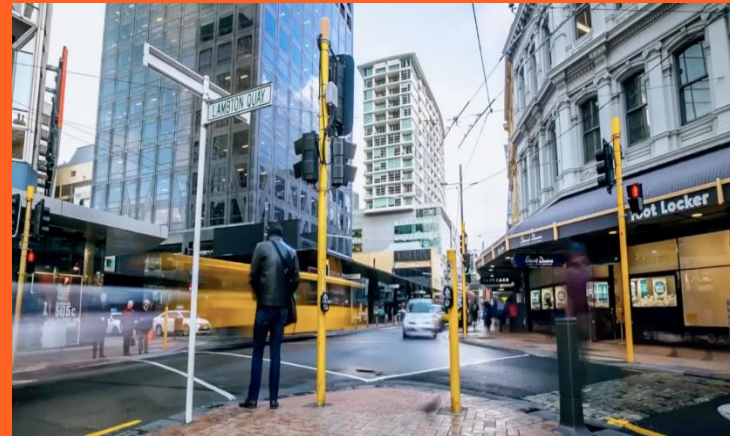
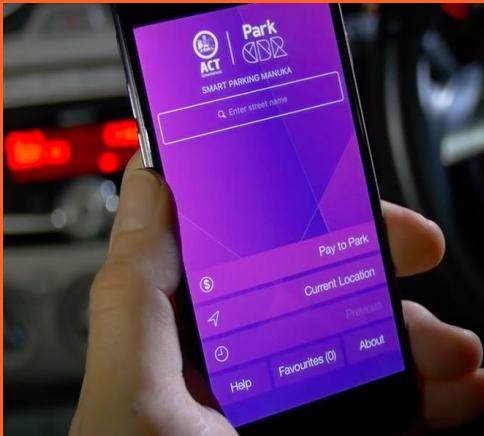


