gentrack™

Accelerating the transition to a sustainable future through GreenTech

17 October 2024

© Gentrack 2024. All rights reserved.
This document is the intellectual property of Gentrack.

Agenda

- Introduction
- Green Transformation in Energy
- How digitization enables the new energy market
- Water Industry Transformation
- How digitization enables the new water market
- Q&A

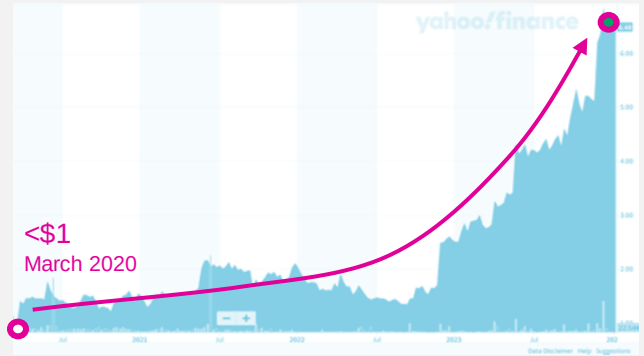
gentrack™

© Gentrack 2024. All rights reserved.
This document is the intellectual property of Gentrack.

Gentrack Introduction

Global Company– 750 employees, 3 years of experience

PUBLIC COMPANY – NZX:GTK – ASX:GTK



Top performing stock on NZX in the last 6 months

Entered S&P/NZX50 and ASX All Tech Index this financial year

OUR CUSTOMERS – 60+ customers, 16+ regulated markets

ENERGY & WATER – B2B & B2C

npower Business Solutions powered by e.on · ENGIE · red energy · EnergyAustralia · genesis · sse Airtricity · ecotricity · Shell ENERGY · Mercury · pulse energy · yü ENERGY · SO ENERGY · ActewAGL · PNG POWER Ltd · TasNetworks · wave · business stream · PowerWater · water authority fiji · HUNTER WATER

FACTS & STATS

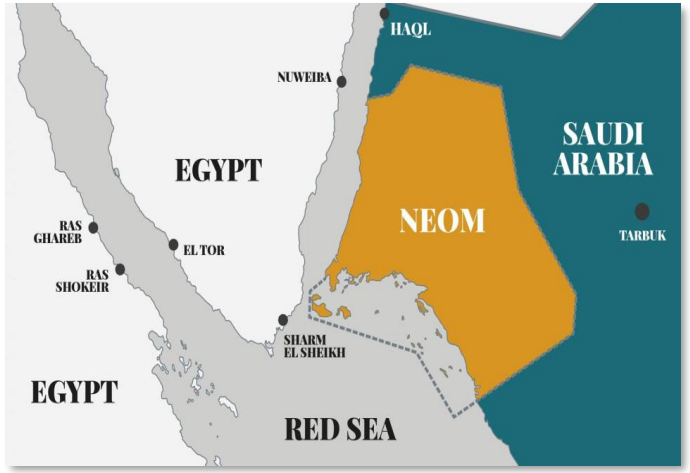
I&C leader in the **UK** (energy)

>50% B2C energy bills in **NZ**

100% Transformation success

7 Of top **15** water suppliers in **AUS**

Vision: “NEOM is the land of the future where the greatest minds and best talents are empowered to embody pioneering ideas and exceed boundaries in a world inspired by imagination”.



