

Smart Parking Limited

ASX:SPZ

Investor Presentation

CLSA Down Under Tour

March 2016

Paul Gillespie, CEO



SMART PARKING LIMITED (ASX:SPZ)

WORLD LEADER IN THE DESIGN, DEVELOPMENT AND MANAGEMENT OF PARKING TECHNOLOGY

Key market statistics

| | |
|------------------------|----------|
| ASX code | SPZ |
| Market cap | \$81.45m |
| Share price - 09.03.16 | 0.275 |
| 52 week high | 0.38 |
| 52 week low | 0.08 |
| Average daily volume | 370,357 |
| Shares on issue | 296.2m |
| Listed on ASX | 2011 |
| GICS classification | IT |

Share price performance (August 2015 – March 2016)



THE GLOBAL PARKING OPPORTUNITY

THE NEED FOR PARKING SOLUTIONS IS SIGNIFICANT AND GROWING

“Everybody’s journey, as soon as you get into a car, starts and ends with a parking event.

As a result the pressure on the curbside is becoming greater. So, by the natural growth of any city, it’s going to become more of a challenge to park your car.”

- CEO Paul Gillespie



SMART PARKING INVESTMENT PROPOSITION

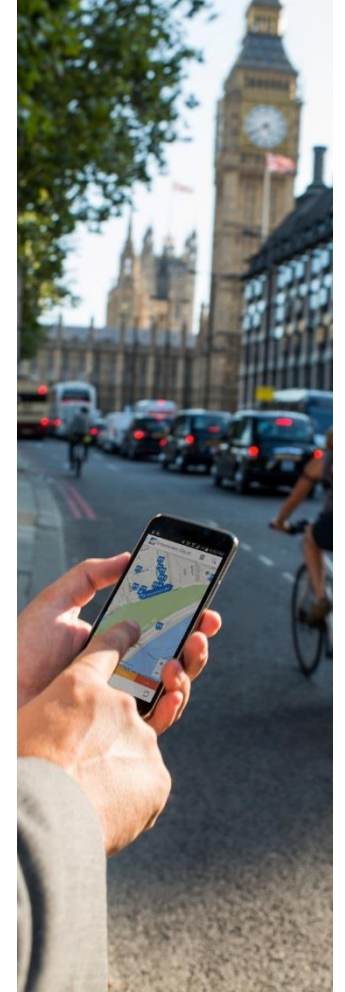
SMART PARKING LEADS THE WORLD IN THE DEVELOPMENT OF INTELLIGENT CAR PARKING SOLUTIONS FOR CITIES AROUND THE GLOBE THROUGH TWO MAIN DIVISIONS

Management Services

- Headquartered in the UK and specialising in managing car parks on behalf of retail customers, land owners and managing agents.

Technology

- Designs, develops and specialises in on-street and off-street parking technology and software that enables clients to manage parking efficiently and cost effectively.



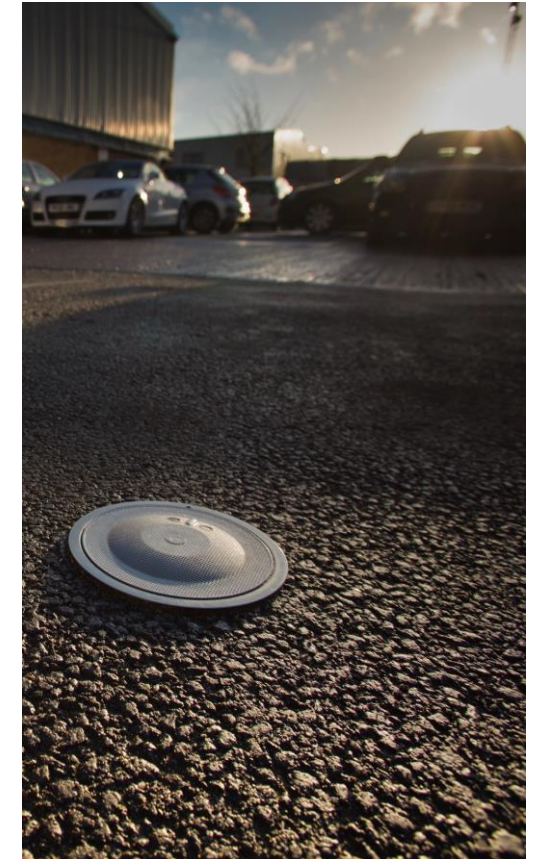
MANAGEMENT SERVICES - OPERATIONS

MANAGING CAR PARKS ON BEHALF OF RETAIL CUSTOMERS, LAND OWNERS AND MANAGING AGENTS

- Employs 267 people
- Operates more than 1,100 car parking sites

Products & Services

- Automatic Number/Licence Plate Recognition
- Pay & Display
- Marshalling
- Parking Charge Notice (PCN) Processing
- Site Surveys



MANAGEMENT SERVICES - H1 FY16 UPDATE

ACCELERATED ROLL-OUT OF AUTOMATIC NUMBER/LICENCE PLATE RECOGNITION (ANPR/LPR)

