

Smart Parking Limited (ASX:SPZ)

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# FY25 Results

20 August 2025  
CEO Paul Gillespie

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

# FY25 Highlights



Revenue of \$77.2<sup>1,2</sup>m  
up

42% ↑

\* Compared to PCP

Adjusted free cash flow  
of \$13.3m up

15% ↑

\* Compared to PCP

Adjusted EBITDA  
\$20.5m<sup>2,3</sup> up

47% ↑

\* Compared to PCP

Cash of \$12.7m<sup>4</sup> up

75% ↑

\* Compared to 30 June 2024

1m PBNs issued, up

21% ↑

\* Compared to PCP

EPS of 1.45cps<sup>2,5</sup> up

37% ↑

\* Compared to PCP

<sup>1</sup> Excludes interest income of \$0.2m.

<sup>2</sup> Includes 4 months of Peak Parking (USA)

<sup>3</sup> Excludes non-recurring/non-operation costs.

<sup>4</sup> Excludes \$8.7m on cash held on behalf of customers.

<sup>5</sup> Weighted average number of ordinary shares is 374,573,995 up 7% on PCP.

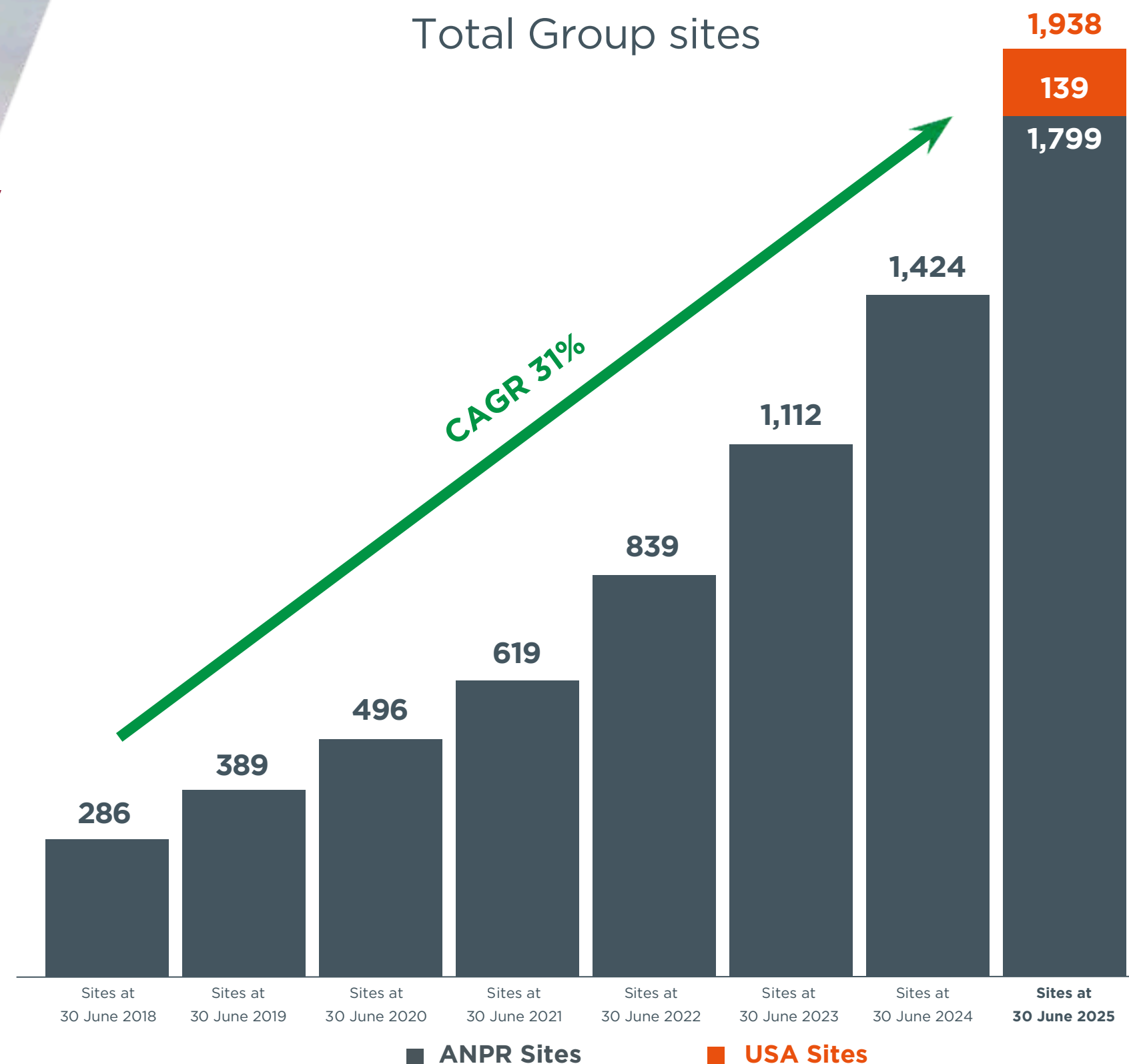
## CEO Observations

- Disciplined execution of strategy delivers continued growth. EPS up 37% on PCP
- USA acquisition performing well, accretion greater than 25% (on a proforma basis), integration on track, and growth strategy being executed
- Strong organic sales activity with 437 new site additions in UK, NZ, Denmark & Germany, up 45% on PCP
- Proprietary technology enhancements to improve recognition capabilities, reducing cost of hardware at new sites improving ROI
- Balance sheet capacity and \$10m USD expandable facility to fund ongoing organic growth, and complementary acquisitions

# Record FY25 Results

Delivering Record results |

Total Group sites



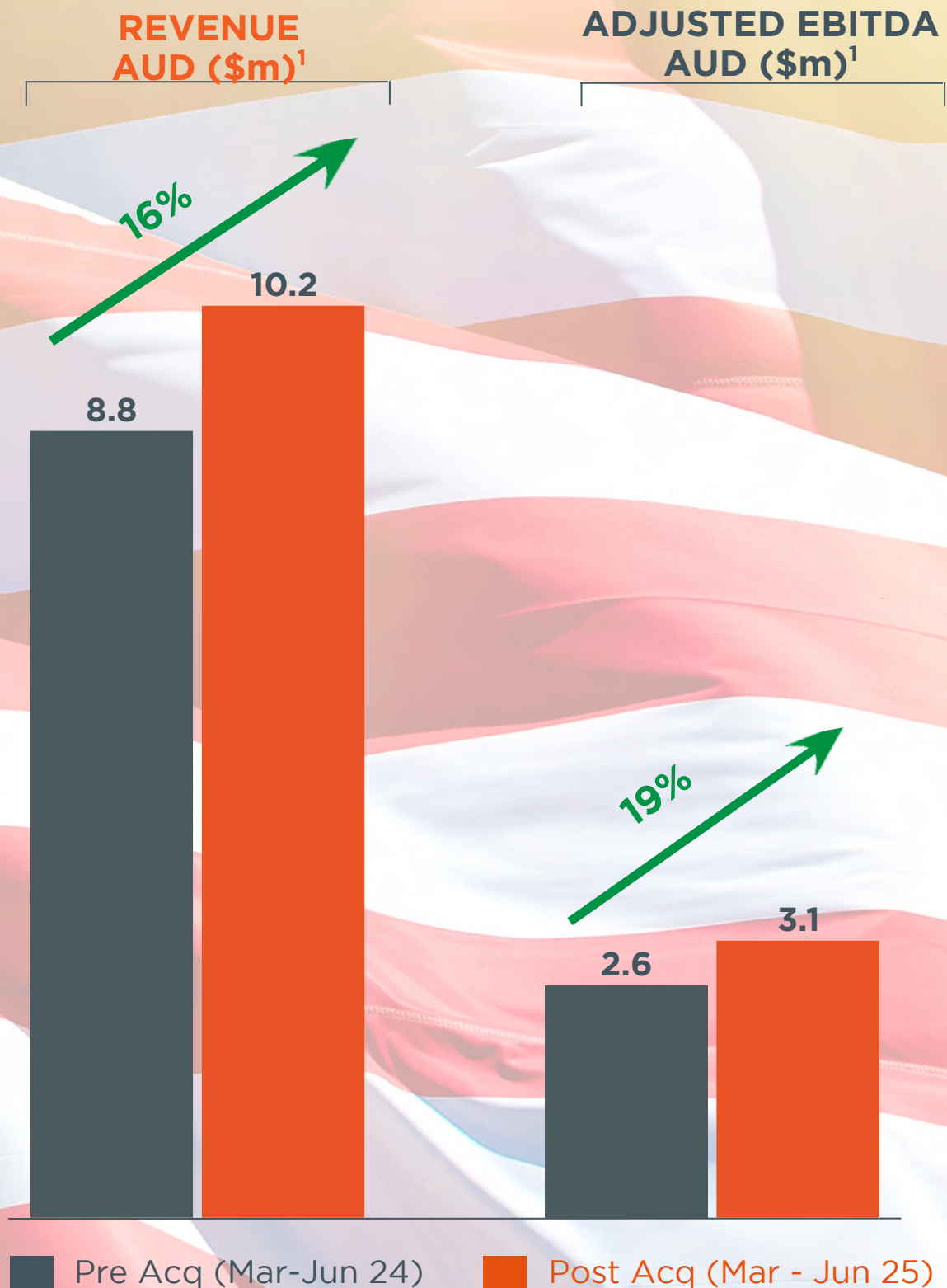
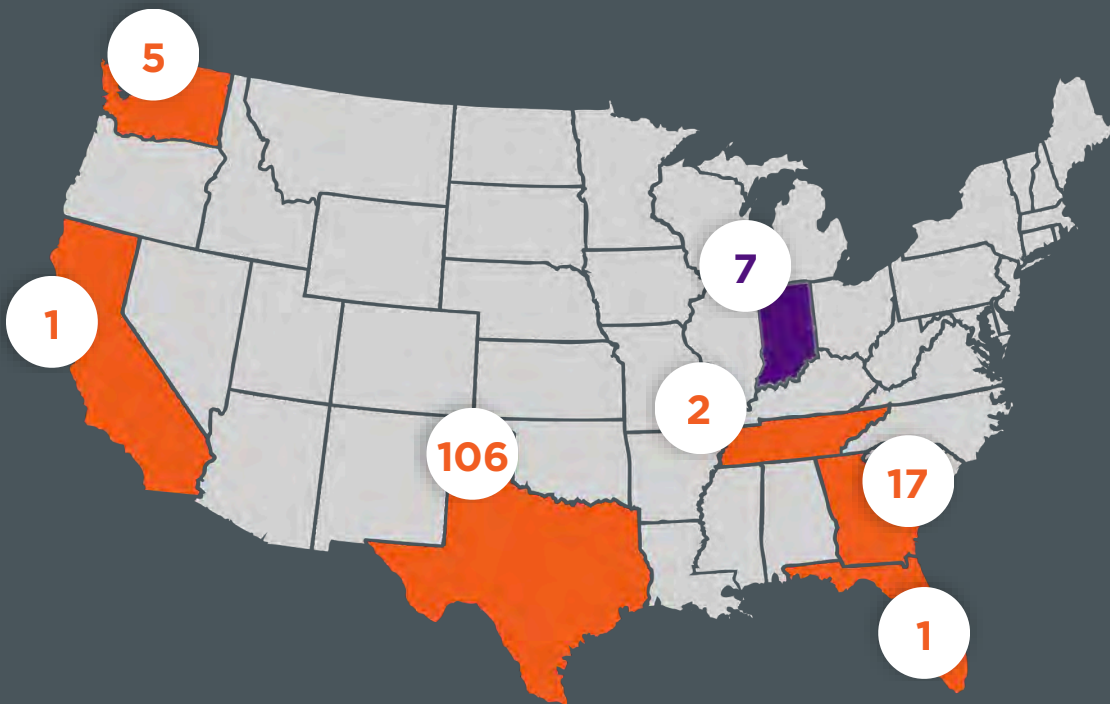
# Peak Parking

