



Gentrack Group Annual Shareholder Meeting

24 February 2022



Voting Details

- To vote, you will need to click "Get Voting Card" within the online meeting platform. You will be asked to enter your Shareholder or Proxy Number to validate. Please then mark your voting card in the way you wish to vote by clicking "FOR", "AGAINST" or "ABSTAIN" on the voting card. Once you have made your selection please click "Submit Vote" on the bottom of the card to lodge your vote.
- I would encourage you to send through your questions as soon as you can through the virtual meeting website. This will allow us to answer these questions at the appropriate time of the meeting. To ask a question, you will need to click "ask a question" within the online meeting platform, select the item of business, type in your questions and click submit.

Please refer to the virtual meeting online portal guide or use the help line on 0800 200 220 if you're in New Zealand or +64 9 967 7751 if you're outside New Zealand if you require assistance.

The Gentrack Board



Andy Green
Chair



Darc Rasmussen
Non-Executive
Director



Fiona Oliver
Non-Executive
Director



Gary Miles
CEO



Nick Luckock
Non-Executive
Director



Stewart Sherriff
Non-Executive
Director

Proxy Voting

Proxies have been appointed for the purposes of this meeting in respect of approximately **63 million shares**, representing over **63%** of the total number of shares.

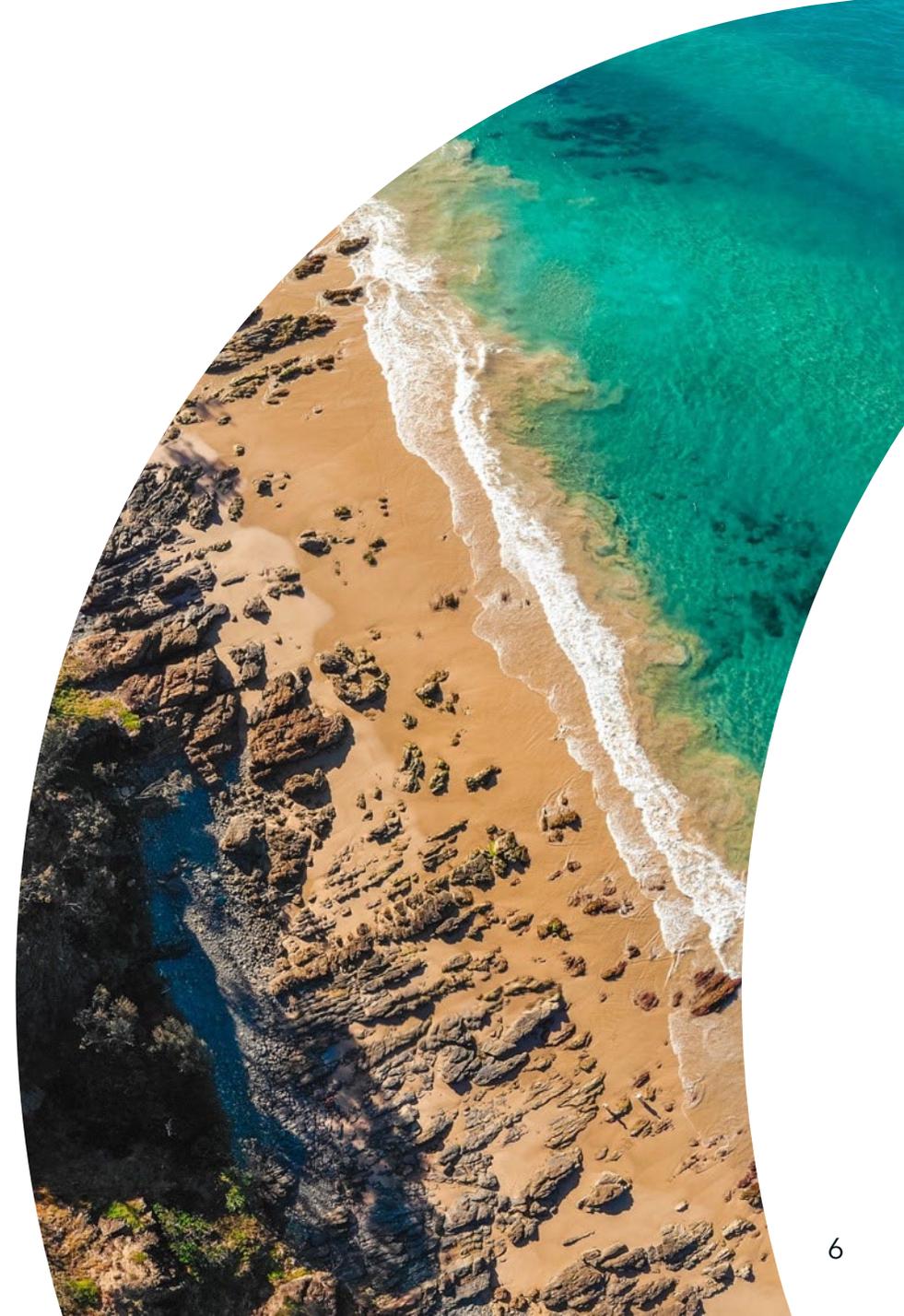
Agenda

1 Chair's Address

2 CEO's Address

3 Formal business of the meeting which includes the resolutions of the meeting

4 General Business



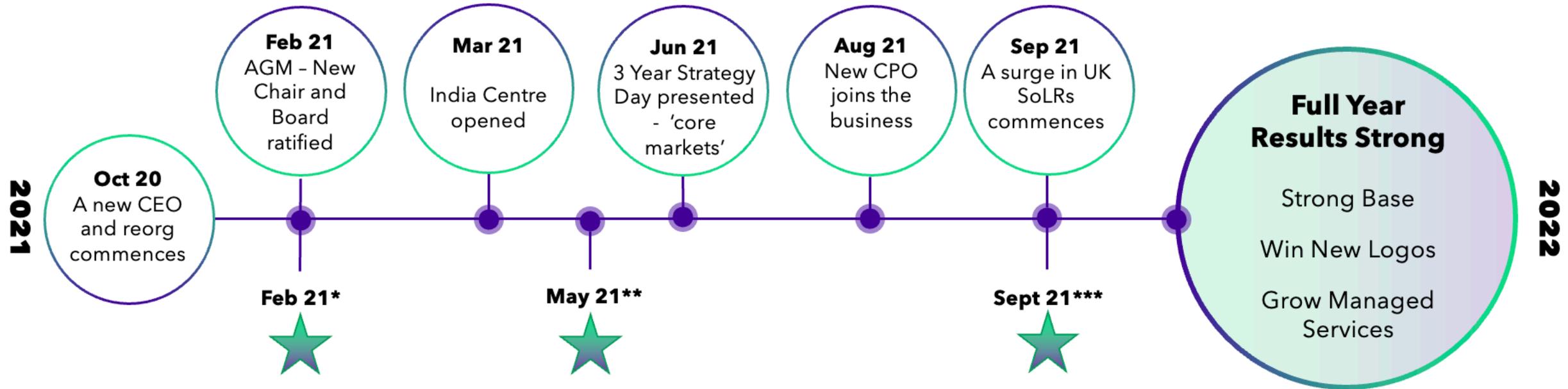
Chair's Address

Andrew Green
Chairman

CEO Commentary

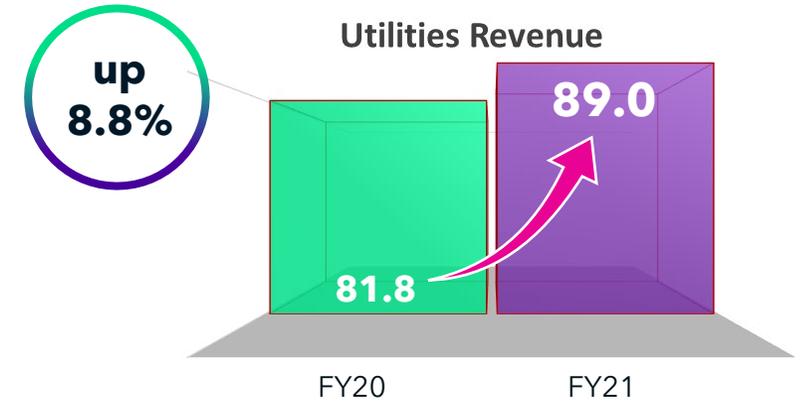
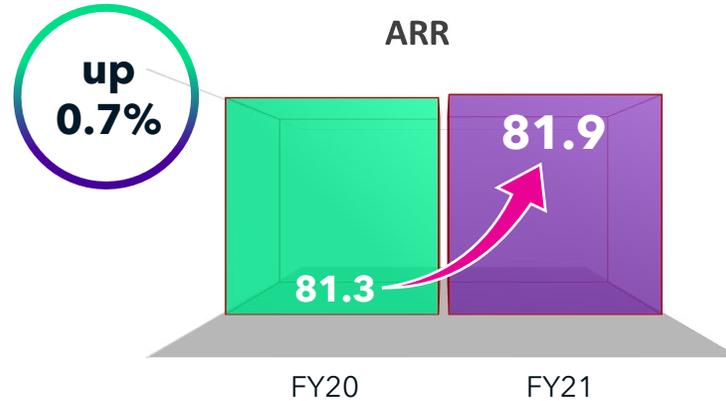
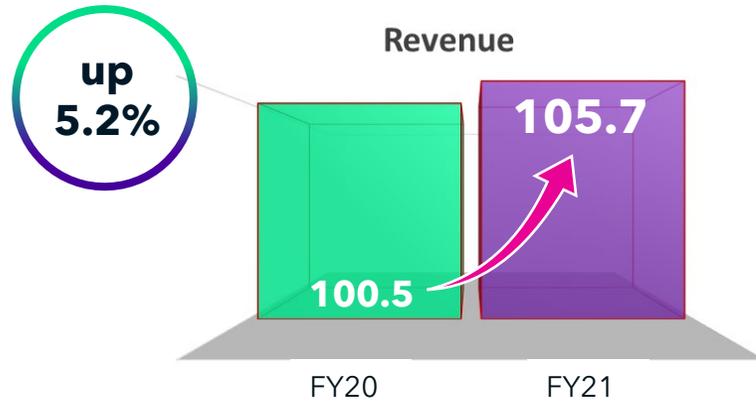
Gary Miles
Chief Executive Officer

2021 - A Year in Review

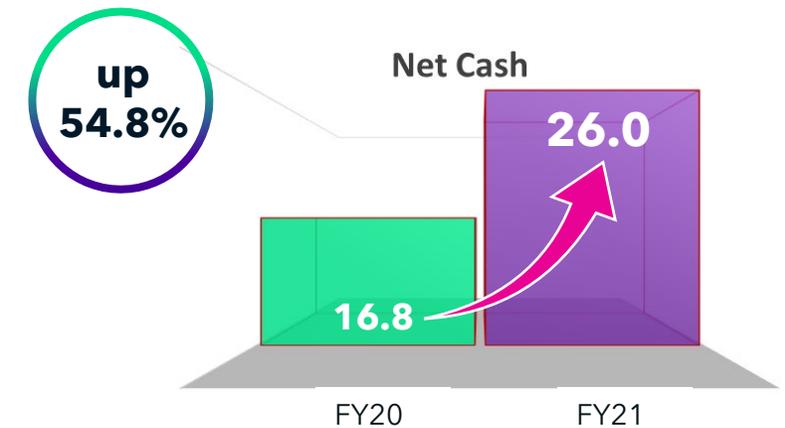
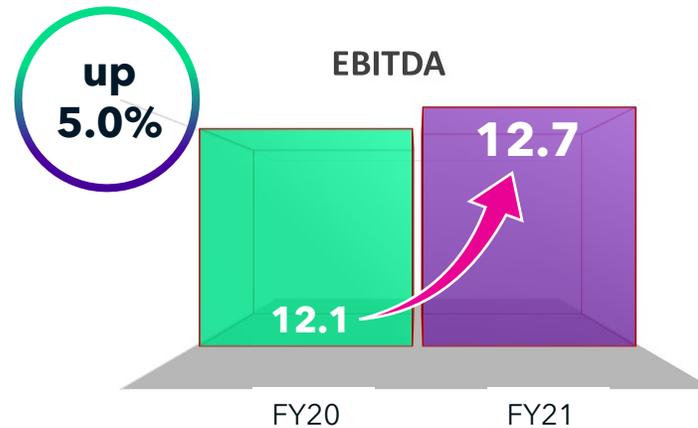