- ANPR technology continues to be deployed across the UK & Northern Ireland
- 72 sites installed so far in FY16 with ANPR technology
- More than 70 sites in the pipeline to install ANPR technology before 30th June 2016
- SPZ recording over 1,000,000 vehicle movements every day across the ANPR estate

ANPR/LPR TECHNOLOGY

1,018,968

Vehicle movements
every day

6,084,288,984

Total minutes parked
over 6 months

MANAGEMENT SERVICES - H1 FY16 UPDATE

SMART PARKING SECURES NEW CONTRACT WINS ACROSS EUROPE

- **Lidl UK** German grocery retailer contract to manage more than 30 sites during H1 FY16
- **Matalan** UK contract retained and expanded from 28 to 88 sites during H1 FY16
- **McDonald's UK** First site awarded and installed with the fast food chain

Smart Parking continues to focus on service delivery

- **Key customers** retained through excellent service
- **New sites** and market share growing throughout the UK with existing relationships
- **Expanded** account management team with new market expertise
- **New account management team** tasked with new business growth to new multi site customers



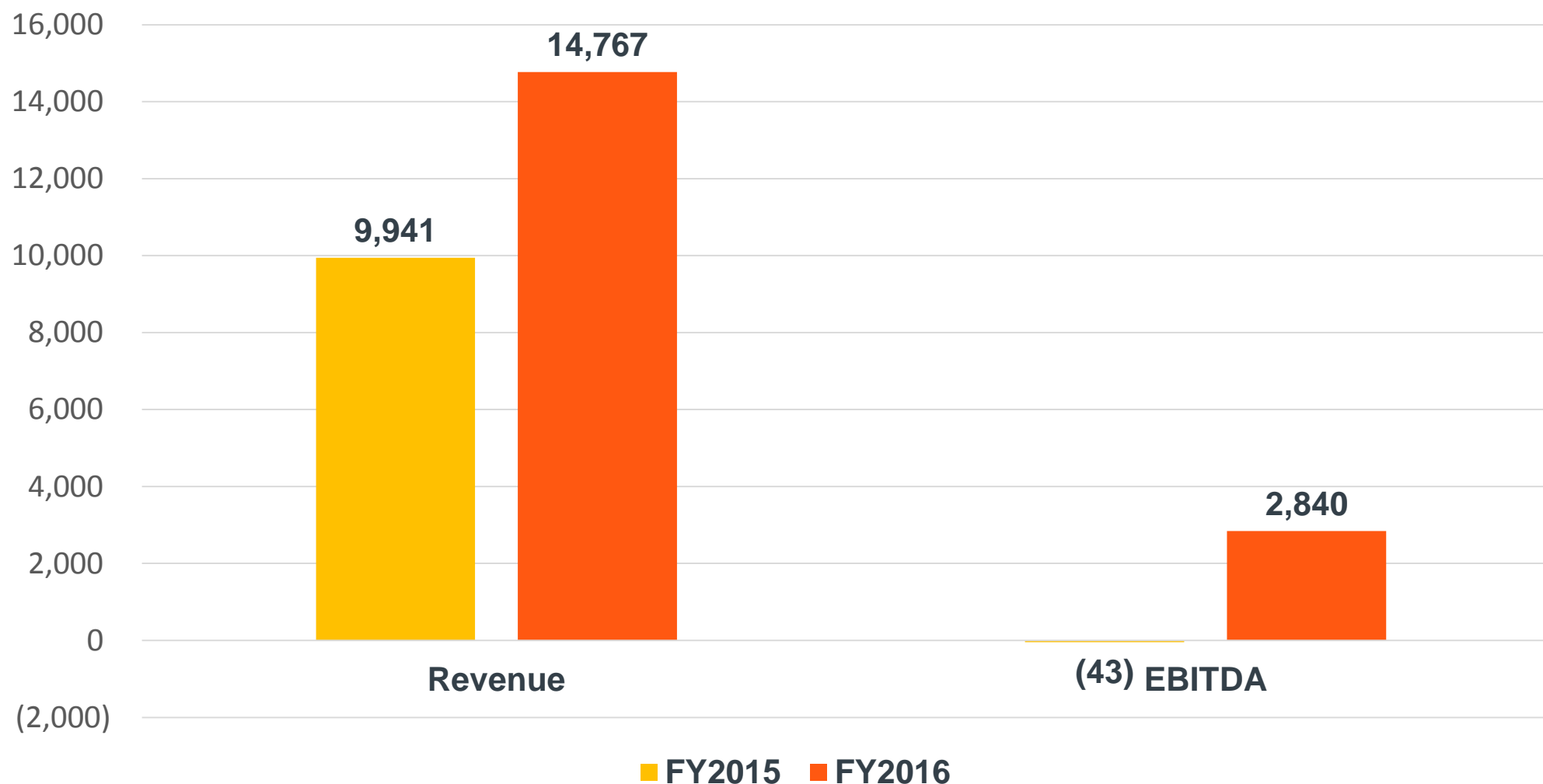
MANAGEMENT SERVICES - CLIENTS

TRANSFORMING THE PARKING EXPERIENCE FOR DRIVERS AND ORGANISATIONS AROUND THE WORLD



MANAGEMENT SERVICES - H1 FY16 FINANCIALS (\$,000'S)

