



# **GENTRACK RESULTS**

## **FOR THE FULL YEAR TO 30 SEPTEMBER 2017**

**UPDATED: 14 DECEMBER 2017**



# IMPORTANT NOTICE

This presentation contains forward-looking statements. Forward-looking statements often include words such as 'anticipate', 'expect', 'plan' or similar words in connection with discussions of future operating or financial performance.

The forward-looking statements are based on management's and directors' current expectations and assumptions regarding Gentrack's business and performance, the economy and other future conditions, circumstances and results. As with any projection or forecast, forward-looking statements are inherently susceptible to uncertainty and changes in circumstances. Gentrack's actual results may vary materially from those expressed or implied in its forward-looking statements.

This presentation includes unaudited financial information for the year ended 30 September 2017. Audited financial statements will be issued on 30 November 2017.





BUSINESS  
UPDATE

FINANCIAL  
RESULTS

OUTLOOK

STRATEGIC  
FOCUS

Q&A

## ESSENTIAL SOFTWARE FOR ESSENTIAL SERVICES

We pair our powerful platforms with deep market knowledge to help utilities and airports lower service costs, drive innovation and confidently navigate market reform.

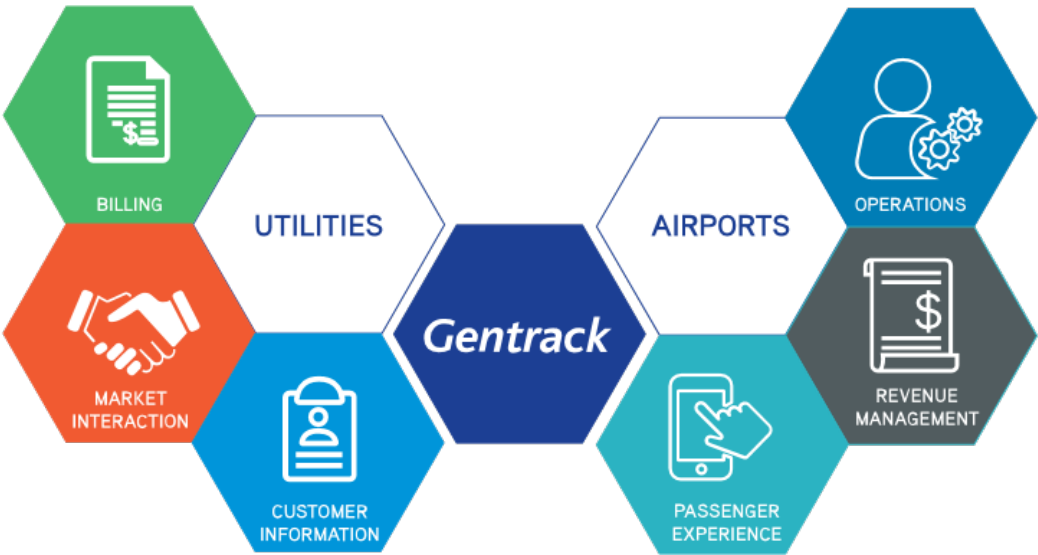
### EXPERTISE AND PASSION



# WORLD-CLASS SOLUTIONS FOR UTILITIES AND AIRPORTS

Gentrack Velocity

Junifer utilities



AIRPORT 20/20

BlipTrack™

CA+ Concessionaire Analyzer +  
INTELLIGENCE FOR AIRPORTS



# DELIVERING RESULTS in FY17

- 12 new utility and 9 new airport customers
- 27 customer projects delivered, including completion of Gentrack's largest utility billing project in Australia
- Expansion of our managed service and subscription based offerings and investment
- Successful integration of three acquisitions delivering profit expectations
- New market entry
  - Utilities: South East Asia – Opened Singapore office
  - Airports: Greenland, Abu Dhabi, Jersey and Kenya.



