



Investor Webinar

February 7th 2024



Introducing Gentrack - Amber Partnership

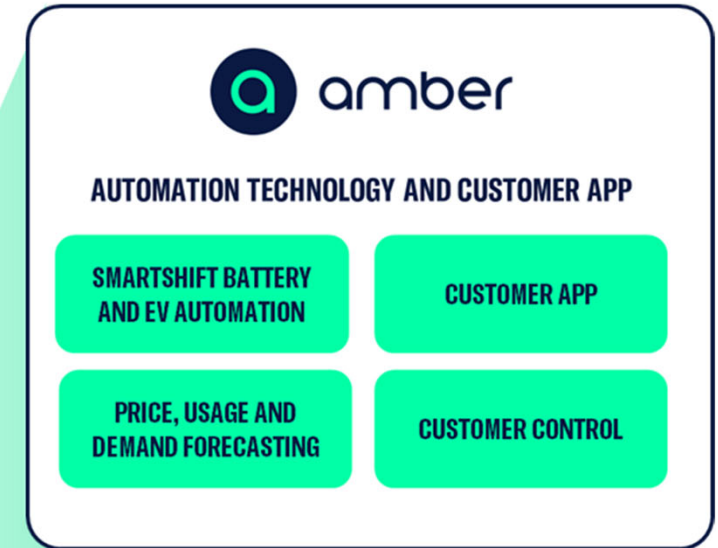
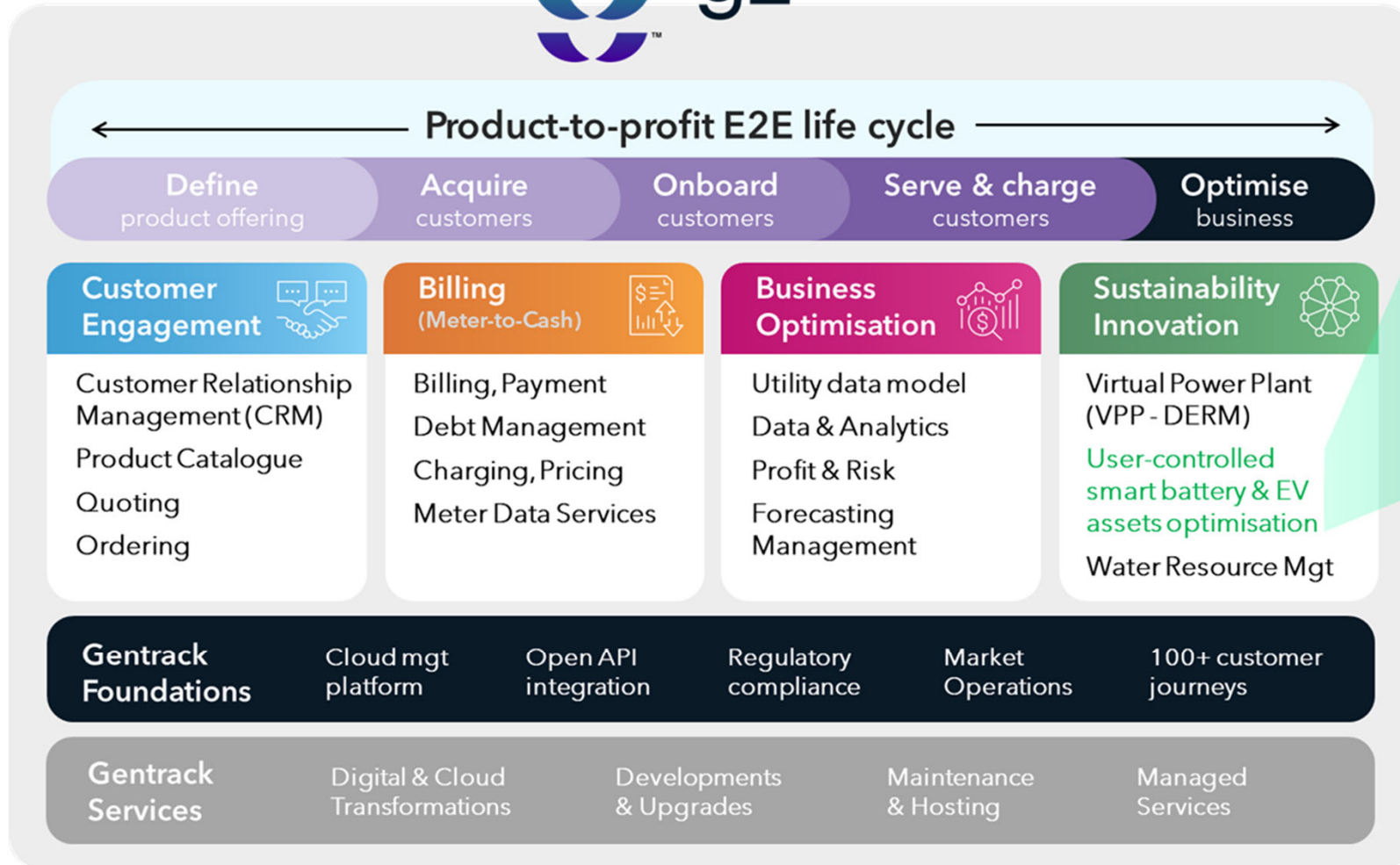
BETTER TOGETHER



