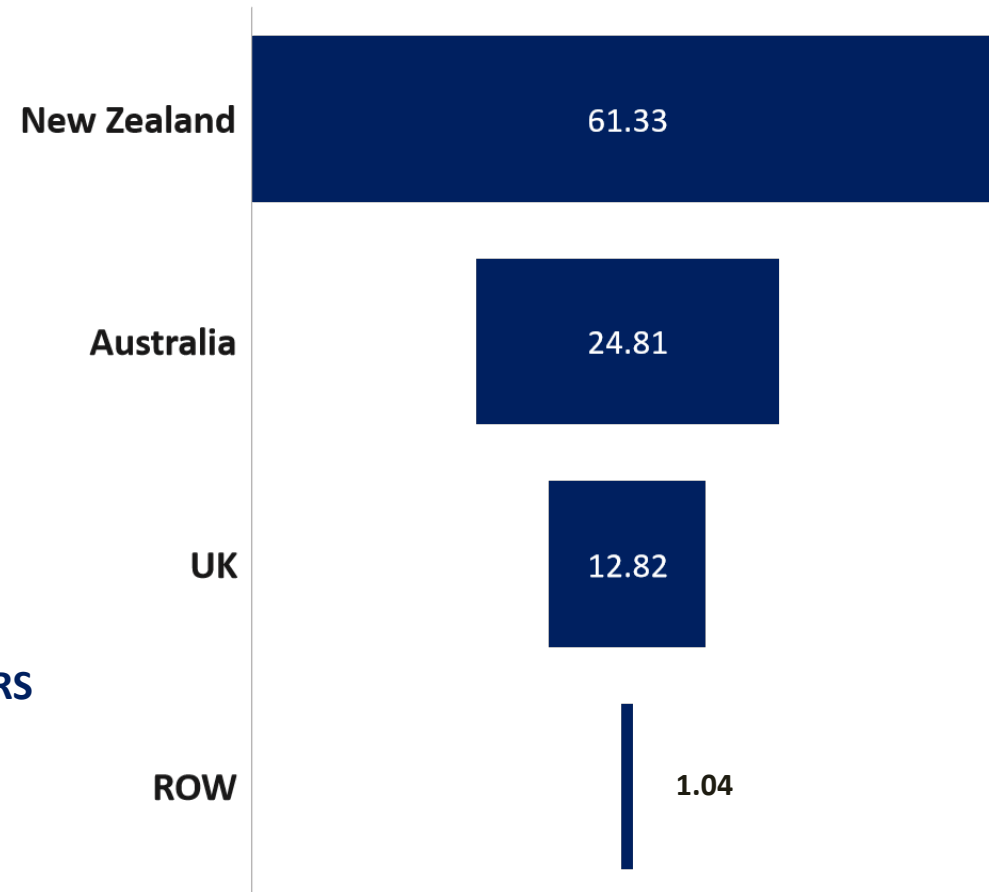SHAREHOLDERS -
STAFF AND DIRECTORS

68.8%

HOLDING OF TOP
20 SHAREHOLDERS

4

SHAREHOLDERS
WITH 5%+

Shares - % held by region

Region	%
New Zealand	61.33
Australia	24.81
UK	12.82
ROW	1.04

Enterprise software for utilities and airports

Gentrack delivers software solutions which are deeply embedded and mission critical.

We enable over 220 utilities and airports in 30 countries to lower service costs and drive innovation delivering enhanced customer service.

EXPERTISE AND PASSION

FY18 Financial Highlights

REVENUE

$104.5m

Up 39%

Up 37%
Excluding acquisitions*

EBITDA

$31.0m

Up 30%

Up 26%
Excluding acquisitions*

NPAT

$13.9m

Up 17%

FREE CASHFLOW

85%

Pre-tax as a %
of EBITDA

DIVIDEND

13.7cps

Full year**

**TOTAL
SHAREHOLDER RETURNS**

137%

since 2014
IPO***

* Evolve Analytics acquired in June 2018
** Final dividend 8.7cps
*** Based on the closing share price on 14 February 2019 of NZ$5.15

