

28 February 2018

Gentrack Group Limited (NZX/ASX: GTK) Annual Meeting of Shareholders Presentations

Please find attached a copy of the presentations that will be delivered at Gentrack Group Limited's annual meeting of shareholders today at 4pm NZT in Auckland.

ENDS

Contact details regarding this announcement:

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Company Secretary

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About Gentrack

Gentrack provides essential software for essential services, pairing powerful platforms with deep market knowledge to help utilities and airports lower service costs, foster innovation and confidently navigate market reform. It employs over 450 people in offices across New Zealand, Australia, the UK and Europe and services over 200 utility and airport sites in 20 countries with its leading solutions for utilities - Gentrack Velocity and Junifer, and for airports under the Veovo brand including Airport 20/20, BlipTrack and Concessionaire Analyzer+.

Velocity and Junifer are leading billing and customer management solutions providing a full range of proven capabilities along with hosted and managed services options for new entrant energy and water suppliers, and larger utilities in competitive markets where flexibility, uniqueness and compliance are essential.

More information: www.gentrack.com.

Veovo combines Gentrack's Airport 20/20, BlipTrack and Concessionaire Analyzer+ software to unlock operational, revenue, concession and passenger insights across the airport ecosystem. The Veovo Predictive Collaboration Platform enables airports to operate more efficiently, uncover new growth opportunities and deliver outstanding guest experiences.

More information: www.veovo.com



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GENTRACK GROUP LTD (GTK) ANNUAL MEETING

