

Smart Parking Limited (ASX:SPZ)

Bell Potter Investor Presentation

26 October 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.

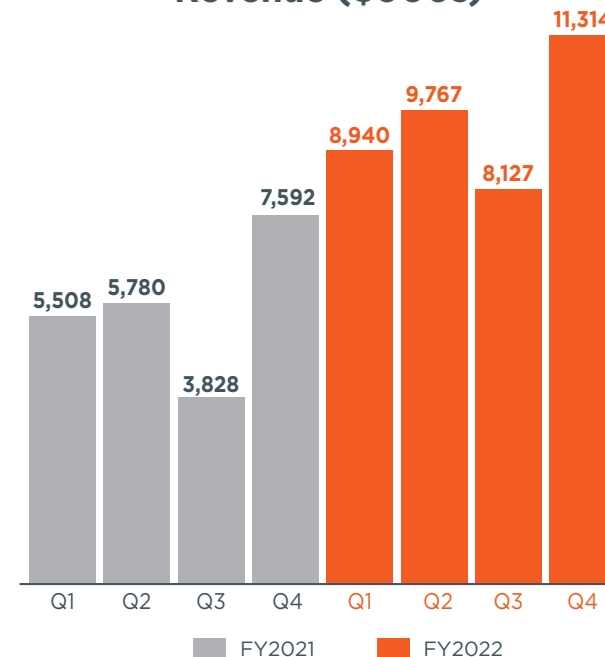
Technology

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

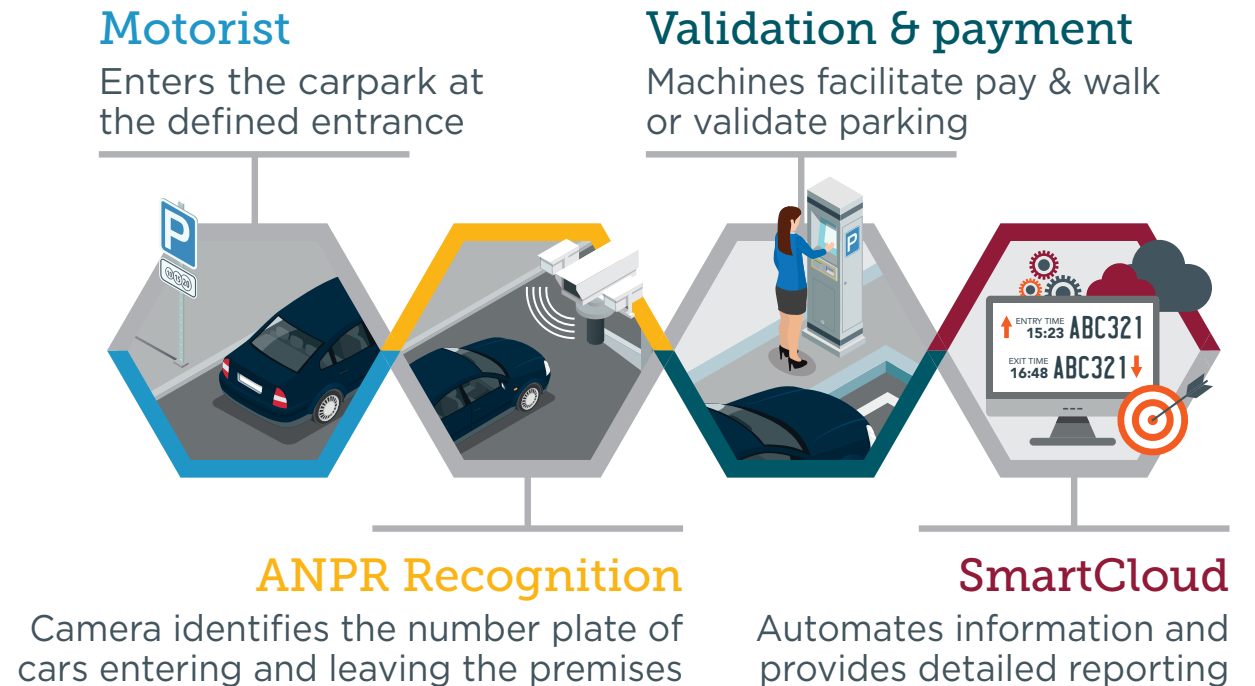


SALES AND OPERATIONS IN UK, GERMANY, NZ & AUSTRALIA

Smart Parking - How it works

| Parking management improving customer satisfaction and revenue generation

- SPZ operates and manages thousands of car park spaces using proprietary Smart Parking ANPR (Automatic Number Plate Recognition) technology.
- This solution dramatically increases parking compliance and frees up car park facilities for genuine customers and visitors.