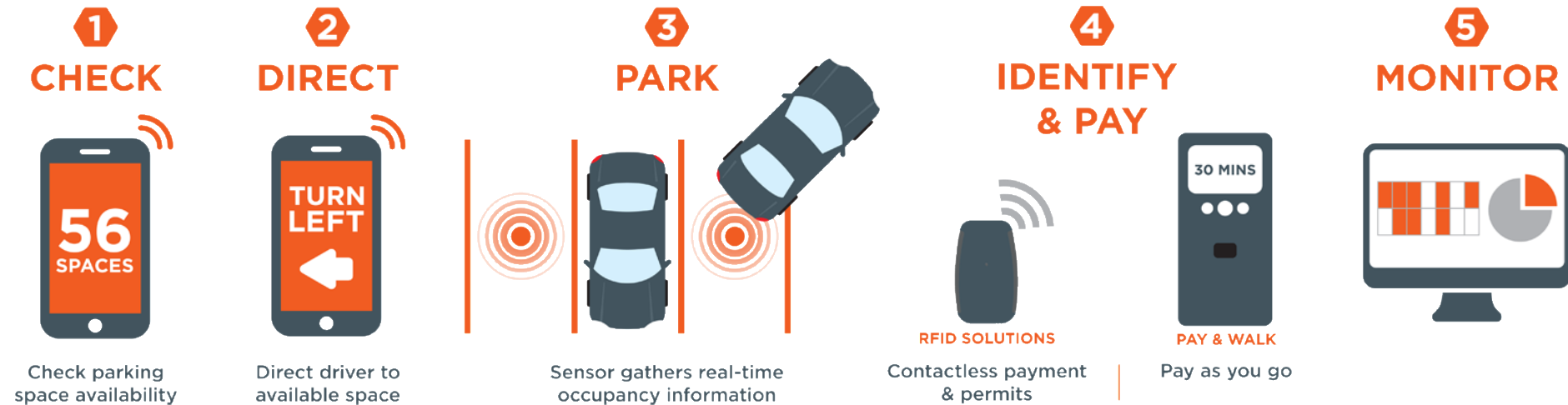
DEPLOYMENT OF TECHNOLOGY ON NEW AND EXISTING SITES DRIVING GROWTH



SMART PARKING TECHNOLOGY - OPERATIONS

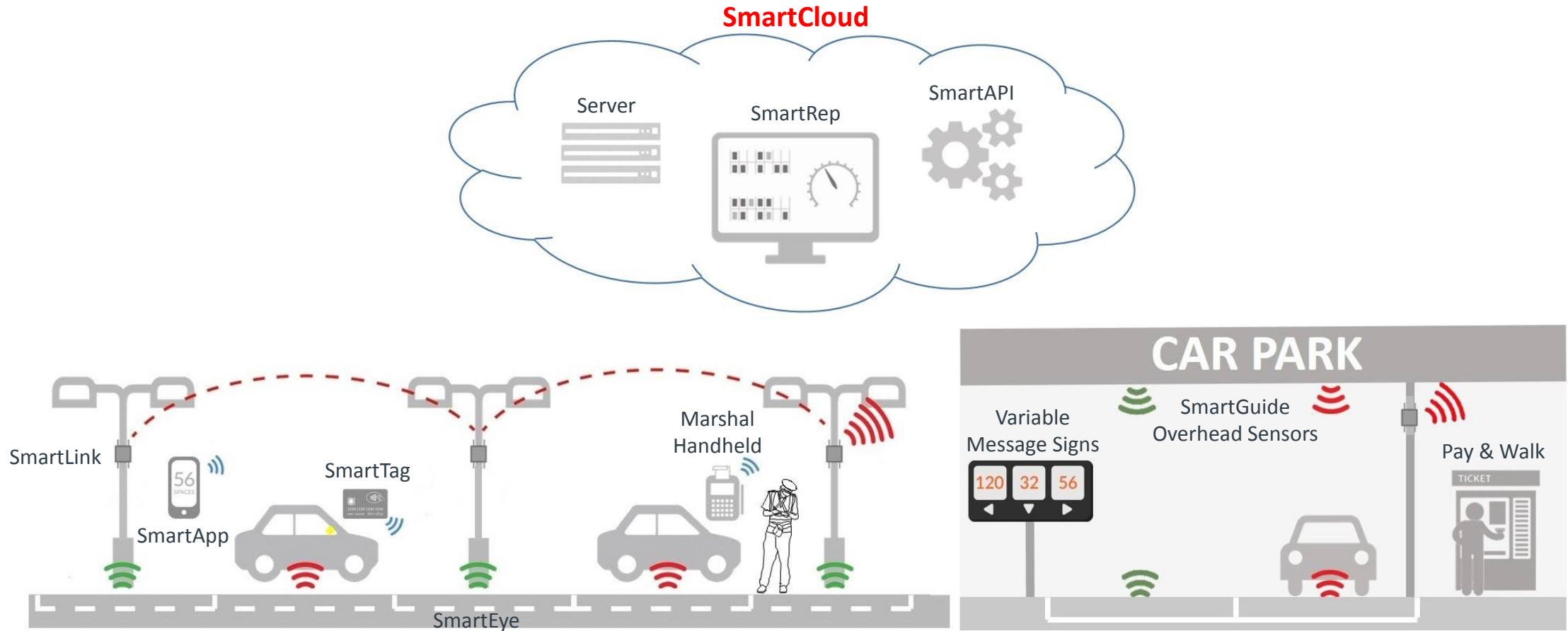
ON-STREET AND OFF-STREET TECHNOLOGY AND DATA TRANSFER FOR PARKING SPACE AVAILABILITY

