

Smart Parking Limited (ASX:SPZ)

AGM Presentation

18 November 2022
CEO Paul Gillespie

smartparking.com

Smart Parking Ltd (ASX:SPZ)

A global company focused on delivering industry leading technology, profitable and cashflow positive with a strong balance sheet

Parking management services

Provision of parking management solutions, predominantly servicing the retail sector, managing agents and land owners in the UK. SPZ has recently launched in three new territories, with accreditation achieved in NZ, Australia (Queensland) and Germany to run parking management services.

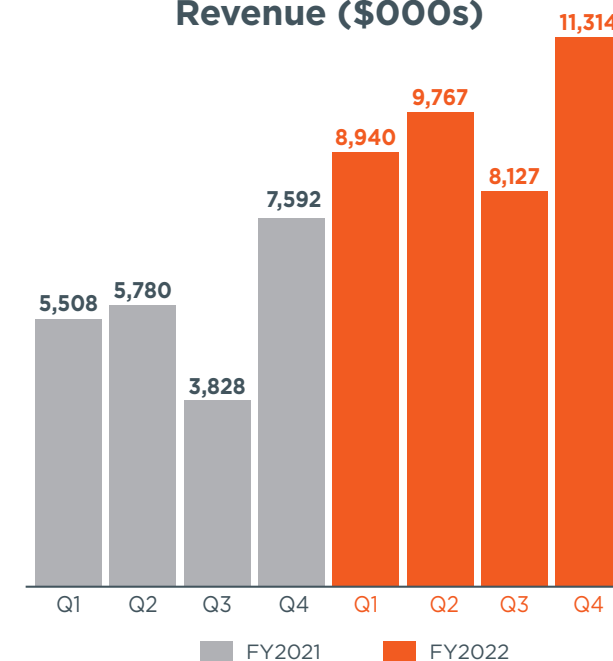
Technology

Proprietary technology to facilitate the growth of parking management services. Competitive advantage - SmartCloud allows successful plate matching with infringement business rules, mapping the full life cycle of a breach notice from issuance to payment or collection.

Attractive financial model

Adjusted EBITDA of \$8.8m in FY22, up 296% on PCP. Cash balance of \$10.8m at June 30th 2022.

Revenue (\$'000s)



OVER 13 MILLION CARS PER MONTH THROUGH THE ESTATE



OVER 31m SMARTCLOUD TRANSACTIONS PER DAY



OVER 800 CUSTOMERS WORLDWIDE




SALES AND OPERATIONS IN UK, GERMANY, NZ & AUSTRALIA

Existing market footprints

| Currently operating in four territories around the world



Parking Regulations Apply



Purchase a parking ticket for the duration of your stay from the payment machine


See Terms and Conditions on signage throughout the car park

THIS CAR PARK IS PRIVATE LAND

This car park is private property and is managed by Smart Parking Ltd on behalf of the owners. Vehicles left at owners' risk. Helpline - 0330 135 9020

SMART PARKING

Car park monitored by ANPR systems



TAM 45,000 SITES



PRIVATE LAND

Licence Plate Recognition in Use

Customer Parking Only



Enforcement Applies

Refer to the Parking Terms & Conditions signage for full details

Smart Compliance Management

This car park is private property and is monitored by ANPR systems managed by Smart Compliance Management (a division of Smart Parking Technology Limited) on behalf of the owners. Vehicles left at owners' risk. Contact info@smartcomply.com.au | www.smartcomply.com.au

TAM 3,000 SITES



PRIVATE LAND

Licence Plate Recognition in Use

Customer Parking Only



2 HOURS MAX FREE PARKING PER DAY

Enforcement Applies

Vehicles breaching parking conditions: A \$88.00 parking breach notice will be issued. Refer to the Parking Terms & Conditions for full details

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Smart Compliance Management

Car park monitored by ANPR systems

TAM 2,000 SITES
(Queensland only)