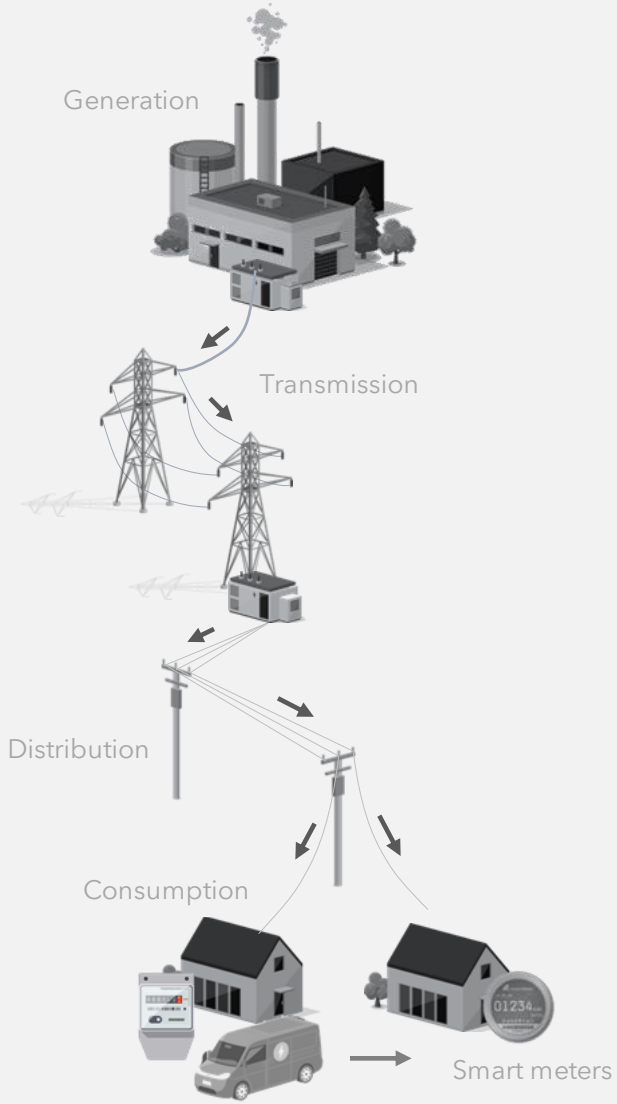
NEOM

gentrack™

© Gentrack 2024. All rights reserved.
This document is the intellectual property of Gentrack.

