

Asia Pacific

Mark Humphreys

Country Manager, Australia

June, 2021

APAC growth drivers



Investing to differentiate in a competitive energy retail market



Increasing regulatory complexity in energy retail



Customer transformation in water



PowerWater



ActewAGL



red energy



Unitywater

BarwonWater

HORIZON POWER

Taswater

TasGas

A strong base: Australian capabilities

7/15

largest water
companies
in AU

\$7BN

billed p.a.
via largest 2
retailers

73

staff in
Australia

6

regulatory
changes in
next 12
months

**11 projects in
last 2 years**

6 new clients
2 major upgrades
3 digital
enablement

**AU Leadership
team expertise**

146 years
utilities
217 years
billing

260

market
interactions

Investing in growth

Leverage our strong customer base

Strong Energy B2B base with 30% leading market share

Strong regulatory model and 3yr pipeline

Upgrade paths / Journey to the Cloud

Growing our value

Positioning as Innovation Partner

Analytics & Data

Investment in Account Teams

Winning New Business

Australian Water

Australian Energy Retail B2B

Australian Energy Retail B2C



Veovo

James Williamson

CEO, Veovo

June, 2021

Our Vision

Veovo imagines a world where people go brilliantly.

Where queues, delays and boredom are replaced by experiences that delight.

Our Mission

Enable the world's most intelligent airports and transport hubs.

Deliver technologies that enable brilliant travel experiences through smart decisions powered by real data and joined up thinking.



Veovo's global footprint

28

Countries

110

Airports Live

Traffic

- Sweden - Stockholm
- Denmark - 5 cities
- USA - NYC Airports - taxi management
- Canada - Toronto
- Switzerland - Zurich
- Thailand - 3 cities
- UK - 3 cities
- New Zealand - 6 cities

Train / Metro

- Amsterdam Centraal Station
- New York City Transit
- Grove Street Station
- 10 other stations

Airports

- THE PORT AUTHORITY OF NEW YORK & NEW JERSEY
- ORLANDO INTERNATIONAL AIRPORT MCO
- CVG CINCINNATI/NORTHERN KENTUCKY INTERNATIONAL AIRPORT
- AÉROPORTS DE MONTRÉAL
- SAN DIEGO INTERNATIONAL AIRPORT. LET'S GO.
- Swedavia Airports
- FINAVIA
- AVINOR
- Dublin Airport
- Edinburgh Airport
- Birmingham Airport
- London Luton Airport
- manchester airport
- brussels airport the heart of Europe
- Schiphol Amsterdam Airport
- GENÈVE AÉROPORT
- HONG KONG INTERNATIONAL AIRPORT
- Auckland Airport
- Sydney Airport
- MELBOURNE AIRPORT
- BRISBANE AIRPORT AUSTRALIA

Veovo intelligent platform

Airport Operations



Manage all aircraft, resources and co-ordinate all aviation partners

Better performance, optimal use of assets

Revenue Management (Billing)



Create flexible tariffs and discounts and accurately bill for any service

Win new carriers, expand routes, reduce leakage

Guest Engagement



Make tailored offers and communicate - to the right person at the right time

Improve experience, grow revenue

Passenger Predictability & Flow Management



Predict when people show up and how they move, dwell and shop

Proactively and efficiently manage crowds & queues

Machine-learning, Forecasting, Simulation, Decision-support

Real data from across the ecosystem

Helping airports and their customers Go Brilliantly

In 2019 Veovo...

Helped smooth
the journeys of
890+
million
passengers
per year

Co-ordinated
4
million
flight
movements
per year

Managed
>\$4.2
billion
of aero revenue
per year

Both revenue
growth and
EBITDA
>20%

Veovo through the pandemic

Easing airports' path from volatility to predictability

A strong pre pandemic position

Solid growth > 20%

Sticky customer base

High recurring revenues – 56%

Great people in 5 global locations – low attrition

Business critical technology

Weathering the storm

Retain profitability

Steps to support customers – shared pain

Refine post pandemic strategy

Accelerate tech development

New customers:

Swedavia, Perth, 25M pax US and 45M pax European Airport

Veovo is emerging stronger

Trusted and respected by customers

Platform and story is aligned with airports' need to:

Do more with less

Improve agility to handle change

Positive signs. But regional variances

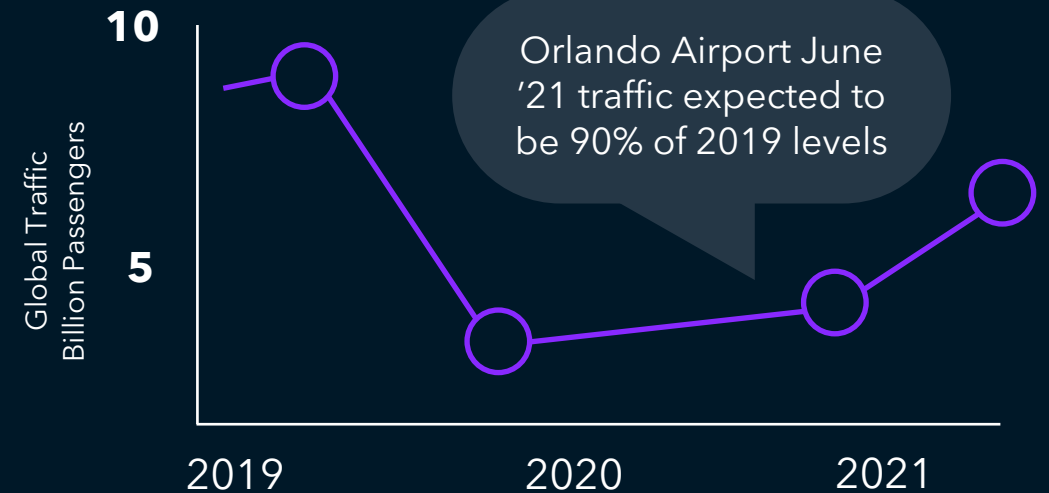
A travel market poised for recovery?

Covid impact on the industry is unprecedented.

Passenger traffic dropped from **9.5Bn** in 2019 to **3.3Bn** in 2020

Airport revenue in 2020 was down **66.3%**

46 million aviation-supported jobs lost - a **52%** drop



But growth is on horizon - some US airports are approaching pre-covid levels. And global scheduled capacity is gradually increasing.

Airport evolutionary journey

From reactive to prescriptive and automated



Veovo strategic pillars



Return to travel = Veovo's return to growth

Expect to return to **growth** as passengers return

Continue to invest in having the **best technology** and to **adapt** and **evolve** faster

Increase our provision of **Managed Services** and delivering our technology as **SaaS**

Enable **smarter**, more **efficient** and more **agile** airports





**Go Brilliantly
Go Veovo**





External Metrics

James Spence

CFO

June, 2021

External Metrics

NZ\$m	FY21 guidance	FY24 Targets
ARR (=CMRR+TRR)	~\$80m ^{1,2,3}	>10% CAGR vs FY21
Total revenue	>\$100.5m ⁴	+~30% vs FY21
Strategic R&D spend	~10% ⁵	~15% x total revenue
Cash EBITDA	~10% ⁶	15-20% x total revenue

FY22 revenue impacts:

- A. FY22 Utilities revenue impacted by ~\$10m loss of ARR vs FY21 - UK SOLR's + UK customer migrating to own system
- B. Mitigated by growth in existing customer relationships, new logos, and new services - update to be provided at time of providing FY22 revenue guidance

1. CMRR - covers all contracted revenue both fixed (e.g. subscription, annual support) and variable (e.g. BMP variable revenue, Managed Service)
2. TRR - covers BAU service revenues which are contracted on an account by account basis on a collective degree of regularity.
3. ARR - 1H'21 ARR of \$40.4m annualised
4. Total revenue - per outlook provided on 27th May 2021
5. Strategic R&D definition (non-GAAP measure) - development of new strategic technology + enhancement of existing core
6. Cash EBITDA - EBITDA incl non-cash share scheme costs, incl all R&D spend, excl lease costs of property (corresponds to FY21 EBITDA outlook of ~\$10m (27th May 2021))

A message from our
Chair.....

Summary

The transformation of the business is well underway.



There is strong growth opportunity with some short term headwinds from prior period utilities and airports pandemic.

We are growing, have a healthy and improving cash balance and are well placed to take advantage of the cleantech revolution.

Gentrack is a great platform to create value for shareholders.



Q & A

