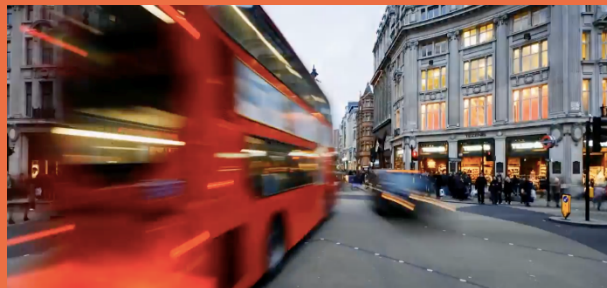
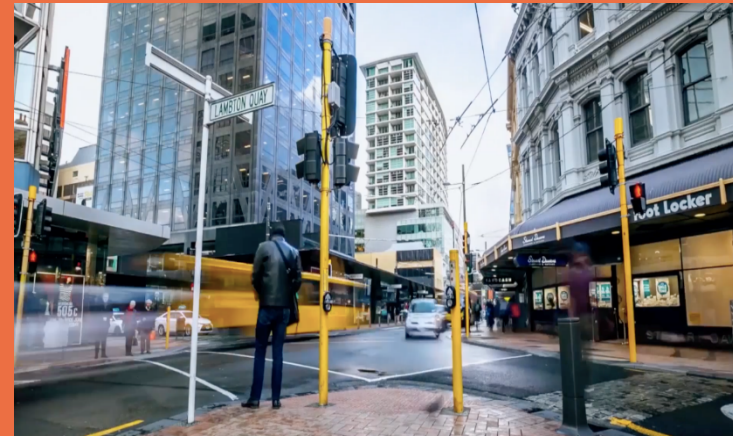
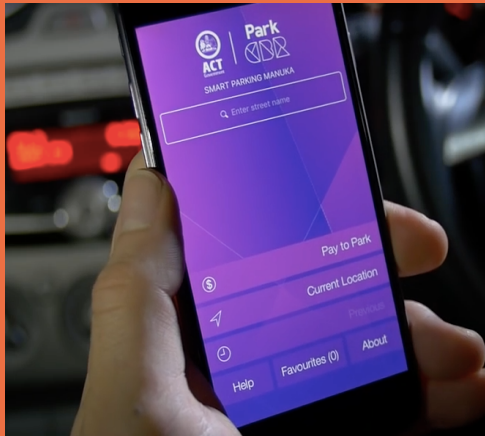


Smart Parking Limited ASX:SPZ Investor Presentation

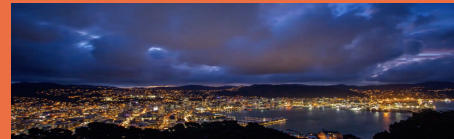


Australian Microcap Investment Conference
Paul Gillespie, CEO | 19 October 2016





1 INTRODUCING Smart Parking



Smart Parking Limited (ASX:SPZ)

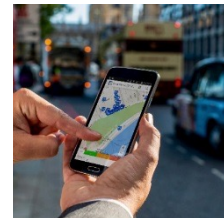


Smart Parking is a global car parking business listed on the ASX

Key market statistics

ASX code	SPZ
Market cap	\$85.66m
Share price - 13.10.16	0.295
52 week high	0.38
52 week low	0.13
Average daily volume	128,031
Shares on issue	296.2m
Listed on ASX	2011
GICS classification	IT

2016 share price performance



Smart Parking | Leadership team



Highly experienced and relevant management team with proven success



Chris Morris
Non-Executive Chairman

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



Paul Gillespie
Chief Executive Officer

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



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



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

Smart Parking | Business Overview



World leading technology for parking design, development & management



MANAGEMENT SERVICES operates exclusively in the United Kingdom & specialises in managing car parks on behalf of retail customers, land owners & managing agents



TECHNOLOGY designs, develops & specialises in on-street & off-street parking technology & software, enabling clients to manage parking efficiently & cost effectively