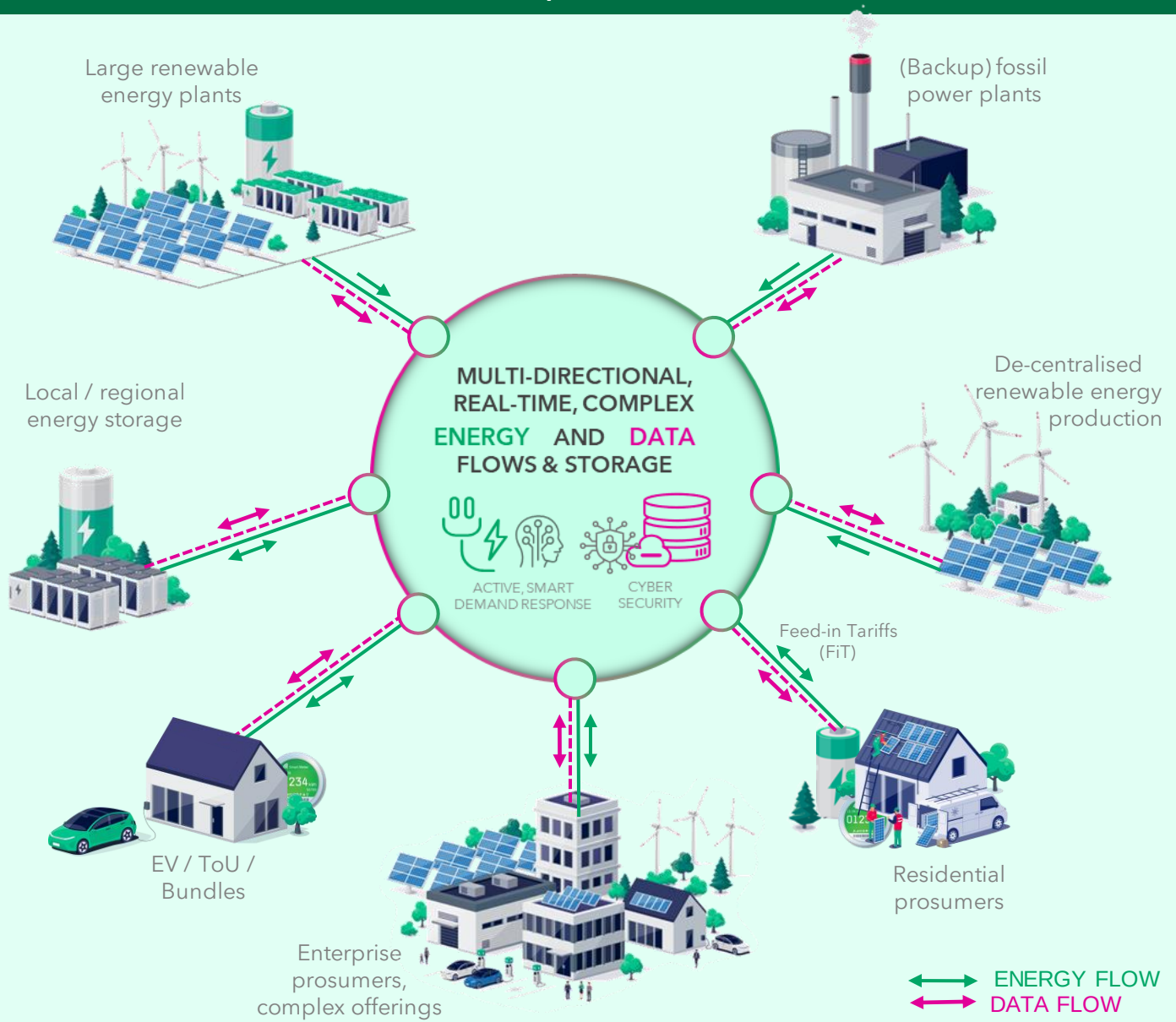
ENERGY MARKET YESTERDAY

PREDICTABLE, UNIDIRECTIONAL ENERGY FLOW

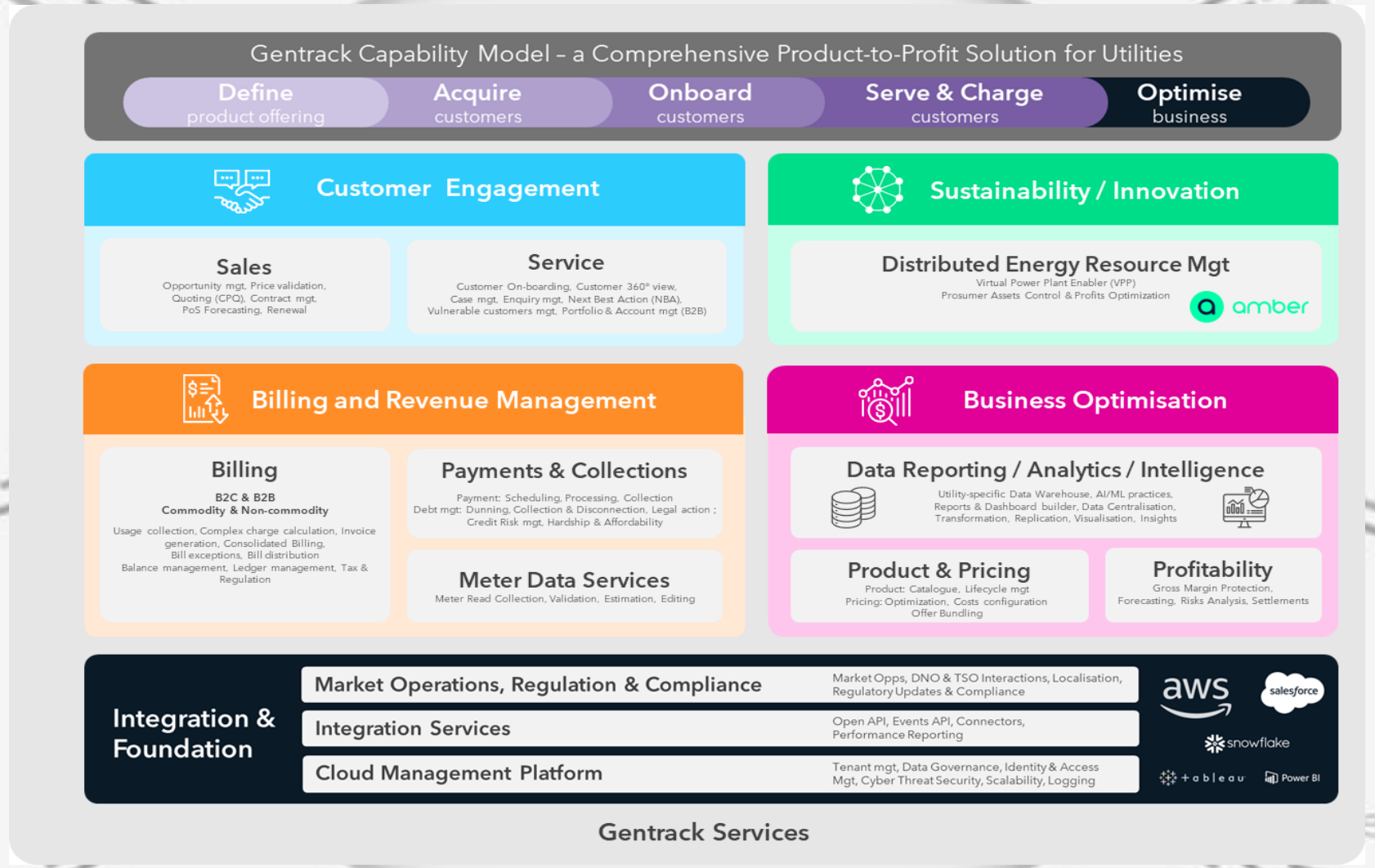


ENERGY MARKET TODAY & TOMORROW

DE-CENTRALISED PRODUCTION & STORAGE
SMART DEMAND-RESPONSE | HYPERSCALE DATA NETWORK



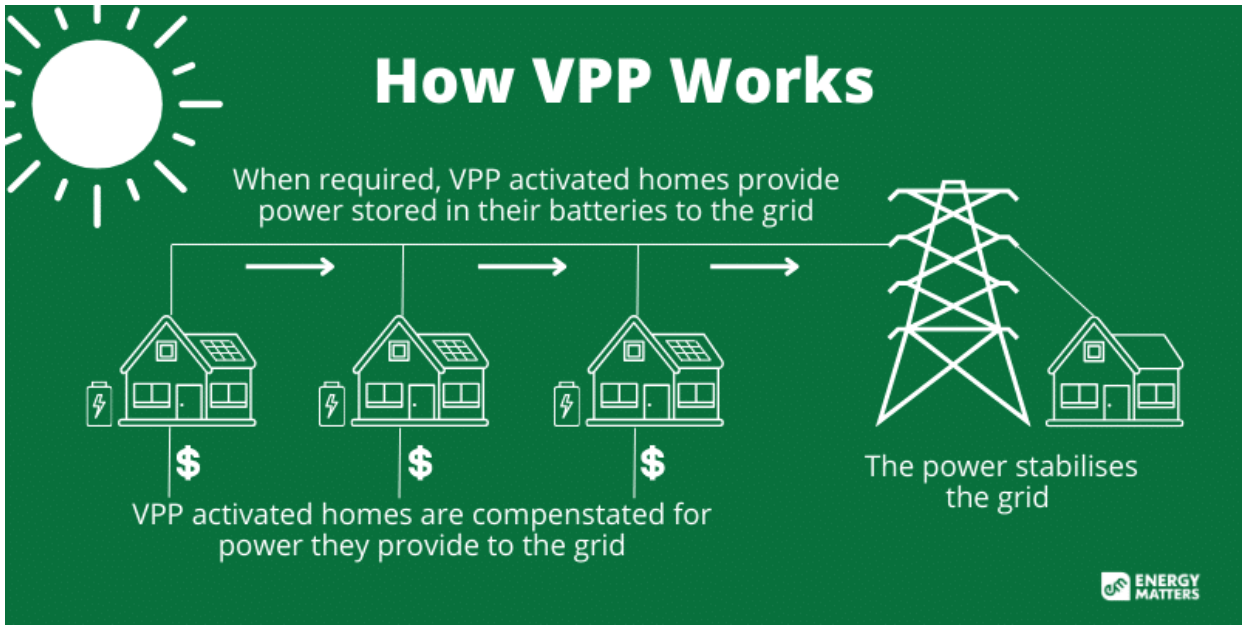
