Smart Parking Limited (ASX:SPZ)

Rapid Insights Conference

14 May 2026
CEO Paul Gillespie

smartparking.com

CEO Key Messages

- Site growth accelerating to **1,979** at the end of April 2026 (1,852 as at 31 December 2025).
- UK PBNs return to growth; volumes up 10% (January–April) versus PCP, as expected.
- Investing for US growth, scaling sales team and acquiring new locations in prioritised territories. Early stages of a long-term growth runway, building the foundations for enduring success.
- CEO relocating to the USA in H1 FY27.
- Improved UK aged debt recovery processes ongoing.
- Profitability increasing in Germany: Site installations and PBN issuance accelerating, with 52% April FYTD growth in PBNs.
- Switzerland: Transitioning to growth phase following completion of major investments; contracts and installations now scaling.
- Robust balance sheet provides the optionality to pursue strategic M&A, driving increased scale and earnings accretion.

SMART PARKING

Q3 FY26

1,943 ANPR Sites

up 17%

**Compared to PCP*

Growth in Parking Breach Notices up

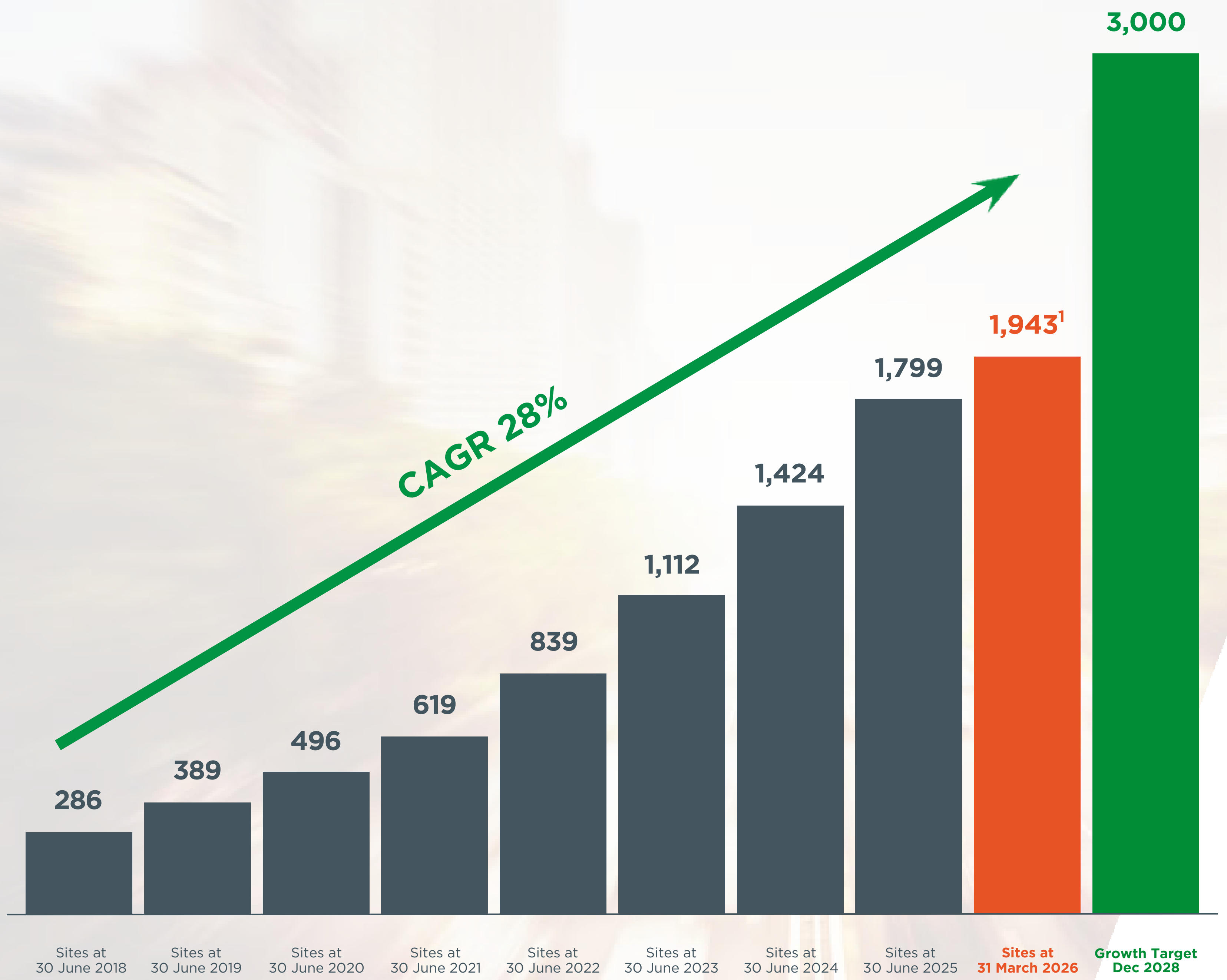
19%

**Q3 FY26 Compared to Q3 FY25*

Q3 ANPR Sites and PBNs

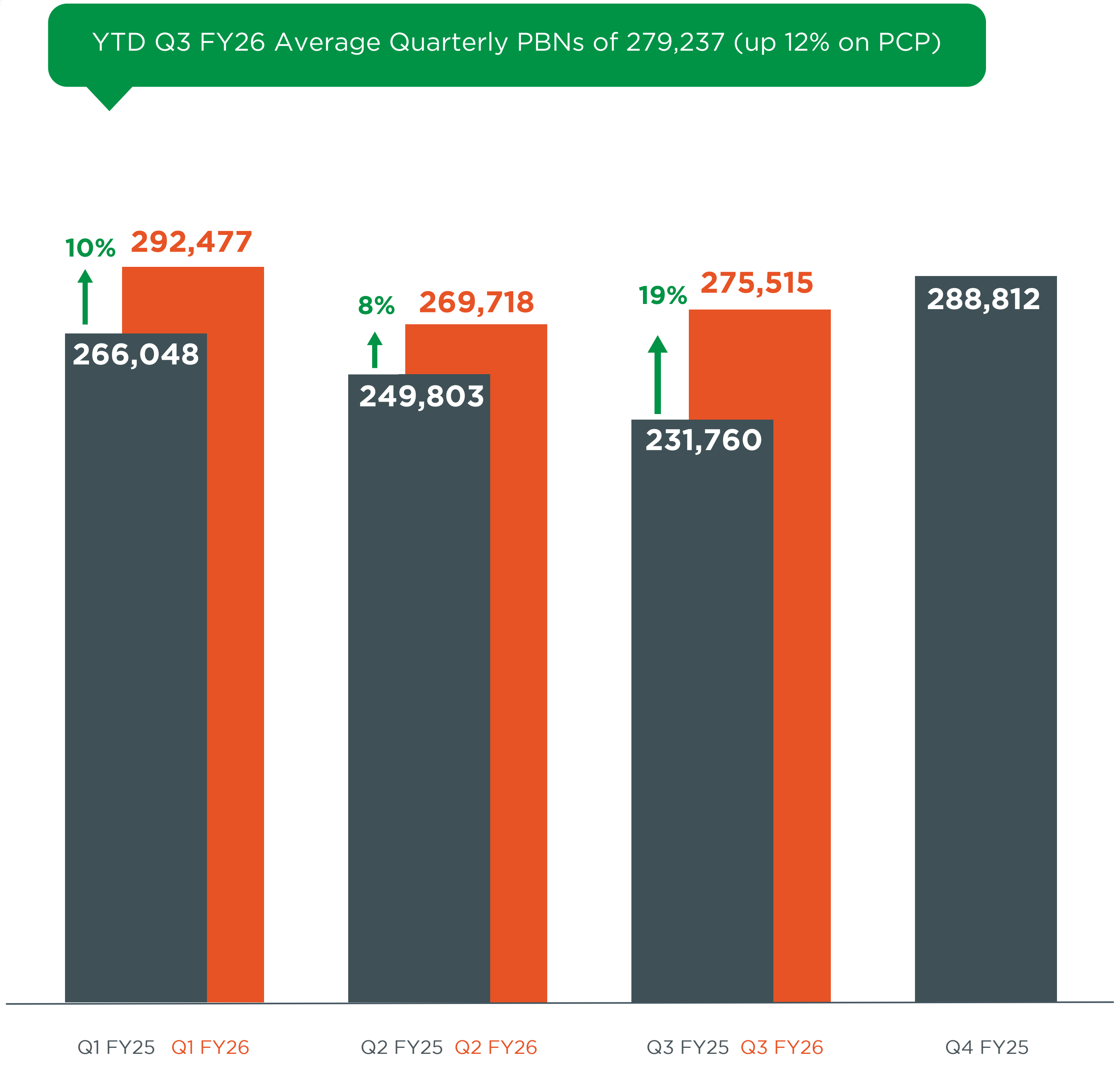
| Disciplined execution of growth strategy