# EXPERIENCED LEADERSHIP DRIVING BUSINESS GROWTH



**PAUL KING**

COUNTRY MANAGER – AUSTRALIA



**SAUL NURTMAN**

MANAGING DIRECTOR – UK/EUROPE



**DAVID WILLS**

CHIEF OPERATING OFFICER – GLOBAL

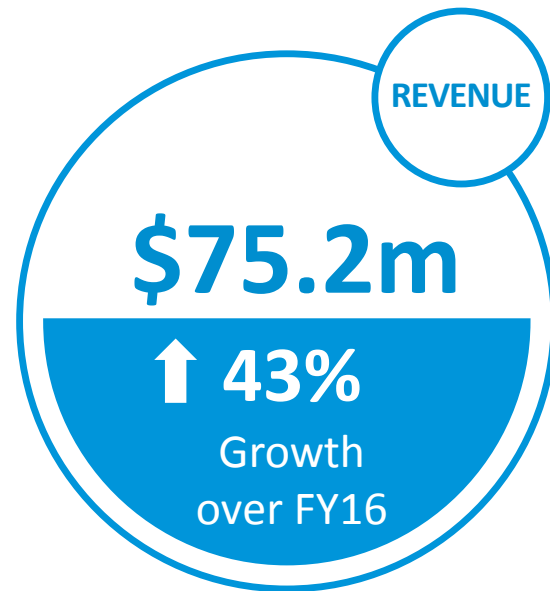


**CHRIS WARRINGTON**

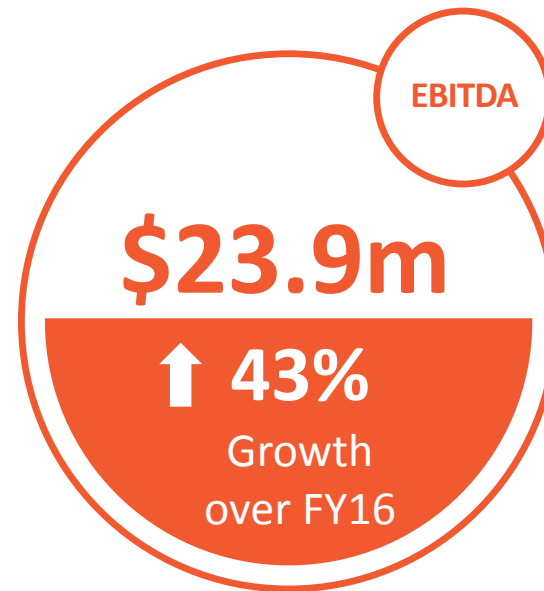
VP AIRPORTS – GLOBAL



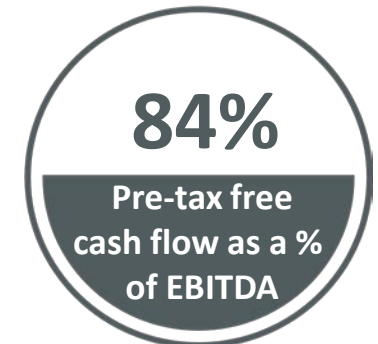
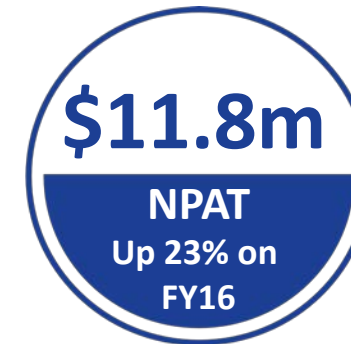
# FINANCIAL PERFORMANCE