PRIVAT PARKPLATZ



MAXIMAL 60 MINUTEN FREI

VERTRAGSSTRAFE* MINDESTENS 40€

KEINE PARKSCHEIBE ERFORDERLICH

SMART PARKING

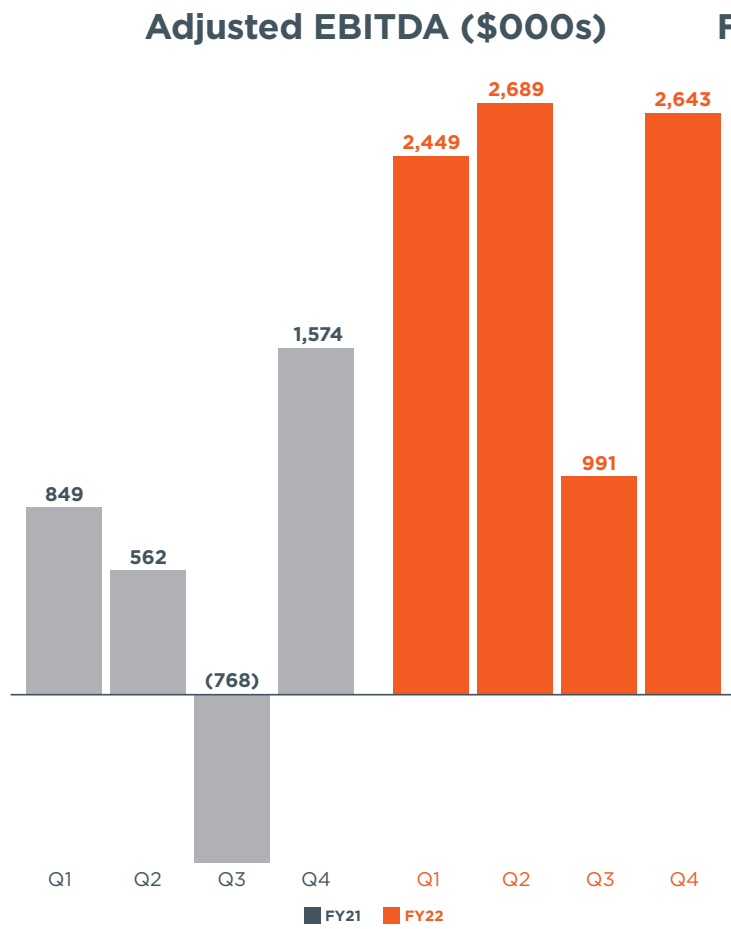
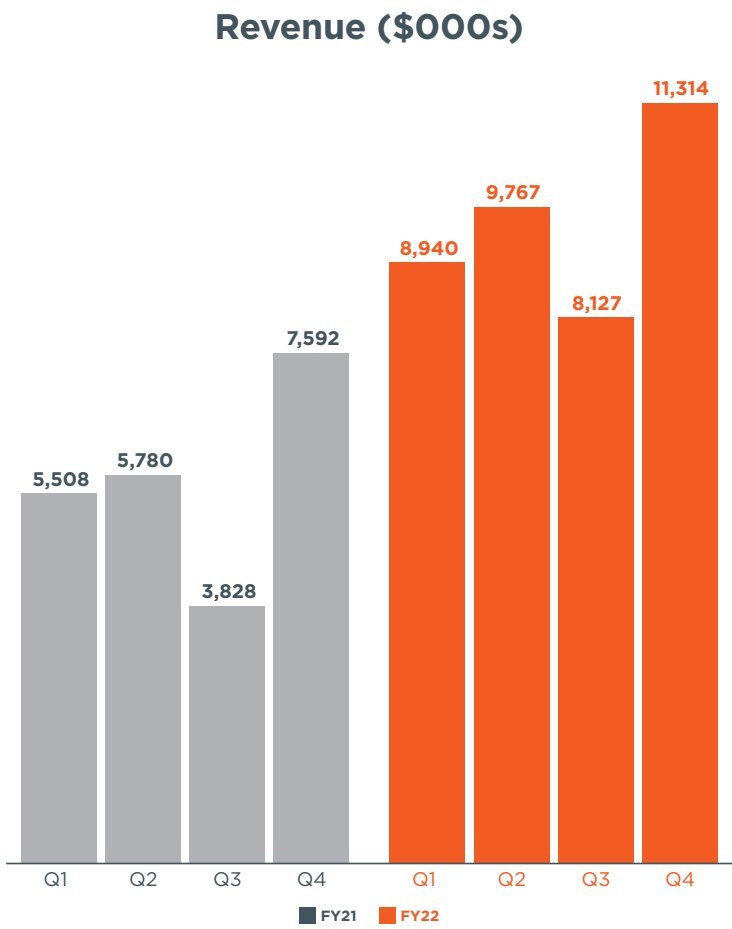
*bei Überschreitung der Freiparkdauer zuzüglich ggf. Hinzeigebühren

