

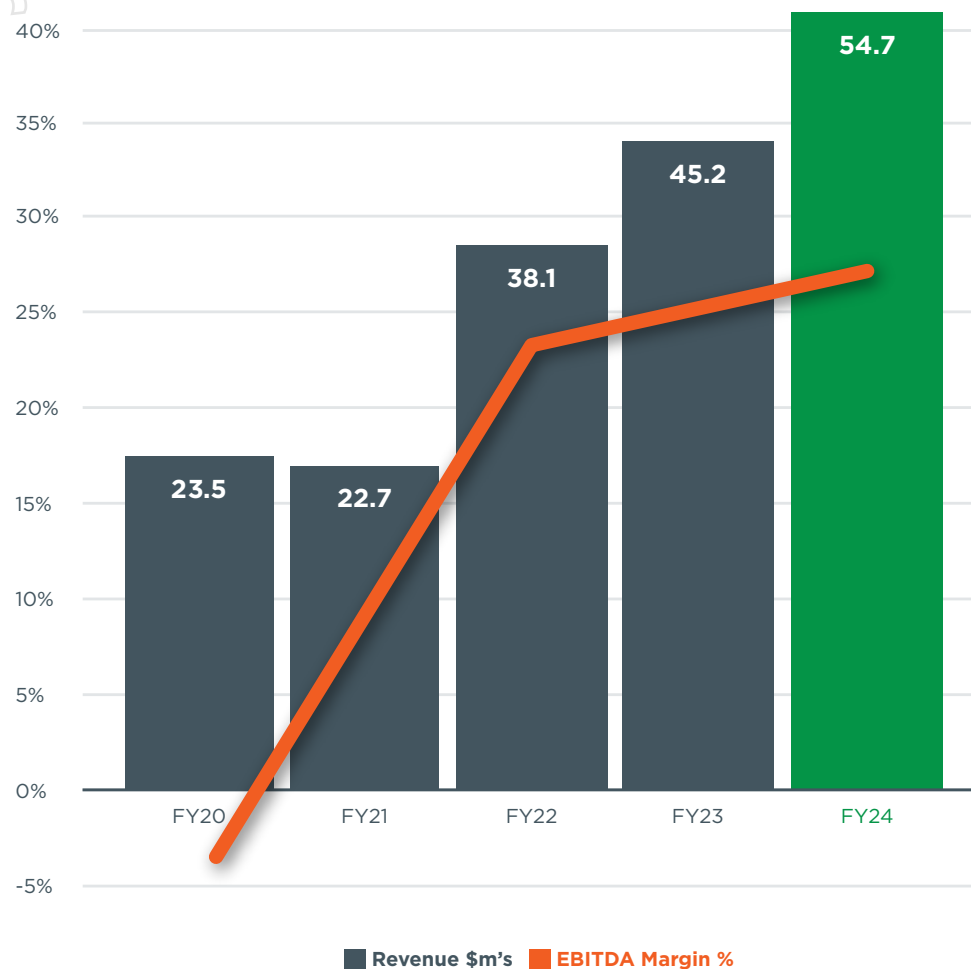
Smart Parking Limited (ASX:SPZ)

AGM Presentation

15 November 2024
CEO Paul Gillespie

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

Track record of growth and improving profitability



Strong growth in revenues and margin expansion over the last 5 years.

Share price up 178% (over 5 year period).

Completed share buy back in FY21/22/23 spending \$2.9m at an average of \$0.1964 per share (share price was \$0.72 at close 14 November 2024).

Robust technologies and management capability to deliver the next stage of growth.

The problem we solve

| Ensuring there is always a place to park for genuine customers



Strong account management capabilities support long term customer relationships.



Contract with landowner

Diversified portfolio of:

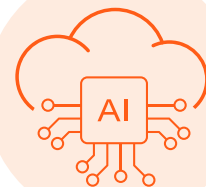
- Retail
- Property agent
- Hospitality venues
- Hospitals
- Entertainment venues
- Transportation hubs
- Hotels
- Fast food restaurants
- Supermarkets



Smart Parking camera installation monitors all car movements and collates contraventions - 189m vehicles recorded in FY24.



SmartCloud Hub customer portal



All image data is processed through proprietary SmartCloud AI engine - over 400m images processed in FY24.



Government agency provides car owner details.
Deep domain expertise in compliance requirements and matching exemptions to ensure accuracy and adherence to legislation.



Parking Breach Notice is sent to owner for payment - 266,000 PBNs issued in Q1 FY25.