- Our clients include retail, property owners and managers, and our aim is to reinvent the parking experience and drive revenue growth.



Smart Parking commercial model

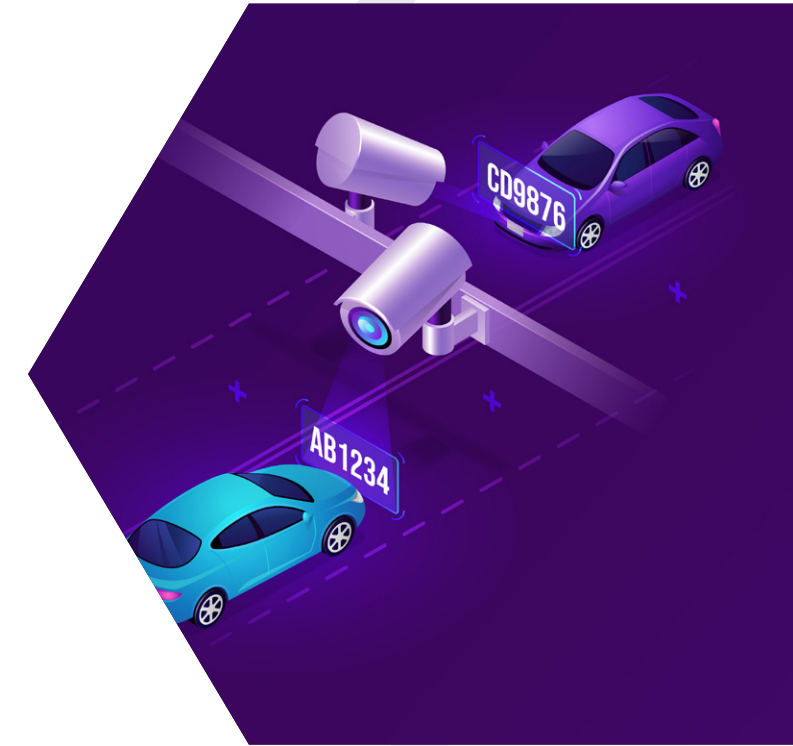
Parking management improving customer satisfaction and revenue generation

High ROI

- Average CAPEX investment is AUD\$18,000
- ROI of c.7 months
- FY22 Group adjusted EBITDA margin of 23%, Parking Management 29%, funds expansion into new territories
- Free cash flow positive

Customer benefits

- Increased parking space turn over
- Uplift in footfall and revenue
- Reduction in abuse of parking spaces
- Prevents on-site confrontations with staff
- Utilisation of real time parking data for customer insight




