



# Gentrack Group CCG Boston 2025

12 Aug 2025

**[NZX/ASX: GTK]**

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# Our Vision

Accelerating the world towards a net zero future by leading the global modernization of energy & water retailers



# OUR CUSTOMERS & OFFICES

60+ CUSTOMERS ENERGY & WATER - B2C & B2B - 6 OFFICES (excl. Veovo)

Logos shown include: business stream (A SCOTTISH WATER COMPANY), wave, nPower Business Solutions (powered by e-on), ENGIE, sse Airtricity, CASTLE WATER, Shell ENERGY, ecotricity, SO ENERGY, Marble Power, NEOM, Senoko energy for life, PacificLight, HORIZON POWER, HUNTER WATER, BarwonWater, PowerWater, Unitywater, red energy, origin, PNG POWER Ltd, genesis, pulse energy, Mercury, icon WATER, Solstice, vector, TasWater, water authority of NZ.

# OUR G2 PLATFORM STACK

CLOUD - LOW CODE/NO CODE - MODULAR - AI & DATA CENTRIC

Customer Engagement

Sustainability Innovation

Billing and Revenue Management

Business Optimisation

Gentrack Foundations

aws
salesforce

snowflake
tableau
Power BI

Gentrack Services

**>50%**  
Energy meter points covered by our retail partners in NZ

**>60%**  
NHH Retail in ENG+SCO

**100%**  
Transformation Success

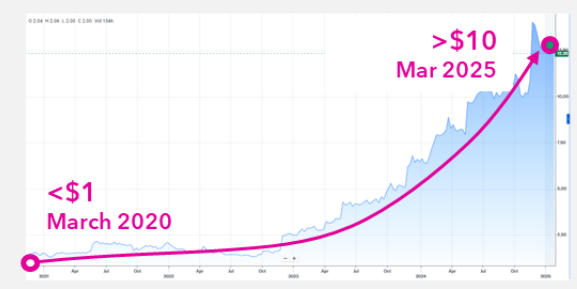
**7**  
of the largest water suppliers in AUS