Expanding our addressable market - additional new territories

| Disciplined acquisition track record - complements strong organic growth

2021



Expanded into New Zealand in March and Australia in July of 2021. Completed acquisition of Enterprise Parking solutions in August.



2022



January

Successfully launched a technology driven Parking Management business in Germany



April

Completed the acquisition of NE Parking and are working with customers to upgrade suitable sites from manual operations to a technology led solution

2023



July

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

2024



February

Successfully launched a technology driven Parking Management business in Denmark



March

Completed the acquisition of the assets in Local Parking Security working to upgrade suitable sites in the UK from manual operations to a technology led solution.



Evaluation underway for further territory expansion in mainland Europe, Scandinavia and the USA.

FY24 Highlights - record results

Revenue of \$54.3¹m up

21% 

* Compared to PCP

Adjusted EBITDA
\$14.7m² up


28%² 

* Compared to PCP

Adjusted EBITDA
margin of 27% up 

150bps

* Compared to PCP

1,424 Total sites
up **28%** 

* As at 30 June 2024 compared to PCP

Adjusted free cash
flow of \$12.2m³ up

40% 

* Compared to PCP

Cash of
\$7.2m

* As at 30 June 2024

¹ Excludes \$0.1m of revenue from Denmark and interest income of \$0.2m

² Excludes \$0.6m investment in new Denmark market, \$0.2m investigating new territories and other non-operating/non-recurring items

³ Excludes Denmark investment and exceptional costs

Performance by market - FY24

| Leveraging core technology and expanding our addressable markets



UK



NZ



Australia (QLD)¹



Germany



NEW

Denmark

GROWTH IN
ANPR SITES

1,124 total sites
21% up on PCP

162 total sites
93% up on PCP

71 total sites
0% up on PCP

67 total sites
148% up on PCP

GROWTH
IN PBNs

14% up on PCP

70% up on PCP

89% down on PCP

477% up on PCP

REVENUE
(\$000s)

43,985
21% up on PCP

4,572
56% up on PCP

70
95% down on PCP

2,790
519% up on PCP

TAM

45,000 sites

3,000 sites

2,000 sites

90,000 sites

10,000 sites

- Business established in January 2024
- Sales team and operations structure in place
- First 11 contracts secured and revenue being generated

¹ Technology enforcement currently paused

Foundations for growth

| SPZ is well placed to deliver ongoing growth in existing and new markets.



Scaling technology

SmartCloud and Smart Hub
- it is the complete parking management tool for the future.



Proven M&A capabilities

Completion and integration of two deals in FY24 shows discipline and expertise.



Market opportunities

- SPZ focused on growing and expanding our addressable markets and TAM through careful and considered review of each new territory.
- Territory under review in Scandinavia, mainland Europe and USA.



Regulatory compliance expertise

SPZ has deep domain experience that ensures compliance with all regulatory environments we operate.



Bench strength, people and processes

SPZ well placed for further growth across multiple territories.

2025

Growth strategy – multiple drivers

| Three key pillars for growth

Organic growth

Growth in sites = growth
in PBNs = **revenue &
profitability**

High incremental margin
leveraging existing fixed
cost base

Existing and New markets:



TAM 45,000 SITES



TAM 2,000 SITES



TAM 3,000 SITES



TAM 90,000 SITES



TAM 10,000 SITES

New territories



Investigating and evaluating
**new market territories across
Scandinavia, mainland
Europe and USA**

Focused on territories with
appropriate regulatory
environment where SPZ can
**leverage SmartCloud IP and
market leading AI driven
technology**

Acquisitions




Good pipeline of opportunities

Adding scale where SPZ have
successful operations and market
intelligence

Disciplined selection criteria:
Strategic fit, technology and
earnings accretion

Ability to leverage technology
and deep domain expertise to
deliver synergies

**Focused on the constructive
regulatory framework in key
US states**

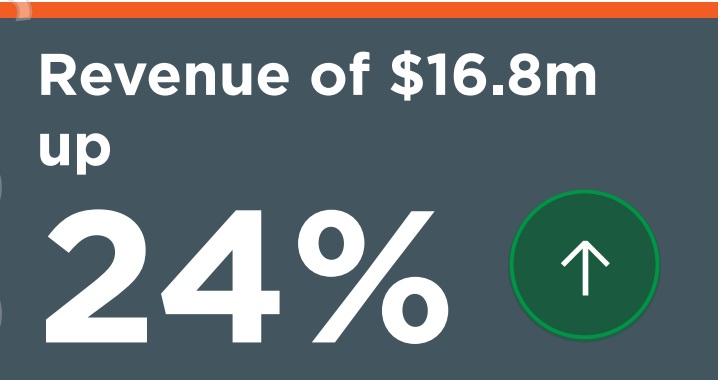
A large orange hexagon with a white border, containing the text 'Q1 FY25 Business Update' in white serif font. The hexagon is centered over a background of a city street at night with light trails from cars and illuminated skyscrapers.

