

Smart Parking Limited ASX:SPZ  
AGM Presentation



CEO Paul Gillespie  
10th November 2017

# Business Overview

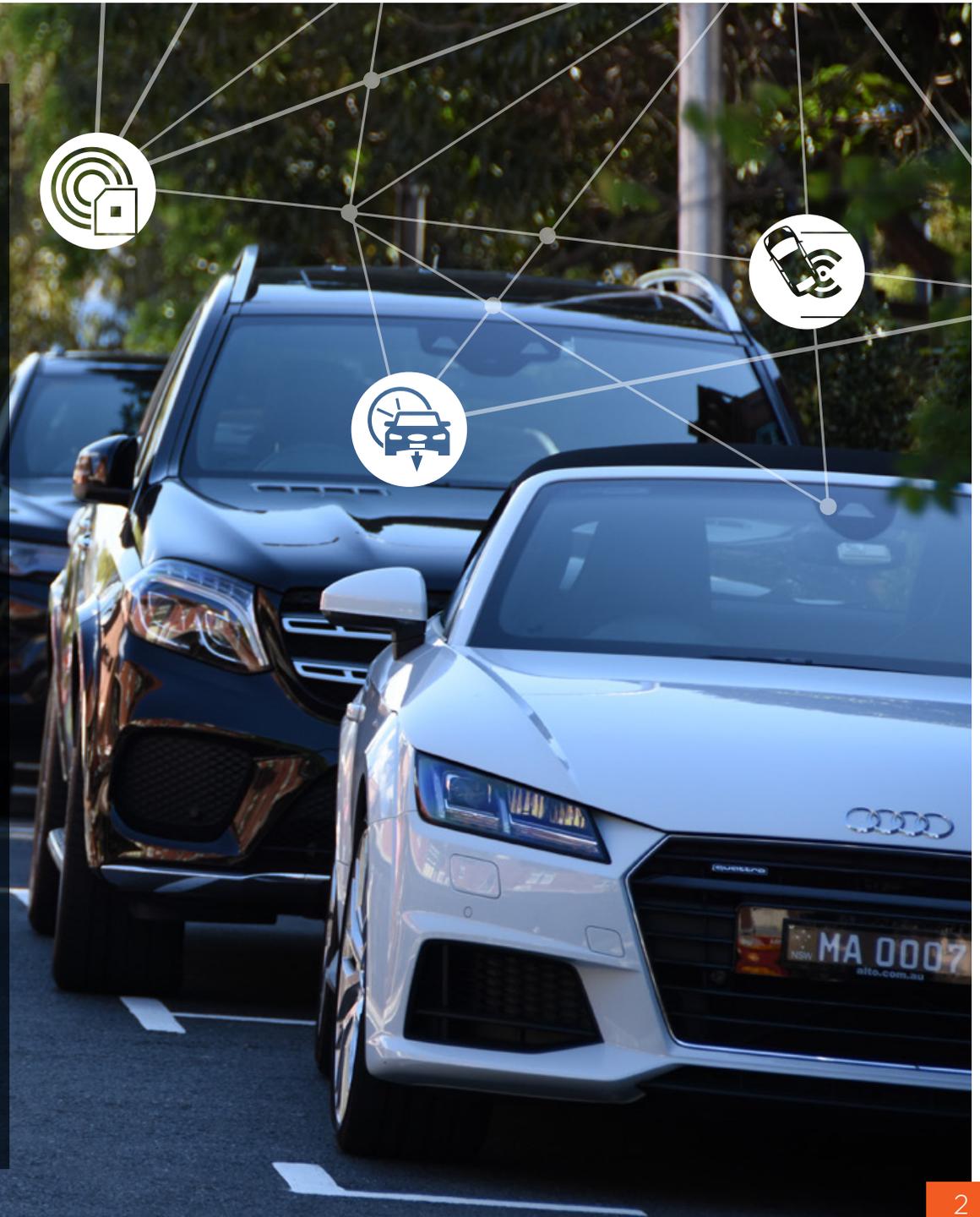
**World-leading technology for parking design, development & management**

## **Management Services | UK**

Profitable and operates exclusively in the UK. Specialises in managing car parks on behalf of retail customers, land owners and managing agents and currently generates 88% of Smart Parking's revenue.

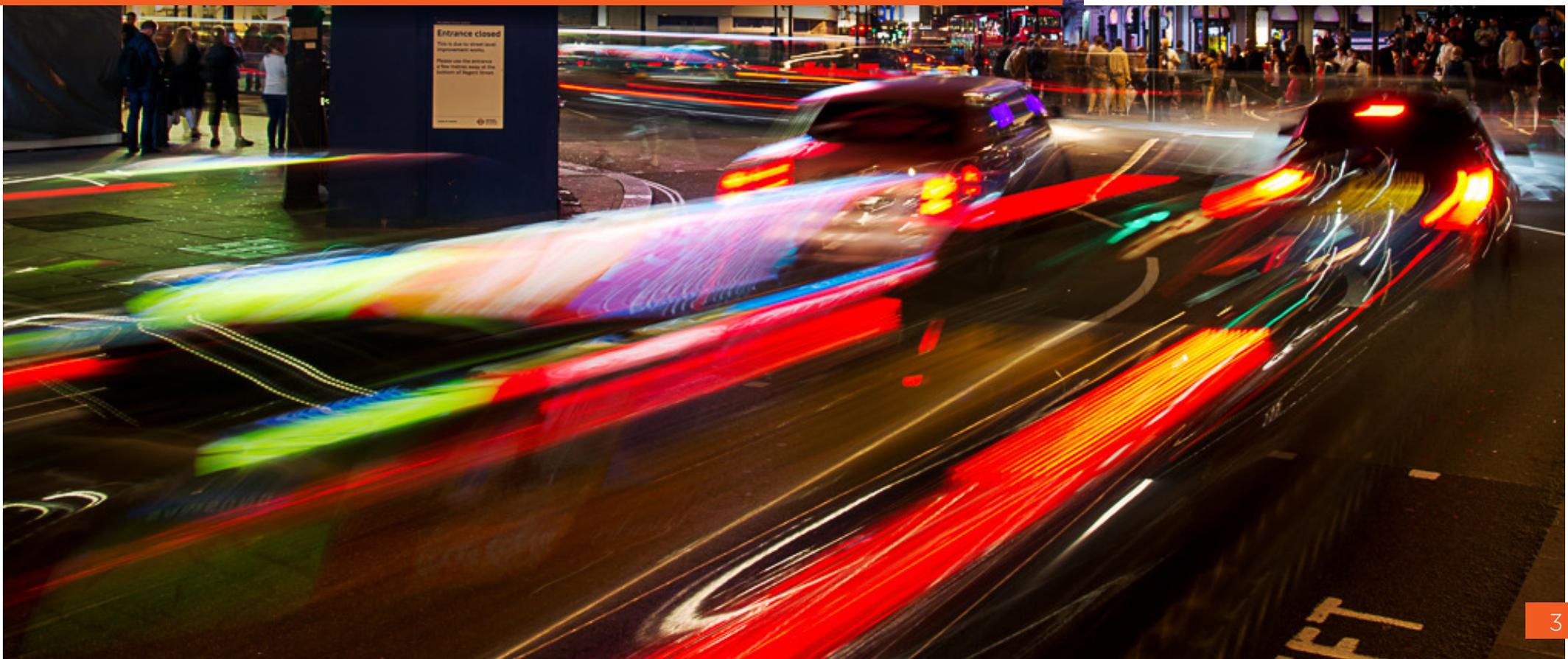
## **Technology | Global**

Designs, develops and specialises in on-street and off-street parking technology and software, enabling clients to manage parking efficiently and cost effectively. Critical to competitive advantage in the Services business and to the future growth of Smart Parking.





# FY17 Highlights



# Highlights

Record FY17 results

Global technology roll-out

New clients & deals

New R&D Smart City Platform development

Expanding workforce



# Highlights

## Cardiff, United Kingdom

The Cardiff City Council order represents Europe's first city-wide deployment of parking bay sensor technology.