# OUR PEOPLE

584 in FY22 → **782** in FY24



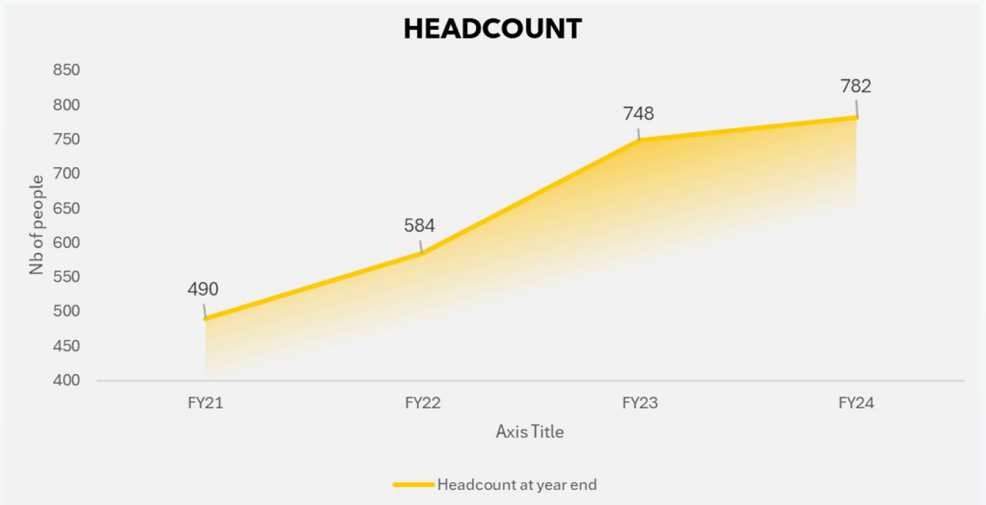
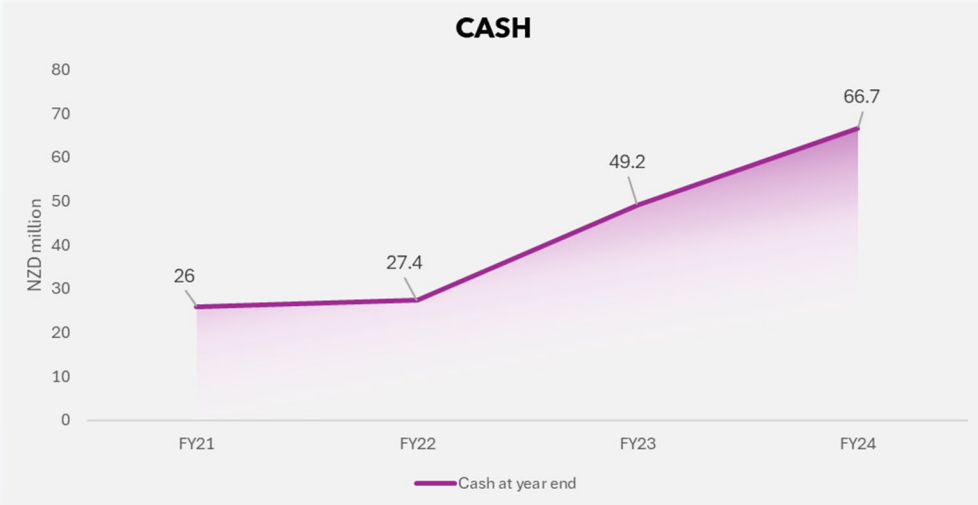
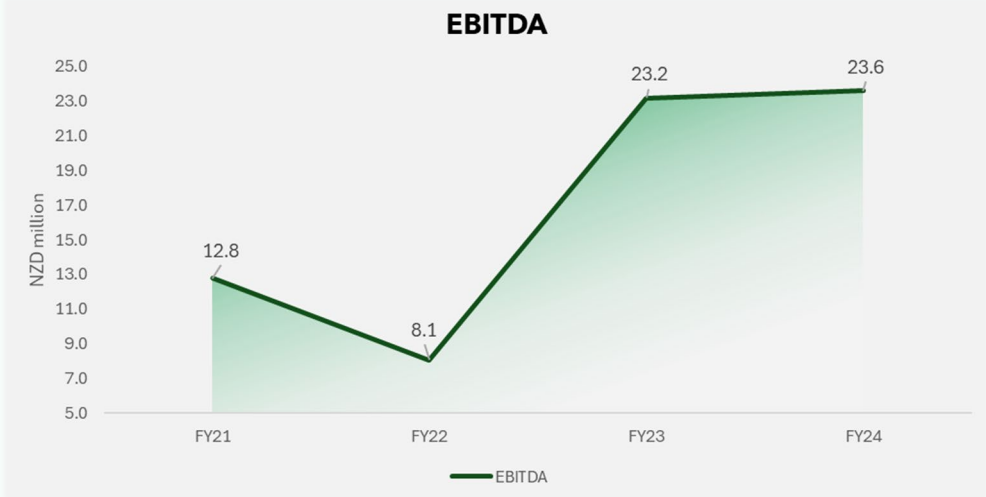
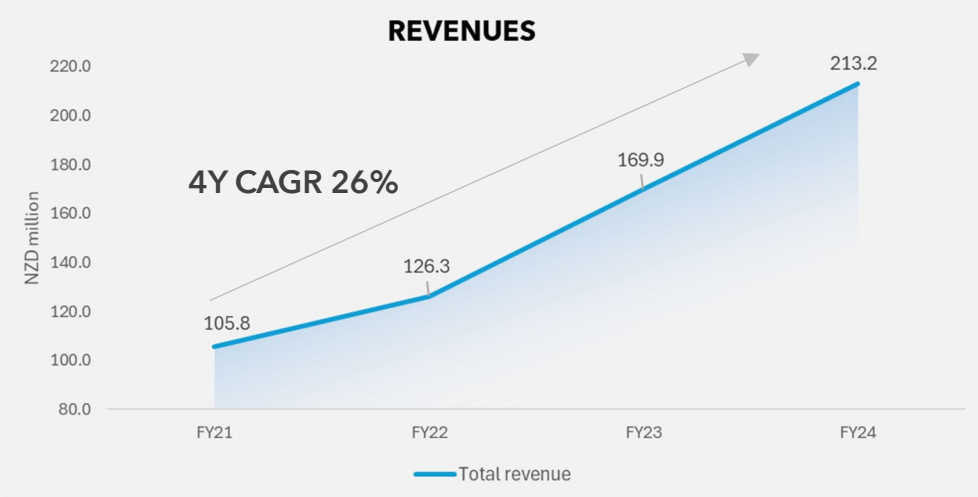
# OUR STOCK PRICE (NZX)



# OUR REVENUE GROWTH

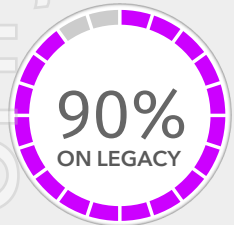
**+ 25.5%**  
Rev Growth

# Key metrics across the last 4 years



# Utilities Market Opportunity

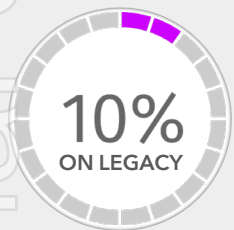
## GREAT BRITAIN STACK MODERNISATION CASE STUDY