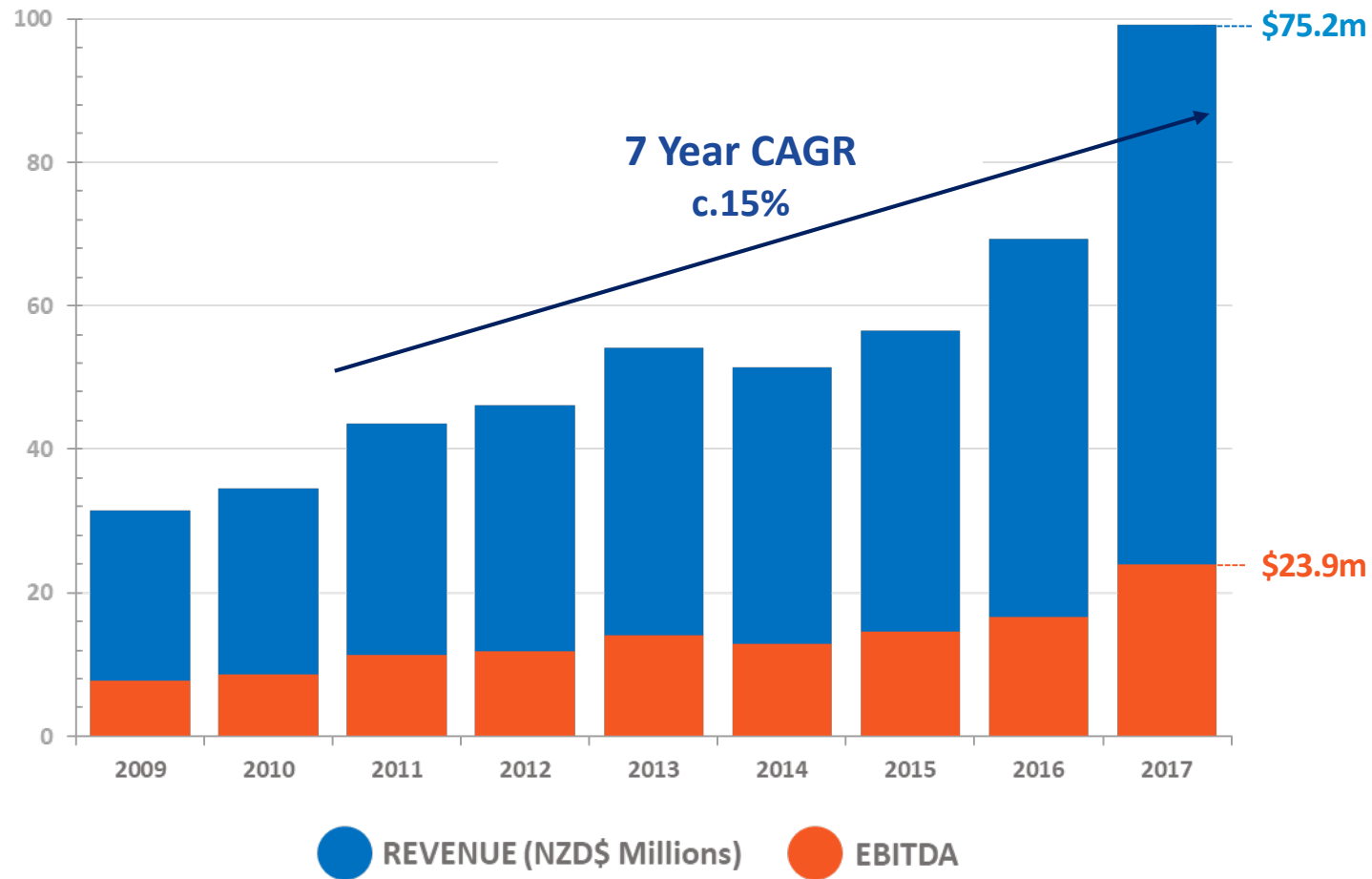
↑ 18%  
EXCLUDING ACQUISITIONS



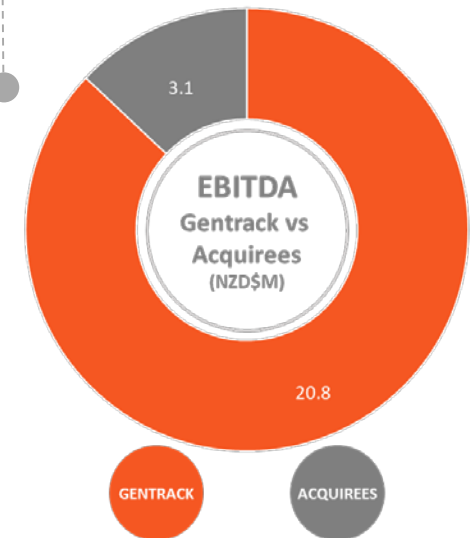
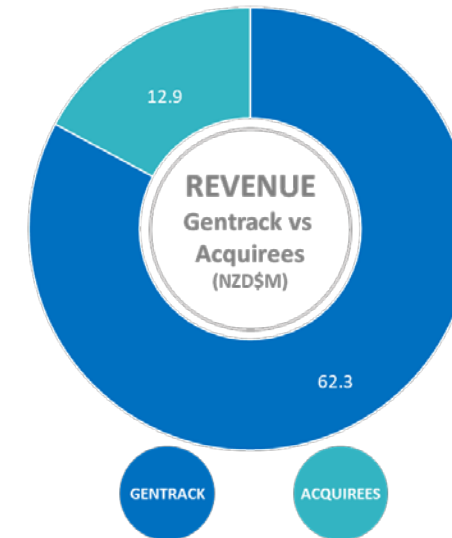
↑ 24%  
EXCLUDING ACQUISITIONS