## | Delivering Investment Case

- ✓ On track to achieve earnout target of USD\$4.5m and exceed investment case
- ✓ Highly accretive and on track to exceed 25% accretion (on a proforma basis) which was outlined in the Acquisition & Equity Raising presentation
- ✓ Expanded into Indiana with 7 new locations and optimised underperforming sites
- ✓ 16% increase in revenue and 19% improvement in EBITDA, on PCP
- ✓ ANPR Technology rollout underway and SmartCloud implementation complete

139

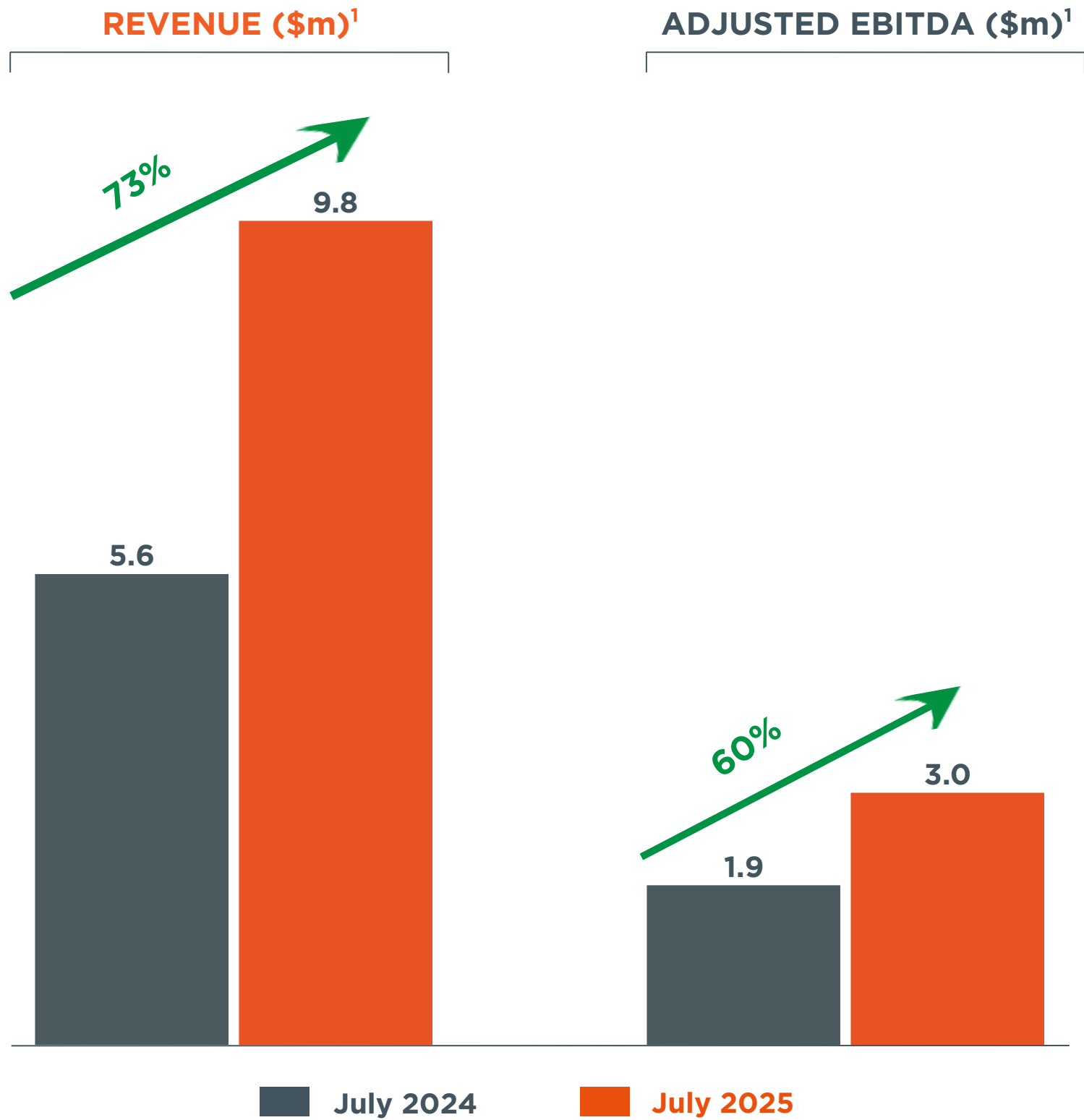
Locations across  
7 states



<sup>1</sup> Unaudited results

# Strong Start to FY26

| July 2025 - Scale Building momentum into FY26








- ✓ Strong start to FY26
- ✓ July is typically a strong month due to seasonality
- ✓ Includes impact of Peak Parking and new initiatives
- ✓ Full contribution of sites installed in FY25

<sup>1</sup> Unaudited Results

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# Growth Strategy - FY25

| Leveraging core technology and capability in new territories

	 <b>UK</b> Continuing Growth	 <b>NZ</b> Building Scale	 <b>Germany</b> Growth Accelerating	 <b>Denmark</b> Established Beachhead	 <b>USA</b> Integration on Track
<b>GROWTH IN SITES</b>	1,335 total sites 19% <sup>1</sup> up on PCP	238 total sites 47% <sup>1</sup> up on PCP	107 total sites 60% <sup>1</sup> up on PCP	48 total sites Opened Feb 2024	139 total sites
<b>GROWTH IN PBNs</b>	Up 13% <sup>1</sup>	Up 48% <sup>1</sup>	Up 37% <sup>1</sup>	8,668 PBNs issued	-
<b>REVENUE (\$000s)</b>	52,523 Up 19% <sup>1</sup>	7,395 Up 62% <sup>1</sup>	4,003 Up 43% <sup>1</sup>	1,295 Up 1,084% <sup>1</sup>	10,220 <sup>2</sup>
<b>ADJUSTED EBITDA (\$000)</b>	16,748 Up 17% <sup>1</sup>	3,164 Up 128% <sup>1</sup>	(1,499) Up 11% <sup>1</sup>	(1,430) Down 139% <sup>1</sup>	3,083 <sup>2</sup>
<b>Adjusted EBITDA Margin</b>	31.9% Down 0.8% <sup>1</sup>	42.8% Up 12.5% <sup>1</sup>	(37.5%) Up 23.0% <sup>1</sup>	(110.5%) Up 437.8% <sup>1</sup>	30.2% <sup>2</sup>
<b>TAM</b>	45,000 sites	3,000 sites	90,000 sites	10,000 sites	2B parking spaces