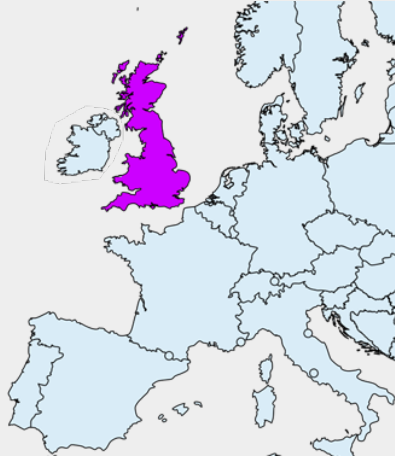
Q4 2015



Q4 2024



Electricity supply market share by utilities using SAP & Oracle.  
**Domestic GB Elec.**



In <10 years, utilities modernised, moving off SAP & Oracle.

WE EXPECT WATER INDUSTRY (RESIDENTIAL) TO BE NEXT IN GB

## WE BELIEVE THE REST OF THE WORLD WILL FOLLOW

As part of our global expansion, our focus areas and targeted utilities (Energy & Water) are:

### Europe

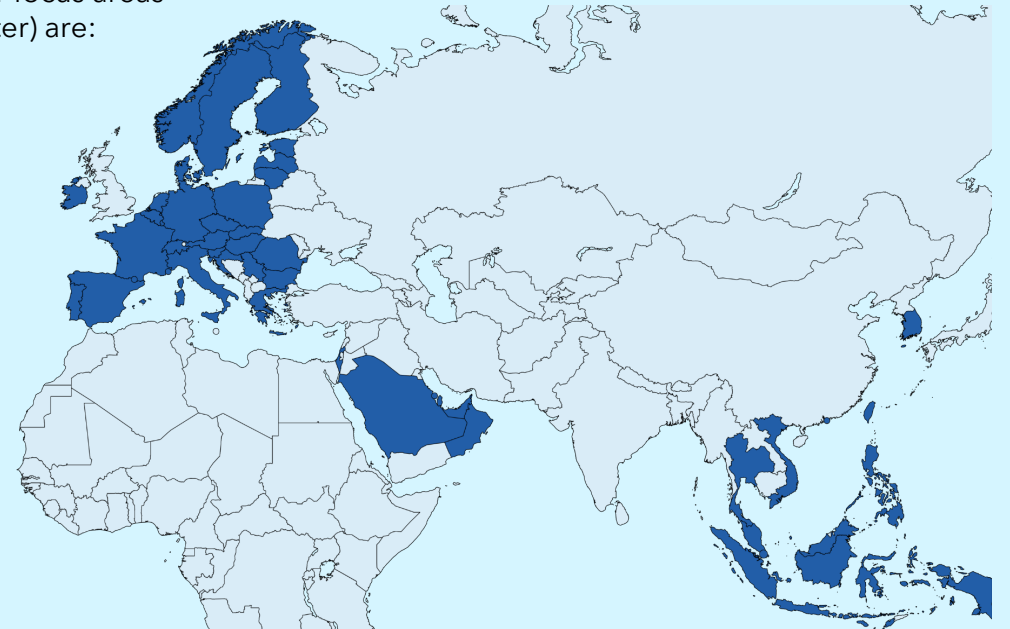
- 28 countries
- 200m households
- 324 addressable utilities