SOME KEY HIGHLIGHTS

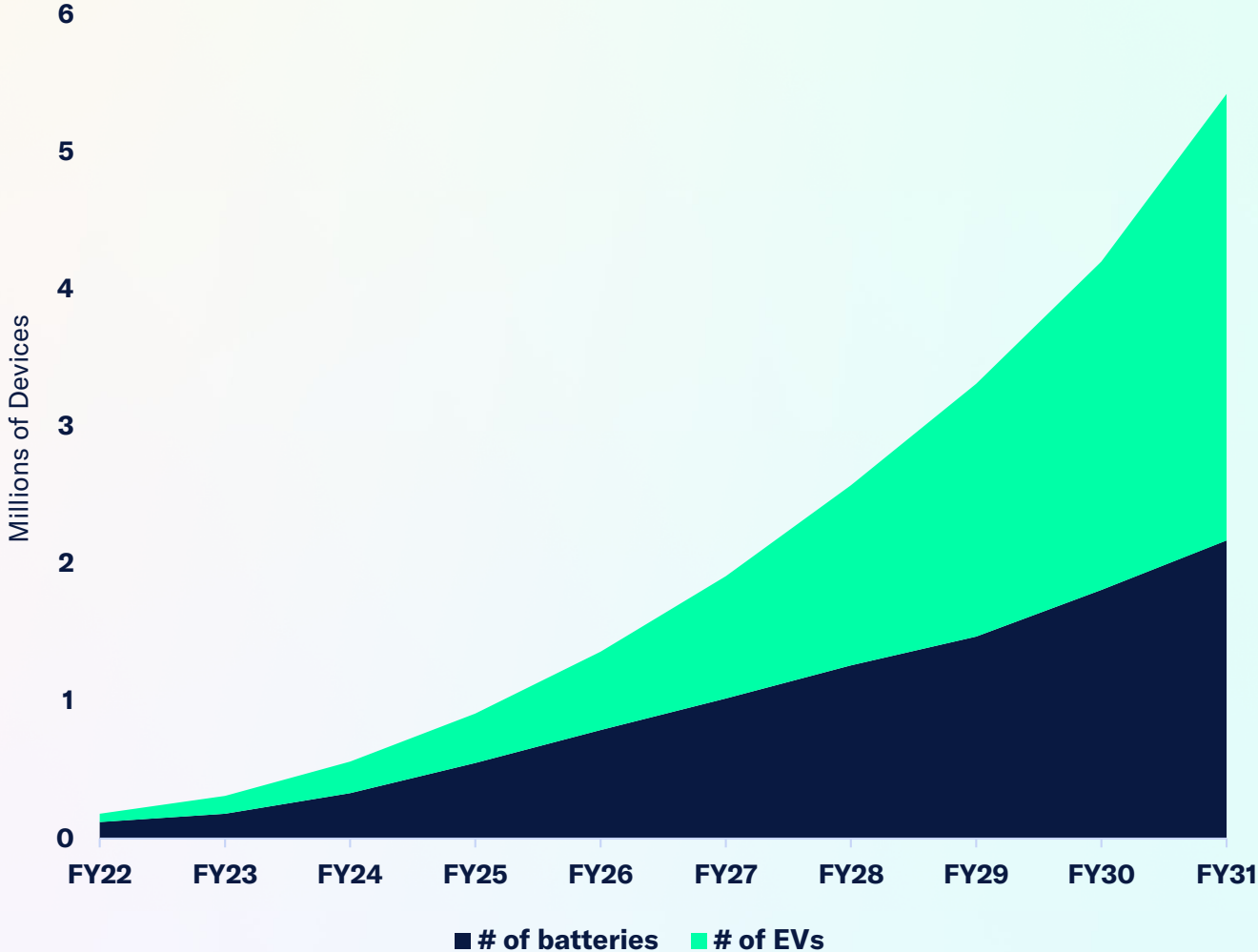
- Gentrack invested AUD \$12 million (10% stake) in Amber. Gentrack now has one board seat.
- Amber will switch to Gentrack billing and customer engagement solution to better serve their retail customers. Together we'll productize the e2e stack.
- Gentrack will leverage Amber's very innovative technology to raise interest, grow its pipeline and increase our win-rate for our core business.
- Gentrack will sell and deliver the integrated solution globally, including to its own customer base.
- This combination bypasses all our competitors with the most compelling proposition for home solar, battery and EV smart management

