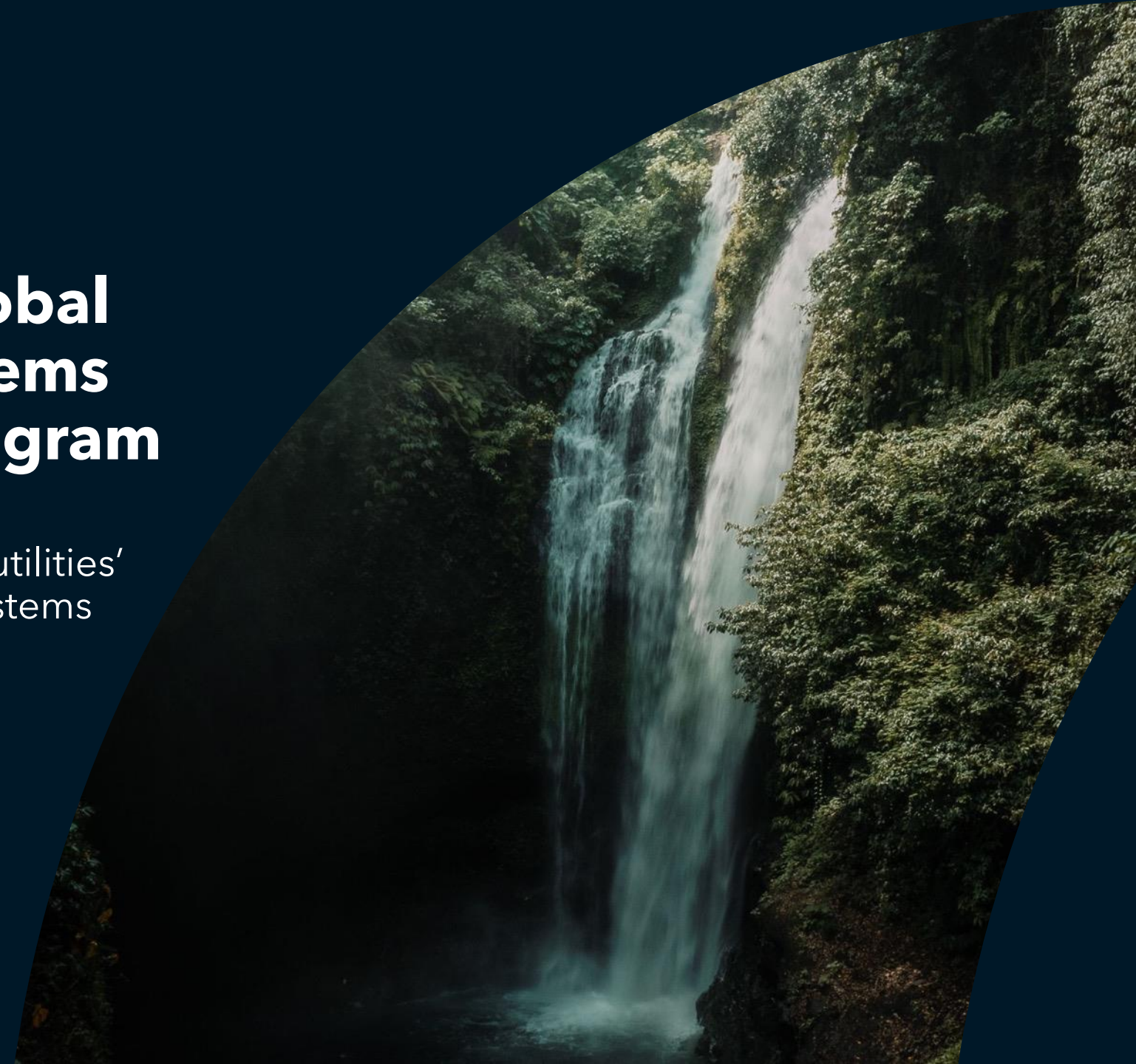




Transforming the global energy & water systems is a monumental program

Gentrack opportunity: modernise utilities' core billing and CRM operating systems

Gary Miles, CEO





No industry

has seen so little
IT change in the

past **25** years

What happens now?