Smart Parking Limited ASX:SPZ Annual General Meeting Presentation



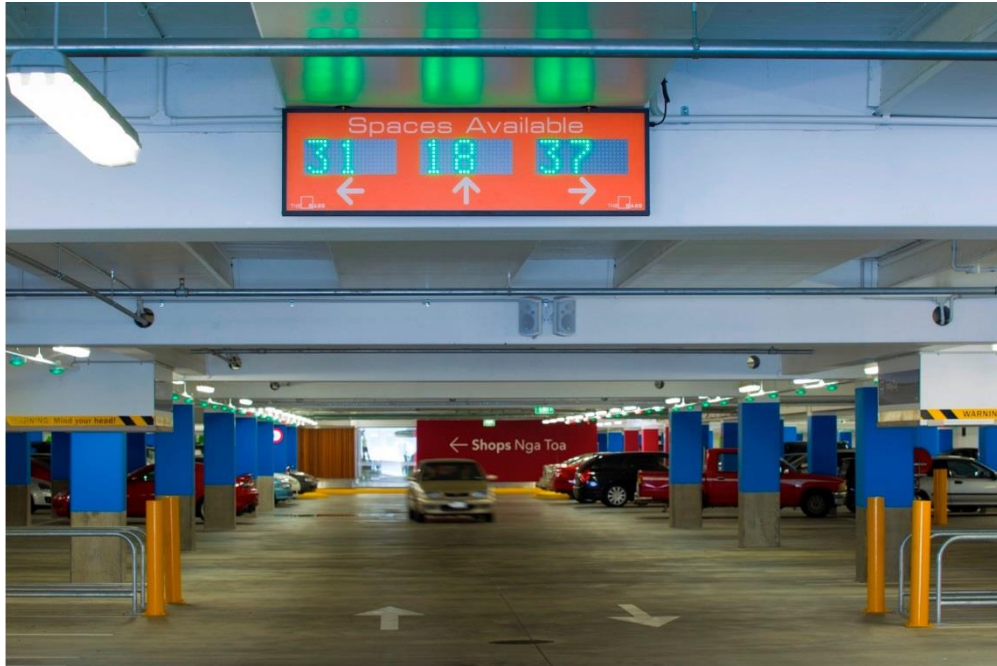
Paul Gillespie, CEO | 4 November 2016



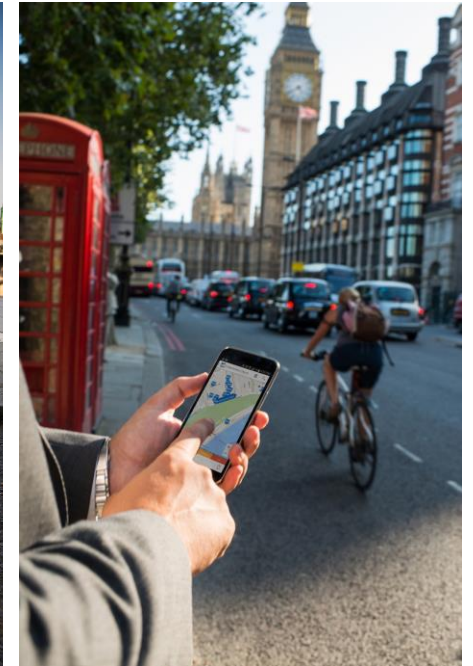
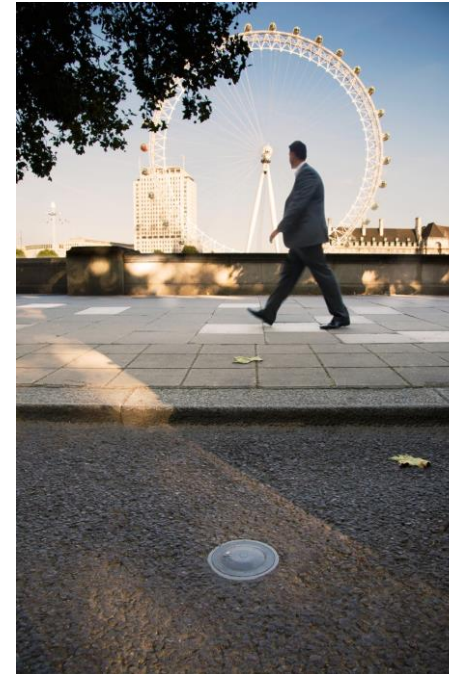
Smart Parking | Business Overview



World leading technology for parking design, development & management



MANAGEMENT SERVICES operates exclusively in the United Kingdom & specialises in managing car parks on behalf of retail customers, land owners & managing agents



TECHNOLOGY designs, develops & specialises in on-street & off-street parking technology & software, enabling clients to manage parking efficiently & cost effectively



1 FY 2016 Highlights



Smart Parking | FY16 Highlights



Maiden EBITDA profitability achieved while continuing global expansion

- **EBITDA profitable** | \$5m EBITDA improvement on prior period | Revenue up 34% on prior period
- **Management Services** | Growth continues, driven by roll out of Smart Parking Automatic Number/License Plate Recognition (ANPR)
- **Technology** | Completion of Smart Parking's biggest ever installation in Wellington, New Zealand