## Services technology expansion

Smart Parking Services business continues the roll out of ANPR technology.

## Wilson Parking New Zealand

Smart Parking wins new contract with Wilson Parking, the APAC market leader in car park operations.



# FY17 Financial Update

Adjusted Group EBITDA  
**up 44% to \$3.2 million\***

Adjusted Group EBITDA  
**margin up 4% to 10.8%\***

Parking Management EBITDA  
**up 47% to \$7.9m\***

\*In constant currency and before non-recurring items

# Group financials

## EBITDA margin growth continues into FY17

In constant currency:

### Adjusted EBITDA

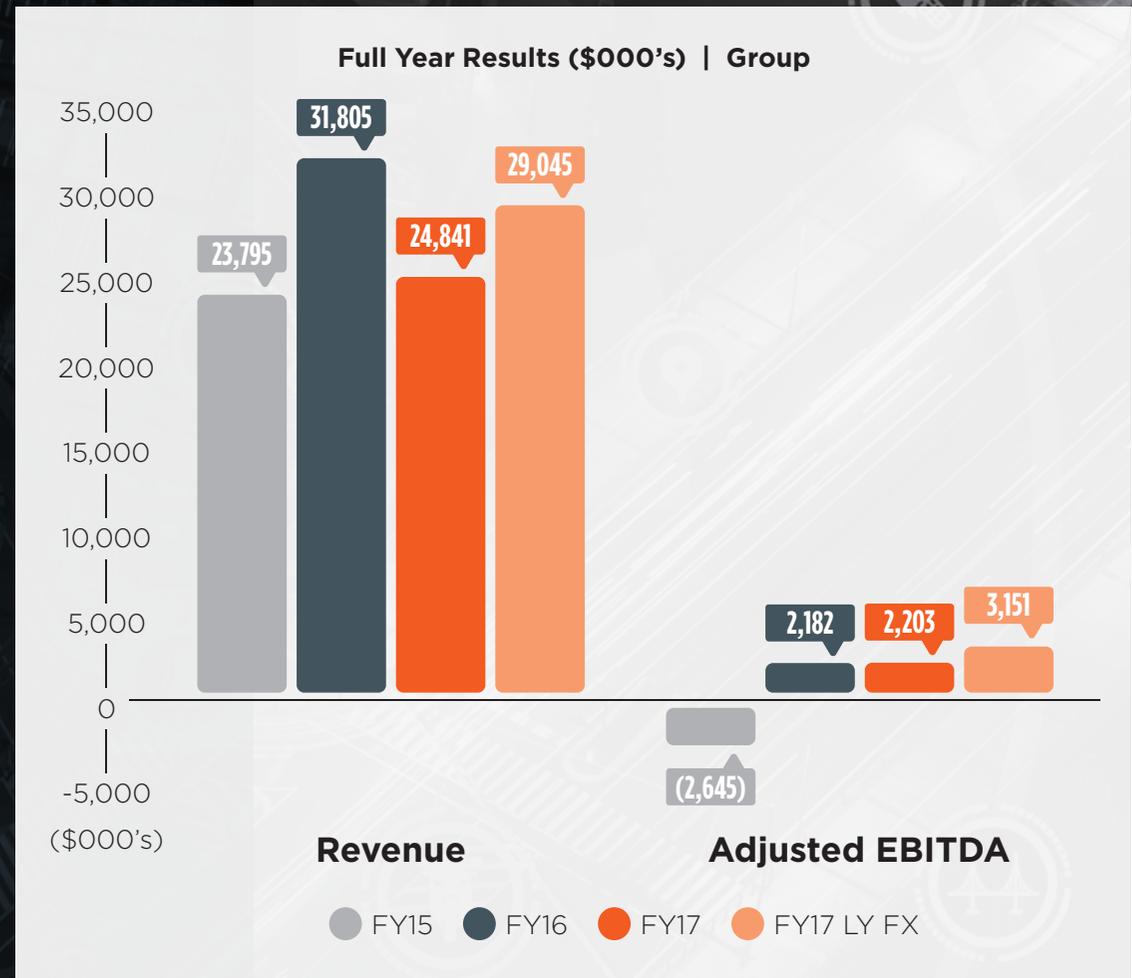
Up \$1.0m on FY16 despite loss of Asda.

### Adjusted EBITDA margin

Up from 6.9% to 10.8%.

### Revenue

\$29m down 9% on FY16 following Asda contract loss.



\*LY FX = Constant currency

# Services financials

## EBITDA margin growth continues into FY17

### EBITDA

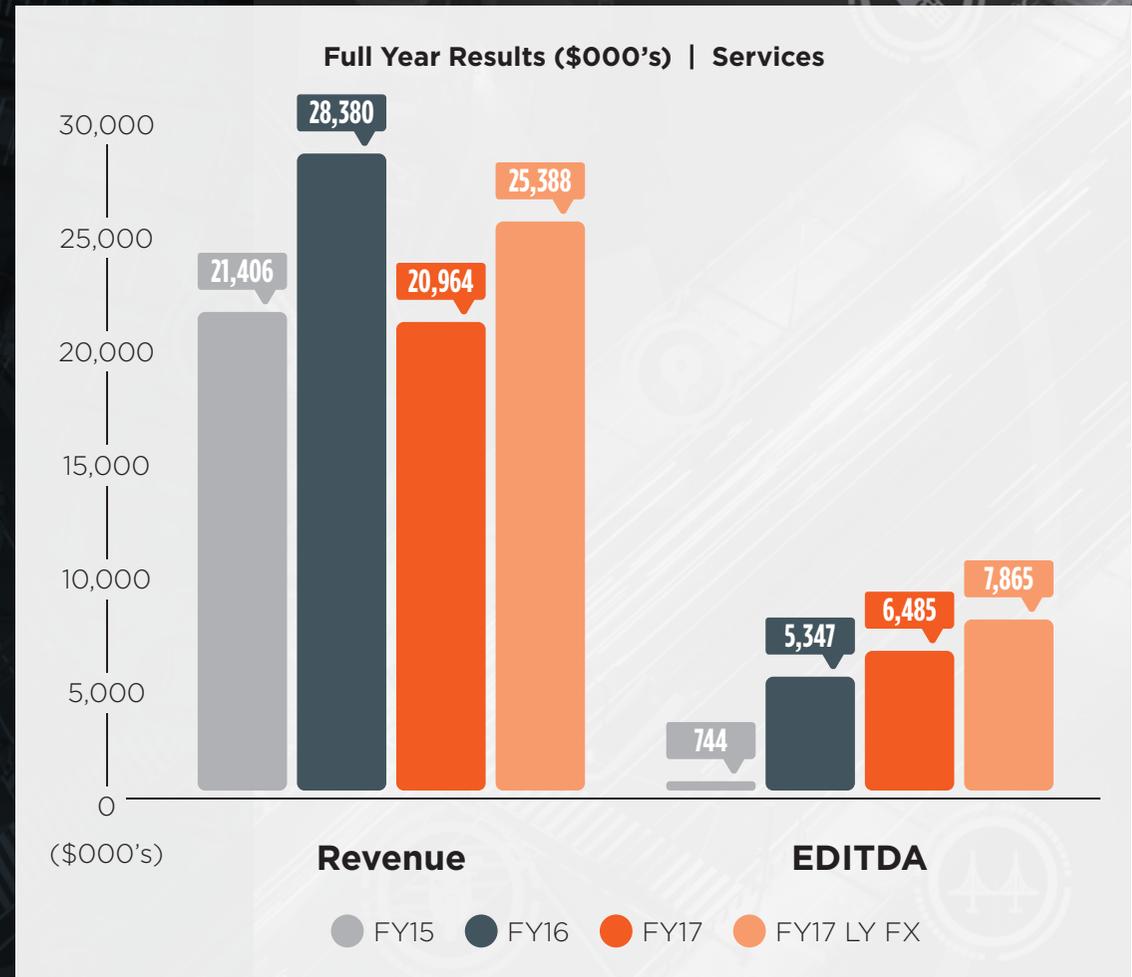
Up 21% on FY16.  
Up 47% in constant currency.

