

Smart Parking Limited ASX:SPZ AGM Presentation



CEO Paul Gillespie
10th November 2017

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.





FY17 Highlights



Highlights

Record FY17 results

Global technology roll-out

New clients & deals

New R&D Smart City
Platform development

Expanding workforce



Highlights

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.





FY17 Financial Update

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

Group financials

EBITDA margin growth continues into FY17

In constant currency:

Adjusted EBITDA

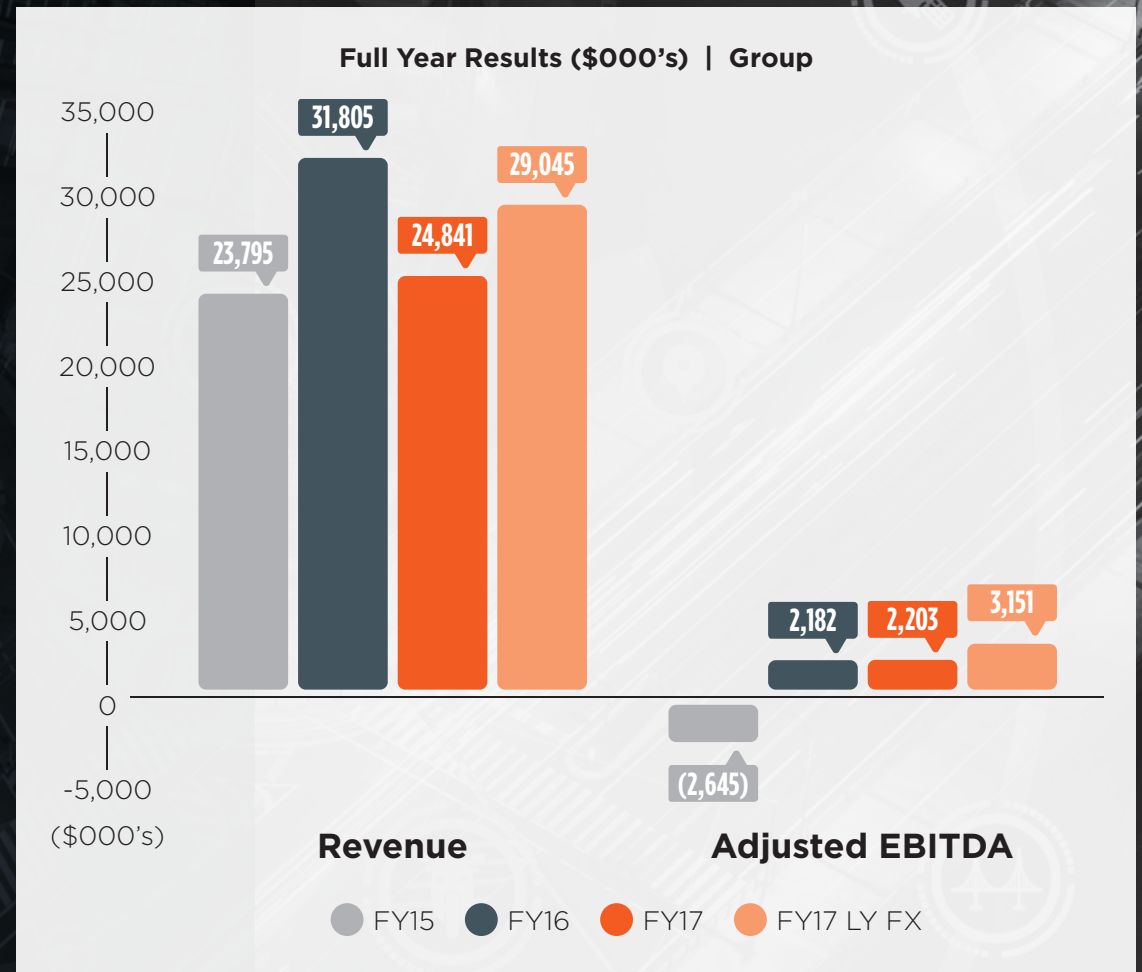
Up \$1.0m on FY16 despite loss of Asda.

Adjusted EBITDA margin

Up from 6.9% to 10.8%.

Revenue

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



*LY FX = Constant currency

Services financials

EBITDA margin growth continues into FY17

EBITDA

Up 21% on FY16.

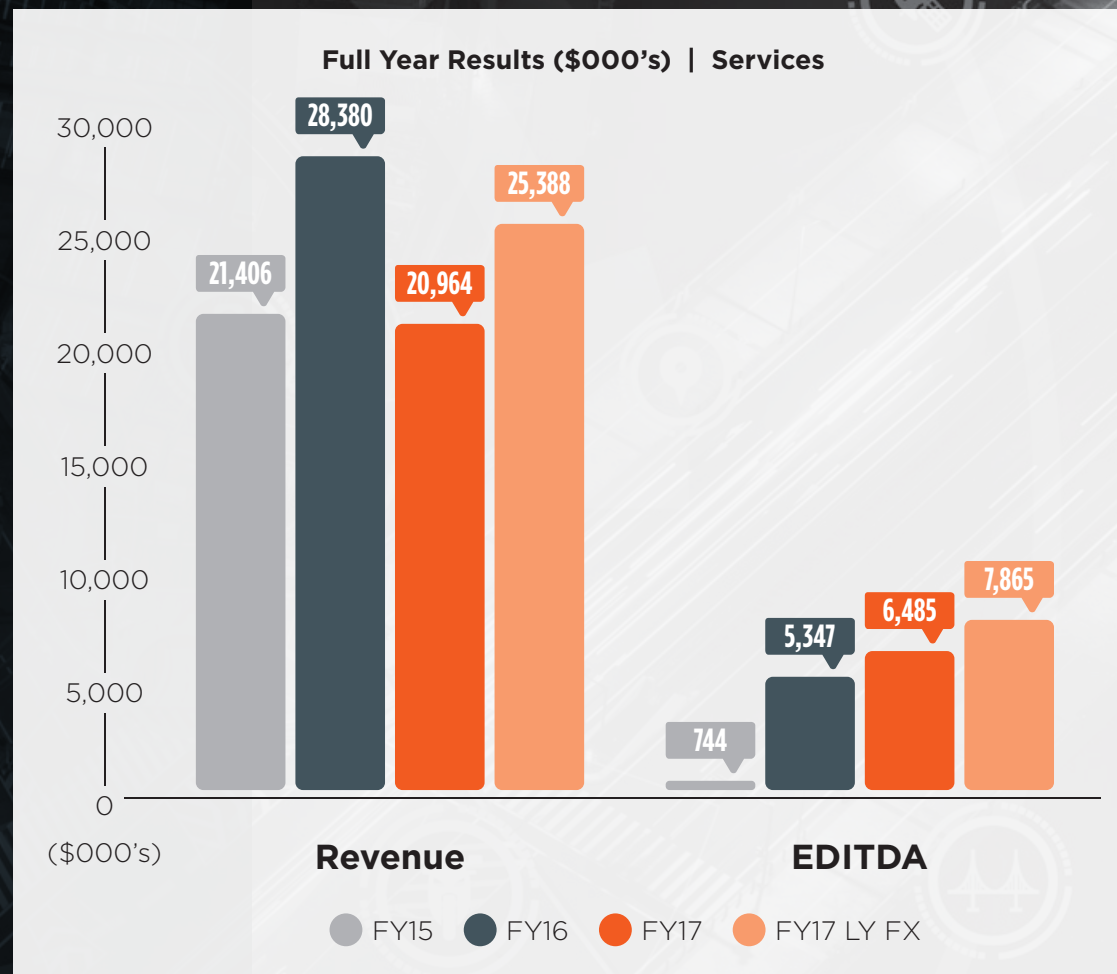
Up 47% in constant currency.