Smart Parking Technology validated with new business orders



Wellington



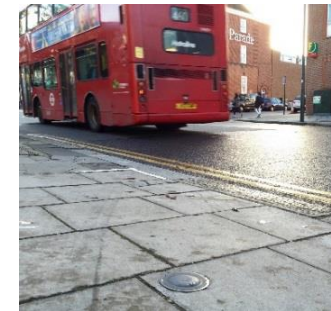
Auckland



Canberra



Sydney



Westminster



Cardiff



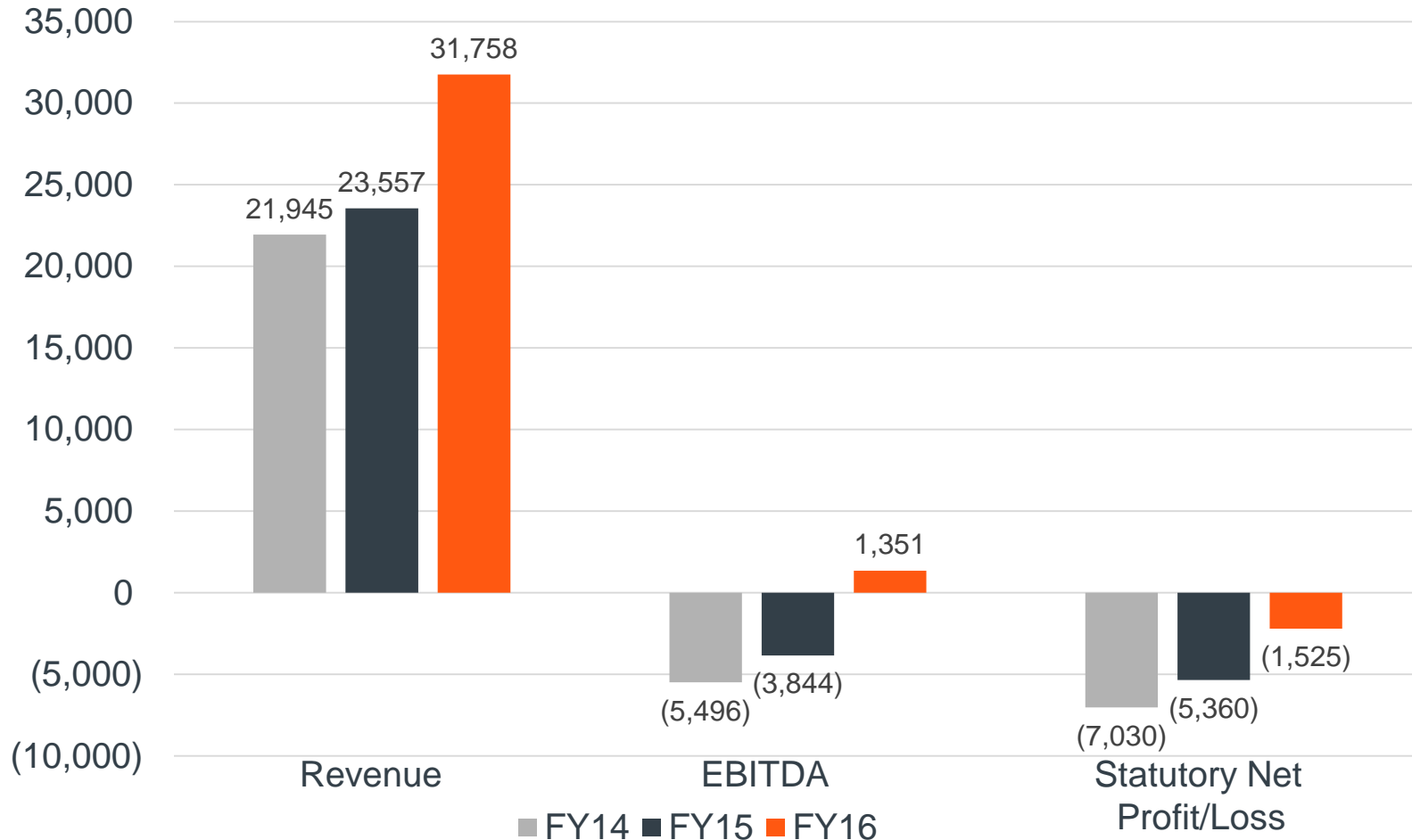
2 FY16 Financial Update Continuous Improvement



Smart Parking | FY16 financial results



Strong full year revenue growth | EBITDA profitability



Revenue of \$31.8m - up 34%

EBITDA of \$1.4m – up \$5.2m

Statutory net loss after tax of \$1.5m, improved \$3.8m

Including non-recurring & non-cash items:

- Amortisation (\$0.9m)
- Professional fees (\$0.8m)
- Loss on disposal of assets (\$0.9m)

Smart Parking | FY16 Management Services



Technology roll-out | New contract wins | Customers retained | Team growing



Revenue of \$28.4m - up 33%

EBITDA of \$5.3m - up \$4.7 million

Key contract wins

- **Lidl UK** contract to manage over 30 sites
- **Matalan UK** contract expanded from 28 to 88 sites
- **McDonald's UK** first site awarded and installed
- **New sites and market share growing** through UK with new & existing relationships



