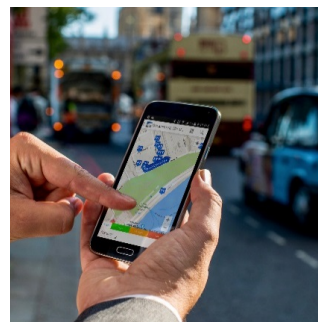


Smart Parking Limited ASX:SPZ Full Year Results Presentation



Paul Gillespie, CEO | Richard Ludbrook, CFO

August 2016



Smart Parking Limited (ASX:SPZ)



Smart Parking is a global car parking business listed on the ASX

Key market statistics

ASX code	SPZ
Market cap	\$77.01m
Share price - 18.08.16	0.26
52 week high	0.38
52 week low	0.12
Average daily volume	88,463
Shares on issue	296.2m
Listed on ASX	2011
GICS classification	IT

2016 share price performance



Management Services & Technology



World leading design, development and management of parking technology

Smart Parking leads the world in the design, development and management of intelligent car parking solutions for cities around the globe through two main divisions:

Management Services

- Headquartered in the UK, this division specialises in managing car parks on behalf of retail customers, land owners and managing agents

Technology

- Designs, develops and specialises in on-street and off-street parking technology and software that enables clients to manage parking efficiently and cost effectively



FY16: Key Milestones



Smart Parking has achieved EBITDA profitability while continuing global expansion

- EBITDA profitable for the first time
- \$5m EBITDA improvement on prior period
- Revenue up 34% on prior period
- UK Management Services legal dispute settled
- UK Management Services business continues to grow
- Expansion driven by roll out of Smart Parking number plate recognition technology
- Completion of SPZ's biggest technology installation in Wellington, New Zealand

Smart Parking Technology validated with new business orders



Wellington



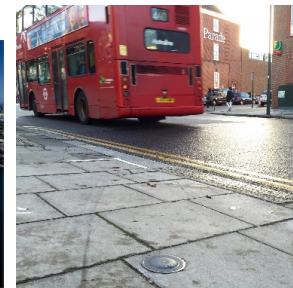
Auckland



Canberra



Sydney



Westminster



Cardiff

FY16: Group financial performance (\$,000's)



Smart Parking has delivered strong full year earnings growth & profitability milestone

EBITDA \$1.35m

Dispute fees & settlement (\$0.83m)

Normalised EBITDA¹ \$2.18m, improved \$4.8m

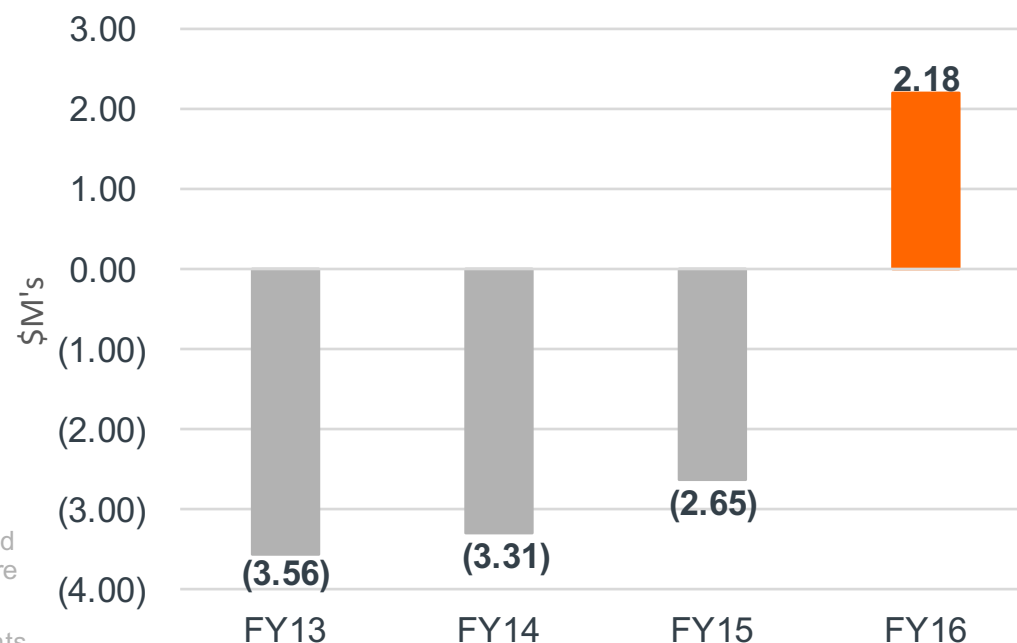
**Normalised operating cash² inflow of \$2.1m,
improved \$6.0m**

