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# GENTRACK GROUP LTD (GTK) ANNUAL MEETING

28 February 2018

[www.gentrack.com](http://www.gentrack.com)

# ESSENTIAL SOFTWARE FOR ESSENTIAL SERVICES

## ***A year of transformation and growth***

- Continued profitable growth within utilities and airports markets
- Three strategic acquisitions last year are integrated and delivering on plan
- Investing in productised solutions which can be delivered quicker, plus managed services
- Australia, UK and NZ set up as autonomous regions for sales and delivery
- Winning new customers and working closely with existing customers to optimise their solutions. 80 utilities and 110 airports globally using our mission critical software
- Developing our people and building a culture of collaboration and knowledge sharing



# SHAREHOLDER ANALYSIS

**3553**

NUMBER OF  
SHAREHOLDERS

**30%**

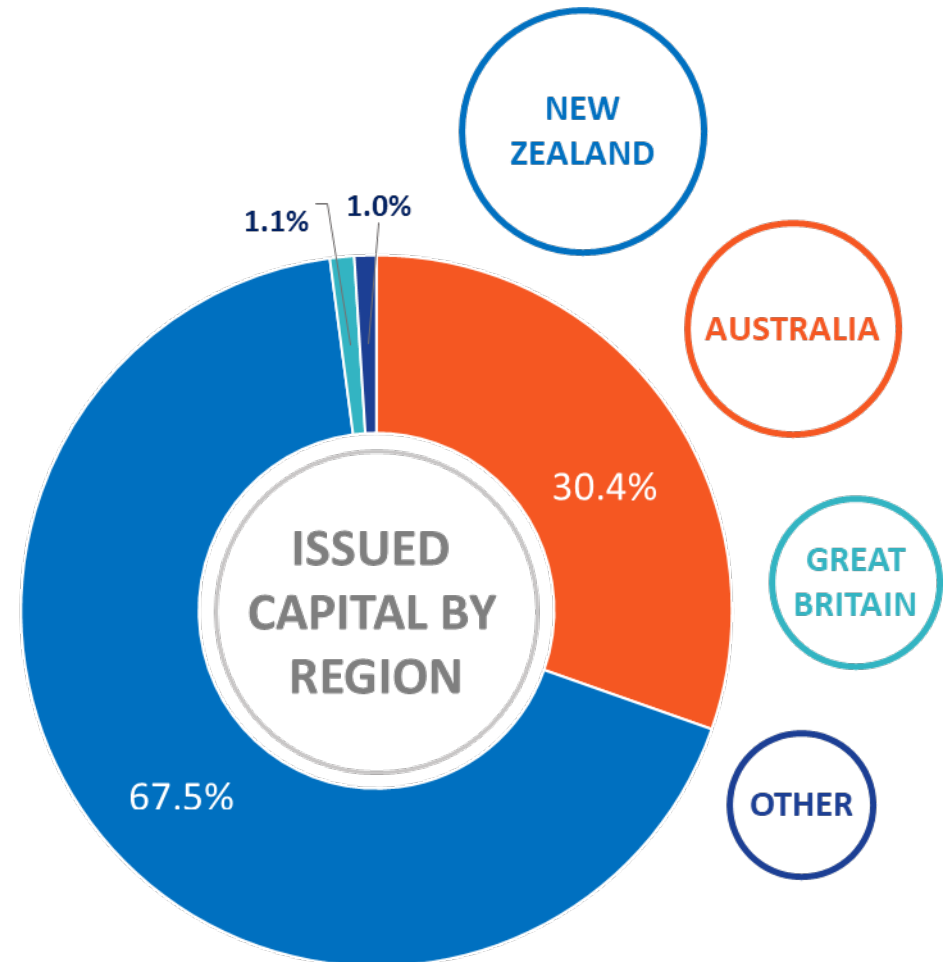
HOLDING OF  
DIRECTORS & OFFICERS

**70%**

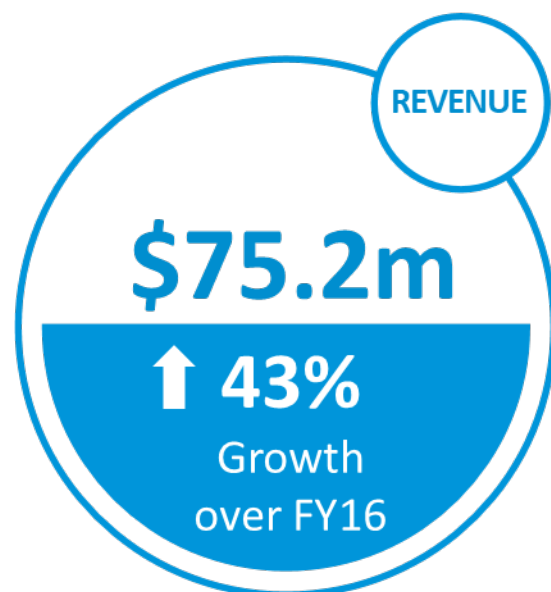
HOLDING OF TOP 20  
SHAREHOLDERS

**5**

SHAREHOLDERS  
WITH 5%+



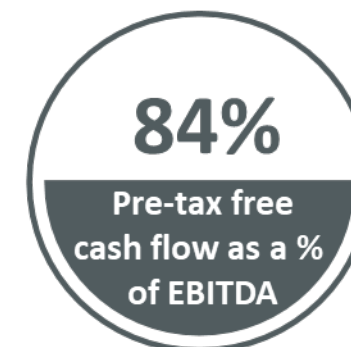
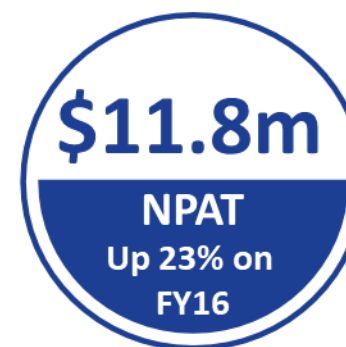
# FY17 HIGHLIGHTS