Q1 FY25 Business Update

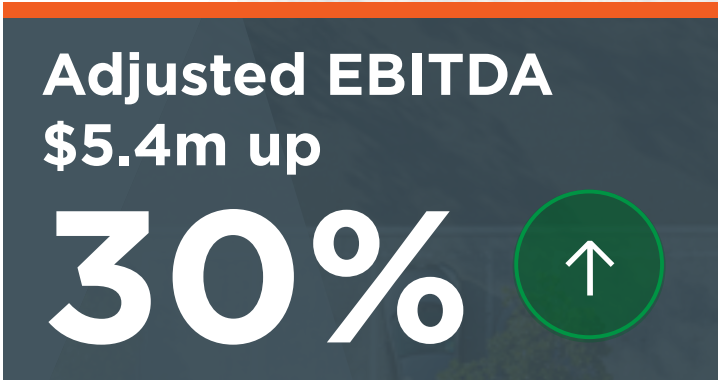
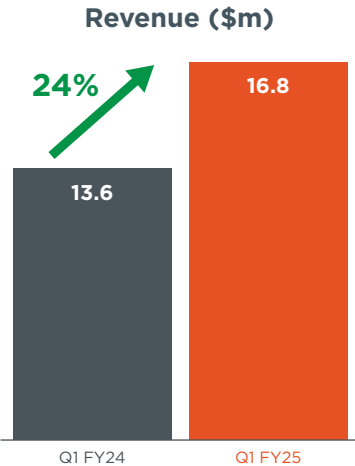
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Q1 FY25 key metrics

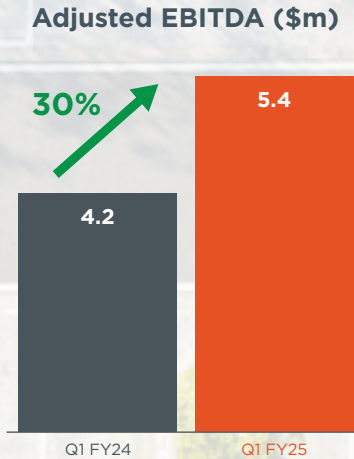
| Ongoing growth across all markets



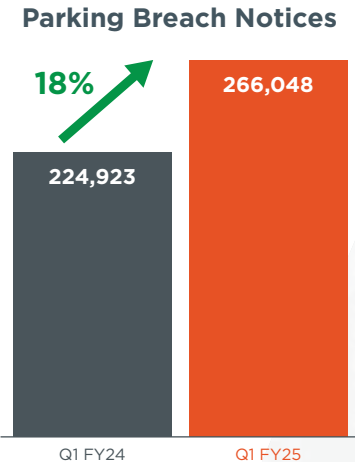
**Compared to PCP*



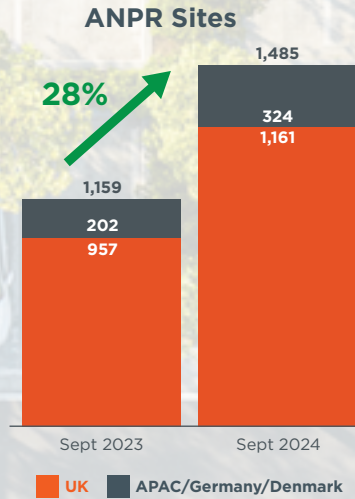
**Compared to PCP. Excludes Denmark EBITDA loss of \$0.4m*