¹ Normalised EBITDA represents Earnings before Interest, Taxation, Depreciation and Amortisation excluding costs incurred in the current period which will not recur in future periods.

² Normalised operating cash flow represents operating cash flow excluding movements in funds held on behalf of customers and other cash movements incurred in the current period which will not recur in future periods.

Smart Parking FY16 Results Presentation

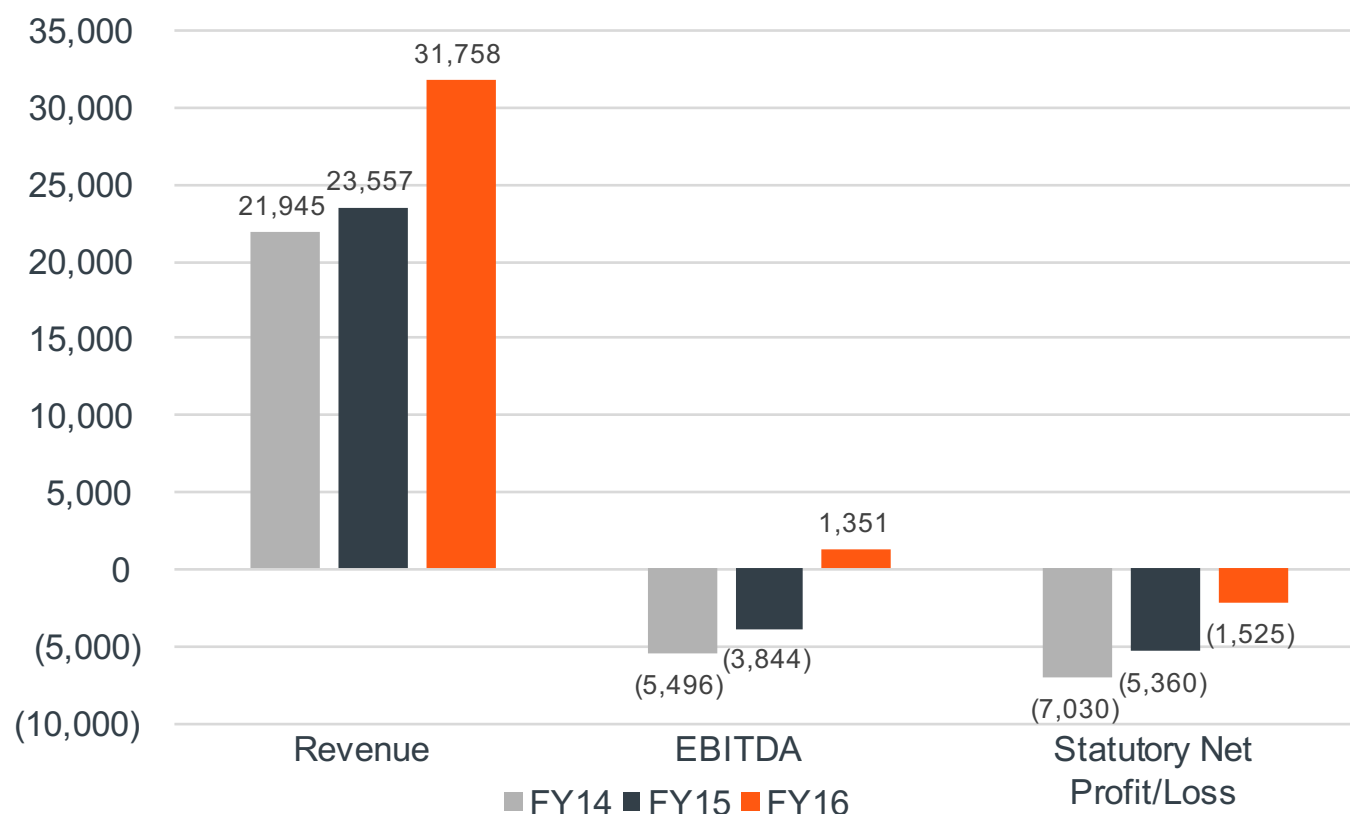
Normalised EBITDA



FY16: Group financial performance (\$,000's)



Smart Parking annual revenue result continues to grow



Revenue of \$31.8m - up 34%

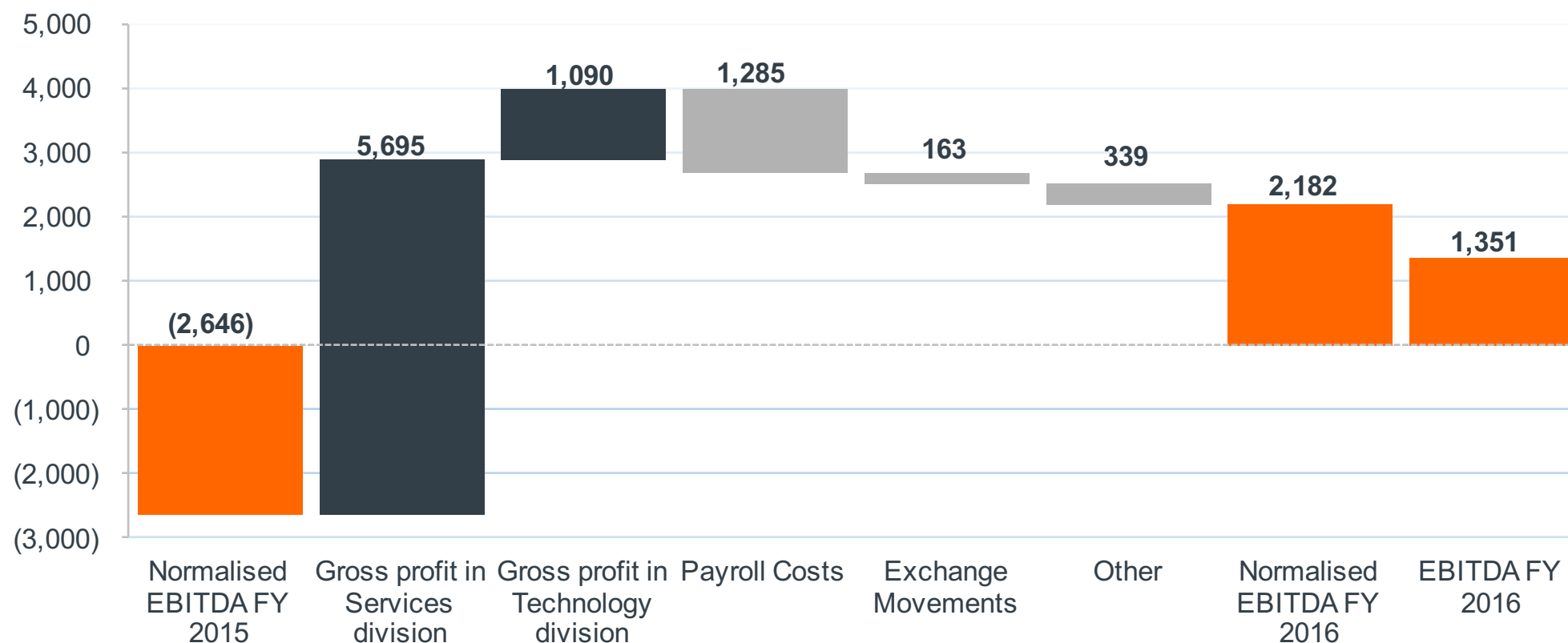
EBITDA of \$1.4m – up \$5.2m

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)