Smart Parking | FY16 Management Services



Technology roll-out | New contract wins | Customers retained | Team growing



Revenue of \$28.4m - up 33%

EBITDA of \$5.3m - up \$4.7 million

Key contract wins

- **Lidl UK** contract to manage over 30 sites
- **Matalan UK** contract expanded from 28 to 88 sites
- **McDonald's UK** first site awarded and installed
- **New sites and market share growing** through UK with new & existing relationships

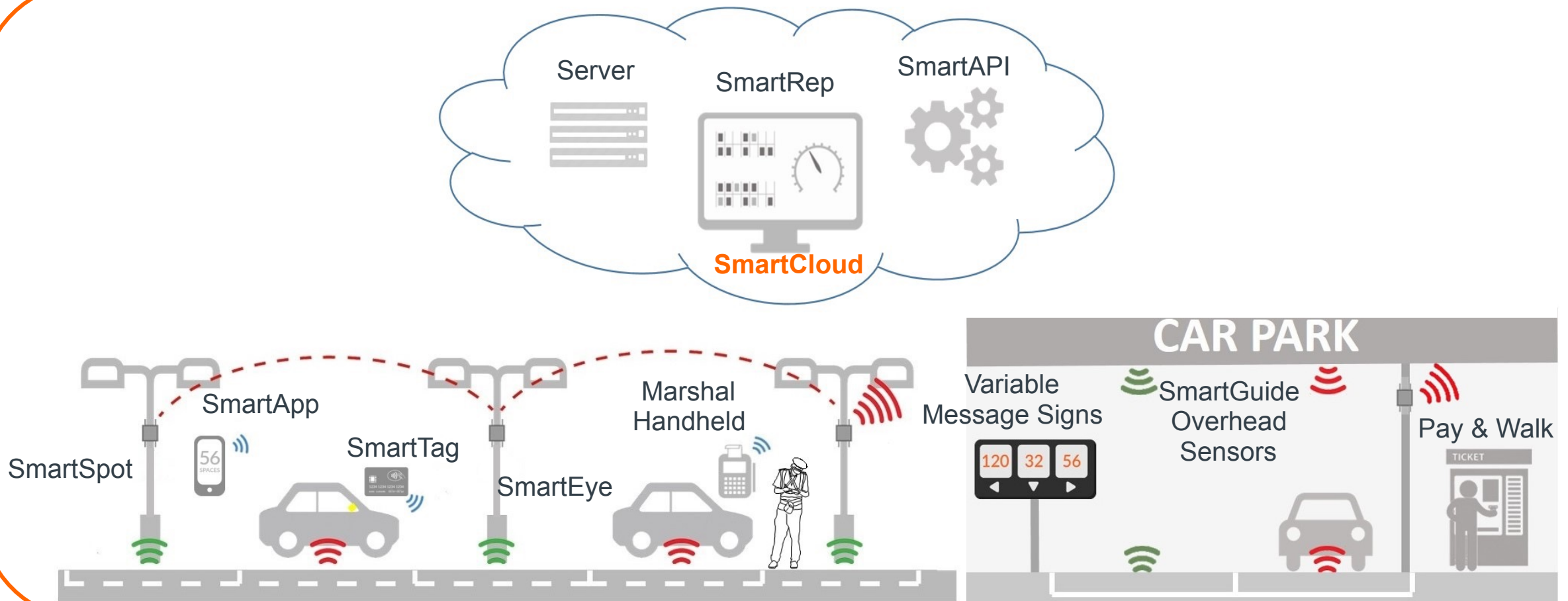


Our customers

Smart Parking | Technology: How it works



Providing effective parking management solutions



Smart Parking | FY16 Technology



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



Revenue of \$5.6m

increased 40% on FY15

Recurring revenue of \$1.9m

increased 49% on FY15

Completed 2016 installations

ACT & NSW in Australia

Wellington & Auckland in NZ

Continued investment Sales
& marketing, R&D and operational
capacity



Transport
for NSW



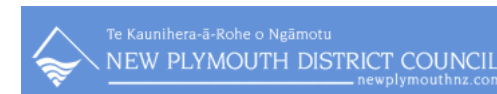
GREAT LAKE TAUPŌ
Taupō District Council



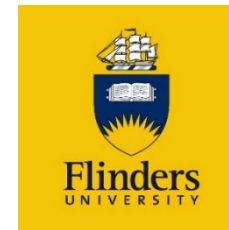
ACT
Government



Absolutely Positively
Wellington City Council
Me Heke Ki Pōneke



Town of Cottesloe



City of Westminster



Smart Parking | Westminster case study



City of Westminster, United Kingdom

Nov 2013 Smart Parking secures Westminster Contract - the largest of its kind to date

Mar 2014 Westminster City Council's ground-breaking deployment of SmartPark, wins the prestigious Parking Technology award at the 2014 British Parking Awards

June 2014 Westminster and Smart Parking's bay sensor system is listed among top 100 innovations by Sustainia

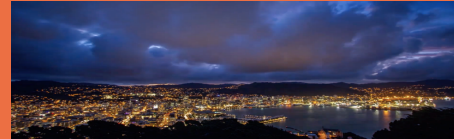
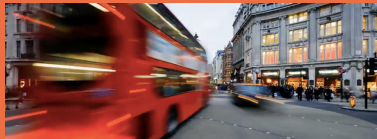
Oct 2014 Smart Parking completes installation at Westminster City Council and the system goes live

Dec 2015 Westminster City Council unveils new pilot to test the effectiveness of ePermits using RFID technology to eliminate the issue of inconsiderate drivers parking in disabled bays