# DELIVERING CONSISTENT RESULTS



- Continuous organic growth
- Strategic growth acquisitions
- Consistent dividend growth since IPO





# DIVISIONAL ANALYSIS

## UTILITIES

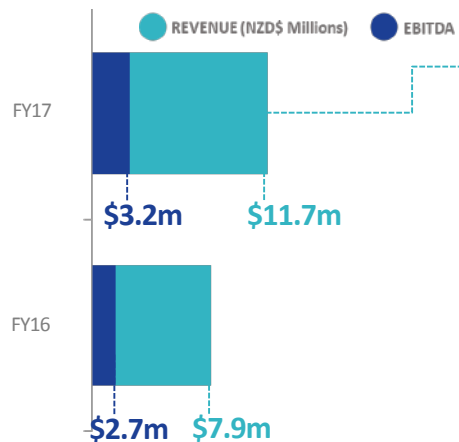


Utilities delivered strong growth, up 42% on FY16.

The utilities business now occupies first or second market share position for billing and CIS solutions in our three chosen markets.

Our addressable market has increased to include new market entrants and tier one energy suppliers.

## AIRPORTS

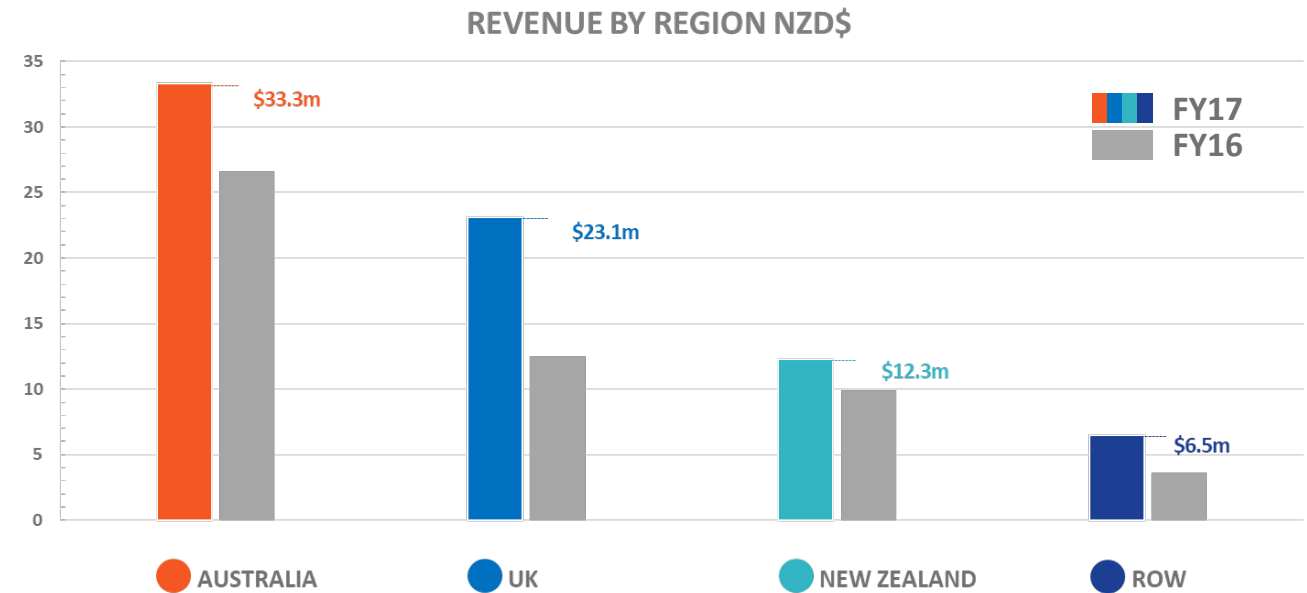
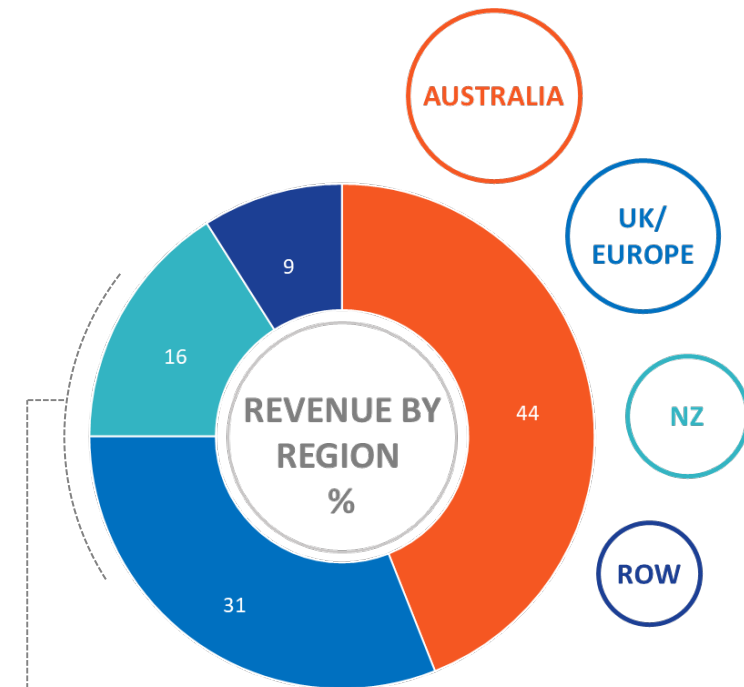