International growth

| 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



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

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



Smart Compliance Management



TAM 2,000 SITES



PRIVAT PARKPLATZ



MAXIMAL 60 MINUTEN FREI

VERTRAGSSTRAFE* MINDESTENS 40€

KEINE PARKSCHEIBE ERFORDERLICH



SMART PARKING

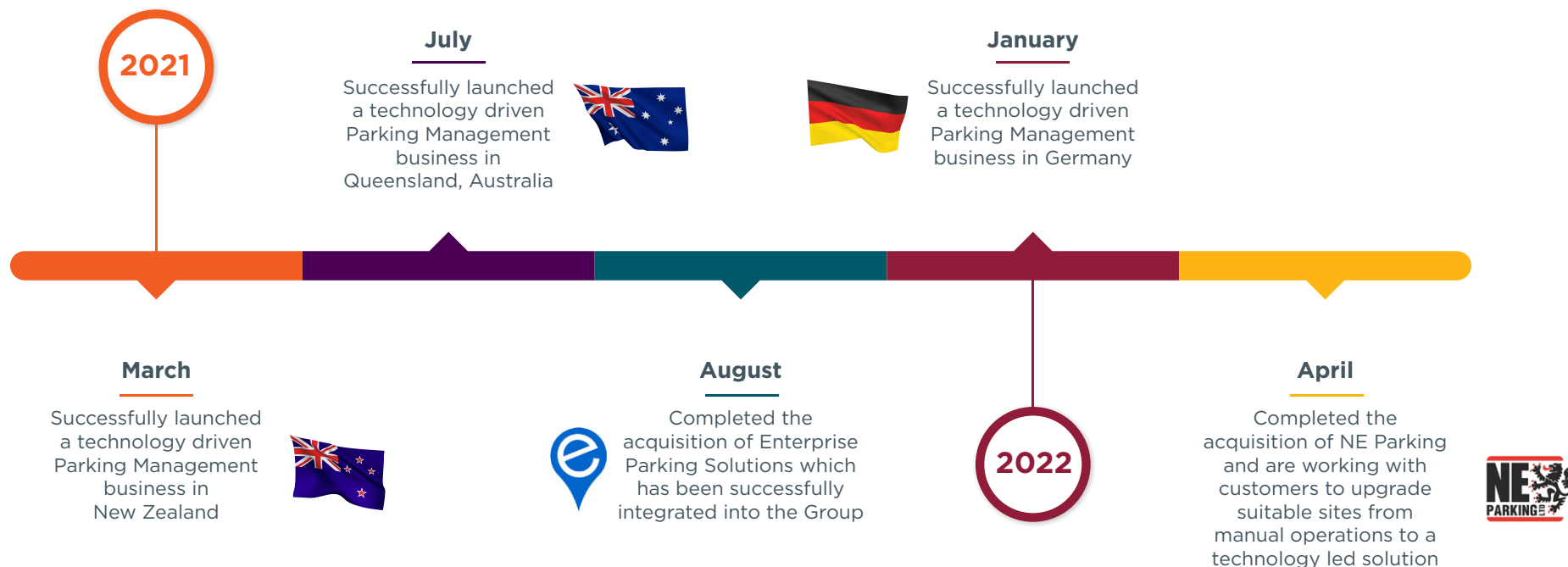
*bei Überschreitung der Freiparkdauer zusätzlich 90€ Inzugsgebühren Parkgebühren

MIT PARKVORGANG GELTEN DIE AUSGEHÄNGTEN AGB
SMART PARKING GERMANY GMBH

TAM 90,000 SITES

New markets and M&A

| 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.