**NEW**



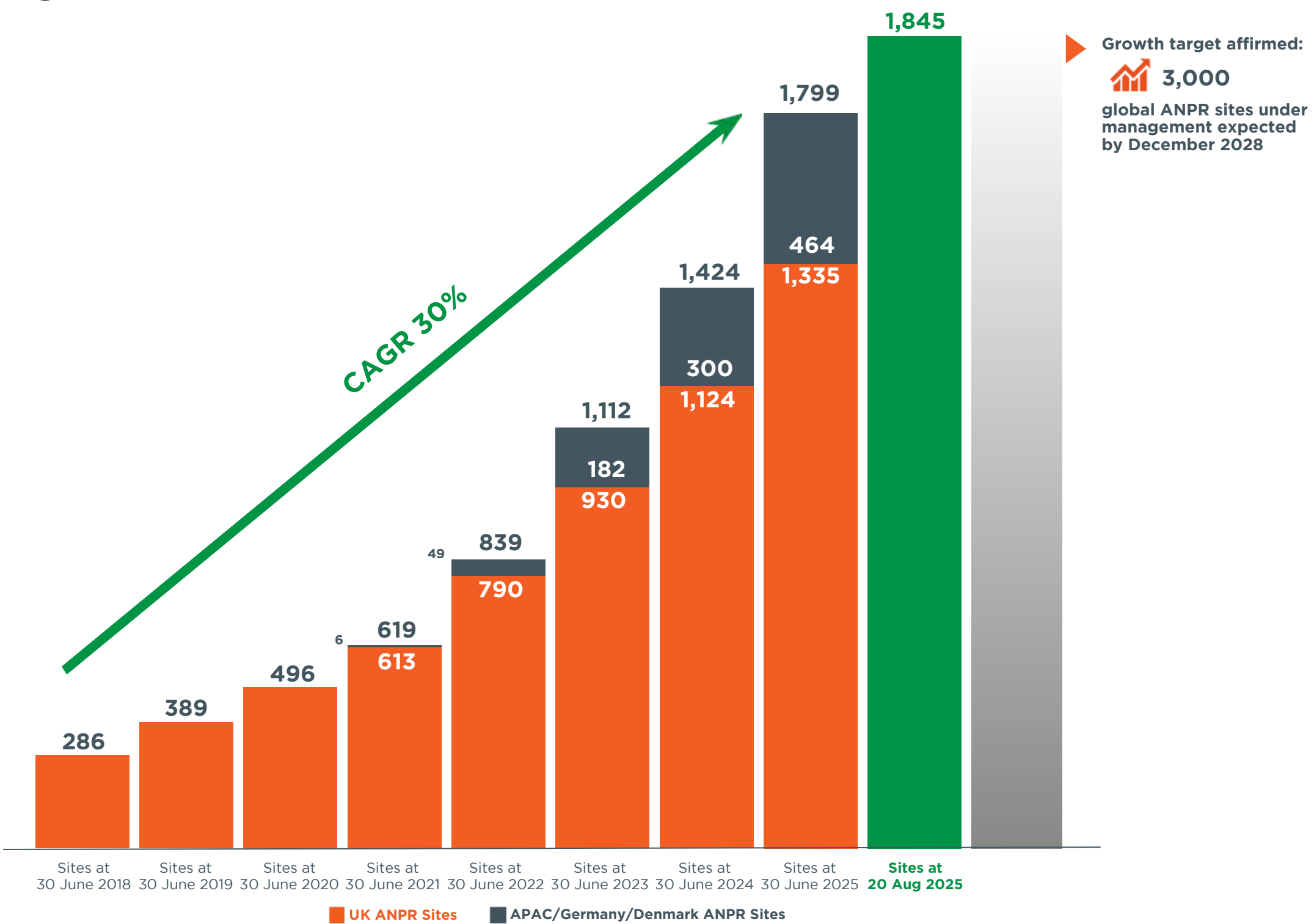
**Switzerland**

- Established the business in July 2025
- Managing Director recruited
- Operational structure set up complete
- Further recruitment underway for sales and operational team

<sup>1</sup> Compared to previous corresponding period.  
<sup>2</sup> Post acquisition period from 1 March 2025 to 30 June 2025.

# FY25 Growth Continuing With Traction in New Markets

| ANPR Site growth of 26% in FY25, 1,799 global sites under management at 30 June 2025



Site target of 3,000 ANPR sites by December 2028, affirmed.

Site count as at 30 June: UK: **1,335**, New Zealand: **238**, Germany: **107**, Denmark: **48**, Australia: **71**.

Rate of new site additions is accelerating, with 437 gross ANPR sites added in FY25 up 45% on PCP.

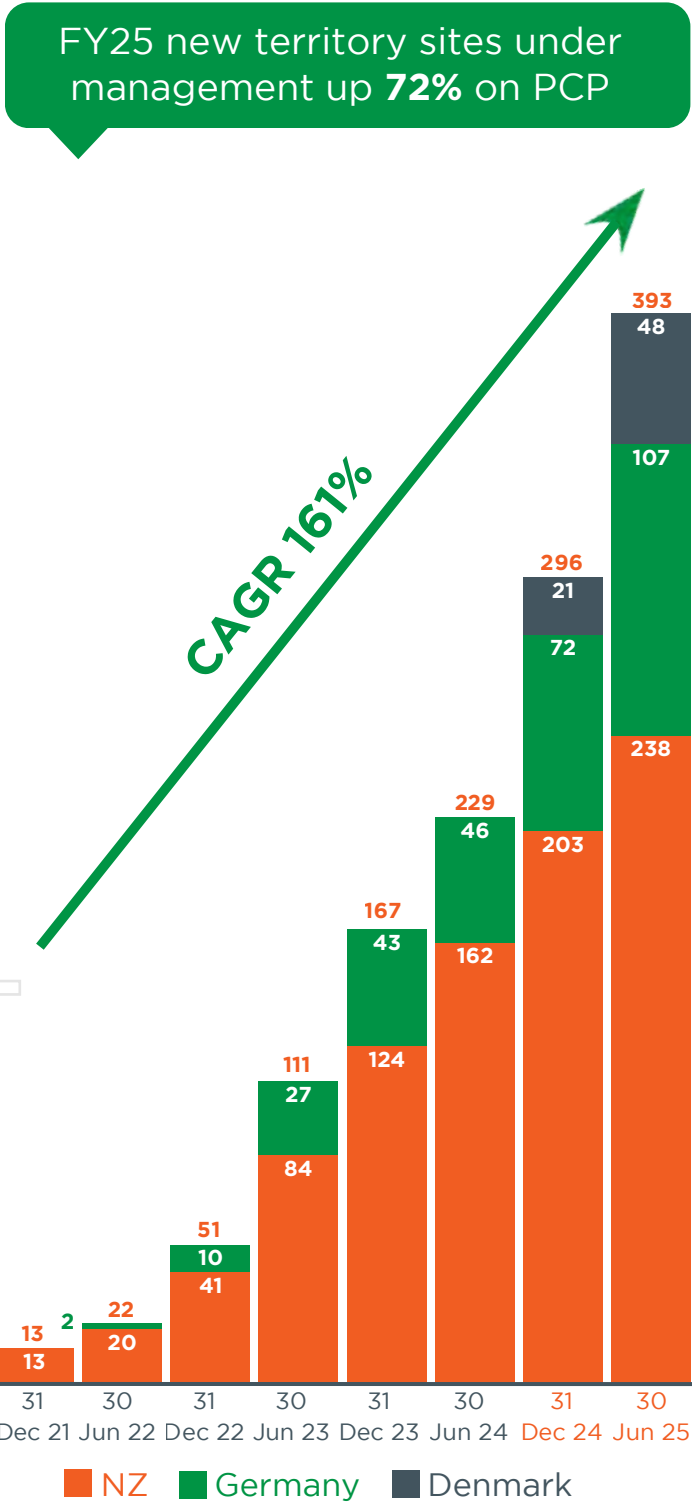
Long term site growth CAGR 30%.

Long term growth runway for ongoing site additions.

