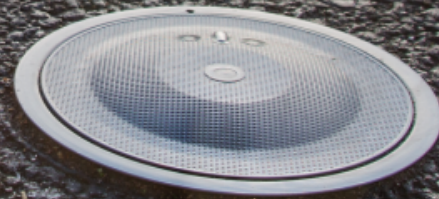




# November 2015 AGM Presentation

Paul Gillespie  
CEO





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# 01

## FY15 Highlights

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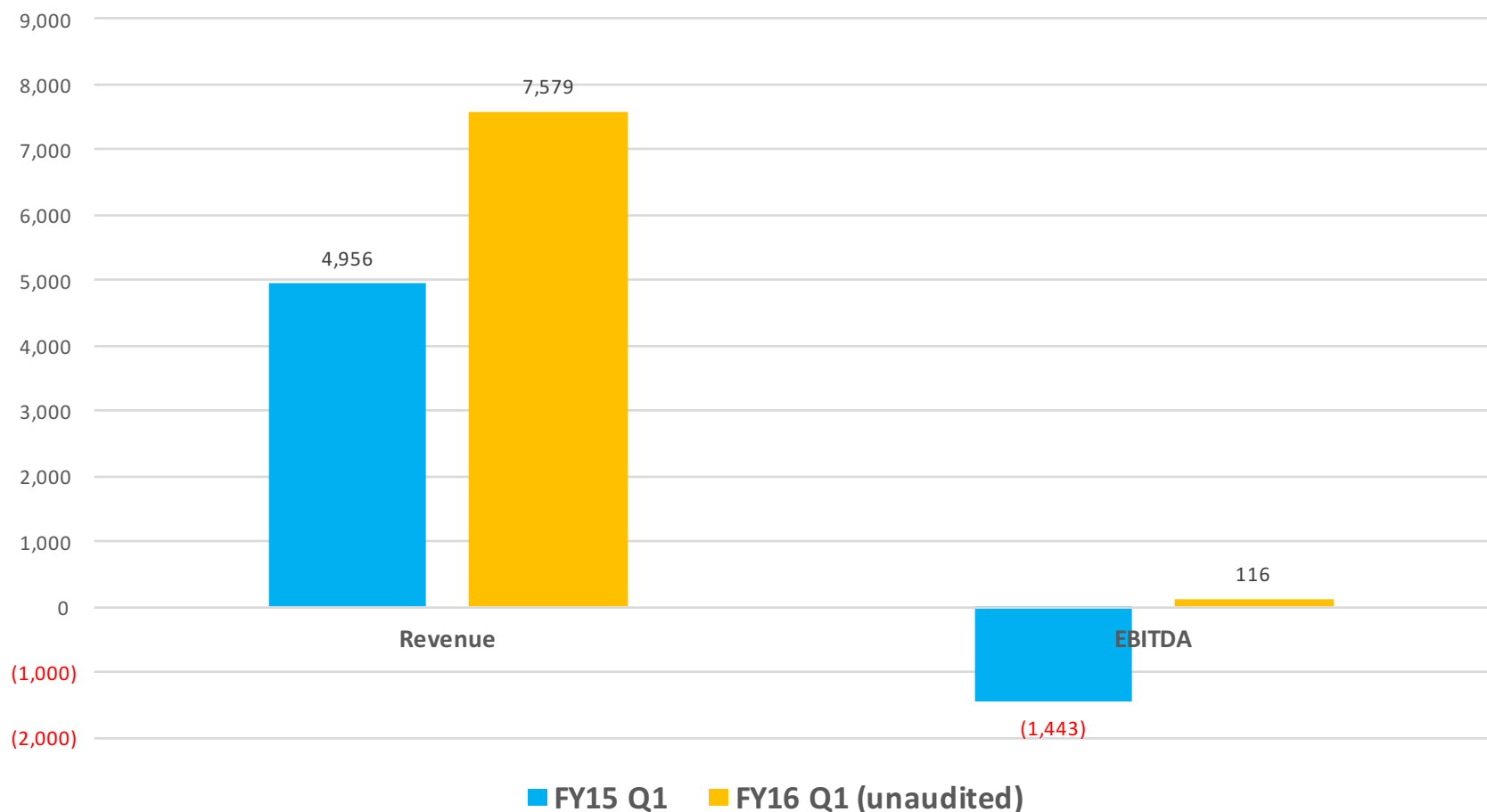
## FY15 Highlights