A complete transformation in the way the world produces and consumes energy



100% of utilities

will upgrade or **REPLACE** their
billing systems in the next **DECADE**

What is accelerating this unprecedented change?

SAP, the leading
incumbent, announced
SAP for utilities is

END-OF-LIFE by

2027



What benefits are utilities looking for?

WHY?



Reduce **COST-TO-SERVE**

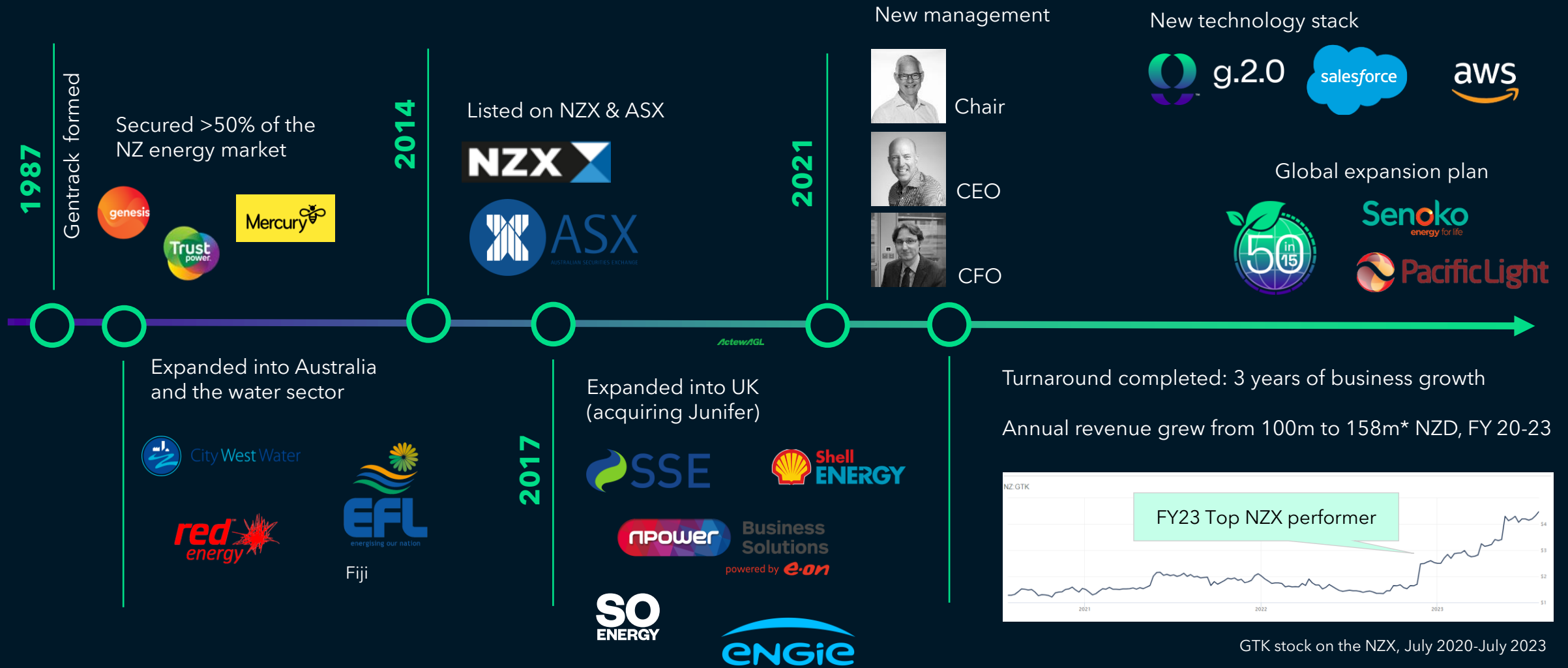


Meet **SUSTAINABILITY** targets



INNOVATE and digitise

Our journey



Gentrack utilities business



9 of our UK Clients rated 'Excellent'