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

Technology financials

Ongoing investment in technology

New wins

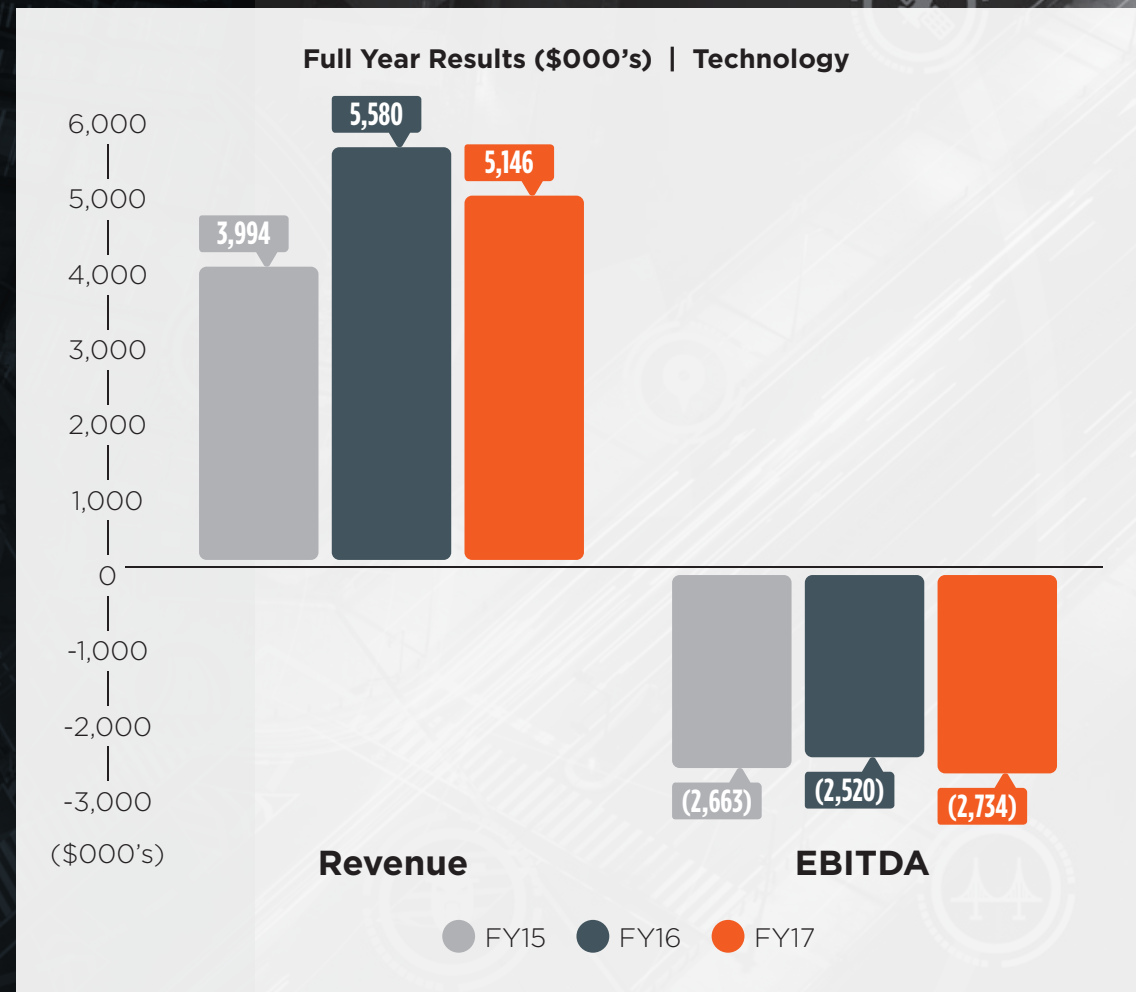
New contract wins in the UK, New Zealand & Australia.

Continued technology investment

Delivers new Smart City technology platform in FY17.

Growth ahead

Stronger performance expected in FY18 based on sales pipeline & order book.



