

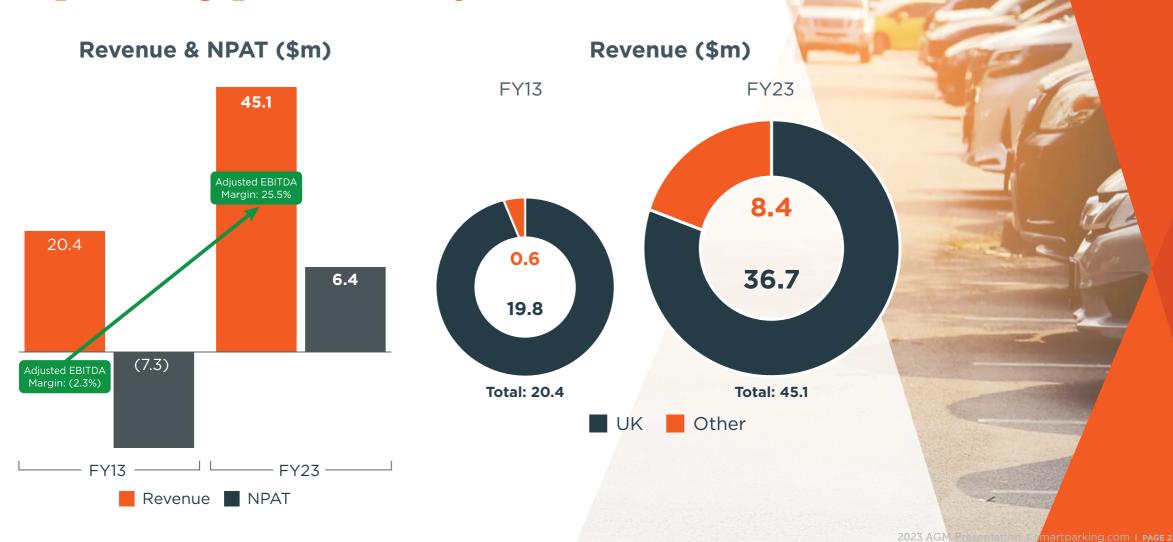
Smart Parking Limited (ASX:SPZ)

AGM Presentation

10 November 2023 CEO Paul Gillespie

smartparking.com

10 year track record of growth and improving profitability





FY23 Highlights

Revenue of \$45.1m (\$46.1m¹) up

21%

*Compared to PCP (in constant currency)

1,112 Total sites up 33%

*As at 30 June 2023 compared to PCP

Adjusted EBITDA \$11.5m (\$11.8m¹) up

35%

*Compared to PCP (in constant currency)

Cash of \$10.7m

*As at 30 June 2023

Adjusted EBITDA margin of 25.5% up

266 bps

*Compared to PCP (in constant currency)

1,500

Global sites target by Dec 2024 - accelerated

Growth strategy - progress report

| Building a stronger SPZ across multiple territories in FY23

		***	* * *	
	UK ANPR operation commenced January 2015	NZ ANPR first sites live March 2021	Australia (QLD) ANPR installations from July 2021	Germany First sites live in March 2022
GROWTH IN ANPR SITES	930 total sites 18% up on PCP	84 total sites 320% up on PCP	71 total sites 163% up on PCP	27 total sites 1,250% up on PCP
GROWTH IN PBNs	15% up on PCP	258% up on PCP	126% up on PCP	3,785% up on PCP
REVENUE (\$000s)	36,390 13% up on PCP	2,923 278% up on PCP	1,406 249% up on PCP	451 1,622% up on PCP
Total Addressa Market	ble 45,000 sites	3,000 sites	2,000 sites	90,000 sites

Growth strategy – multiple drivers

Three key pillars for growth

Organic existing markets



Growth in sites = growth in PBNs = revenue & profitability

High incremental margin

leveraging existing fixed cost base

Existing markets:









TAM 90 000 SITE

6

1,500

ANPR site target by Dec 2024

Strong growth in the UK with contributions from new territories supports accelerated site target.