MIT PARKVORGANG GELTEN DIE AUSGEHÄNGTEN AGB SMART PARKING GERMANY GMBH

TAM 90,000 SITES

Recovery and growth track record

| Disciplined execution of growth strategy delivering results



FY22 Highlights

839 Total sites
up 36% 

**As at 30 June 2022 compared to 30 June 2021*

Revenue of
\$38.1m up 

68%

**Compared to PCP*

Adjusted EBITDA
\$8.8m up 

296%

**Compared to PCP*

Cash of
\$10.8m

**At 30 June 2022 (excludes customers' cash)*

Free cash flow of
\$8.1m up 

624%

**Compared to PCP*

1,500

Global sites target by
June 2025 - affirmed

**878 sites at 22 August 2022*

Growth strategy – multiple drivers

| Three key pillars for growth

Organic existing markets



Growth in sites =
growth in PBNs =

revenue & profitability

High incremental margin

leveraging existing
fixed cost base

Existing markets:



TAM 45,000 SITES



TAM 3,000 SITES



TAM 2,000 SITES



TAM 90,000 SITES



1,500

ANPR site target by June 2025

Growth in new territories



Investigating and evaluating
new market territories

Low cost

expansion strategy

Focused on territories with
appropriate regulatory
environment where SPZ can
**leverage IP and market
leading technology**

