



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**



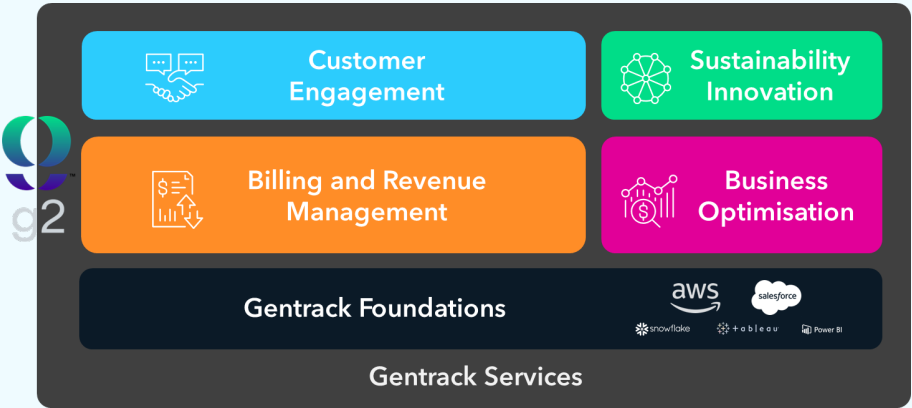
OUR CUSTOMERS & OFFICES

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



OUR G2 PLATFORM STACK

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



Transformation Success



NHH Retail in ENG+SCO



of the largest water suppliers in AUS

OUR PEOPLE

584 in FY22 → 782 in FY24



OUR STOCK PRICE (NZX)