2 HIGHLIGHTS FY 2016



Smart Parking | FY16 Highlights



Maiden EBITDA profitability achieved while continuing global expansion

- **EBITDA profitable** | \$5m EBITDA improvement on prior period | Revenue up 34% on prior period
- **Management Services** | Growth continues, driven by roll out of Smart Parking Automatic Number/ License Plate Recognition (ANPR)
- **Technology** | Completion of Smart Parking's biggest ever installation in Wellington, New Zealand

Smart Parking Technology validated with new business orders



Wellington



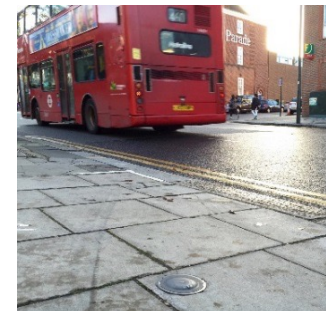
Auckland



Canberra



Sydney



Westminster



Cardiff

Smart Parking | FY16 Highlights



“In the 2016 financial year Smart Parking reported a **record result** with EBITDA of \$2.2 million, up \$5 million on the prior year. This has been driven by a 34% increase in revenue to \$31.8 million.”

[Click to watch Smart Parking, CFO, Richard Ludbrook](#)



An Auckland Council Organisation



Auckland Transport | New Zealand

Order to supply and install a further 672 off street sensors

Mosman Municipal Council | Sydney, Australia

Order to supply 1,100 sensors, installation complete, system live

Stockland Group (ASX:SGP) | Sydney Australia

Project to install 1,000 sensors - Baulkham Hills Shopping Centre

Progressive Enterprises - Woolworths (ASX:WOW) | New Zealand

280 sensors installed at new flagship store in Auckland

Smart Parking | FY16 Highlights



ACT Government, Australia

April 2016 | Australian Capital Territory (ACT) Government Chief Minister, Andrew Barr launches the rollout of smart parking technology and the ParkCBR app in Manuka, Canberra



Wellington City Council

Wellington City Council, New Zealand

August 2016 | Wellington City Council goes live with Smart Parking's SmartPark solution and parking payment app PayMyPark in the central business district of Wellington