Our customers

Smart Parking | FY16 Technology



Expanding across key markets: UK, AUS, NZ | Strengthening sales capacity



Revenue of \$5.6m

increased 40% on FY15

Recurring revenue of \$1.9m

increased 49% on FY15

Completed 2016 installations

ACT & NSW in Australia
Wellington & Auckland in NZ

Continued investment

Sales & marketing, R&D and
operational capacity





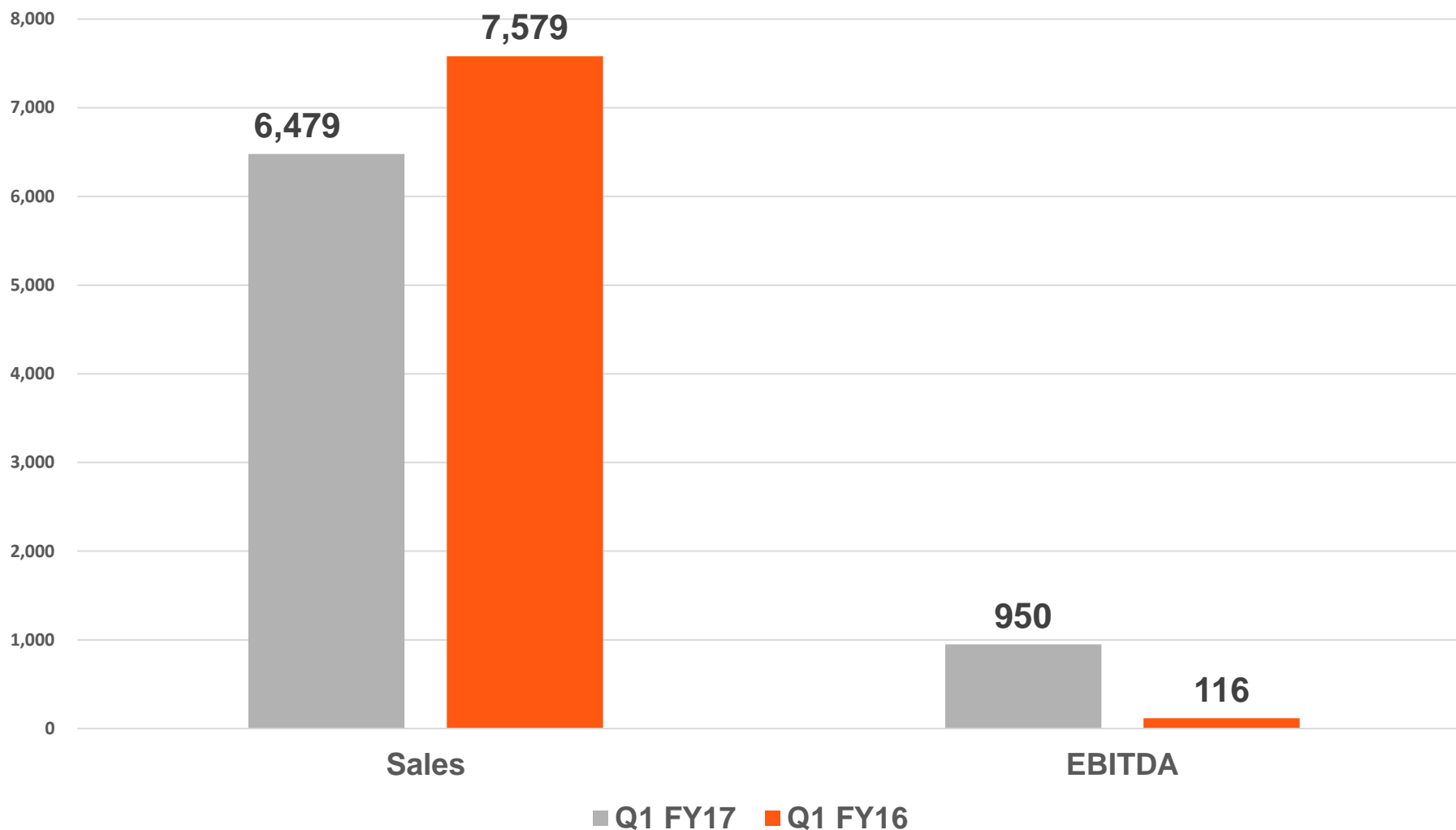
3 Business Update FY17 First Quarter



Smart Parking Group | Q1 FY17 (Unaudited)