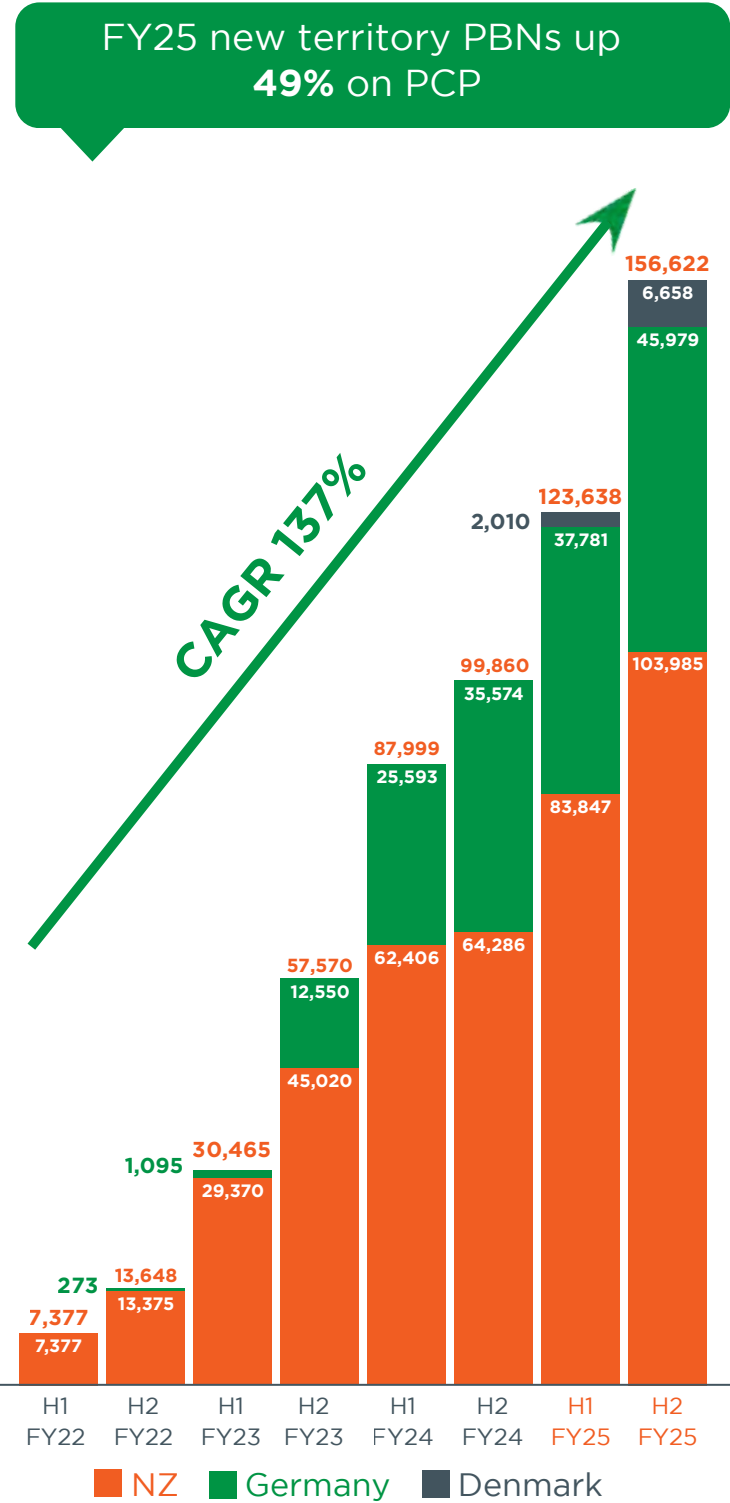
# New Territory Growth Underway

| Successfully scaling new territories

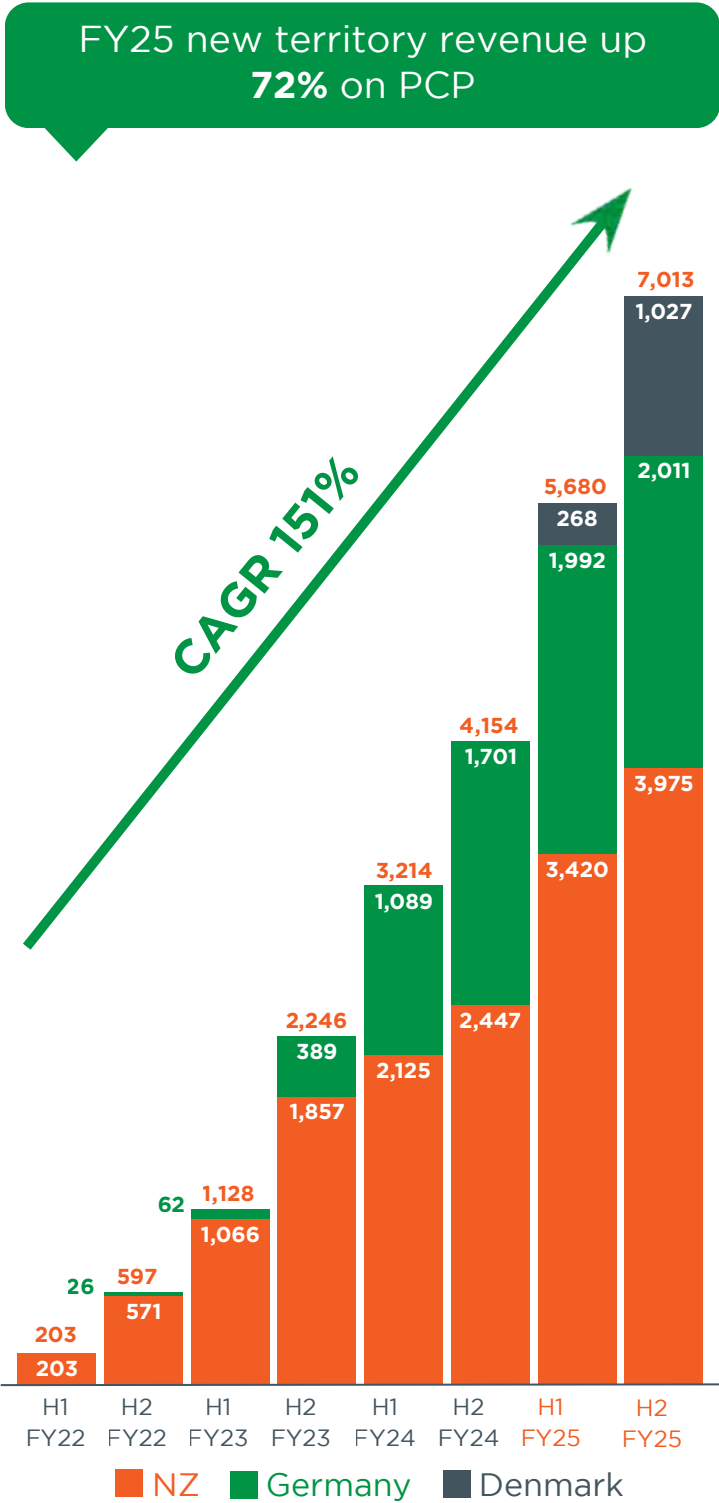
Sites



Parking Breach Notices Issued



Revenue (000s)



**NZ:**  
NZ continues to show strong growth with 47% increase in sites under management from PCP. Building scale and delivering operating leverage.

**Germany:**  
Germany growth accelerating, with revenue up 43% from PCP. Germany is a large market with a TAM of 90,000 sites.

**Denmark:**  
Denmark performed strongly, finishing the year with **48** sites and generating revenue in FY25 of **\$1.3m**.

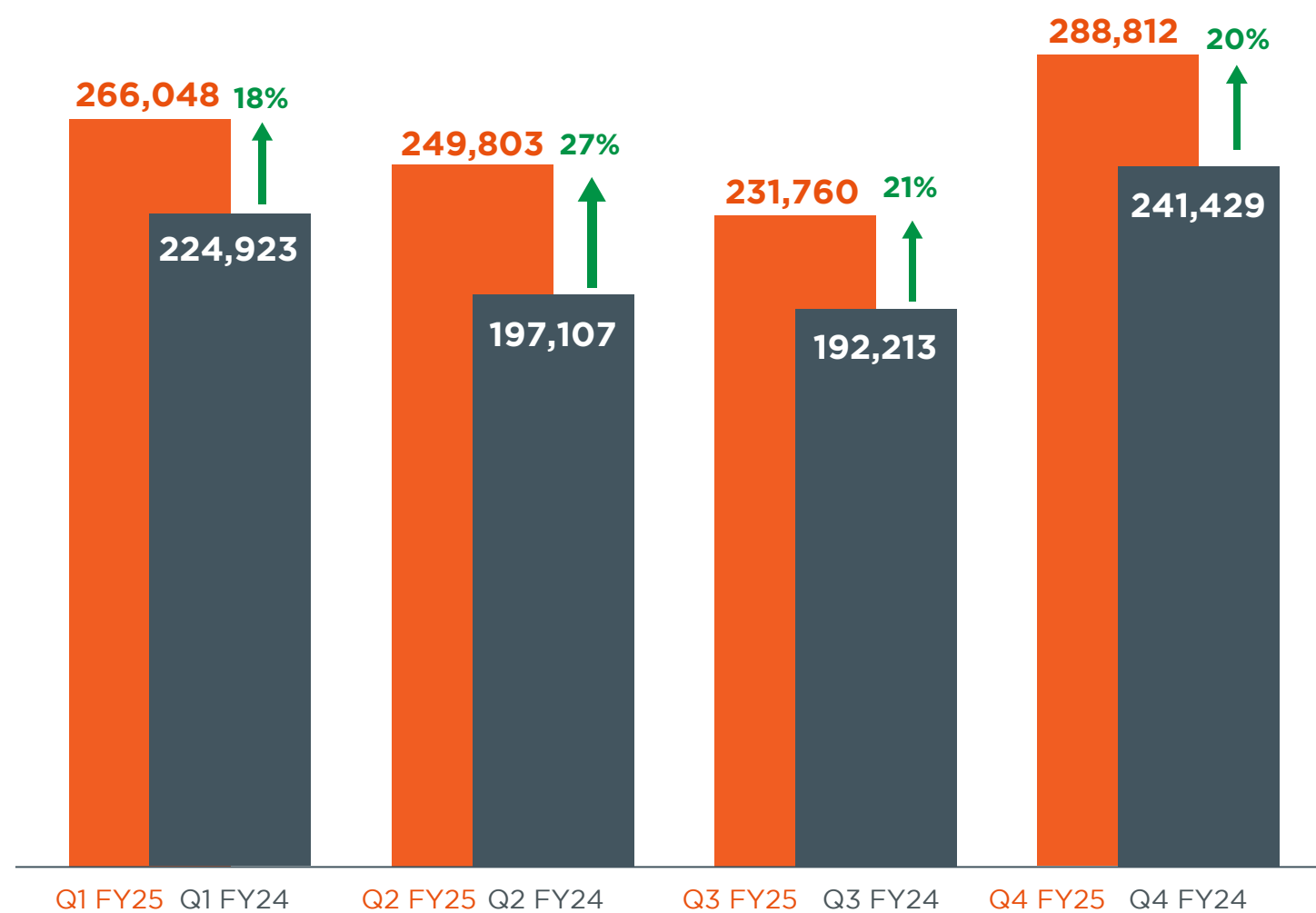
**Denmark Regulatory Environment:**  
Changes to regulations of PCN issuance underway. SPZ well-positioned to respond to the update and differentiate ourselves with proprietary technology.

# Strong Growth Underway

| FY25 record PBNs issued, up 21% vs PCP

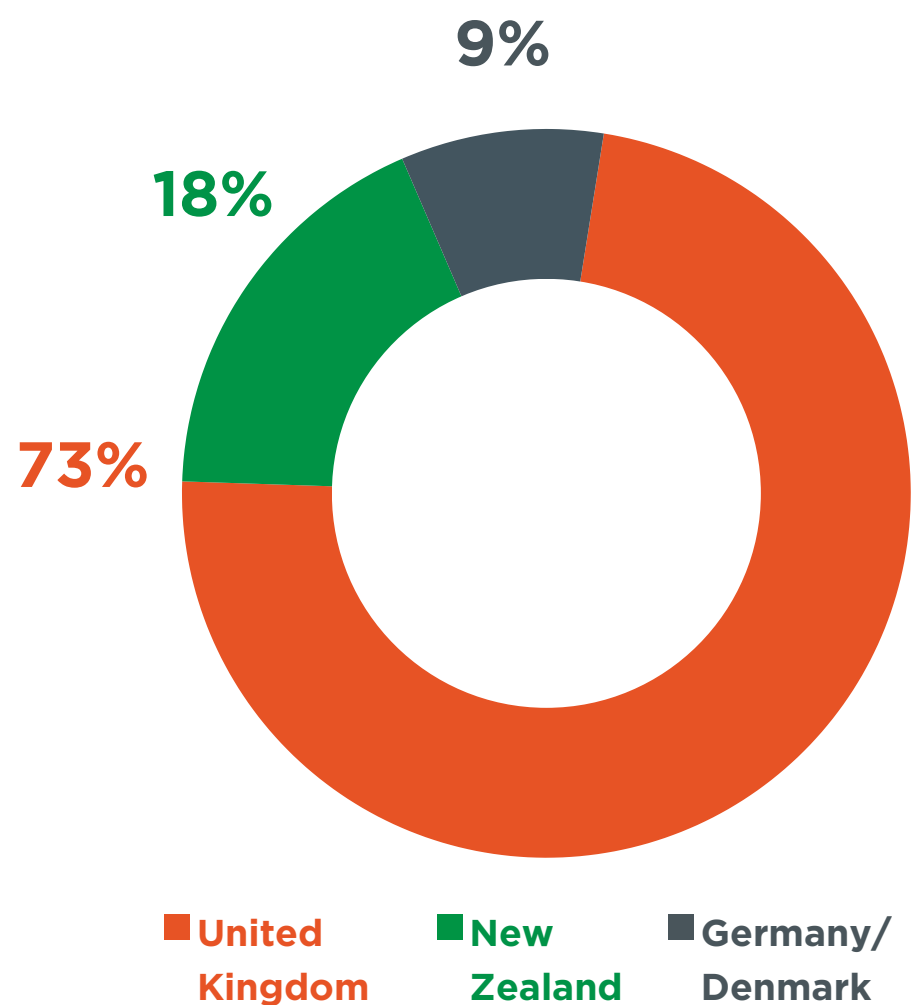
## Parking Breach Notices Issued

FY25 Average Quarterly PBNs 259,106 (up 21% on FY24)



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

## FY25 PBN's Issued % by Country



PBN growth up 21% on PCP.

