

Smart Parking Limited (ASX:SPZ)

# Coffee Microcaps Technology Conference

9 November 2022  
CEO Paul Gillespie

[smartparking.com](https://www.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

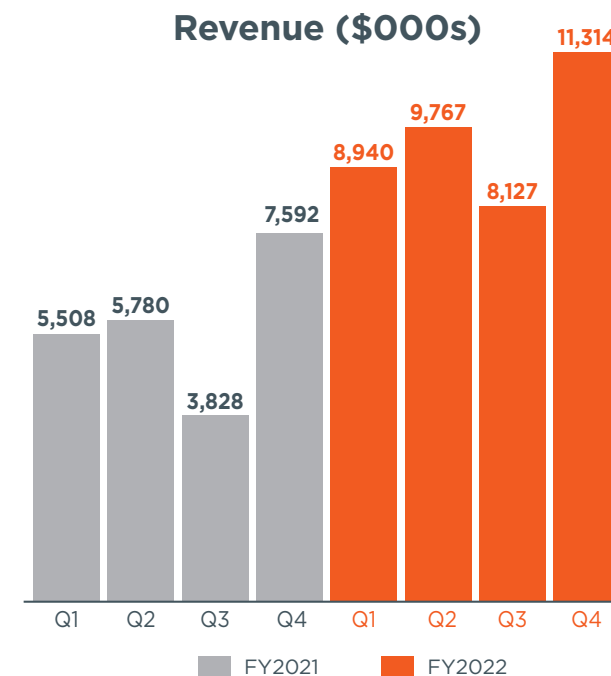
Provision of parking management solutions, predominantly servicing the retail sector, managing agents and land owners in the UK. SPZ has recently launched in three new territories, with accreditation achieved in NZ, Australia (Queensland) and Germany to run parking management services.

## 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.



OVER 13 MILLION CARS PER MONTH THROUGH THE ESTATE



OVER 31m SMARTCLOUD TRANSACTIONS PER DAY



OVER 800 CUSTOMERS WORLDWIDE



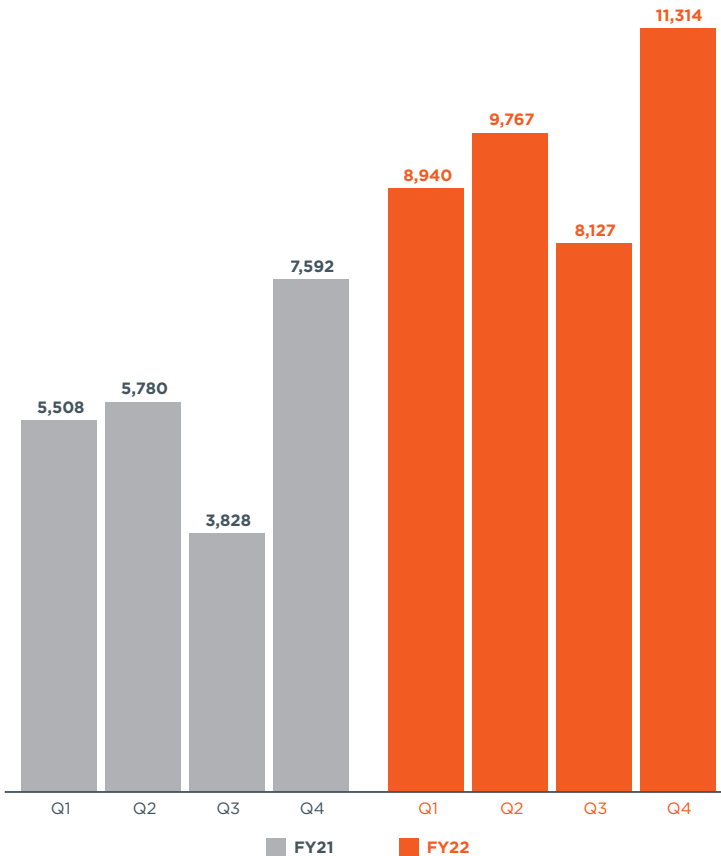
SALES AND OPERATIONS IN UK, GERMANY, NZ & AUSTRALIA