EBITDA margin growth

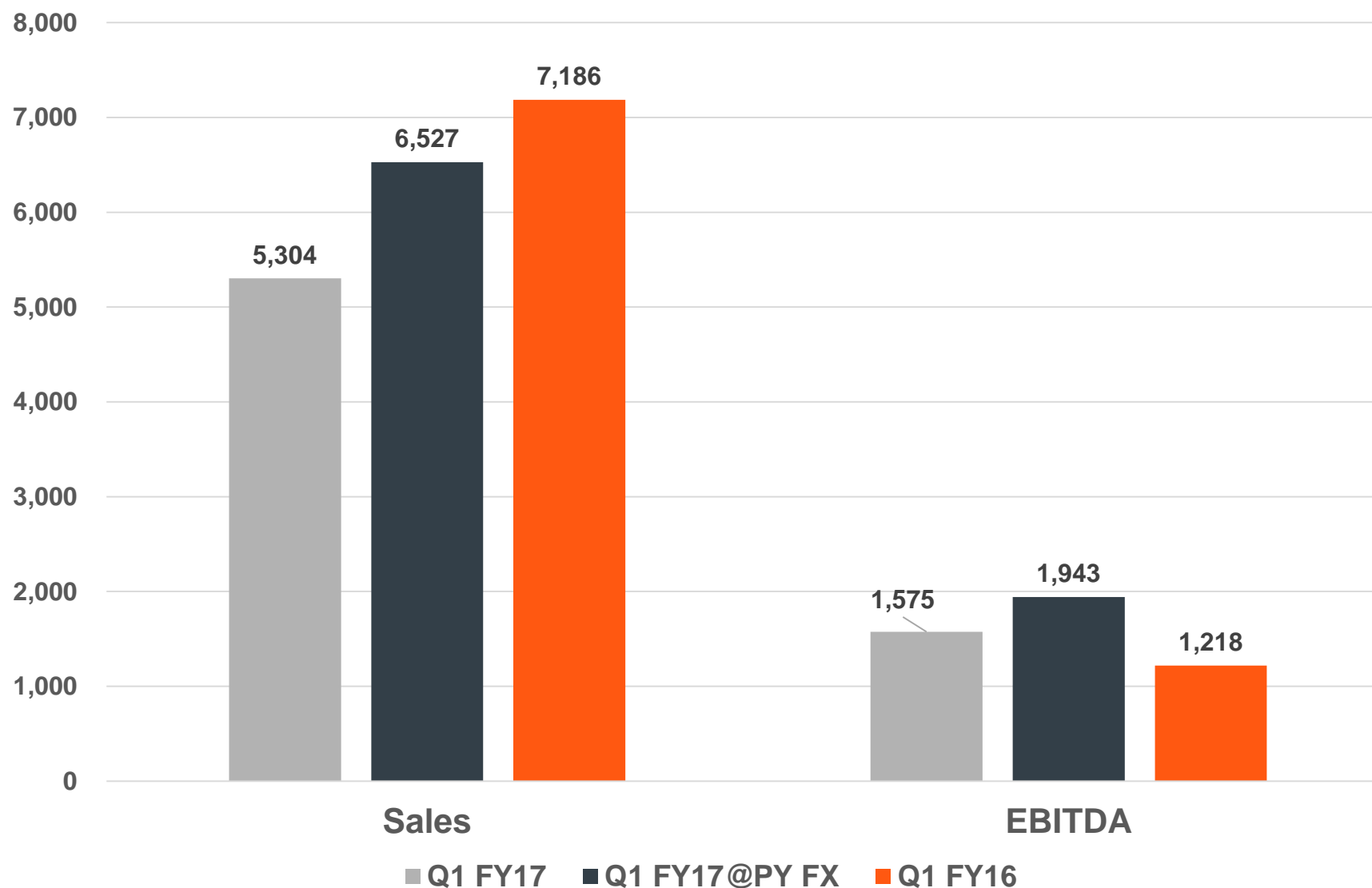


EBITDA up 719%

**EBITDA margin up
from 1.5% to 14.7%**

Revenue of \$6.5m
down 15% on Q1 FY16
following the loss of
the Asda contract and
the result of foreign
exchange movements

Services | Q1 FY17 (Unaudited)



The Asda contract loss, where income was shared, has been replaced with higher margin business such as new sites with technology

EBITDA of \$1.6m up 29% on FY16, despite the loss of Asda contract and FX movements