Continuing to expand and enhance sales and account management capability to capture market share across all operating territories.

In FY19 the UK generated 100% of the Groups PBN's. In FY25, this has reduced to 73% as the group continues to diversify and expand into new markets.

UK regulatory environment; new government consultation released in July of 2025, significantly more positive and favourable for SPZs.

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# FY25 Business Update



| Record results, expanding market opportunities to accelerate growth.

FINANCIAL	EXPANSION	OUTLOOK
<ul style="list-style-type: none"><li>• <b>Record results</b> – Revenue \$77.2m<sup>1</sup> and Adjusted EBITDA \$20.5m<sup>2</sup> (includes 4 months of Peak Parking (USA)). <b>Adjusted EBITDA margin of 26.6%<sup>2</sup>.</b></li><li>• Strong FY25 with contributions from all regions, with revenue growth compared to PCP of: UK: 19%, NZ: 62%, GE: 43%.</li><li>• Record free cashflow of <b>\$13.3m up 15%</b> on PCP.</li><li>• <b>Cash of \$12.7m<sup>3</sup>.</b></li><li>• Debt facilities established in November 2024 includes a USD \$10m revolving credit facility and a A\$10m accordion facility made available for general corporate purposes and certain permitted acquisitions for a 3 year term.</li></ul>	<ul style="list-style-type: none"><li>• <b>1,938 total sites</b> (comprising 1,799 ANPR sites and 139 USA sites) under management as at 30 June 2025, up 36% on PCP.</li><li>• USA acquisition performing well, accretion greater than 25% (on a proforma basis), integration on track, and growth strategy being executed.</li><li>• Focused on accelerated growth in Denmark, Germany, and New Zealand, with key enterprise contract wins as sales team gains traction.</li><li>• Continuing to scale the core business in the UK with a broad base of new business wins.</li></ul>	<ul style="list-style-type: none"><li>• <b>Positive outlook for profitable growth in FY26</b> - long term organic site target of 3,000 sites under management by December 2028.</li><li>• <b>Full year contribution</b> from 437 new organic ANPR sites installed in FY25.</li><li>• <b>Full year contribution</b> in FY26 from Peak Parking (USA).</li><li>• Margin expansion from technology implementation in the North American market.</li><li>• Sales execution in FY26 will deliver a significant uplift in sites under management across all operating territories.</li><li>• Continuing to leverage proprietary market-leading technology and deep domain expertise.</li><li>• Scope for further accretive acquisitions aligning with SPZ’s disciplined selection criteria.</li></ul>

<sup>1</sup> Excludes interest income of \$0.2m.  
<sup>2</sup> Excludes non-operating/non-recurring items and foreign exchange losses.  
<sup>3</sup> Excludes cash held on behalf of clients.

# FY25 Financial Update



# FY25 Results

| EPS increase of 37% from PCP

\$m's	FY25	FY24	FY25 vs FY24
Revenue (excluding interest revenue)	77.2	54.5	42%
Cost of Sales	(27.1)	(16.8)	61%
Gross Profit	50.1	37.7	33%
Overheads	(29.6)	(23.8)	24%
Adjusted EBITDA <sup>1</sup>	20.5	13.9	47%
Foreign exchange gains/(losses)	(0.3)	(0.2)	50%
Other Non-operating/Non-recurring items	(1.7)	(0.7)	143%
EBITDA	18.5	13.0	42%
Depreciation and amortisation (excluding intangibles from acquisitions)	(9.1)	(6.5)	40%
Amortisation of intangibles from acquisitions	(2.0)	(0.5)	319%
Loss on sale of assets	(0.1)	(0.1)	0%
EBIT	7.3	5.9	24%
Net Interest	(0.9)	(0.3)	200%
Net Profit	6.4	5.6	14%
Tax expense	(1.0)	(1.9)	(47%)
Net Profit after tax	5.4	3.7	46%
Gross Margin %	64.9%	69.2%	
Overheads/Revenue %	38.3%	43.7%	
Adjusted EBITDA Margin %	26.6%	25.5%	
Basic EPS (cents per share)	1.45	1.06	37%

<sup>1</sup> The balances are adjusted for amounts that are not related to underlying operations or not expected to occur in the future.

Revenue increased 42% due to an organic expansion of ANPR sites under management by 26% and the acquisition of Peak Parking (4 months post-acquisition). Revenue growth being delivered in all operating territories.

Adjusted EBITDA of \$20.5m (includes 4 months Peak Parking (USA)) is up 47% on FY24. Adjusted EBIT of \$9.3m, up 35% on FY24.

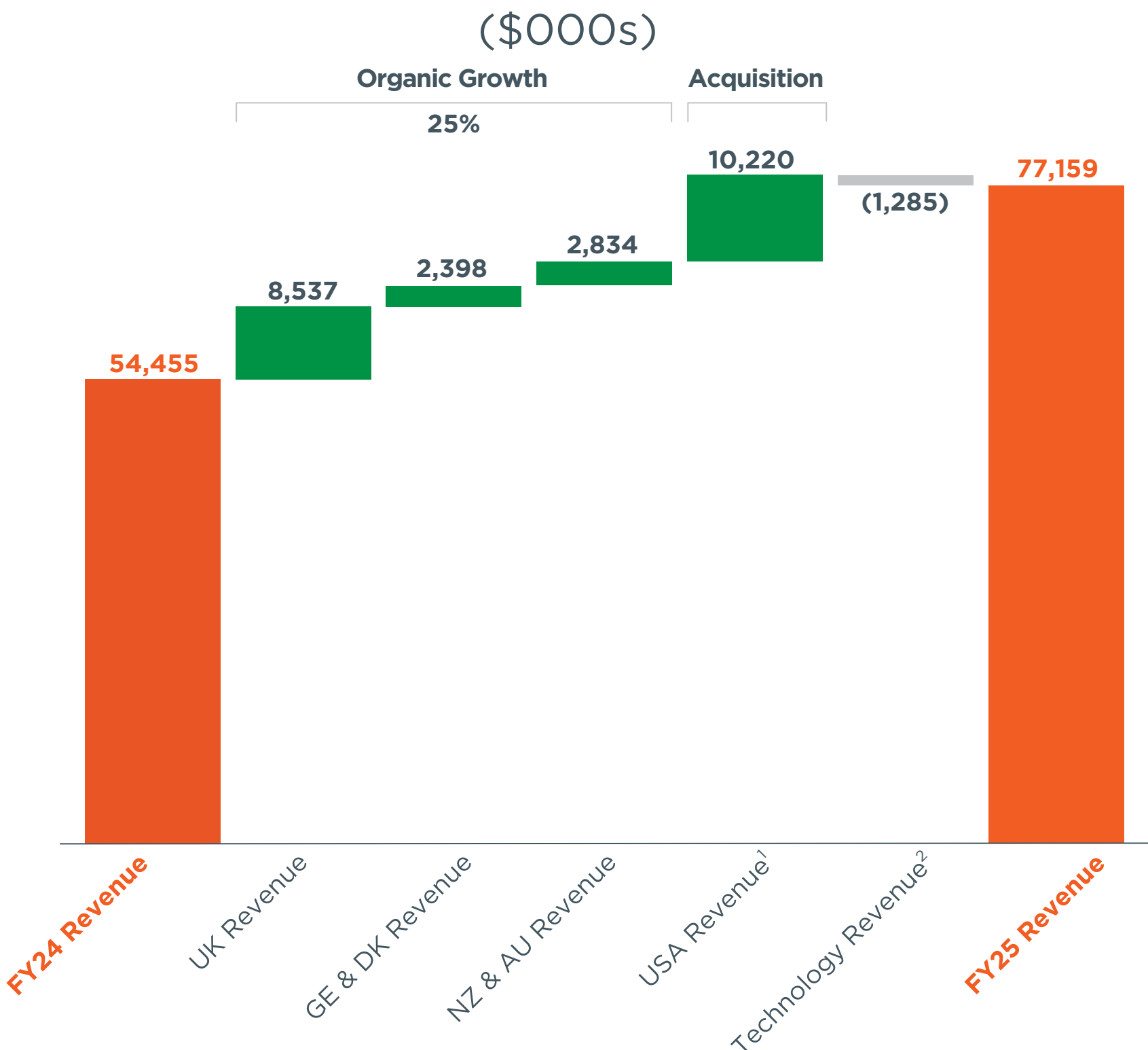
NPAT of \$5.4m includes the EBITDA adjustments, a \$4.1m increase in depreciation and amortisation related to growth in the number of sites under management, new leases and amortisation related to new business acquisitions.