The Combined Extensive Market Offering



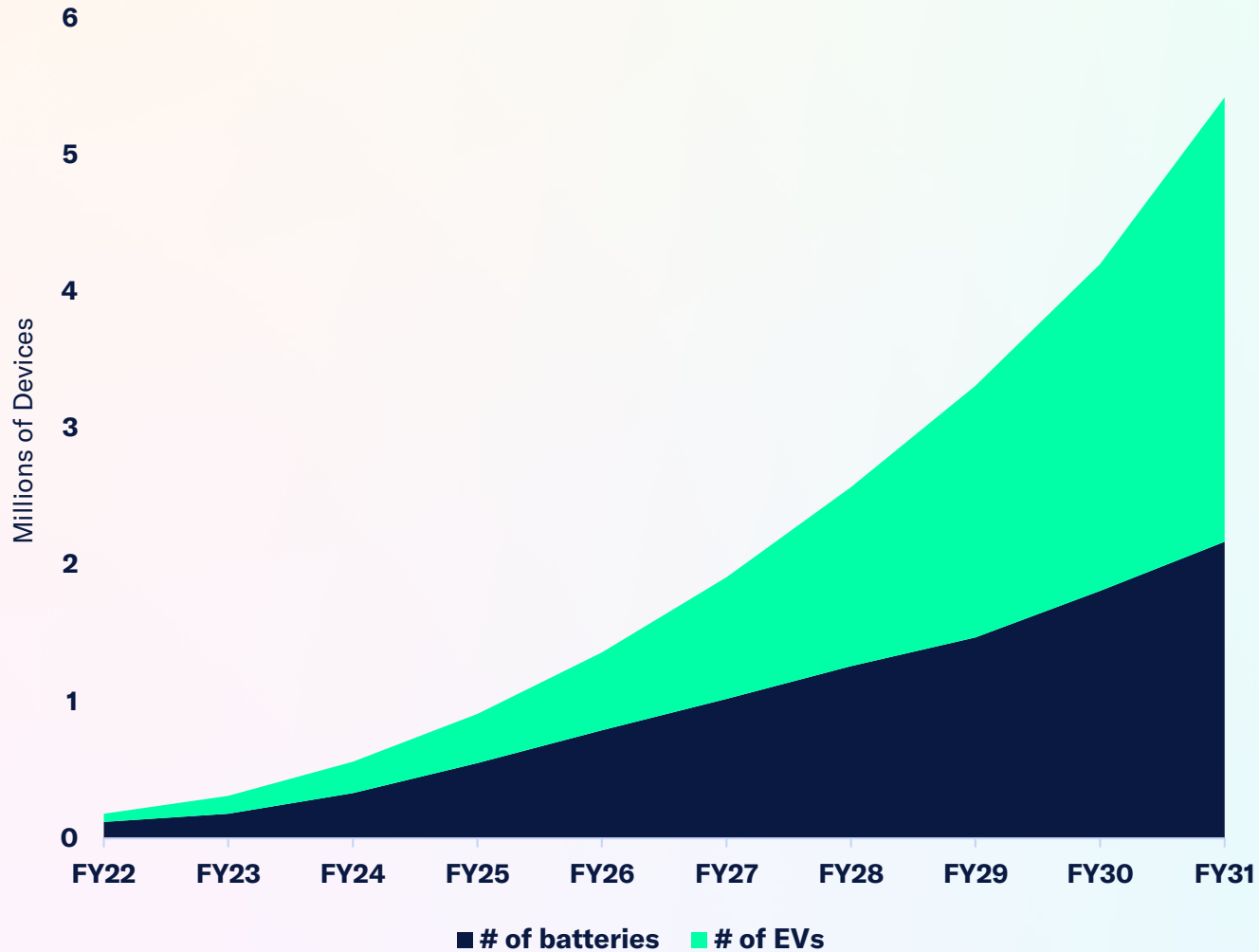
Introducing the amber team & solution

THE UPTAKE OF HOME BATTERIES AND EVS IS ACCELERATING



Australia home battery and EV uptake forecast

THE UPTAKE OF HOME BATTERIES AND EVS IS ACCELERATING



Australia home battery and EV uptake forecast

30-40%

Market share of
new controlled
home battery
market in Australia¹

1. Total market size based on 50,000 batteries installed in H2 23 (estimate based on industry expectations), 14% of those batteries being automated (based on available data from CY22).