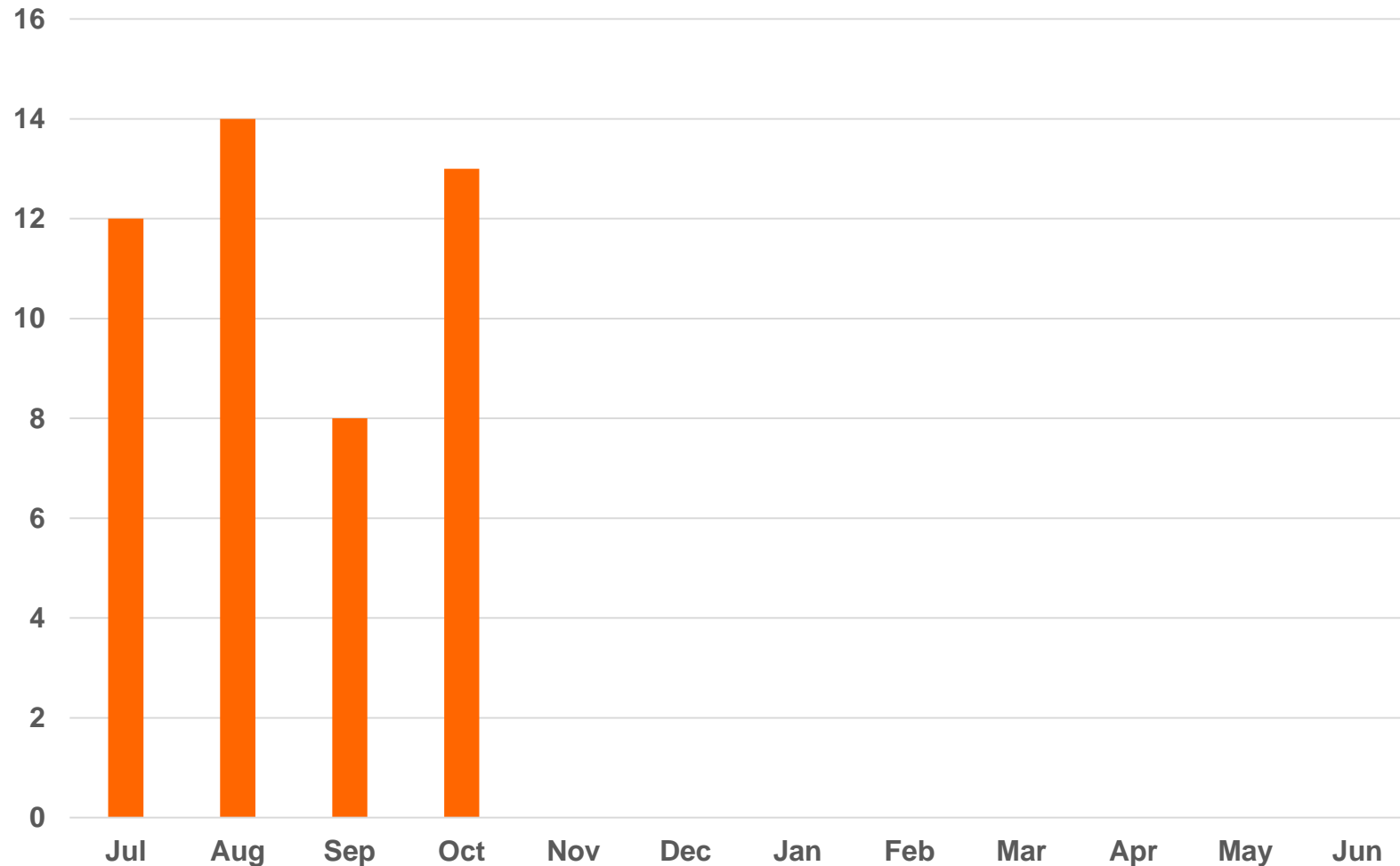
Revenue of \$5.3m down 26% on FY16 following loss of Asda contract and result of FX movements