### Middle-East

- 7 countries
- 16m households
- 24 utilities to qualify

### Asia

- 9 countries
- 180m households
- 58 utilities

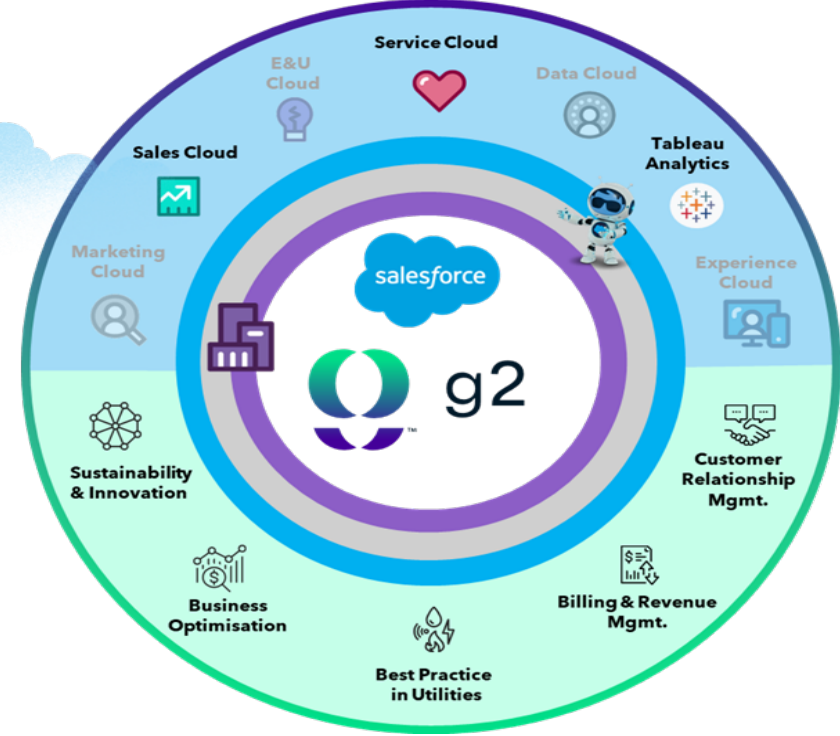
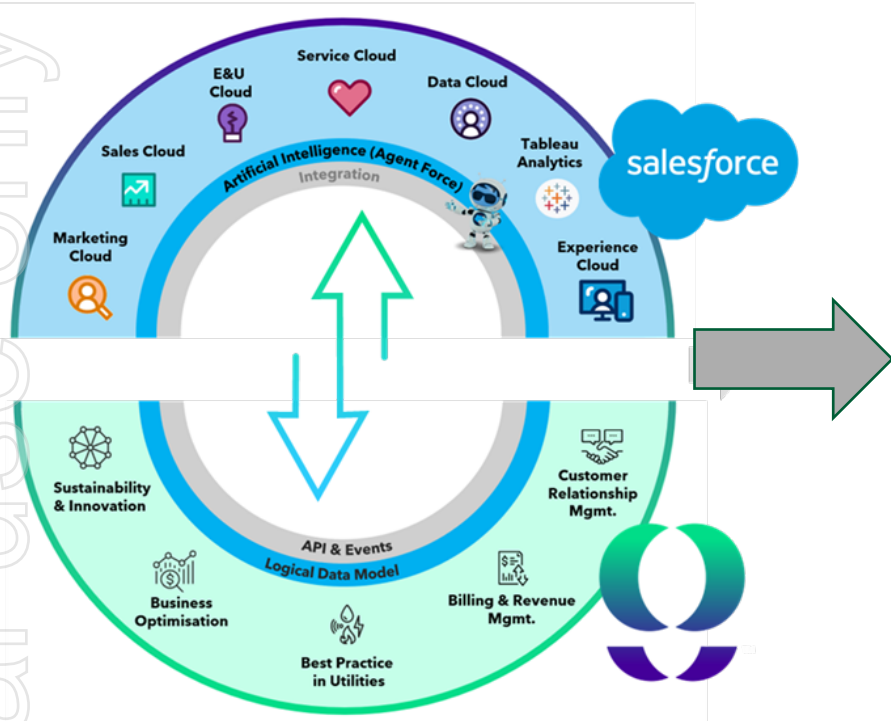


WORLDWIDE TAM (INCLUDING COUNTRIES ABOVE) ESTIMATED AT NZD ~17 bn

# OUR TECHNOLOGY: G2

An integrated solution for energy & water

#1 CRM platform



#1 Billing platform for water and energy

### Customer Engagement

**Sales**

Opportunity mgt, Price validation, Quoting (CPQ), Contract mgt, PoS Forecasting, Renewal

leveraging

**Service**

Customer On-boarding, Customer 360° view, Case mgt, Enquiry mgt, Next Best Action (NBA), Vulnerable customers mgt, Portfolio & Account mgt (B2B)

### Sustainability / Innovation

**Distributed Energy Resource Mgt**

Virtual Power Plant Enabler (VPP)  
Prosumer assets control & Profits optimization

### Billing and Revenue Management

**Billing**

B2C & B2B  
Commodity & Non-commodity

Usage collection, Complex charge calculation, Invoice generation, Consolidated Billing, Bill exceptions, Bill distribution

Balance management, Ledger management, Tax & Regulation

**Payments & Collections**

Payment: Scheduling, Processing, Collection  
Debt mgt: Dunning, Collection & Disconnection, Legal action; Credit Risk mgt; Hardship & Affordability

