



SMART
PARKING

Smart Parking Limited ASX:SPZ Investor Presentation

CEO Paul Gillespie & CFO Richard Ludbrook
September 2017 Roadshow

Smart Parking | Business Overview



World leading technology for parking design, development & management



MANAGEMENT SERVICES | UK

Profitable and operates exclusively in the UK. Specialises in managing car parks on behalf of retail customers, land owners and managing agents and currently generates 88% of Smart Parking's revenue.



TECHNOLOGY | GLOBAL

Designs, develops and specialises in on-street and off-street parking technology and software, enabling clients to manage parking efficiently and cost effectively. Critical to competitive advantage in the Services business and to the future growth of Smart Parking.



HIGHLIGHTS

- Record FY17 results
- Global technology rollout
- New clients & deals
- New R&D Smart City Platform development
- Expanding workforce



Smart Parking has made **excellent progress** throughout the 2017 financial year. Our robust financial results has been supported by continued customer wins, refinements to our operational performance and continued installation of Smart Parking's technology around the world

Highlights | FY17



CARDIFF, United Kingdom

The Cardiff City Council order represents Europe's first city-wide deployment of parking bay sensor technology



Services Technology Expansion

Smart Parking Services business continues the roll out of ANPR technology



Wilson Parking New Zealand

Smart Parking wins new contract with Wilson Parking, the APAC market leader in car park operations



FINANCIALS

- Adjusted Group EBITDA up 44% to \$3.2 million*
- Adjusted Group EBITDA margin up 4% to 10.8%*
- Parking Management EBITDA up 47% to \$7.9m*