### EBITDA margin

Up from 18.8% to 30.9%.

### Revenue

\$21.0m is down 26% on FY16 following Asda contract loss and foreign exchange movements.



\*LY FX = Constant currency

# Technology financials

## Ongoing investment in technology

### New wins

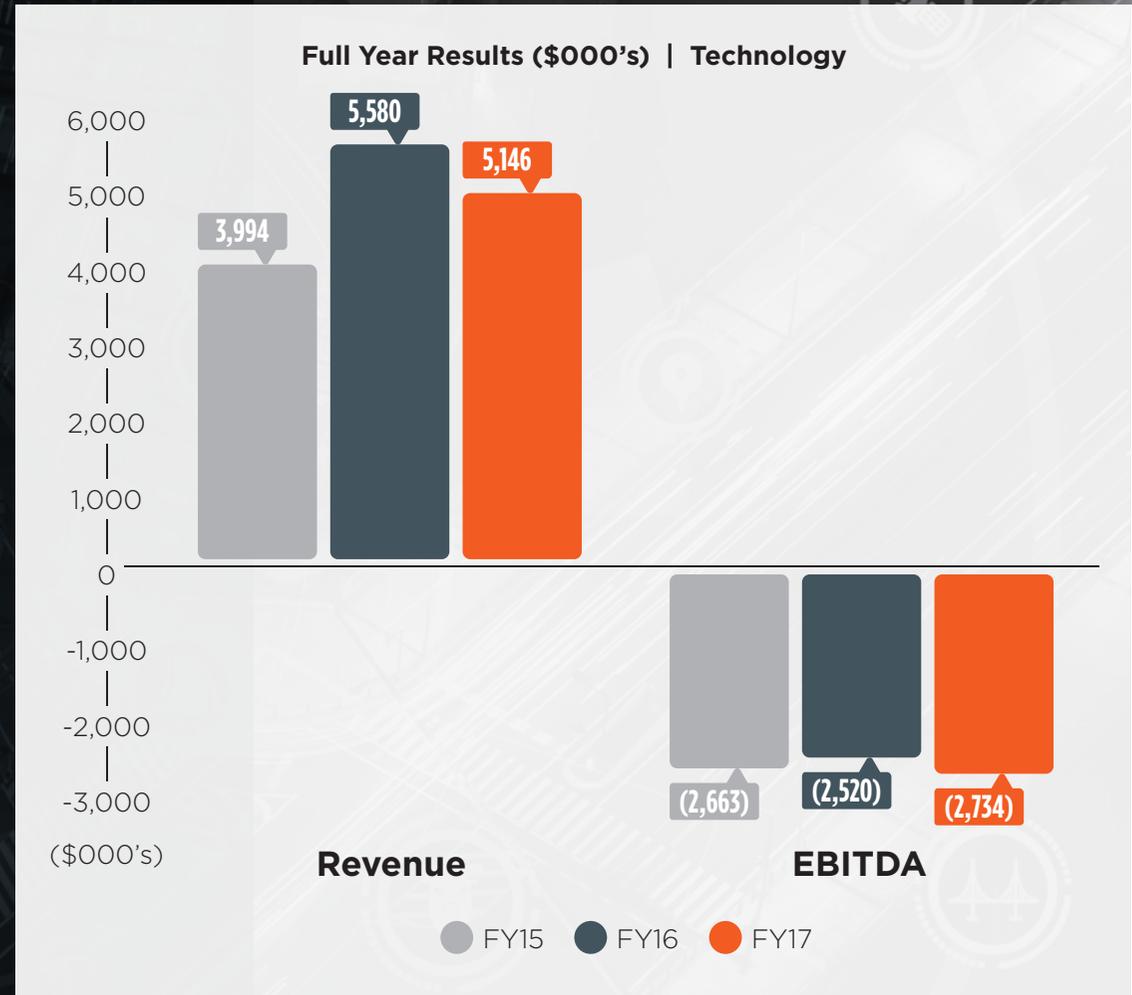
New contract wins in the UK, New Zealand & Australia.

### Continued technology investment

Delivers new Smart City technology platform in FY17.

### Growth ahead

Stronger performance expected in FY18 based on sales pipeline & order book.



# FY18 Q1 business update

## **Management services**

UK services business continues to deliver earnings growth

## **Technology**

New business wins and significant technological advancement



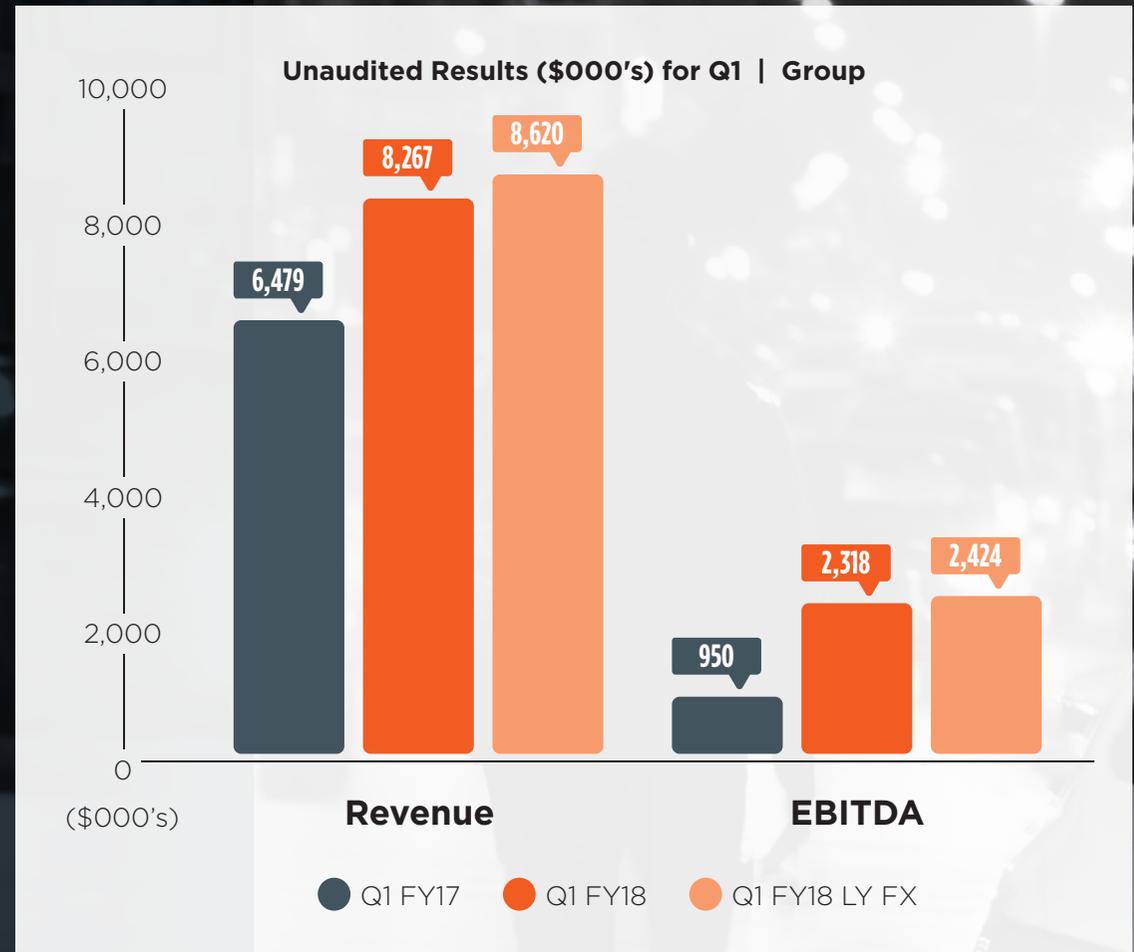
# Q1 Revenue & EBITDA growth

Unaudited Group results for Q1 show positive revenue growth and EBITDA profitability.



Group revenue \$8.3m up 28% on Q1 FY17 and up 33% in constant currency.

Group adjusted EBITDA \$2.3m up 144% on Q1 FY17 and up 155% in constant currency.