**↑ 18%**  
EXCLUDING ACQUISITIONS



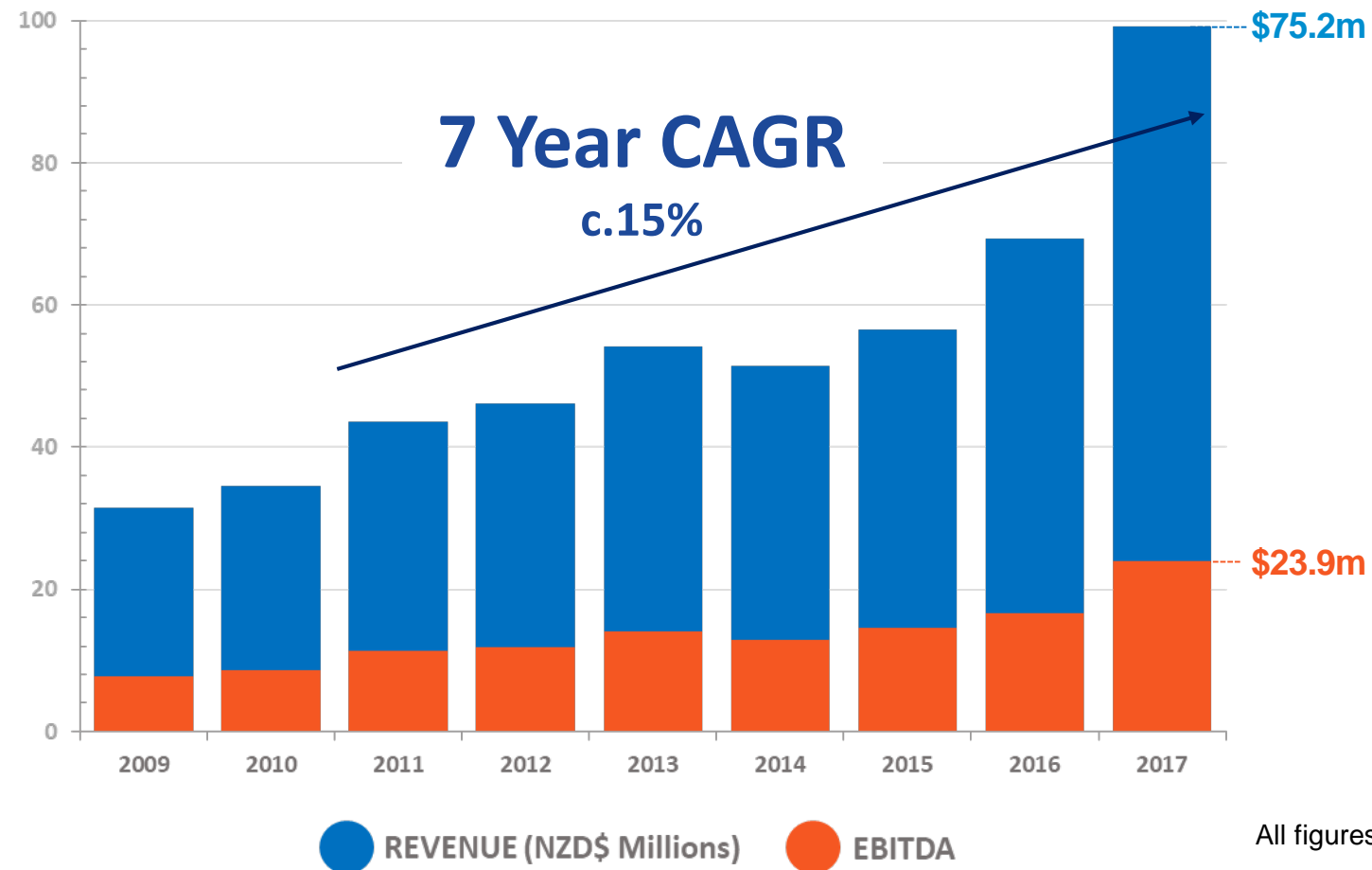
**↑ 24%**  
EXCLUDING ACQUISITIONS



All figures shown in NZD



# DELIVERING CONSISTENT RESULTS



# EMPOWERING THE UTILITIES REVOLUTION



**COMPETITIVE  
RETAIL MARKETS**



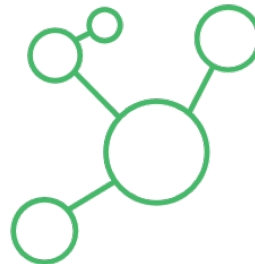
**DEMAND FOR  
MANAGED SERVICES**



**NEW RETAIL  
BUSINESS MODELS**



**CUSTOMER DRIVEN  
TECHNOLOGIES**



**EVOLVING MARKET  
FRAMEWORKS**



**NEW SERVICES  
PLATFORMS**



# STRATEGY

- Profitable growth in our existing markets
- Invest in our products, operating model and strategic partnerships
- Deliver cost effective cloud based solutions to enable our customers to innovate
- Maintain a watching brief on new geographic markets
- Continue our track record of shareholder returns, with a dividend policy of 70-80% of NPATA and conservative gearing







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# CEO UPDATE

Ian Black

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# FY17 HEADLINES

- 21 new customers signed
- New geographies including Singapore, Romania, Greenland, Abu Dhabi, Jersey and Kenya
- 3 strategic acquisitions
- New executive leadership
- New headquarters in Auckland and office in Singapore
- Expansion of our managed service and subscription based offerings
- Global headcount up 55%.