Product to Profit System

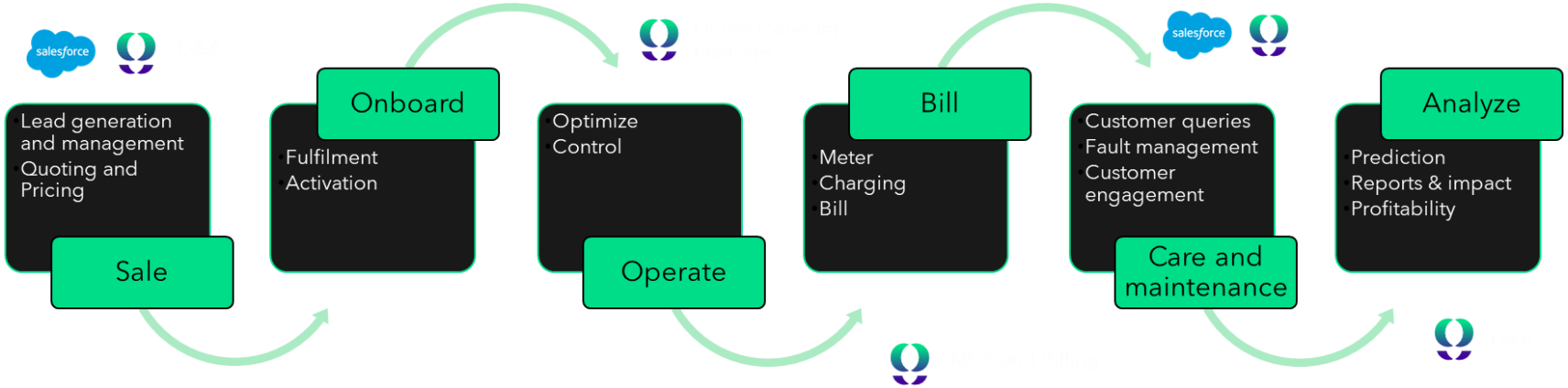


gentrack™

Virtual Power Plant

A Virtual Power Plant (VPP for short) is a network of energy generation & storage systems that are centrally managed by software to provide and consume energy to/from the grid during peak/off peak times. Virtual