FY18 Highlights

ADDITIONAL CUSTOMERS

25 utilities
Total: 106

3 airports
Total: 118

GROWTH IN TOTAL RECURRING REVENUE

Full Year Recurring Revenue: $64m - Up 50% year on year

SaaS REVENUES

15 of 16 new utility customers signed on subscription basis

Annualised Committed Recurring Revenue $51.8m - Up 103% year on year

ACQUISITION

e v o l v e
a n a l y t i c s

£23.0m (NZ$44.9m)
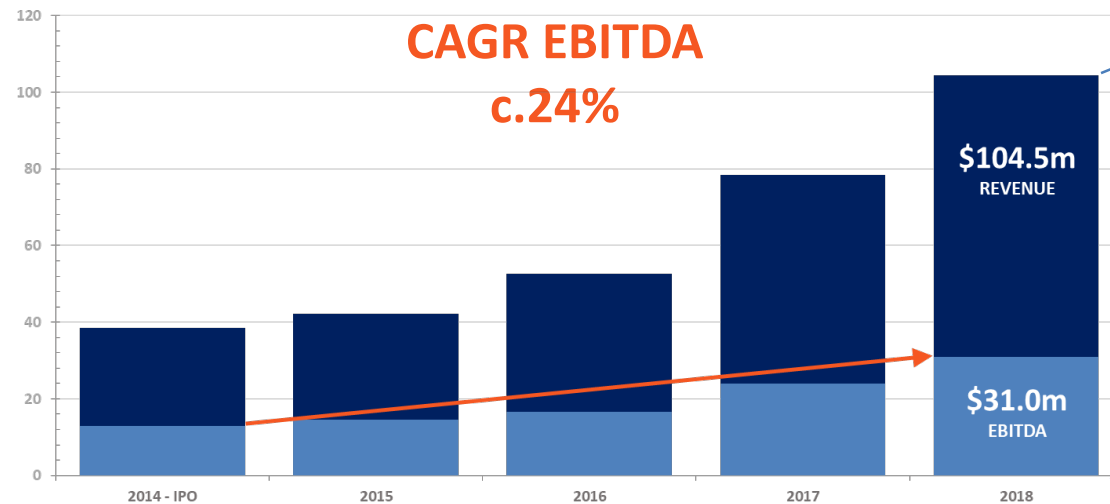Revenue and Data Assurance
Portfolio Data Management

RIGHTS ISSUE

NZ$90m

Zero debt
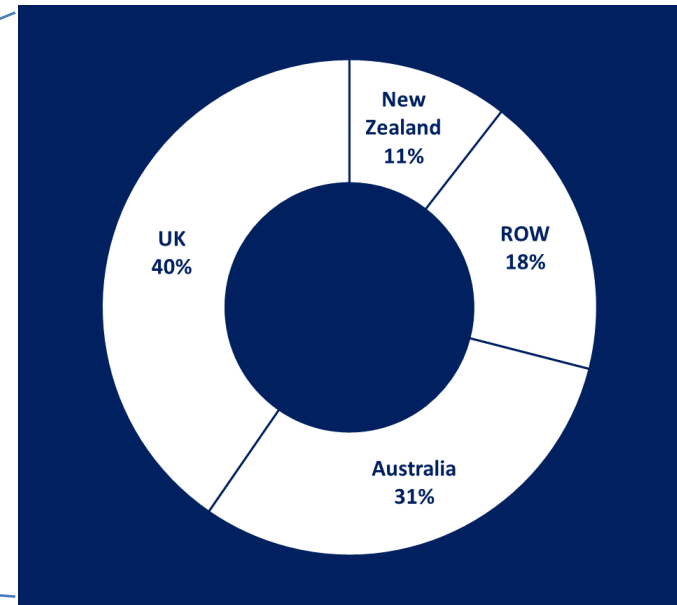$50m undrawn facility

SINGAPORE ELECTRICITY MARKET ENTRY

3
new systems
deployed

Growth since IPO (2014)

CAGR EBITDA c.24%

Chart showing growth from 2014-IPO to 2018:
- 2014 - IPO
- 2015
- 2016
- 2017
- 2018: $104.5m REVENUE, $31.0m EBITDA

FY18 Revenue by Region ($NZm)