- Smart Parking Technology was established in 2003 and has offices in Birmingham, United Kingdom; Melbourne, Australia and Auckland, New Zealand
- Distributors in Sydney, Australia; South Africa; Spain, The Netherlands and Saudi Arabia
- Products and services include SmartEye (sensors) for parking bays, SmartLinks, SmartRep, Real-time Radio-Frequency Identification (RFID) Tag, SmartApp



SMART PARKING TECHNOLOGY - HOW IT WORKS

USING TECHNOLOGY TO PROVIDE AN EFFECTIVE PARKING MANAGEMENT SOLUTION



TECHNOLOGY - CLIENTS

TRANSFORMING THE PARKING EXPERIENCE FOR INDIVIDUAL DRIVERS AND GLOBAL ORGANISATIONS



TECHNOLOGY - H1 FY16 UPDATE

SMART PARKING CONTINUES TO SECURE MORE CONTRACTS WINS WITH DIVERSE CLIENTS

- **Wellington City Council** 3,500 sensor order won in December 2015
RFID/Smart Permit included in contract
- **Australian Capital Territory** Project to install sensors on street and off street in November
- **Auckland Transport** Order to supply and install a further 672 off street sensors
Taking the total to 2,898 sensors for Auckland
- **Costa Rica** First installation orders from SPZ's Spanish distributor, Viarium

SENSOR TECHNOLOGY

78

Sensor Sites globally

50,000+

Sensors installed

631,325

Sensor vehicle movements a day

3,110,874,805

Total minutes parked over 6 months

TECHNOLOGY - H1 FY16 FINANCIALS (\$,000'S)

