

Smart Parking Limited (ASX:SPZ)

H2 FY21 Business Update

17 June 2021
CEO Paul Gillespie

smartparking.com



H2 Update

612 Total sites
up **23%** 

**As of 31 May 2021 compared to 30 June 2020*

Average PBNs
per site increased 

212%

**May 2021 compared to January 2021*

Growth in parking
breach notices up 

29%

**H2 FY21 compared to H2 FY20*

Cash of
\$9.3m

**At 31 May 2021*

\$1.0m

Spent on share
buy-back since March

1,000

Sites growth target by
June 2023

Business Update

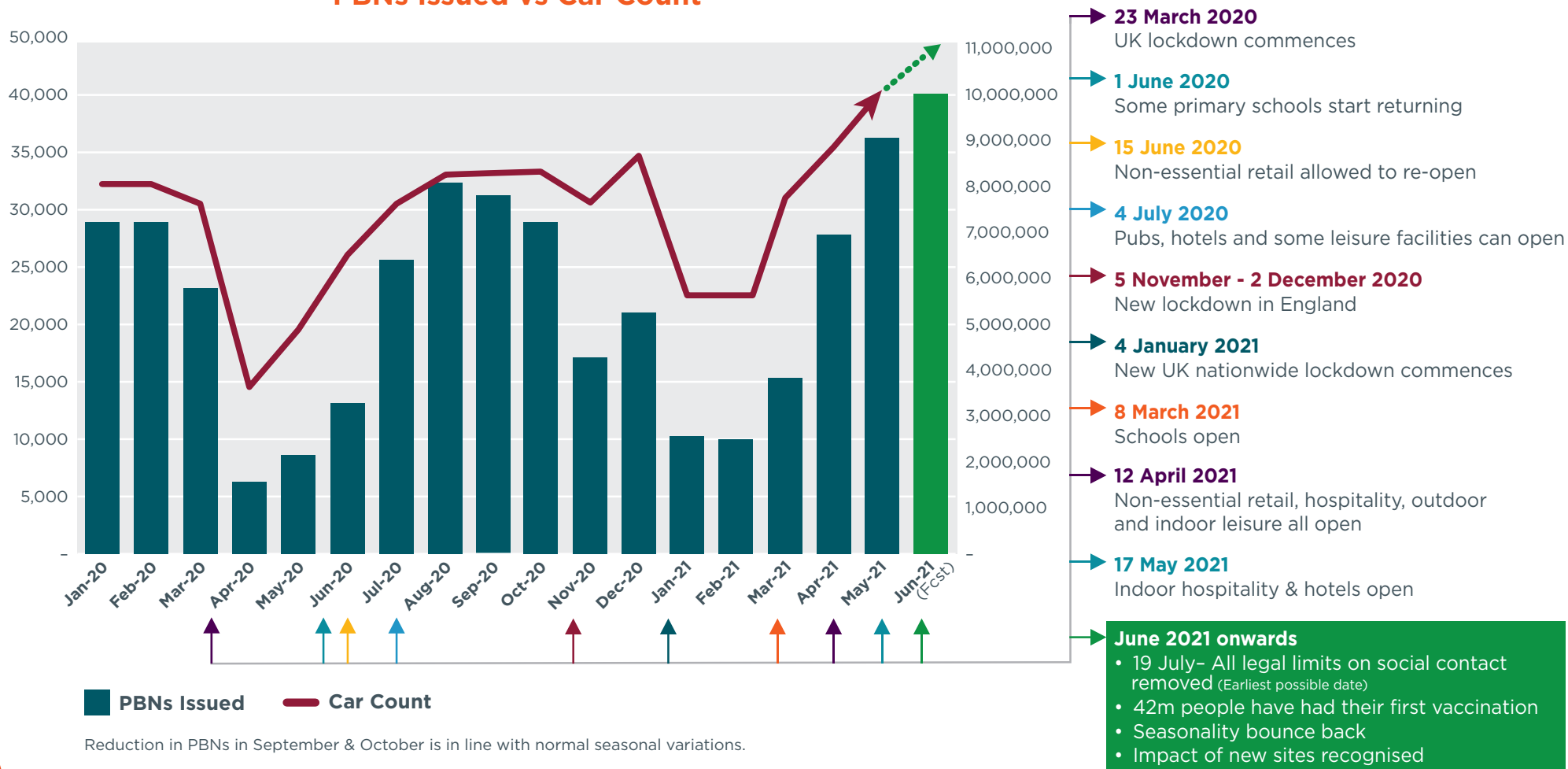
| Improving growth trajectory as UK restrictions ease and expanding addressable markets in New Zealand and Australia