**Compared to PCP*



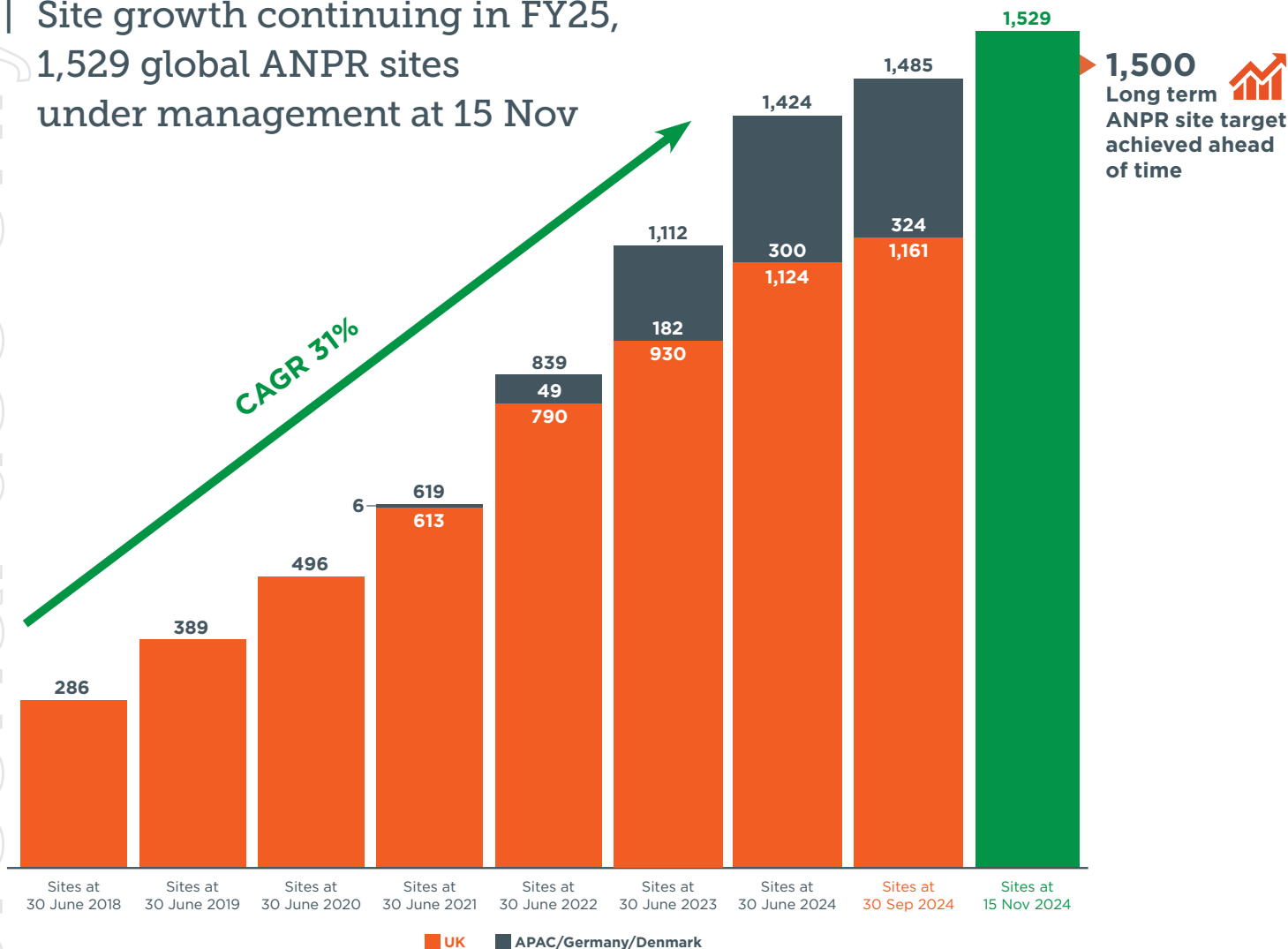
**Achieved in October 24*



**Q1 results are unaudited*

Q1 FY25 growth continuing with traction in new markets

| Site growth continuing in FY25,
1,529 global ANPR sites
under management at 15 Nov



Long term 1,500 ANPR site target achieved ahead of time due to enhanced sales capability and strong traction in new territories.

YTD ANPR site count: UK: **1,180**, New Zealand: **195**, Germany: **71**, Denmark: **12**, Australia: **71**.

