

Smart Parking Limited (ASX:SPZ)

FY26 Results

18 August 2026
CEO Paul Gillespie

smartparking.com



FY26 Highlights - Record Results



Revenue of \$126.0m^{1,2}
up

63% ↑

* Compared to PCP

Adjusted EBITDA
\$30.8m^{2,3} up

50% ↑

* Compared to PCP - includes territory establishment costs in Switzerland of \$3.8m. Excluding these costs **Adjusted EBITDA increases to 69%** improvement on PCP.

UNPATA⁶ of \$11.4m up

73% ↑

* Compared to PCP

Adjusted free cash flow
of \$20.0m⁵ up

56% ↑

* Compared to PCP

Cash of \$17.4m⁴ up

37% ↑

* Compared to 30 June 2025

2,083 ANPR sites
generating
revenue across
six territories

16% ↑

* Compared to PCP

1 Excludes interest income of \$0.3m.

2 Includes 12 months of Peak Parking (USA) (2025: 4 months)

3 Excludes non-recurring/non-operating costs.

4 Excludes \$9.9m of cash held on behalf of customers.

5 Excludes Switzerland cash flow, non-recurring/non-operating items & FX.

6 UNPATA is calculated as underlying net profit after tax before the after-tax impact of amortisation of customer relationships from acquisitions, non-recurring/non-operating items, foreign exchange gains/losses, and includes the normalisation of tax expense. UNPATA is a non-IFRS financial measure.

CEO Key Messages



| Leveraging world-class technology and AI capabilities to drive enduring growth across multiple territories

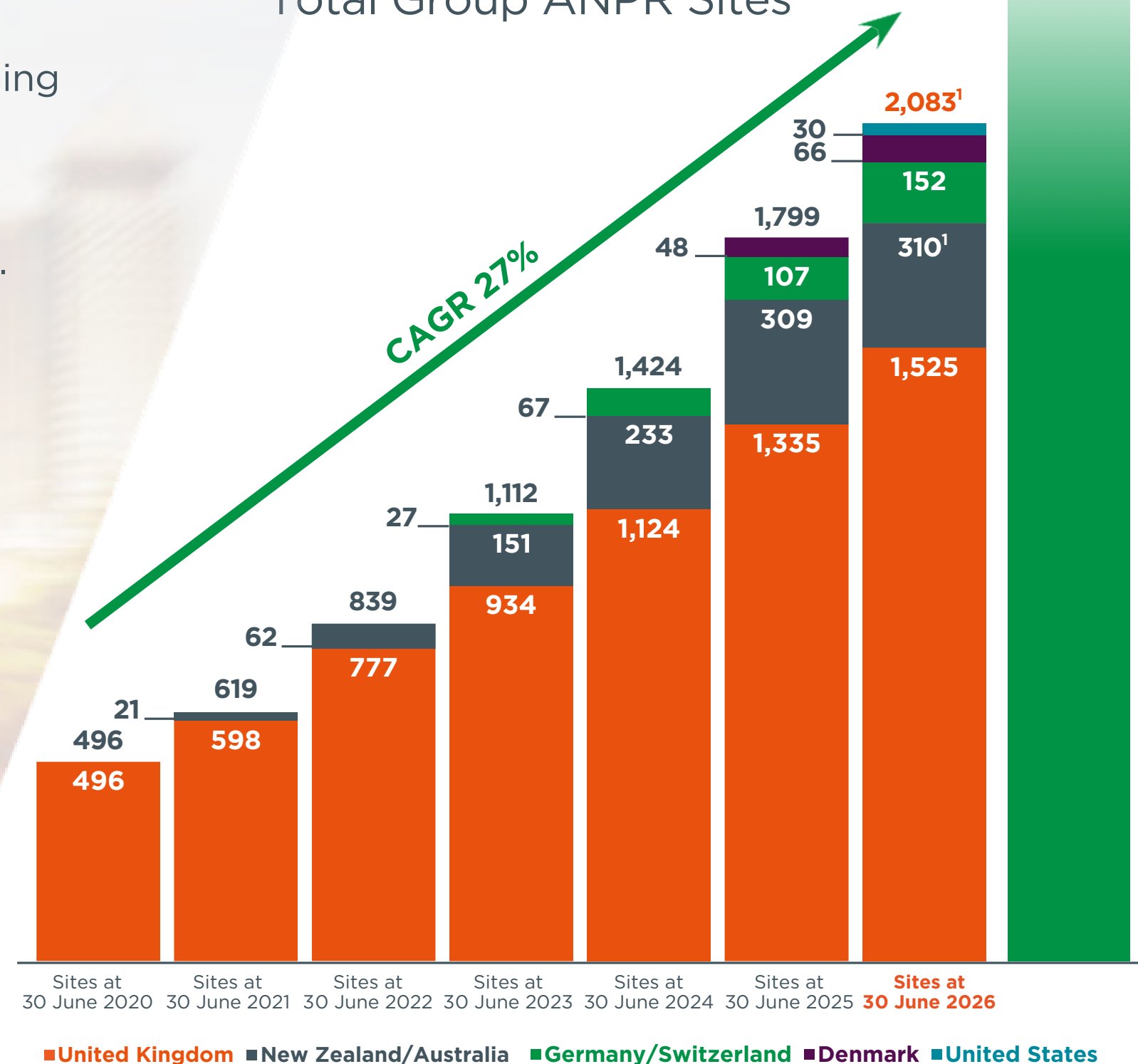
- ✓ **Record results** - delivering revenue of \$126.0m up 63%, and Adjusted EBITDA of \$30.8m up 50% on PCP. **72%** of revenue growth delivered through disciplined **organic** strategy execution and yield enhancement.
- ✓ **Consistent and strong strategy execution** - 5-year revenue CAGR of 44%, and EBITDA CAGR of 69%, 27% CAGR in ANPR site growth, on track with 3,000 ANPR sites under management by Dec 31 2028.
- ✓ **Momentum building through H2 FY26** - H2 site growth at 303 (H1 site growth 200).
 - ✓ **UK returns to growth** - UK operational momentum resumed in H2 FY26, with PBN issuance in H2 growing 8% vs PCP. Improvements to the debt resolution process increased average recoveries, generating an additional \$7.0m of EBITDA in FY26. The uplift is expected to reduce to approximately \$5.0m in FY27. Driven by continued PBN volume growth, it is expected to deliver on going benefits in FY28 and beyond.
- ✓ **Proving ANPR strategy in the US and key markets** - Executing multi-year growth strategy in major markets, US and Germany, supported by organic investment and selected acquisitions in the US.
- ✓ **Building foundations in new growth markets** - \$3.8m investment to establish business in Switzerland to accelerate scale across mainland Europe. Profitability improving in FY27, with focus on positive EBITDA in FY28. Germany expected to scale in line with site growth. Business breaks even around 190 sites - expected to be achieved during FY27.
- ✓ **Proprietary technology and AI** - benefits are driving operating leverage as scale builds, New Zealand EBITDA 46.7%, up 390 basis points.
- ✓ **Strong cash flow generation** - \$20m free cash flow enabling self-funded organic growth strategy.
- ✓ **Robust balance sheet** - \$17.4m cash provided the optionality to pursue strategic M&A, driving increased scale and earnings accretion. Share buy back programme announced, \$5.0m - signal of confidence in our outlook.

Consistent strategy execution

| Organic ANPR site growth across multiple territories

- ✓ Robust organic growth driven by best-in-class technology, adding over 500 new ANPR locations in FY26.
- ✓ Expanded sales capacity in the US to deliver ANPR solutions across multiple states. Growing pipeline of ANPR opportunity with 30 locations contracted and under management in the US.
- ✓ Integration of US acquisition, Peak Parking, entered new US states and acquired American Parking in July 2026.
- ✓ Operations established in six territories with site growth across all major markets - major growth opportunities in the USA and Germany.
- ✓ Significant improvements in UK debt resolution processes and technology increase the collection rate of aged PBNs. Circa 750,000 PBNs remain in the process, will take in excess of 18 months to resolve. Growing number of PBNs into the process each month adding 20,000-25,000 supporting ongoing EBITDA contribution.
- ✓ Swiss investment in line with territory expansion strategy.
- ✓ Growing in a territory with positive regulatory environment aligning with SPZ technology driven service.
- ✓ Continued investment in proprietary technology, AI-enabled SmartCloud and SmartHub delivering differentiation across all operating territories.