M&A



Good pipeline
of opportunities



Disciplined selection criteria:
Strategic fit, technology and
earnings accretion



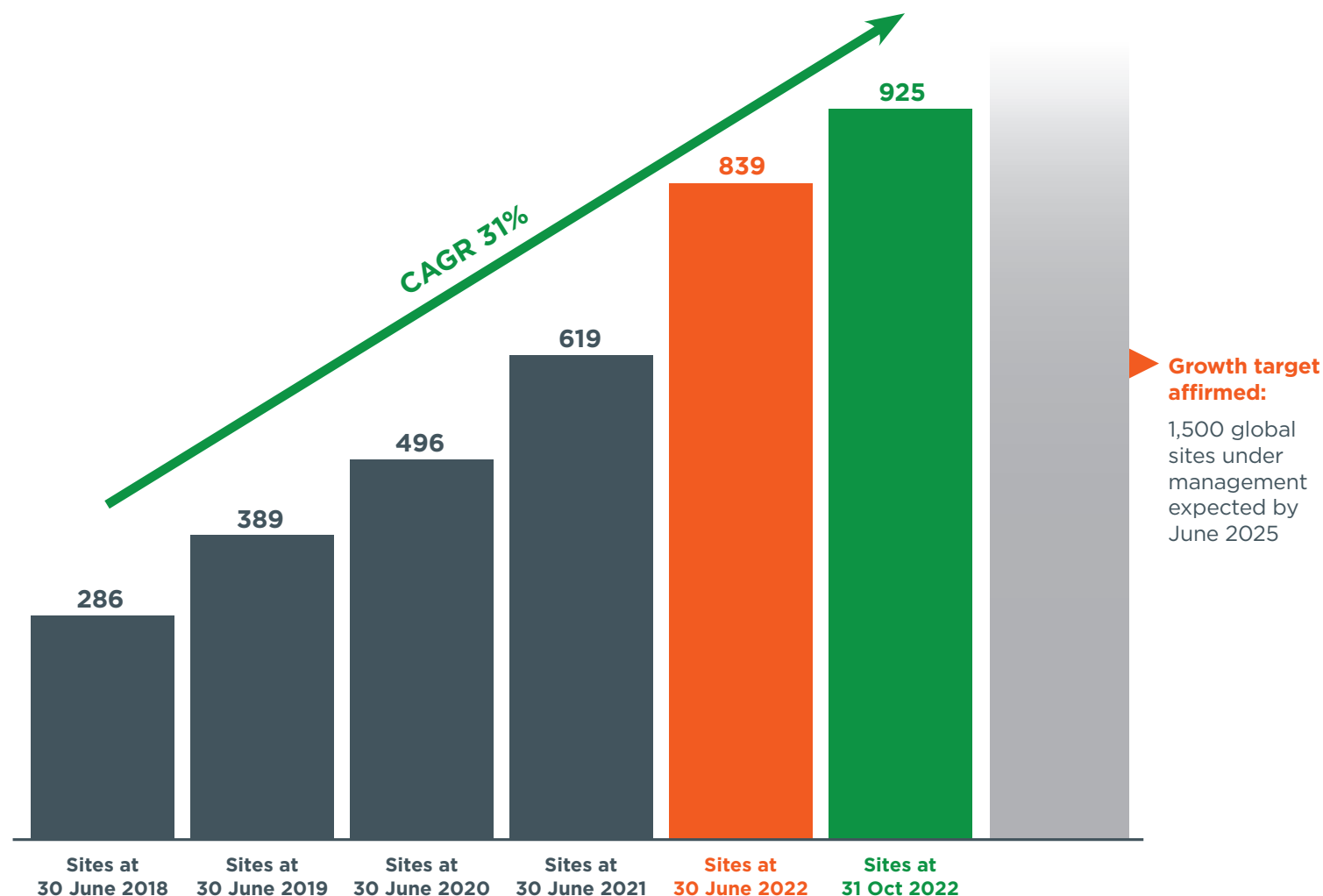
Ability to leverage technology
and deep domain expertise to
deliver synergies