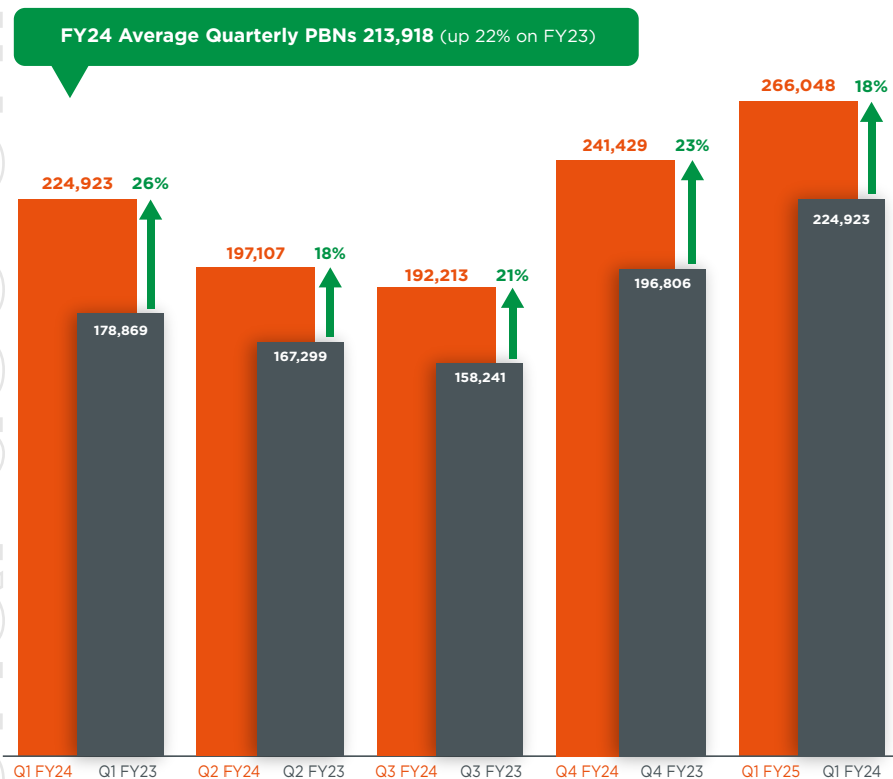
Improving profitability growth in Germany and Denmark improving performance - profitability expected in CY25.

Site installation pipeline strong with further 30 installations complete and waiting to go live.

Strong growth underway

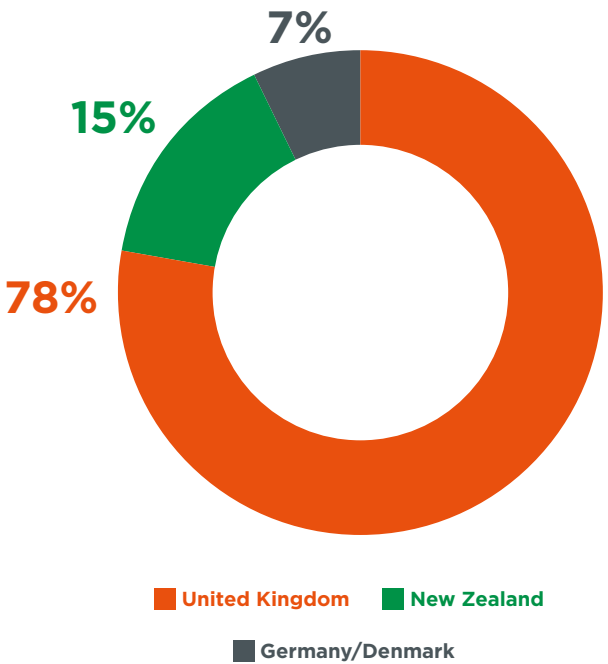
| Q1 FY25 record PBNs issued, up 18% vs PCP

Parking Breach Notices Issued



Reduction in PBNs in Q2 and Q3 is in line with normal seasonal variations.

Q1 FY25 PBN's Issued % by Country



Good growth in PBN issuance across all territories.

UK PBN's increased 26,532 vs PCP, up 15%.

57,287 PBN's issued in New Zealand and Germany - driven by new site additions.

PBN's issuance commenced in Denmark in June 2024 - new contracts with retailers and hospitality driving estate growth.

Geographic mix of PBN's balancing as new territories increase share of total issuance.

Growth priorities – 3,000 new organic site target

- ✓ New long term organic site target of 3,000 sites under management by December 2028.
- ✓ Expanded sales capability and broad pipeline of opportunities support continuing increase in net new sites added per annum (FY21: **123**, FY22: **220**, FY23: **273**, FY24: **312**)
- ✓ Continued focus on disciplined international expansion and M&A strategy.
- ✓ Continuing to drive growth in the UK, Germany, Denmark and New Zealand.
- ✓ Continued progress evaluating Scandinavia, Europe and USA expansion opportunities.

** All forward-looking statements can be subject to change.*

Thank you.

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