* In constant currency and before non-recurring items

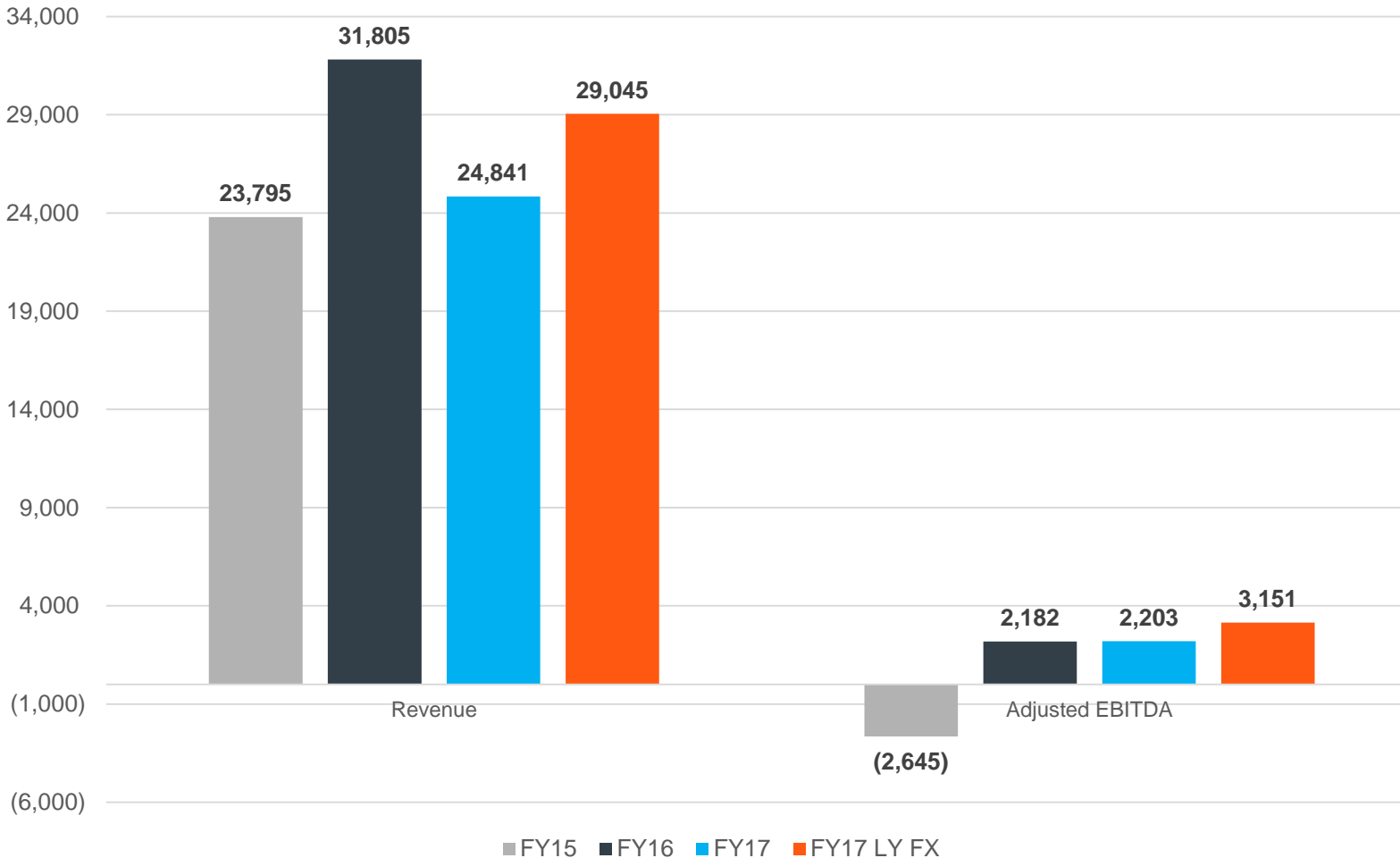


Smart Parking's **transformation** continues following a **44% Adjusted EBITDA improvement** (in constant currency) from the prior corresponding period despite the loss of the Asda contract in April 2016. Adjusted EBITDA (in constant currency) **rose to \$3.2 million** while the group Adjusted EBITDA margin items rose 4% from the prior corresponding period **supported by growth** in our Parking Management division.

Group Financials | FY17



EBITDA margin growth continues into FY17



In Constant Currency

Adjusted EBITDA

Up \$1.0m on FY16 despite loss of Asda

Adjusted EBITDA margin

Up from 6.9% to 10.8%

Revenue

\$29m down 9% on FY16 following Asda contract loss

*LY FX = Constant Currency

Statutory Results | FY17



(000's)	FY17	FY17 at FY16 exchange rates	FY16	FY17 at FY16 exchange rates versus FY16
Total Revenue	24,841	29,045	31,805	Down 8.7%
NPBT	(1,067)	(658)	(2,210)	Up 70.2%
Group - EBITDA	1,314	2,071	1,351	Up 53.3%
<i>Adjustments:</i>				
Professional fees	0	0	831	
Dispute Settlement	(339)	(407)	0	
Onerous Lease	(110)	(132)	0	
Reversal				
Provision for VAT	1,338	1,619	0	
Group - Adjusted EBITDA before non-recurring items	2,203	3,151	2,182	Up 44.4%
Group - Adjusted EBITDA margin before non-recurring items	8.9%	10.8%	6.9%	Up 3.9%

Provision for VAT

The Company is aware of an Upper Tier Tribunal Ruling in the UK impacting the treatment of input VAT incurred on expenditure relating to the administration of Parking Breach Notice activities. As at 30 June 2017 the company has booked an appropriate provision for VAT of \$1.3m based on an assessment of probability adjusted outcomes as required under the accounting rules. Refer to Note 20 in the Preliminary Annual Report for additional information