Proven track record
with successful integrations

On track for 1,500 ANPR sites by June 2025

| Site growth in FY22 at 36%



UK ANPR roll out continues

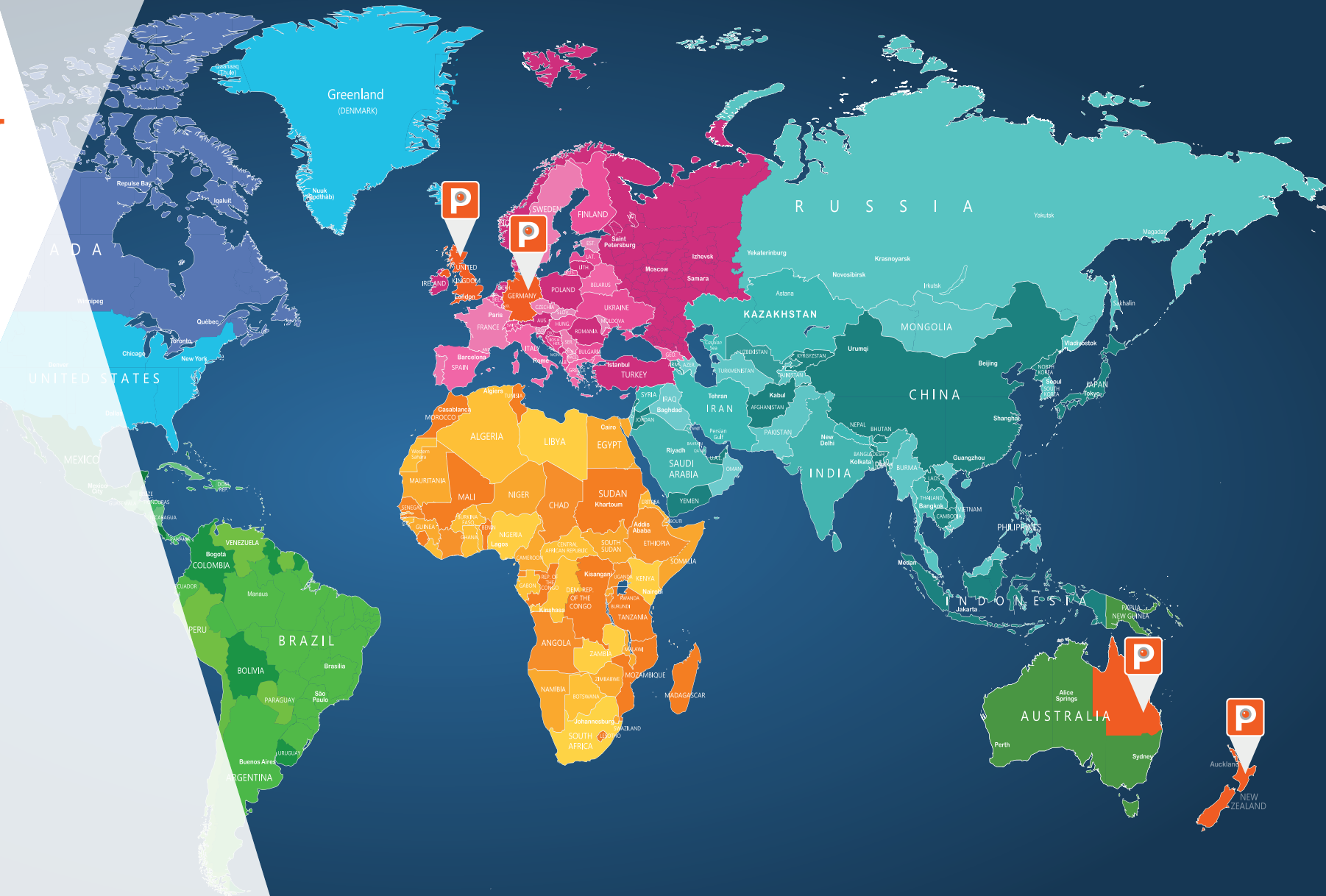
- **303** new sites in FY22.
- Completed acquisition of NE Parking (UK) with 517 manually operated sites. Opportunity to convert suitable sites to ANPR ongoing.

Growing APAC and Germany managed services

- **89** sites in New Zealand/Australia installed as at 31 October 2022.
- Leveraging technology and expertise into new territories.