Guidance	Revenue	EBITDA
*Feb 21	~\$100.5m	~\$5m
**May 21	\$51.0m (HY Result)	\$7.0m (HY Result)
*** Sep 21	~\$105.0m	~\$12.0m

FY21 Financial Headlines



- EBITDA of \$12.7m, up 5.0% from \$12.1m in FY20.
- Net cash up \$9.2m to \$26.0m at 30th Sept 2021.
- Utilities Revenue up 8.8%:
 - Strong NRR growth (up 68% to \$18.3m) on successful project deliveries, providing future ARR growth
 - Utilities ARR down 0.3% after absorbing ~\$4m customer revenue losses from prior periods
- Veovo (Airport Business) remains profitable despite industry downturn:
 - ARR is up by 7.7%
- Operating costs up 5.2% FY21 vs FY20 with investment in people
- Nil capitalisation of R&D costs.



Progress Against Our 3 Utilities Growth Pillars

Strong base

Strategic and profitable customer relationships

Growth through continuous delivery of new innovations

Customers in Green high performance status

72%



Revenue per delivery FTE is up

Cost per delivery FTE is down



New logos

Expand our footprint in water and energy in existing markets

Focus on winning Tier 1 utilities

7 New customers

3 new B2B billing retailer

1 new B2C billing retailer

1 new water billing retailer

Managed service

Long term, recurring revenues

Intimate customer relationships

Generally flat FY20 to FY21 revenue position **\$5.6m**

5 New engagements secured

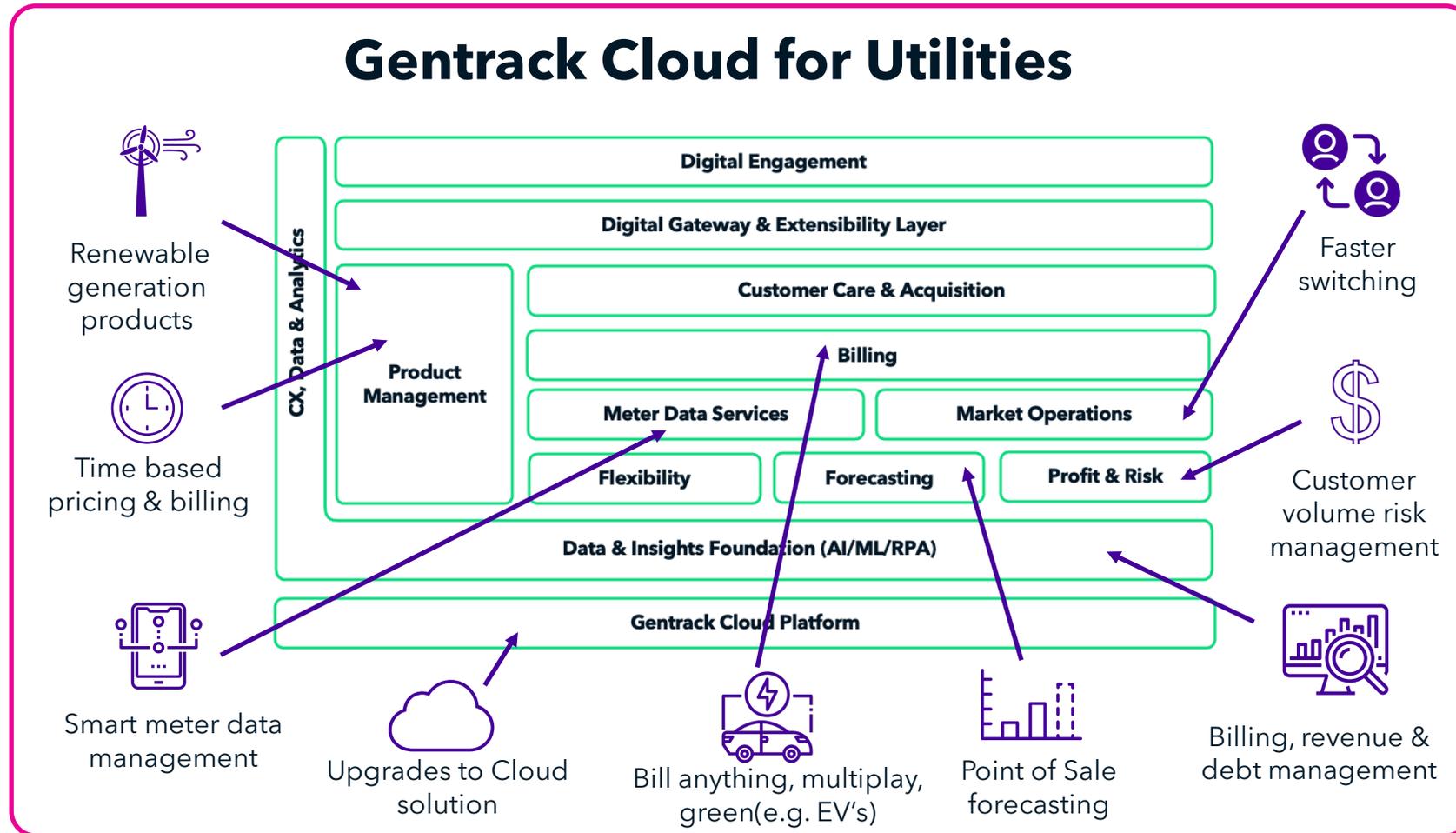


New engagements and pipeline will enable FY22 growth



Progress on Cloud, Clean Technology

delivering innovation and profitability for a sustainable era



Veovo Update

Signs of aviation industry recovery starting to show with passenger numbers up 220% vs 2020 and back to only 50% down on 2019.



New customers

- ✓ London Gatwick
- ✓ 3 North American customers
- ✓ Extended support in Europe and APAC



Major Projects delivered

- ✓ Perth
- ✓ London Luton
- ✓ Cincinnati
- ✓ New York
- ✓ Asia Pacific
- ✓ Mexico



Customers on SaaS Cloud

- ✓ All major Passenger Flow customers migrated to cloud SaaS
- ✓ First customer adoption of new CI/CD

- Increasing investment in technology in FY22 as we believe in the segment
- Proven our technology in all airport tiers - sales focus will be on major aviation hubs going forward