- UK Parking Services business experiencing rapid growth as COVID-19 restrictions ease, with all key metrics at or around pre-pandemic levels
- Along with recovery, lead indicators for future growth are also positive
- 612 sites under management - on track for 1,000 sites under management by June 2023
- Establishing Australia Parking Services business, starting in Queensland
- NZ Parking Services business performing ahead of expectations with 6 sites installed
- Technology order book intact with \$2.8m of booked orders.
- \$2.8m VAT cash refund received in H2 FY21
- Spent \$1.0m on share buy-back to 31 May
- Strategy to leverage market leading technologies into large global addressable markets intact with significant scope for long term growth

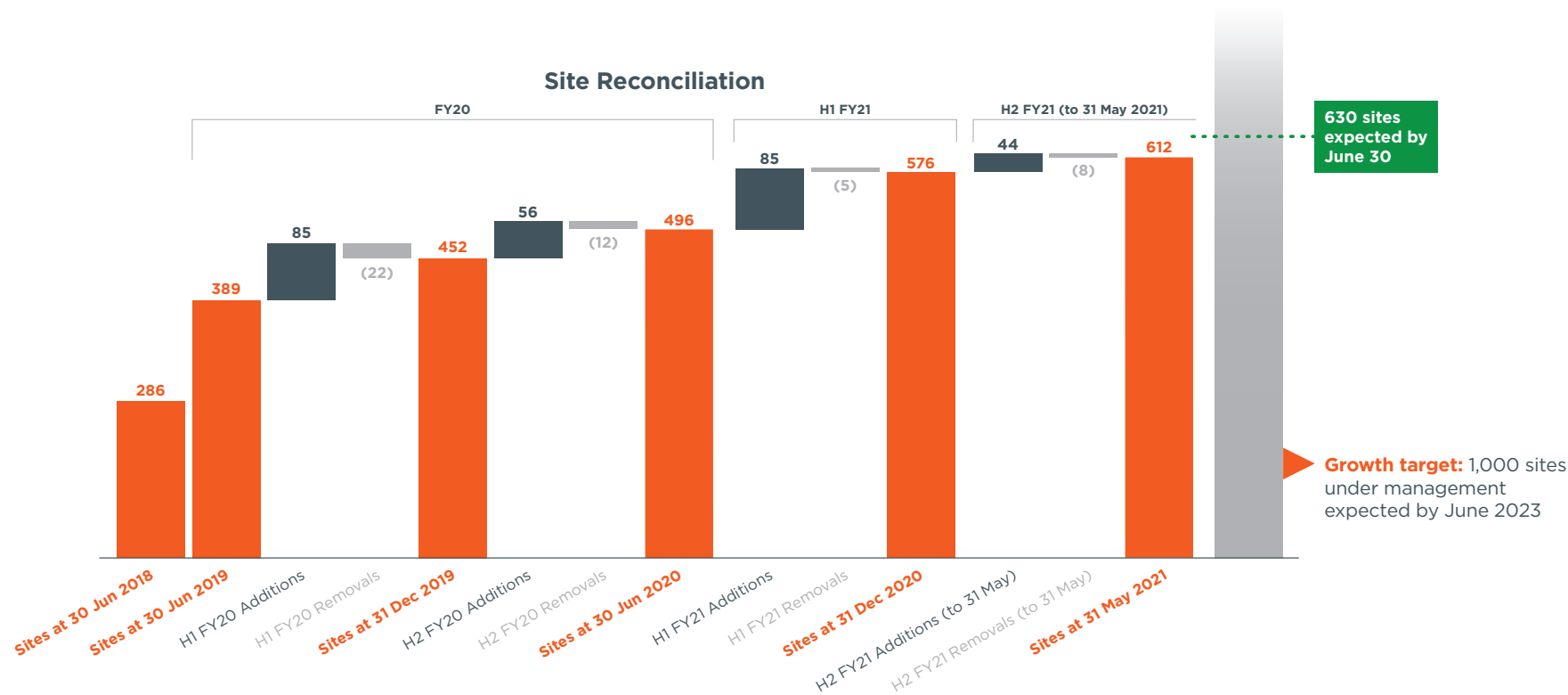
UK pandemic tracker

| Strong recovery in Q4 – as vaccination progress continues, PBNs now exceed pre-pandemic levels. Record June expected.

PBNs Issued vs Car Count



Management services – growing the estate



UK ANPR roll out continues

- **123** new sites installed in FY21 with 13 removed.
- **606** total sites under management using ANPR technology at 31 May.
- Installations heavily impacted by UK lockdowns from December 2020 to April 2021.

Growing APAC managed services

- **6** sites in New Zealand installed since March launch.
- Services business currently being established in Australia.
- Focusing on growing New Zealand & Australia pipeline to capitalise on new market opportunity.