FY18 Q1 business update

Management services

UK services business continues to deliver earnings growth

Technology

New business wins and significant technological advancement



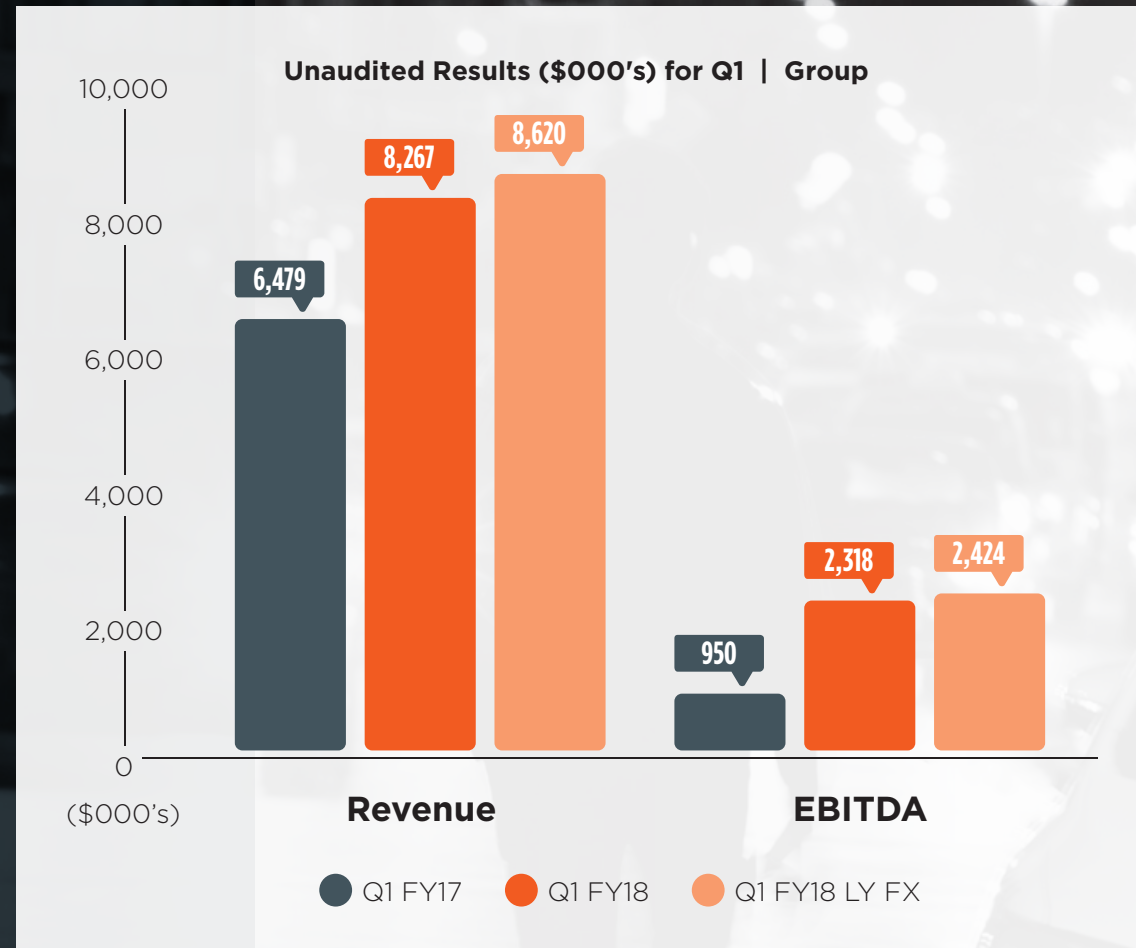
Q1 Revenue & EBITDA growth

Unaudited Group results for Q1 show positive revenue growth and EBITDA profitability.



Group revenue \$8.3m up 28% on Q1 FY17 and up 33% in constant currency.

Group adjusted EBITDA \$2.3m up 144% on Q1 FY17 and up 155% in constant currency.



Q1 Group cashflow

Balance sheet continues to strengthen.

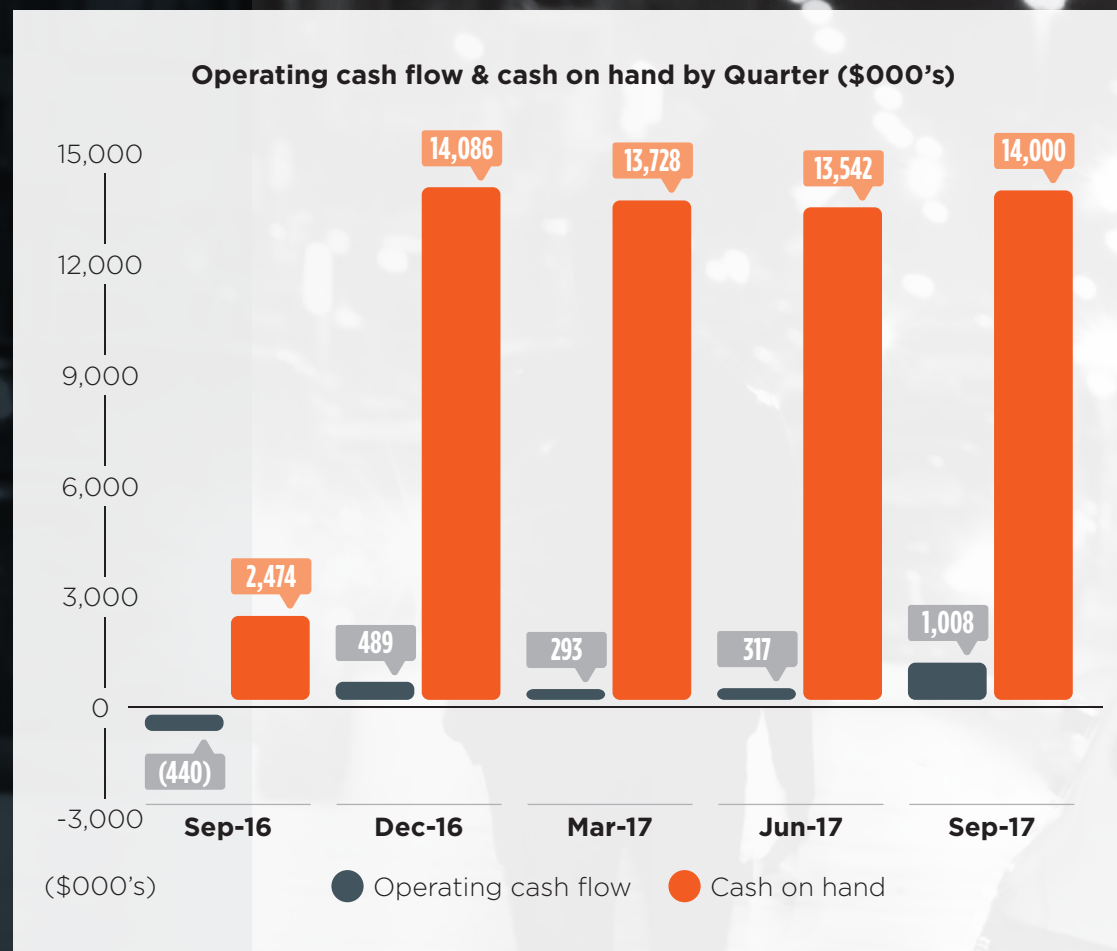


Net operating cash inflow of \$1.0m up \$0.7m on previous quarter. Operating cash flows expected to continue to grow in Q2.