# Q1 Group cashflow

**Balance sheet continues to strengthen.**

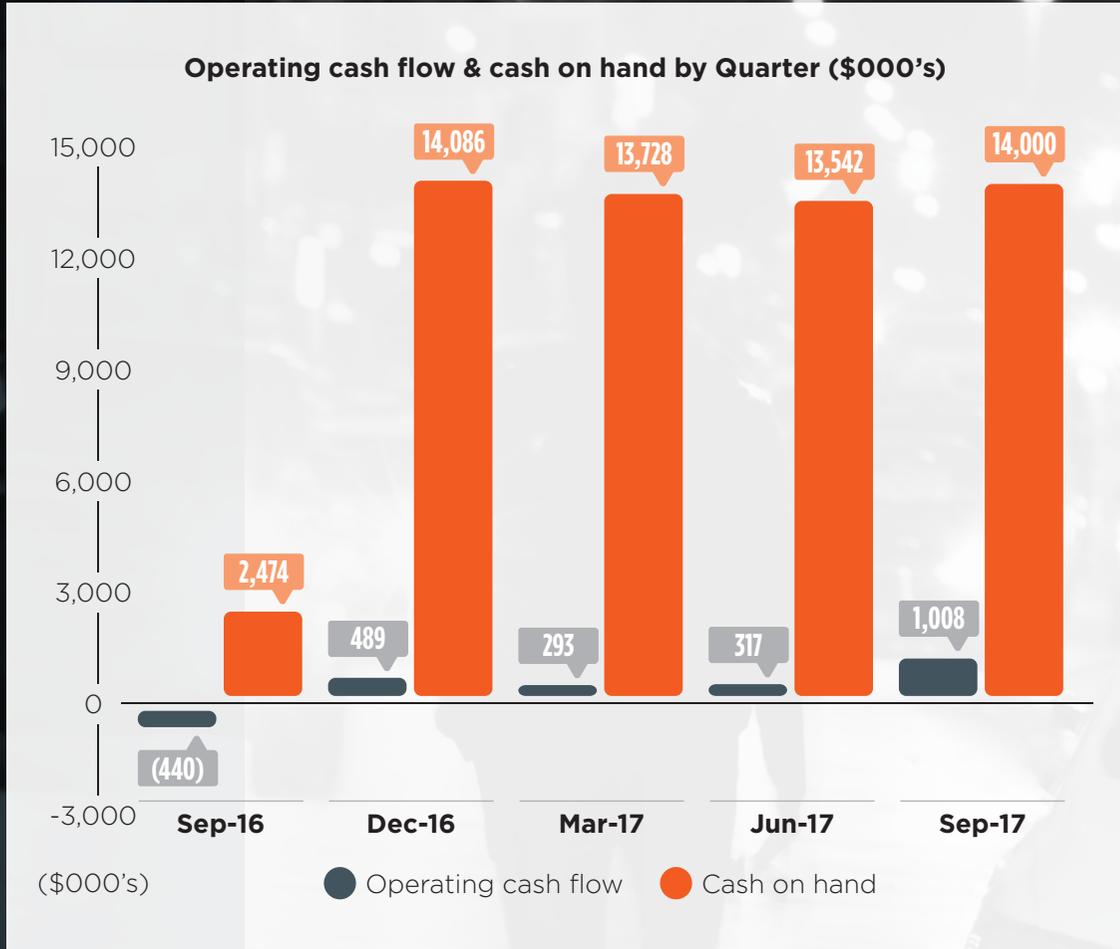


**Net operating cash inflow** of \$1.0m up \$0.7m on previous quarter. Operating cash flows expected to continue to grow in Q2.

**Capex** of \$0.5m largely attributable to deploying technology on car parks in the UK which continues to drive improved returns.