Power Plants allow renewable energy to be harnessed quickly, keeping the network stable and reducing reliance on fossil fuels. (adopted from EA, 2024)





gentrack™

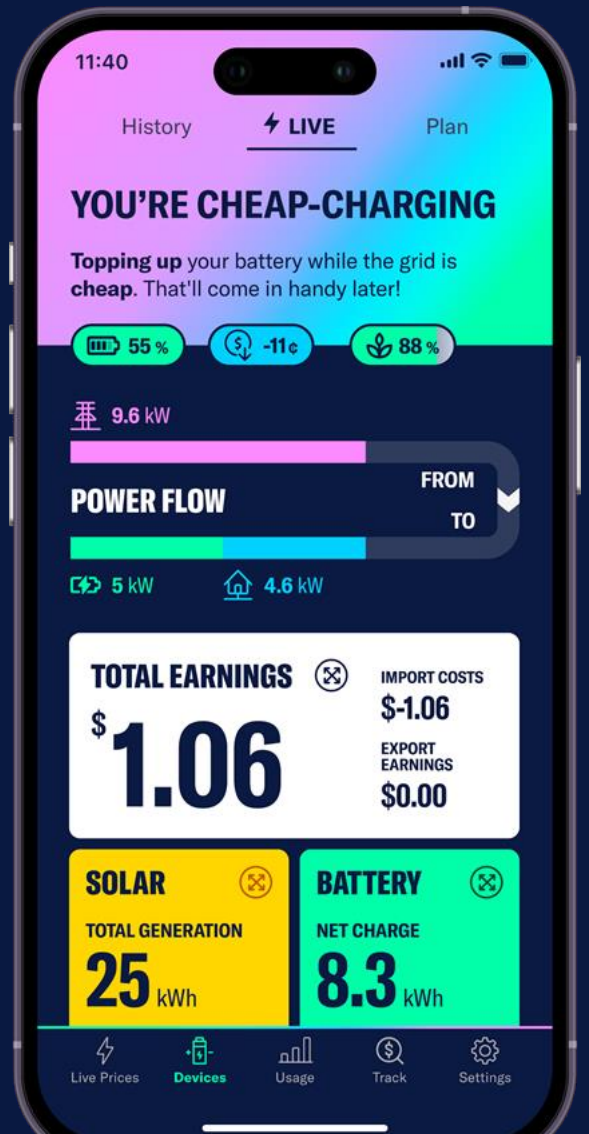
© Gentrack 2024. All rights reserved.
This document is the intellectual property of Gentrack.