Statutory Results - Reconciliation | FY17

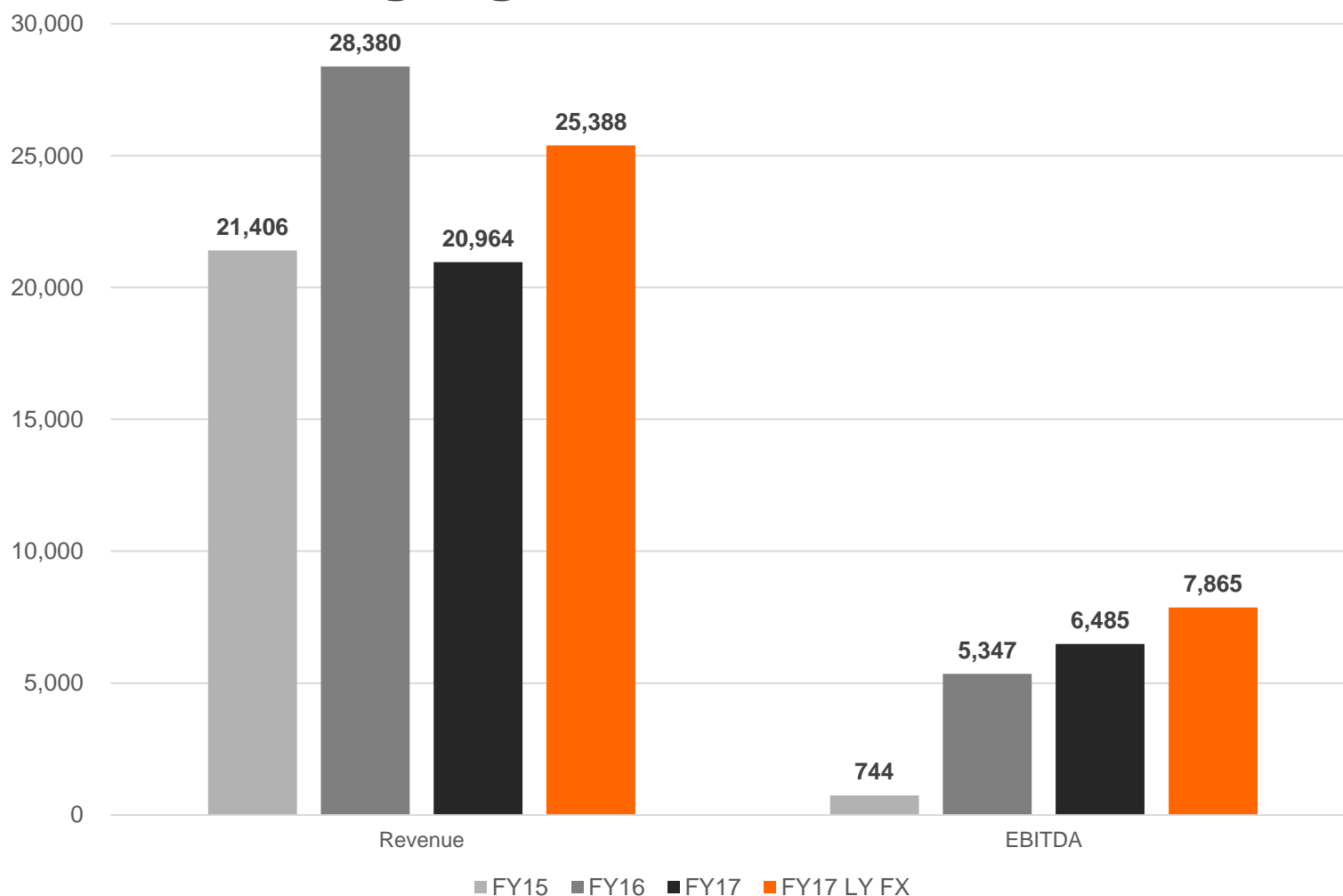


(000's)	Revenue				EBITDA			
	FY17	FY17 at FY16 exchange rates	FY16	FY17 at FY16 exchange rates versus FY16	FY17	FY17 at FY16 exchange rates	FY16	FY17 at FY16 exchange rates versus FY16
Parking Management	20,964	25,388	28,379	-10.5%	6,485	7,865	5,347	47.1%
Technology Division	5,146	5,228	5,580	-6.3%	(2,734)	(3,067)	(2,520)	-21.7%
	26,110	30,616	33,959	-9.8%	3,751	4,798	2,827	69.7%
Corporate	168	168	47	257.4%	(978)	(978)	(645)	-51.6%
Eliminations	(1,437)	(1,739)	(2,201)	-21.0%	0	0	0	
Provision for VAT	0	0	0		(1,338)	(1,619)	0	
Professional fees	0	0	0		0	0	(831)	
Other	0	0	0		(121)	(130)	0	
Statutory Revenue/EBITDA	24,841	29,045	31,805	-8.7%	1,314	2,071	1,351	53.3%
Provision for VAT					1,338	1,619	0	
Professional fees					0	0	831	
Dispute Settlement					(339)	(407)	0	
Onerous Lease Reversal					(110)	(132)	0	
Underlying Revenue/Adjusted EBITDA before non-recurring items	24,841	29,045	31,805	-8.7%	2,203	3,151	2,182	44.4%
EBITDA Margin					8.9%	10.8%	6.9%	