**Closing cash** of \$14m, excludes cash held on behalf of customers.

**SPZ fully funded** to explore and execute Corporate Opportunities.



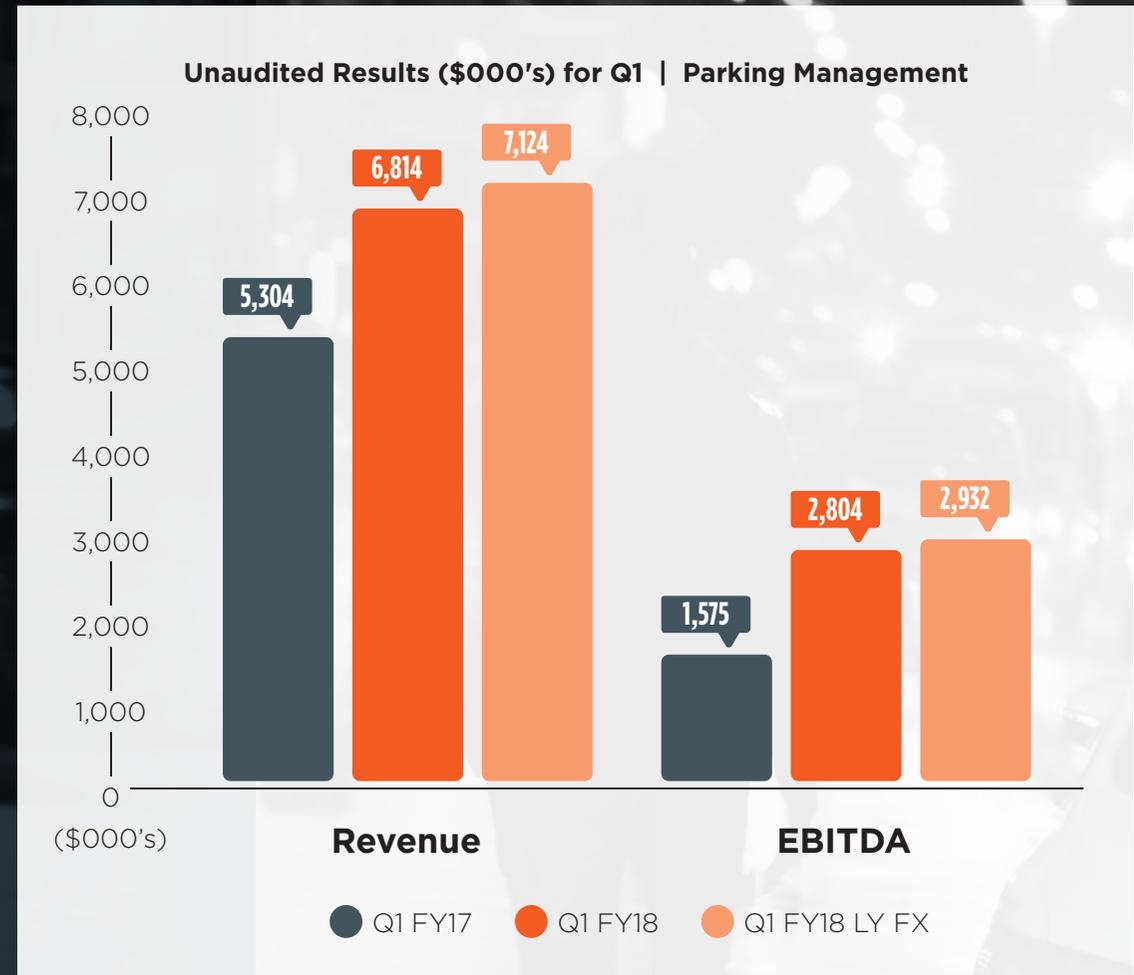
# Q1 Management services

**Business transformation continues following the loss of the Asda and Matalan contracts.**



**Revenue growth**  
Up 28% on Q1 FY17 and 34% in constant currency.

**EBITDA growth**  
Up 78% on Q1 FY17 and 86% in constant currency, demonstrating the quality of new business.



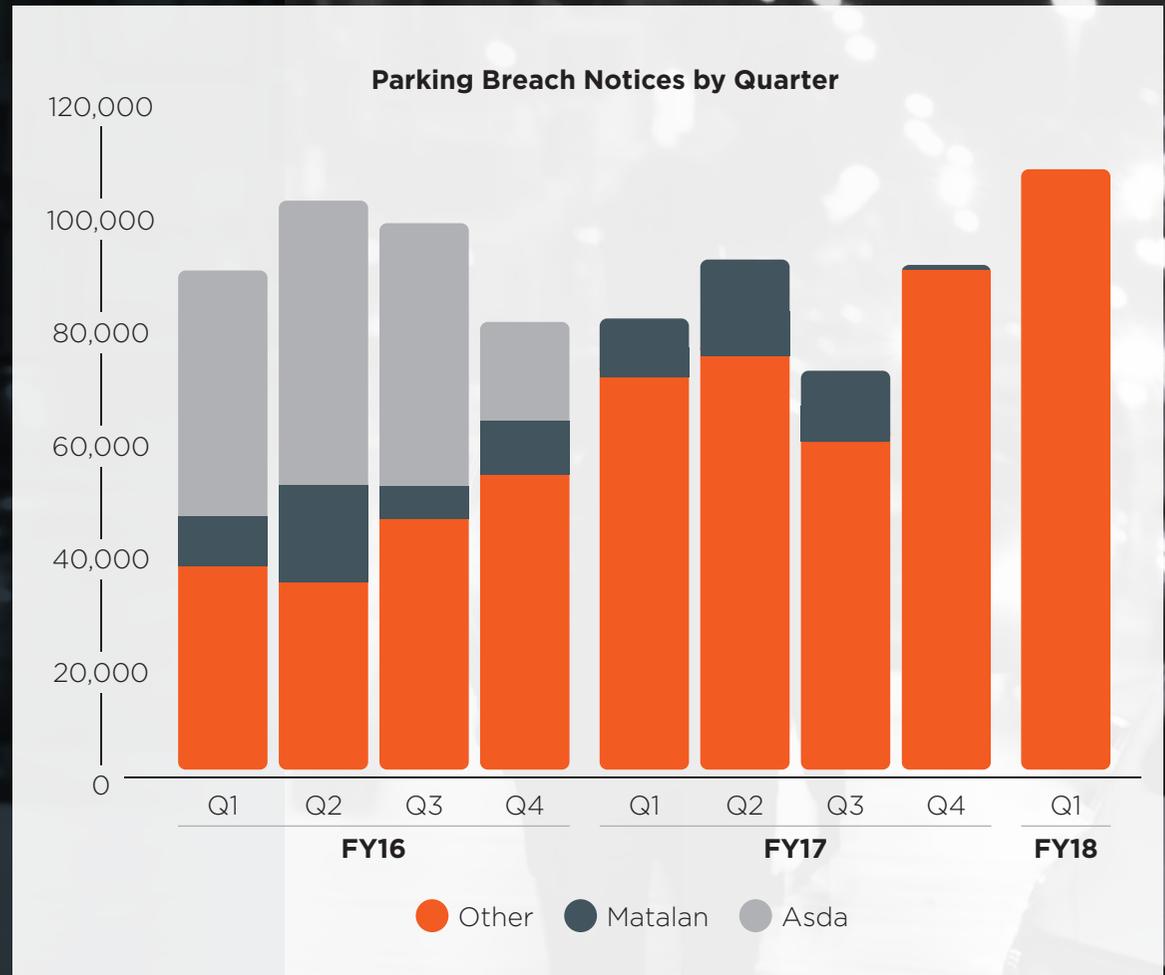
# Q1 Parking breach notices

**Growth in Parking Breach notices continues with the roll out of ANPR technology.**



**Q1 FY18**  
**Up 33% on Q1 FY17.**

**Margin growth demonstrated whilst exiting high volume, low margin contracts.**



# Q1 Management services

**UK services business continues to deliver a strong and growing customer base.**

FY18 pipeline looking strong and supports the continued investment in ANPR technology.



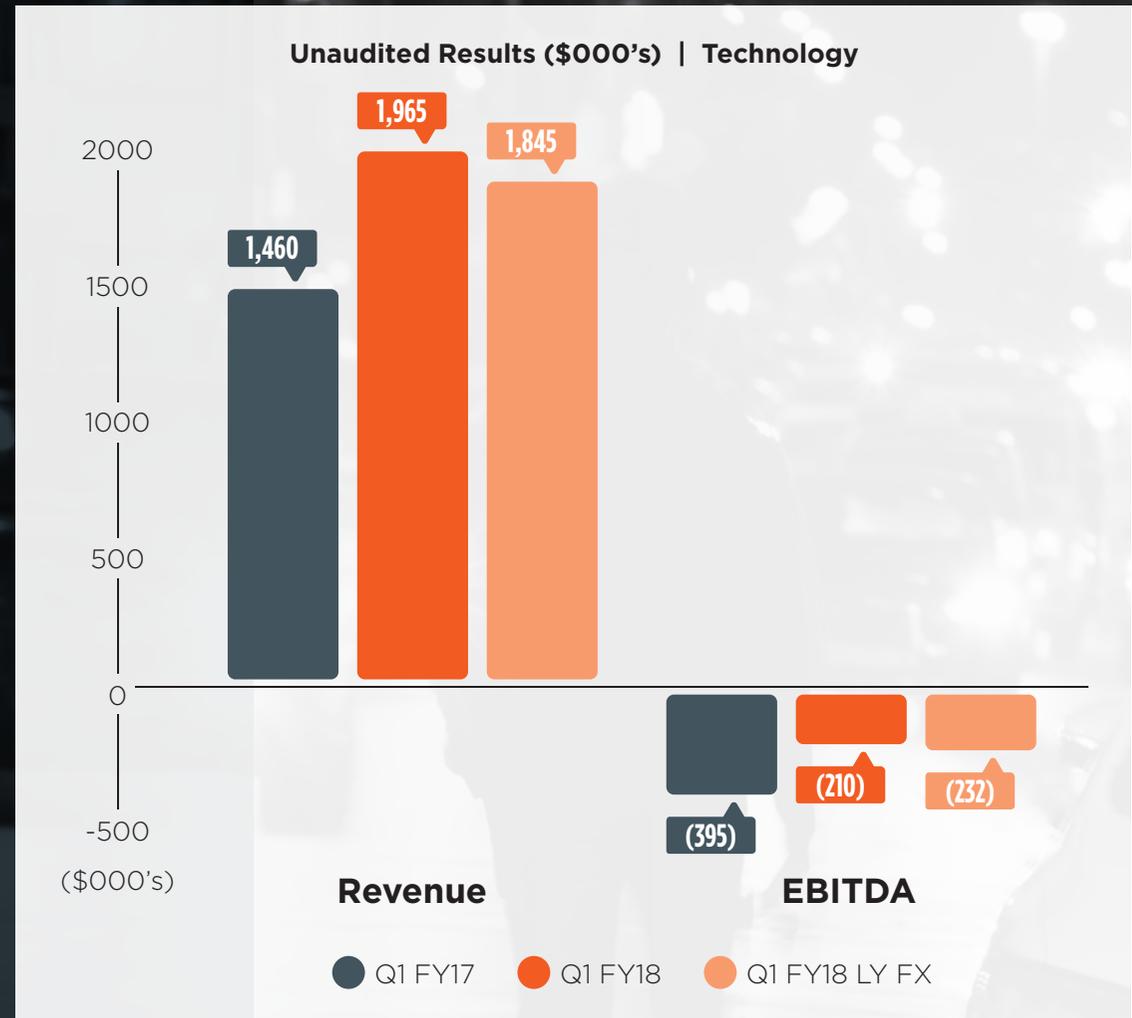
# Q1 Technology

New business wins demonstrate the adoption of Smart City & IoT technology.



**Revenue growth**  
Up 34% on Q1 FY17 and 26% in constant currency.

**EBITDA**  
Loss reduced by 47% on Q1 FY17 and 41% in constant currency.



# Q1 Technology

**Smart Parking's ongoing commitment to invest in its unique technology has resulted in increased sales and revenue growth so far in FY18.**

- Firm orders continue to grow
- Recurring revenue growth from new business wins
- Recurring revenue number inclusive of UK services licence fee



# Q1 Technology

Aside from Smart Parking's firm orders and committed recurring revenue there is an ongoing pipeline of strong prospects that grows with each year.