Total Group ANPR Sites



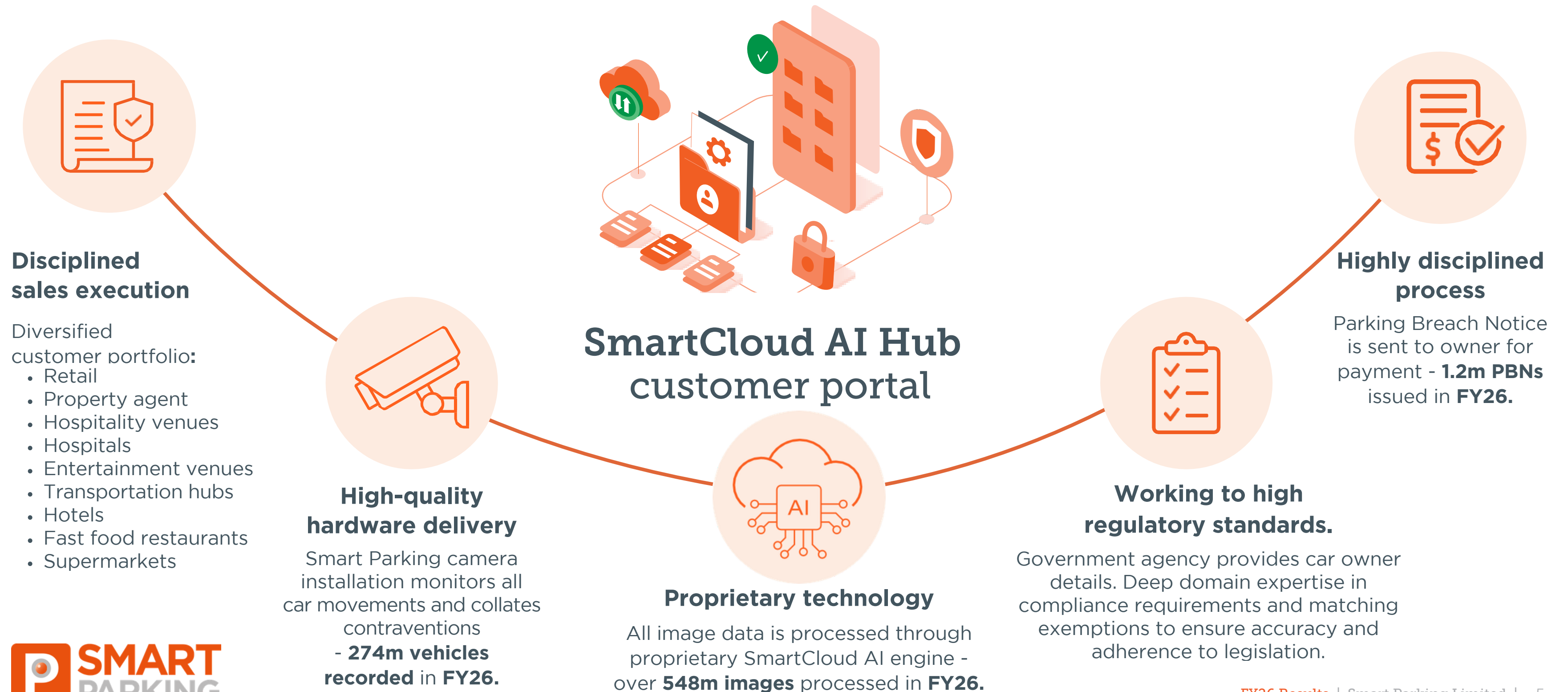
► Growth target:

3,000 global ANPR sites under management before December 2028

¹ Includes the removal of 71 sites in Queensland, Australia in H1 FY26 - equipment redeployed to New Zealand.

Leveraging world-class technology and AI capabilities

| Enhancing returns for site owners by deploying market-leading technology and best practice compliance

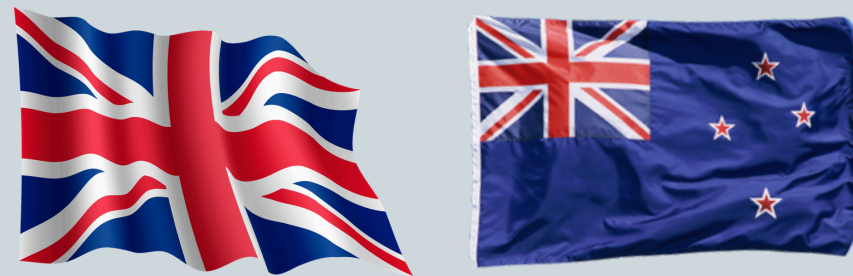


Growth strategy – multiple drivers



| Three key pillars for growth

Established Markets



Well **established** sales and operations infrastructure, strong cash generation, high incremental margins leveraging technology to drive scale.

New site **acquisition strategy** to focus on QSR, health care and property management.

Market trend toward customers requiring greater site performance data and analytics - **SmartHub AI advantage.**

Major Growth Markets



Building teams, deploying ANPR technologies, validating superior outcomes for new customers, establishing brand presence, and winning landmark sites.

Complementary sites to existing markets where we can leverage infrastructure and expertise.



Acquisitions



Focus on building scale in the US market.

Good pipeline of opportunities. Adding scale where SPZ has successful operations and market intelligence.

Disciplined selection criteria: Strategic fit, technology, and **earnings accretion.**

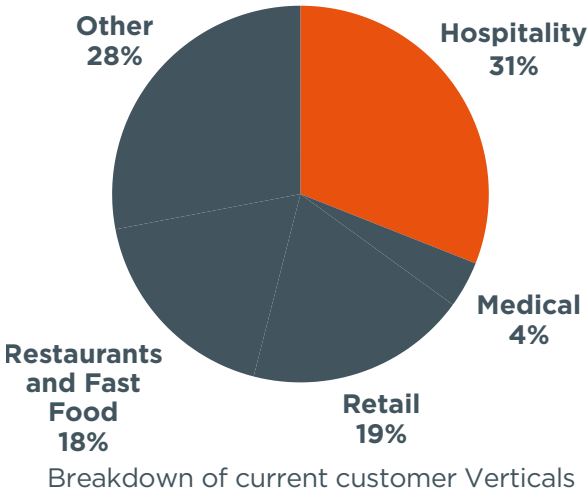
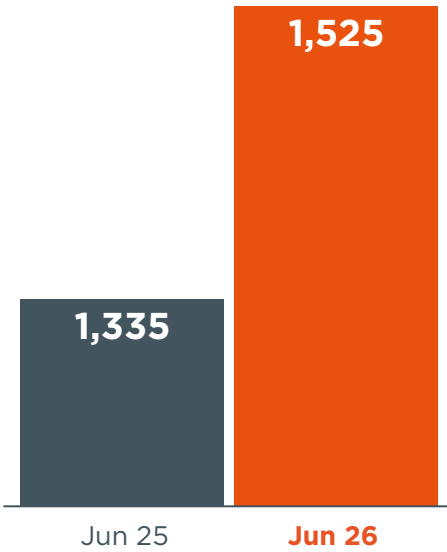
Ability to leverage technology and deep domain expertise to **deliver synergies.**

Executing the growth strategy

| Significant growth runways in large TAMs

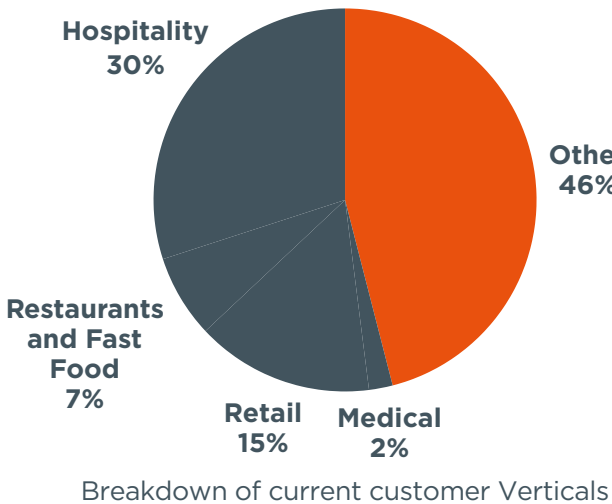
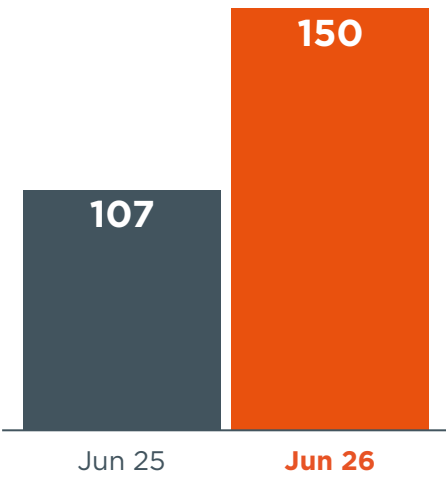
Established Markets