Donut chart:
- UK 40%
- New Zealand 11%
- ROW 18%
- Australia 31%

FY17 comparison:
- **UK:** up 107%
- **Rest of World:** up 105%
- **Australia:** down 4%
- **New Zealand:** down 9%
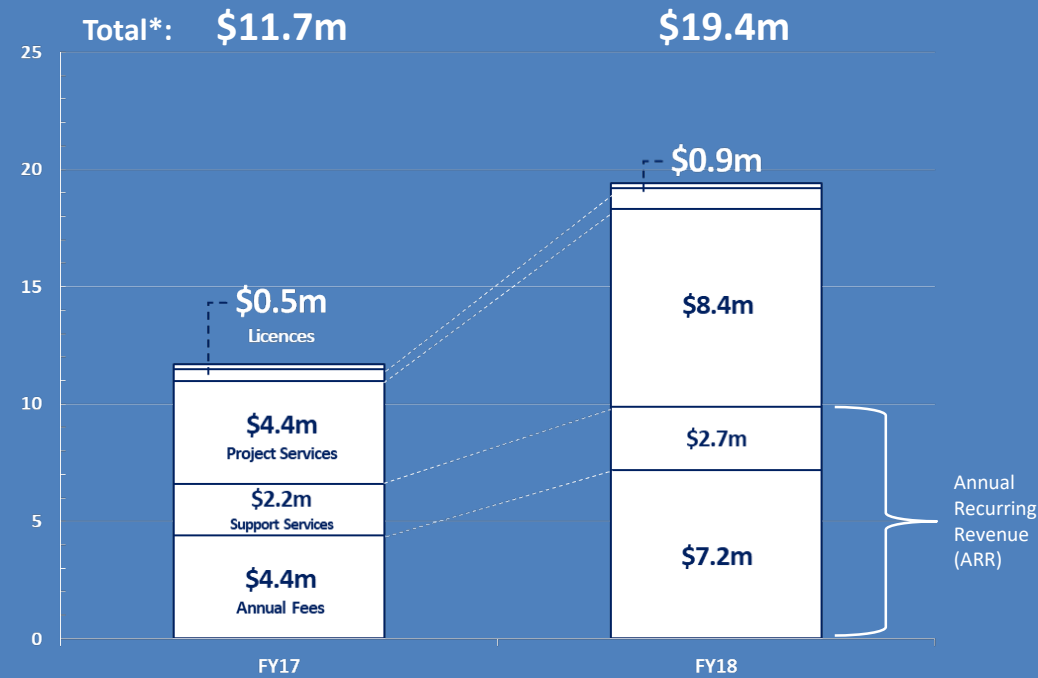
Growing recurring revenues

Utilities

Total*: **$63.5m**   **$85.1m**

FY17
- Licences: $5.8m
- Project Services: $21.1m
- Support Services: $19.5m
- Annual Fees: $16.7m

FY18
- $9.7m
- $20.7m
- $23.0m
- $31.1m

Annual Recurring Revenue (ARR)

Licence Revenue	Annual Fees	Annual Recurring Revenue
up 67%	**up 86%**	**up 49%**
on FY17	on FY17	on FY17

Airports

Total*: **$11.7m**   **$19.4m**

FY17
- Licences: $0.5m
- Project Services: $4.4m
- Support Services: $2.2m
- Annual Fees: $4.4m

FY18
- $0.9m
- $8.4m
- $2.7m
- $7.2m

Annual Recurring Revenue (ARR)

Licence Revenue	Annual Fees	Annual Recurring Revenue
up 80%	**up 64%**	**Up 50%**
on FY17	on FY17	on FY17

* Total includes Other revenues

9

UK – growth opportunity

- Current market share

  - 47% of all energy suppliers

  - 11% of the household energy market by meters

  - 40% of non-household water market by meters

  - Growing business with 4 of 'Big 6' energy suppliers

- Expansion of Evolve solution across customer base

- Introduction of a Gentrack Market Connector solution, a £20m+ p.a. UK market opportunity

- Growth into core customer base of 'Big 6' – industry disruption

# Evolve Analytics acquisition – tracking ahead of expectations

- Acquired in June 2018 for £23.0m (NZ$44.9m)

- SaaS solution provider to the UK energy sector

- Specialises in the identification and correction of meter data errors, and reconciliation of energy and network settlement

- SaaS based solution and services improve revenue collection and cost control, which is complementary to our core billing and customer engagement solutions