- **Pipeline growth** in line with technology adoption across all home markets
- Total technology pipeline exceeding **\$30m**





## Strategic partnership with Telstra

**Smart Parking signed a sales agreement with Telstra in October 2017, which has opened up Telstra sales channels for SPZ. Telstra are now actively selling Parking as part of the Smart City/Internet of Things (IoT) offering.**

### **Five projects are already signed:**

- City of Casey | 904 sensors (scheduled for installation in Nov)
- Cairns Regional Council | 224 sensors (set for installation in Nov/Dec)
- City of Greater Geelong | 209 sensors (set for installation in Dec)
- Broken Hill City Council: 105 sensors (set for installation in Dec)
- City of Joondalup: 120 sensors (already installed)

# Growing technology customer base

**Expanding across our key markets of UK, Australia & New Zealand & strengthening sales capacity.**

**UK** | Cardiff City Council order to install 3,000 sensors

**Australia** | Coles Supermarkets order to install 1,100 sensors across 5 locations  
| Hobart City Council order 2,100 sensors to provide real time data

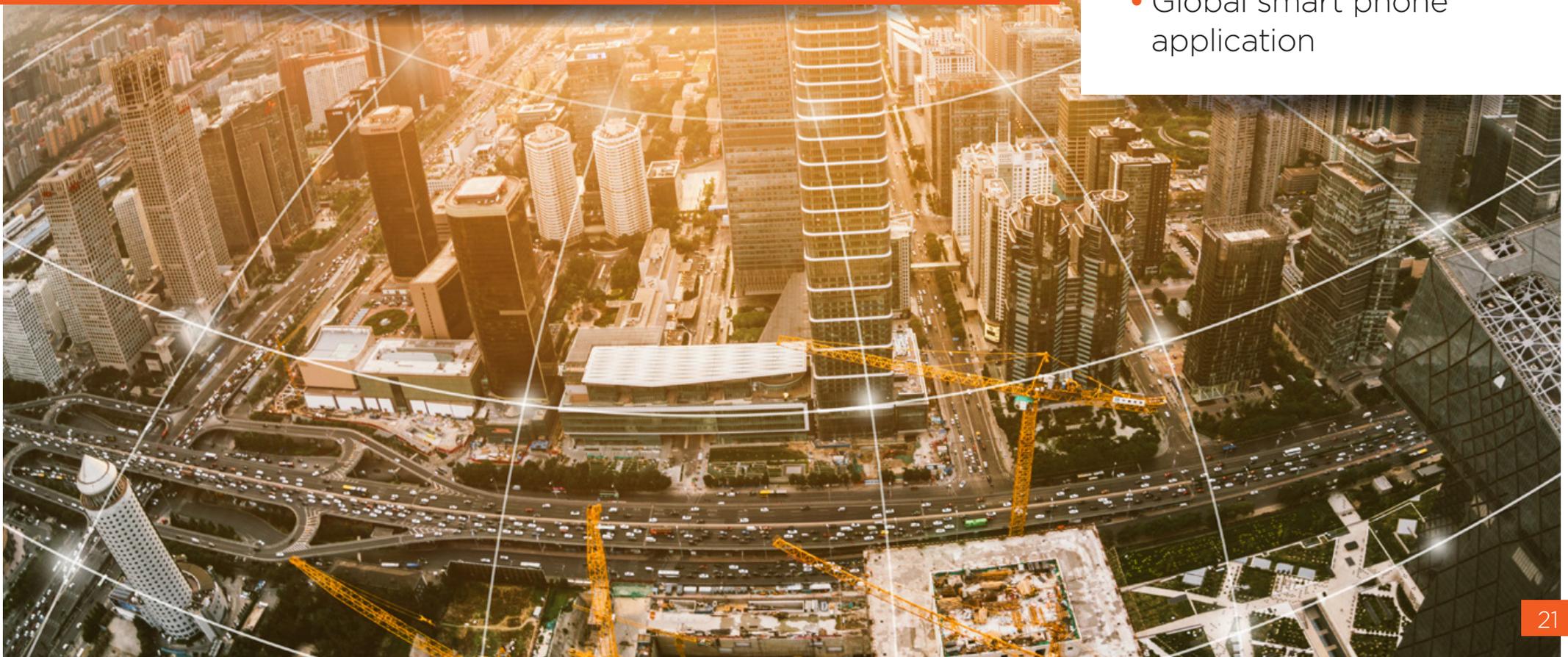
**New Zealand** | Wilson Parking order to install in excess of 3,000 sensors across multiple locations  
| Hamilton City Council installation of 1,345 sensors



# New technology development

## Technology

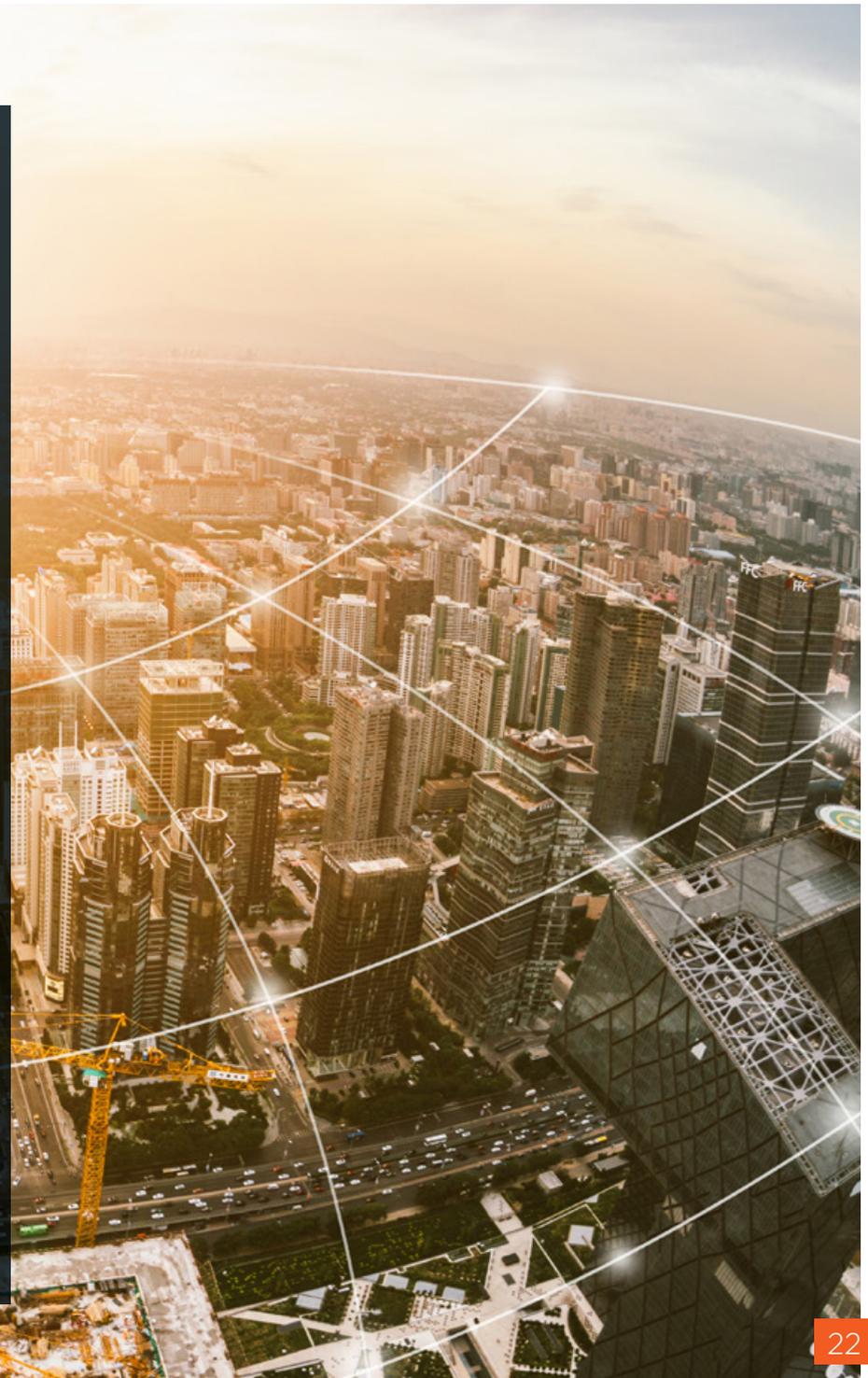
- New Smart City platform
- New cloud based applications
- Global smart phone application