UK Management Services | FY17



EBITDA margin growth continues into FY17



EBITDA

Up 21% on FY16

Up 47% in constant currency
on FY16

EBITDA margin

Up from 18.8% to 30.9%

Revenue

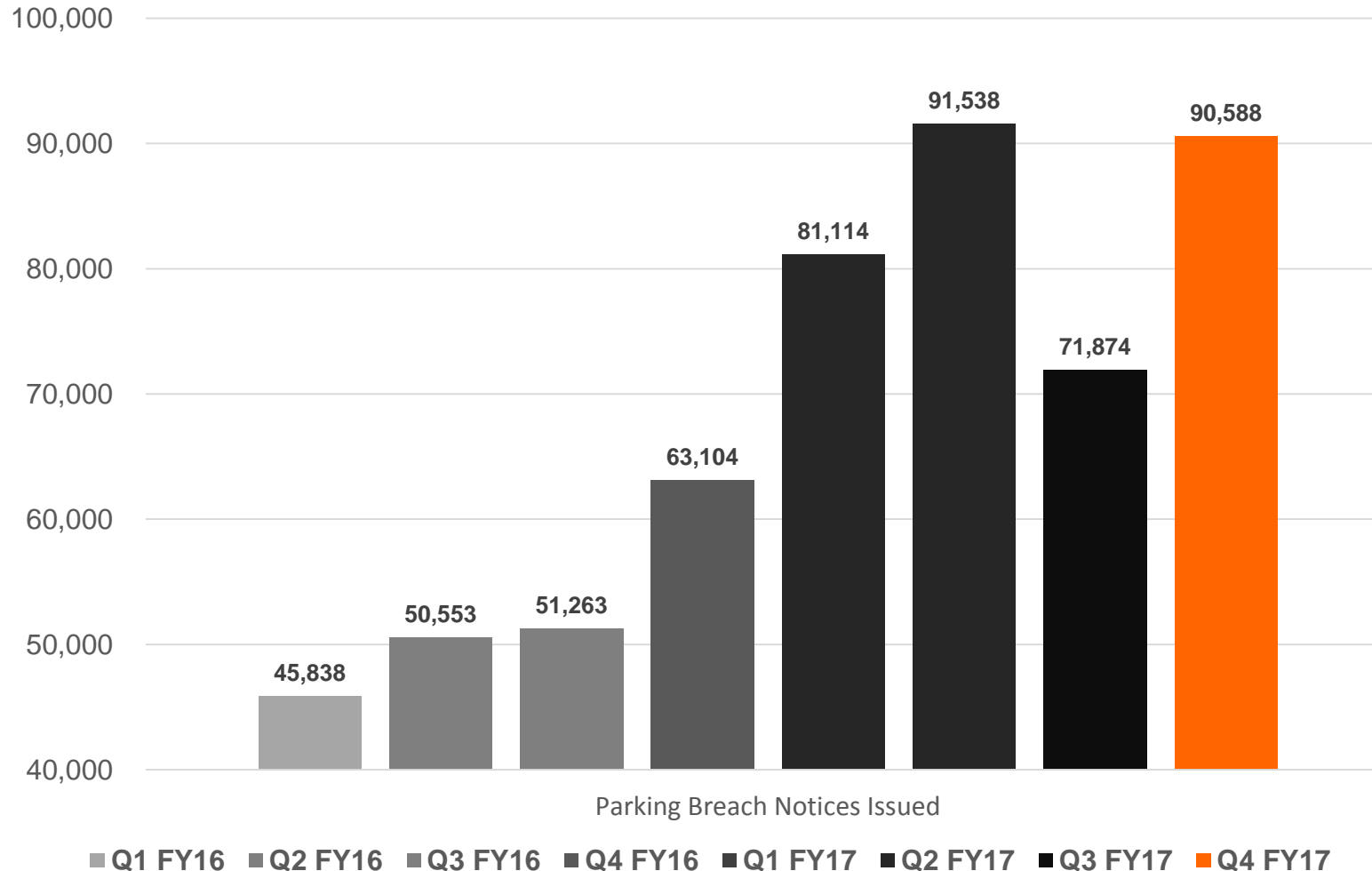
\$21.0m is down 26% on FY16
following Asda contract loss and
foreign exchange movements

***LY FX = Constant Currency**

UK Management Services | ex Asda



Growth in parking breach notices set to continue



Parking Breach Notices
up 59% compared to
FY16

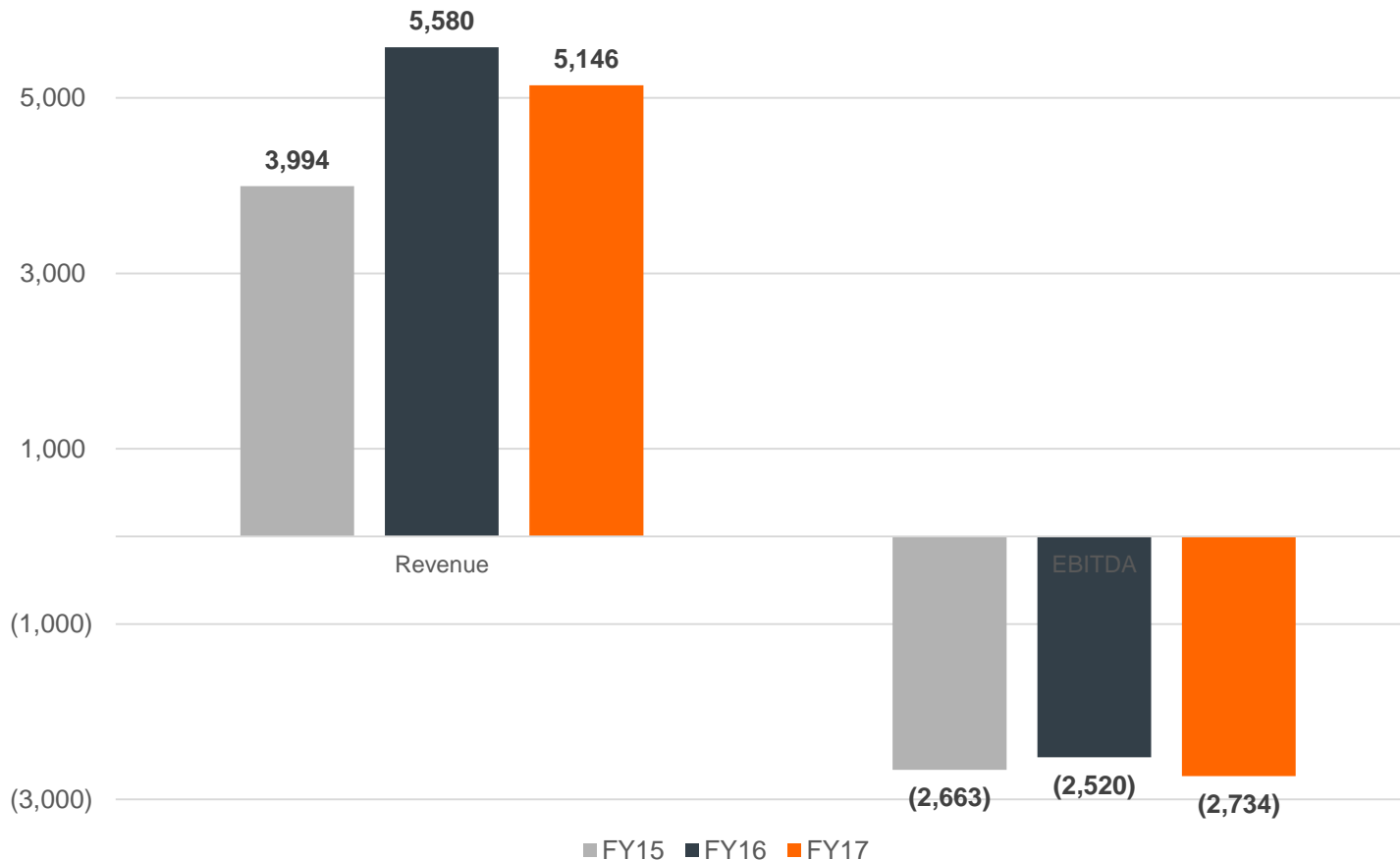
Strong growth
expected in FY18 with
the continued roll out of
ANPR