28 February 2018

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%

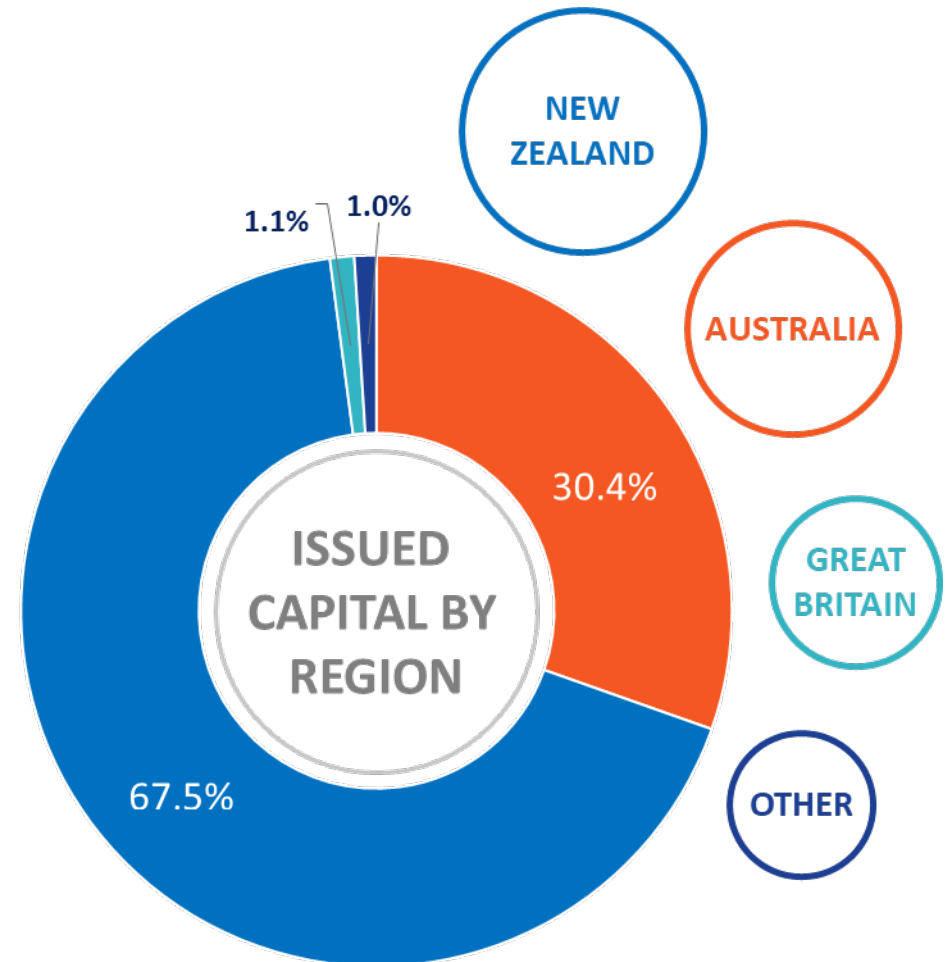
HOLDING OF
DIRECTORS & OFFICERS

70%

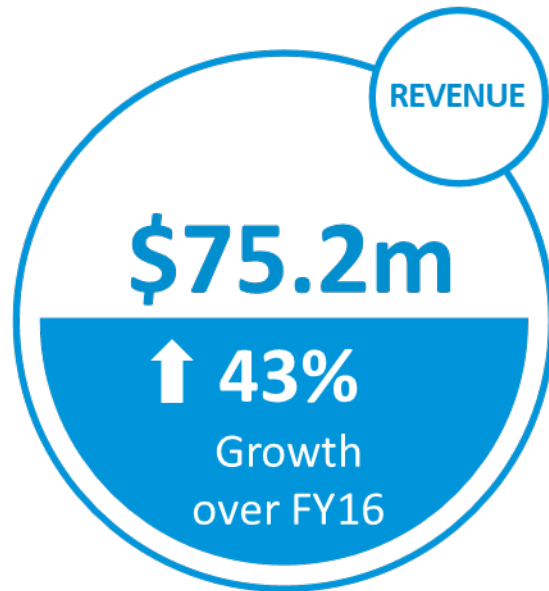
HOLDING OF TOP 20
SHAREHOLDERS

5

SHAREHOLDERS
WITH 5%+



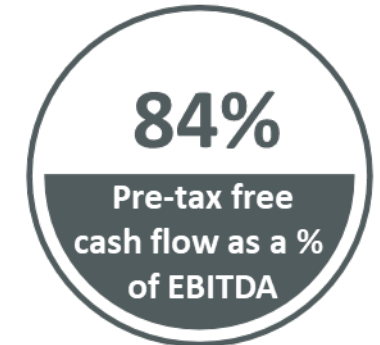
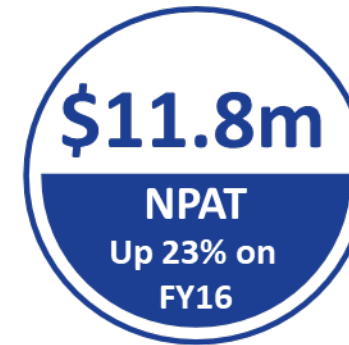
FY17 HIGHLIGHTS