Capex of \$0.5m largely attributable to deploying technology on car parks in the UK which continues to drive improved returns.

Closing cash of \$14m, excludes cash held on behalf of customers.

SPZ fully funded to explore and execute Corporate Opportunities.



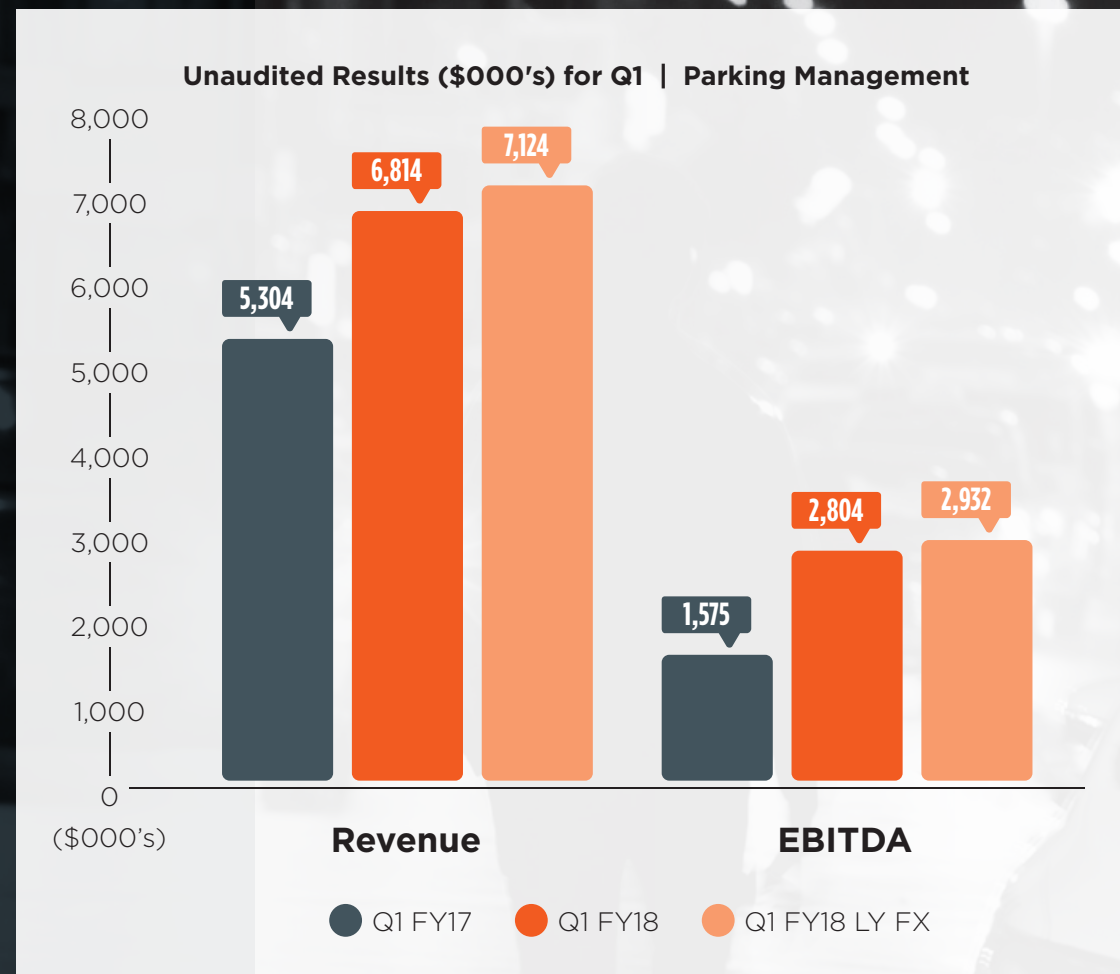
Q1 Management services

Business transformation continues following the loss of the Asda and Matalan contracts.



Revenue growth
Up 28% on Q1 FY17 and
34% in constant currency.

EBITDA growth
Up 78% on Q1 FY17 and
86% in constant currency,
demonstrating the quality
of new business.



