

Smart Parking Limited (ASX:SPZ)

Rapid Insights Conference

22 May 2025

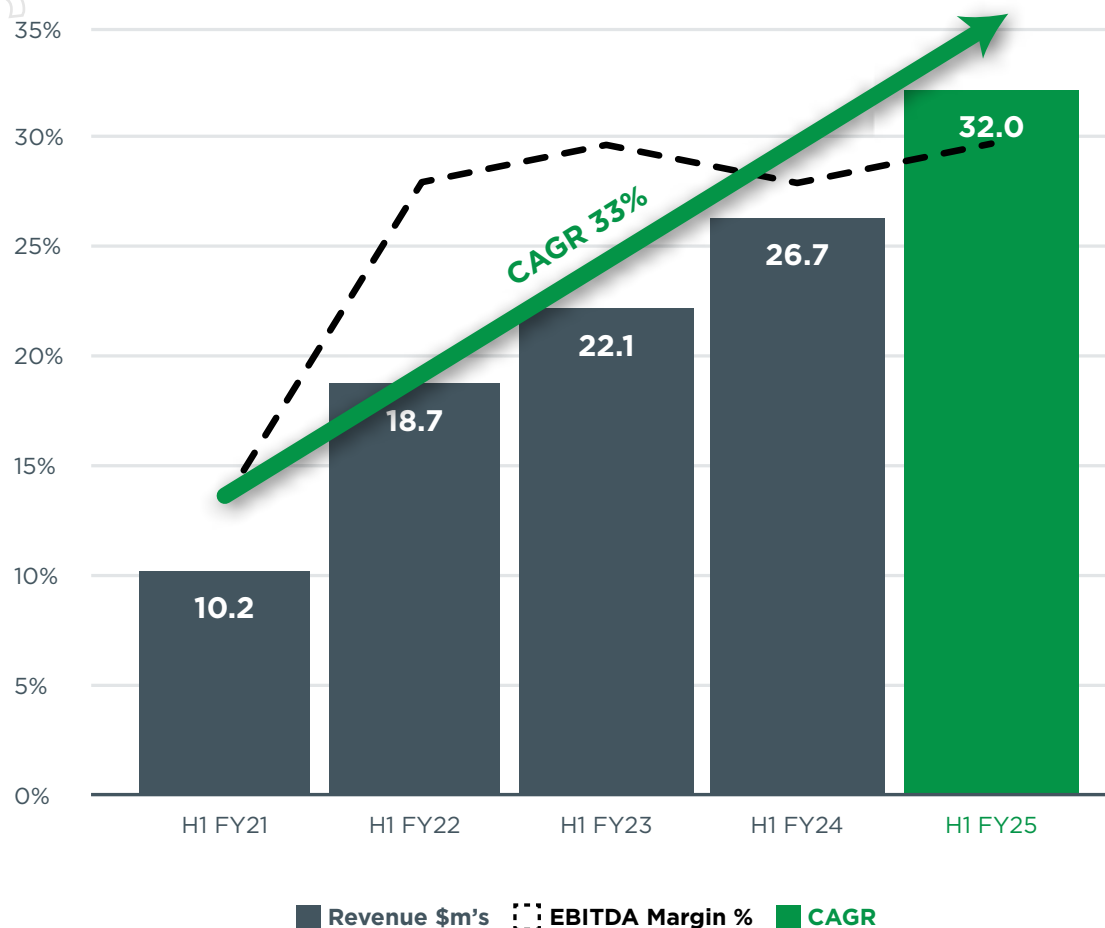
CEO Paul Gillespie

smartparking.com

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Track Record of Growth and Improving Profitability



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

Established parking management business in UK, NZ, Germany, Denmark and the USA.

Supplemented organic growth with 5 acquisitions in the last 4 years.

Completed Peak Parking (USA) acquisition in February 2025. Provides new sites in attractive key markets Texas, Florida, Georgia, Tennessee and Washington State.

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

The Problem We Solve

| Leveraging proprietary technology and expertise to enhance parking solutions.



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 - 515,000 PBNs issued in H1 FY25.

Regional Review - H1 FY25

| Leveraging core technology and capability in existing and new territories

	 UK	 NZ	 Germany	 Denmark
GROWTH IN ANPR SITES	1,194 total sites Up 22% ²	203 total sites Up 64% ²	72 total sites Up 67% ²	Opened Feb 2024 21 total sites
GROWTH IN PBNs	Up 18% ²	Up 34% ²	Up 48% ²	2,010 PBNs issued
REVENUE (\$000s)	25,361 Up 17% ²	3,420 Up 61% ²	1,992 Up 83% ²	268
ADJUSTED EBITDA (\$000)	8,371 Up 9% ²	1,390 Up 151% ²	(496) Up 49% ²	(931)
TAM	45,000 sites	3,000 sites	90,000 sites	10,000 sites

