

Smart Parking Limited (ASX:SPZ)

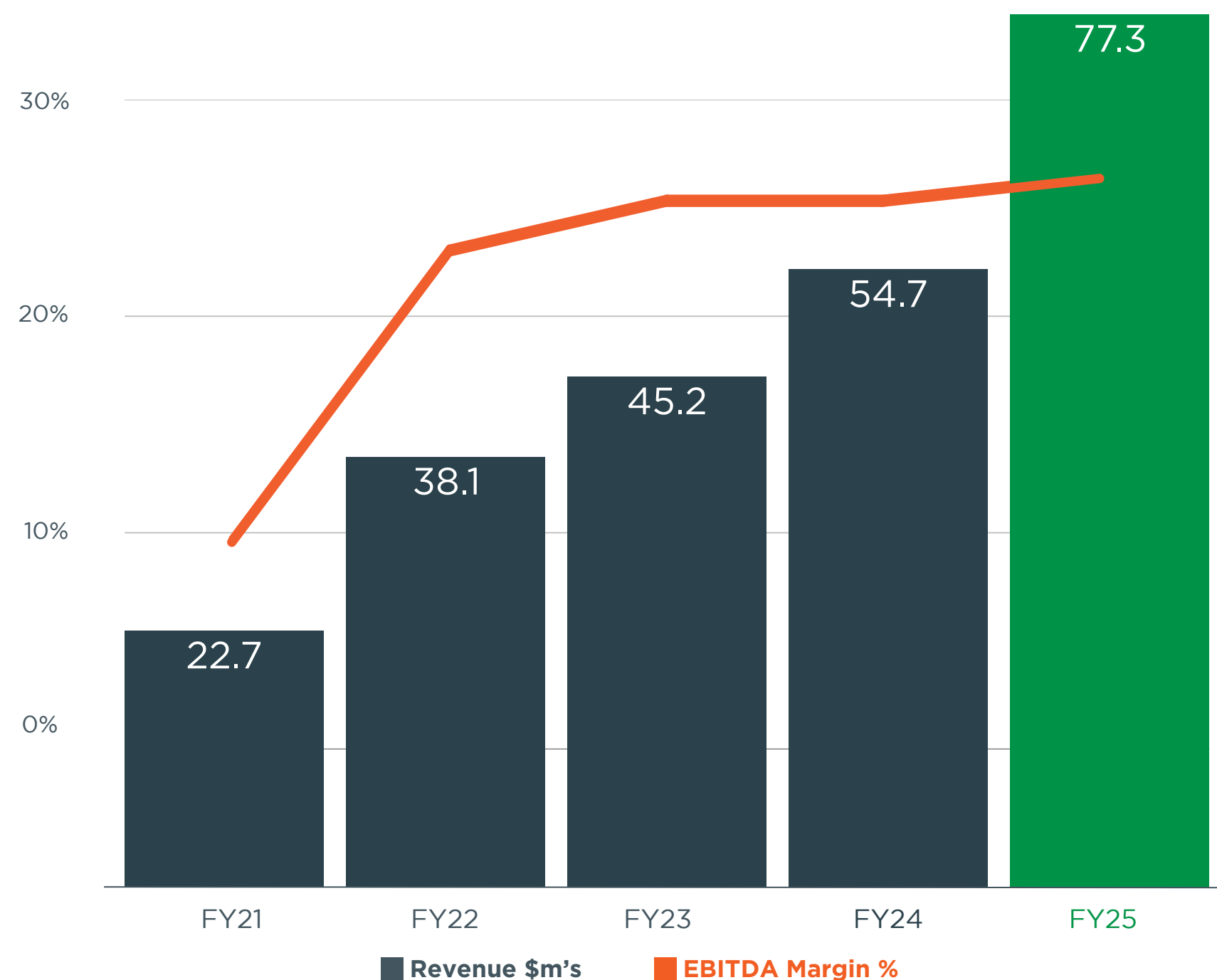
Evans & Partners SMID Conference

29 October 2025
CEO Paul Gillespie

smartparking.com

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Track record of growth and rising profitability



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

Share price up 816% (over 5 year period) 27 October 2025.

Multi-year growth strategy in large addressable markets.

Robust technologies and management capability to deliver long term sustainable growth.