Jul 2017 up 14% on Jun
2017

Technology | FY17



Ongoing investment in Technology



New Wins

New contract wins in the UK, New Zealand and Australia

Continued Technology Investment

Delivers new Smart City technology platform in FY17

Growth Ahead

Stronger performance expected in FY18 based on sales pipeline and order book

Group Financial Position



Completed \$11.1m capital raising

(\$000's)	Jun 2017	Jun 2016
Current Assets	21,386	11,050
Non Current Assets	7,405	8,929
Total Assets	28,791	19,979
Current Liabilities	6,375	7,190
Term Liabilities	80	-
Total Equity	22,336	12,789

Current Assets & Equity reflect \$11.1m capital raising

Deferred Tax Asset reduced by \$0.4m following UK profitability

Fixed Asset Additions of \$1.2m related mainly to the deployment of technology in the UK which has led to improved earnings

Current Liabilities include Provisions for VAT of \$1.3m and reversal of onerous lease provision following settlement in FY17

Borrowings related to facility used to acquire hardware

Group Cash Flow



Capital raising of \$11.1 million funds for future growth

Net operating cash inflow of \$0.7m, Q4 had operating cash inflows of \$0.8m (excluding \$0.5m onerous lease settlement)

Closing cash of \$13.5m, excludes cash held on behalf of customers

Fixed Asset additions of \$1.3m related mainly to the deployment of technology in the UK which has led to improved earnings. Capex was down on prior year following the loss of Asda and the redeployment of cameras to more profitable sites.

Non cash financing & investing of \$0.2m related to facility used to acquire hardware for deployment on parking sites in the UK.

(\$000's)	Jun 2017	Jun 2016
Operating cash flows	659	798
Investing cash flows	(1,457)	(2,398)
Financing cash flows	11,086	(90)
Net cash flows	10,288	(1,690)
Closing cash	13,541	3,369



BUSINESS UPDATE

Management Services

- UK Services business continues to deliver earnings growth

Technology

- New business wins and significant technological advancement

Management Services | FY17 Highlights



UK Management Services
continues to deliver growth
through installation of
Automatic Number Plate Recognition
[ANPR] technology

EBITDA margin growth of 12% to 31%
demonstrates the quality of new business

EBITDA increased 47% to \$7.9m
(in constant currency)

Business transformation continues
following the loss of the Asda contract

Management Services | FY17



UK Services business continues to deliver great results



FY18 pipeline looking strong and supports the continued investment in ANPR technology