Gentrack Executive Team

Strong and Collaborative Leadership Team



Gary Miles
CEO



Zeev Berkowitz
COO



Fran Caldwell
CPO



Lacey Montague
CSO



Barry Jones
CTO - Global Projects



James Williamson
CEO - Veovo



John Priggen
CFO



Mark Humphreys
Australia GM



Allan Sampson
New Zealand GM



Geoff Childs
UK & Europe GM

Gentrack's ESG Focus Areas

Community

Our Gentrack colleagues are embedded in their local communities. We're putting in place schemes to ensure that we contribute to the areas local to us and support the communities around us.

Innovation

Our mission is to deliver the technology needed to move utilities into a sustainable era. We're working on technologies to help utilities and consumers reduce the impacts they have on the planet

Net Zero

It's important that we as a business take a stand towards a Net Zero future. We're setting carbon reduction commitments to reduce our own carbon footprint.

The Global Market Potential is Significant

The energy industry is modernising

300m meter points by 2025

The water industry is going digital

100m meter points by 2025

Airports will recover and invest

airports 4.0

Gentrack has proven that, despite B2C UK SoLR headwinds, we are growing revenues and delivering complex transformation projects at scale.

We are now looking beyond our core markets to extend on this growth. We are confident.

Thank you for your continued support.

Formal Business of Meeting

Voting on the resolutions

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- Voting will remain open until 5 minutes after the conclusion of the meeting.
- Results of the vote will be announced via the Stock Exchanges.

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Resolution One

Appointment of auditors and authorisation to fix auditors' remuneration

Results of Proxy Votes

For	62,656,241
Against	27,940
Discretionary	326,343

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Resolution Two

Re-election of Fiona Oliver as Director

Results of Proxy Votes

For	52,302,142
Against	10,378,039
Discretionary	326,343

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General Business - Questions





Close of Meeting