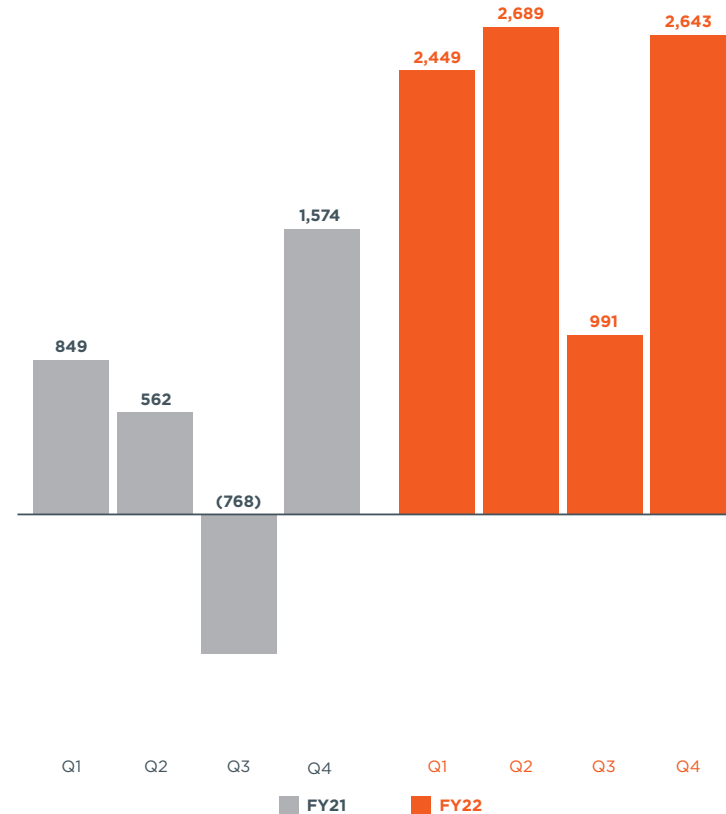
# Recovery and growth track record

| Disciplined execution of growth strategy delivering results

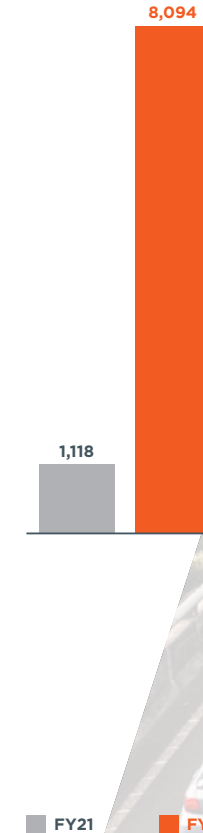
### Revenue (\$000s)