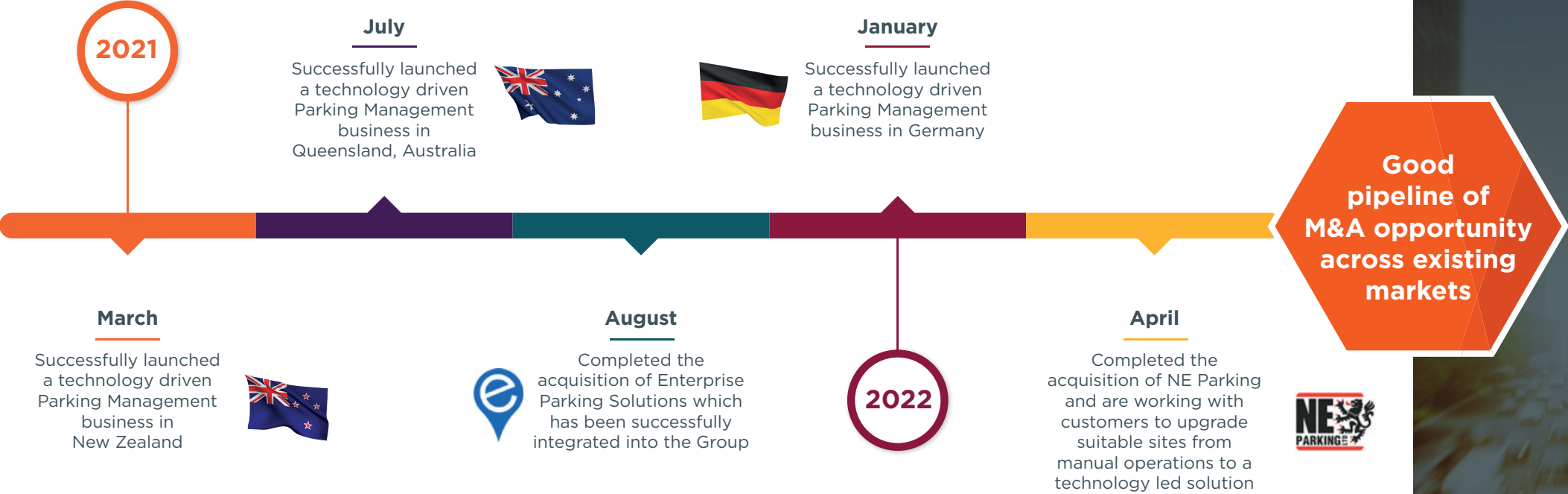
Exploring & evaluating new territories

- Investigating and evaluating new market territories
- Low cost expansion strategy
- Focused on territories with appropriate regulatory environment.
- SPZ can leverage IP and differentiate itself with market leading technology.