- Clear opportunity to cross sell into all our existing UK customers and to bring the solution and service to Australia and New Zealand

Airports

- Launched Veovo branding and an integrated solution across Airport 20/20, Blip and CA+

- Established US team to pursue large market opportunity

- New wins – Belfast, Jersey and Orlando Airports

- Launched BlipTrack Vision – a smart camera enabled passenger tracking solution

- CA+ expanded into Middle East with key projects

- The CA+ earn out due in February 2020 will not be triggered as profits have fallen short of the vendor's forecasts. We have written down the goodwill associated with the earn out (NZ$3.98m), and written back the earn out liability (NZ$3.84m)
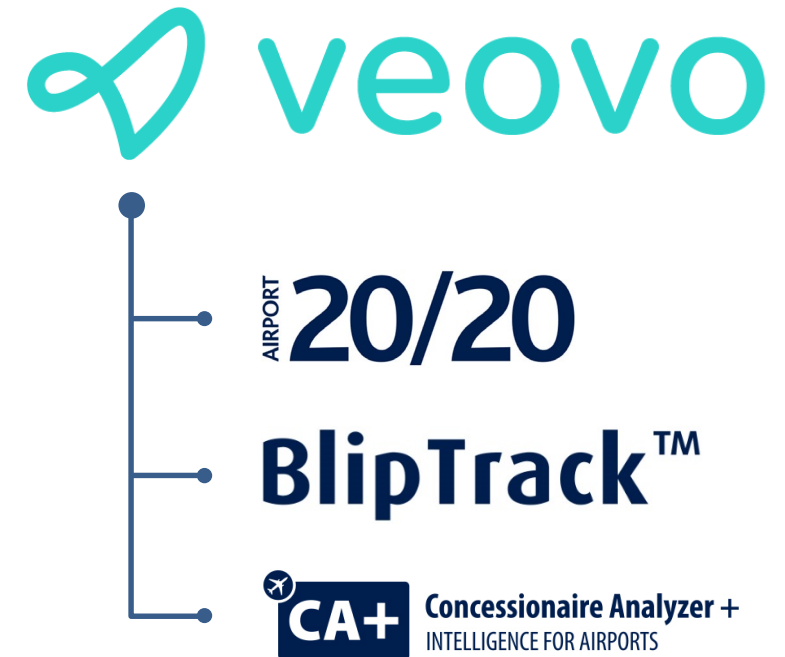
Asian opportunity

- Established operations in Singapore and deployed software to 3 energy suppliers as Singapore introduced competition

- Monitoring energy market deregulation and retail competition in other Asian markets

- Major markets are already liberalising - China and Japan

- Other countries are planning deregulation - Korea, Malaysia, Philippines

- Significant changes expected over the next 3-10 years as energy retail competition opens up these markets for Gentrack
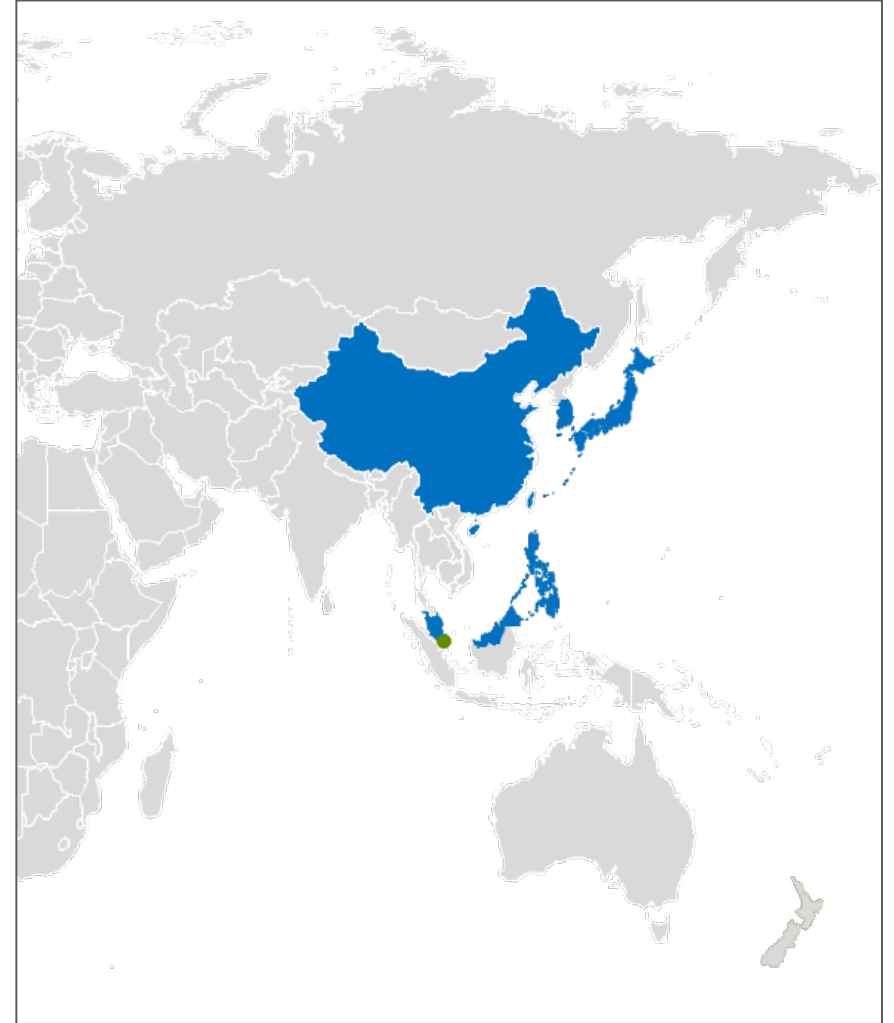
Shift of business model to SaaS recurring revenues