Airports grew revenues by 46%.

Acquisitions expanded the airports solution offering to cover passenger experience and revenue management – areas of significant focus for this sector.

Airports EBITDA up 18% on FY16.

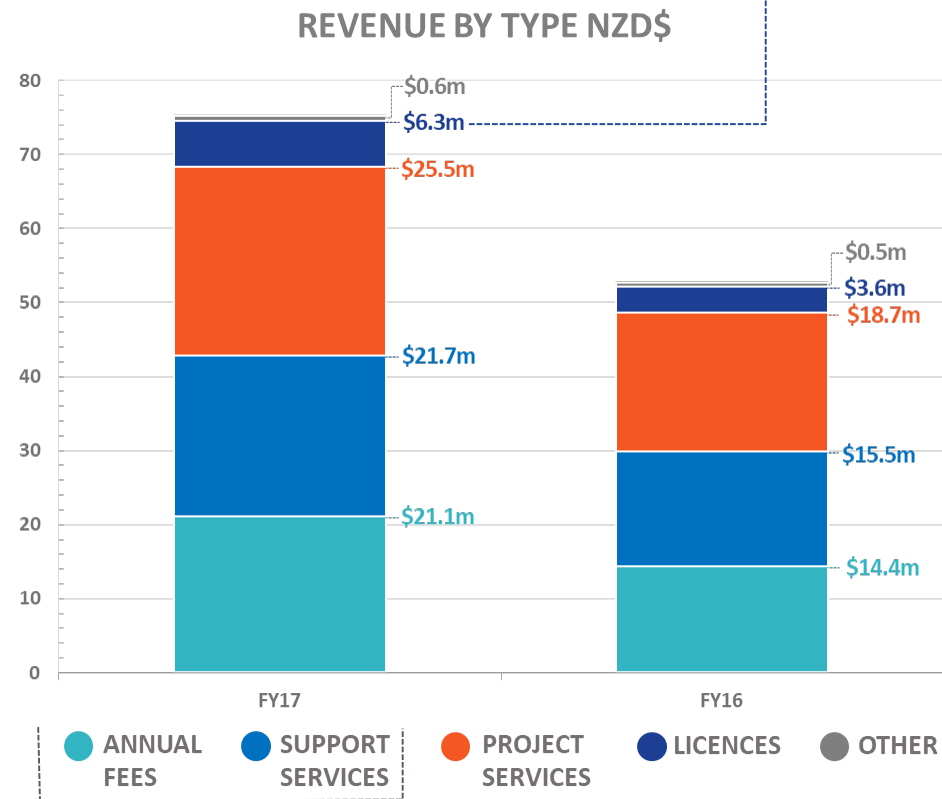
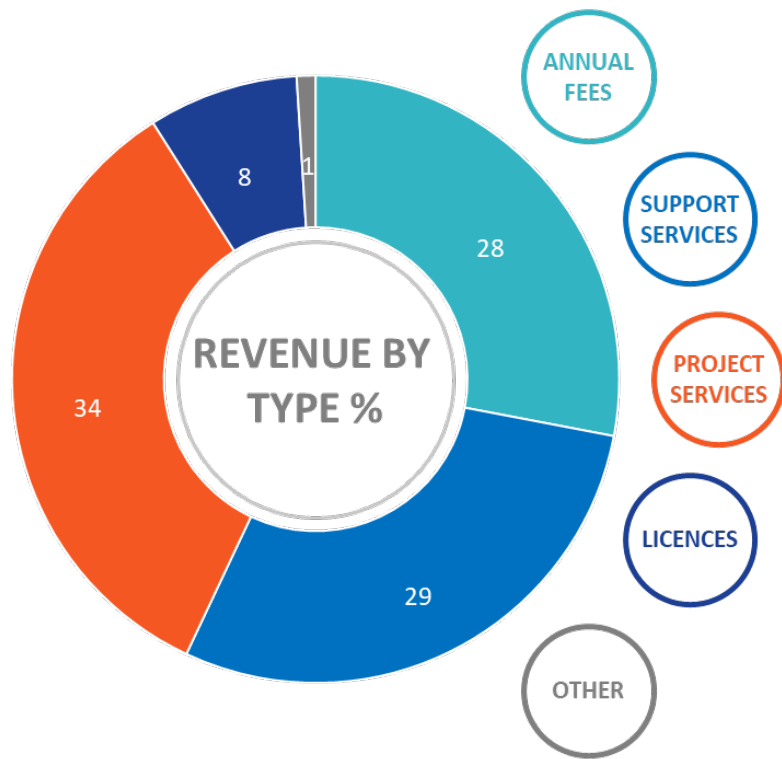
# GEOGRAPHIC ANALYSIS