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*

FY23 growth continuing

| Results to date in the current year are tracking ahead of PCP

GROWTH

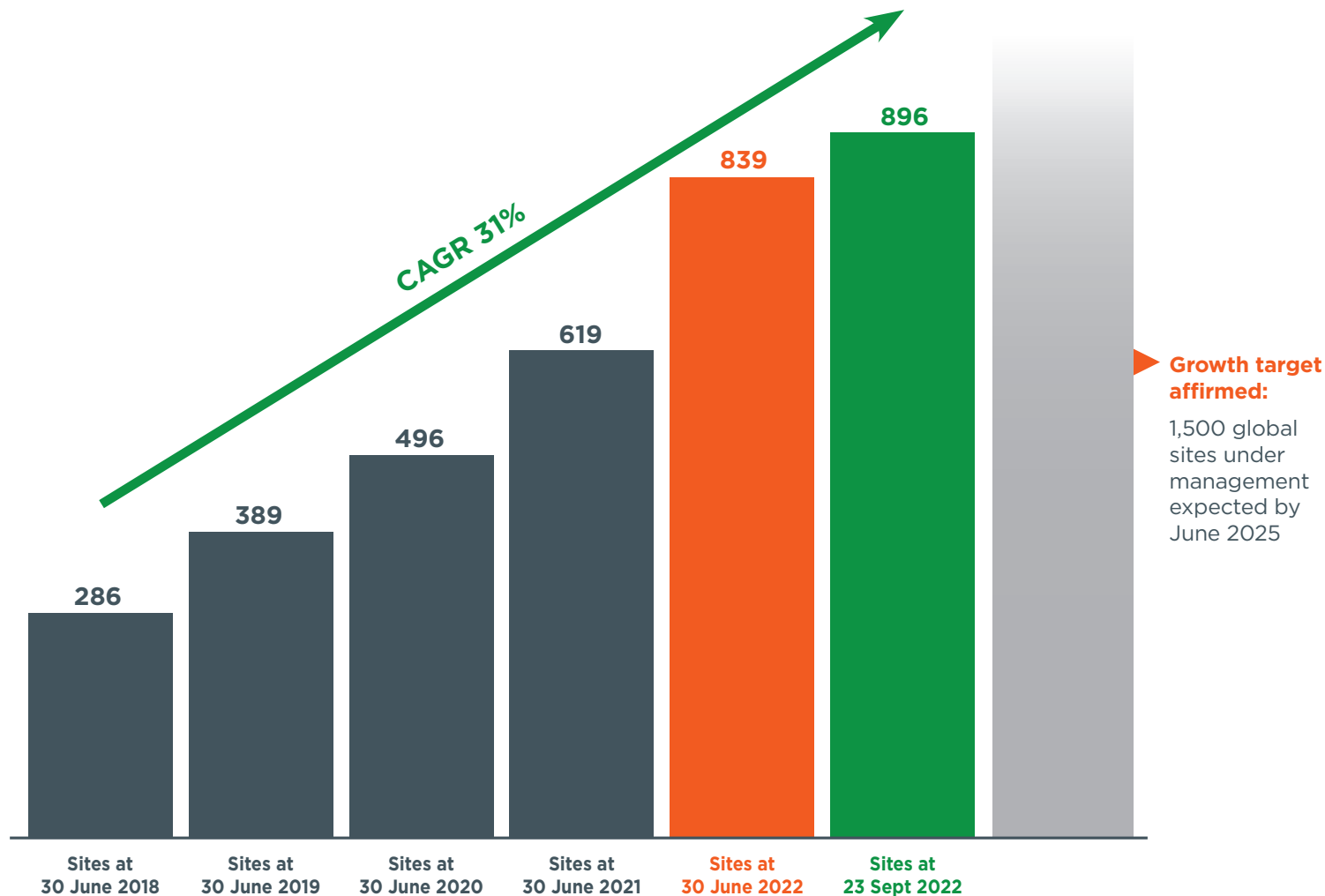
- **Built foundations for growth** in Germany, Australia and NZ while continuing to scale the core business in the UK.
- UK Parking Services business experiencing **strong growth** through disciplined execution of organic growth strategy.
- **Good start to FY23 with 896 sites** as at 23 September.
- **119,663 PBNs issued** in July/August 2022, **up 26%** compared to July/August 2021.
- NZ Parking Services business continues to grow, with 30 sites under management as at 23 September, now **EBITDA and operating cash flow positive**.
- Successfully scaling the Australian services business, 45 sites under management as at 23 September.
- Germany - leadership, sales and operations in place. First sites signed, ambitious growth targets in large addressable market.

OUTLOOK

- On track for 1,500 sites under management by June 2025.
- Continuous and disciplined execution of UK expansion plan in large addressable market of 45,000 sites.
- FY23 – 380 new global sites under management.
- Scope for accretive acquisitions and further expansion into new territories.
- **Positive outlook for further profitable growth in FY23.**

On track for 1,500 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.