SPZ snapshot



ANPR SITES 1,799
expanding under
management

** As at 30 Sep 2025*

*** 71 Sites removed from Queensland -
technology redeployed to New Zealand*



SITE CAGR 31%
sustained growth

** Over 7 year period to 30 Jun 2025*



FY25 REVENUE
\$77.2m

** For FY25 financial year*



EBITDA MARGIN
26.6% delivering
sustainable growth

** For FY25 financial year*



335 Global
Employees

** As at 30 Sept 2025*



US Footprint
Peak Parking
acquired Feb 25



Total TAM 250k+
Expanding market
opportunities



Proprietary
Technology

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

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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.



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



February

In February, completed the acquisition of Peak Parking.



July

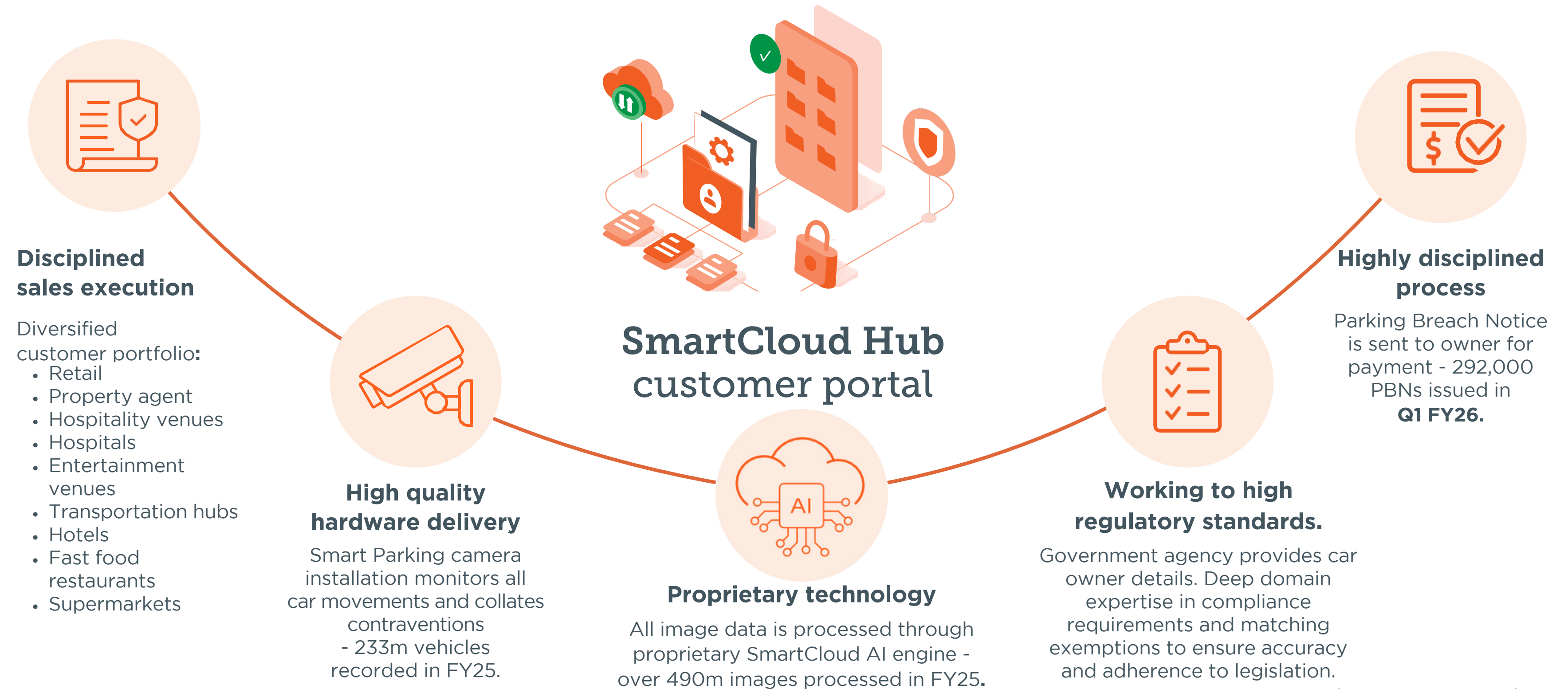


Successfully launched a Parking Management business in Switzerland.