### Adjusted EBITDA (\$000s)

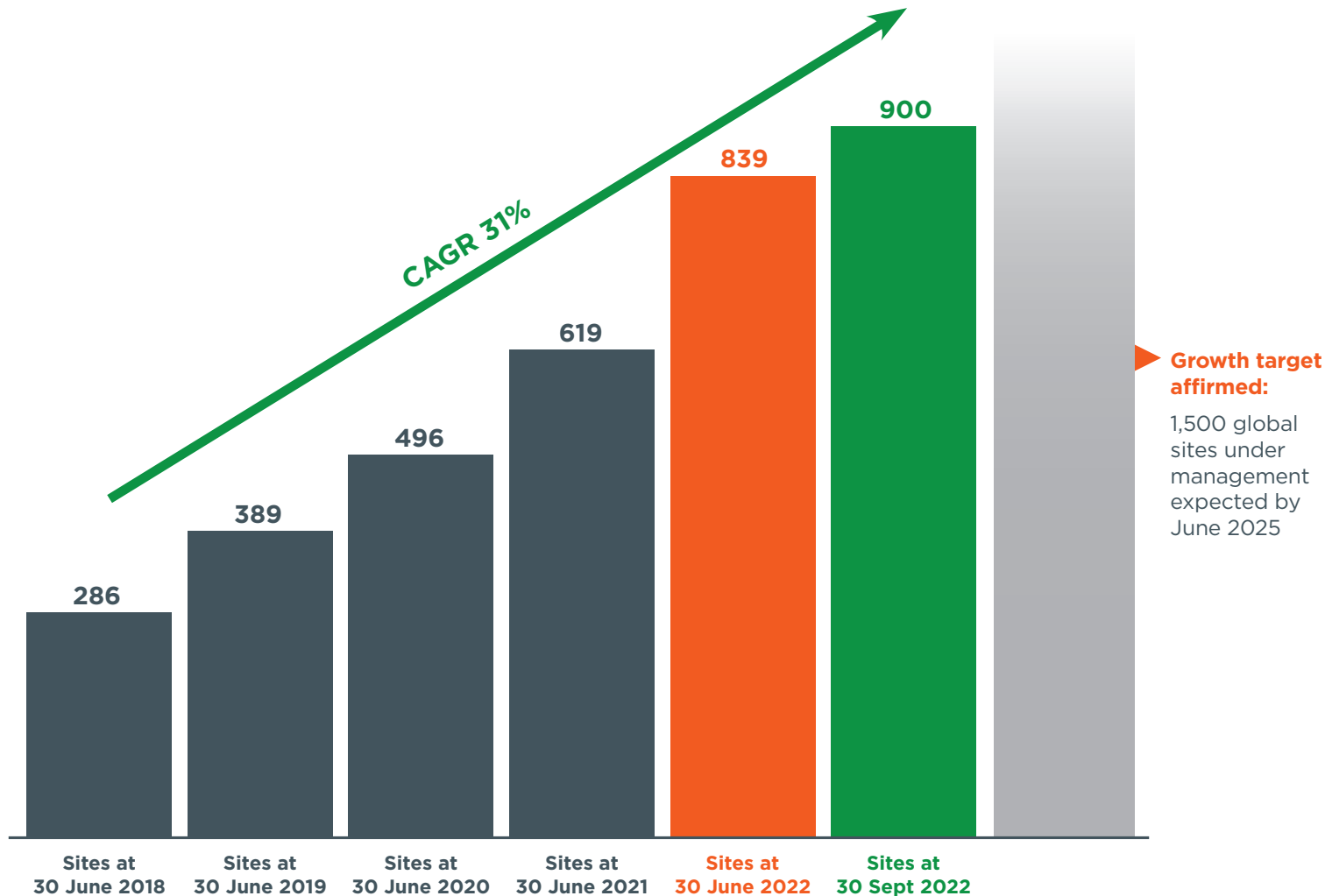


### Free Cash Flow (\$000s)



# 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

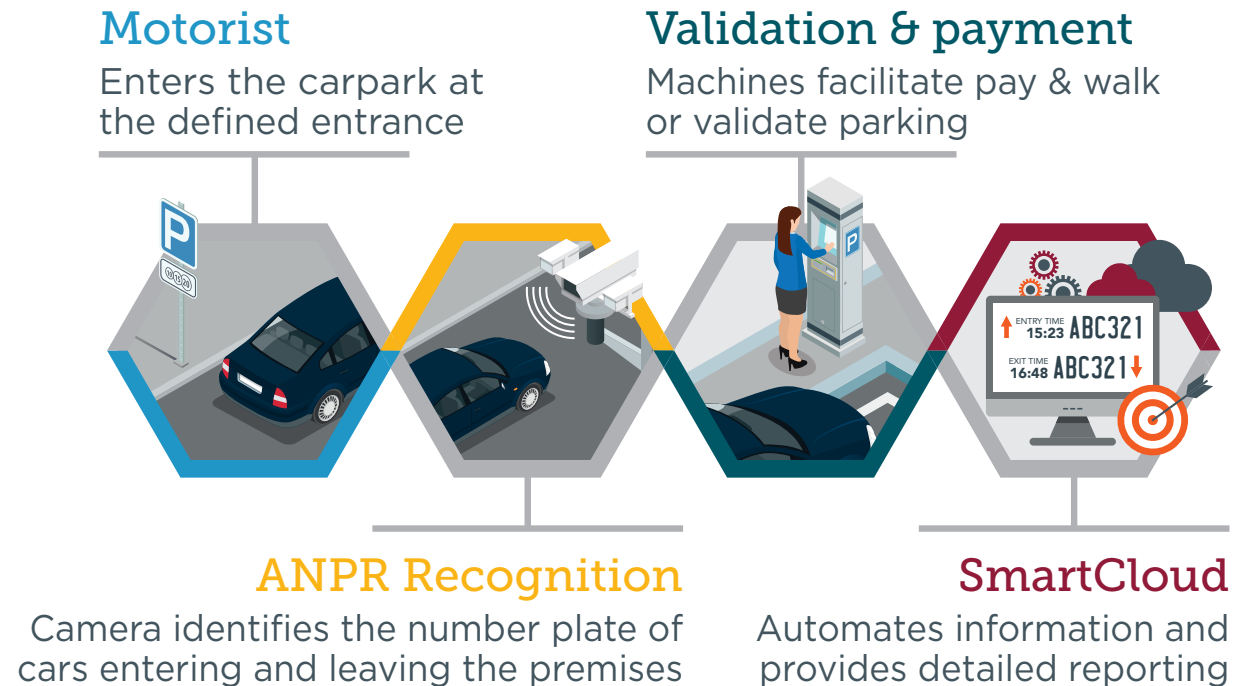
- **77** sites in New Zealand/Australia installed as at 30 September.
- Leveraging technology and expertise into new territories.