M&A track record

| Disciplined acquisition track record - complements strong organic growth



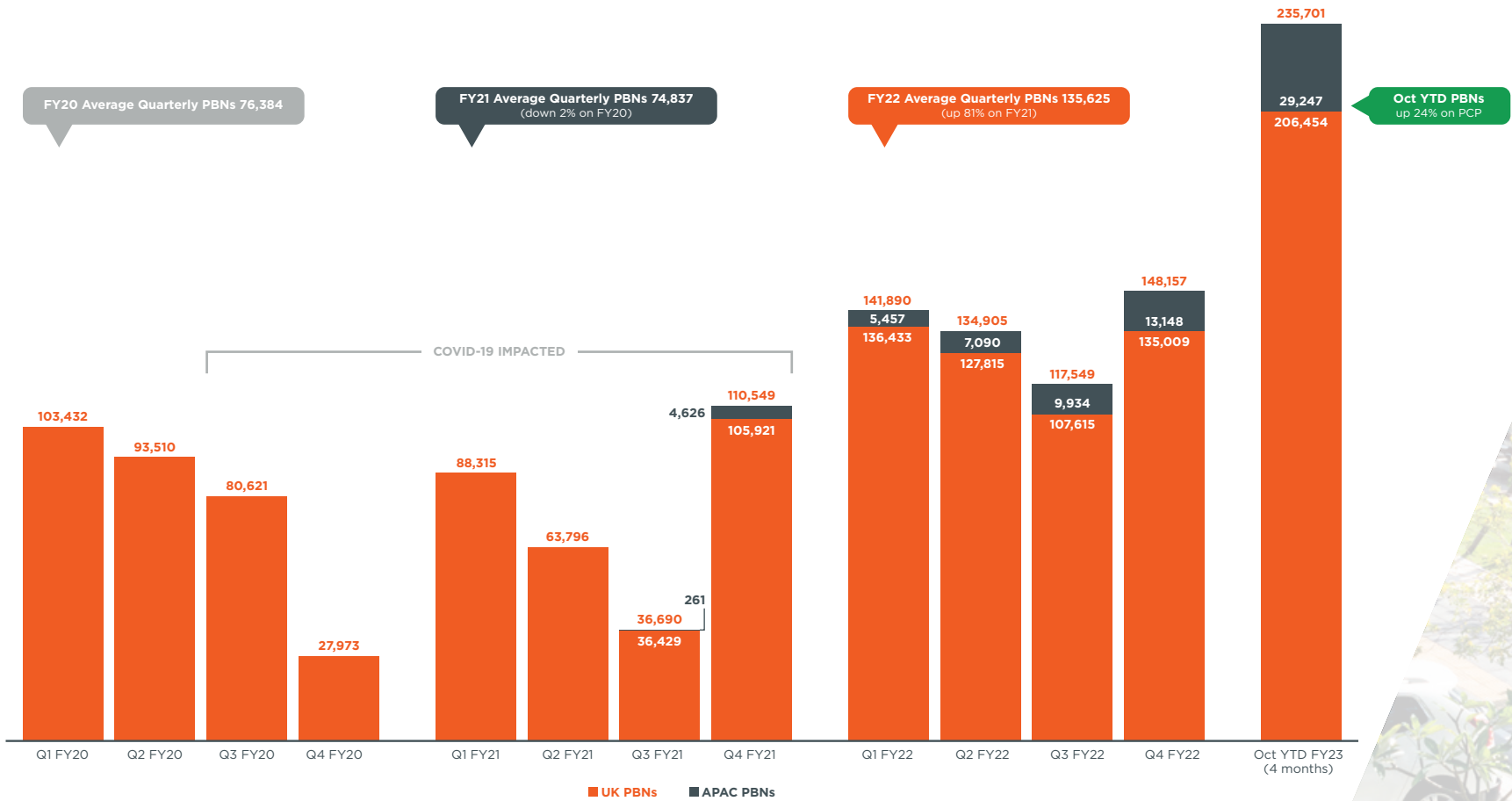
Ongoing

The Company is pursuing earnings accretive M&A opportunities and utilising operating leverage to accelerate growth.