↑ 18%
EXCLUDING ACQUISITIONS



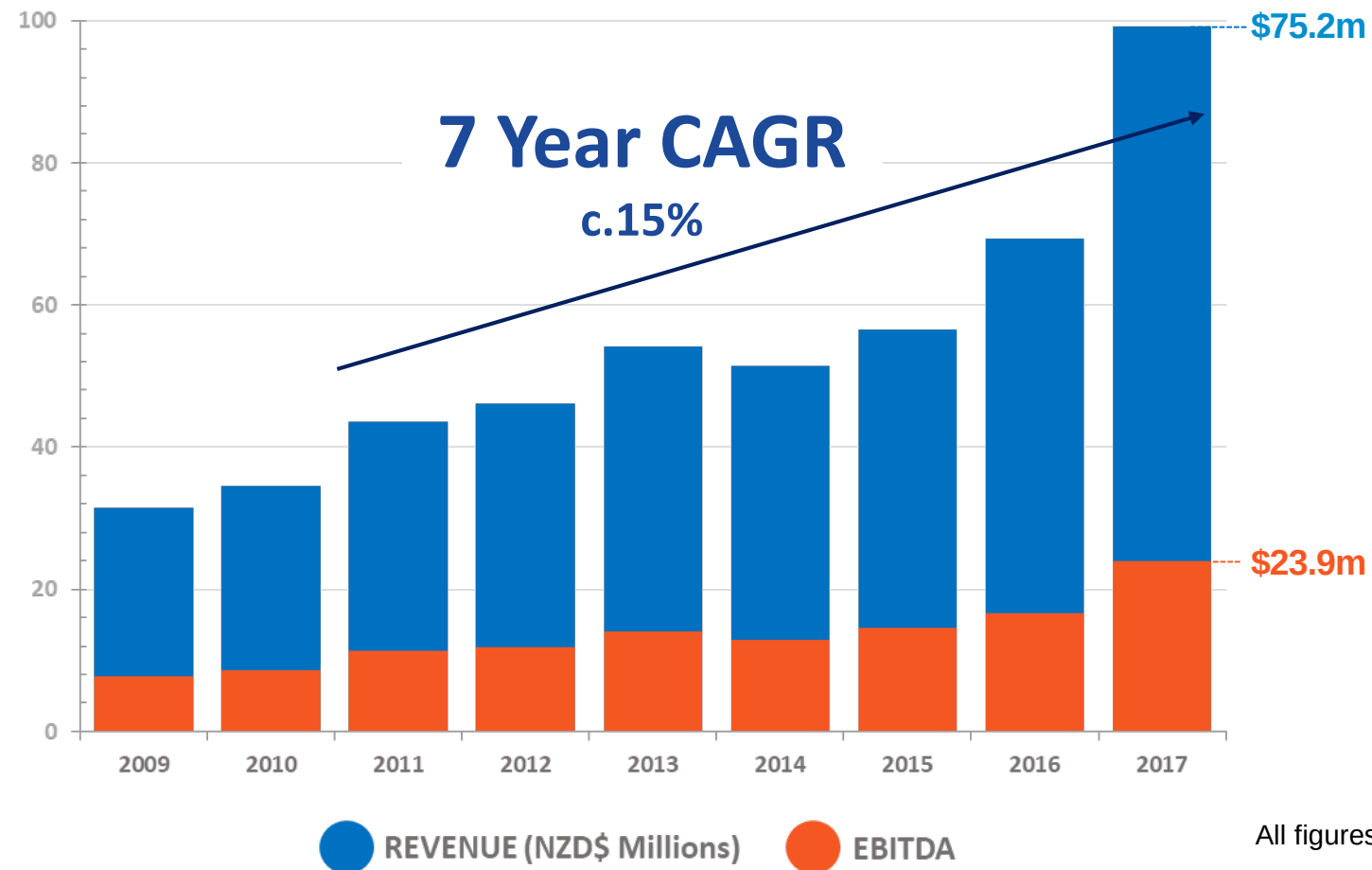
↑ 24%
EXCLUDING ACQUISITIONS



All figures shown in NZD



DELIVERING CONSISTENT RESULTS



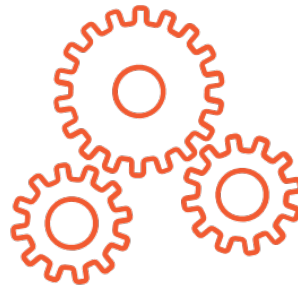
All figures shown in NZD



EMPOWERING THE UTILITIES REVOLUTION