FY16: Profitability changes (\$,000's)



Group financial position at June 2016



\$3.4m cash at bank | No debt

(\$000's)	Jun 2016	Jun 2015
Current Assets	11,050	23,856
Non Current Assets	8,929	10,221
Total Assets	19,979	34,077
Current Liabilities	7,190	19,070
Term Liabilities	-	48
Total Equity	12,789	14,959

Current Assets and Current liabilities have been impacted by a material reduction in year end balance for client cash

Cash at bank expected to improve due to revenue growth in Technology and Parking Management divisions and end of payments associated with the now settled legal dispute

Fixed asset additions \$2.5m, related to the deployment of technology in the UK which has led to improved earnings

FY16: Group cash flow



Smart Parking has improved operating cash flows

(\$000's)	Jun 2016	Jun 2015
Operating cash flows	798	(4,526)
Investing cash flows	(2,398)	(1,754)
Financing cash flows	(90)	(214)
Net cash flows	(1,690)	(6,494)
Closing cash*	3,369	5,526

Net operating cash inflow of \$2.1m, improved by \$6.0m (excluding non recurring payments related to a legal dispute)

Fixed asset additions driving improved operating cash flows

* Excludes cash held on behalf of customers

FY16: UK Management Services (\$,000's)



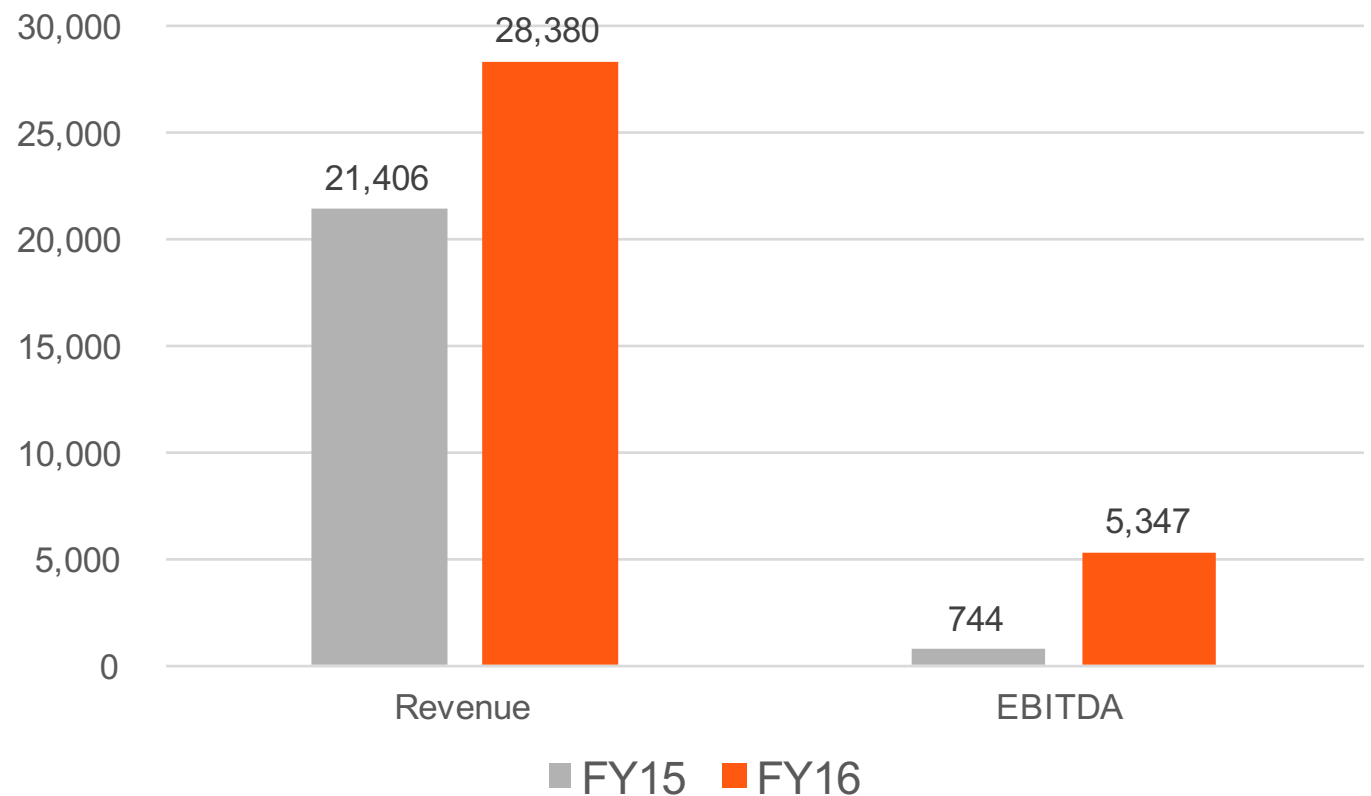
Continued business turnaround | Technology roll-out | New contract wins