CONTINUED TECHNOLOGY IMPLEMENTATION

Recurring revenue

- \$1.0m increased 68% on FY15

Commenced installation

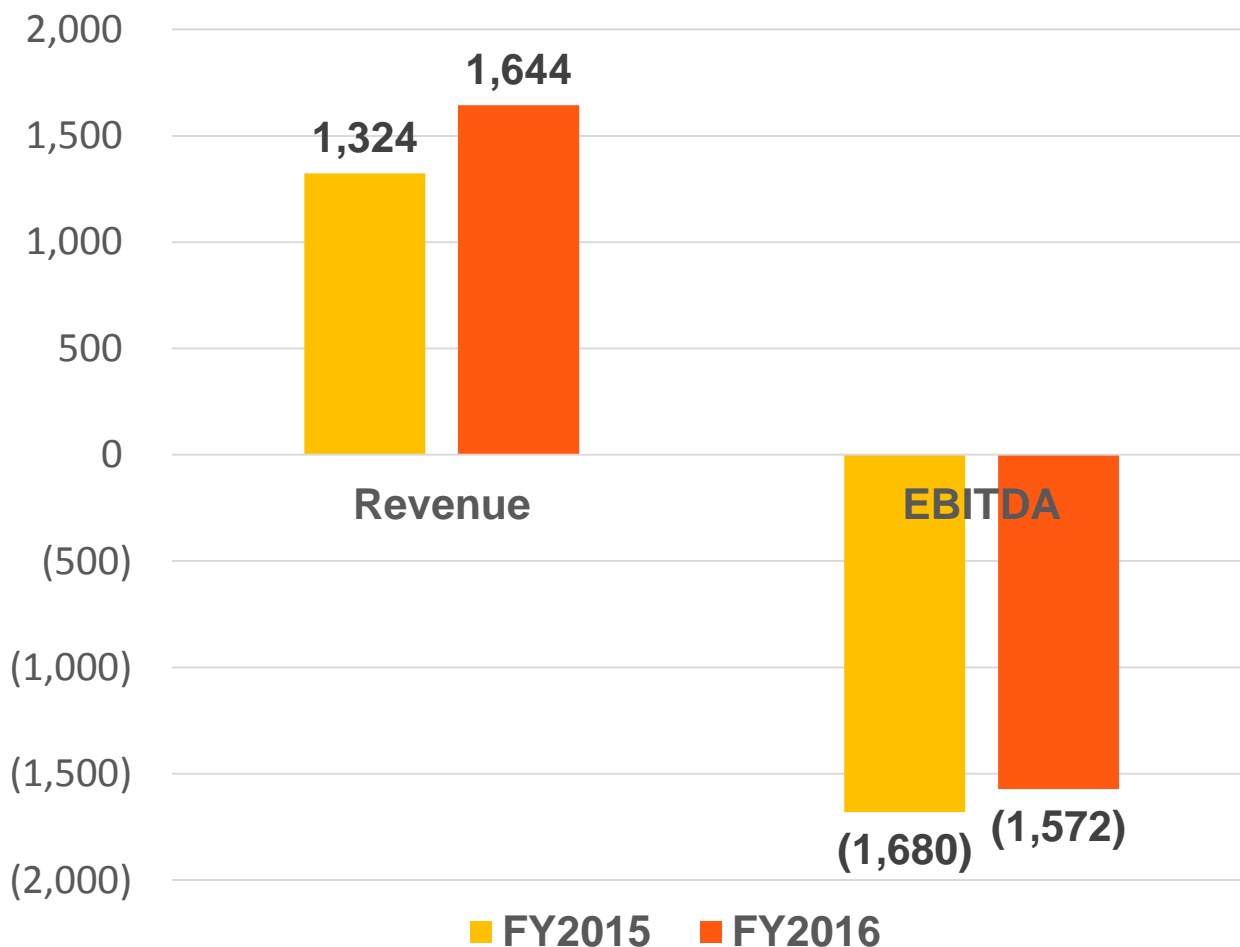
- Australian Capital Territory

Continued investment

- Sales and marketing, research and development and operational capacity

Recent wins

- Wellington City Council, Auckland Transport and Mosman Council revenue recognition will be in H2 FY16



GLOBAL FOOTPRINT



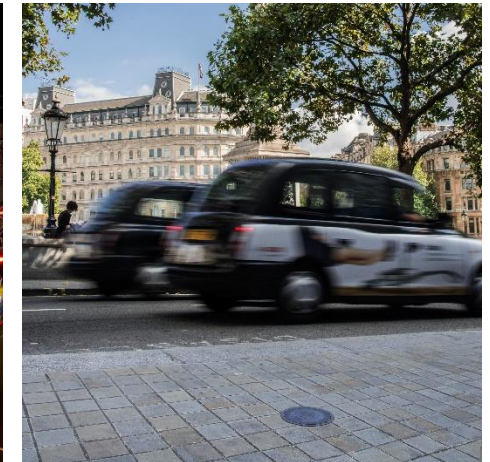
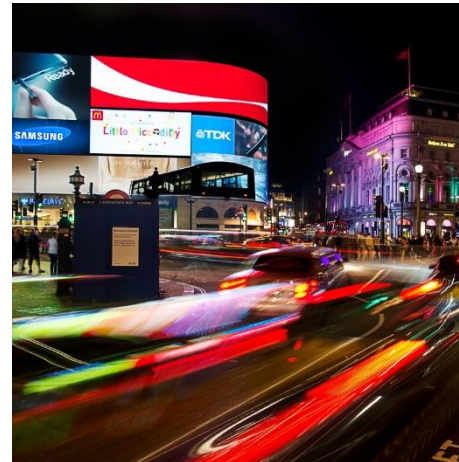
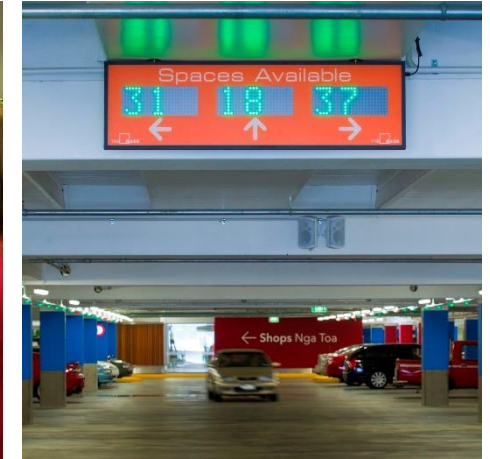
COMMUNITY IMPACT

SMART PARKING TECHNOLOGY IS MAKING A MATERIAL DIFFERENCE

“What we've got now is an infrastructure in Westminster which is providing accurate and good quality data and for us that is incredibly valuable information.” **Kieran Fitsall, Westminster City Council's Head of Service Improvement & Transformation**

“The Smart Parking trial is an example of the ACT Government’s commitment to better transport in Canberra... These initiatives... will help manage Canberra’s growth by reducing congestion, protecting our liveability and maintaining Canberra as the world’s most liveable city.” **Andrew Barr, Chief Minister ACT**