NEW



USA

Acquisition of
Peak Parking

February 2025
market entry
underway to
access the largest
parking operations
market in the
world delivering
SPZ's market
leading proprietary
technology

¹ Australia (Queensland) operations currently paused
² Compared to previous corresponding period

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



**Market entry in
February 2025.**

Significant market
opportunities to build scale
and leverage SPZ market
leading technology



TAM 2,000 SITES
(QLD only)



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

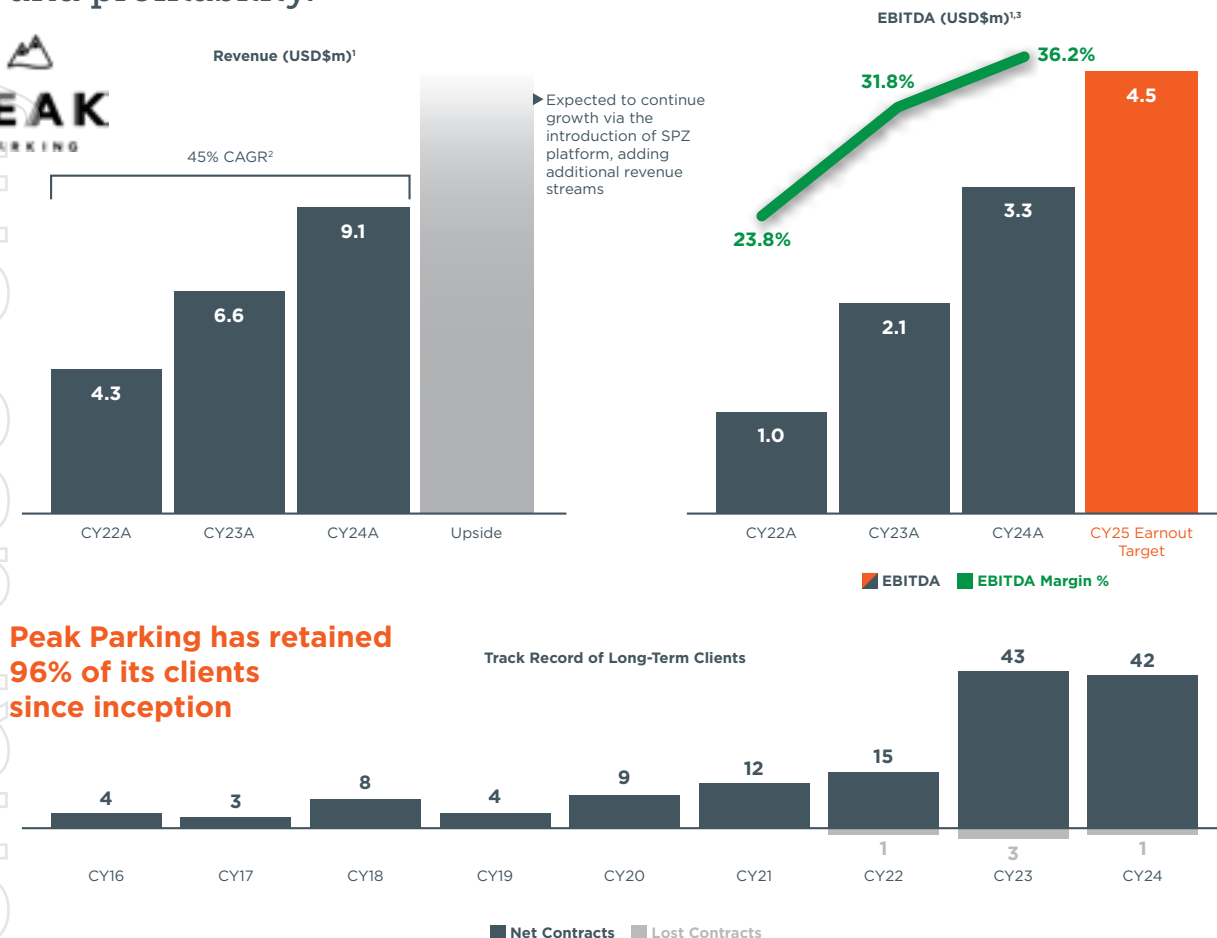
Adding scale where SPZ have
successful operations and market
intelligence

Disciplined selection criteria:
Strategic fit, technology and
earnings accretion

Ability to leverage technology
and deep domain expertise to
deliver synergies

Accelerating Peak's Performance

| Leveraging SPZ's technologies to enhance growth and profitability.



¹ Historical financials are unaudited management accounts only. The company will implement IFRS which is expected to increase revenue and maintain profit before tax
² CAGR: Compounding Annual Growth Rate calculated from CY22A to CY24A
³ CY25 Earnout Target relates to the EBITDA required to achieve and unlock the maximum earnout consideration
⁴ Illustratively assumes 12-month impact of transaction and includes a full year contribution of Peak Parking
⁵ Accretion assumes analyst consensus NPAT estimate of \$7.4m in FY25 and capital raise of A\$45.0m issued at an offer price of \$0.88 and a debt raise of A\$4.8m incurring a 7.1% interest rate.