Revenue of \$28.4m - up 33%

EBITDA of \$5.3m – up \$4.6m

**Deployment of technology on
new and existing sites
showing increase revenue**



FY16: UK Management Services customers



Key customers retained | Internal team growing

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** throughout the UK with new & existing relationships

Internal resources

- **More sales resources** added to the Services team
- **Expanded account management team** tasked with new business growth to new multi site customers

Our customers



FY16: UK Management Services update



Continued implementation of Automatic Number/License Plate Recognition (ANPR)

- ANPR technology continues to be deployed across the UK and Northern Ireland
- 120 sites with ANPR technology installed in FY16
- 44 sites confirmed, signed and booked for installation in Q1FY17
- In excess of 80 sites in the pipeline to install ANPR technology in FY17
- SPZ recording over 1,000,000 vehicle movements every day across the ANPR estate



FY16: Technology (\$,000's)



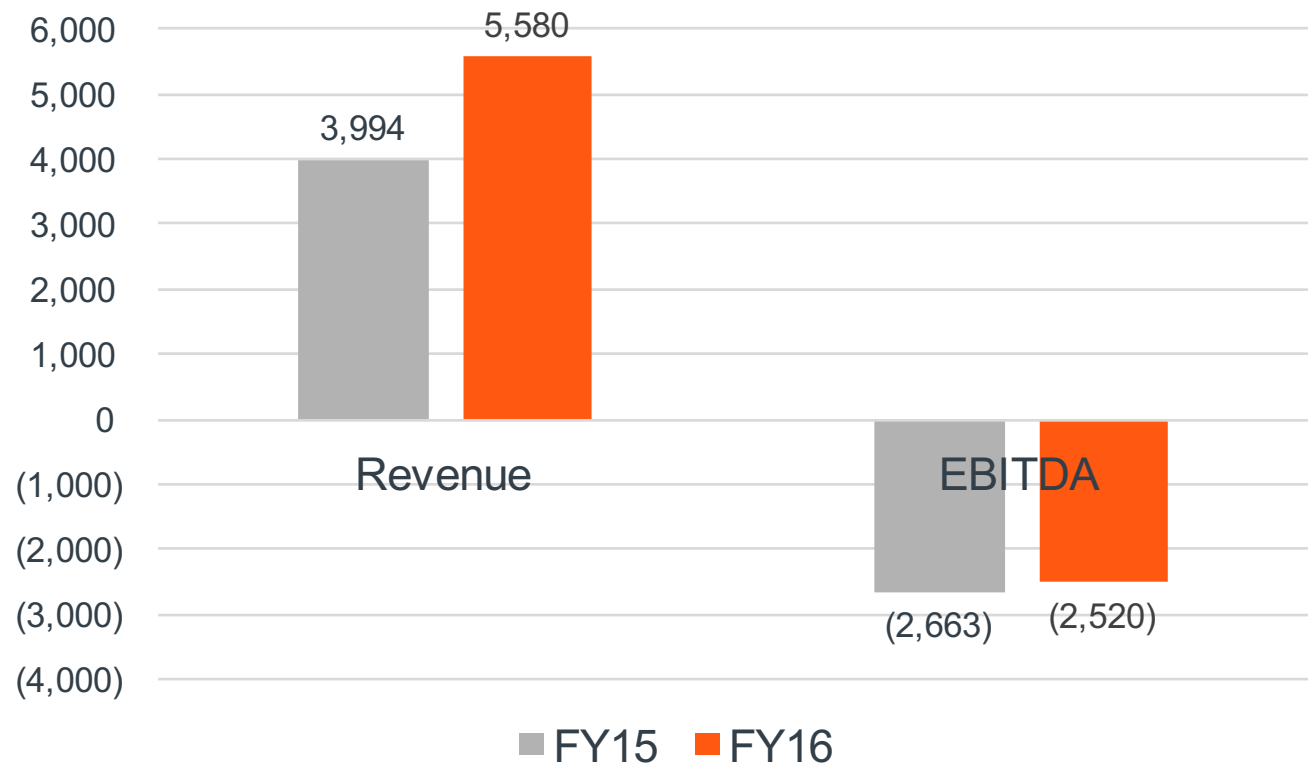
Expanding across all key markets – AUS, NZ & UK | Strengthening sales capacity