United Kingdom ANPR Sites - TAM 45,000

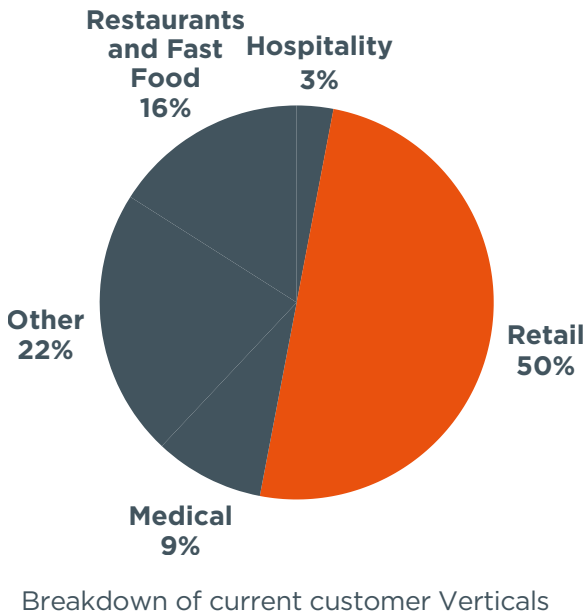
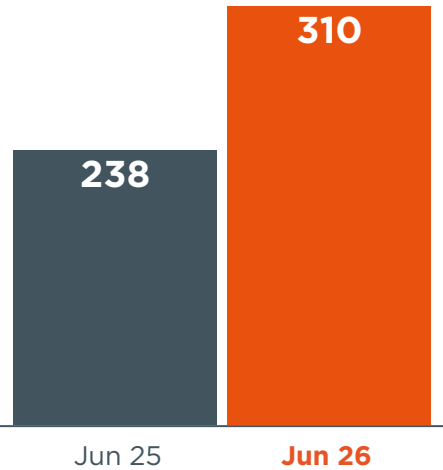


Major Growth Markets

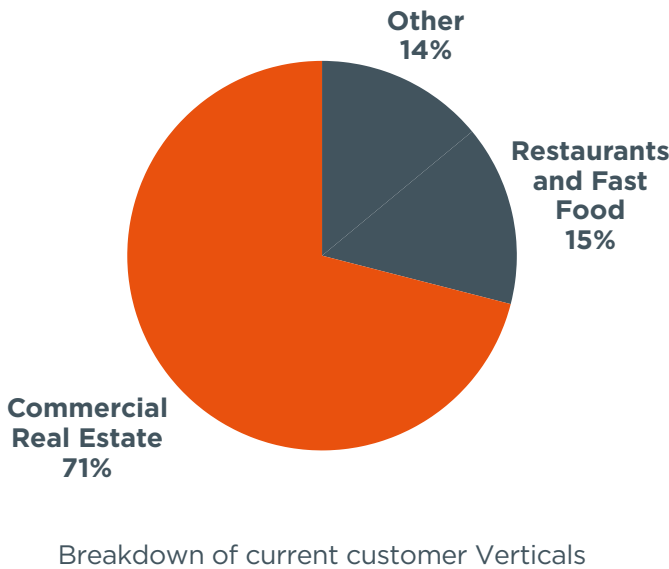
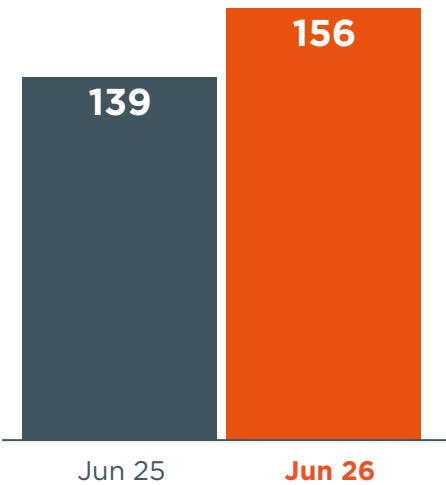
Germany ANPR Sites - TAM 90,000



New Zealand ANPR Sites - TAM 3,000



United States Total Sites - TAM 2b Parking Spaces



215 total sites at 17 August 2026, inclusive of American Parking locations

Returns of an incremental new ANPR site¹

Average Capex per site	17,000 - 19,000
Revenue per year	45,000 - 50,000
Payback in Months ²	6-12

1 All numbers in AUD dollars unless otherwise stated.
2 Payback varies per territory depending on in-country costs and varying breach values.

M&A track record - scope for ongoing accretive growth and scale

| Disciplined M&A enhances growth and shareholder returns



US growth strategy

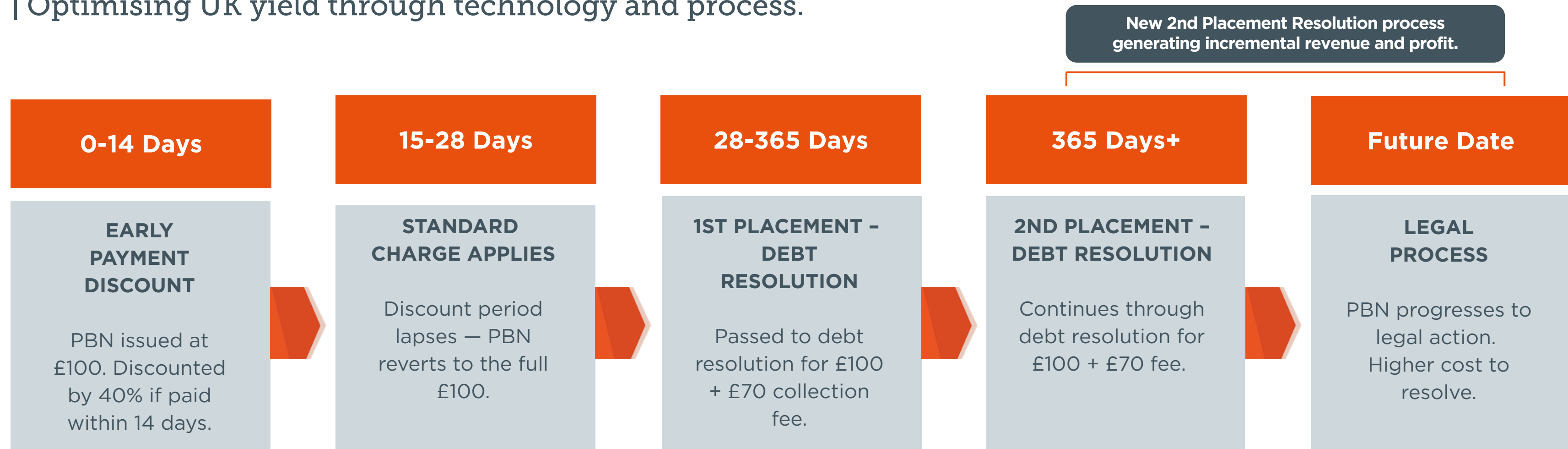
| Delivering SPZ's AI driven proprietary technology platform into the largest parking management market in the world

- ✓ The US has a reported **2 billion parking spaces** across the country with concentrations in States where SPZ is focused.
- ✓ Incumbent operators rely heavily on legacy technology to deliver service – SPZ is differentiating itself through technology and first-class service.
- ✓ Acquired Peak Parking in February 2025 and American Parking in July 2026. As at August 17 2026 **215 locations under management**, including **35 ANPR locations** contracted. Converting existing sites to ANPR where possible and winning new locations from existing customers.
- ✓ Hired and built a new sales team, with 7 heads located in key states with positive regulatory environments – **currently operating across 8 states.**
- ✓ Opportunity to grow the sales team further and enter up to 40 states that have regulations that align with SPZ's technology strategy.
- ✓ Focus on technology delivery that grows revenues and expands margins.
- ✓ Group CEO relocating to the US in H1 FY27 to drive execution of the long-term growth strategy.

Enhanced debt resolution



| Optimising UK yield through technology and process.



KEY CONSIDERATIONS

- New partnerships, technologies and processes are increasing the effectiveness of aged debt resolution. Ongoing process enhancing average breach value.
- 54% growth in average ticket value in FY26. Revenue and margin profile to SPZ varies depending on the stage of the resolution process.
- Aged PBN's going through secondary debt resolution process c.750,000 at the end of FY26. Incremental revenue and earnings SPZ would not have previously been captured.
- Process added \$7.0m of additional EBITDA in FY26. Reduced contribution to \$5.0m in FY27.
- Aged debt profile reaches steady state and then grows in FY28. 20,000-25,000 new aged PBN's added per month, providing ongoing EBITDA contribution in FY28 and beyond.
- Scope to trial improved debt resolution processes in other territories.