# REVENUE TYPE

Licence revenues up 74%

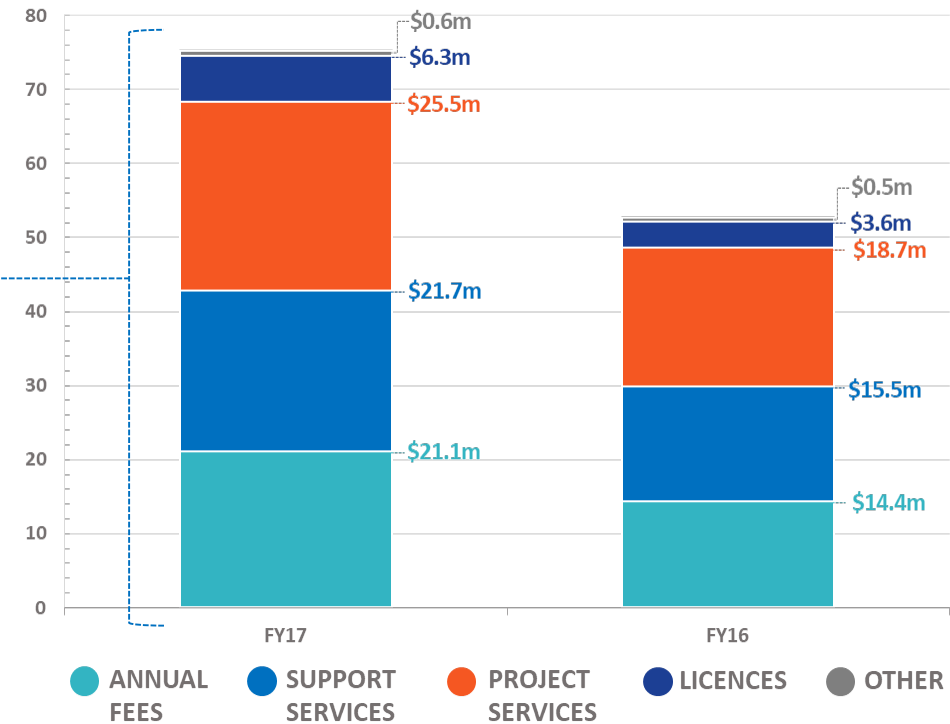
Recurring revenues up 43% to \$42.8m

- Annual Fees revenue up 47%
- Support Services revenue up 40%

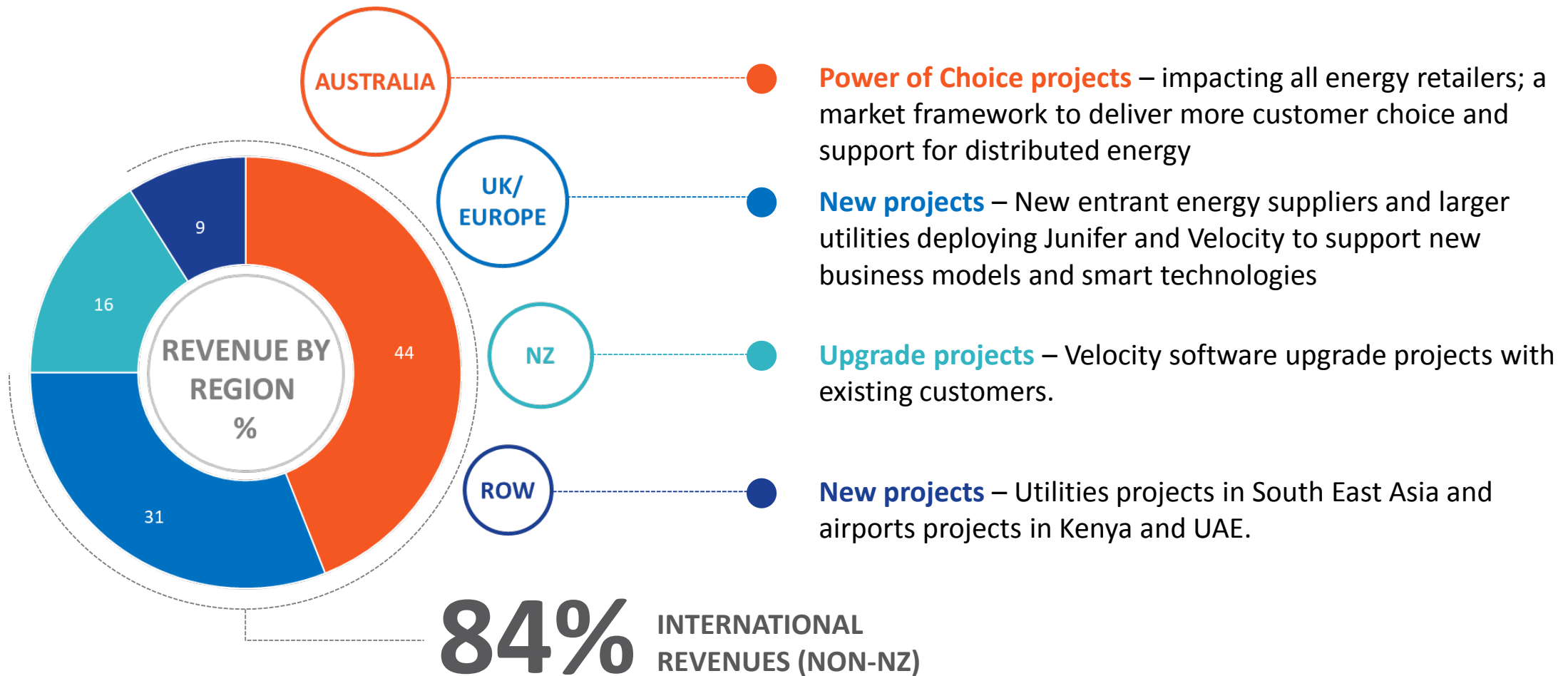
Project Services revenue up 36%

90%+ revenue is from existing customers.

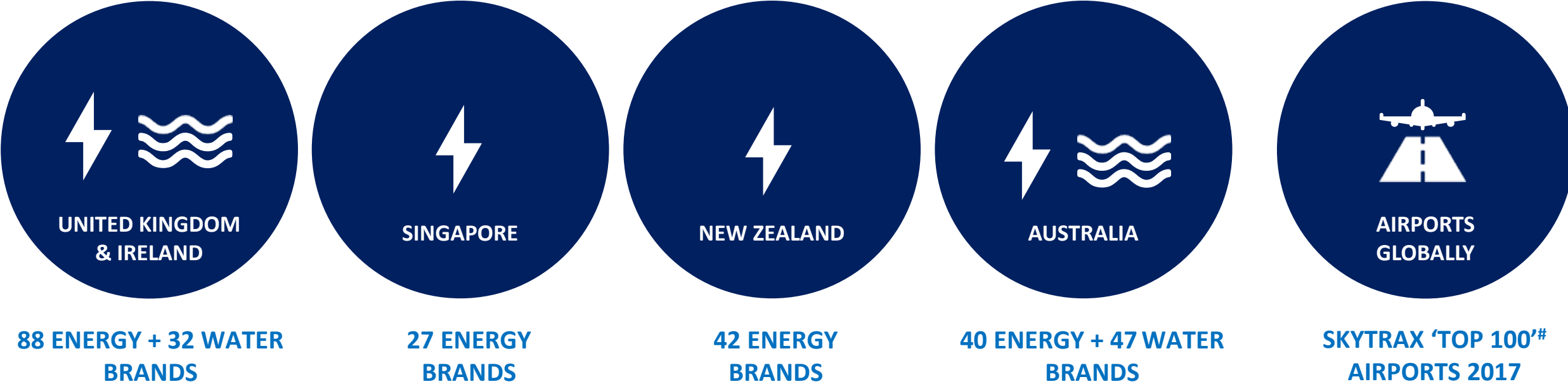
REVENUE BY TYPE NZD



# REVENUE BY REGION



# ADDRESSABLE MARKET IN CORE GROWTH REGIONS



## GENTRACK POSITION





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# FY18 OUTLOOK

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# OUTLOOK

- Utilities and Airports businesses are trading well, with acquisitions now integrated
- First half EBITDA is expected to be \$15m - \$16m, depending on project timing
- This compares to \$8.84m in the previous year, showing the benefit of the acquisitions
- Organic growth remains strong and we expect to provide more guidance on the full FY18 result when the half year results are announced in May.







## PREDICTIVE COLLABORATION PLATFORM FOR AIRPORTS

AIRPORT  
**20/20**



Concessionaire Analyzer +  
INTELLIGENCE FOR AIRPORTS

**BlipTrack™**

A connected airport ecosystem  
to **plan, predict, and perfect**  
every decision.





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END

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