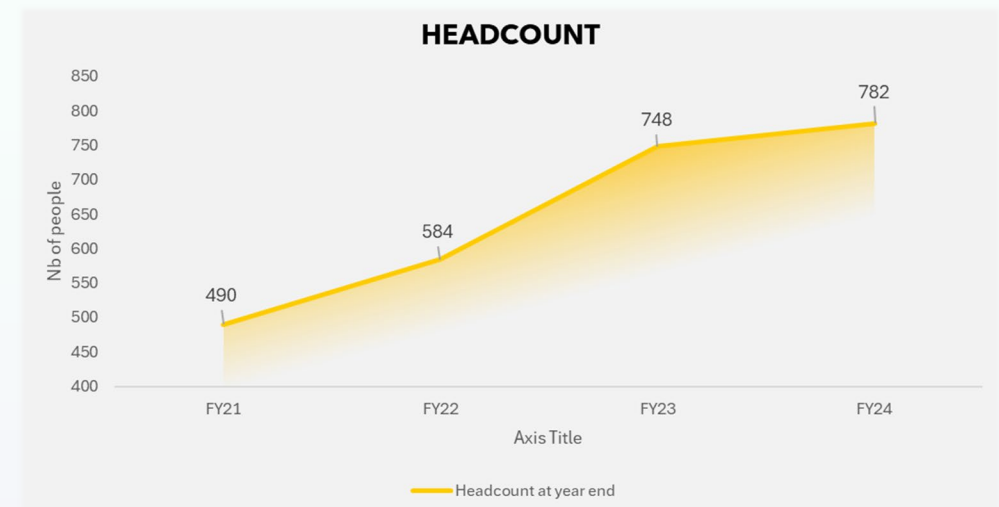
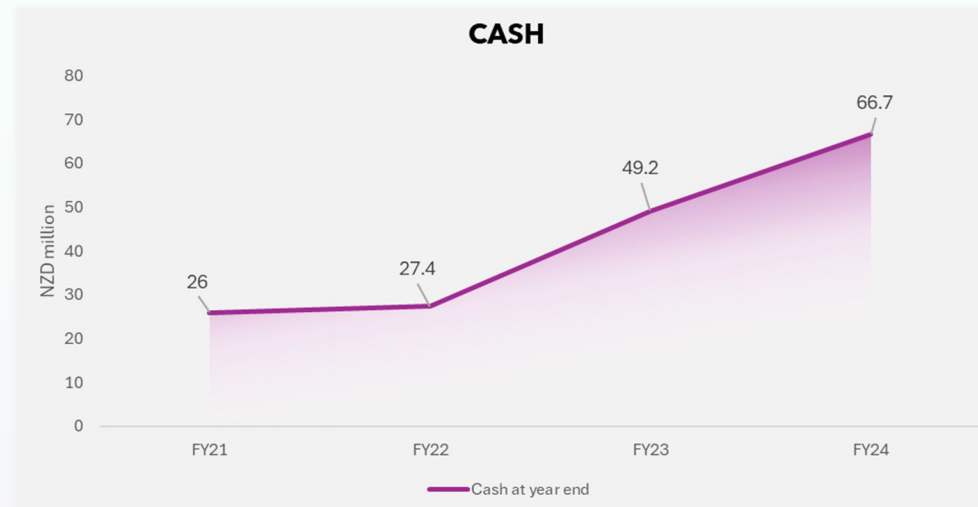
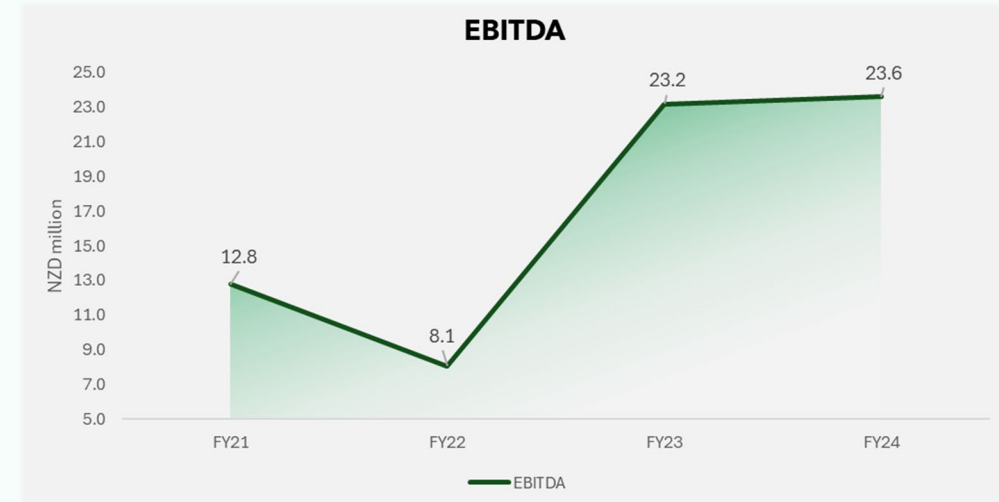
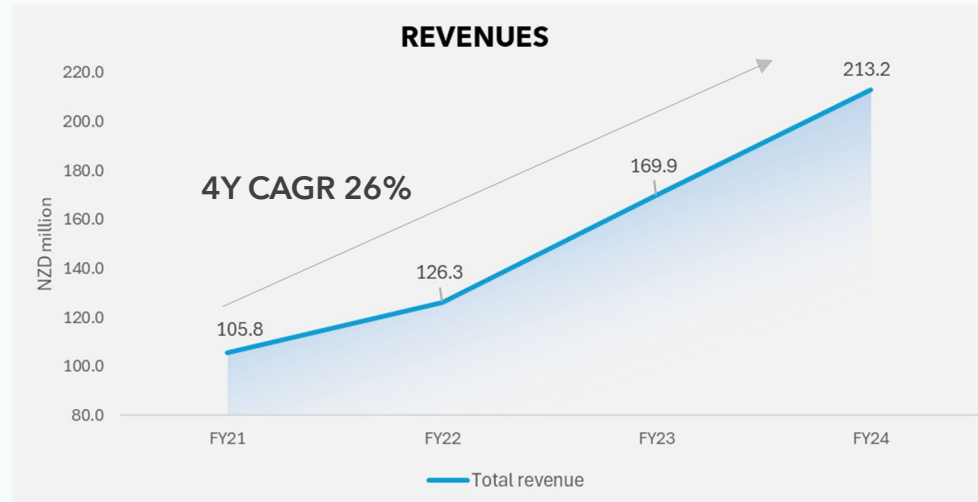
OUR REVENUE GROWTH