UK headcount down from 278 Q1 FY16 to 136 Q1 FY17

Services | Technology roll out

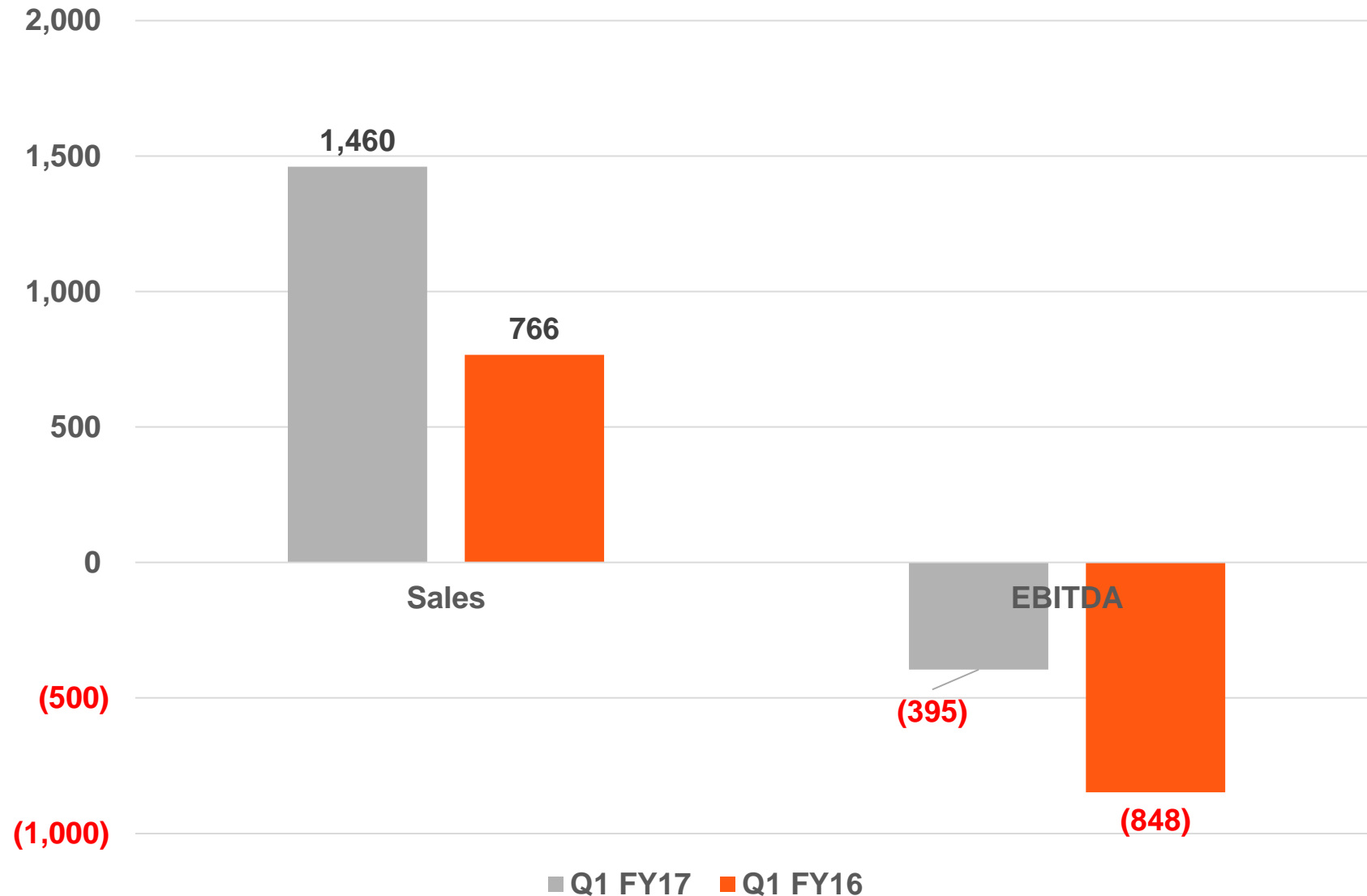


ANPR Site Installations by month FY17



- Number plate recognition camera installations continue in FY17
- 120 sites installed in FY16
- 47 sites installed in FY17
- More than 80 sites in the pipeline for installation
- Sales team growing to continue site roll out

Technology | Q1 FY17 (Unaudited)