Revenue of \$5.6m
increased 40% on FY15

Recurring revenue of \$1.9m
increased 49% on FY15

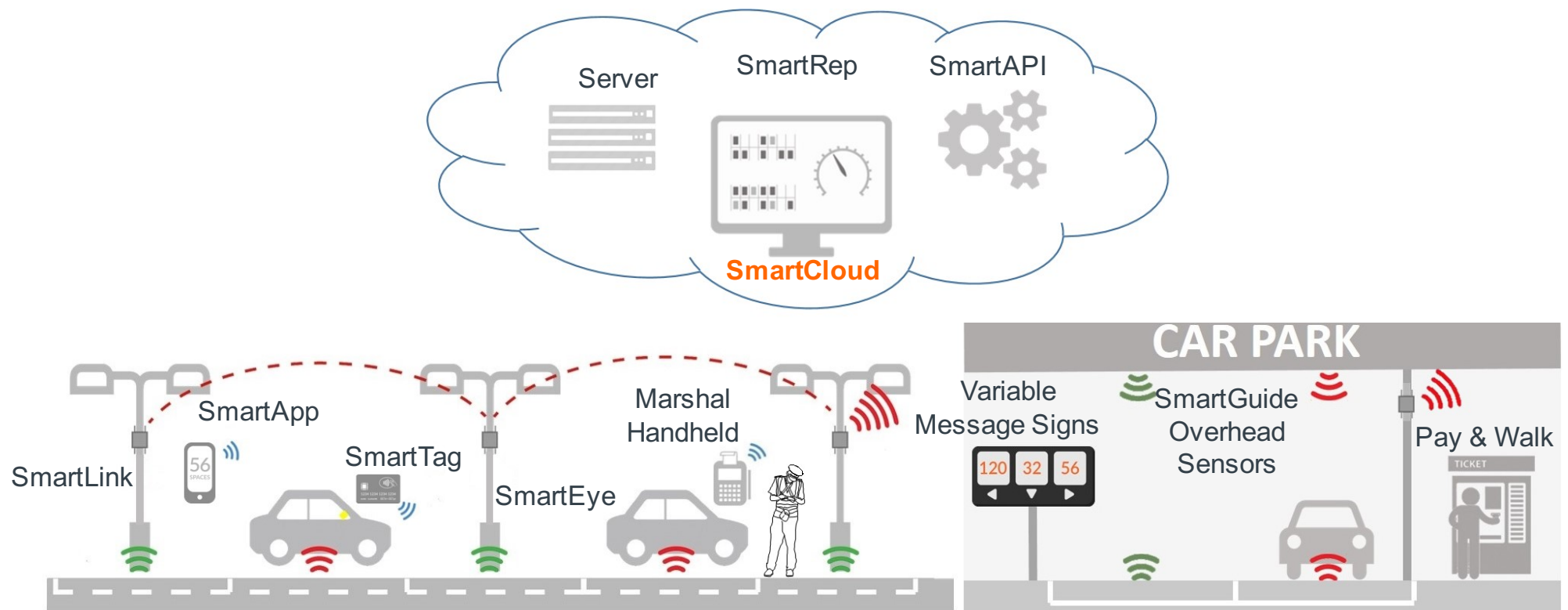
Completed installations
ACT & NSW in Australia
Wellington & Auckland in NZ
Continued investment in sales
and marketing, R&D and
operational capacity