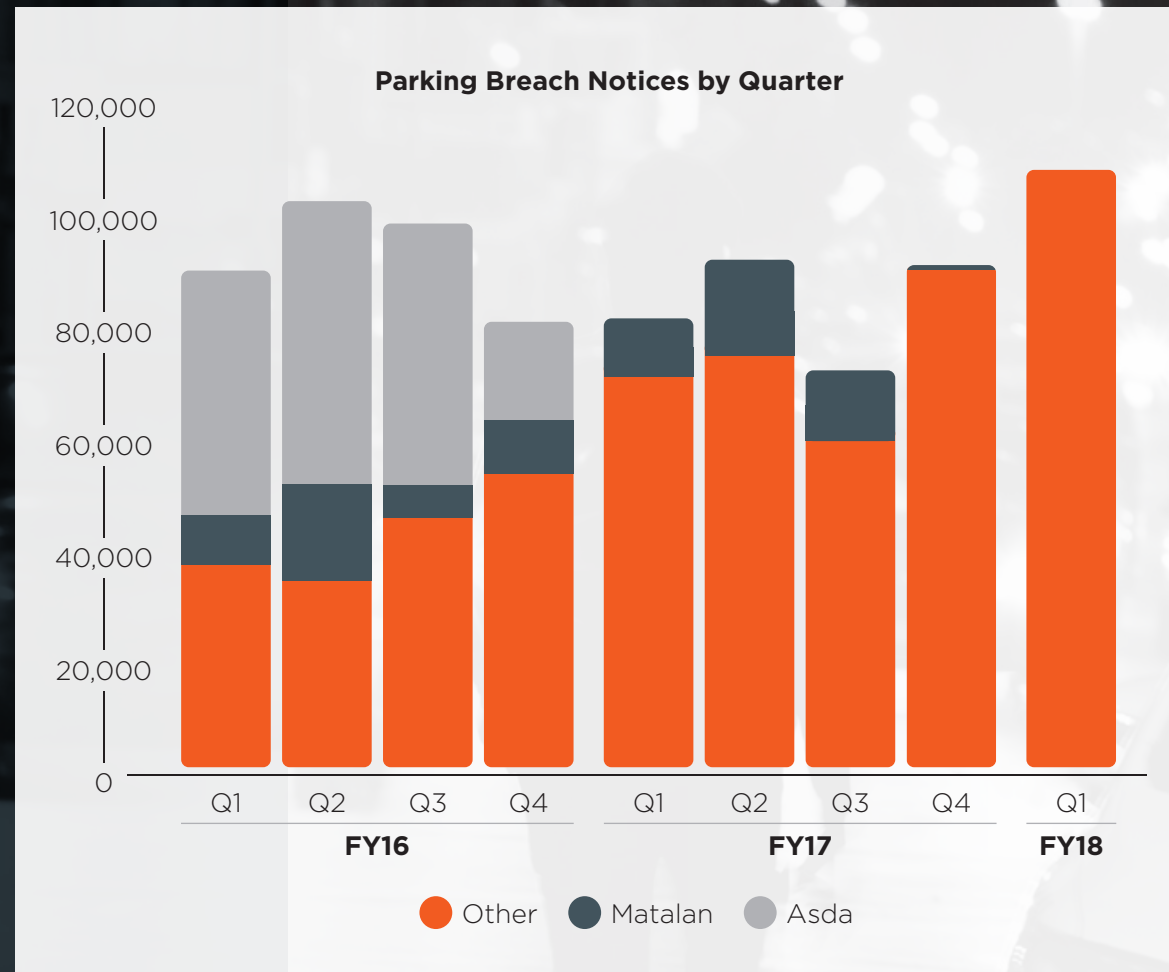
Q1 Parking breach notices

Growth in Parking Breach notices continues with the roll out of ANPR technology.



Q1 FY18
Up 33% on Q1 FY17.

Margin growth demonstrated whilst exiting high volume, low margin contracts.



Q1 Management services

UK services business continues to deliver a strong and growing customer base.

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



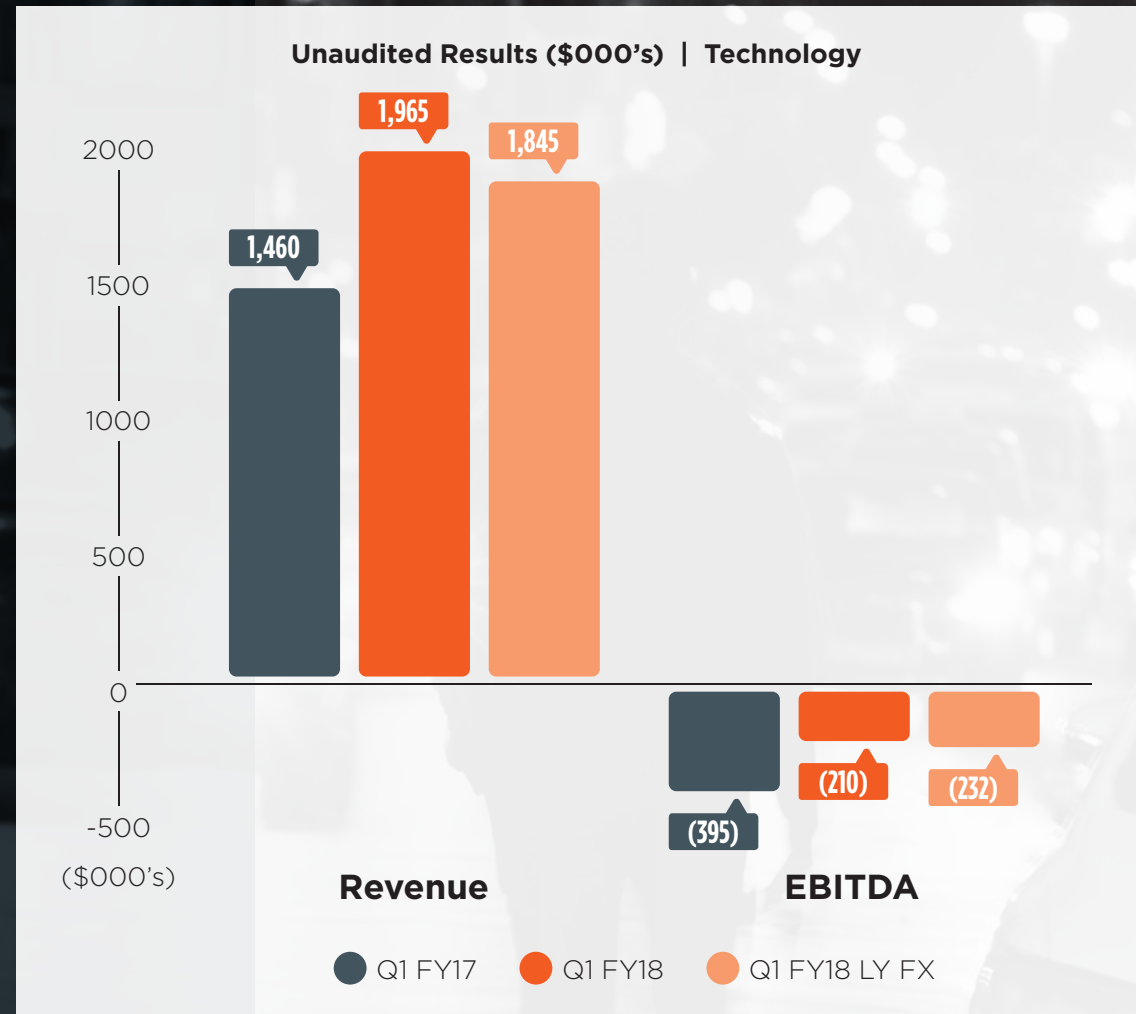
Q1 Technology

New business wins demonstrate the adoption of Smart City & IoT technology.



Revenue growth
Up 34% on Q1 FY17 and
26% in constant currency.

EBITDA
Loss reduced by 47%
on Q1 FY17 and 41% in
constant currency.