Why we win



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



How it works

| High return capital light model

- ✓ Capex of \$18k to install each site (SPZ retains ownership of the equipment)
- ✓ Each incremental site generates 680 Parking Breach Notices per year generating revenue of \$42.5k
- ✓ Incremental EBITDA margin of 55%
- ✓ Payback of 9 – 10 months
- ✓ Targeting 500 – 700 new sites in FY27
- ✓ Contract term of 3 – 5 years

** Based on mature businesses in UK, NZ & Germany*

*** Indicative metrics based on FY25 data, future performance may vary*

Scaling our international footprint

| Leveraging core technology and expanding out addressable markets



						NEW
	UK	NZ	Germany	Denmark	USA	Switzerland
FY25 Results	Continuing Growth	Building Scale	Growth Accelerating	Established Beachhead	Integration on Track	
GROWTH IN SITES	1,335 total sites 19% ¹ up on PCP	238 total sites 47% ¹ up on PCP	107 total sites 60% ¹ up on PCP	48 total sites Opened Feb 2024	139 total sites	- Established the business in July 2025 - Managing Director recruited - Operational structure set up complete - Further recruitment underway for sales and operational team
GROWTH IN PBNs	Up 13% ¹	Up 48% ¹	Up 37% ¹	8,668 PBNs issued	-	
REVENUE (\$000s)	52,523 Up 19% ¹	7,395 Up 62% ¹	4,003 Up 43% ¹	1,295 Up 1,084% ¹	10,220 ²	
ADJUSTED EBITDA (\$000)	16,748 Up 17% ¹	3,164 Up 128% ¹	(1,499) Up 11% ¹	(1,430) Down 139% ¹	3,083 ²	
Adjusted EBITDA Margin	31.9% Down 0.8% ¹	42.8% Up 12.5% ¹	(37.5%) Up 23.0% ¹	(110.5%) Up 437.8% ¹	30.2% ²	
TAM	45,000 sites	3,000 sites	90,000 sites	10,000 sites	2B parking spaces	

¹ Compared to previous corresponding period.
² Post acquisition period from 1 March 2025 to 30 June 2025.

FY25 Highlights - record results



Revenue of \$77.2m^{1,2}

up

42%

* Compared to PCP

Adjusted free cash flow
of \$13.3m up

15%

* Compared to PCP

1 Excludes interest income of \$0.2m.
2 Includes 4 months of Peak Parking (USA)
3 Excludes non-recurring/non-operation costs.

Adjusted EBITDA

\$20.5m^{2,3} up

47%

* Compared to PCP

Cash of \$12.7m⁴ up

75%

* Compared to 30 June 2024

4 Excludes \$8.7m on cash held on behalf of customers.
5 Weighted average number of ordinary shares is 374,573,995 up 7% on PCP.

1m PBNs issued, up

21%

* Compared to PCP

EPS of 1.45cps^{2,5} up

37%

* Compared to PCP

Q1 FY26 Business Update

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Q1 FY26 key metrics

| Ongoing growth across all markets

Revenue of \$28.3m
up

69% 

**Compared to PCP*

Adjusted EBITDA
\$7.9m up

56% 

**Compared to PCP*

Building scale across
multiple markets

Live in
Countries **6**

**Compared to PCP*

ANPR site growth
to 1,799

21% 

**Compared to PCP*

**** 71 Sites removed from Queensland -
technology redeployed to New Zealand**

**Q1 results are unaudited*

PBNs Issued -
292,477 up

10% 

**Compared to PCP*

Group average
PBN value up

17% 

**Compared to PCP*

Q1 FY26 Trading update



| Positive start to FY26 ongoing growth across all markets



UNITED KINGDOM

- **Enhanced recovery process delivering higher yield per PBN - up 19% on PCP.**
- Total site installations up 18% on PCP with strong pipeline in place.



USA

- **Highly accretive and on track to exceed 25% accretion (on a proforma basis).**
- Integration complete. Growth underway. 7 new locations live in Indiana.
- 10 ANPR sites installed - 8 sites issuing PBNs to date.



NEW ZEALAND

- **48% growth in Q1 FY26 of PBNs compared to PCP**
- Total site installations up 47% on PCP with strong pipeline in place.



GERMANY

- **34% growth in Q1 FY26 of PBNs compared to PCP.**
- Total site installations up 65% on PCP with strong pipeline in place.



DENMARK

- Over 50 sites installed.
- Changes in regulation reducing PBN issuance - utilising technology to maximise PBN output.



SWITZERLAND

- Established July 2025.
- Recruitment of the team is complete.
- Sales pipeline underway.

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.*

Thank you.

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