EPS of 1.45cps, up 37% on PCP. Weighted average number of shares is 374,573,995 up 7% on PCP.

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# Revenue Growth

| Revenue up 42% from increased sites under management and expansion into new territories and acquisitions



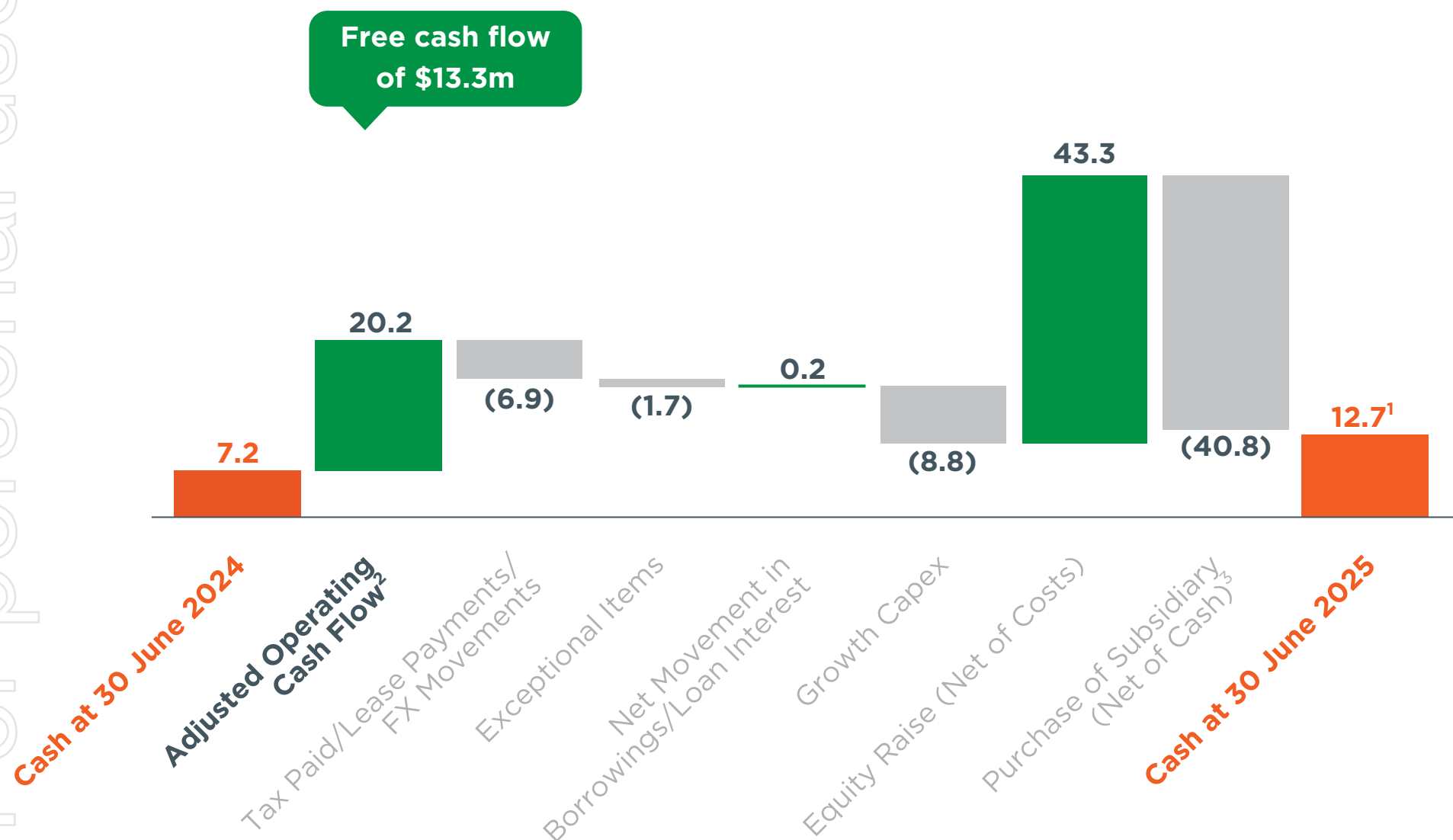
<sup>1</sup> Post acquisition period from 1 March 2025 to 30 June 2025.  
<sup>2</sup> Relates to the technology segment of the Group that is in the process of being phased out.

- Sustained organic growth delivering a 25% increase, with significant runway ahead.
- New Zealand parking management revenue growth of 62% compared to FY24.
- German parking management revenue growth of 43% compared to FY24.
- Revenue includes \$10.2m (4 months post acquisition) from Peak Parking (USA), up 16% on pre-acquisition PCP.
- Group average revenue per ticket up 2% across all territories.
- UK average ticket value consistent with 1H25 levels.

# Positive Free Cash Flow

| Cash increases to \$12.7m<sup>1</sup> whilst funding growth investments

Cash Flow Waterfall (\$m)



<sup>1</sup> Excludes cash held on behalf of customers of \$8.7m.  
<sup>2</sup> Excludes tax paid and as shown separately.  
<sup>3</sup> Excludes client cash held on behalf of customers of \$5.8m at acquisition date.

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

Cash on hand of \$12.7m as at 30 June 2025 - excludes cash held on behalf of customers of \$8.7m.

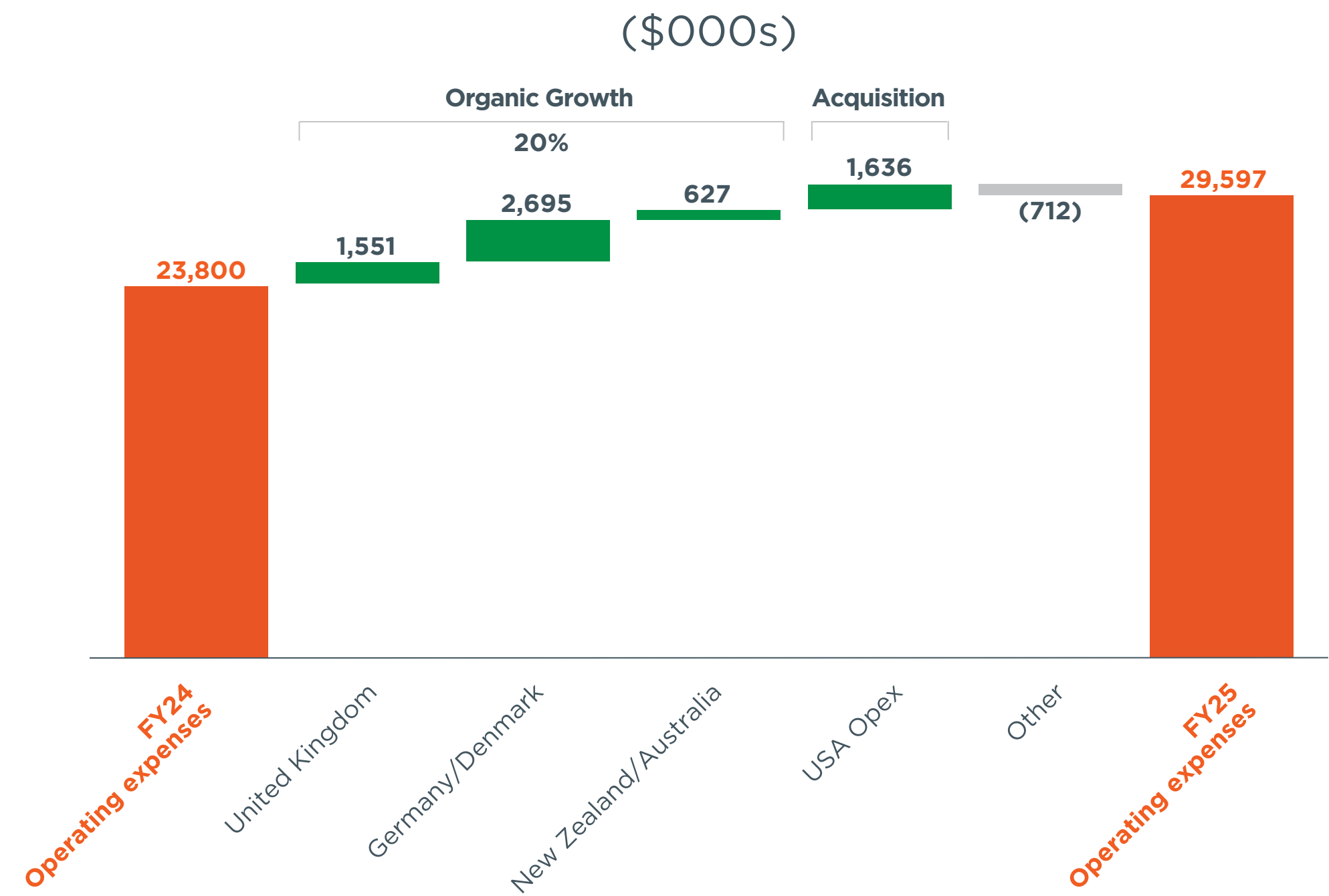
Adjusted free cashflow of \$13.3m up 15% on PCP.

Growth capex supports expansion in sites and technology development.

Sources of cash	m's
Free cashflow	13.3
Equity raise (net of costs)	43.3
	56.6
Uses of cash	
Growth capex (organic growth)	(8.8)
Acquisition of Peak Parking LLC (net of cash) <sup>3</sup>	(40.8)
Net debt/interest movement	0.2
Other non operating/non recurring items	(1.7)
	(51.1)
Net movement in cash	5.5
Opening cash	7.2
Closing cash <sup>1</sup>	12.7

# Operating expense analysis

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



The UK cost increases include the impact of the 9.7% increase in the minimum wage in April 2024, and a further 6.7% in April 2025. In addition there were also increases to National Insurance contributions.

Overheads include \$2.7m from Smart Parking Denmark (commenced operations in February 2024).

Peak Parking overheads of \$1.6m related to the 4 month post acquisition period.