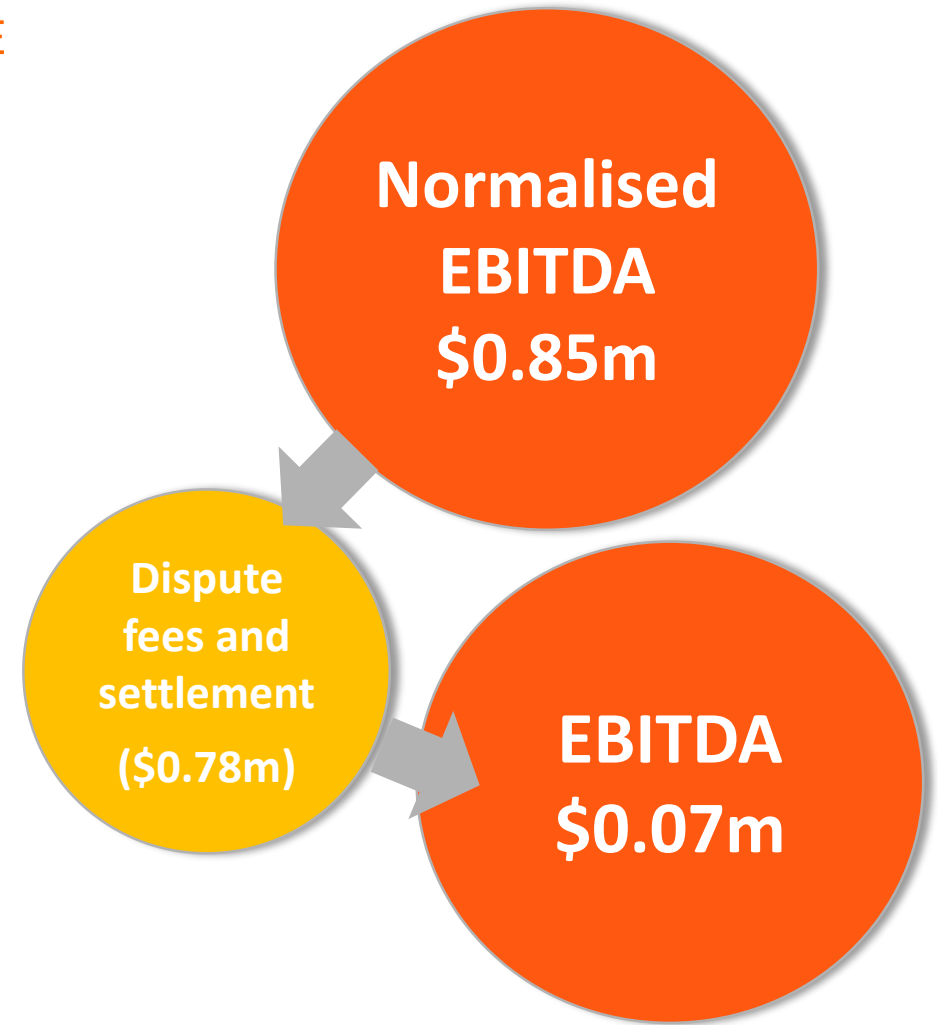
“The new parking sensors are a great way to reduce officer time in continually patrolling the streets to mark up and monitor vehicles... We expect they will also be a huge help to local businesses in the community who often experience cars parking illegally, sometimes for the entire day.” **Sue Doherty, City of South Perth Mayor**



FINANCIAL OVERVIEW - H1 FY16

SMART PARKING ACHIEVES EBITDA PROFITABILITY MILESTONE

- EBITDA profitable for the first time in Smart Parking's history
- Normalised EBITDA¹ of \$0.85m, improved \$3.0m and continues to increase
- Revenue up 47% on prior period
- Statutory net loss after tax of \$1.2m improved \$3.1m
- Normalised operating cash² outflow of \$0.88m, improved \$2.28m

