

**Gentrack Group Ltd**

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25 February 2021

FY21 Outlook Update

In November 2020 Gentrack Group Limited (NZX/ASX: GTK) ("Gentrack") advised that it expected that the full year EBITDA run rate for FY21 would be well below that of the H2 FY20 run rate and that FY21 profitability may be reduced closer to break-even depending on the levels of future product investment and other factors.

Gentrack now provides the following outlook update:

- FY21 revenues are expected to be close to or slightly ahead of FY20 revenues of \$100.5m
- FY21 EBITDA is expected to be around \$5m on the basis that research and development (R&D) costs are expensed
- Incremental R&D costs are expected to be ~\$3m/quarter from Q3 FY21
- The company expects to be net cashflow positive in FY21, building on the \$16.8m of net cash reported at 30th September 2020.

Profit and cashflow are expected to be weighted to H1 FY21 given the incremental R&D spend forecast for H2.

(All \$ amounts referred to above are NZ\$)

ENDS

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About Gentrack

Gentrack designs, builds and delivers the high-performing, cloud-first revenue and customer experience solutions found at the heart of leading utilities and airports around the world. Our customers lead in some of the most deregulated and innovative markets in the world; pioneering innovation, driving effective transformation in the management and delivery of two of our planet's most precious resources; energy and water.

More information: www.gentrack.com