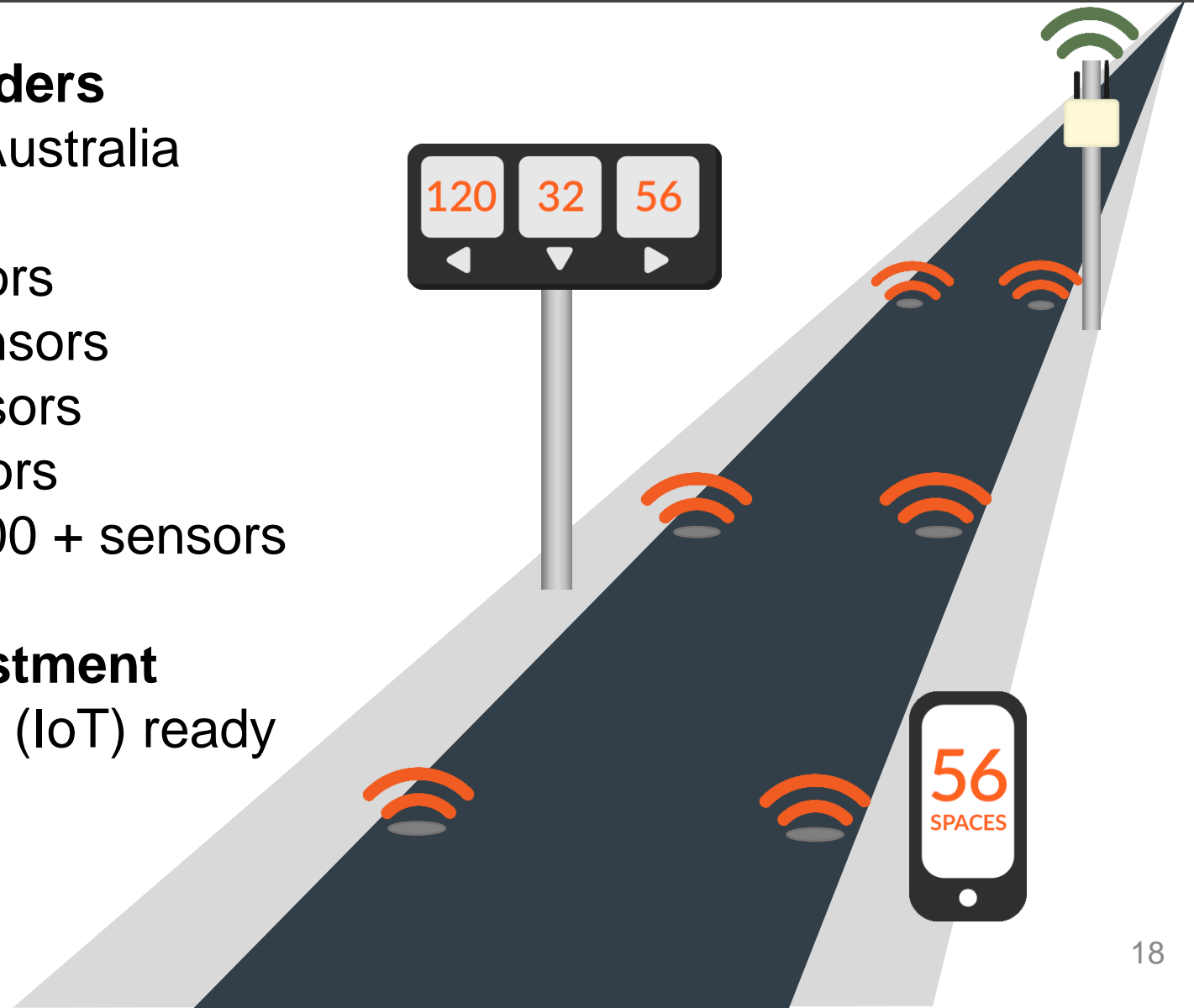
Technology | FY17 Highlights



Secured new customer orders
across UK, New Zealand and Australia

- Cardiff City Council – 3,000 sensors
- Hamilton City Council – 1,345 sensors
- Coles Supermarkets – 1,100 sensors
- Hobart City Council – 2,100 sensors
- Wilson Parking New Zealand 3,000 + sensors

Continued Technology Investment
In Smart Cities & Internet of Things (IoT) ready
capabilities



Technology Global Footprint | FY17



We have delivered and support sophisticated parking systems across the globe, with solutions for:

- shopping centres
- supermarkets
- airports
- commercial parking sites
- universities
- medium and large scale municipal environments



Technology | Expansion ramps up



Expanding across key markets: UK, AUS, NZ | Strengthening sales capacity



UK: Cardiff City Council order to install 3,000 sensors

Australia: Coles Supermarkets order to install 1,100 sensors across 5 locations

Australia: Hobart City Council order 2,100 sensors to provide real time data

New Zealand: Wilson Parking order to install in excess of 3,000 sensors across

Technology orders for FY18 Revenue



Firm orders of \$2.5m secured for FY18

Australia:

- Coles Supermarkets 262 sensors
- Hobart City Council order 2,100
- Telstra 449 sensors
- City of Gold Coast 120 sensors

New Zealand:

- Wilson Parking 3,000+ sensors across multiple locations
- Hamilton City Council 1,345 sensors



FY17 R&D | New Smart Cities Platform



New Smart Cities platform delivers break-through advantages for our Smart Information Services for Cities and Businesses

Eliminates costs associated with code development and maintenance

SPZ ready for the future of Smart Cities and the **Internet of Things (IoT)**



FY17 R&D | New Smart Cities Platform



New Revenue opportunities
for subscription and pay-for-
use based service

**Modular Service Solutions
Delivery Platform** beyond
the parking vertical

**Integration of leading Big
Data, IoT capabilities and
analytics**



Global Application for FY18



Cardiff City Council chose Smart Parking Technology to transform the parking experience across the city

Smart Parking have developed a new app to provide guidance, payment and enforcement capabilities

SPZ App ready for global release





OUTLOOK

- Strong pipeline of business
- Growing client relationships
- Well placed to capture demand
- Investing in technology innovation
- Fully funded to execute strategy
- Future ready for Smart City growth



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 not expected to occur in the future.