FY26 Financial Update



FY26 Results | Adjusted EBITDA increase of 50% from PCP

\$m's	FY26	FY25	FY26 vs FY25
Revenue (excluding interest revenue)	126.0	77.2	63%
Cost of sales	(57.1)	(27.1)	111%
Gross profit	68.9	50.1	38%
Overheads	(38.1)	(29.6)	29%
Adjusted EBITDA ¹	30.8	20.5	50%
Foreign exchange gains/(losses)	(2.7)	(0.3)	800%
Other Non-operating/Non-recurring items	(2.2)	(1.7)	29%
EBITDA	25.9	18.5	40%
Depreciation and amortisation (excluding intangibles from acquisitions)	(10.7)	(9.1)	18%
Amortisation of intangibles from acquisitions	(2.4)	(2.0)	20%
Loss on disposal of assets	(0.1)	(0.1)	0%
EBIT	12.7	7.3	74%
Net interest	(1.0)	(0.9)	11%
Net profit before tax	11.7	6.4	83%
Tax expense	(4.8)	(1.0)	380%
Net profit after tax	6.9	5.4	28%
UNPATA	11.4	6.6	73%
Gross Margin %	54.7%	64.9%	(10.2%)
Overheads/Revenue %	30.2%	38.3%	8.1%
Adjusted EBITDA Margin %	24.4%	26.6%	(2.2%)
Basic EPS (cents per share)	1.67	1.45	15%
Basic EPS (UNPATA) (cents per share)	2.74	1.76	56%

¹ The balances are adjusted for amounts that are not related to underlying operations or not expected to occur in the future. Refer to appendix.

		FY26 Constant Currency		FY25 v FY26	FY25 v FY26 CC
(\$m)	FY26		FY25		
Revenue	126.0	128.9	77.2	63.3%	67.1%
Adjusted EBITDA	30.8	31.9	20.5	50.3%	55.4%
Adjusted EBITDA Margin %	24.4%	24.7%	26.6%	(2.2%)	(1.9%)

Revenue increased 63% due to the organic expansion of ANPR sites under management by 16% from PCP, the full year contribution from the acquisition of Peak Parking, and significant revenue growth in the UK due to enhancements to the debt resolution process.

Adjusted EBITDA margin remains strong at 24.4% (FY25: 26.6%), with a reduction of 220bps reflecting the enhanced debt resolution procedures and the marginal costs associated with pursuing an increased portion of aged PBNs.

The effective tax rate increased to 40.7% (FY25: 15.7%). This reflected the impact of UK and NZ taxable profits, amplified by the dilutionary impact of losses in Denmark, Germany and Switzerland where no tax benefit has been recognised from historical and current losses. This was partly offset by the recognition of \$2.5m historic deferred tax benefits in Australia. The lower FY25 tax rate benefited from the recognition of a \$2.0m deferred tax benefit relating to historical NZ losses.

Regional Review - FY26



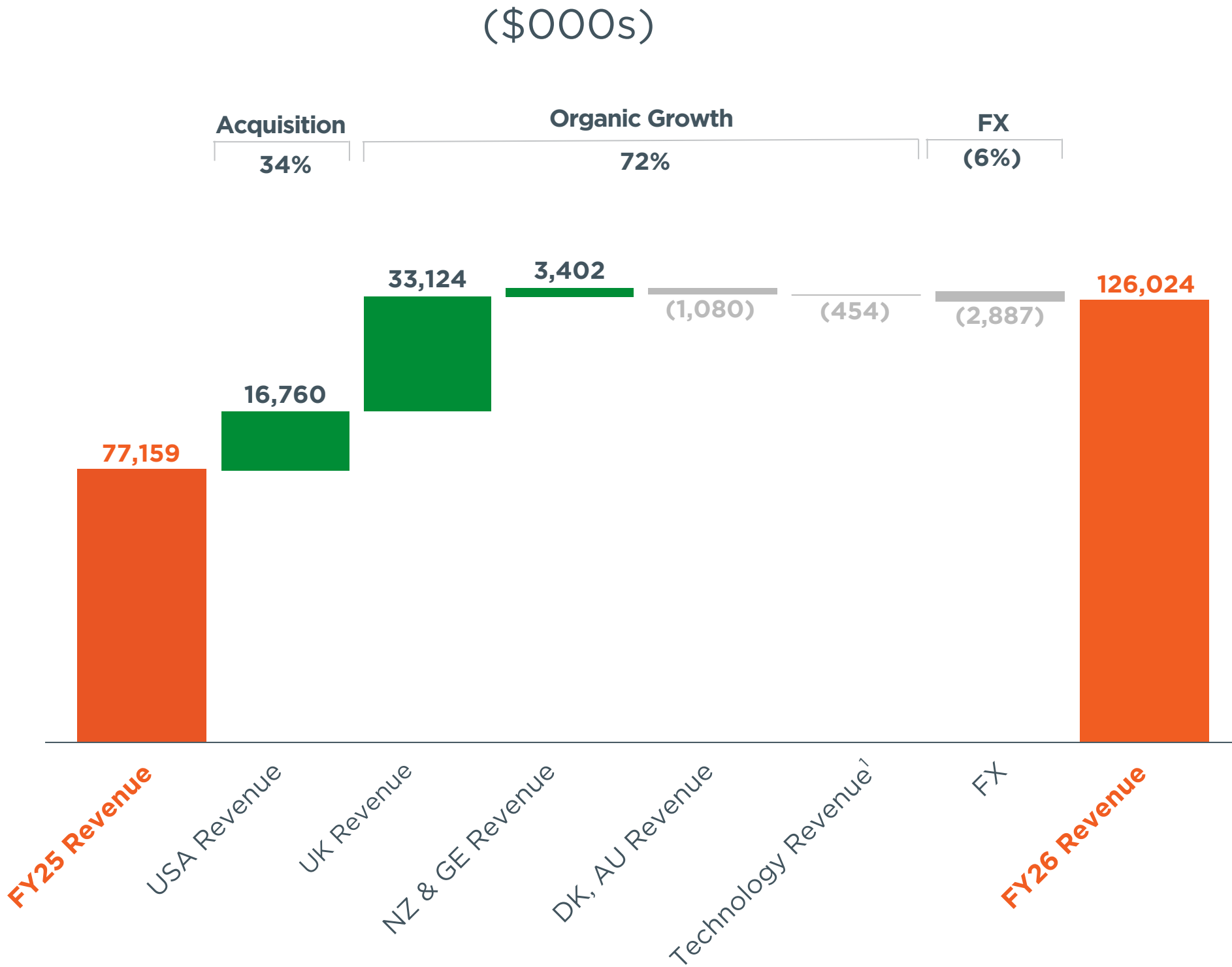
| Leveraging core technology and capability in existing and new territories

	Established Markets		Major Growth Markets		Complementary Markets	
						
	UK	NZ	USA	Germany	Denmark	Switzerland
FY26 Results	Strong Revenue Growth	Building Scale, Expanding Margin	New ANPR Sites Accelerating	Growth Accelerating	Scaling Manual Operations	Building Foundations
TOTAL SITES	1,525 total sites 14% ¹ up on PCP	310 total sites 30% ¹ up on PCP	156 total sites ² 14% ¹ up on PCP	150 total sites 40% ¹ up on PCP	66 total sites 38% ¹ up on PCP	Utilising market vertical experience with locations in QSR
TOTAL PBNs	779,960 PBNs up 4%	238,314 PBNs up 27% ¹	12,113 PBNs issued	122,850 PBNs up 47% ¹	4,082 PBNs down 53% ^{1,3}	PBN issuance commenced
REVENUE (\$000s)	84,887 Up 62% ¹	8,831 Up 19% ¹	25,338	5,596 Up 40% ¹	298 Down 77% ^{1,3}	0
ADJUSTED EBITDA (\$000)	25,861 Up 54% ¹	4,120 Up 30% ¹	6,302	(1,005) Up 33% ¹	(2,939) Down 105% ^{1,3}	(3,783)
Adjusted EBITDA Margin	30.5% Down 1.4% ¹	46.7% Up 3.9% ¹	24.9%	(18.0%) Up 19.5% ¹	N/M	N/M
TAM	45,000 sites	3,000 sites	2bn parking spaces	90,000 sites	10,000 sites	10,000 sites

¹ Compared to the previous corresponding period.
² Includes 30 contracted ANPR locations at 30 June 2026.
³ Denmark switched to manual operations from 1 July 2025, resulting in lower issuance and higher costs.

Revenue Growth

| Revenue up 63% from increased sites under management, expansion into new territories and acquisitions



¹ Relates to the technology segment of the Group that is in the process of being phased out.

Organic growth delivered 72% of the revenue increase, with significant runway ahead.

Group average revenue per ticket up 36% from PCP largely due to enhanced debt resolution processes in the UK.

Revenue includes \$25.3m from Peak Parking (USA) acquired in February 2025.

