

**28 June 2018**

## Gentrack Customer and Trading Update

Gentrack Group Limited (NZX/ASX: GTK) is pleased to announce that it has made significant progress towards several new customer wins. Although these are not expected to have a material impact on EBITDA<sup>1</sup> in FY18 which is expected to be in the range NZ\$30m-\$32m, they will contribute to FY19 results and position Gentrack well for further wins in the US airport and Australian utility markets.

Specifically, Gentrack has been:

- awarded a contract for its BlipTrack guest predictability solution at the Port Authority of New York and New Jersey (PANYNJ), a major existing Airport 20/20 customer in the United States. PANYNJ operates Newark, La Guardia, JFK and Stewart airports;
- awarded preferred vendor status and is entering into final contract negotiations with Orlando International Airport;
- appointed as preferred supplier for a significant and growing Australian utility.

Gentrack reaffirms its 15%+ CAGR long term EBITDA<sup>1</sup> organic growth target, noting that results in any given year may be impacted by the timing of projects and contracts.

Gentrack confirms that the acquisition of Evolve is expected to complete on 29<sup>th</sup> June 2018.

ENDS

### Contact details regarding this announcement:

Ian Black, CEO

Aaron Baker, Marketing and Communications Director

+64 9 966 6090

### 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 500 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 two of the leading billing and customer management solutions in the sector, 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](http://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](http://www.veovo.com)

## Definitions

<sup>1</sup>**EBITDA:** Earnings before net finance expense, tax, depreciation and amortisation and other non-operating expenses. Non-operating expenses are costs relating to acquisition.

## Forward looking statements

This announcement contains forward-looking statements. All forward looking statements reflect views only as at the date of this announcement, and should not be taken to be forecasts or predictions that those events will occur. Gentrack's actual results may vary materially from those expressed or implied in its forward-looking statements and deviations are both normal and to be expected.