Strong growth underway

| Oct YTD FY23, PBNs up 24% on PCP

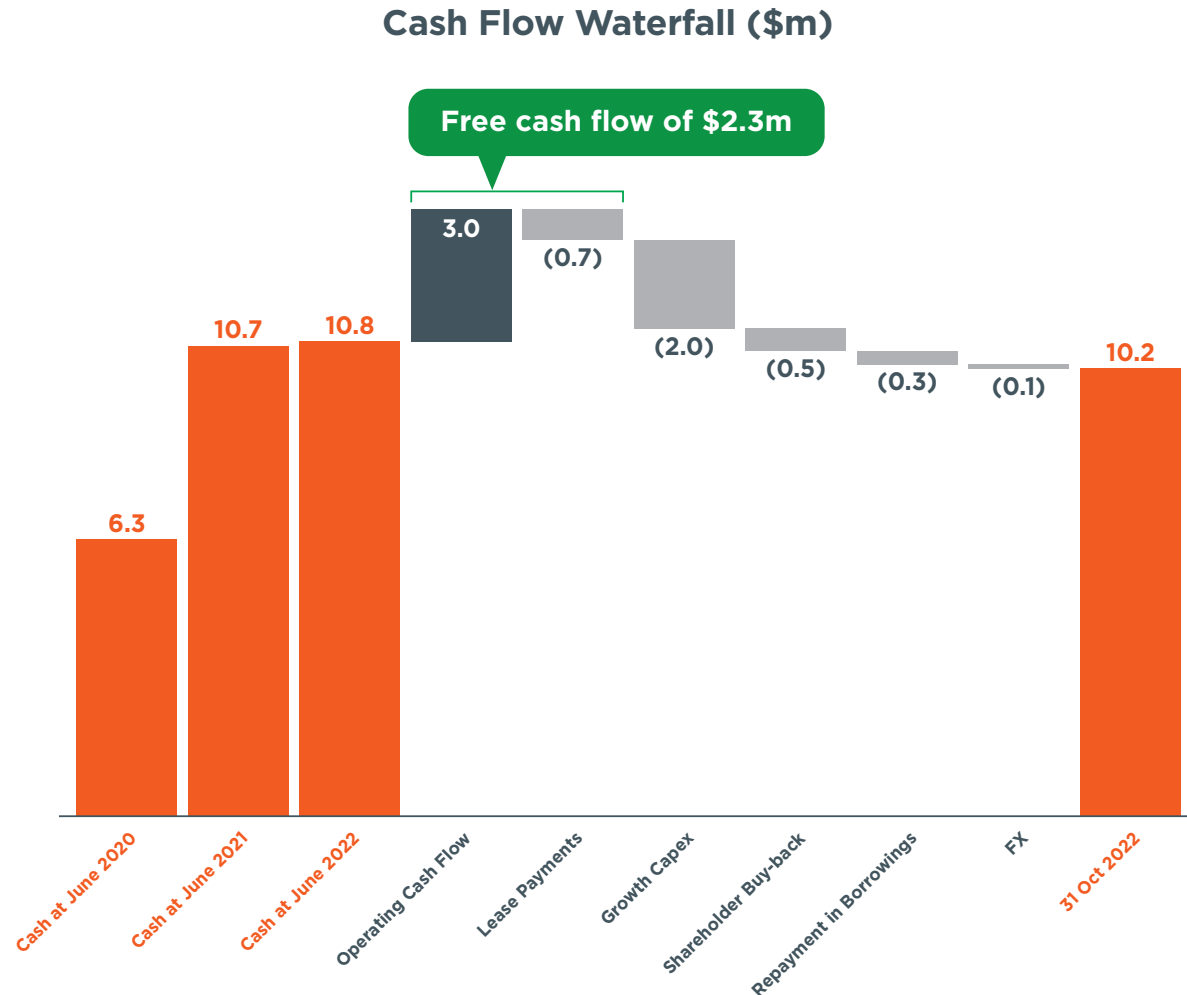
Group Parking Breach Notices Issued



Reduction in PBNs in H2 is in line with normal seasonal variations.

Positive free cash flow

| To self fund growth investments



- Cash on hand of \$10.2m as at 31 October 2022.
- **Positive free cash flow of \$2.3m, includes \$0.5m investment in new German operations.**
- Minimal maintenance CAPEX required - capital light business model. Growth CAPEX of \$2.0m including ANPR camera equipment to support the acceleration of site growth and benefit future periods.
- **Average payback for ANPR and Managed Services investment is 6-8 months.**
- Total CAPEX investment to increase to \$4.5-5.5m in FY23 to capitalise on significant growth opportunities.
- \$0.5m spent on share buy-back at \$0.23 per share.
- Disciplined evaluation of new M&A opportunities.

FY23 priorities – execution under way

- ✓ Continue to make strong progress towards growth target of 1,500 global sites under management by June 2025.
- ✓ Execution of organic UK growth strategy - we are very early in the long term growth runway.
- ✓ Continue successful and profitable international expansion strategy.
- ✓ APAC Parking Services (NZ & Australia) business underway. Scope for significant growth.
- ✓ Grow German Parking Services business, focus on building scale in Europe's largest market - TAM 90,000 sites.
- ✓ Well capitalised to fund further strategic acquisition opportunities and new territory expansion.

** All forward-looking statements can be subject to change.*



Smart Parking Investment Case



Market leading technology

Proprietary technology solutions providing site owners with higher returns, compliance and safety.



Proven model

Highly profitable global business - 925 sites under management as of 31 October 2022.



Multiple growth drivers

1,500 ANPR sites by June 25 in existing markets. Scope for complementary, accretive M&A.



Leveraging expertise in large addressable markets

TAM 150,000 sites in UK, Australia, NZ and Germany. Currently evaluating other territories with favourable regulatory environments.



Attractive financials

Profitable, free cash flow positive, \$10.2m cash to self-fund organic growth.

Thank you.

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smartparking.com