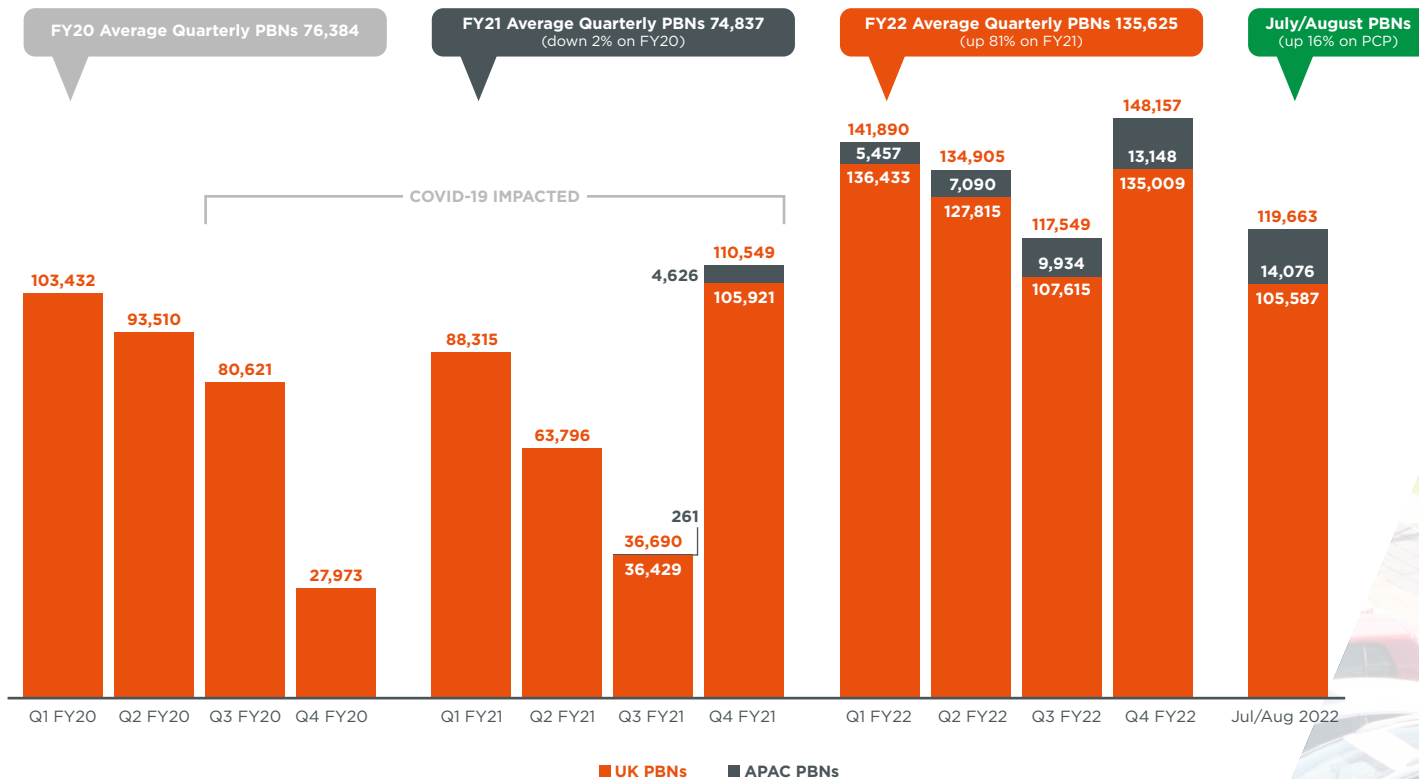
Growing APAC and Germany managed services

- **47** sites in New Zealand/Australia installed as at 30 June.
- Leveraging technology and expertise into new territories.

Strong growth underway

| FY22 record PBNs issued, up 81% vs PCP

Group Parking Breach Notices Issued



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

FY23 execution priorities

- 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.*

Thank you.

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