116

Net new sites added to May FY21

1,000

Sites growth target by June 2023

180

Net new UK sites expected in FY22 & FY23, with additional APAC site installations

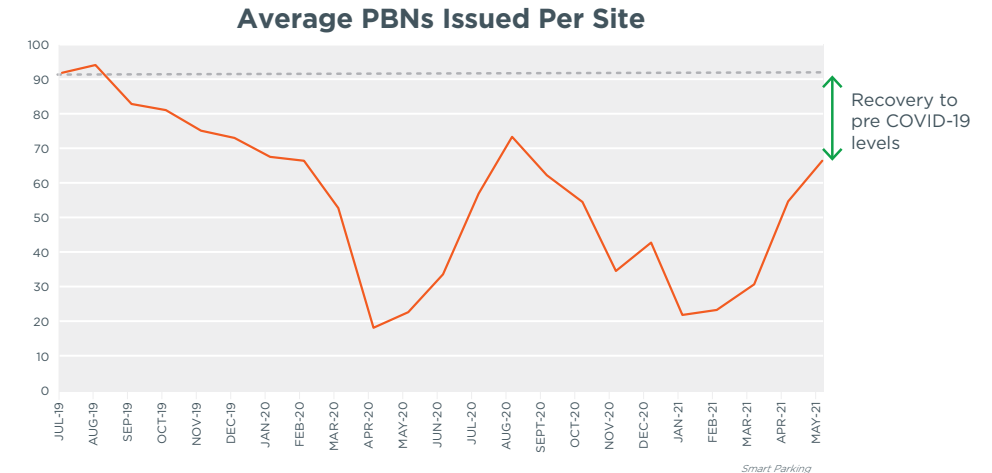
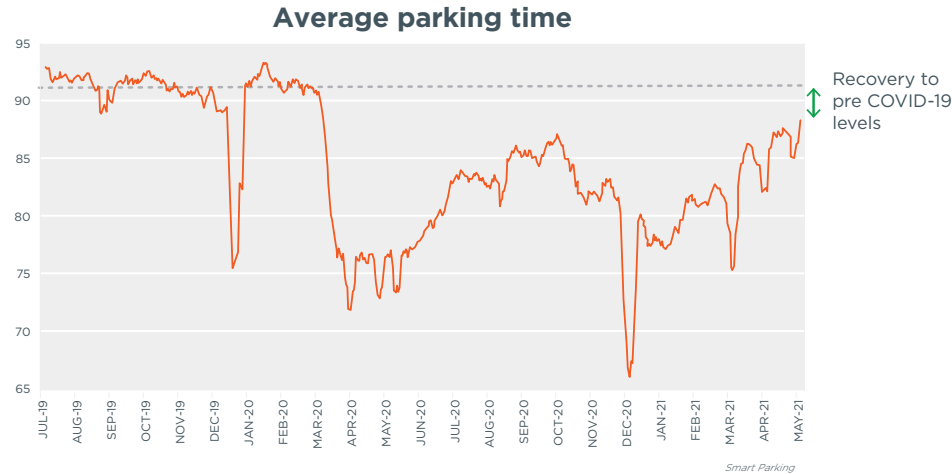
Growth expected from a diversified client mix with a TAM of

45,000

sites across the UK

Multiple growth drivers

| Continued recovery to pre COVID-19 levels with increased sites under management will significantly enhance SPZ's earning potential



Strong Q4 FY21 run rate

- Key metrics tracking towards pre-pandemic levels and beyond:
 - H2 PBNs have **exceeded PCP by 29%**
 - May FY21 PBNs have **exceeded May FY19 by 10%** and June FY21 is on track to **exceed June FY19 by 30%**
 - Average stay time **increased 16%** during H2
 - Average PBNs per site per month **increased 212%** during H2

FY22 growth tail winds

- Further easing of restrictions in the UK
- Growing vaccination rates across the UK adding to consumer confidence
- Increased sales capacity with higher conversion levels
- Enhanced competitive position post pandemic
- Staycations in the UK driving motorist behaviour
- Improved contract renewal rates

FY22 priorities

- Grow new territories with ANPR model.
- NZ Parking Services business underway with 6 sites under management and a focus to achieve a total of 75 sites by June 2023, at an attractive return on investment.
- Australian Parking Services business model established with first 2 contracts signed and site installations before the end of June, leveraging core technology and expertise.
- Leverage new technology products into new and existing customers.
- Evaluate strategic acquisition opportunities to complement organic growth.

** All forward-looking statements can be subject to change depending on COVID-19 restrictions easing or increasing.*

Thank you.

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