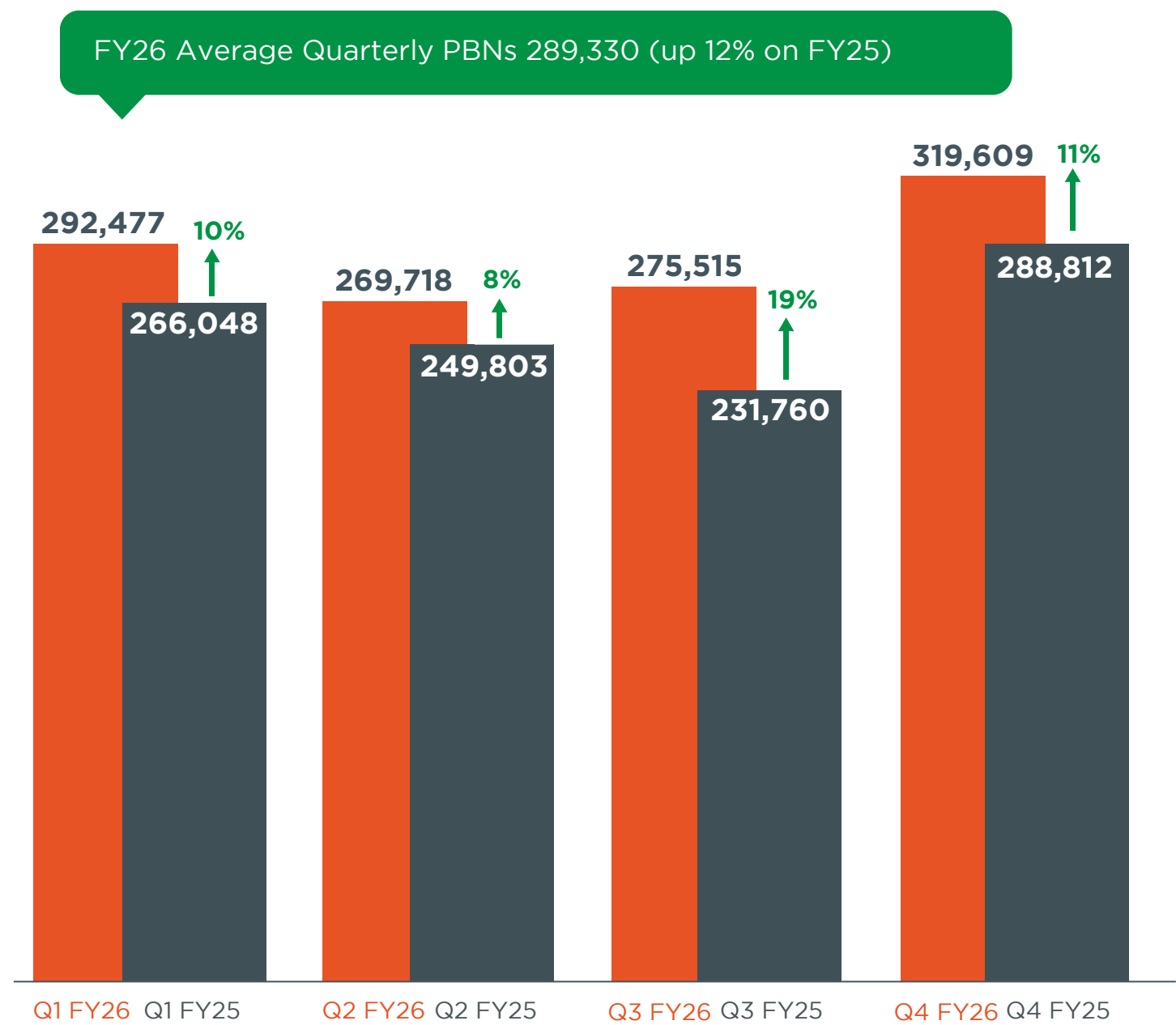
New Zealand parking management revenue growth of 19% compared to PCP.

German parking management revenue growth of 40% compared to PCP.

Strong Growth Underway

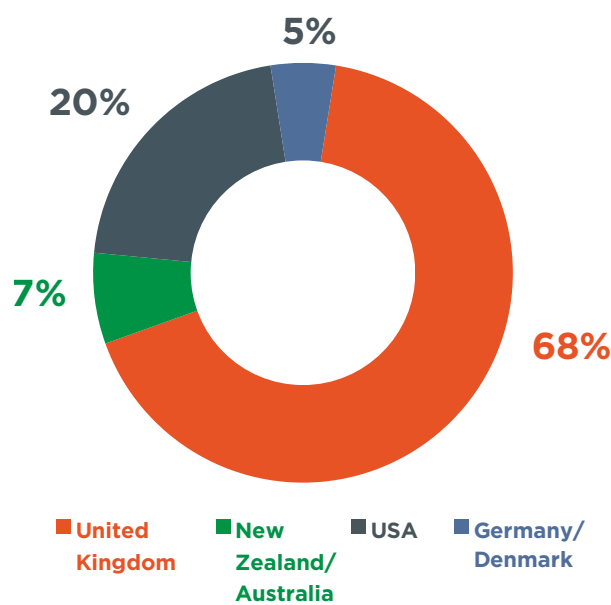
| FY26 record PBNs issued, up 12% vs PCP

Parking Breach Notices Issued

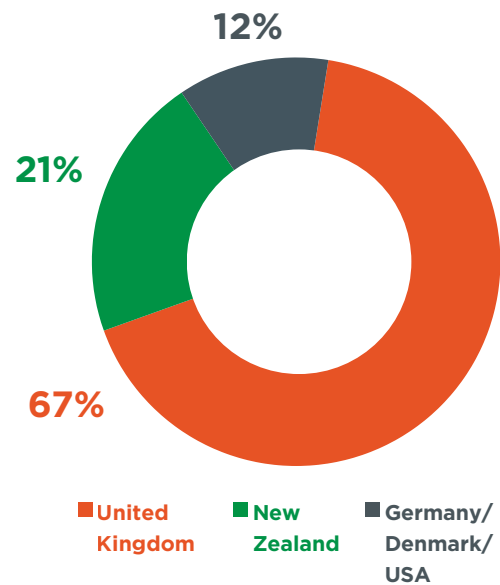


Reduction in PBNs in Q2 and Q3 is in line with normal seasonal variations.

Revenue % by Country



PBN's Issued % by Country



PBNs issued by Country	FY26	FY25
Denmark	4,082	8,668
USA	12,113	-
Germany	122,850	83,760
NZ	238,314	187,832
UK	779,960	751,799
Australia	-	4,020
Total	1,157,319	1,036,079

PBN issuance returned to growth in the UK in 2H.

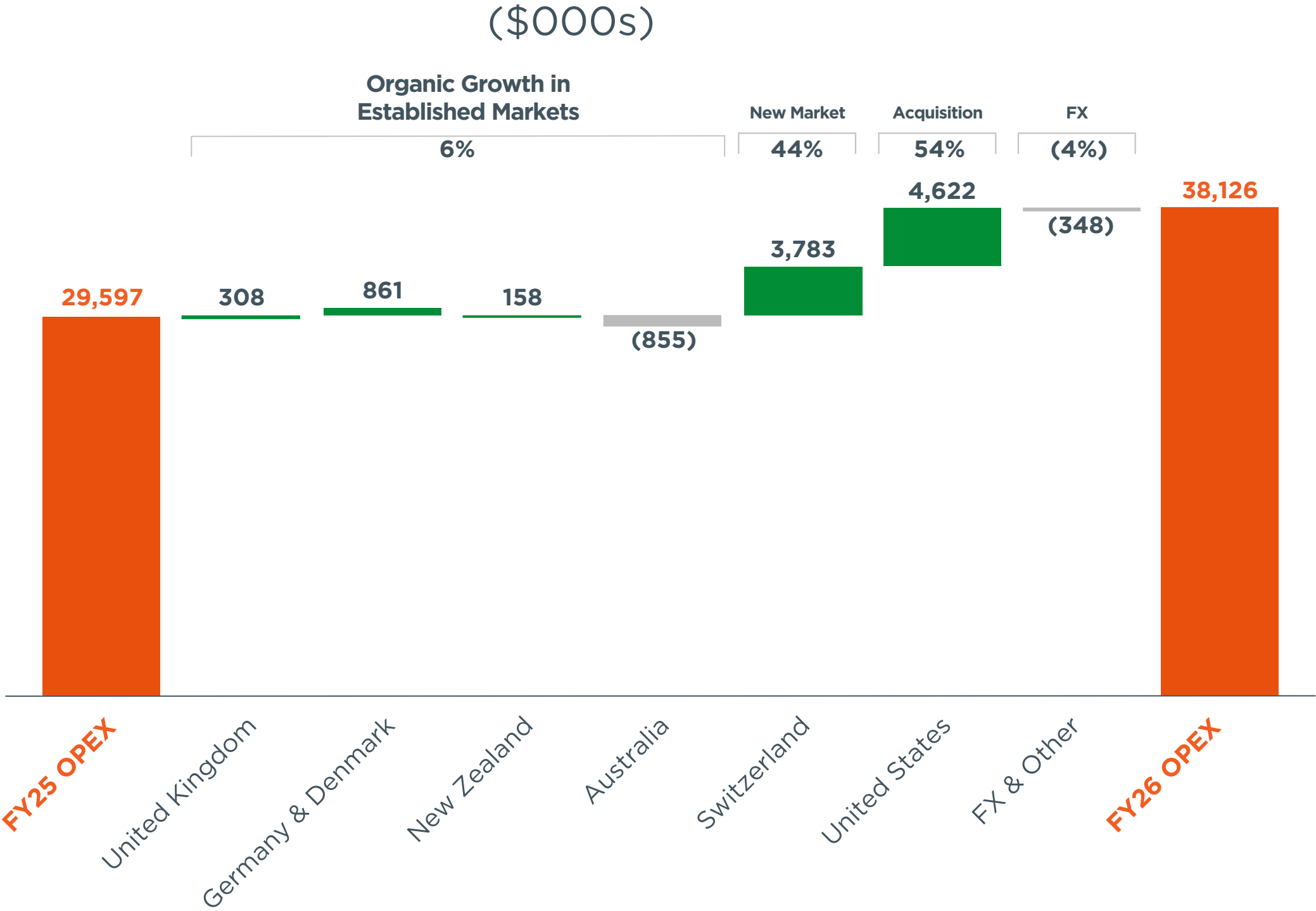
Enhanced debt resolution processes delivering higher ticket value in the UK.