AUTOMATION UNLOCKS >\$1000 PER YEAR



Solar & Battery

\$1000*



EV Smart Charging

\$1000†

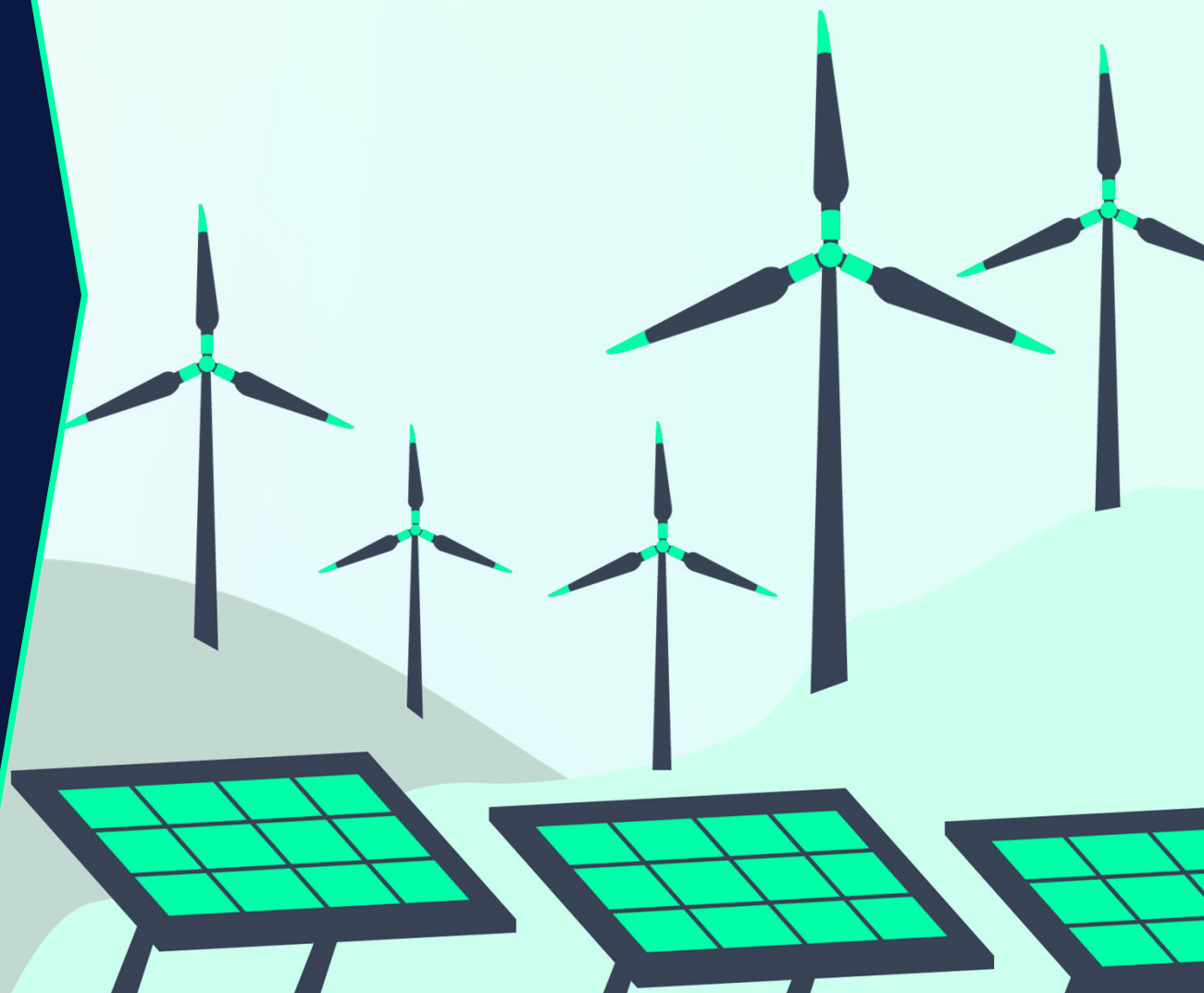


Vehicle to Grid

\$2000†



AND ACCELERATES THE 100% RENEWABLE TRANSITION



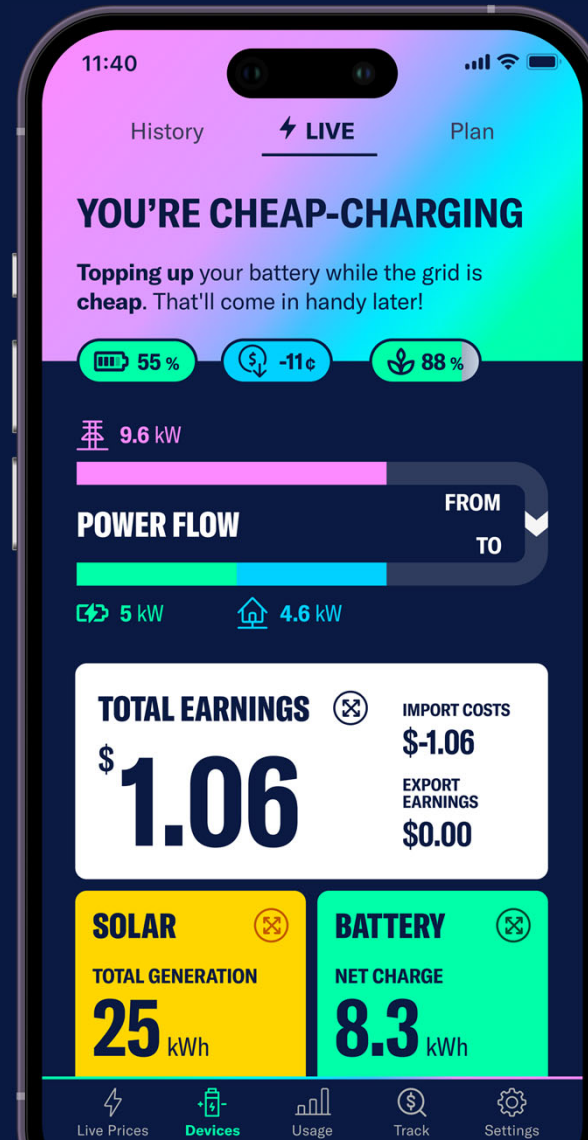
\$1088 incremental savings from battery automation with Amber is based on actual wholesale prices for the past 12 months, 6000 kWh gross annual consumption, 6.6 kW solar system, 13.5 kWh battery, max charging / discharging power 5 kW, NSW AusGrid region. Smart charger savings of \$1050 and V2G savings of \$2350 for a Nissan Leaf EV with Amber over the past 12 months in NSW if the car was plugged in when not driven (assumed driving 2 hrs/50km per day at an avg 10kWh/day) and customer has solar. Assumptions also based on 7.4 kW smart charger / Quasar V2G charger.