EBITDA – represents Earnings before interest, taxation, depreciation and amortisation.

LY FX – current years results presented using the prior periods average exchange rates (constant currency).



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SMART PARKING

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SUPPLEMENTARY INFORMATION

Management Services | How it works



Parking management improving customer satisfaction & revenue generation

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☒ Q1
☐ Q2
☐ Q3



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

ANPR | How it works



Automatic Number/ License Plate Recognition (ANPR)

- **ANPR parking system:** Reliable, accurate, cost effective off-street parking management solution
- **Proven to serve a wide range of industry:** Supermarkets, retail, hotels, hospitals, leisure centres
- **Smart Parking's ANPR solution:** Ensures greater compliance and increased parking revenue

ANPR BENEFITS

- Ticketless, barrier-free system, parking areas managed 24/7
- Automatically generated and issued parking charge notices
- Increased security, comprehensive reporting & account management
- Supply and installation at no cost to the customer



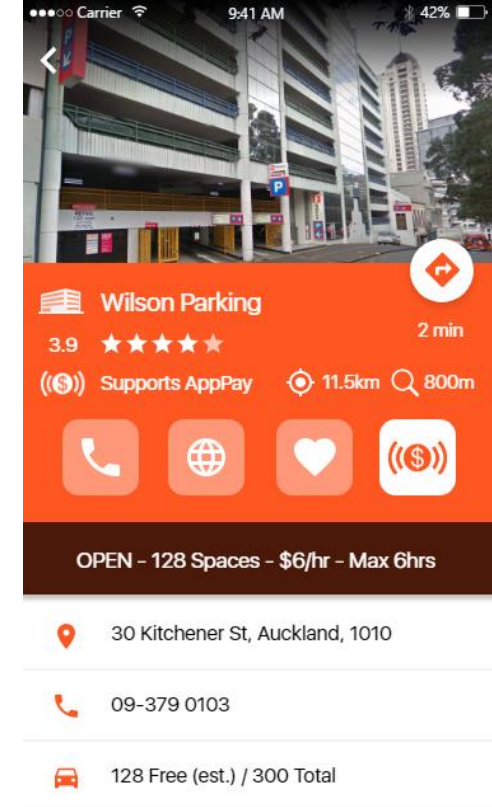
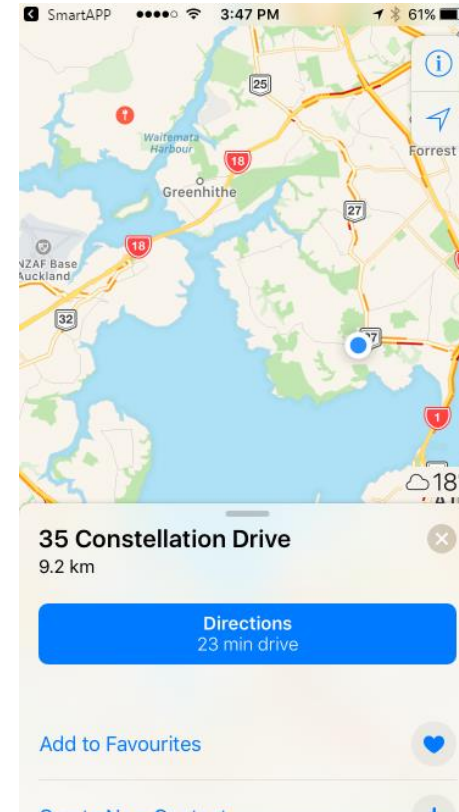
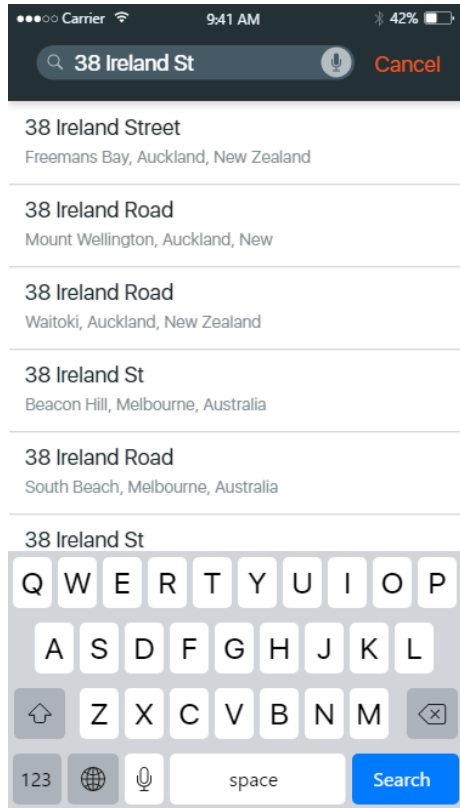
Technology | How it works