# 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

**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

**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

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

**Smart Compliance Management**



Car park monitored by ANPR systems

**TAM 2,000 SITES**



**PRIVAT PARKPLATZ**



**MAXIMAL 60 MINUTEN FREI**

**VERTRAGSSTRAFE\* MINDESTENS 40€**

**KEINE PARKSCHEIBE ERFORDERLICH**

**SMART PARKING**

\*bei Überschreitung der Freiparkdauer zuzüglich ggf. Inanspruchnahme Parkgebühren

**MIT PARKVORGANG GELTEN DIE AUSGEHÄNGTEN AGB**

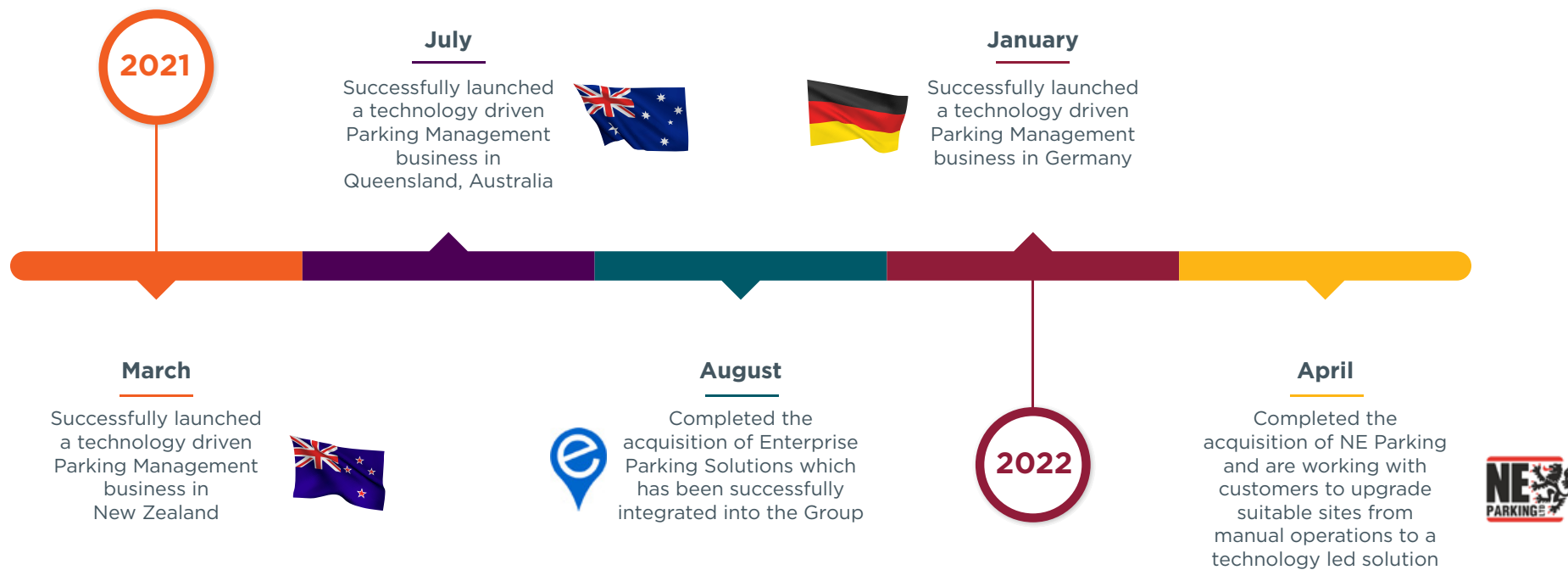
SMART PARKING GERMANY GMBH

**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.





Q1 FY23  
Business  
Update