**COMPETITIVE
RETAIL MARKETS**



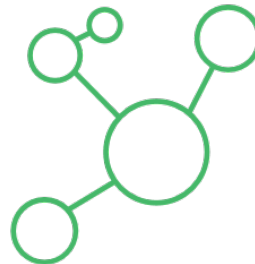
**DEMAND FOR
MANAGED SERVICES**



**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

www.gentrack.com

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%

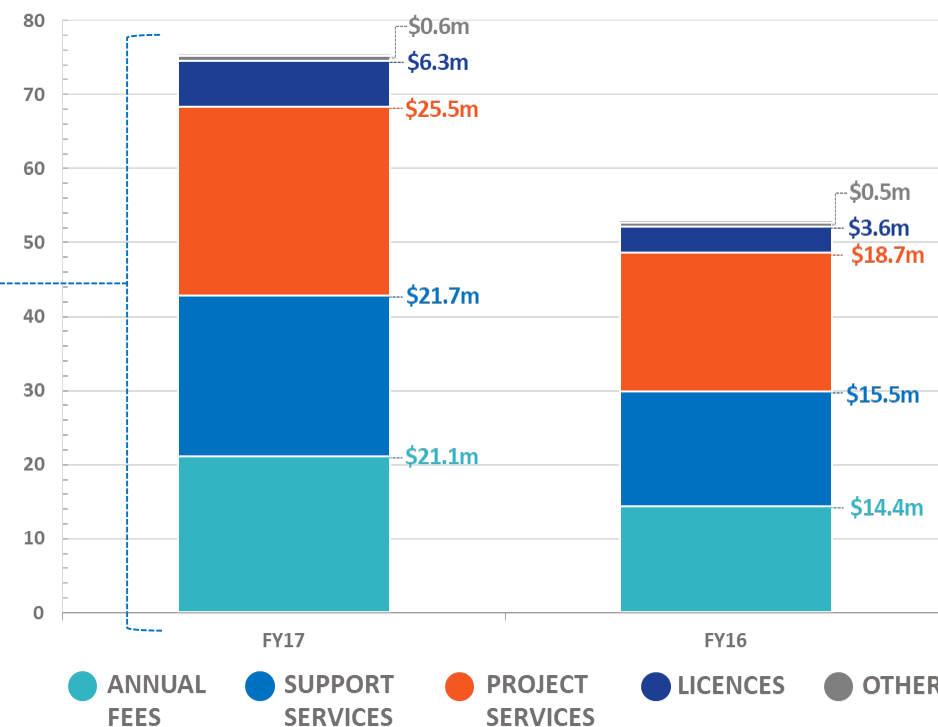
Recurring revenues up 43% to \$42.8m

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

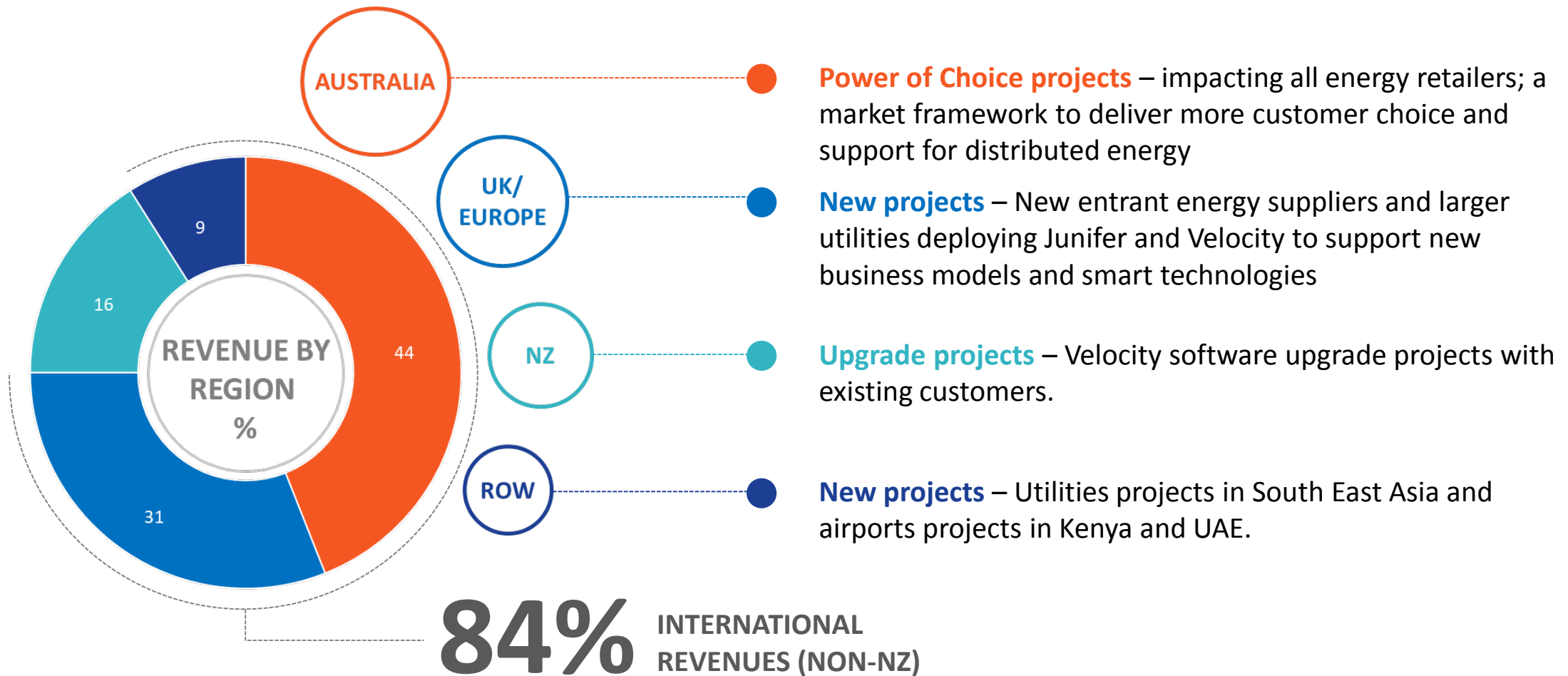
Project Services revenue up 36%

90%+ revenue is from existing customers.