- UK Services business turned around to generating positive EBITDA month by month - \$350k in June. Trend continuing to \$440k EBITDA in September.
- New Management team in the Services business continue to go from strength to strength.
- Technology division completed phase 1 of the prestigious Westminster City Council project of 3,300 sensors.
- RFID project complete and live in Westminster.
- New number plate recognition software developed and deployed across 66 sites calendar year 15. A further 125 sites in the pipeline

# 02

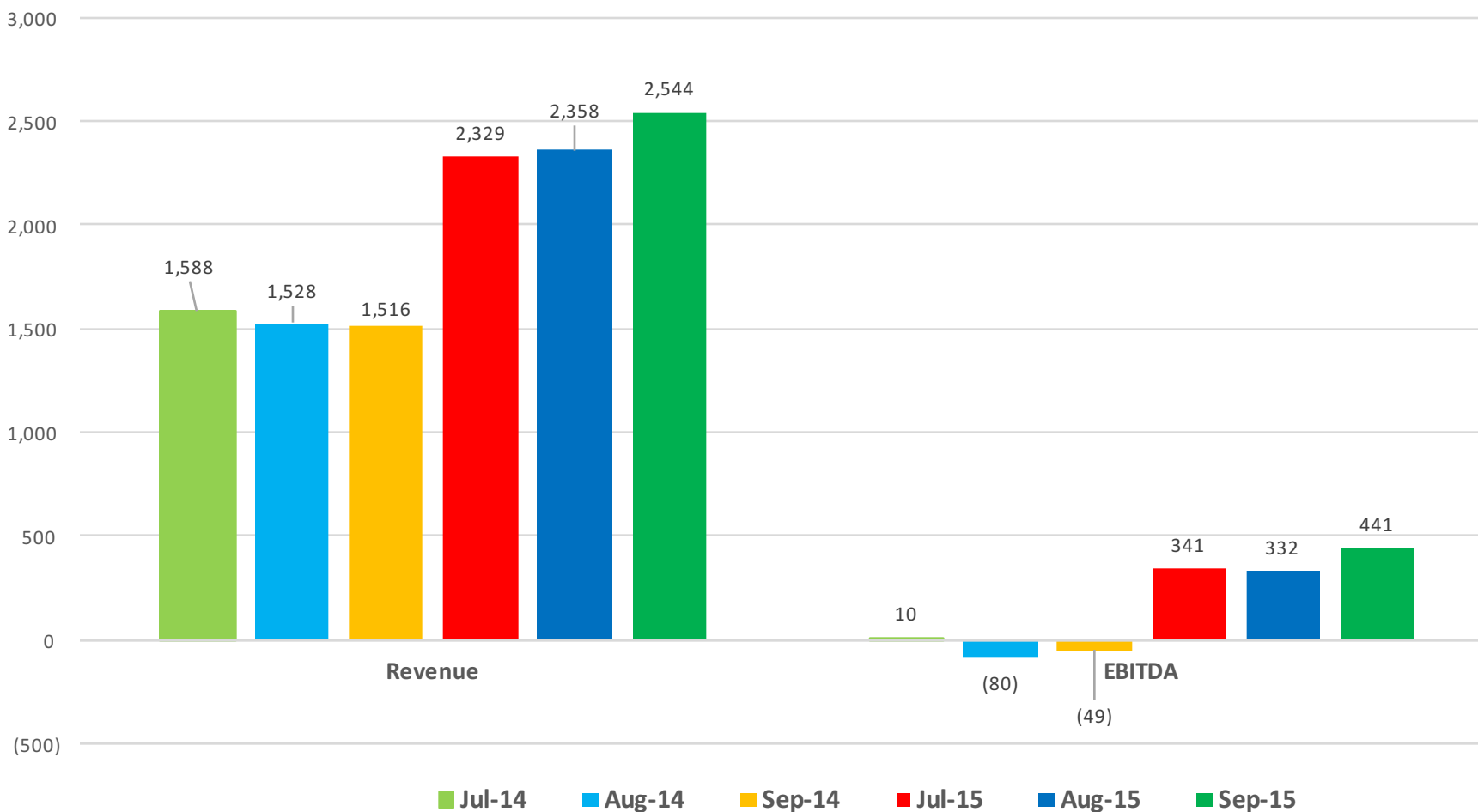
## Financial Update: An improving picture