Providing effective parking management solutions around the world

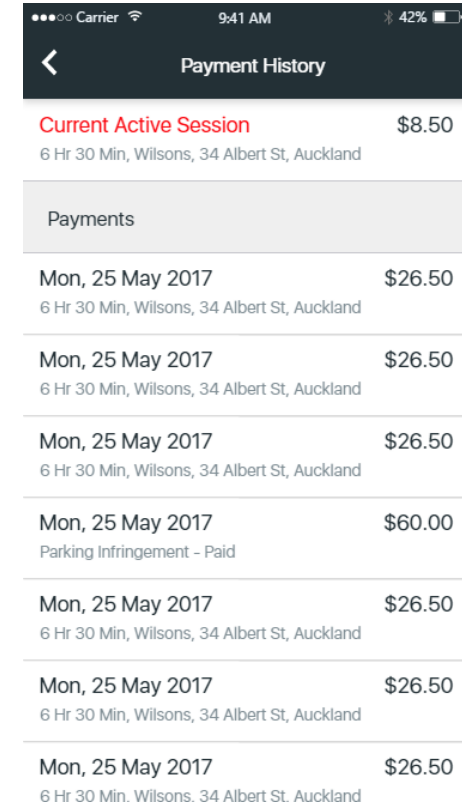
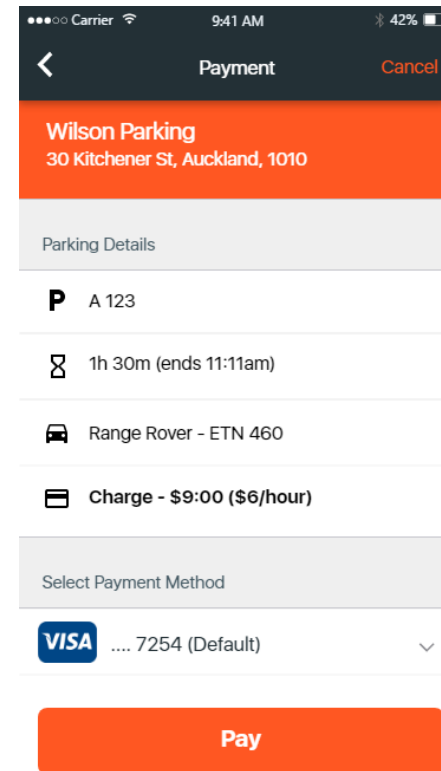
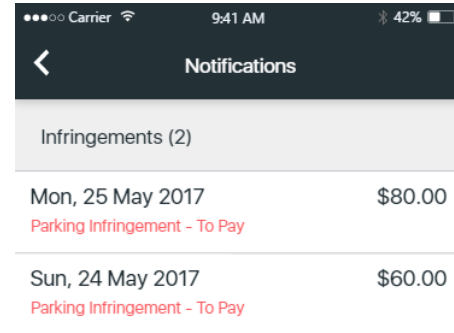
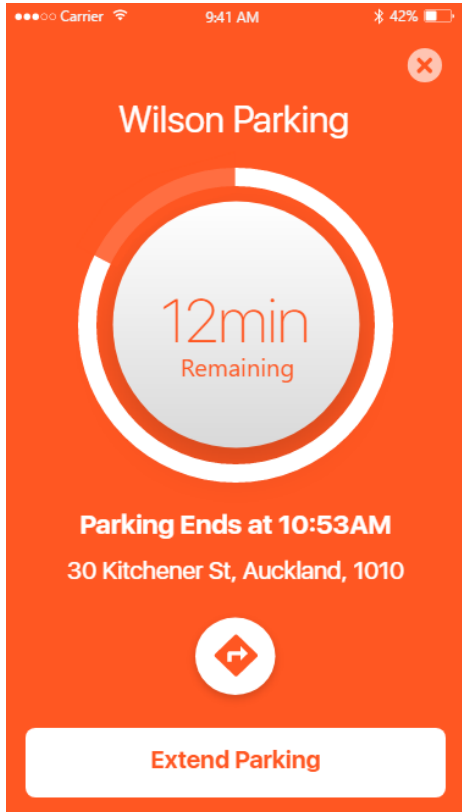


Technology | SmartApp Features



Search for nearby parking, **see** real-time data on a map
receive directions to a car park and **discover** additional car park information

Technology | SmartApp Features



Set a timer or extend parking, **receive** notifications
make a payment and **see** a full transaction history

Sydney Operations | Video Highlights



[Mosman / BridgePoint Shopping Centre](#)

Off and on-street sensor technology, overhead lights and in-ground sensors give real-time data to improve parking



[Waverley Council](#)

In-ground vehicle sensors and partnership with APARC enhance parking in one of the world's most iconic coastal suburbs



[Baulkham Hills Shopping Centre](#)

Improving the customer experience of parking through overhead parking guidance and real-time data on available spaces

Smart Parking | Legal Disclaimer



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