# Strong Balance Sheet to Fund Growth Strategy

## Group Financial Position (\$m)

\$m's	Jun-25	Jun-24
Current assets	41.3	24.7
Non-current assets	90.8	33.2
<b>Total assets</b>	<b>132.1</b>	<b>57.9</b>
Current liabilities	34.3	20.3
Non-current liabilities	10.0	9.7
<b>Total equity</b>	<b>87.8</b>	<b>27.9</b>
<b>Cash &amp; cash equivalents<sup>1</sup></b>	<b>12.7</b>	<b>7.2</b>

<sup>1</sup> Excludes cash held on behalf of customers.

\$12.7m of cash, which excludes \$8.7m of cash held on behalf of customers – capital to fund growth strategies.

Debt facilities established in November 2024 includes a USD \$10m revolving credit facility and a A\$10m accordion facility made available for general corporate purposes and certain permitted acquisitions for a 3 year term.

The Company is debt free in July 2025 following the \$0.8m repayment of the revolving HSBC facility.

In FY25, the Company acquired USA Peak Parking LLC for AUD\$56.9m and completed an AU\$45m equity raising.

# 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



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 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**

# Proven Execution Strengths

The SPZ model is transportable, scalable & capital light



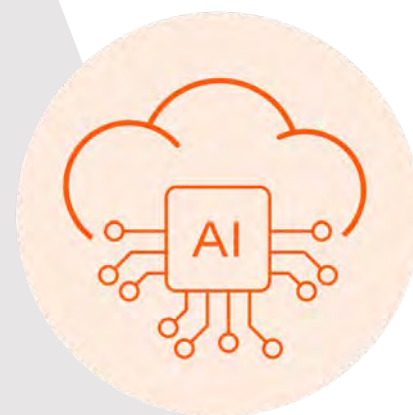
## Sales Delivery

- Disciplined sales approach delivering success across all territories.
- Experts in identifying new locations, building, and converting sales pipelines.
- Best in class customer focus, providing positive outcomes.
- Deep domain expertise and highly trained sales professionals understand the customer challenges, delivering SPZ a significant competitive advantage.



## Operational Excellence

- In-house operational teams working to high standards, delivering first-class technology installations.
- High capacity installations – 437 new sites installed in FY25 demonstrate a well-oiled, highly trained team delivering for the business and SPZ customers.
- Best in class process ensures in excess of 99% uptime of sites installed, delivering high levels of camera accuracy and image mates rates.



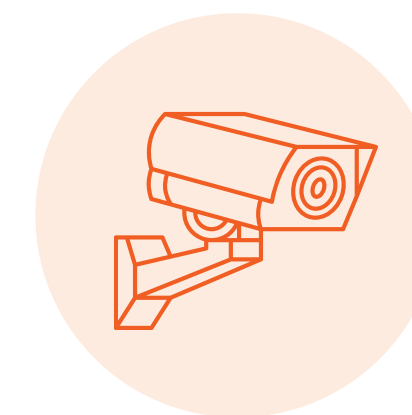
## Technology

- SPZ's proprietary technology, SmartCloud, continues to lead the market, providing SPZ with flexibility and a competitive advantage when entering new territories.
- In-house R&D teams provide SPZ with speed when developing new features, keeping us ahead of the market and delivering a great customer experience.
- Embracing AI development to deliver faster processes to generate revenue and drive down costs.



## Capital Deployment

- Capital light business model (minimal maintenance capex required).
- New sites generate a rapid return on capital deployed.
- Highly cash flow generative model that allows SPZ to expand organically, enter new territories and successfully integrate new acquisitions.



## Regulatory

- SPZ operates in a regulated environment with frequent contact with government departments.
- Regular audits from trade associations, driver vehicle license agency (DVLA), and Transport Agencies are always delivered as GREEN, demonstrating the highest level of compliance.
- SPZ gains a competitive advantage from high compliance, ensuring we are raising industry standards and lead the market with technology and a keen focus on customer excellence!

# Growth Priorities – 3,000 Organic ANPR Site Target

- ✓ Long term organic site target of 3,000 sites under management by December 2028, affirmed.
- ✓ 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.
- ✓ Continuing to drive organic growth in the UK, Germany, Denmark, New Zealand, Switzerland and the USA.
- ✓ Continued focus on expansion into new territories and maintained disciplined M&A strategy and strong balance sheet.

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

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# Q&A

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



# 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 the United States of America. SPZ is focused on expanding into new regions to deliver market leading proprietary technology services.

## Technology

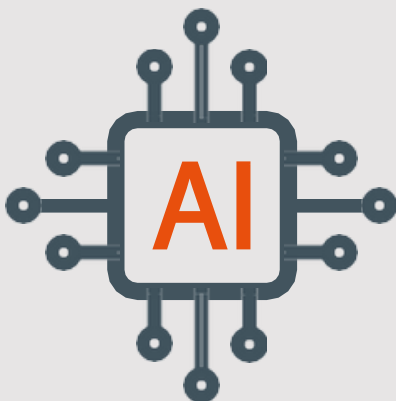
Proprietary technology to facilitate the growth of parking management services. Competitive advantage - SmartCloud allows successful plate matching with infringement business rules, mapping the full life cycle of a breach notice from issuance to payment or collection.



OVER 16.6 MILLION CARS PER MONTH THROUGH THE ESTATE



OVER 33m SMARTCLOUD TRANSACTIONS PER DAY



UTILISING AI TECHNOLOGY TO IMPROVE PLATE RECOGNITION



OVER 1500 CUSTOMERS WORLDWIDE



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

# Segment Reporting

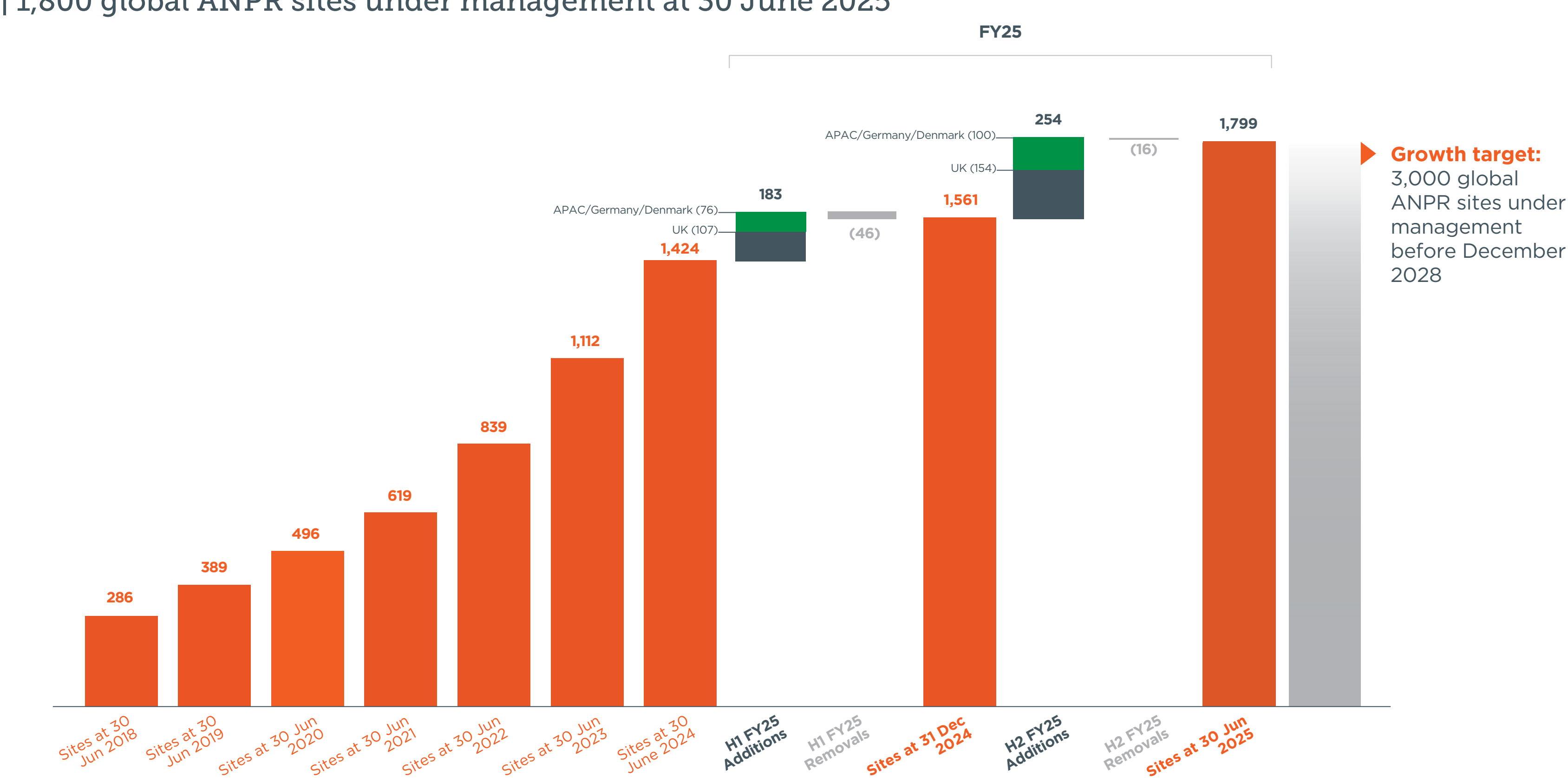


	Revenue			Adjusted EBITDA			Adjusted EBITDA Margin	
(\$000's)	FY24	FY25	FY24 vs FY25	FY24	FY25	FY24 vs FY25	FY24	FY25
Parking Management	51,526	<b>75,516</b>	<b>46.6%</b>	12,324	<b>19,250</b>	56.2%	23.9%	<b>25.5%</b>
Technology Division	6,276	<b>5,273</b>	<b>(16.0%)</b>	3,783	<b>3,375</b>	(10.8%)	60.3%	<b>64.0%</b>
Research & Development	-	-	-	(658)	<b>(604)</b>	(8.2%)	-	-
	57,802	<b>80,789</b>	<b>39.8%</b>	15,449	<b>22,021</b>	42.5%	26.7%	<b>27.3%</b>
Corporate	248	<b>175</b>	<b>(29.4%)</b>	(1,518)	<b>(1,530)</b>	0.8%	-	-
Eliminations	(3,347)	<b>(3,629)</b>	<b>8.4%</b>	-	-	-	-	-
<b>Revenue / Adjusted EBITDA excluding one-off costs</b>	<b>54,703</b>	<b>77,335</b>	<b>41.4%</b>	<b>13,931</b>	<b>20,491</b>	<b>47.1%</b>	<b>25.5%</b>	<b>26.5%</b>

# Management Services – ANPR Estate Growth



| 1,800 global ANPR sites under management at 30 June 2025



# Management Services: How It Works

| Parking management improving customer satisfaction and revenue generation.