AMBER GIVES CUSTOMERS WHAT THEY ACTUALLY WANT

CONTROL & AUTOMATION

Gives the customers the technology to automate their battery for their benefit based on their preferences.

Amber's SmartShift software forecasts the wholesale energy price, household usage and solar production to maximize the value for the customer within their constraints.



MORE VALUE FROM THEIR ASSETS

Allows customers to earn the same price as a big generator for their exports, so they can capture more value from their battery or EV in the energy market.

Amber customers are earning up to \$100 in a day while accelerating the renewable transition.

AMBER'S BATTERY AUTOMATION TECHNOLOGY IS LEADING IN THE MOST ADVANCED GRID IN THE WORLD

17% MoM

Growth rate of the battery automation product since launch

30-40%

Market share of the new home battery automation market in Australia¹

1. Total market size based on 50,000 batteries installed in H2 23 (estimate based on industry expectations), 14% of those batteries being automated (based on available data from CY22).

AMBER AT A GLANCE



\$8.5m

Dec 23 annualised net revenue
\$5.5m subscription and \$3m device sales



\$32m

CY23 gross revenue (incl. pass through
electricity revenue)



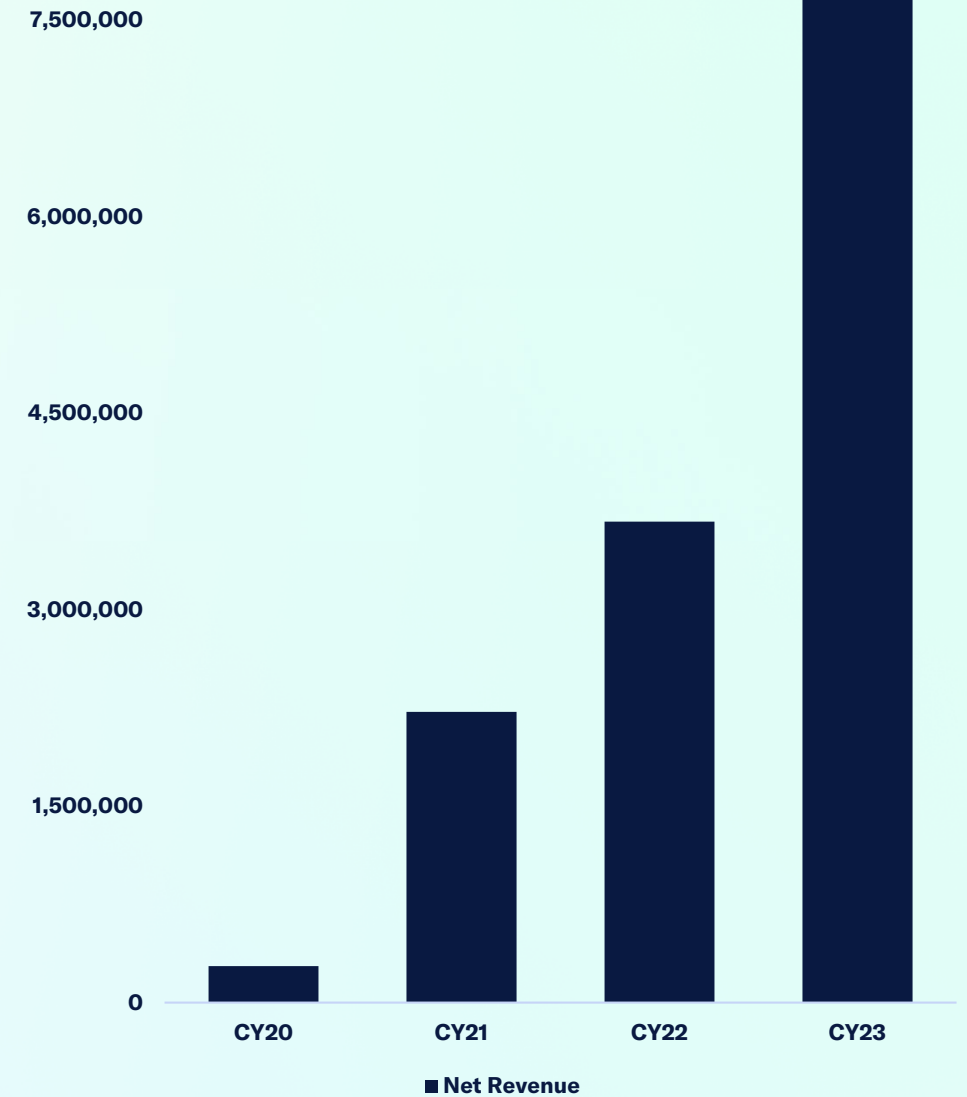
30,000

Subscription customers as at Jan 24
growing at 10% MoM



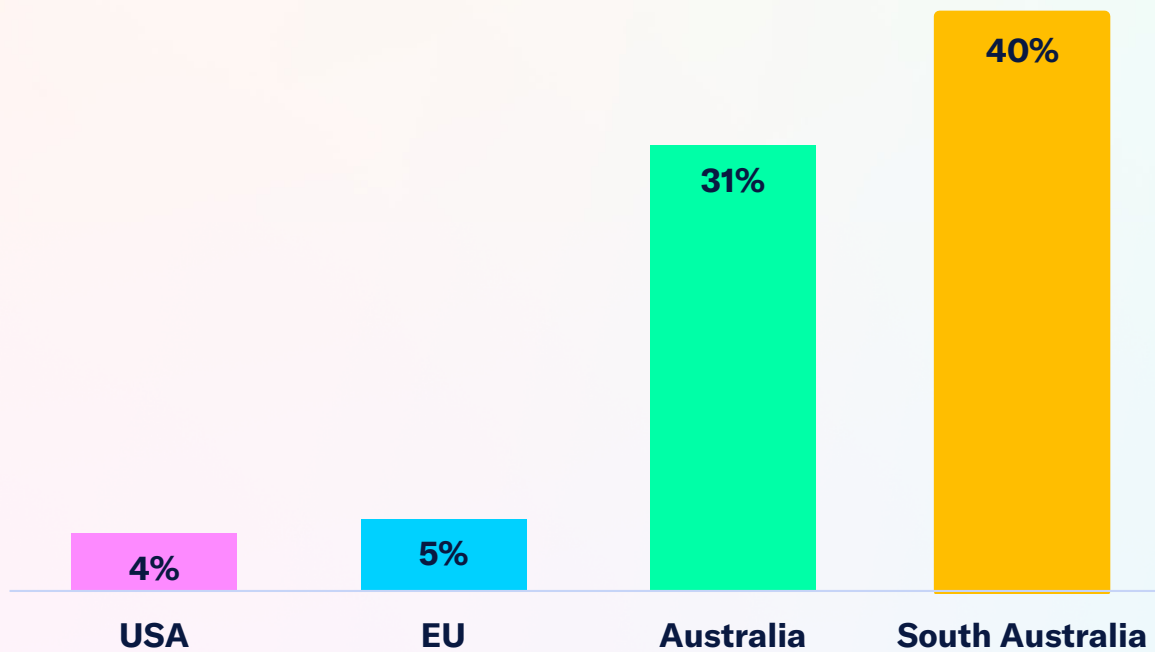
7,000

Battery & EV customers

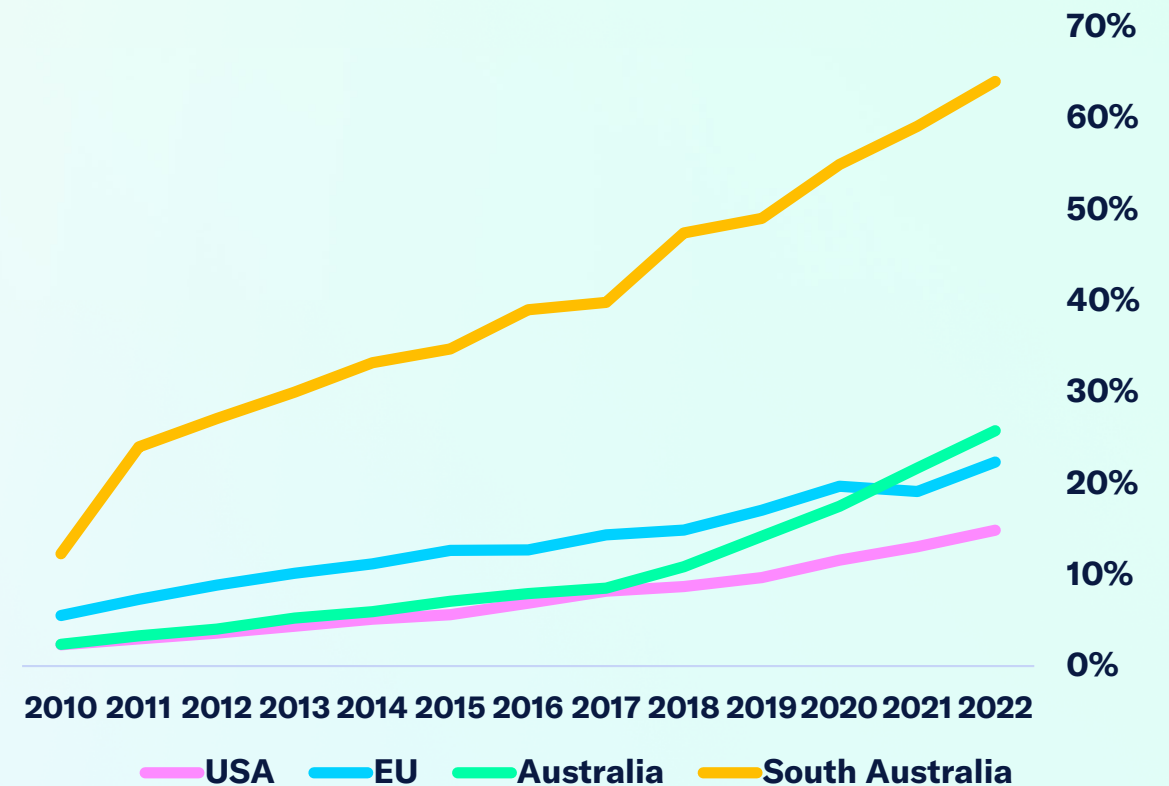


AUSTRALIA HAS THE MOST ADVANCED TWO-WAY GRID IN THE WORLD

Households with rooftop solar (2023)



Generation from Wind & Solar



EV will also play an active role in the two-way grid.

Source: ember-climate.org/data-catalogue/yearly-electricity-data, opennem.org.au, SunWiz

THE ROLE OF THE UTILITY IS CHANGING

THE PAST

Large generators capture the value of flexibility

Utilities are competing on price

Low customer trust / engagement

Retail businesses are low margin, high churn

TO SUCCEED UTILITIES WILL NEED THE BEST TECHNOLOGY

THE FUTURE

Value shifts to customers with automated batteries and EVs

Product is the new dimension of competition

High customer trust and engagement






Higher margin, stickier customers

AMBER AND GENTRACK ARE DEVELOPING THE CORE UTILITY TECH BUNDLE FOR A RENEWABLE POWERED FUTURE





BETTER TOGETHER (RECAP)

-  Amber & Gentrack will productise the e2e solution
-  Gentrack billing + crm stack will make amber retail operations run better
-  Gentrack will sell and deliver the integrated solution globally, targeting its 60+ customer base
-  Amber technology is super innovative and will help grow the Gentrack pipeline for new logos
-  This combination leapfrogs all our competitors with the most compelling proposition for home solar, battery and EV smart management

OTHER IMPORTANT GENTRACK NEWS

Mark Rees

Gentrack new Chief Technology Officer (CTO)



CTO at **Xero** New Zealand
(10 years, 6 as CTO)



CPO and CTO at **Trade Me**
(1 year)



CTO at **Microsoft** New Zealand
(8 years, 4 years as CTO)





**Any
Question?**