# Research & development: New Smart Cities platform

**The new cloud-native Smart Cities platform delivers break-through advantages for our Smart Information Services for Cities and Businesses.**

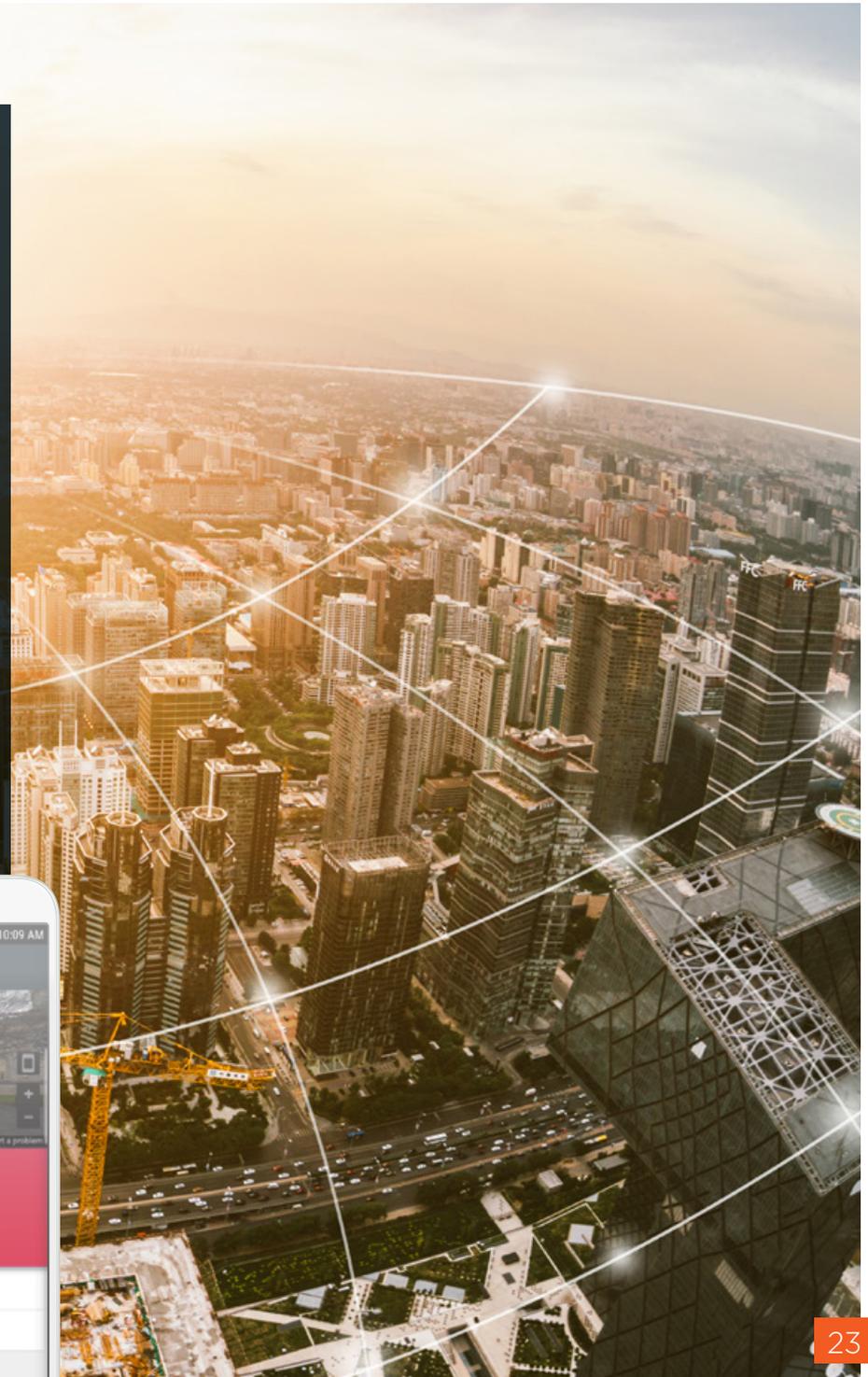
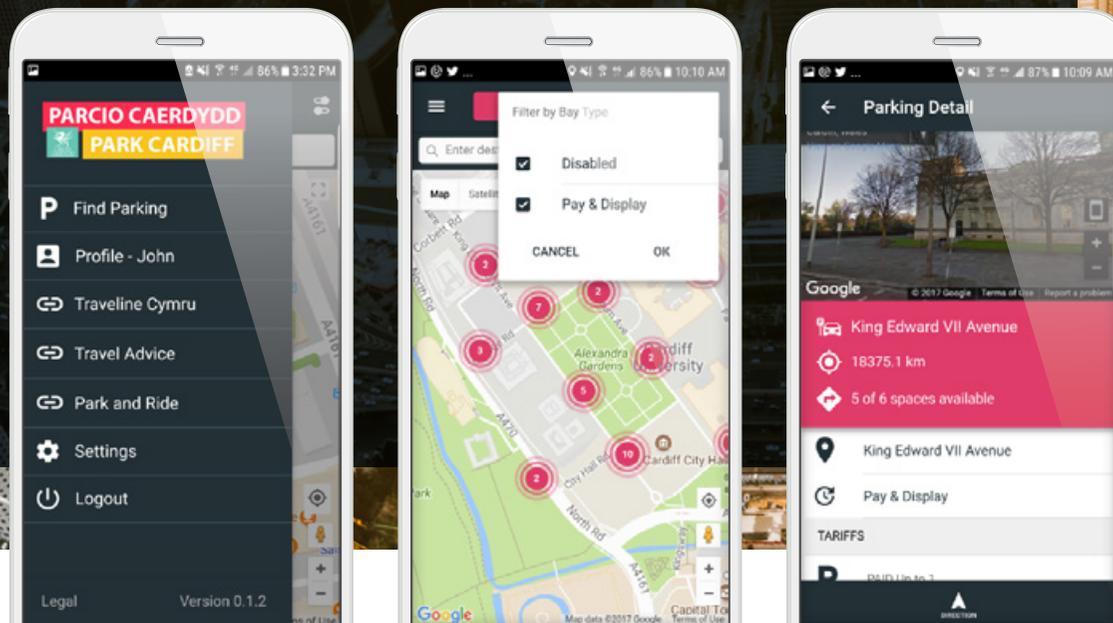
- Reduces costs associated with code development & maintenance
- SPZ is ready for the future of Smart Cities & the Internet of Things (IoT)
- New revenue opportunities open up for subscription & pay-for-use based service
- Modular Service Solutions Delivery Platform beyond the parking vertical
- Integration of leading Big Data, IoT capabilities & analytics



# Global application delivered in Cardiff

**Cardiff City Council chose Smart Parking Technology to transform the parking experience across the city.**

Smart Parking have developed a new app to provide guidance, payment and enforcement capabilities and the SPZ App is ready for global release.