Most Satisfied Customers Award 11 years in a row

15 regulatory markets

600+ utilities experts

100% transformation success



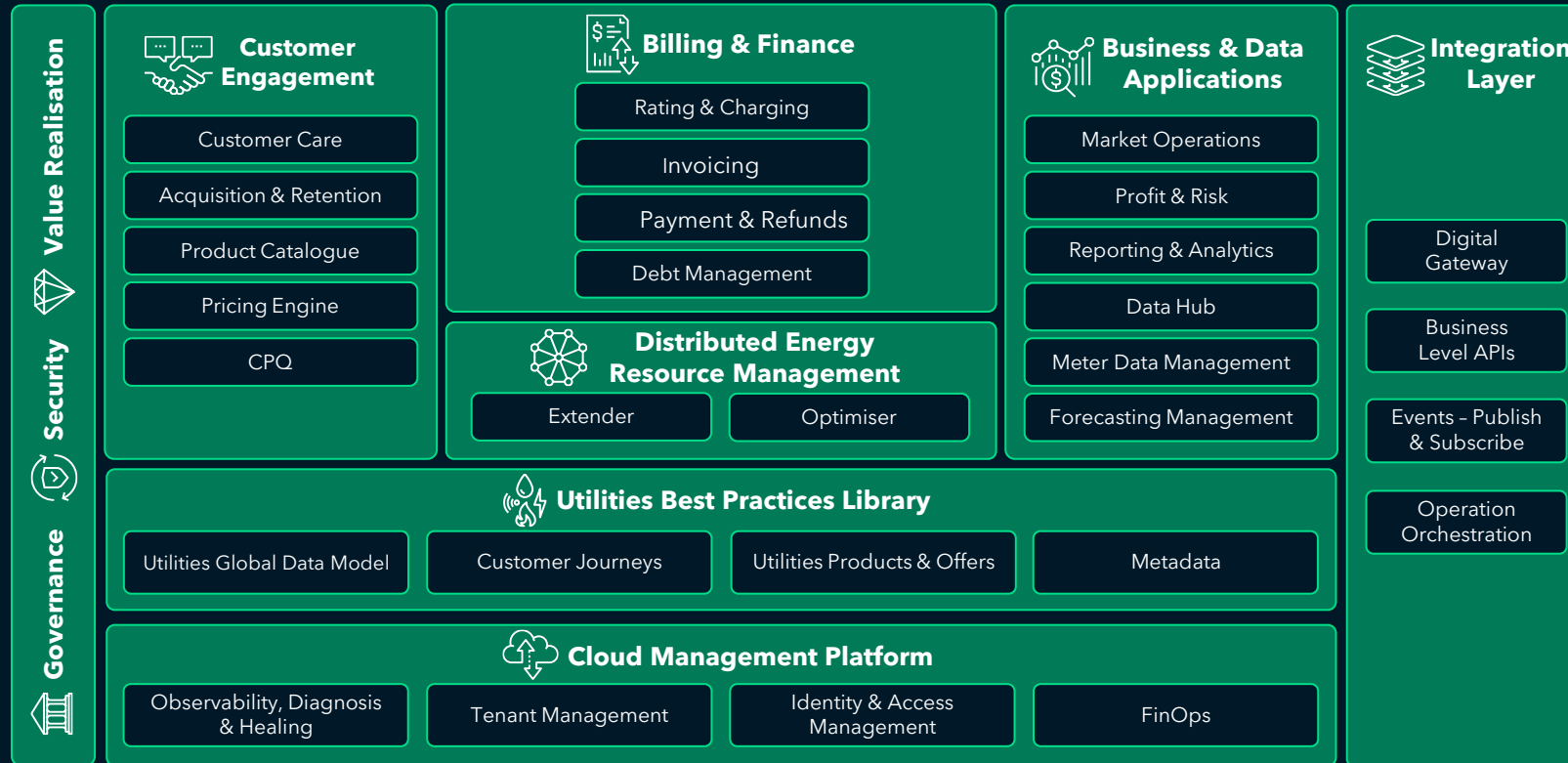
B2B leader in the UK

>50% B2C meter points in NZ

6 of the top 12 water suppliers in AUS



Gentrack g2.0 offering for utilities



Targeting

- Residentials
- SMEs
- Enterprises

Key services

- Transform and modernise stack
- Customisations / regionalisations
- Manage SLAs - controlled SaaS