- **ANPR** | Automatic Number Plate Recognition
- **Pay & Display** | ANPR Linked Automated Payment System
- **Site Surveys** | Real-time information, analysis and trend data
- **Parking Attendants** | Trained and qualified staff
- **DPC (Disabled, Parent and Child)** | Protecting the vulnerable
- **Marshaling** | Trained, professional and customer-friendly marshals

## Motorist

Enters the carpark at the defined entrance



## ANPR Recognition

Camera identifies the number plate of cars entering and leaving the premises

## Validation & payment

Machines facilitate pay & walk or validate parking

## SmartCloud

Automates information and provides detailed reporting



## 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

| In FY25 our R&D team has continued to deliver further modules within Smart Vision, extending our detections across regions, as well as object detection, allowing 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, Australia, New Zealand and USA

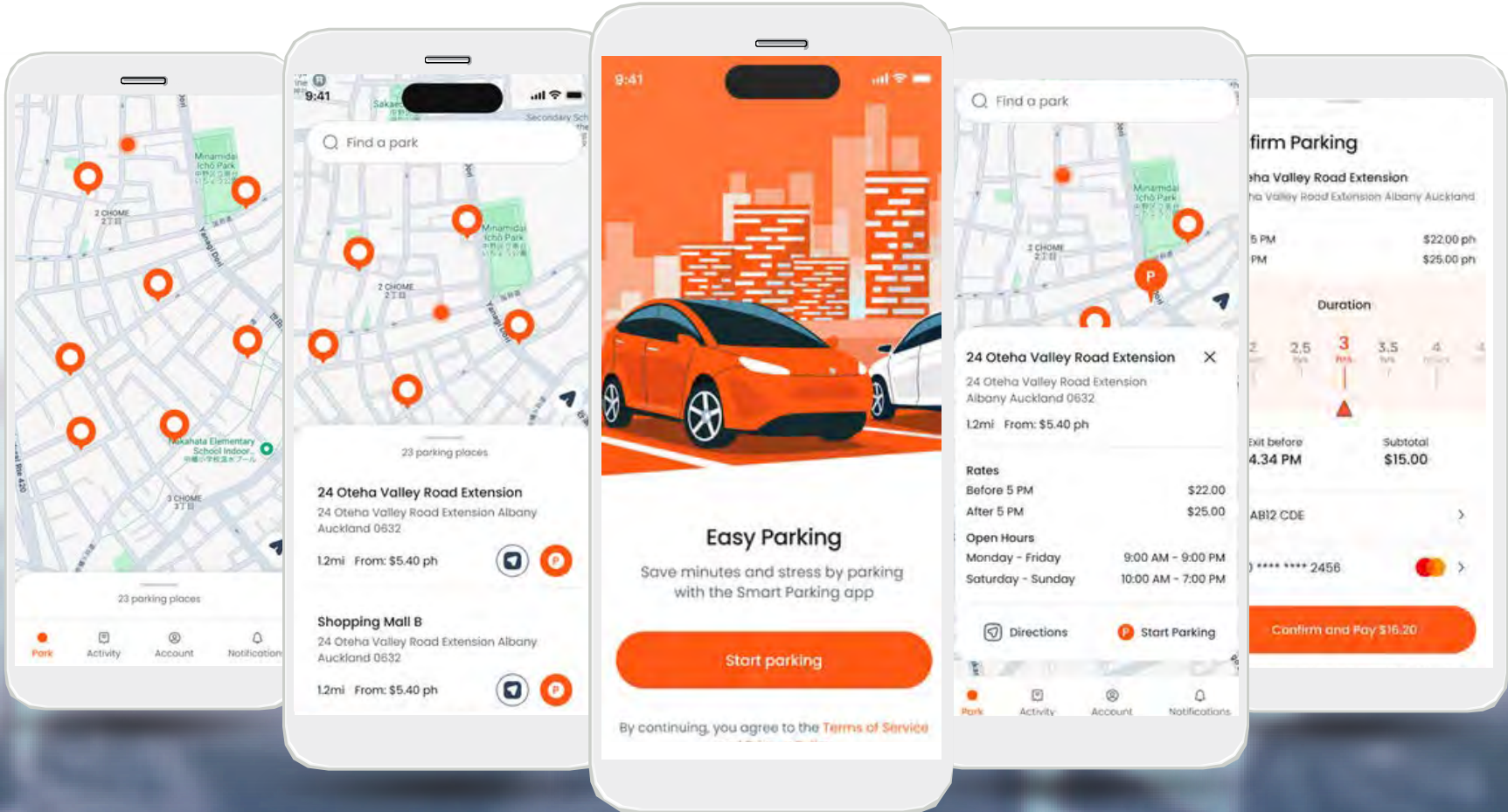
This AI driven innovation will allow an additional 8 million vehicles to be reviewed by SmartCloud Platform annually - this is just the current installation portfolio

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 in business. In late FY25 the development of a new payment app commenced, complementing our compliance product suites, with a planned rollout in early FY26.



Expand our portfolio further by bringing consumer compliance offerings inhouse

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

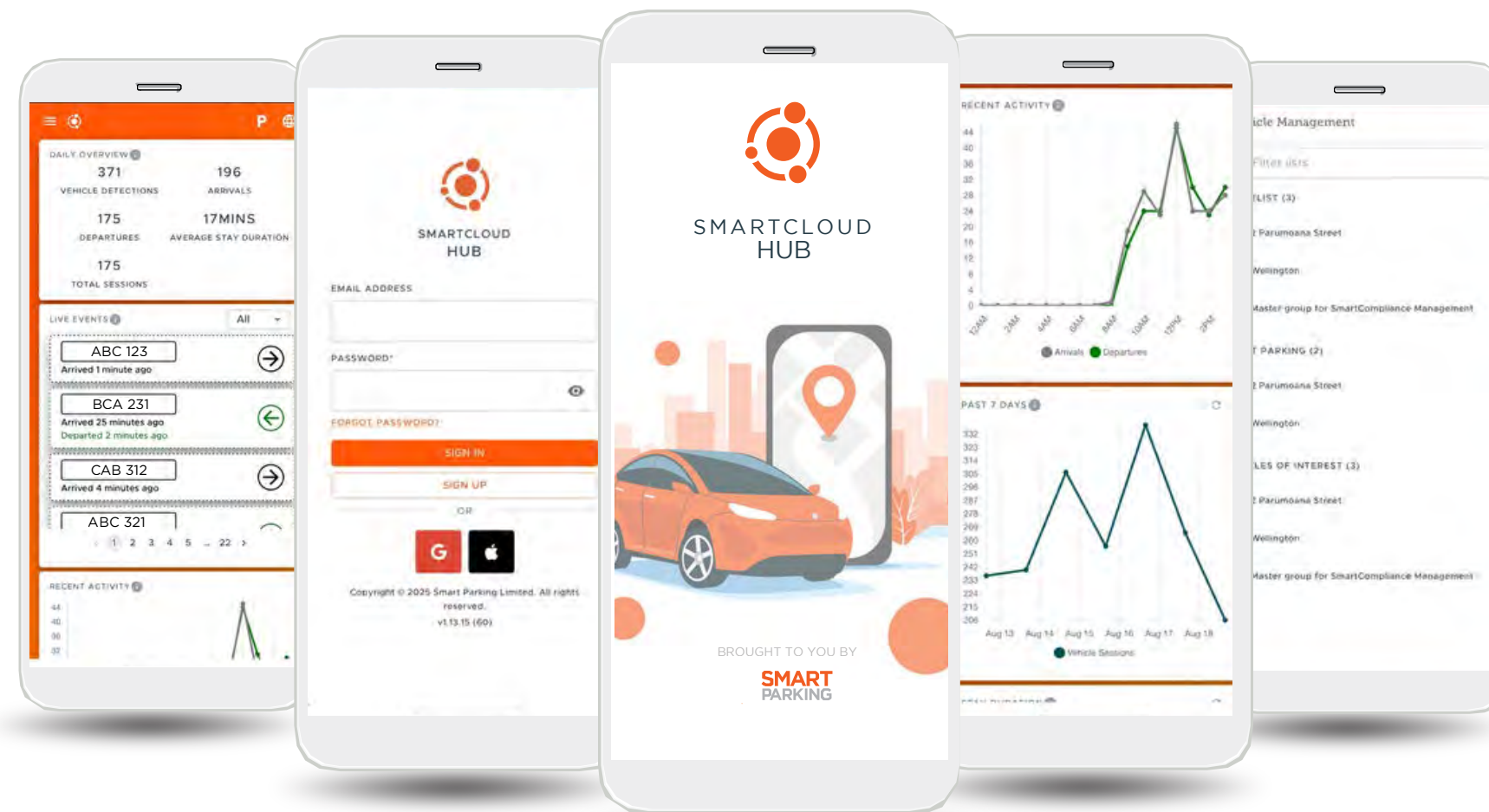
Hands-free experience: no tickets, no machine, just park and go.

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 in the business. In H1 FY25 our R&D team delivered 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

In H1 FY25 the team delivered 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 of who has used the property and if enforcement action is required

This is particularly popular in Denmark and Germany 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.

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# Appendix

| Peak Parking IFRS Conversion (USD)