## Q1 FY15 v Q1 FY16 Smart Parking Group



- **\$2.6m** revenue increase in Q1 FY16 from Q1 FY15
- **31%** revenue increase year on year – **53%** including FX impact
- **\$1.6m EBITDA** improvement year on year

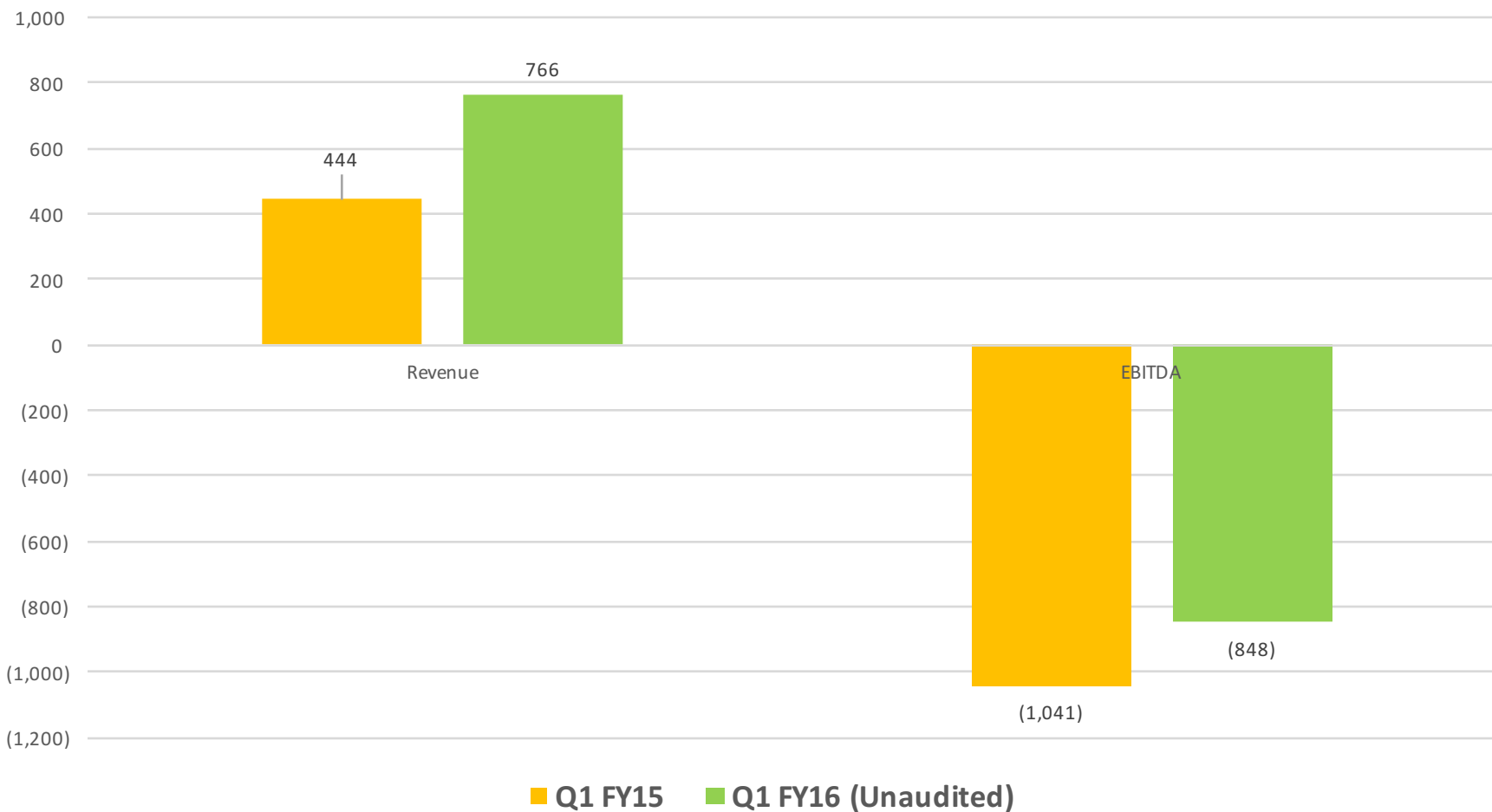
## Q1 FY15 v Q1 FY16 Management Services