Total Group ANPR Sites



[1] Includes the removal of 71 sites in Queensland, Australia in H1 FY26 - equipment redeployed to New Zealand.
Total ANPR sites at 30 April 2026 1,979

Parking Breach Notices Issued



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

Regional Review - April 2026 FYTD

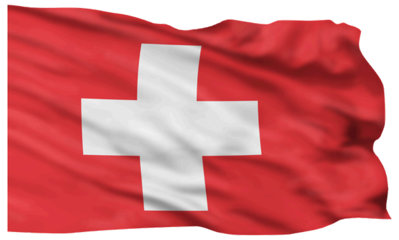
| Return to growth in UK PBNs as expected

UNITED KINGDOM

- **UK PBNs return to growth; volumes up 10% (January–April) versus PCP. Positive performance in light of macro challenges.**
- 115 new live sites from January to April 2026.
- Improved aged debt recovery processes ongoing.
- TAM of 45,000 sites.

NEW ZEALAND

- **31% growth in PBNs for April FYTD compared to PCP.**
- PBN value increased from $85 to $95 on 100 sites.
- 43 new live sites from January to April 2026.
- TAM of 3,000 sites.



SWITZERLAND

- **3 Initial new contracts signed. Revenues due to commence mid CY26.**
- Investment in management, sales and operations is complete.
- Growth in the pipeline through increased sales activity in prioritised cantons.
- TAM of 10,000 sites.

USA

- **19 total ANPR sites across existing locations.**
- Investing in additional sales capabilities based in the following cities: Austin (TX), Atlanta (GA), Dallas (TX), Houston (TX), Indianapolis (IN), Seattle (WA) and Tampa (FL).
- Significant growth in the pipeline compared to February.
- Some site rotation as we grow the ANPR estate.
- TAM of 2B parking spaces.

GERMANY

- **52% growth in PBNs for April FYTD compared to PCP.**
- Profitability has been expanding since January break even.
- TAM of 90,000 sites.

DENMARK

- **Continuing to run manual enforcement operations.**
- Maintaining existing infrastructure and working closely with Danish Industry and regulators in anticipation of positive regulatory outcomes.
- TAM of 10,000 sites.

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 2bn PARKING SPACES

TAM 3,000 SITES

TAM 90,000 SITES

TAM 10,000 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 has 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**

Expanding our addressable market - scaling across multiple territories

| Disciplined acquisition track record-complements strong organic growth

2021

March

Expanded into New Zealand in March of 2021.

August

Completed acquisition of Enterprise Parking solutions in August.

2022

January

Launched a technology driven Parking Management business in Germany.

2023

April

Completed the acquisition of NE Parking and are working with customers to upgrade suitable 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.

2024

February

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.

2025

February

In February, completed the acquisition of Peak Parking.

July

Successfully launched a Parking Management business in Switzerland.

Thank you.

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