- Productised solutions for each market to accelerate delivery and ROI

- Offer includes compliance, regular enhancements, rapid value delivery and is highly differentiated relative to competition

- Cloud-native solutions which enable utilities to bolt on new features quickly and at low cost

- Signing new customers on a SaaS basis provisioned in the Cloud
  - Increasing total lifetime value of customers
  - Growing contracted recurring revenues and margins
  - Sacrificing short term up front license revenues

- Revenue mix changing with the progressive migration of customers to SaaS

- Customer lifetime value at Gentrack is measured over 15 years and the corresponding revenue multiple over this period is 2 times the traditional licensing model

- Delivering revenue growth notwithstanding the move to SaaS which has lower up front revenue, due to larger sales

Traditional On Premise vs SaaS Revenue Model (Indexed)
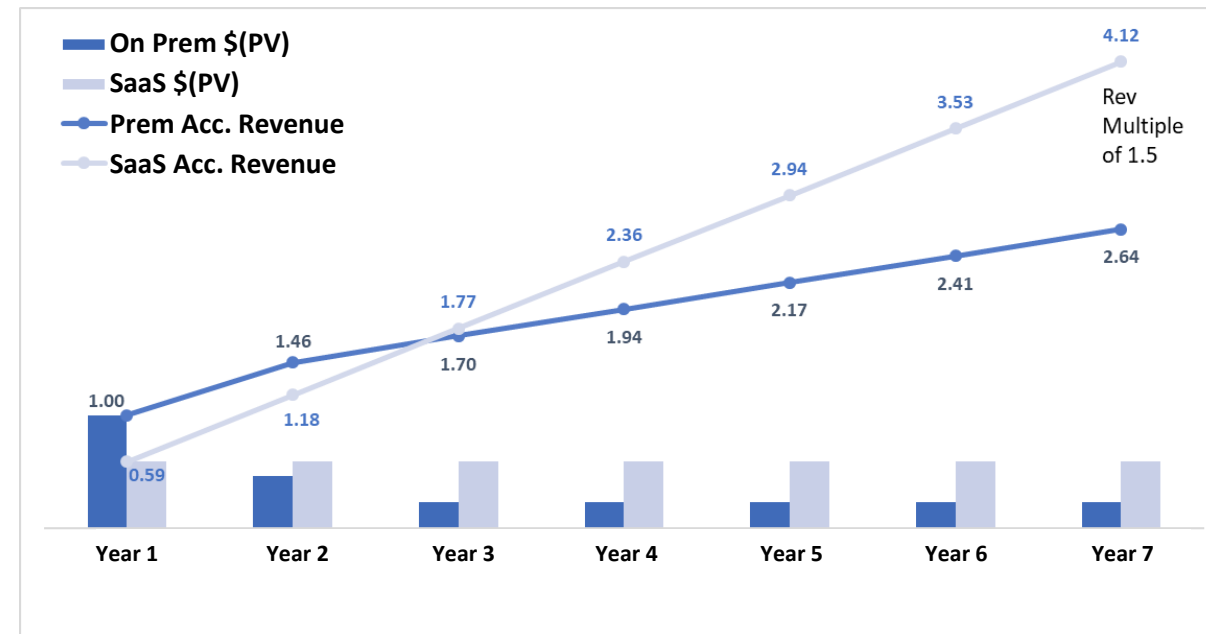
SaaS revenue is 1.5 times the traditional licensing revenue after 7 years and 2 times after 15 years