- Australia Energy regulatory reform driving growth
- UK/Europe Addition of new customers to the Junifer platform
- Largest European utility selects Velocity – initial project in Romania
- ROW First customer in Singapore and new offices to support Southeast Asia operation.



# REVENUE TYPE ANALYSIS



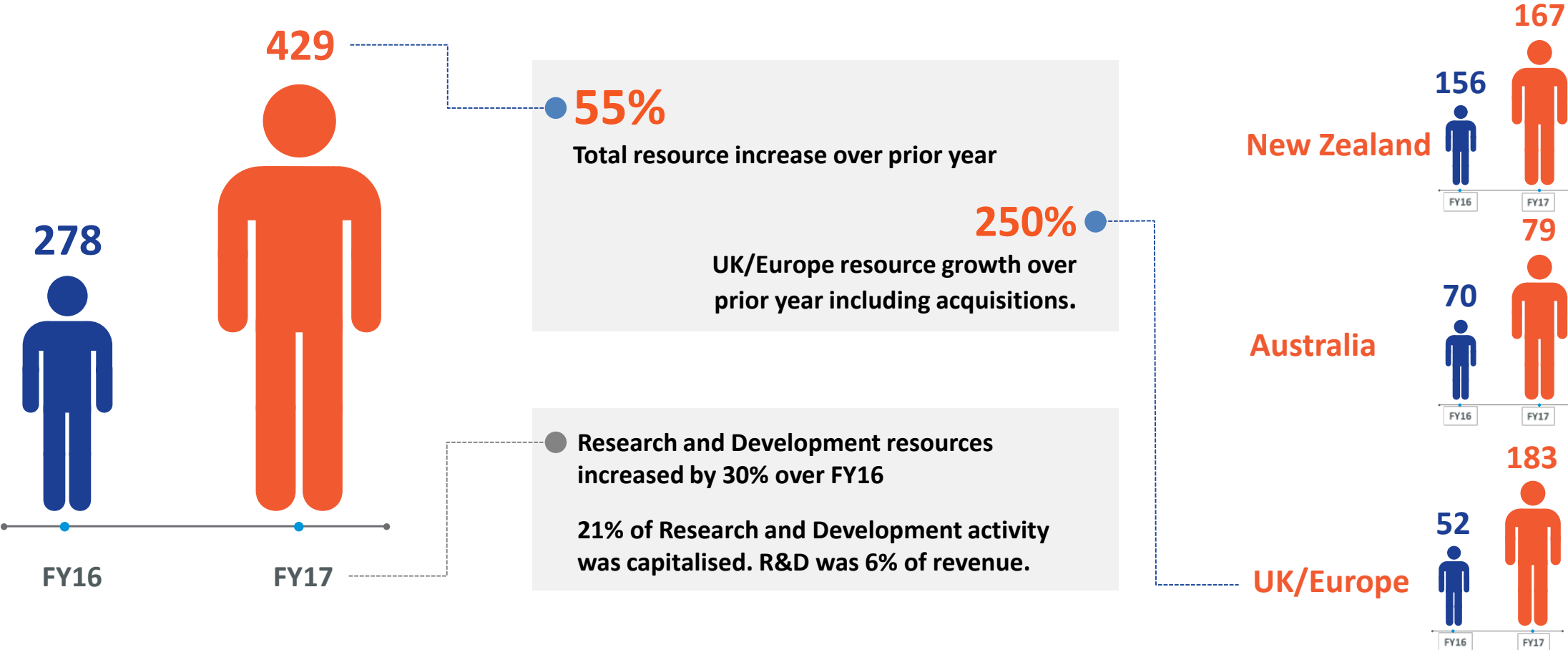
● Licence growth was 74%

● 90%+ of revenues are from existing customers

● Recurring revenues grew by 43%.