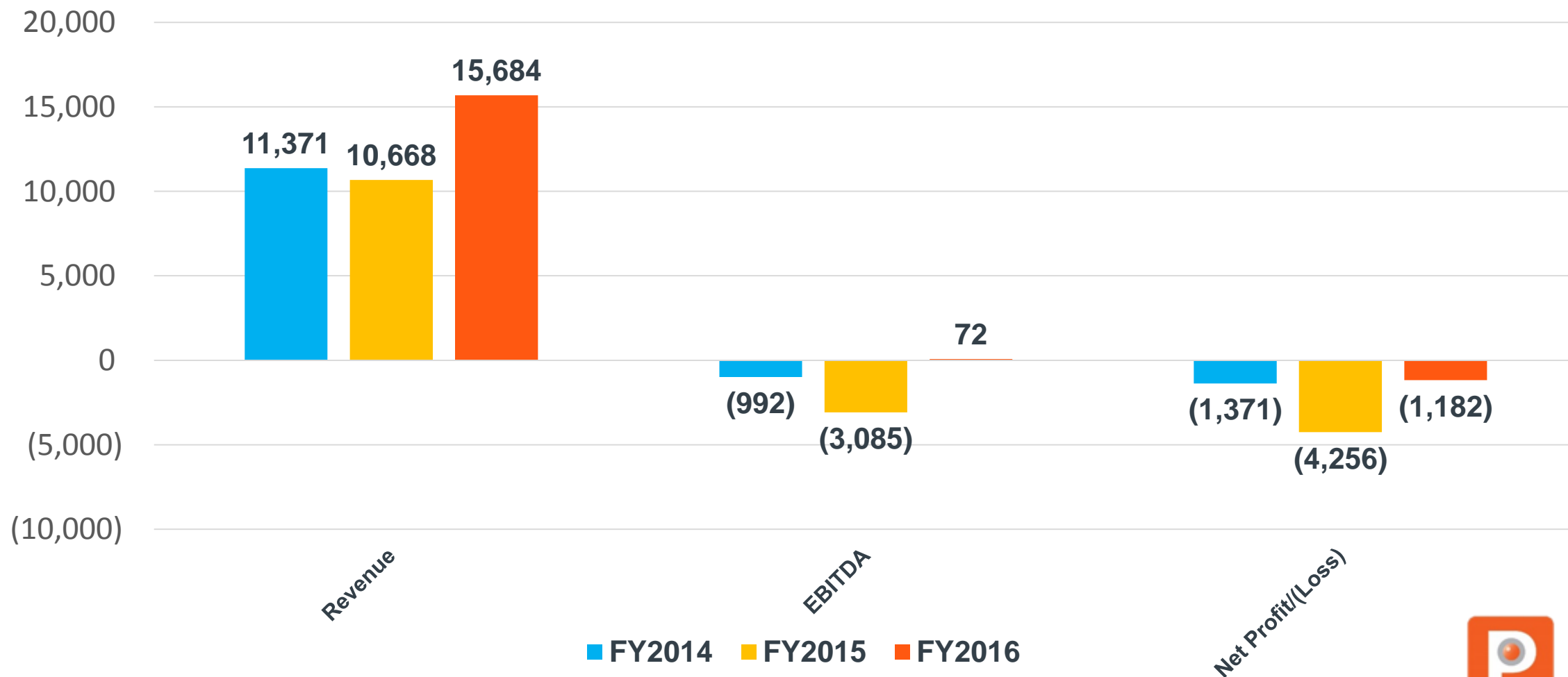


¹ Normalised EBITDA represents EBITDA excluding one off and non recurring items.

² Normalised operating cash flow represents operating cash flow excluding movements in funds held on behalf of customers and one off and non recurring items.

FINANCIAL PERFORMANCE - H1 FY16 (\$,000'S)

REVENUE GROWTH, EBITDA PROFITABILITY, NET LOSS NARROWS



CASH FLOWS - H1 FY16

SMART PARKING ACHIEVES IMPROVED OPERATING CASH FLOWS

- **Net operating cash outflow \$0.88m**
Improved by \$2.28m - Excluding non-recurring payments related to legal dispute
- **Capex of \$1.6m**
Deployment of technology in UK driving improved results
- **Cash at bank \$1.6m**
December 31, 2015
- **Cash at bank expected to improve**
Due to revenue growth from Technology and Parking Management and end of payments associated with legal dispute, now settled
- **No debt**



LEADERSHIP TEAM

HIGHLY EXPERIENCED AND RELEVANT MANAGEMENT TEAM



Chris Morris

Non-Executive Chairman

- Founding member of Computershare Limited
- Extensive knowledge of securities industry
- Passion and long-term strategic vision



Richard Ludbrook

Chief Financial Officer

- Appointed CFO of Smart Parking in February 2011
- 20+ years finance and management experience
- Experience with Ernst & Young and Telecom NZ



Paul Gillespie

Chief Executive Officer

- Appointed CEO of Smart Parking in January 2013
- 10+ years experience in parking technology market place
- Led the UK division of Xerox Parking Services



John Heard

Chief Technical Officer

- Leads Smart Parking's technology and product delivery
- Founded the GNOME Foundation, used by major industry operating systems
- Founded OpenOffice.org industry programme, now has 100+ million users

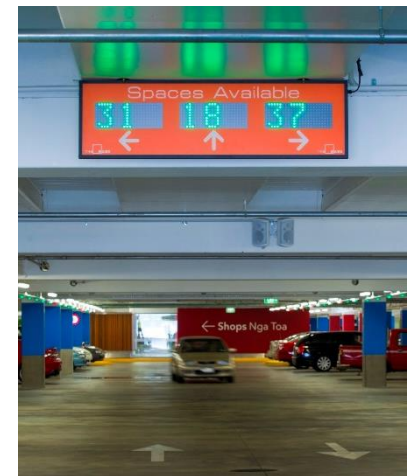
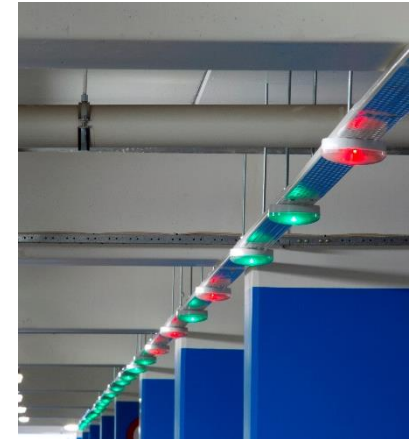
LATEST DEVELOPMENTS - MOSMAN CONTRACT

MOMENTUM IS BUILDING WITH RECENT CONTRACT WINS

Smart Parking awarded contract from Mosman Council, Sydney

Smart Parking will:

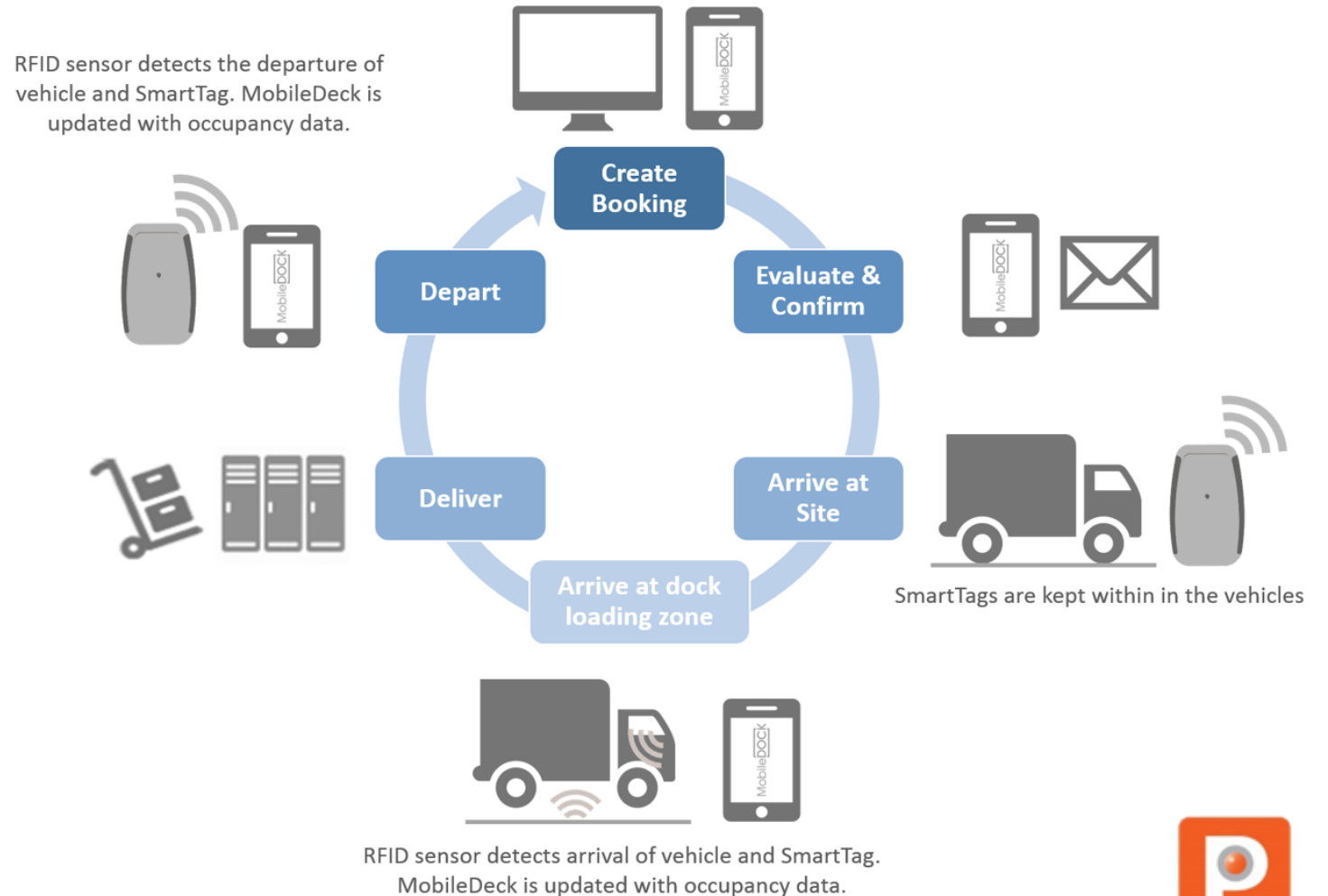
- Install vehicle detection sensor and related monitoring system in 4 main areas of Mosman, covering 500+ individual parking bays.
- Install wireless parking guidance system across 3 multi-level buildings with 20+ wayfinding signs.
- Provide parking guidance smartphone app for motorists in Mosman.
- Provide ongoing maintenance services in respect to Smart Parking's installed technology hardware.
- Smart Parking will transform the parking experience in Mosman through improve efficiencies and the motorists experience.



LATEST DEVELOPMENTS - BESTRANE CITY HUB

EXPANDING INTO INTELLIGENT DOCKS FOR SMART SUPPLY CHAINS

Smart Parking, in partnership with Transport for New South Wales, the City of Sydney and Bestrane Pty Ltd, has unveiled new technology to help supply chains operate in a more efficient manner.



SMART PARKING OUTLOOK

STRONG FOUNDATIONS ARE IN PLACE TO BUILD ON GROWTH

- Management Services delivered a strong performance in H1 FY16 and the UK Services business continues to roll out ANPR technology.
- Technology has been validated with significant project wins in H1 FY16 and Smart Parking is confident there is no decline in the size of the market and significant opportunity.
- Smart Parking maintains a positive outlook for the second half, driven by the delivery of contracts in technology and a revenue engine in the UK.
- The global smart parking industry is closely aligned with smart cities and the Internet of Things (IOT) which is expected to grow to \$43 billion in the next 10 years (Frost & Sullivan).
- Smart Parking remains very well placed to capture opportunities as they arise.



CONTACT

FURTHER INFORMATION ON **SMART PARKING** CAN BE FOUND AT WWW.SMARTPARKING.COM

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