- 38% revenue increase Q1 FY16 v Q1 FY15 – 56% revenue increase including FX impact**
- \$1.2m EBITDA improvement Q1 FY16 V Q1 FY15**
- Technology roll out strategy bearing fruit with trend set to continue**

Q1 FY16 numbers unaudited

## Q1 FY15 v Q1 FY16 Technology



- **72%** revenue increase Q1 FY16 v Q1 FY15
- **18.5%** improvement in the EBITDA loss year on year
- Technology orders continue to be slow in converting from prospect to confirmed contracts, however the pipeline is strong



# 03

## Operational Update - Services

## FY15 MANAGEMENT SERVICES UPDATE

### KEY POINTS -

New management team in place from November 2014

Continued technology implementation

Greater focus on service delivery and process management

New contract wins



## FY15 MANAGEMENT SERVICES UPDATE

New management team in place from November 2014

- New Managing Director – Ben Johnson formerly of Parking Eye. See link below
- New Finance Director
- New Operations Director – formerly of Parking Eye
- New Client Service Director - formerly of Parking Eye
- New IT Director

<http://www.capita.co.uk/news-and-opinion/news/2013/capita-acquires-parkingeye.aspx>

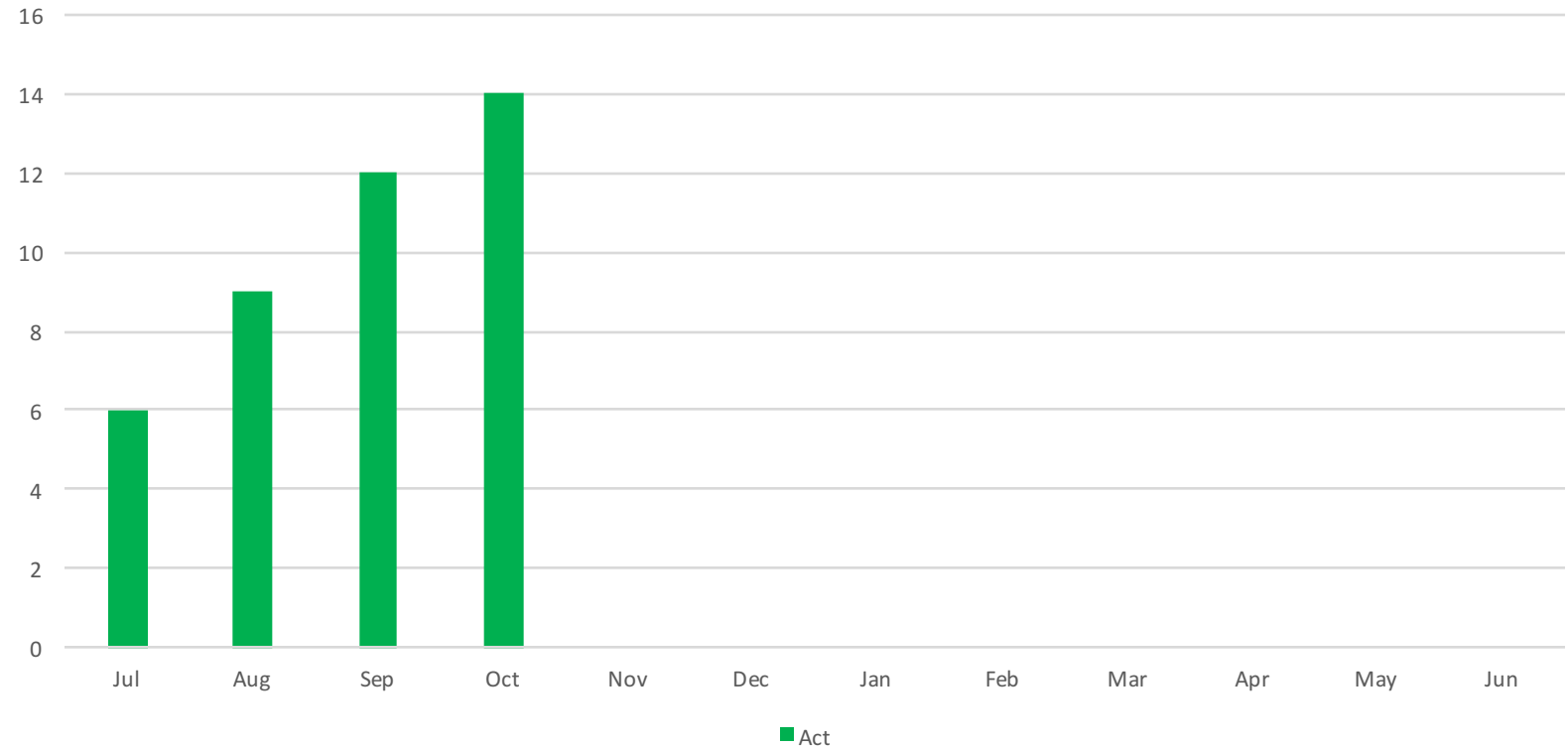


## FY15 MANAGEMENT SERVICES UPDATE

### Continued Technology Implementation

- New ANPR linked with P&D technology developed and deployed.
- 40 sites upgraded with ANPR technology since January 15. An additional 26 installed since August.
- 36 contracted sites to be delivered in Q2.
- More than 100 sites in the prospects pipeline for Q3 & Q4 and beyond.

Number Plate Recognition Installations FY16





## FY15 MANAGEMENT SERVICES UPDATE

### New Contract Wins

- Matalan contract retained through competitive process in 2014 – expanded in 2015 from 28 sites to 88 with focus on technology.
- Omniplex Cinema group signed with 11 new sites – technology focus.
- New sites awarded to us from key accounts – Asda.
- Lidl Supermarkets – 38 sites won in Northern Ireland on a 3 year contract – ANPR being installed across the estate.
- Added sales resource are winning new sites monthly.