## Q1 FY23

**900** Total sites  
up 7% 

*\*As at 30 Sept 2022 compared to 30 June 2022*

Revenue of  
\$10.8m up 

**21%**

*\*Compared to PCP*

Adjusted EBITDA  
\$2.7m up 

**12%**

*\*Compared to PCP*

Cash of  
**\$9.3m**

*\*At 30 Sept 2022*

Growth in parking  
breach notices up 

**26%**

*\*Compared to PCP*

**1,500**

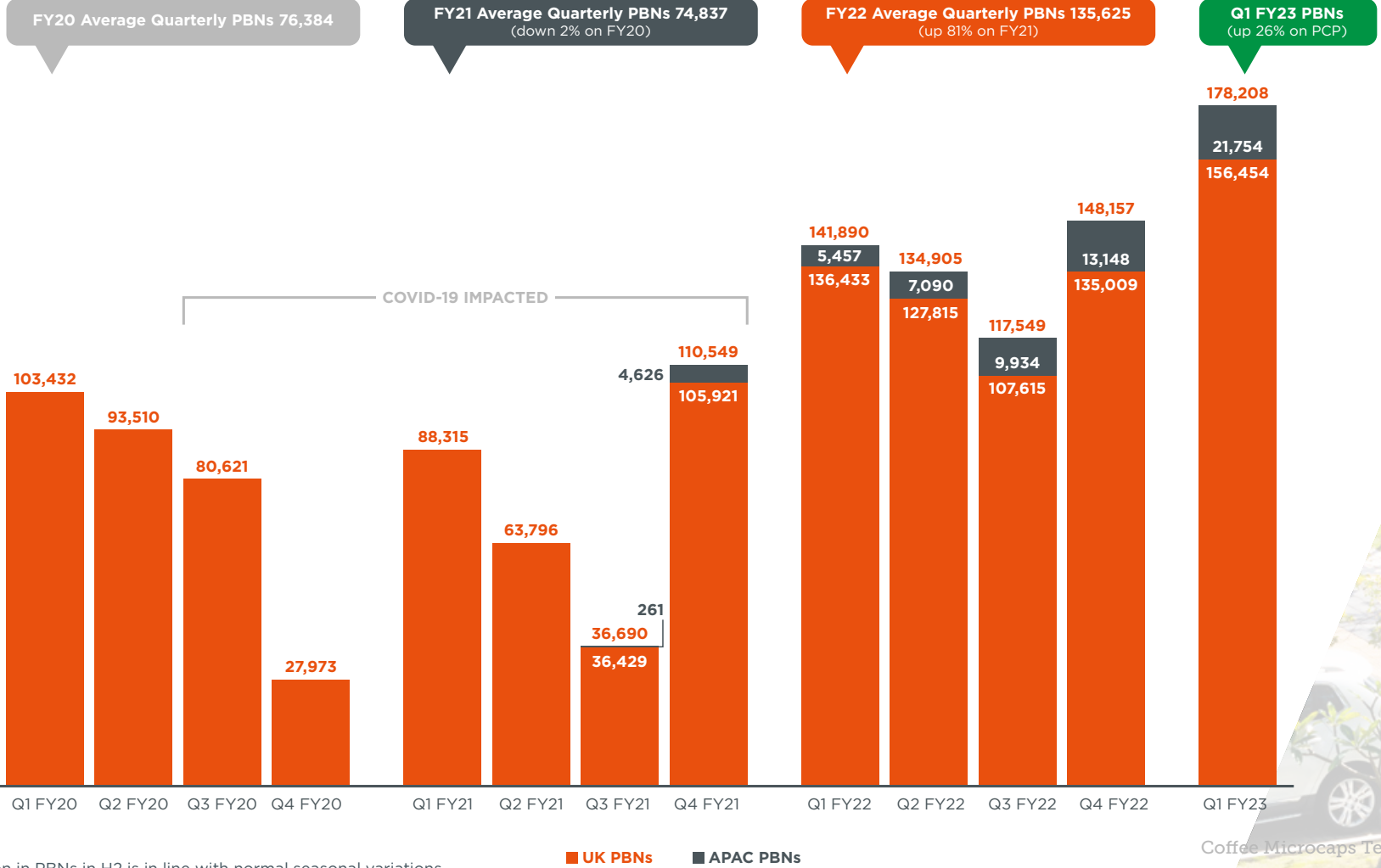
Global sites target  
by June 2025



# Strong growth underway

| Q1 FY23, PBNs up 26% on PCP

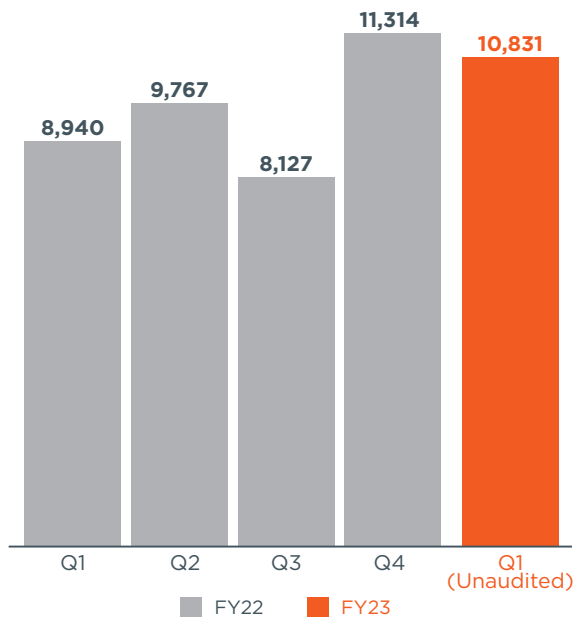
## Group Parking Breach Notices Issued



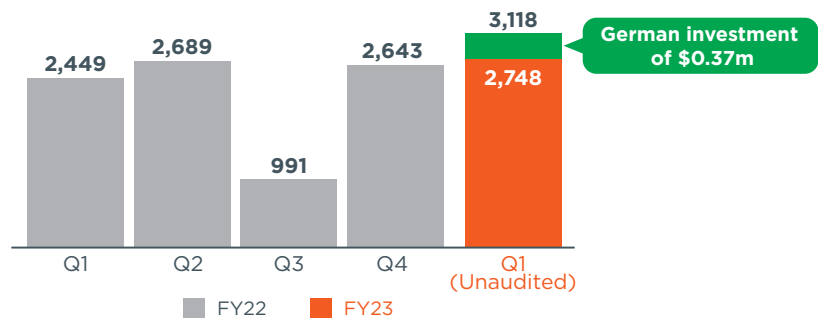
Reduction in PBNs in H2 is in line with normal seasonal variations.

# FY23 – Margin expansion

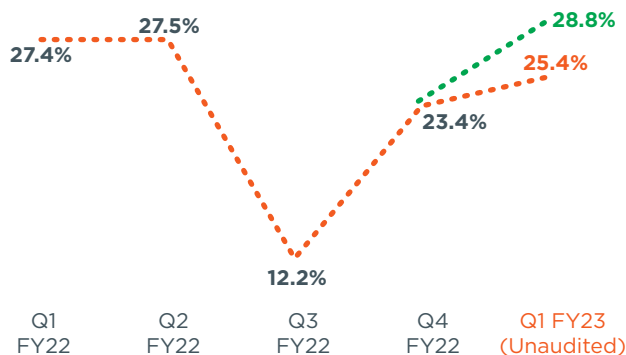
Revenue (\$000s)



Adjusted EBITDA (\$000s)



Adjusted EBITDA % Margin



Revenue up  
↑  
**21%** on PCP

Adjusted EBITDA up  
↑  
**12%** on PCP

- Q1 revenue up 21% on PCP.
- Investment in Germany of \$0.37m.
- German office opened 1st January 2022.
- Adjusted EBITDA up 27% excluding \$0.37m investment in Germany.
- Excluding German investment, adjusted EBITDA margin is 28.8%.
- Increase in headcount to cover growth in activity post pandemic across all operating territories.
- Cash on hand of \$9.3m as at 30 September 2022.
- Growth CAPEX of \$1.8m 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.
- The Group continued with an on-market buy-back of shares for \$0.4m at \$0.2289 per share.

\*Q1 results are unaudited

# 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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