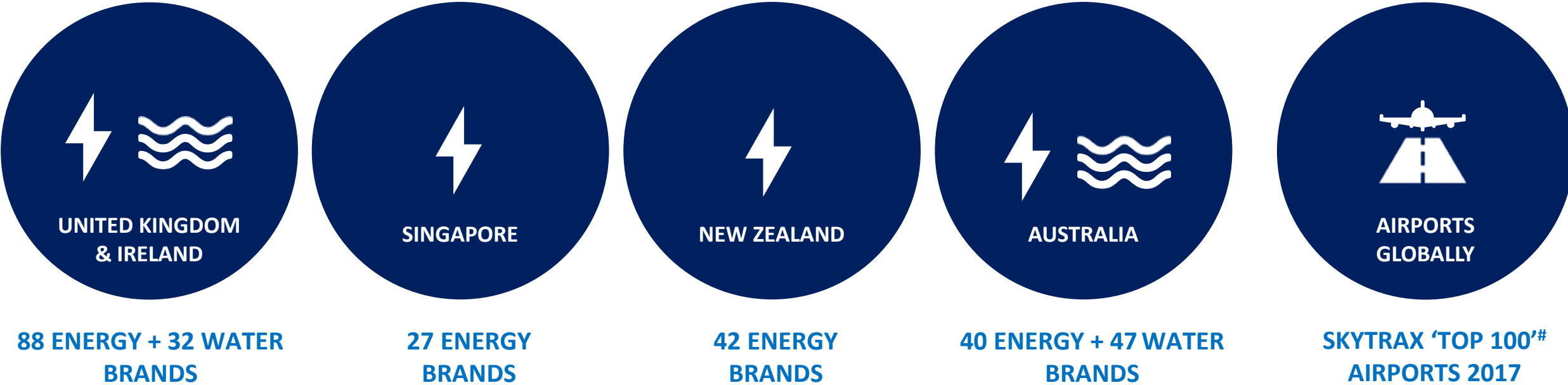
REVENUE BY TYPE NZD



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

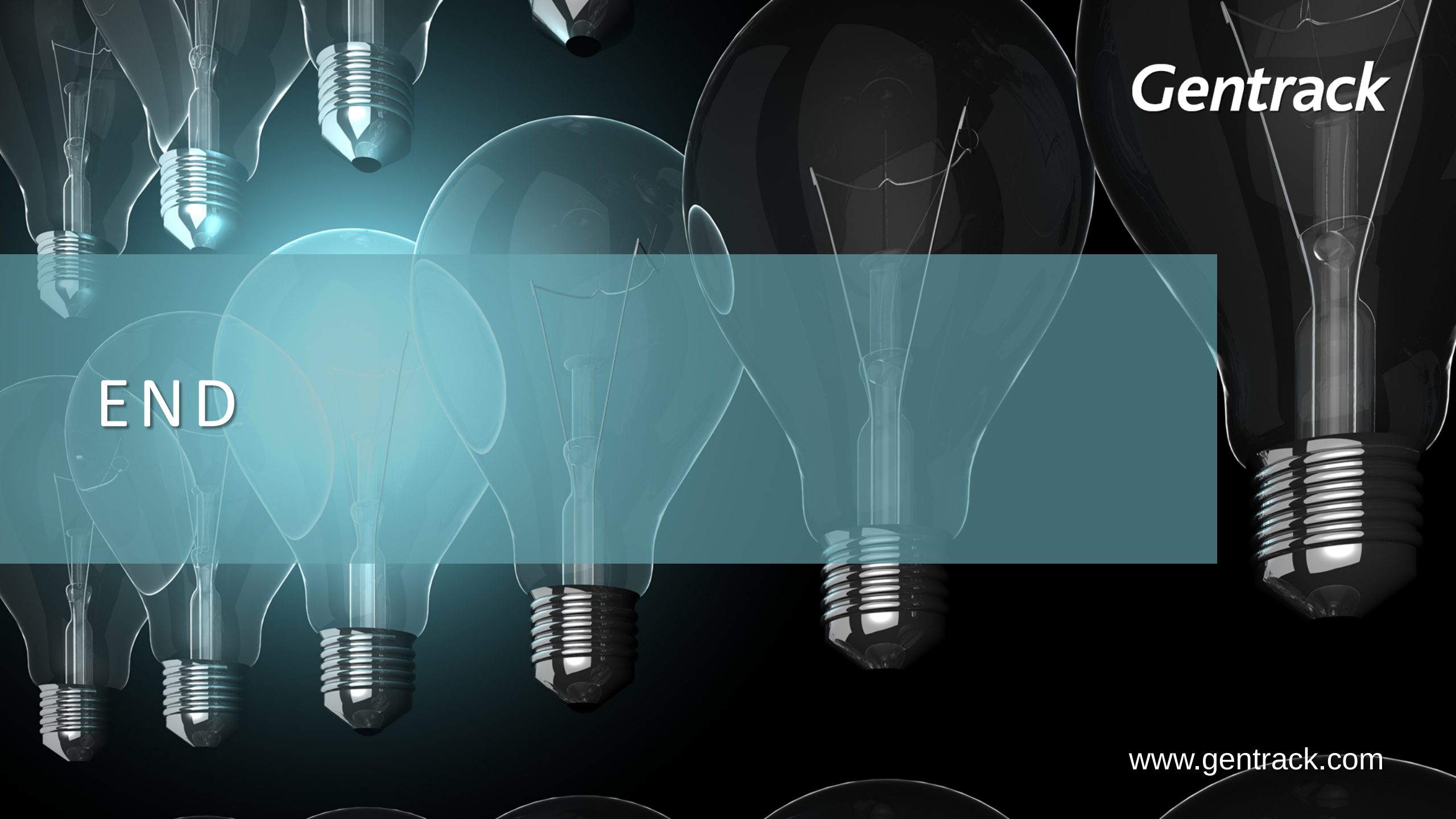


Concessionaire Analyzer +
INTELLIGENCE FOR AIRPORTS

BlipTrack™

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



The background of the entire image is a collection of incandescent light bulbs. Some are in sharp focus, showing the internal filament and the screw base, while others are blurred in the foreground and background, creating a sense of depth. The lighting is dramatic, with some bulbs appearing to glow slightly against a dark background.

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END

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