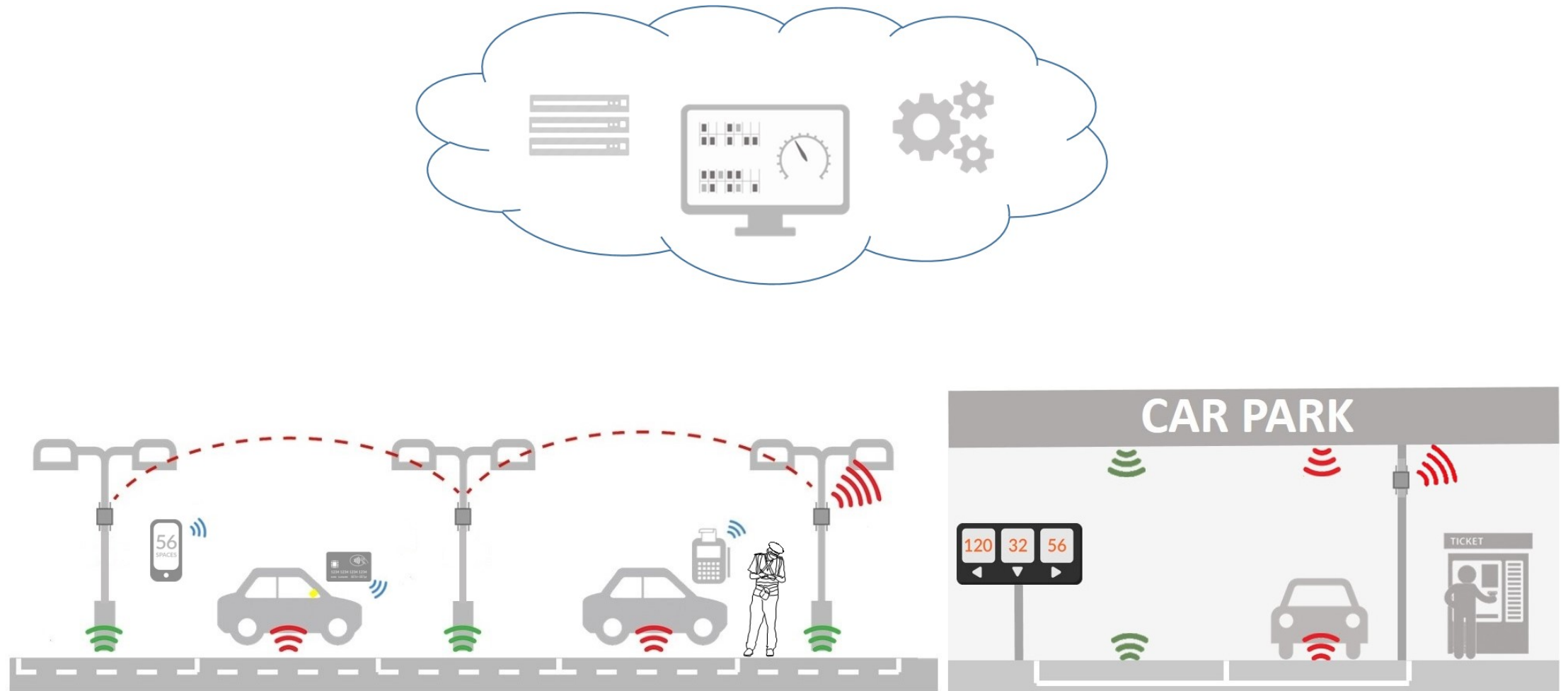




# 04

## Operational Update - Technology

## TECHNOLOGY UPDATE



# TECHNOLOGY UPDATE

## KEY POINTS

- Technology contract wins
- Westminster City Council update - <http://www.smartparking.com/keep-up-to-date/video/smart-parking-in-the-city-of-westminster>
- Technology trial sites expanded in UK, AUS and NZ
- RFID Update

## TECHNOLOGY UPDATE

- Transport for London contract won installation complete – revenue recognition in the same period – 1,585 sensors across 29 underground station car parks.
- ACT contract secured for 460 bays. First Smart Parking project in the Australian Capital City.
- Partnerships signed with Cisco and Vodafone UK.
- Flinders University installation complete.
- Order received from Westminster for RFID trial.
- With each new installation maintenance and hosting revenue increases, up 34% on the same period last year.