Global market opportunity

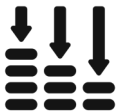**Renewable and Distributed Energy Resources driving energy market restructuring** → Settlement and reconciliation of energy, Smart Metering roll outs, tariff reforms

Rise of Demand Response, Battery storage, Virtual Power Plants, Electric Vehicles → Our customers are at the forefront of new utility business models, which are consumer centric

Market pressures and price regulation forcing energy suppliers to reduce costs → Legacy and in-house systems are more expensive to run and to keep compliant than new entrant solutions

Energy markets getting competitive across Europe → We can follow our UK customers into Europe

Asian markets deregulating and introducing energy competition → Regulated/vertically integrated utilities cannot adopt Renewables and Distributed energy efficiently.

Gentrack Strategy

1. **Continue to productise our software**

   - Better for customers, faster to deliver with fewer people and lower risk

2. **Move to SaaS revenue – new and legacy customers over time**

   - Improves margin and quality of earnings

3. **Focus on our existing markets – UK, Australia and NZ**

   - UK and Australia are long term growth markets despite current regulatory uncertainty, with opportunity to follow our customers into Europe

4. **Develop the Asia Pacific opportunity from a strong starting point**

   - Building on Singapore success and local expertise

5. **Synergistic acquisitions, NZ$50m+ debt facilities**

   - We target synergistic products with cross sell opportunity

Outlook

- EBITDA for first half expected at c.$12.5m, compared to $15.9m 1H18 and $15m 2H18

- This is down on 1H18 due to increased staff investment of c.$5m compared to 1H18. We had expected this cost to be covered by substantial projects which have been put on hold

- Notwithstanding the first half result, we expect the full year FY19 EBITDA to be up on FY18 EBITDA of $31m. We will comment further on this with the first half results released in May

- Recurring software revenue (ARR) will be up in first half, in line with continued underlying growth

- FY19 will see continued capitalised product investment, and is expected to reduce in FY20 when the margin benefits of the shift to ARR are expected to show

- Regulatory and investment uncertainty in the UK and Australia continues for utilities, however we are winning business with a growing sales pipeline

- We remain confident in our 15% long-term organic EBITDA growth target

RESOLUTION 1:
# APPOINTMENT OF AUDITORS AND FIXING OF AUDITORS' REMUNERATION

- That **KPMG** is re-elected as the auditor of Gentrack Group Ltd and that the Board is authorised to fix the auditors' remuneration.

	Votes For	Votes Against
Number of Shares	49,999,038	857,068
Number of Shareholders	114	4

RESOLUTION 2:
ELECTION OF FIONA OLIVER

- That **Fiona Oliver** be elected to the Board as a non-executive director of Gentrack Group Limited.
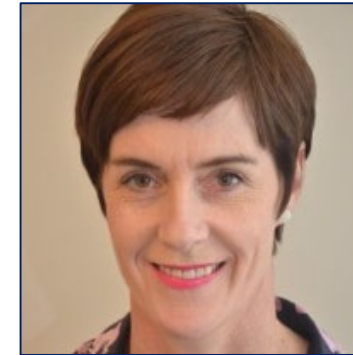
	Votes For	**Votes Against**
Number of Shares	50,766,061	66,661
Number of Shareholders	103	6

RESOLUTION 3:
RE-ELECTION OF JOHN CLIFFORD

- That **John Clifford** be re-elected as a non-executive director of Gentrack Group Limited.

	Votes For	Votes Against
Number of Shares	50,001,085	852,374
Number of Shareholders	113	2

Gentrack

QUESTIONS AND GENERAL BUSINESS

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