Growth in new territories



Investigating and evaluating new market territories

Low cost

expansion strategy

Focused on territories with appropriate regulatory environment where SPZ can

leverage IP and market leading technology

Acquisitions





Disciplined selection criteria:
Strategic fit, technology and
earnings accretion



Ability to leverage technology and deep domain expertise to **deliver synergies**

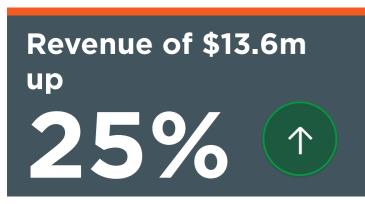


Proven track record with successful integrations



Q1 FY24 key metrics

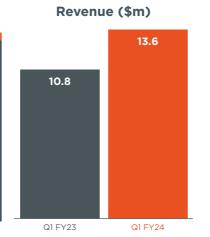
Ongoing growth



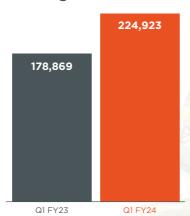
*Compared to PCP



*Compared to PCP

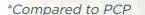


Parking Breach Notices



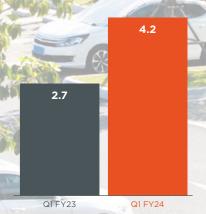
Adjusted EBITDA \$4.2m up



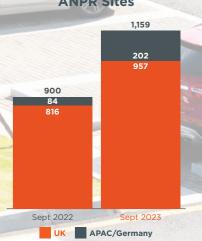












Q1 FY24 growth continuing with traction in new markets

 Exit run rate from FY23 is maintained and growth is continuing in seasonally strong Q1.

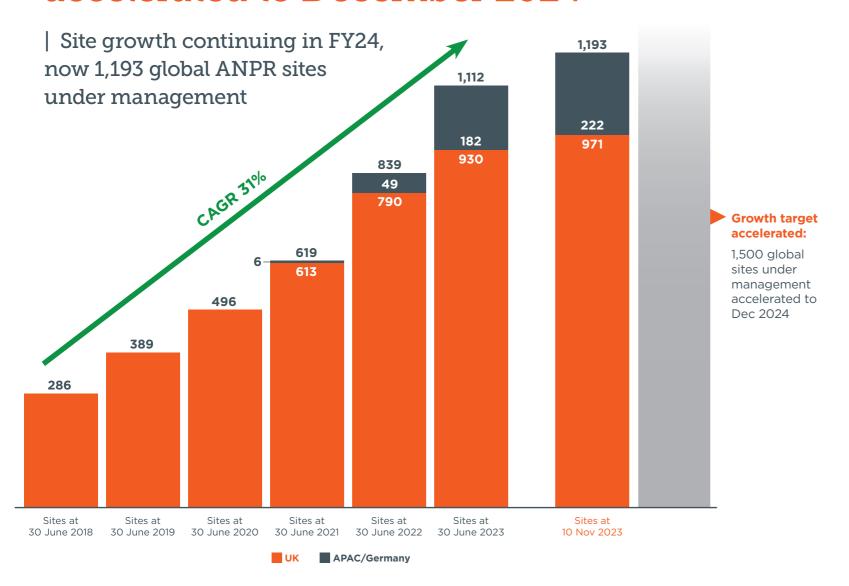
 Q1 key metrics delivered through continuous and disciplined organic strategy execution.

 Despite a challenging and competitive market, the UK delivers a strong Q1 performance of PBN issuance, revenue and profitability.

- New Zealand consolidates its first mover status with Q1 growth in all leading metrics.
- German sales team expansion is underpinning European growth.
- SPZ team are focused on the delivery of lead metrics to drive growth in FY24.



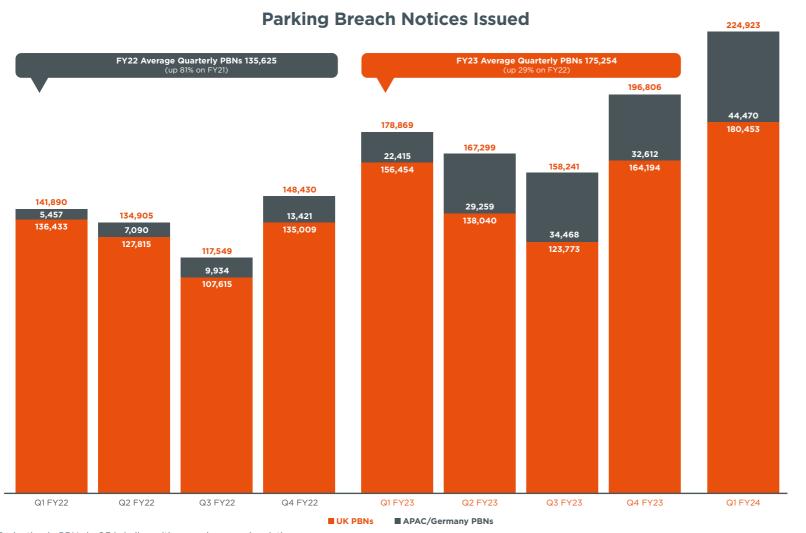
Site roll-out progressing, growth target accelerated to December 2024