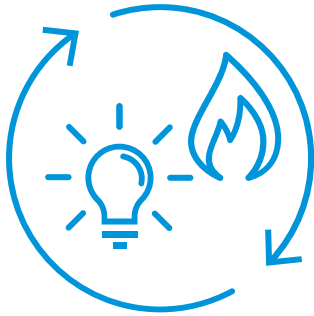
# GLOBAL RESOURCE GROWTH



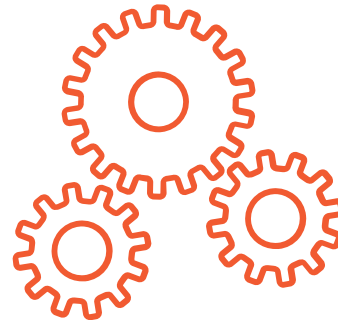
# FY18 OUTLOOK

- Continued growth in FY18 driven by ongoing energy and water market reforms in Australia, UK and Singapore
- Targeting 15%+ long term EBITDA growth albeit results in any given year may be impacted by the timing of projects
- Increasing delivery of value from recent strategic growth acquisitions
- Expanded R&D program to deliver against medium and long-term growth strategy
- New Gentrack Headquarters in Auckland and expansion of offices in Melbourne and London to support ongoing resource growth.

# CAPITALISING ON CHANGING MARKETS



**COMPETITIVE  
RETAIL MARKETS**



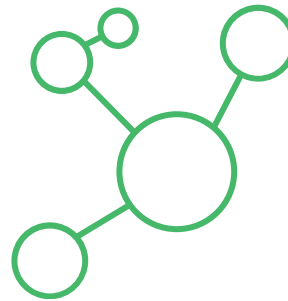
**DEMAND FOR  
MANAGED SERVICES**



**NEW RETAIL  
BUSINESS MODELS**



**CUSTOMER DRIVEN  
TECHNOLOGIES**



**EVOLVING MARKET  
FRAMEWORKS**



**NEW SERVICES  
PLATFORMS**

# FOCUSED CHANGE TO DELIVER STRONGER OUTCOMES

## LEVERAGING CLOUD EFFICIENCIES

- Expanding Gentrack's managed service offering
- Optimising the value of cloud technologies
- Gentrack Platform-as-a-Service for digital innovation.



## CORE R&D INVESTMENT

- Pre-packaged/ market ready solutions
- Service excellence
- Gentrack platform a key enabler of utility innovation
- Extended partner ecosystem.



## PRODUCT DELIVERY INNOVATION

- Subscription based solutions for utilities
- SaaS mindset
- Delivering regular and increased value to customers
- AGILE methodology enhancing collaboration.



## CHANGING UTILITIES MARKETS

- New regions
- Expanding Gentrack's addressable market
- Leveraging market ready solutions and expertise
- Increased share of wallet.



## CONSISTENT SHAREHOLDER VALUE

- Revenue and EBITDA growth aligned with guidance
- EPS growth
- Investment in product and people.





# GENTRACK CORE COMPETENCIES FOR UTILITIES

## BILLING

We excel at meeting complex Billing needs, at scale across Domestic, SME and Commercial/Industrial sites.

## MARKET INTERACTIONS

We have a deep understanding of complex market interactions and enable utilities to stay compliant and connected.

## CUSTOMER INFORMATION

We hold a utility's core customer information and support them in managing the relationship.

## METERING

We understand meter data and how modern utilities can leverage it for new services.