FY16: Technology – How it works



Smart Parking Technology is providing effective parking management solutions



FY16: Technology customers



Technology expanding across United Kingdom, Australia & New Zealand



Smart Parking Technology customers

FY16: Technology update



**Absolutely Positively
Wellington City Council**

Me Heke Ki Pōneke



Wellington City Council 3,500 sensor order won, installation complete and system live – biggest SPZ installation to date



Australian Capital Territory Project to install sensors on street and off street – installation complete and system live

Auckland Transport Order to supply and install a further 672 off street sensors, taking the total to 2,898 sensors for Auckland



City of Westminster

City of Westminster RFID/ Smart Permit contract continues

FY16: Technology update



Mosman Municipal Council

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



Stockland Group (ASX:SGP)

Project to install 1,000 sensors - Baulkham Hills Shopping Centre



Progressive Enterprises - Part of Woolworths (ASX:WOW)

280 sensors installed at new flagship store in Auckland

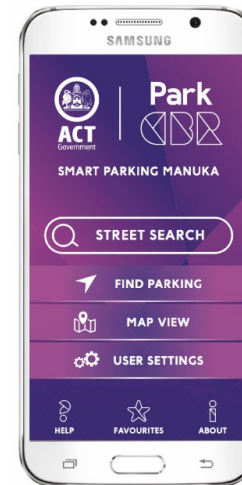
Smart Parking: App integration



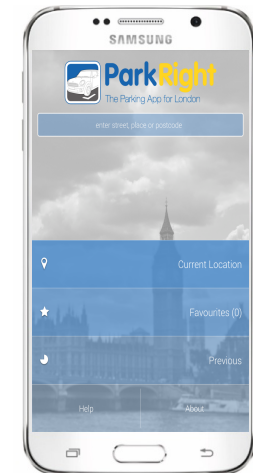
CamperMate provides local information to those travelling around New Zealand. In July 2016 they began to work with Smart Parking and Wellington City Council to bring better information about the availability of freedom camping parks to visitors.



Smart Parking's infrared sensors automatically detect when a car arrives and relays the information to PayMyPark alerting the application of the cars arrival and departure confirming the apps 'start/stop' function.



Smart Parking sensors detect when a vehicle has occupied a parking space. The real-time data is then used to populate ACT Government's ParkCBR App to provide motorists with a real-time picture of parking availability.



Westminster's ParkRight App extracts data from Smart Parking's in-ground sensors to provide real-time parking availability for approximately 4,000 spaces within the capital.

FY16: Summary



Smart Parking has achieved a successful year of EBITDA growth & expansion



- **EBITDA profitable** for the first time in Smart Parking's history
- **EBITDA improvement** \$5.2m in FY16 from FY15
- **Revenue growth continues** 34% in FY16 from FY15

- **UK Management Services** FY16 results are strong and re-enforce the turn-around message delivered at half year presentations
- **UK Services** continues to roll out ANPR technology as part of the growth strategy – 120 sites installed in FY16
- **Technology** is validated with significant project wins with Wellington City Council, Auckland Transport, Australian Capital Territory, Mosman Council and Stockland Shopping Centres

FY17: Outlook



Smart Parking has foundations in place to capture enormous opportunity

FY17 growth will be driven by continued roll out technology in the Services business and project wins in the technology division

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

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

The global smart parking industry is closely aligned with smart cities and the Internet of Things (IoT) which is expected to grow to \$43 billion in the next 10 years (Frost & Sullivan)

Smart Parking is confident of the market opportunity and remains focussed on its sustained expansion in the global parking industry

Smart Parking Contact



Find further information on **Smart Parking** at www.smartparking.com

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