**Meter Data Services**

Meter Read Collection, Validation, Estimation, Editing

### Business Optimisation

**Data Reporting / Analytics / Intelligence**

Utility-specific Data Warehouse, AI/ML practices, Reports & Dashboard builder, Data Centralisation, Transformation, Replication, Visualisation, Insights

**Product & Pricing**

Product: Catalogue, Lifecycle mgt  
Pricing: Optimization, Costs configuration  
Offer Bundling

**Profitability**

Gross Margin Protection, Forecasting, Risks Analysis, Settlements

### Integration & Foundation

<b>Market Operations, Regulation &amp; Compliance</b>	Market Opps, DNO & TSO Interactions, Localisation, Regulatory Updates & Compliance
<b>Integration Services</b>	Open API, Events API, Connectors, Performance Reporting
<b>Cloud Management Platform</b>	Tenant mgt, Data Governance, Identity & Access Mgt, Cyber Threat Security, Scalability, Logging



Personal use only

# Transforming airports globally

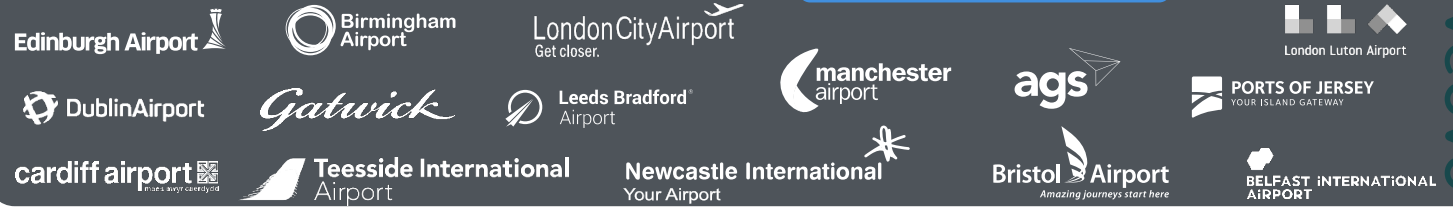
## AMERICAS



**140+**  
Airports

**26**  
Countries

## UK AND IRELAND



## REST OF Europe



## ME/ APAC



## AUSTRALIA



## NZ



# CEO Closing Remarks

Across water, energy and airports our pipeline continues to strengthen and mature. We achieved growth in our base and secured exciting new projects like Utility Warehouse.

At a time of increasing global uncertainty the energy & water industry is a good place to be. Utilities need to keep transforming and the addressable market is significant.

Veovo continues to perform exceptionally well, delivering on its backlog and targeting new wins.

We have a strong balance sheet and will assess M&A opportunities as they arise.

For FY25, we expect revenue to be at or above \$230m and our EBITDA margin to be above 12%.

With our global leadership ambitions, our proven track record and the market potential, we remain confident of our mid-term guidance of growing revenue more than 15% CAGR and an EBITDA margin of 15-20% after expensing all development costs.

# Financial Headlines

For the Half Year ending 31<sup>st</sup> March 2025 ("HY25"), as announced on 19<sup>th</sup> May 2025.

## Revenue growth of 9.8% to \$112m

### Utilities revenue up 7.2%:

- Recurring revenue is **17% higher** from prior period wins & upsells.
- Offset by lower NRR (**down 12%**), reflecting the high levels of project work last year. Current pipeline can support higher levels of NRR in H2.

**Veovo:** revenue **up 24%** - includes **14% growth** in recurring revenues and continued strong levels of project work (**up 34%**) from prior periods' wins and upgrades in APAC, Europe and Middle East.

**EBITDA at \$13m (up 5.1%)** - includes higher levels of investment in Sales and in Product to support currently high levels of sales activity.

**NPAT at \$7.2m (up 34.7%)** - includes lower effective tax rate (from income tax treatment of LTIs) and forex gains on intercompany loans.

**Cash at \$70.7m** is c.**\$4m higher** than the start of the year and compares to \$39.3m at HY24. We continue to generate cash and our balance sheet remains strong.

	HY24	HY25	
REVENUE	\$102.0M	\$112.0M	↑ 9.8%
UTILITIES REVENUE	\$86.5M	\$92.8M	↑ 7.2%
VEOVO REVENUE	\$15.5M	\$19.2M	↑ 24.0%
RECURRING REVENUE	\$65.5M	\$76.4M	↑ 16.7%
EBITDA	\$12.3M	\$13.0M	↑ 5.1%
NPAT	\$5.3M	\$7.2M	↑ 34.7%
NET CASH	\$39.3M	\$70.7M	↑ 80.1%