Smart Parking | FY16 financial results



Strong full year revenue growth | EBITDA profitability



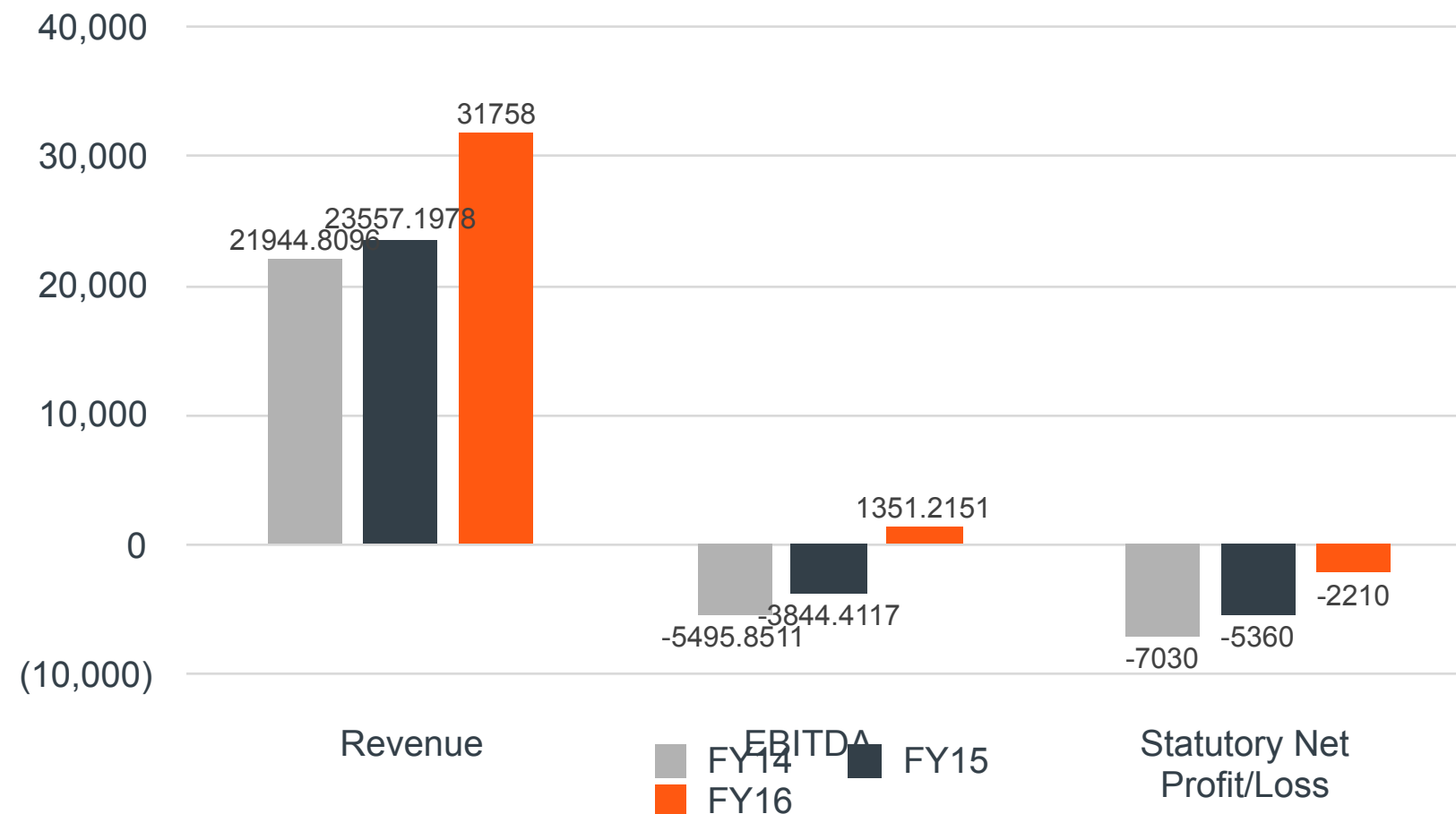
Revenue of \$31.8m - up 34%

EBITDA of \$1.4m – up \$5.2m

Statutory net loss after tax of \$1.5m, improved \$3.8m

Including non-recurring & non-cash items:

- Amortisation (\$0.9m)
- Professional fees (\$0.8m)
- Loss on disposal of assets (\$0.9m)



Smart Parking | FY16 financial position



Improved operating cash flows | \$3.4m cash at bank | No debt | June 2016

(\$000's)	Jun 2016	Jun 2015
Current Assets	11,050	23,856
Non Current Assets	8,929	10,221
Total Assets	19,979	34,077
Current Liabilities	7,190	19,070
Term Liabilities	-	48
Total Equity	12,789	14,959

Current Assets and Current liabilities have been impacted by a material reduction in year end balance for client cash

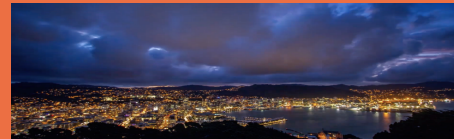
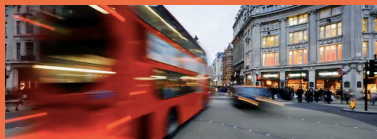
Cash at bank expected to improve due to revenue growth in Technology and Parking Management divisions and end of payments associated with the now settled legal dispute

Fixed asset additions \$2.5m, related to the deployment of technology in the UK which has led to improved earnings





3 The Global OPPORTUNITY





Parking Is A Global Problem Smart Parking Has The Global Solution

PROBLEM | The need for car parking solutions is significant and growing

SOLUTION | Smart Parking managed services and technology solutions

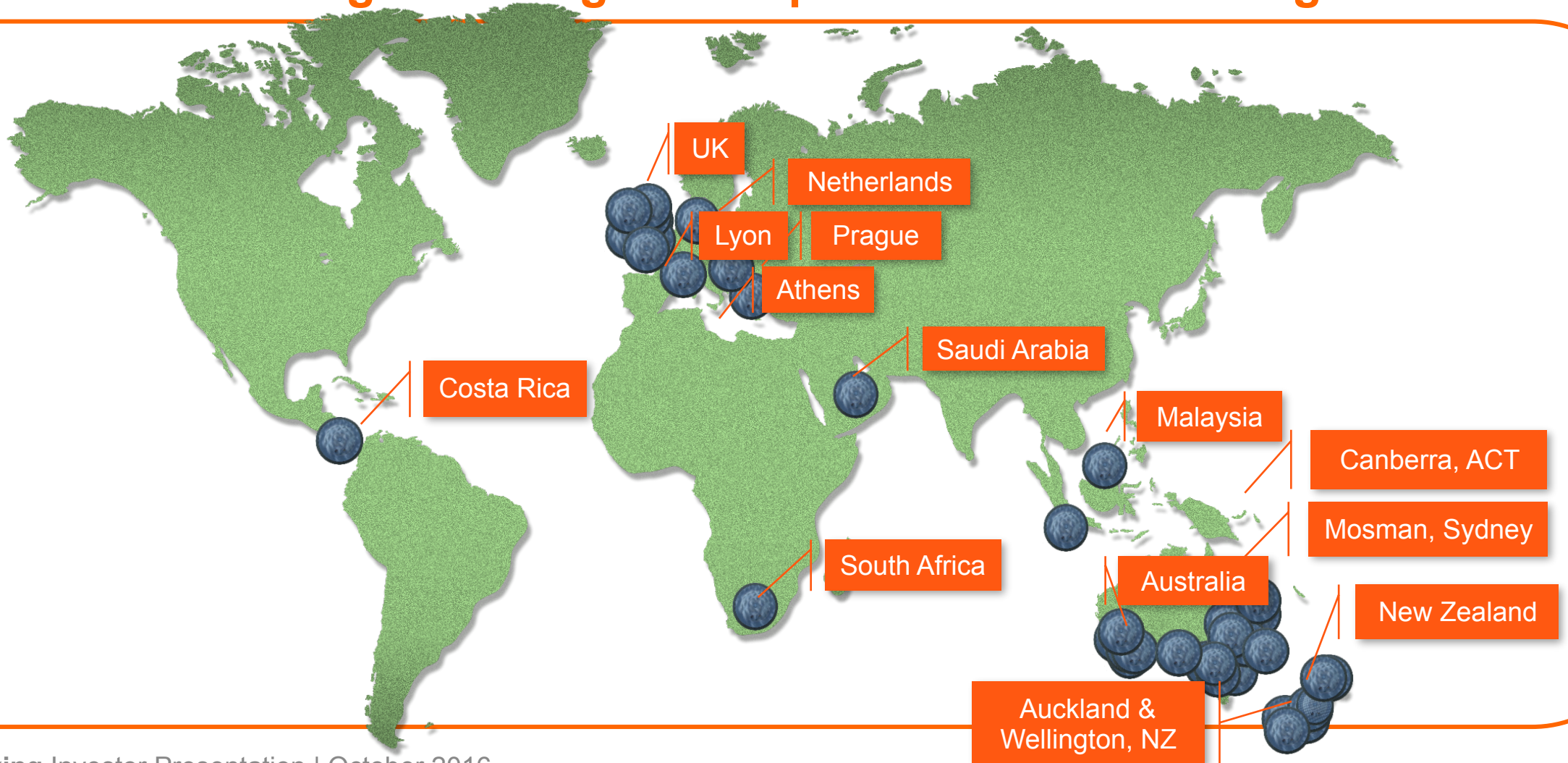
BENEFITS | Improved service, lower costs, increased compliance