## WESTMINSTER UPDATE

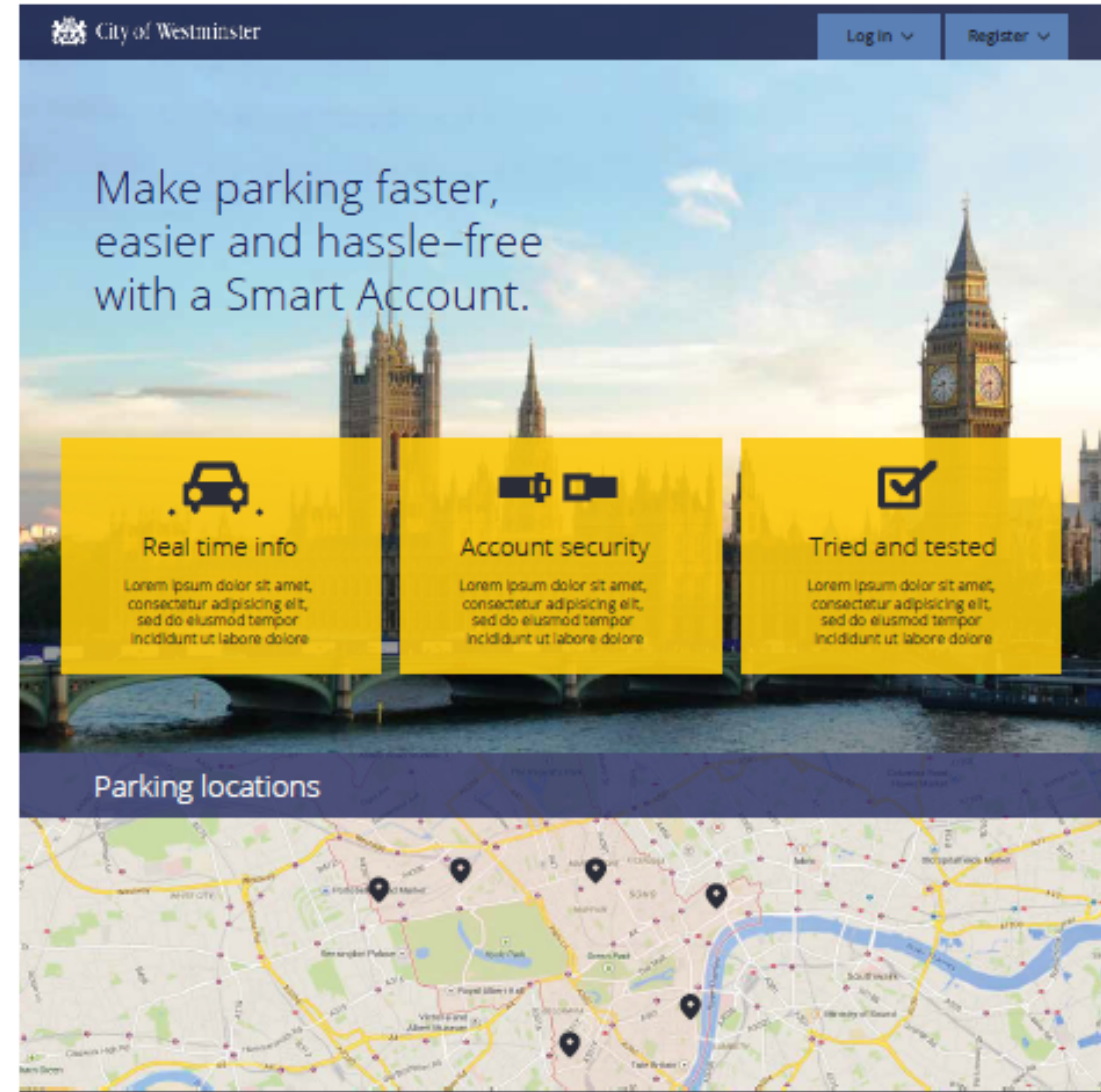
- Westminster phase 1 complete.
- Maintenance and data contract commenced – all KPI's being met.
- Westminster phase 2 internal evaluation complete.
- Awaiting final decision on phase 2 order.
- **RFID** trial live in October 2015 – potential for expansion to residents bays of which there are 10,000.
- Web portal delivered as part of the RFID trial and in operation.





## RFID TECHNOLOGY UPDATE

- First on-street project now live and installed in October 15
- On-line portal in trial as part of installation
- Further expansion of technology planned for sites in New Zealand and Australia



# 05 Summary

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## SUMMARY

- SPZ continue to lead the world in the development of intelligent car parking solutions for cities around the globe and technology led Parking Management Services in the UK.
- Financial results for FY15 in technology are below expectation but the pipeline is strong and we see no sign of the market opportunity diminishing.
- FY15 H2 results in the services business are strong and re-enforce the message of the continued turn around in the Managed Services Business. SPZ expects this trend to continue with FY16 Q1 numbers showing the continued improvement and validates the technology roll out strategy.
- 66 sites installed with ANPR technology since January 15 with over 100 in the pipeline.
- New projects from Transport for London, Milton Keynes, Cardiff, Westminster along with significant opportunities across all operating markets show the technology is validated and being adopted in the global market place.