# Outlook

**FY17 has been year of growth and positive investment in all areas of Smart Parking's business offerings.**

- Strong pipeline of business in tech and services
- Growing client relationships
- Well placed to capture demand
- Investing in technology innovation
- Future ready for Smart City growth
- SPZ fully funded to execute strategy and explore Corporate Opportunities



## Smart Parking contact

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Connect with Smart Parking



# Supplementary information



# Management services: How it works

**Parking management improving customer satisfaction and revenue generation.**



ANPR | Automatic Number Plate Recognition



Pay & Display | ANPR Linked Automated Payment System



Site Surveys | Real-time information, analysis and trend data



Parking Attendants | Trained and qualified staff



DPC (Disabled, Parent and Child) | Protecting the vulnerable



Marshaling | Trained, professional and customer-friendly marshals

# ANPR: How it works

**Automatic number / license plate recognition (ANPR) is a reliable, cost effective off-street parking management solution.**

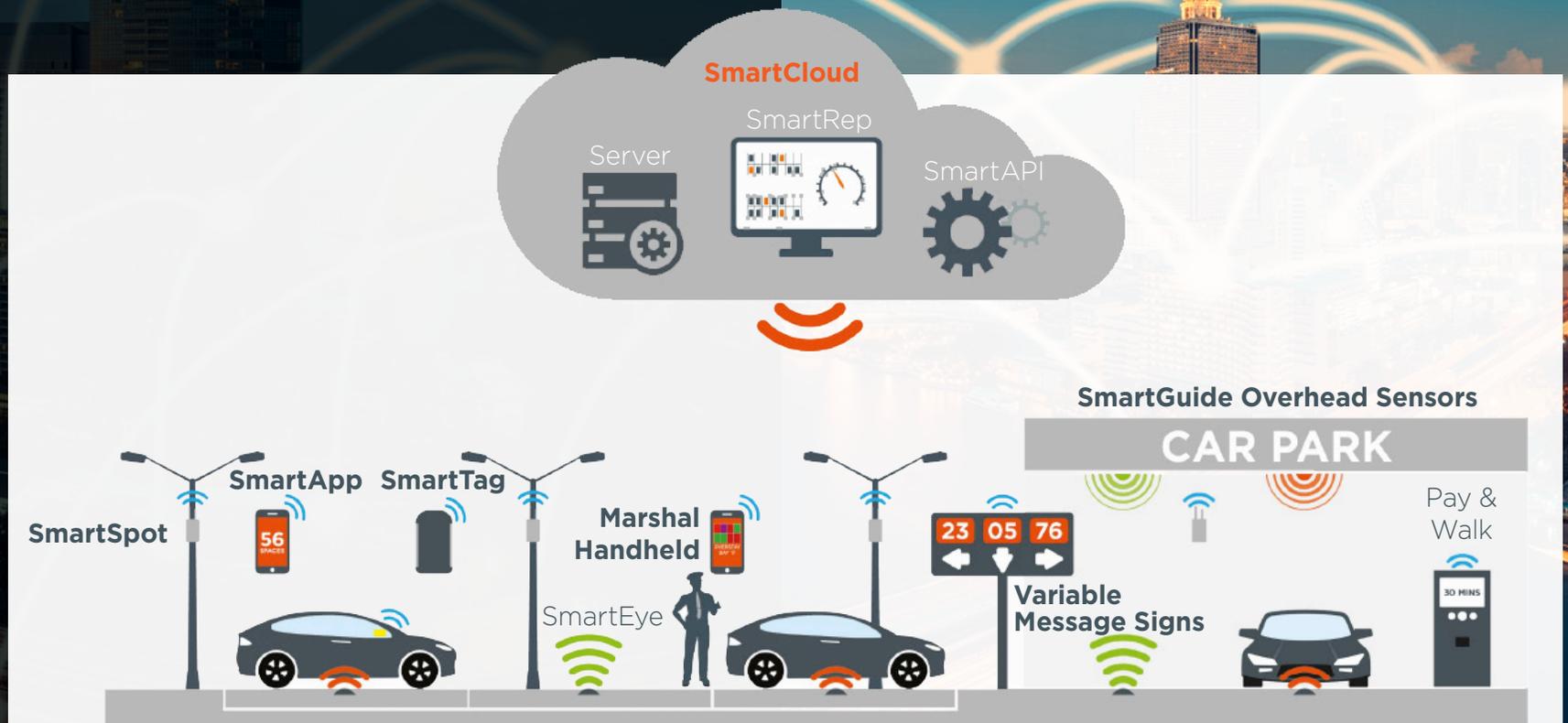
It is proven to serve a wide range of industries including supermarkets, retail, hotels, hospitals and leisure centres. Smart Parking's ANPR solution ensures greater compliance and increased parking revenue.

- Ticketless, barrier-free system, parking areas managed 24/7
- Automatically generated and issued parking charge notices
- Increased security, comprehensive reporting & account management
- Supply & installation at no cost to the customer



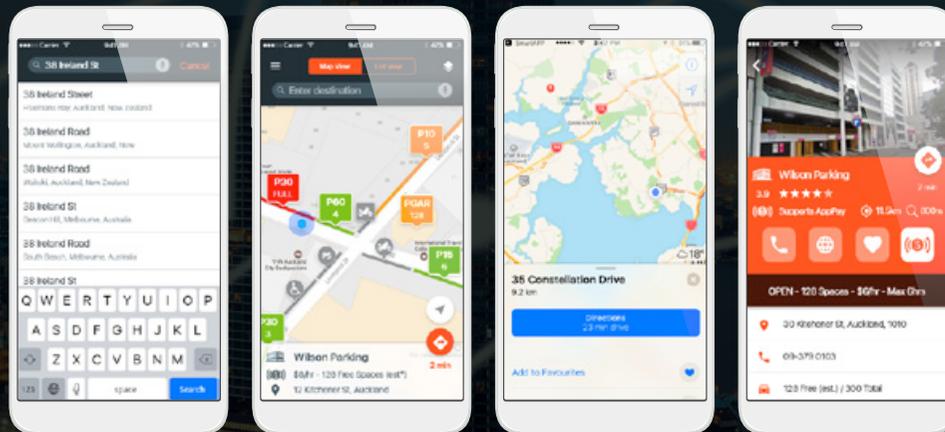
# Technology: How it works

Smart Parking's technology provides effective parking management solutions around the world.

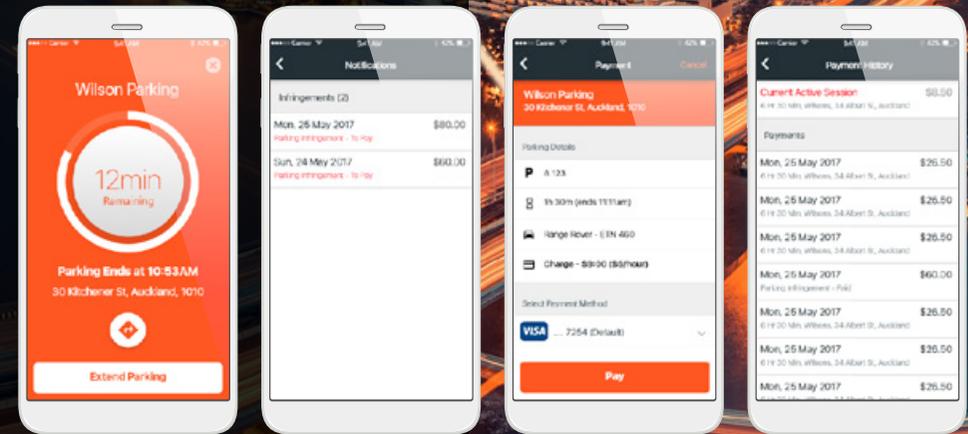


# Technology: SmartApp features

**Search** for nearby parking, see **real-time data** on a map **receive directions** to a car park and **discover** additional car park information.



**Set** a timer or extend parking, **receive notifications**, make a **payment** and see a full **transaction history**.



# Sydney operations: Video highlights

## **Mosman / BridgePoint Shopping Centre**

Off and on-street sensor technology, overhead lights and in-ground sensors give real-time data to improve parking.

## **Waverley Council**

In-ground vehicle sensors and partnership with APARC enhance parking in one of the world's most iconic coastal suburbs.

## **Baulkham Hills Shopping Centre**

Improving the customer experience of parking through overhead parking guidance and real-time data on available spaces.



## Glossary



- Adjusted EBITDA - The Board assesses the underlying performance of the Group based on a measure of Adjusted EBITDA which takes into account costs incurred in the current period but not expected to occur in the future.
- EBITDA - represents Earnings before interest, taxation, depreciation and amortisation.
- LY FX - current years results presented using the prior periods average exchange rates (constant currency).

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