Amber – technology that enables the customer to control and optimize the use of his battery

CONTROL & AUTOMATION

Gives the customers the technology to automate their battery for their benefit based on their preferences.

Amber's SmartShift software forecasts the wholesale energy price, household usage and solar production to maximize the value for the customer within their constraints.



MORE VALUE FROM THEIR ASSETS

Allows customers to earn the same price as a big generator for their exports, so they can capture more value from their battery or EV in the energy market.

Amber customers are earning ~$100 in a day (in AU) while accelerating the renewable transition.

amber

WATER MARKET YESTERDAY

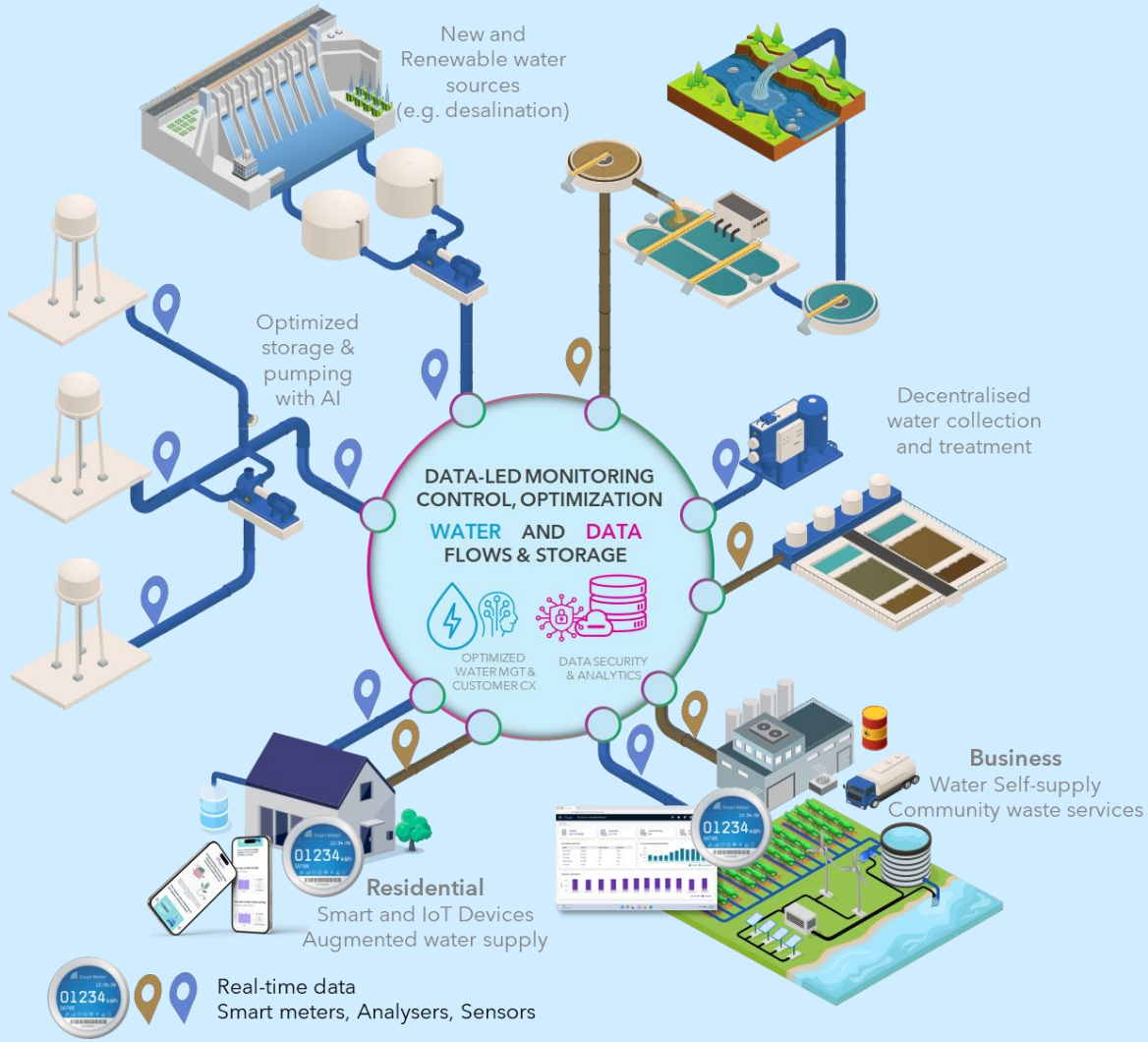
ASSET CENTRIC

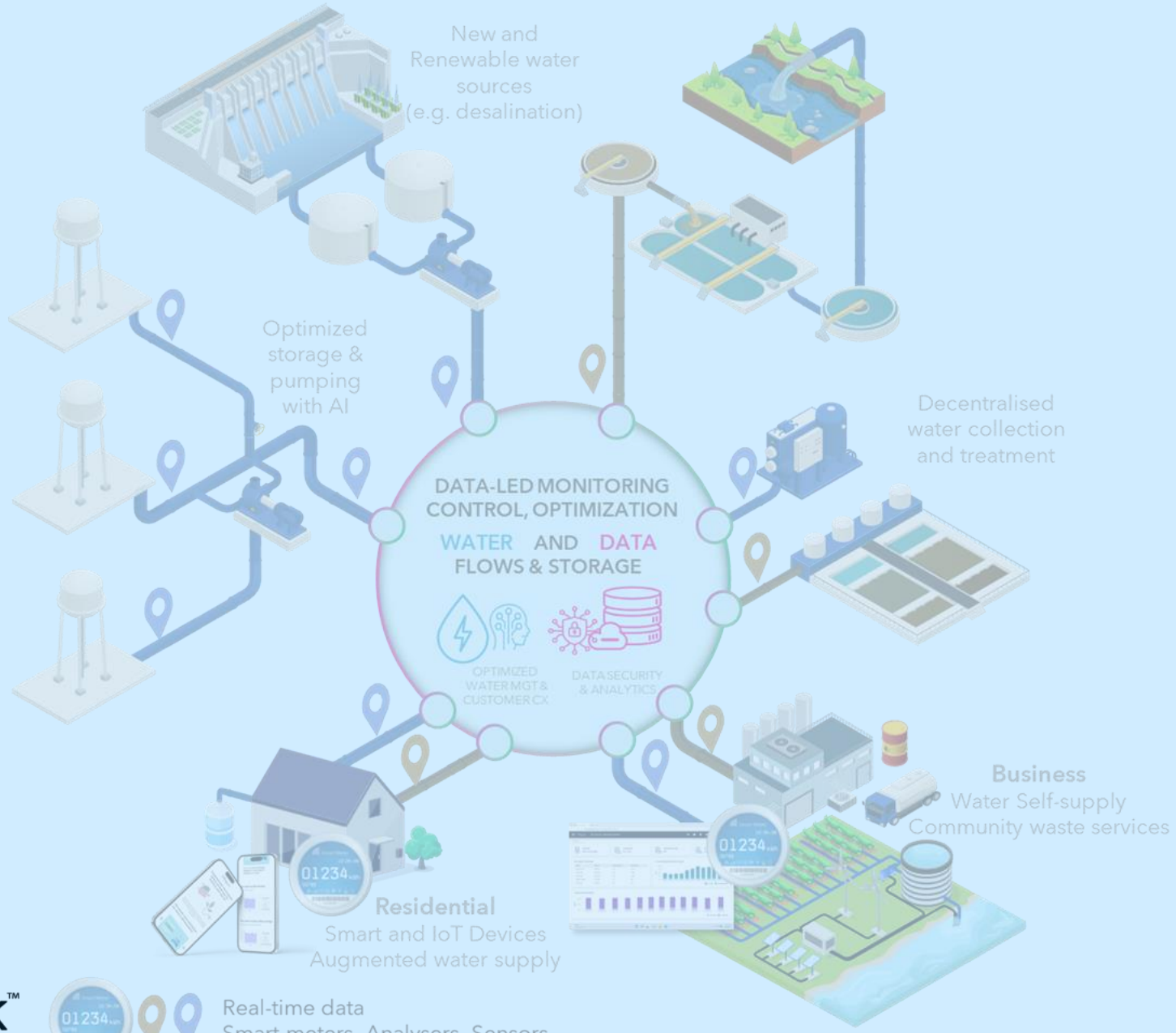
COMMODITY SERVICES AROUND A BATCH-BASED AND MANUALLY UPDATED NETWORK SUPPORTED BY A LEGACY IT SYSTEM WHICH REQUIRES A HUGE PYRAMID OF COSTS TO OPERATE