+ 25.5% Rev Growth

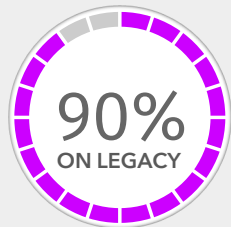
Revenue

Key metrics across the last 4 years



Utilities Market Opportunity

GREAT BRITAIN STACK MODERNISATION CASE STUDY



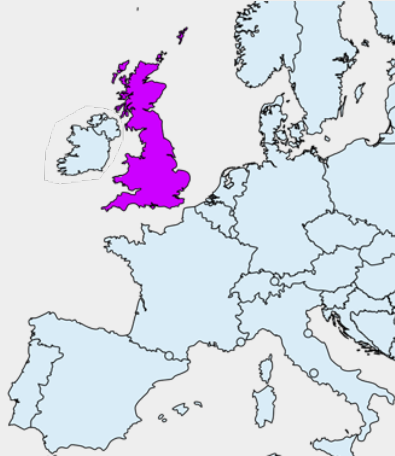
Q4 2015



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

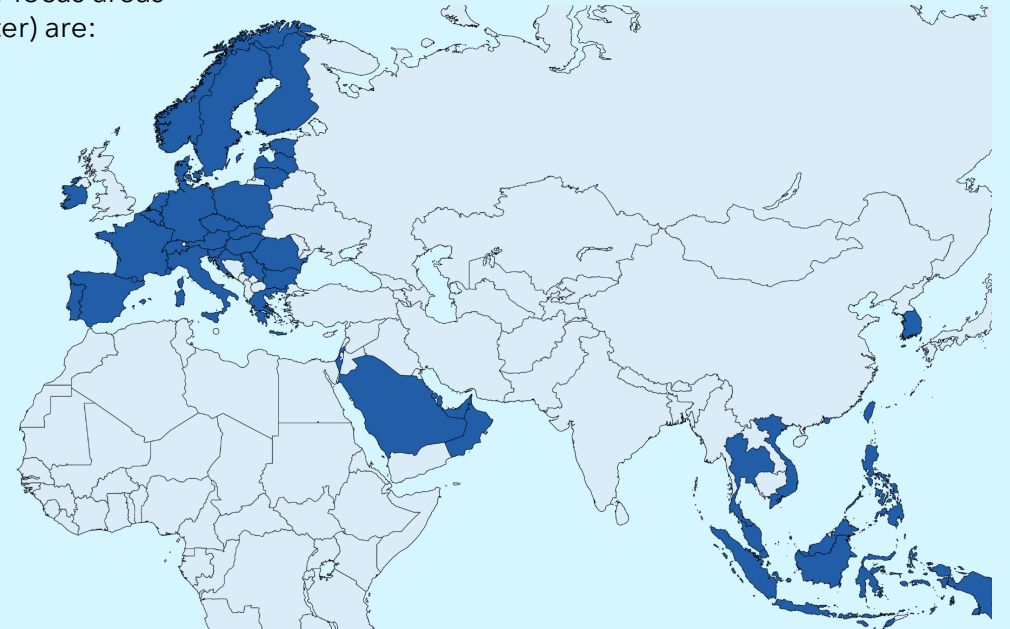
- 28 countries
- 200m households
- 324 addressable utilities