Q1 Technology

Smart Parking's ongoing commitment to invest in its unique technology has resulted in increased sales and revenue growth so far in FY18.

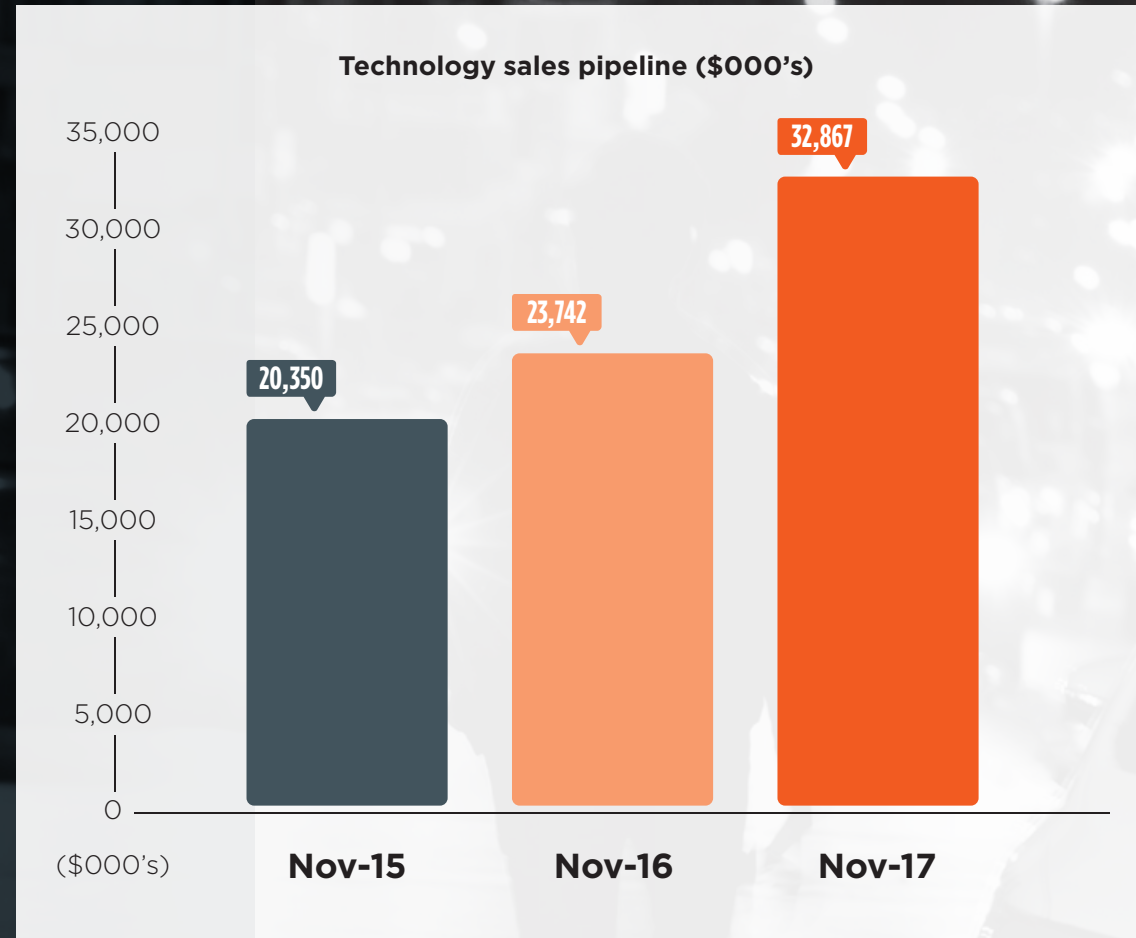
- Firm orders continue to grow
- Recurring revenue growth from new business wins
- Recurring revenue number inclusive of UK services licence fee



Q1 Technology

Aside from Smart Parking's firm orders and committed recurring revenue there is an ongoing pipeline of strong prospects that grows with each year.

- **Pipeline growth** in line with technology adoption across all home markets
- Total technology pipeline exceeding **\$30m**





Strategic partnership with Telstra

Smart Parking signed a sales agreement with Telstra in October 2017, which has opened up Telstra sales channels for SPZ. Telstra are now actively selling Parking as part of the Smart City/Internet of Things (IoT) offering.

Five projects are already signed:

- City of Casey | 904 sensors (scheduled for installation in Nov)
- Cairns Regional Council | 224 sensors (set for installation in Nov/Dec)
- City of Greater Geelong | 209 sensors (set for installation in Dec)
- Broken Hill City Council: 105 sensors (set for installation in Dec)
- City of Joondalup: 120 sensors (already installed)

Growing technology customer base

Expanding across our key markets of UK, Australia & New Zealand & 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
| Hobart City Council order 2,100 sensors to provide real time data