Reinventing The Parking Experience

Smart Parking | Global footprint



Momentum is building and our global expansion is accelerating



Smart Parking | Global mega trends



Smart Parking is ideally positioned to leverage from global mega trends



Research & advisory firm **Gartner Inc (NYSE:IT)** forecasts smart devices are expected to surge from 1.1 billion in 2015 to almost 10 billion connected devices such as sensors installed in public infrastructure in smart cities by 2020.



Research & advisory firm **Frost & Sullivan** expects the smart parking industry to create many and various opportunities for cities and to boost the value of global parking operations to more than \$43 billion by 2025.



Research & advisory firm **Forrester Research Inc (NASDAQ:FORR)** In 1950 there were two megacities with more than 10 million people - New York and Tokyo. By 2025 the world is expected to have 29 megacities.



Research & advisory firm **International Data Corporation** forecasts the global market for IoT solutions will grow from \$1.9 trillion in 2013 to \$7.1 trillion by 2020.



The global smart parking systems market was valued at US\$220 million in 2015 and is estimated to reach **more than US\$1 billion by 2025**

The Insight Partners, Smart Parking System Market to 2025 –
Global Analysis and Forecast by parking site and end-user industry | **October 7, 2016**

Smart Parking | Competitive advantage



Significant opportunities exist to facilitate the evolution of Smart Cities



Once Smart Parking's technology is installed it can be adapted for new & innovative solutions



“You look at Smart Parking’s revenues that are just through \$30 million at the moment and you know that for one of the industry leaders **we are still in a very early phase.**”

[Click to watch Baillieu Holst, Research Analyst, Nick Caley](#)

Smart Parking | FY17 Outlook



Foundations in place for sustained expansion in global parking industry

FY17 growth will be driven by continued roll out of Smart Parking's technology in the Management Services division and project wins in the Technology division

FY17 Services targets include installing +130 new managed service sites in the UK

FY17 Technology focussed on designing, building, installing and maintaining best in class Smart City products in key markets globally



“In the coming 2017 financial year Smart Parking will be focussed on the two key divisions of services and technology. **The global opportunity for Smart Parking remains huge** and we are well placed to capture this opportunity.”

[Click to watch Smart Parking, CEO, Paul Gillespie](#)

Smart Parking | Contact



Discover more about Smart Parking at www.smartparking.com

Paul Gillespie

Chief Executive Officer

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Richard Ludbrook

Chief Financial Officer

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Connect with Smart Parking



[Click to watch Smart Parking's FY16 Highlights Video](#)

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