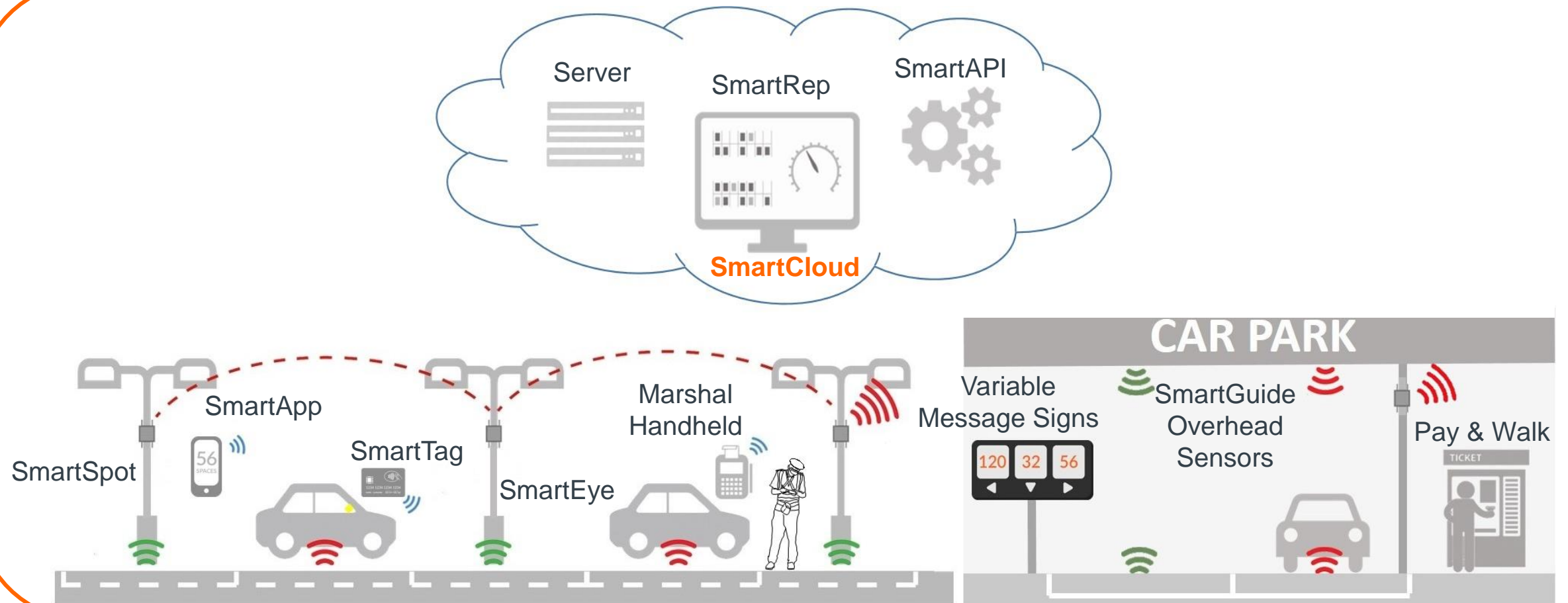
Revenue up 91%
against Q1 FY16

EBITDA loss
improved by
53% against
Q1 FY16

Smart Parking | Technology: How it works



Providing effective parking management solutions



Smart Parking | Key Project Wins



ACT Government, Australia

April 2016 | Australian Capital Territory (ACT) Government Chief Minister, Andrew Barr launches the rollout of smart parking technology and the ParkCBR app in Manuka, Canberra



Wellington City Council, New Zealand

August 2016 | Wellington City Council goes live with Smart Parking's SmartPark solution and parking payment app PayMyPark in the central business district of Wellington

Smart Parking | Key Project Wins



Auckland Transport | New Zealand

Order to supply and install a further 672 off street sensors



Mosman Municipal Council | Sydney, Australia

Order to supply 1,100 sensors, installation complete, system live



Stockland
it's your place

Stockland Group (ASX:SGP) | Sydney Australia

Project to install 1,000 sensors located at Baulkham Hills Shopping Centre



countdown

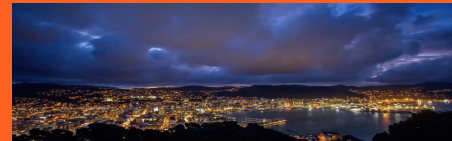
Progressive Enterprises

Woolworths (ASX:WOW) | New Zealand

280 sensors installed at new flagship store in Auckland



4 The Global Opportunity



Parking Is A Global Problem Smart Parking Has The Global Solution

PROBLEM | The need for car parking solutions is significant and growing

SOLUTION | Smart Parking managed services and technology solutions

BENEFITS | Improved service, lower costs, increased compliance

Reinventing The Parking Experience

Smart Parking | Global trends



Smart Parking is ideally positioned to leverage from global trends



US telco giant **Verizon Communications Inc. (NYSE:VZ)** acquired parking video analytics business Sensity for its burgeoning Smart Cities business. Verizon's 'Smart Communities' division lies within the IoT business.



Research & advisory firm **Frost & Sullivan** expects the smart parking industry to create many and various opportunities for cities and to boost the value of global parking operations to more than \$43 billion by 2025.



Research & advisory firm **Gartner Inc (NYSE:IT)** forecasts smart devices are expected to surge from 1.1 billion in 2015 to almost 10 billion connected devices such as sensors installed in public infrastructure in smart cities by 2020.



Research & advisory firm **International Data Corporation** forecasts the global market for IoT solutions will grow from \$1.9 trillion in 2013 to \$7.1 trillion by 2020.

Smart Parking | Strategic Opportunities



Strategic opportunities and partnerships are being pursued

Smart Parking is building relationships with market leading technology companies and telcos



Smart Parking is growing its relationship with CISCO with partnership opportunities across the UK and Australia



Smart Parking are working with Intel and exploring an ongoing partnership for projects across Australia



Smart Parking | FY17 Outlook



Foundations in place for sustained expansion in global parking industry

FY17 growth will be driven by continued roll out of Smart Parking's technology in the Management Services division and project wins in the Technology division

FY17 Services targets include installing +130 new managed service sites in the UK

FY17 Technology focussed on designing, building, installing and maintaining best in class Smart City products in key markets globally



Smart Parking | Contact



Discover more about Smart Parking at www.smartparking.com

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Connect with Smart Parking



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