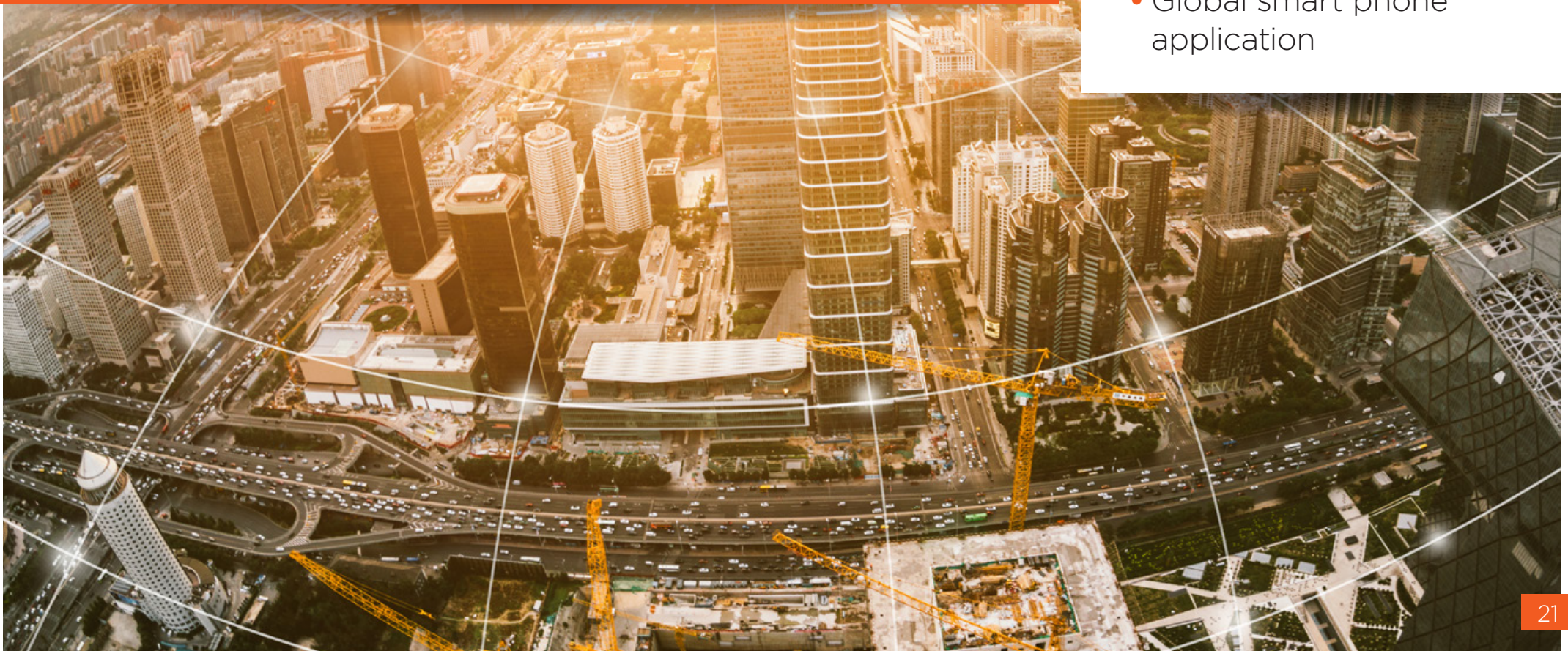
New Zealand | Wilson Parking order to install in excess of 3,000 sensors across multiple locations | Hamilton City Council installation of 1,345 sensors



New technology development

Technology

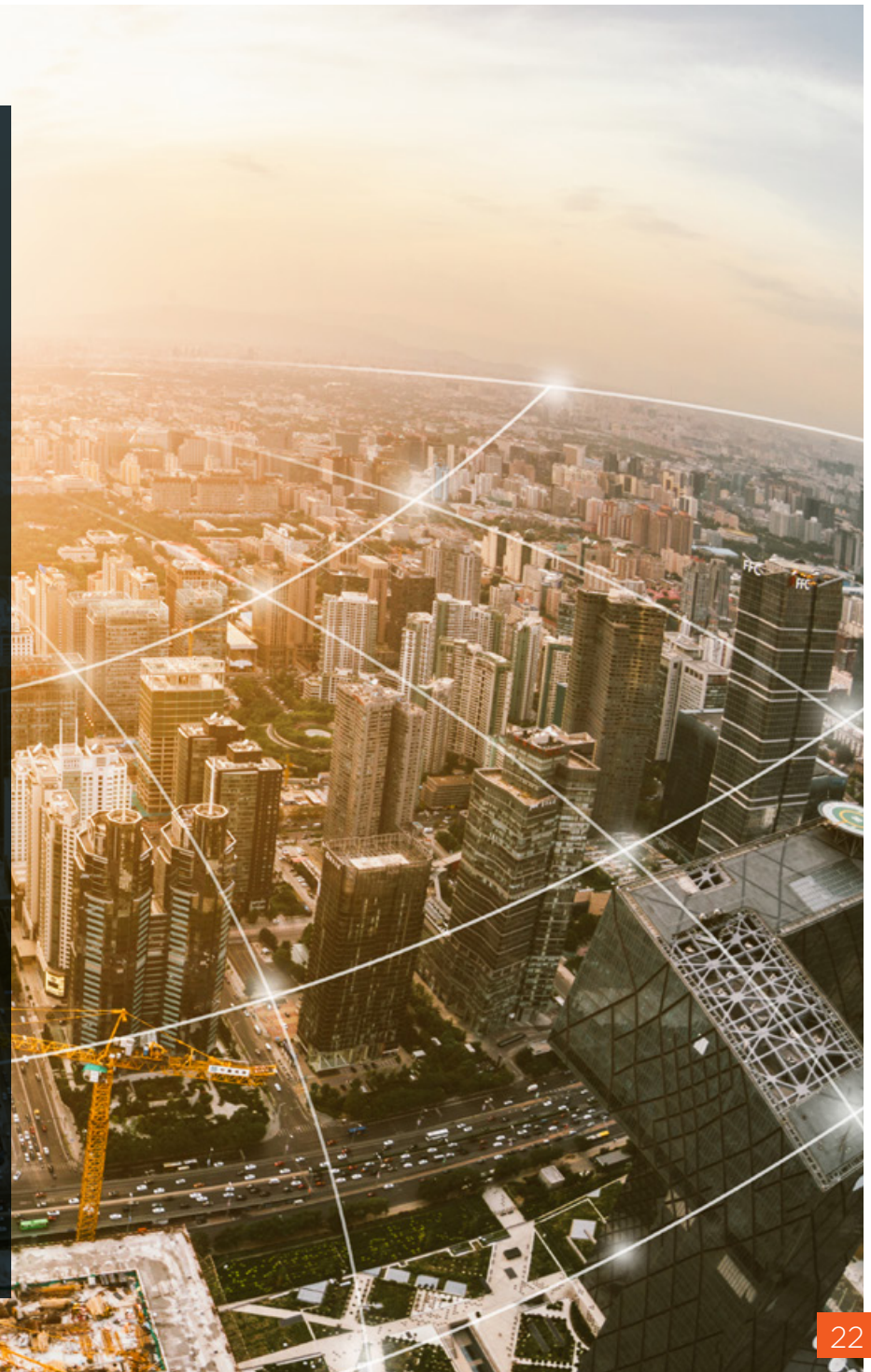
- New Smart City platform
- New cloud based applications
- Global smart phone application



Research & development: New Smart Cities platform

The new cloud-native Smart Cities platform delivers break-through advantages for our Smart Information Services for Cities and Businesses.