2H acceleration in PBNs as scale builds across multiple territories.

PBN issuance is accelerating in Germany and has commenced in Switzerland.

Operating expense analysis

| Increased costs reflect scaling territories for growth and acquisition of Peak Parking



Overheads include \$4.6m from Peak Parking (USA) acquired in February 2025.

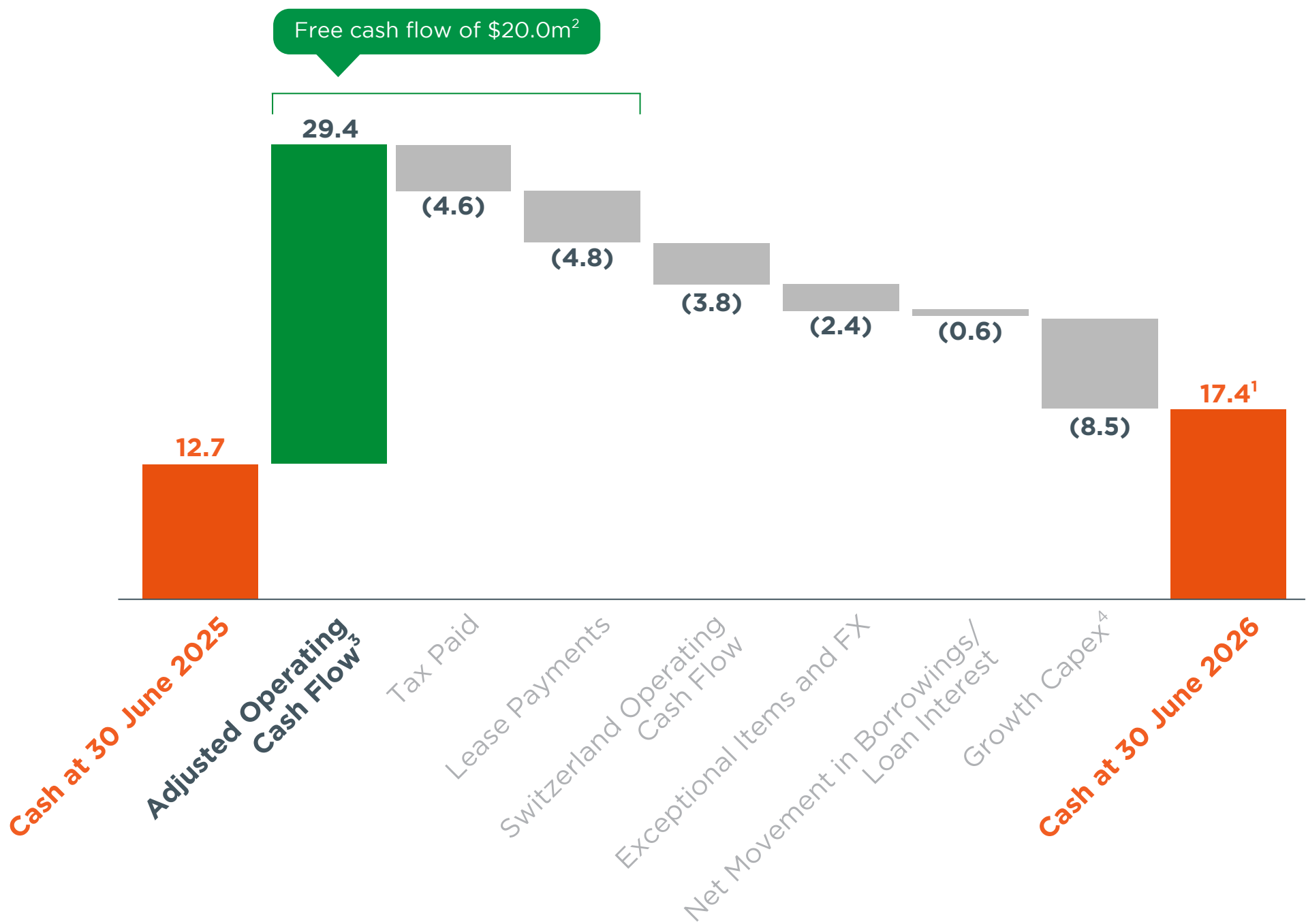
Overheads include \$3.8m of territory establishment costs from Smart Parking Switzerland (commenced operations in July 2025).

Closed Queensland operations leading to savings of \$0.9m and redeployed equipment in New Zealand.

Positive Free Cash Flow

| Cash increases to \$17.4m¹ whilst funding growth investments

Cash Flow Waterfall (\$m)



¹ Excludes cash held on behalf of customers of \$9.9m.
² Excludes Switzerland cash flow, exceptional items & FX movements to enable like-for-like comparison with PCP. CAPEX and payments for intangible assets are not included in free cash flow as relates to future growth.
³ Excludes tax paid, lease payments, exceptional items, FX movements and Switzerland cash flow as shown separately.
⁴ Includes CAPEX and payments for intangible assets.

Invested in growth and expansion in new territories whilst increasing profitability and improving the year end cash balance.

Cash on hand of \$17.4m as at 30 June 2026 - excludes cash held on behalf of customers of \$9.9m.

Adjusted free cash flow of \$20.0m², up 56% on PCP.

Growth capex supports expansion in sites and technology development. CAPEX by territory as follows:

UK: \$4.0m (2025: \$4.9m) GE: \$0.6m (2025: \$0.8m)
NZ: \$1.3m (2025: \$1.3m) DK: \$0.4m (2025: \$0.6m) and
USA: \$0.9m (2025: \$0.1m) AU: \$1.4m (2025: \$1.0m) for IP development

Reduced average capex per site due to lower-cost cameras and a capex holiday in New Zealand through redeployment of Queensland assets.

Sources of cash	m's
Free cash flow ²	20.0
Uses of cash	
Growth capex (organic growth)	(8.5)
New territory expansion (Switzerland)	(3.8)
Net debt/interest movement	(0.6)
Other non operating/non recurring items & FX	(2.4)
	(15.3)
Net movement in cash	4.7
Opening cash ¹	12.7
Closing cash ¹	17.4

Strong Balance Sheet to Fund Growth Strategy

Group Financial Position (\$m)

\$m's	Jun-26	Jun-25
Current assets	57.7	41.3
Non-current assets	85.4	90.8
Total assets	143.1	132.1
Current liabilities	36.0	34.3
Non-current liabilities	8.2	10.0
Total equity	98.9	87.8
Cash & cash equivalents¹	17.4	12.7

¹ Excludes cash held on behalf of customers.

\$17.4m of cash, which excludes \$9.9m of cash held on behalf of customers – capital to fund growth strategies.

Debt facilities includes a US\$10m revolving credit facility and a AU\$10m accordion facility made available for general corporate purposes and certain permitted acquisitions for a 3 year term.

Acquired American Parking for US\$12m on 1 July 2026. Funded from cash reserves, US\$4.95m from existing debt facilities, and contingent consideration in the form of SPZ shares.

FY27 Outlook

| Continuing to grow across multiple territories by leveraging our technology advantage, AI capabilities and domain expertise.