WATER MARKET TOMORROW

CUSTOMER & BUSINESS CENTRIC

NEW HYPER-SCALE DATA-LED NETWORK SUPPORTED BY CLOUD-BASED INTEGRATED BILLING,CRM AND FIELD SERVICES UNLOCKING OPERATIONAL EXCELLENCE, CUSTOMER ENGAGEMENT AND SERVICES INNOVATION





gentrack™

Real-time data
Smart meters, Analysers, Sensors

EACH OTHER

WATER SECURITY

- Water supply
- Accountability options for water and wastewater

DIGITAL FIRST EXPERIENCE

- Enabling self-service capabilities
- Inform and optimise your water behaviours

ECONOMICAL WATER SERVICES

- Reward for positive behaviour
- Enable self-generation of water
- Enable market for self-generation

WATER INDUSTRY

SERVICE EFFICIENCIES

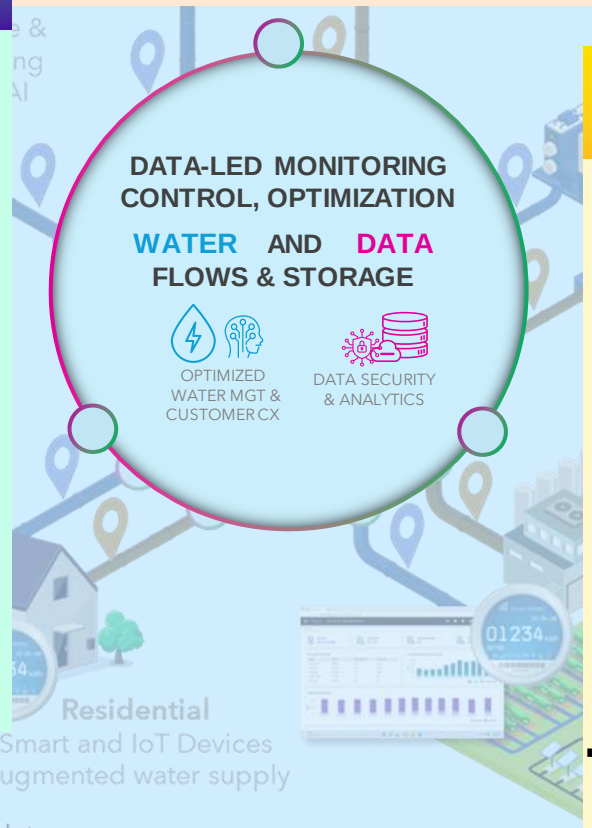
- Accurate data / information
- AI/ML assistance and optimisation
- Optimise and tailor/personalise customer service options
- Short TTM to setup new offerings

OPERATIONAL EFFICIENCIES

- Optimise maintenance costs
- Minimise faults and outages

BUSINESS IMPROVEMENTS

- Value-based tariffs & services
- Education on these products



THE PLANET

PROTECT WATER SUPPLY

- Per Capita Consumption (PPC) reduction
- Sewerage and trade waste management
- Leakage management

PROTECT ENVIRONMENT

- Enhance renewable energy sources
- Overlay with renewable energy for truly renewable consumption
- Reduce environmental impacts/habitat loss

PROTECT THE FUTURE

- Focus on "what's next" instead of the problems of yesterday

gentrack™

In closing

The problem is an **ever-increasing complexity** in the utility industry

Driven by the journey to net zero and our **rapidly growing population** and the **very limited capacity of readily-available sources**

Innovation, available and accelerated **investment in technologies** create great opportunity to optimize and address existing challenges

It creates an exciting space and opportunities for academic research in multiple disciplines

gentrack™

gentrack™

Questions?

© Gentrack 2024. All rights reserved.
This document is the intellectual property of Gentrack.