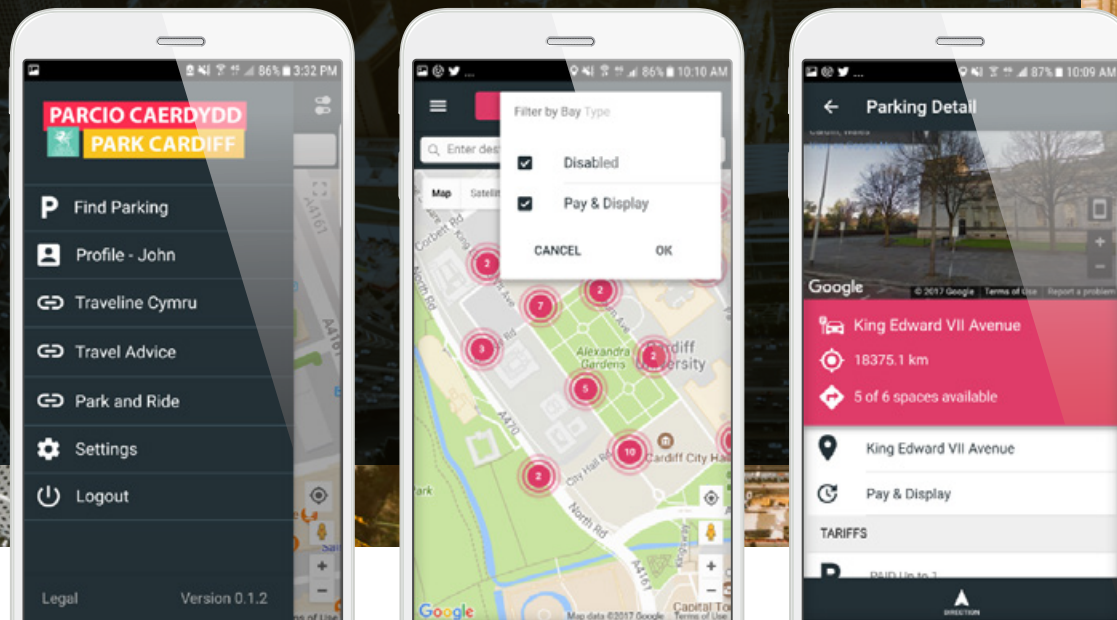
- Reduces costs associated with code development & maintenance
- SPZ is ready for the future of Smart Cities & the Internet of Things (IoT)
- New revenue opportunities open up for subscription & pay-for-use based service
- Modular Service Solutions Delivery Platform beyond the parking vertical
- Integration of leading Big Data, IoT capabilities & analytics



Global application delivered in Cardiff

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 and the SPZ App is ready for global release.



Outlook

FY17 has been year of growth and positive investment in all areas of Smart Parking's business offerings.

- Strong pipeline of business in tech and services
- Growing client relationships
- Well placed to capture demand
- Investing in technology innovation
- Future ready for Smart City growth
- SPZ fully funded to execute strategy and explore Corporate Opportunities



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Connect with Smart Parking



Supplementary information



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

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



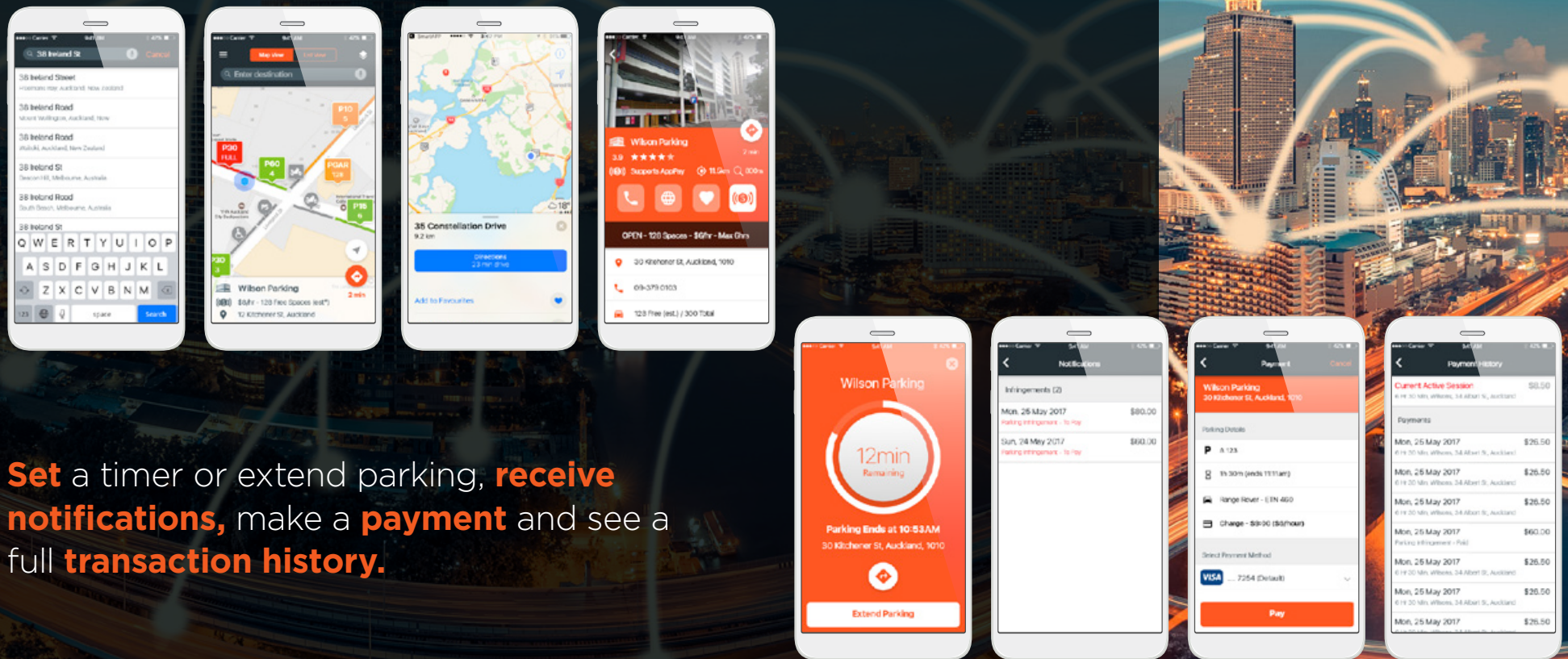
Technology: How it works

Smart Parking's technology provides 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.



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.



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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