#1 CRM and marketing platform

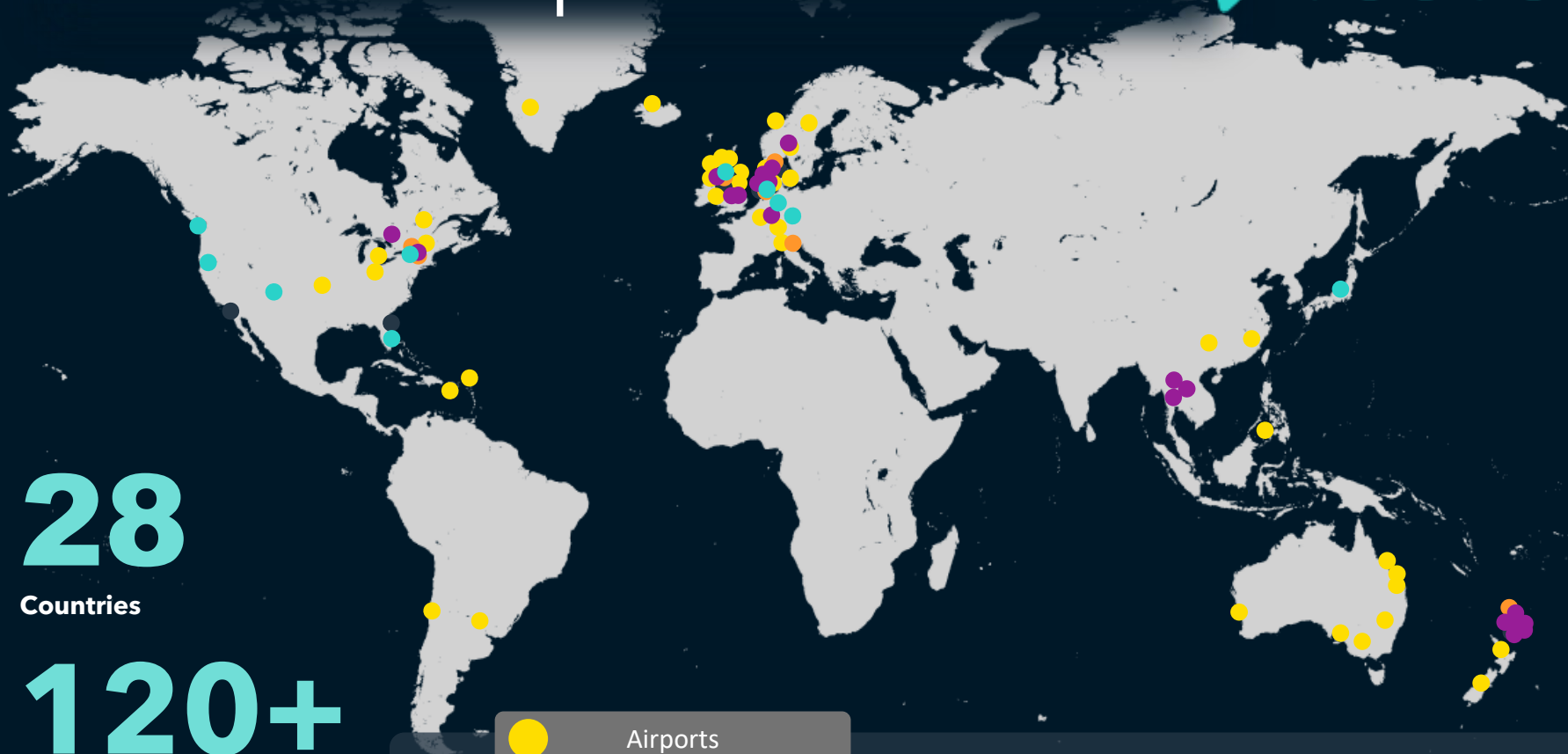


The world's leading utilities product-to-profit



Most comprehensive cloud platform

Gentrack airport business:



28

Countries


120+

Airports live


~20%

of Gentrack revenue


 Airports

 Tourist

- Merlin Entertainments
- Universe Science Park
- Vail Ski Resorts
- Aspen Ski Resorts
- Seattle Space Needle

 Train / Metro

- Amsterdam Central Station
- New York City Transit
- Grove Street Station
- Auckland Transport
- Schiphol, Brussels, Birmingham, Newcastle Airport train stations

 Traffic

- Sweden - Stockholm
- Denmark – 5 cities
- USA - NYC Airports - taxi management
- Canada – Toronto
- Switzerland – Baden
- Thailand – 3 cities
- UK – 2 cities
- New Zealand – 6 cities

FY23 H1 results (May)

Revenue growth driven by **51.2%** increase at Utilities:

- Customer wins & upsells to existing customers driving underlying growth. Excluding customers in insolvencies, revenue up **39%**
- Revenue from customers in insolvencies has now peaked at \$19.7m for HY23 v \$9.8m in HY22 as we manage exit of Bulb.

Veovo revenue up **26.7%** at **\$10.4m**

- Continued strong growth in ARR (up **15%**)

EBITDA at **\$16m** (\$14.8m higher)

- Revenue growth delivering EBITDA growth. All R&D investment expensed in the period.

Cash **\$25.4m** higher v H1 FY22 & **\$14.5m** higher than last year end