Middle-East

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

Asia

- 9 countries
- 180m households
- 58 utilities

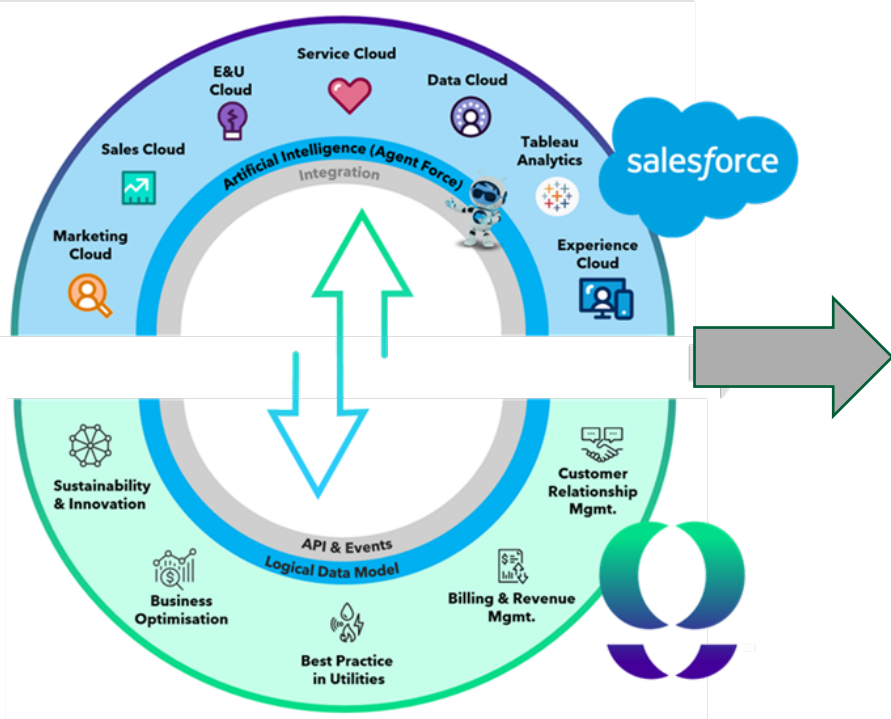


WORLDWIDE TAM (INCLUDING COUNTRIES ABOVE) ESTIMATED AT NZD ~17 bn

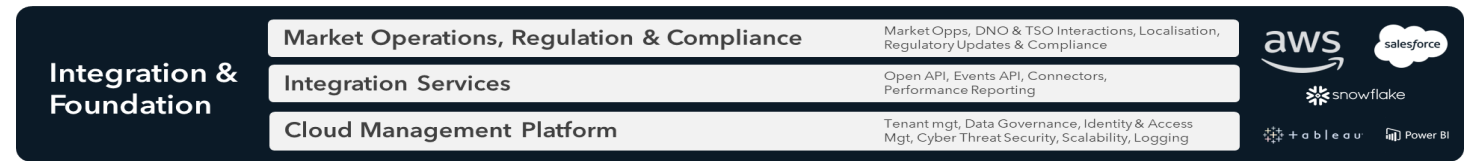
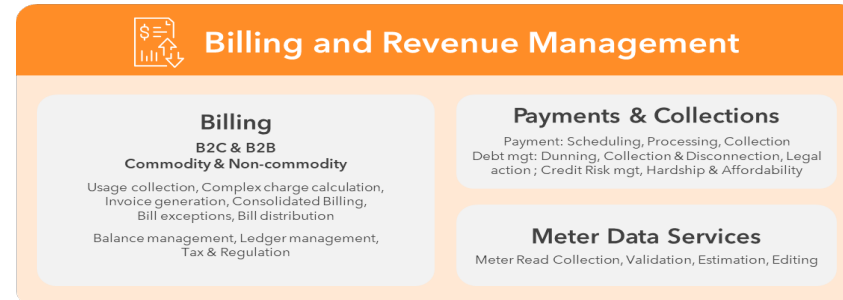
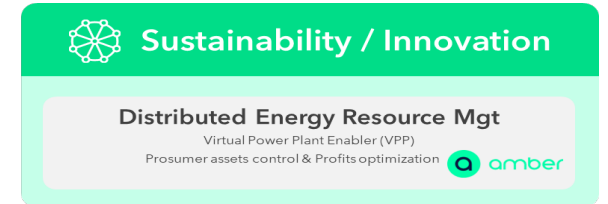
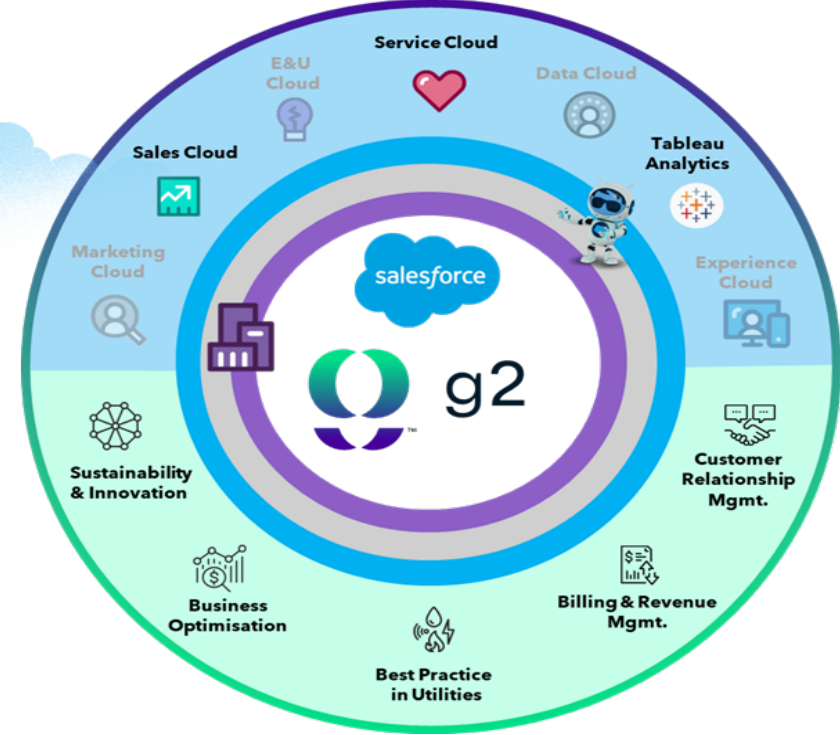
OUR TECHNOLOGY: G2

An integrated solution for energy & water

#1 CRM platform



#1 Billing platform for water and energy



Transforming airports globally

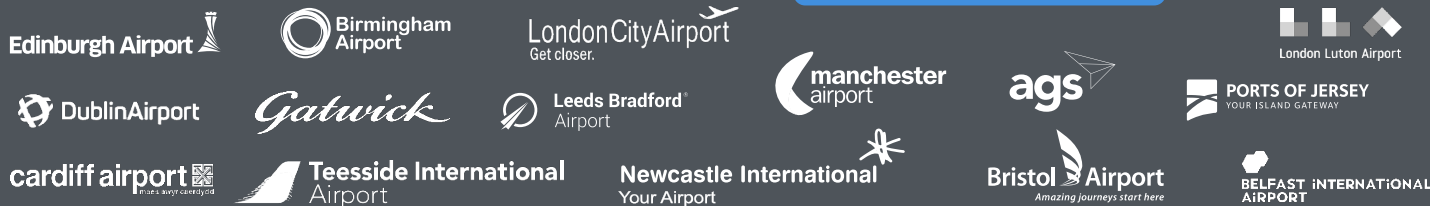
AMERICAS



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 31st March 2025 ("HY25"), as announced on 19th 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%