# BRINGING JUNIFER TO AUSTRALIA AND NEW ZEALAND



## Smart billing and CRM for new entrant energy retailers

- Out of the box meter-to-cash capabilities
- SaaS and Cloud enabled
- Onboard with ease and scale quickly
- Localised for market regulatory frameworks
- Extending Gentrack's local footprint:
  - NZ: 24% of retail brands
  - Australia: 20% of retail brands

### Electricity and Gas Retail Brands

<sup>1</sup> 2017 AEMC Retail Energy Competition Review – 25 July 2017 (NEM + WA/NT)

<sup>2</sup> Electricity Authority – [www.emi.ea.govt.nz](http://www.emi.ea.govt.nz) and [www.gasindustry.co.nz](http://www.gasindustry.co.nz)





# APPENDICES



CARVE YOUR  
UNIQUE OFFER

EMBRACE  
DIGITAL

NAVIGATE  
MARKET CHANGE

# ESSENTIAL SOFTWARE FOR ESSENTIAL SERVICES

Play your way. Shape your future.







OPERATIONS



REVENUE



PASSENGER  
EXPERIENCE

# CONNECTED INTELLIGENCE

Connect your data to unlock its true value, and make better decisions, faster.

**BlipTrack™**

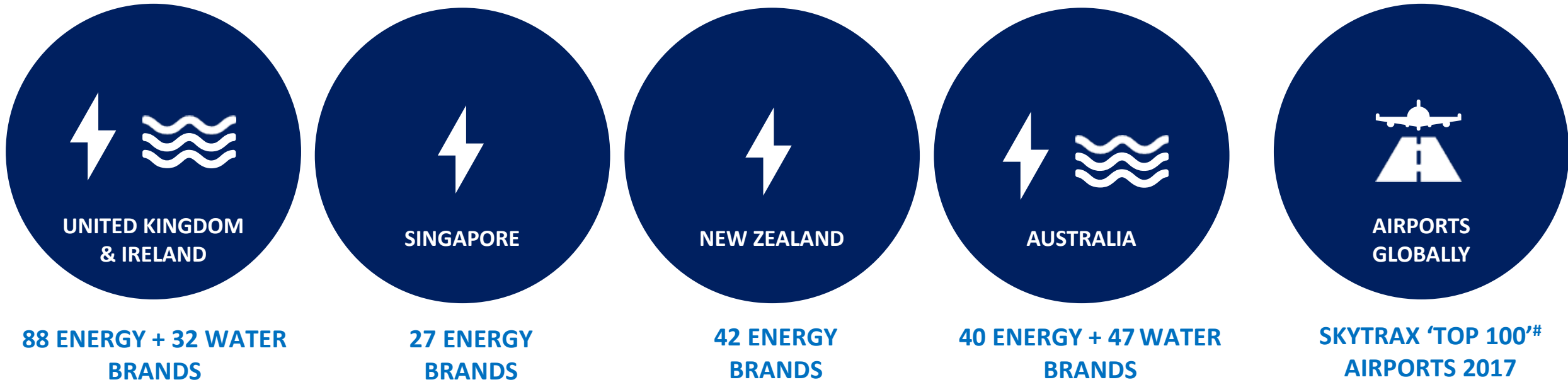


**Concessionaire Analyzer +**  
INTELLIGENCE FOR AIRPORTS

**AIRPORT 20/20**



# ADDRESSABLE MARKET IN CORE GROWTH REGIONS



## GENTRACK POSITION



# GAAP TO NON-GAAP PROFIT RECONCILIATION

GAAP to non-GAAP profit reconciliation		
Period	12 Months 30-Sep-17	12 Months 30-Sep-16
<b>Reported net profit for the period (GAAP)</b>	<b>11,825</b>	<b>9,608</b>
Add back: amortisation	3,314	2,015
Add back: tax adjustment for amortisation	(845)	(533)
<b>NPATA</b>	<b>14,294</b>	<b>11,090</b>
Add back: net finance expense/(income)	1,152	1,208
Add back: income tax expense less tax adjustment above	6,456	4,067
Add back: depreciation	677	362
Add back: acquisition costs	1,325	0
<b>EBITDA</b>	<b>23,904</b>	<b>16,727</b>





# FY17 RESULTS ON A CONSTANT CURRENCY BASIS

NZ\$000	FY16	FY17	FY17 on CONSTANT CURRENCY*	Δ %
Revenue	52,734	75,181	78,533	-4%
EBITDA	16,727	23,904	24,783	-4%
NPATA	11,090	14,294	14,884	-4%
NPAT	9,608	11,825	12,355	-4%
Net Cash Balance	18,818	9,727	* Based on FY16 exchange rates and actuals  <i>All figures in NZ \$</i>	
Final Dividend (cps)	7.7	8.5		
Full year Dividend (cps)	11.9	12.7		