- 1,500 site target accelerated
 will be delivered in
 December 2024 through
 organic growth
- 101 sites added in since June 30, total now 1,193
- Disciplined sales approach delivers new sites in all territories across the Group
- Enhanced customer value proposition enables sales performance in all business units
- Continuing to leverage technology and expertise into new markets

Strong growth underway

Q1 YTD PBNs up 26% on PCP



- PBN growth of 26% in line with SPZ expectation
- Zero contribution from 71 ANPR sites in Queensland since February, ongoing discussions with Queensland government
- In Q1 there is a growing contribution from new territories making a significant impact - up 98% on PCP
- Enhanced account management capability delivering first class customer service and client retention

Entering the next growth stage - additional new territories

Disciplined acquisition track record - complements strong organic growth



2022



January

Successfully
launched
a technology
driven Parking
Management



April

sites from manual operations to

a technology led

solution

July

Completed the acquisition of ParkInnovation and working to upgrade suitable sites in Germany from manual operations to a technology led solution

2021



March

Successfully
launched M
a technology
driven Parking
Management business
in New Zealand



July

Successfully
launched
a technology
driven Parking
Management business
in Queensland,
Australia

Completed the acquisition of Enterprise Parking Solutions which has been successfully integrated into the Group

August

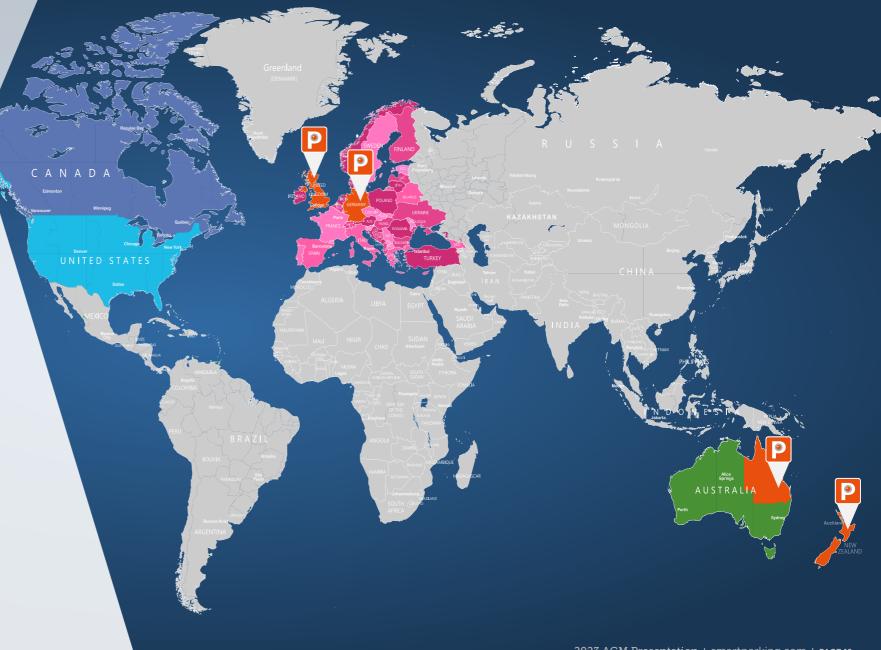
driven Parking Management business in Germany



Exploring & evaluating new territories

 Investigating and evaluating new market territories across mainland Europe and US states.

- Low cost expansion strategy
- Focused on territories with appropriate regulatory environment.
- SPZ has a proven ability to leverage IP and differentiate itself with market leading technology.



FY24 priorities – positioning for next stage of growth & international expansion

✓ Continue to deliver strong progress to the growth target of 1,500 global ANPR sites under management by December 2024.

✓ Execution of organic growth strategy - we are very early in the long term growth runway in large addressable markets - TAM 140,000 sites.

✓ Continued focus on disciplined international expansion and M&A strategy.

✓ German growth - keen 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.



Smart Parking Investment Case



Market leading technology

Proprietary technology solutions providing site owners with higher returns, compliance and safety.



Proven model

Highly profitable global business - 1,193 sites under management as of 10 November 2023.



Multiple growth drivers

1,500 ANPR sites by December 2024 - target accelerated. Scope for complementary, accretive M&A.



Leveraging expertise in large addressable markets

TAM 150,000 sites in UK, Australia, NZ and Germany. Currently evaluating other territories with favourable regulatory environments.



Attractive financials

Profitable, free cash flow positive, cash to self-fund organic growth.





Thank you.

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