Track record of profitability delivering >25% EPS accretion in FY25 on a pro forma basis^{3,4}

On track to deliver against investment case

Integration progressing well across finance, sales and technology teams

Customer site conversions to ANPR underway with first 15 sites going live in May and June 2025

Continuing to win new customers in existing states of Texas, Tennessee, Georgia and new customer acquisition execution in new territory of Indiana

High quality service delivering loyal customer base with minimal churn since CY16

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.

2025



Acquisition of Peak Parking, US market entry underway

200,000+

Total Addressable Markets

TAM increased beyond 200,000 sites providing a long term growth runway.

H2 FY25 Trading Update

| Ongoing growth across all markets. UK yields reset complete.



United Kingdom

- **15% growth in April FYTD PBNs compared to PCP.**
- 8% reduction in the average revenue per PBN since the adoption of the single Code of Practice in October 2024 (as flagged in the Interim Report) impacting margins.
- The longer term outlook remains positive following the rebasing of the average revenue per PBN.



New Zealand

- **43% growth in April FYTD PBNs compared to PCP.**
- Issued 148,363 PBNs in April FYTD (H1 FY25: 83,847)
- Average PBN value increased as more sites migrate from \$65 tickets to \$85.



Germany

- **36% growth in April FYTD PBNs compared to PCP.**
- Issued 64,923 PBNs in April FYTD (H1 FY25: 37,781)
- Recently contracted 25 new Burger King Restaurant locations with installation expected by 30 June.



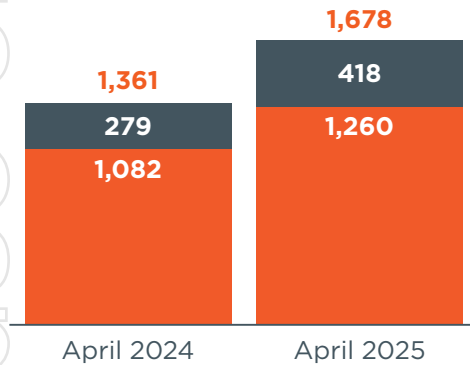
Denmark

- Commenced business in February 2024.
- **Over 50 signed contracts and 40 sites installed.**
- Issued 5,331 PBNs April YTD (H1 FY25: 2,010).

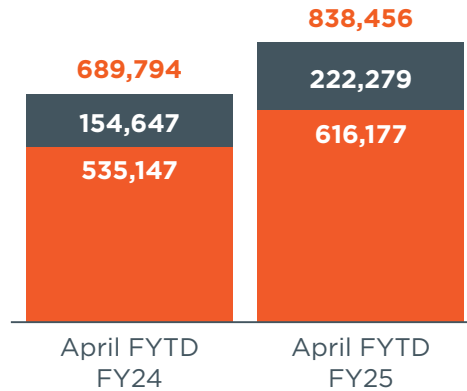
Revenue Growth

| FY25 FYTD revenue + 19%¹ vs. PCP with strong growth in sites and PBN issuance

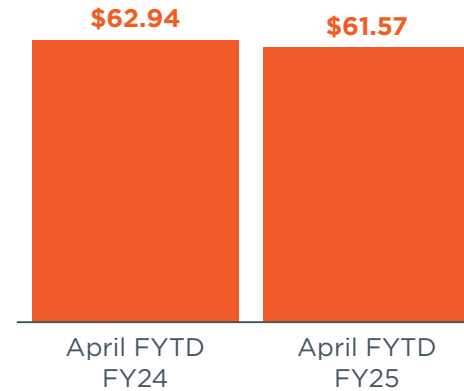
Total ANPR Sites



April FYTD vs PCP – Parking Breach Notices



Average Group PBN Value



Strong revenue growth continues in H2 across all markets

Disciplined execution of expansion plan resulting in 23% increase in ANPR sites under management compared to PCP

Growth in ANPR sites has resulted in a 22% increase in FYTD PBNs compared to PCP

APRIL SITES

UP
↑ 23%

UP
↑ 22%

DOWN
↓ 2%

■ UK ■ APAC/Germany/Denmark

¹ Excluding revenue from USA

Growth Priorities – 3,000 New Organic Site Target

- ✓ New long term organic site target of 3,000 sites under management by December 2028.
- ✓ Long term strategy execution continuing with the highly accretive acquisition of Texas based Peak Parking. The acquisition provides SPZ with access to the largest parking operations market in the world to leverage our market leading proprietary technology.
- ✓ Continued focus on disciplined international expansion and M&A strategy.
- ✓ Continuing to drive organic growth in the UK, Germany, Denmark and New Zealand.
- ✓ Continued progress developing operations in Scandinavia, Europe and USA.

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

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.

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