- ✓ Target to add 450-600 net new organic ANPR sites to the estate in FY27. On track to deliver 3,000 ANPR sites under management by 31 Dec 2028.
- ✓ Accelerating growth in key markets, executing multiyear organic growth strategy in UK, US and Germany.
- ✓ Focus on expansion into new states and maintain disciplined US M&A strategy.
- ✓ Expected UK EBITDA benefit from enhanced debt resolution in FY27 of \$5.0m (down \$2.0m from FY26).
- ✓ European Investments:
 - ✓ Germany expected to scale in line with site growth, driving further improvements in profitability in FY27. Business breaks even around 190 sites - expected to be achieved during FY27.
 - ✓ Loss in Switzerland expected to reduce in line with site acquisition strategy as PBN issuance grows. Based on 50 ANPR sites by the end of FY27 EBITDA expected to improve to c.-\$2.5m with positive EBITDA in FY28.
 - ✓ Denmark EBITDA loss in FY27 expected to reduce to \$1.5m, assuming manual operations and no change in regulatory environment. Reverting to ANPR enforcement operations provides significant upside to earnings.

Supplementary Information



Smart Parking Ltd (ASX:SPZ)

A global company focused on delivering industry leading technology innovations and solutions within the parking industry

Parking management services

Provision of parking management solutions, predominantly servicing the retail sector, managing agents and land owners across multiple territories. SPZ operates in the United Kingdom, New Zealand, Germany, Denmark, Switzerland, and the United States of America. SPZ is focused on expanding into new regions to deliver market leading proprietary technology services.

Technology

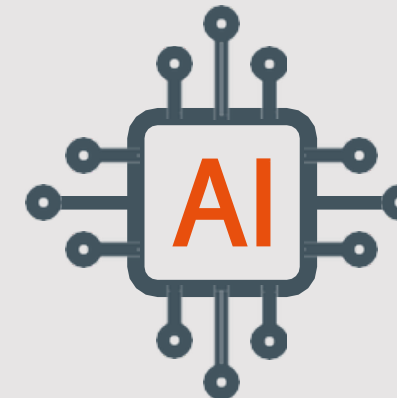
Proprietary technology to facilitate the growth of parking management services. Competitive advantage - SmartCloud allows successful plate matching with infringement business rules, mapping the full life cycle of a breach notice from issuance to payment or collection.



OVER **22.8 MILLION CARS** PER MONTH THROUGH THE ESTATE



OVER **86.7m SMARTCLOUD TRANSACTIONS** PER DAY



UTILISING **AI TECHNOLOGY** TO IMPROVE PLATE RECOGNITION



OVER **1800 CUSTOMERS** WORLDWIDE



SALES AND OPERATIONS IN **UK, USA, GERMANY, NZ, AUSTRALIA, DENMARK & SWITZERLAND**

Segment Reporting

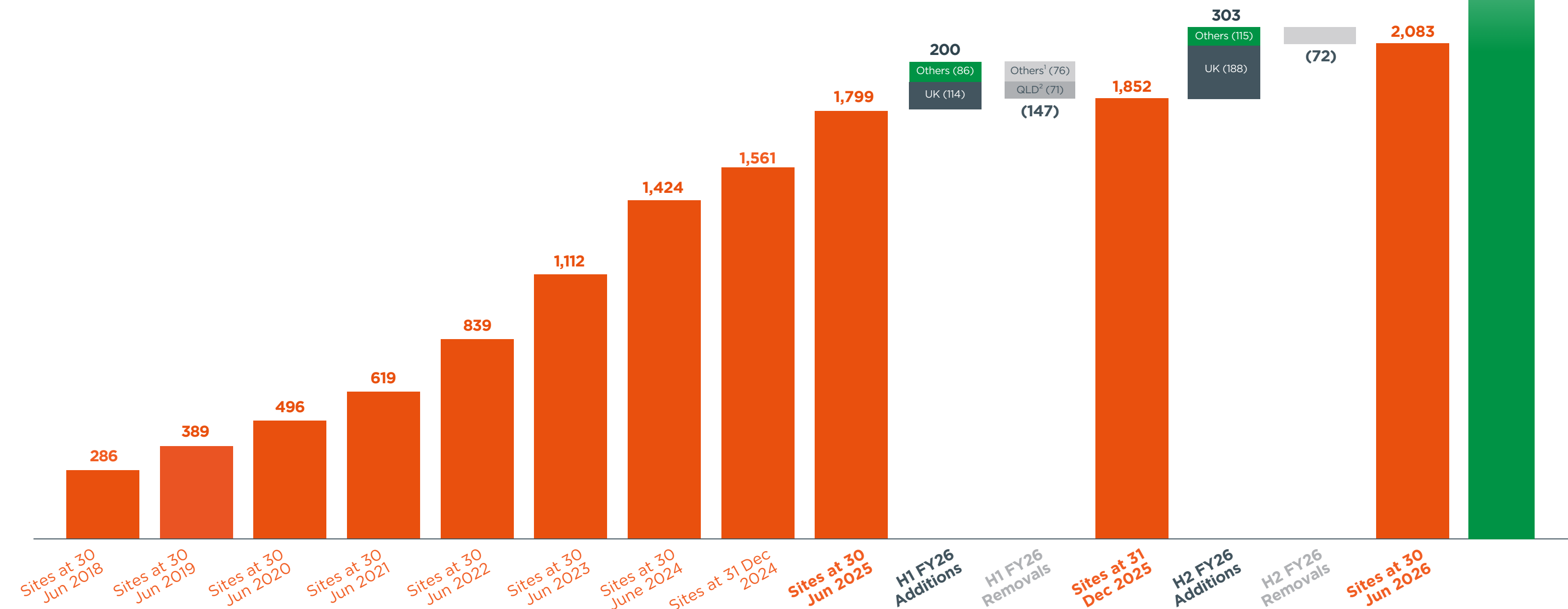
	Revenue			Adjusted EBITDA			Adjusted EBITDA Margin	
(\$000's)	FY25	FY26	FY25 vs FY26	FY25	FY26	FY25 vs FY26	FY25	FY26
Parking Management	75,516	124,949	65%	19,250	28,556	48%	25.5%	22.9%
Technology Division	5,273	5,878	11%	3,375	4,729	40%	64.0%	80.5%
Research & Development	-	-	-	(604)	(649)	7%	-	-
	80,789	130,828	62%	22,021	32,636	48%	27.3%	24.9%
Corporate	175	293	67%	(1,530)	(1,829)	20%	-	-
Eliminations	(3,629)	(4,804)	32%	-	-	-	-	-
Revenue / Adjusted EBITDA excluding one-off costs	77,335	126,317	63%	20,491	30,807	50%	26.5%	24.4%

Management Services – ANPR Estate Growth



| 2,083 global ANPR sites under management at 30 June 2025

Growth target:
3,000 global ANPR sites under management before December 2028



ANPR: How It Works

Automatic number / license plate recognition (ANPR) is a reliable, cost effective off-street parking management solution.

It is proven to serve a wide range of industries including supermarkets, retail, hotels, hospitals and leisure centres. Smart Parking's ANPR solution ensures greater compliance and increased parking revenue.

- Ticketless, barrier-free system, parking areas that are managed 24/7
- Automatically generated and issued parking charge notices
- Increased security, comprehensive reporting and account management



Smart Parking Technology - Smart Vision

The R&D team has continued to deliver further modules within Smart Vision, extending our detections across regions, as well as object detection, resulting in further positive outcomes for both customer and business.

Provides a revolutionary way to improve vehicle number plate recognition managed by Smart Parking - with a particular focus on optimising vehicle match rates and tailoring this technology to specific business regions UK, Germany, Denmark, New Zealand, USA, and Switzerland.