- High level of EBITDA to cash conversion
- No debt

	HY22	HY23	
REVENUE	\$57.1M	\$84.3M	↑ 47.7%
UTILITIES REVENUE	\$48.9M	\$73.9M	↑ 51.2%
VEOVO REVENUE	\$8.2M	\$10.4M	↑ 26.7%
ARR excl. insolvent customers	\$32.9M	\$45.4M	↑ 37.7%
EBITDA	\$1.2M	\$16.0M	↑ 1268%
NET CASH	\$16.5M	\$41.9M	↑ 154%

Recent financials targets

November 22 targets

NZ\$M	Targets	
	FY24	FY25 - FY27
Revenue	\$150m	>15% CAGR v FY24
EBITDA	10-15%	15-20%

Our targeted spend on R&D remains at 15%

All R&D is expensed

May 23 upgrade

For FY23, the Group expects revenue to be between \$157m and \$160m. This is an increase over our previous guidance of \$147m to \$150m. We still expect FY23 revenue will include c.\$25m from insolvent UK customers, with the higher revenue guidance a result of faster growth across the rest of our business. We expect EBITDA for FY23 to be c.\$22m.

The strong underlying growth in both Utilities and Veovo means we are also able to upgrade our revenue guidance for FY24, from the prior guidance of \$150m, to be in line with FY23 revenue despite the loss of 'one off' revenues of c.\$25m from insolvent UK customers. Our targeted EBITDA margin for FY24 remains at 12% to 17%.

Energy is going through the biggest transition of its time



Water is creaking and leaking and needs to transform



IT pent up demand at airports is unleashing



The opportunity is sizeable. Join us on this journey!



Thank you