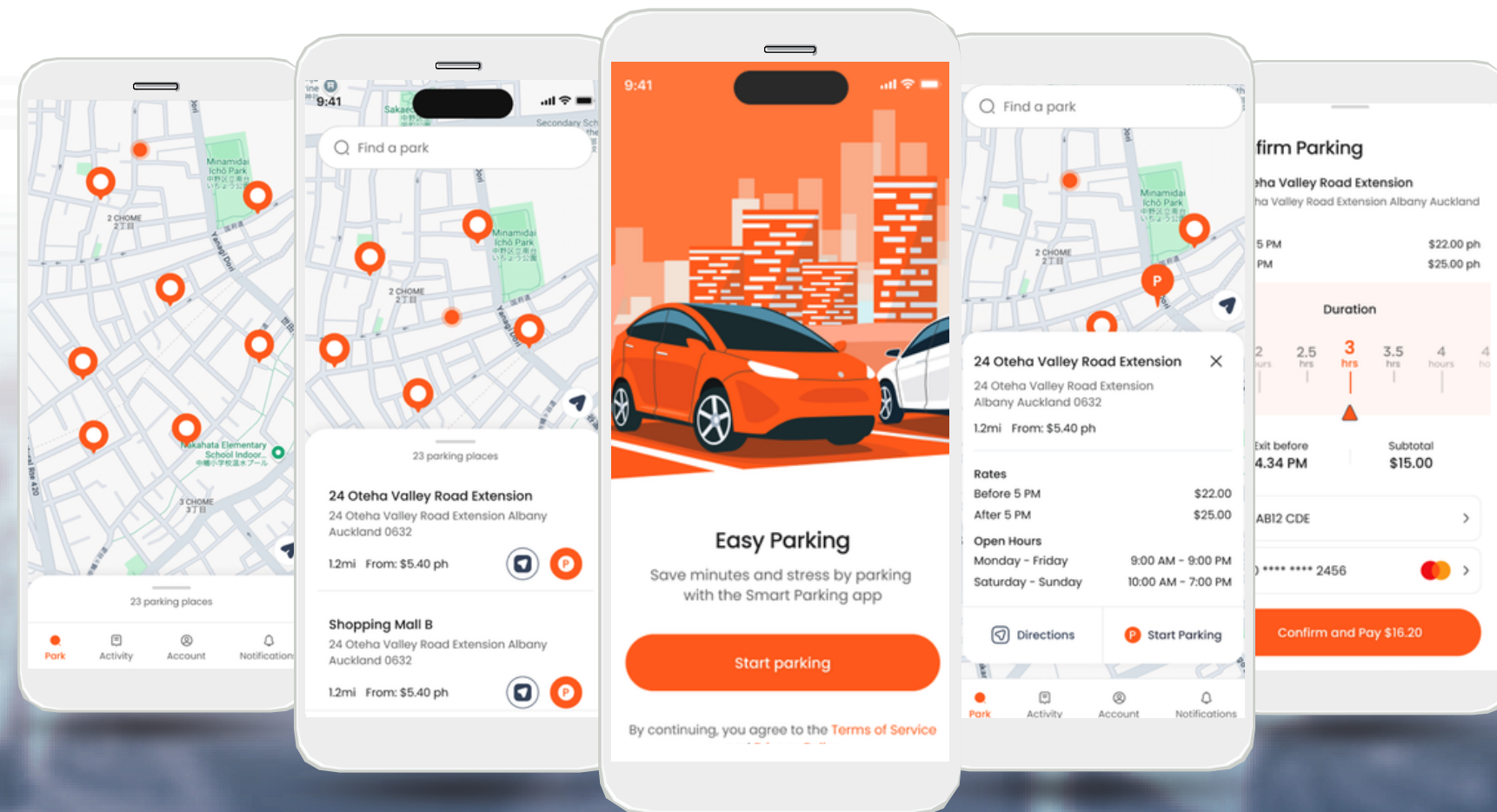
This AI driven innovation will allow an additional 8 million vehicles to be reviewed by SmartCloud Platform annually – this is just the current installation portfolio.

As the software is driven with AI, the software model will continue to learn and evolve allowing more improvements to be achieved.

This also allows Smart Parking to be camera “agnostic” as the real IP is in Smart Cloud and not the camera.

Smart Parking Technology - Smart Parking App

Smart Parking continues to innovate in order to drive growth. The development of a new payment app was delivered, complementing our compliance product suites.



Expand our portfolio further by bringing consumer compliance offerings inhouse.

Ability to offer automatic payment with ANPR cameras at parking facility entrances and exits. Handling parking session start, stop, and payment automatically via account and camera detection using SmartVision.

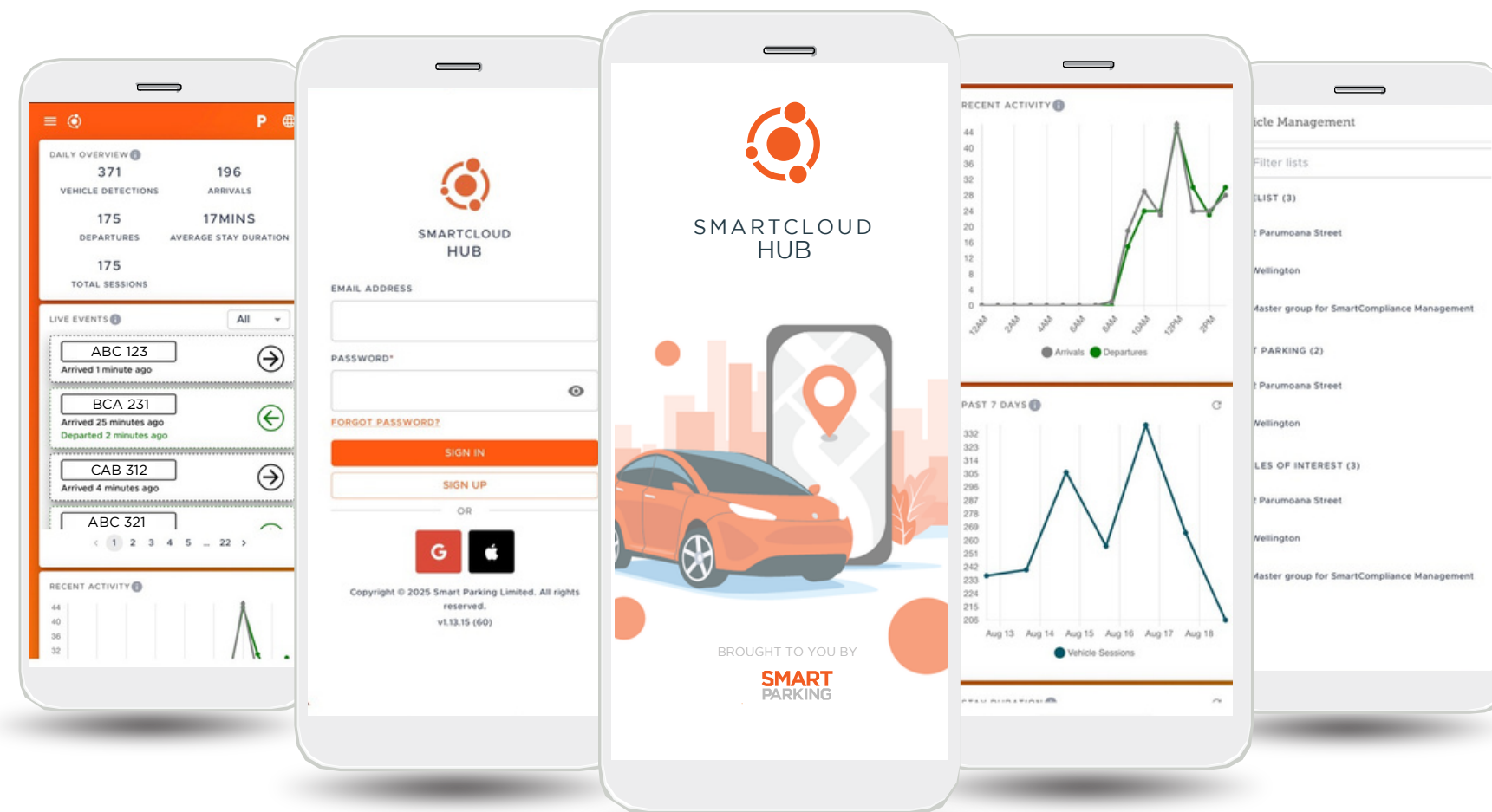
Hands-free experience: no tickets, no machine, just park and go.

Expansion options available to enabled mobile app based Permits, Subscriptions and reservations.

Global use case across all Smart Parking sites.

Smart Parking Technology - Smart Cloud Hub

Smart Parking continues to innovate in order to drive growth and efficiency. Our R&D team continue to deliver new products that will drive positive outcomes for both customer and business.



HUB is a customer portal that lets land owners and Smart Parking customers see what's really happening on their sites.

A full reporting suite allows customers to view and have control over business decisions that impact their customers on a daily basis.

The team continues to deliver further enhancements to HUB that have opened up new market verticals, in particular housing associations with the housing tenants able to add and exempt plates/ visitors via a phone app.

This feature ensures the tenant's car park is managed effectively with a complete audit trail for the land owner who has used the property and if enforcement action is required.

This is particularly popular in Denmark, Germany and with UK housing associations showing interest to manage inner city estate parking.

Glossary

Adjusted EBITDA – The Board assesses the underlying performance of the Group based on a measure of Adjusted EBITDA which takes into account costs incurred in the current period but which are non-operating and/or are not expected to occur in the future.

EBITDA – Represents Earnings before interest, taxation, depreciation and amortisation, and profit/loss on disposal of plant and equipment.

UNPATA – Calculated as underlying net profit after tax before the after-tax impact of amortisation of customer relationships from acquisition, non-recurring/non-operating items, foreign exchange gains/losses, and includes the normalisation of tax expense.

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Appendix



Adjusted EBITDA

| Adjusted EBITDA excludes the following:

(m's)	FY26	FY25
EBITDA	25.9	18.5
Professional fees & other expenses ¹	1.8	1.7
Other non-recurring items ²	0.4	-
Foreign exchange losses	2.7	0.3
Adjusted EBITDA	30.8	20.5

¹ Professional fees and other expenses relating to completed and evaluated business acquisitions.
² The other non-recurring items are either non-recurring and/or non-operating in nature.