



SMART
PARKING

**Smart Parking Limited ASX:SPZ
Investor Presentation**

**Paul Gillespie, CEO
March 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 90% 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 H1 results
- Maiden NPAT profitability
- Accelerated global technology rollout
- New clients & deals
- Expanding workforce

Highlights | FY17 H1



“Smart Parking is immensely proud to report a successful first half performance. Our **strong financial growth** and **record results** are highlighted with the milestone of reaching **NPAT profitability**. This result has been achieved due to our **exceptional operational performance** underpinned by the continued installation of Smart Parking’s technology **around the world**”

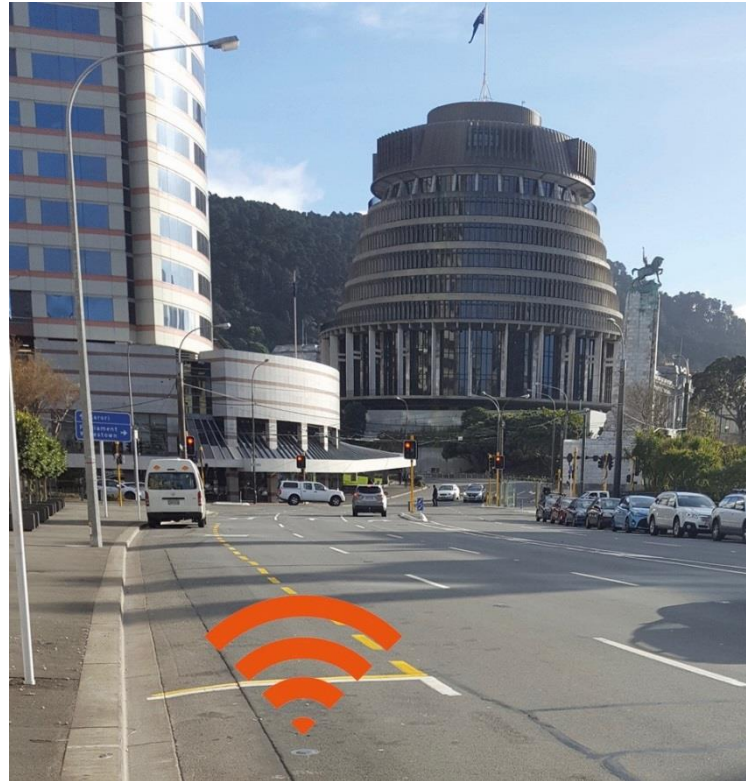
Smart Parking CEO Paul Gillespie

Highlights | FY17 H1



CARDIFF, United Kingdom

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



WELLINGTON, New Zealand

Smart Parking completes its biggest ever on-street installation in Q1 FY17



CANBERRA, Australia

Smart Parking makes history in Canberra as old parking meters are phased out and replaced by Smart Parking technology



FY17 H1 FINANCIALS

- **Maiden NPAT of \$0.4 million**
- **Group EBITDA grows to \$2.1 million**
- **Management Services: EBITDA up 22%**
- **Technology: 33% EBITDA improvement**



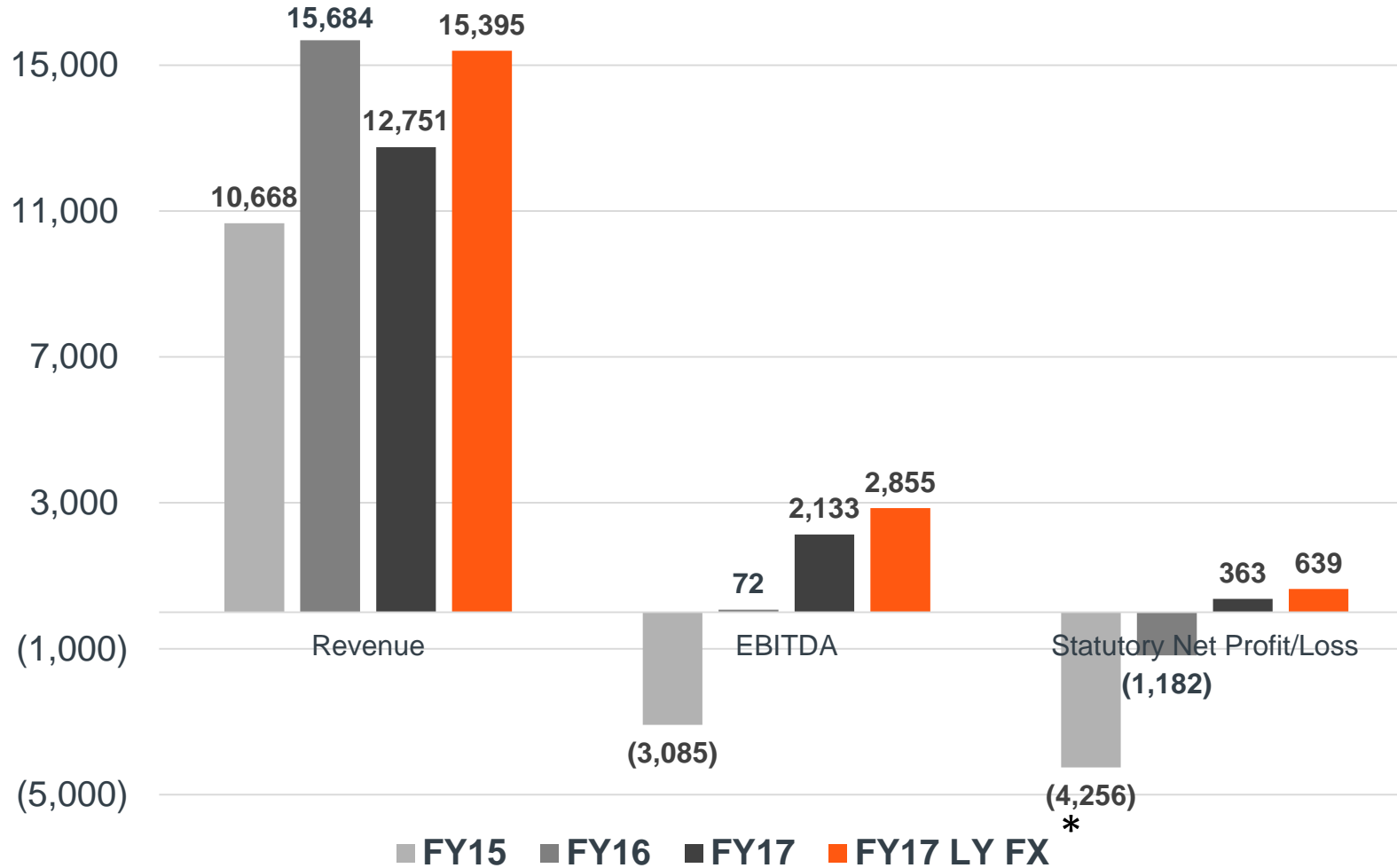
“Smart Parking’s **maiden NPAT** was achieved following a **\$1.5 million improvement** from the prior corresponding period despite significant currency fluctuations and the loss of the Asda contract in April 2016. EBITDA **rose to \$2.1 million** while the group EBITDA margin rose 16% from the prior corresponding period **supported by growth** in our Management Services and Technology divisions.”

Smart Parking CFO Richard Ludbrook

Group Financials | FY17 H1



EBITDA margin growth continues into FY17 H1



EBITDA

Up \$2.1m on H1 FY16

EBITDA margin

Up from 0.5% to 16.7%

Revenue

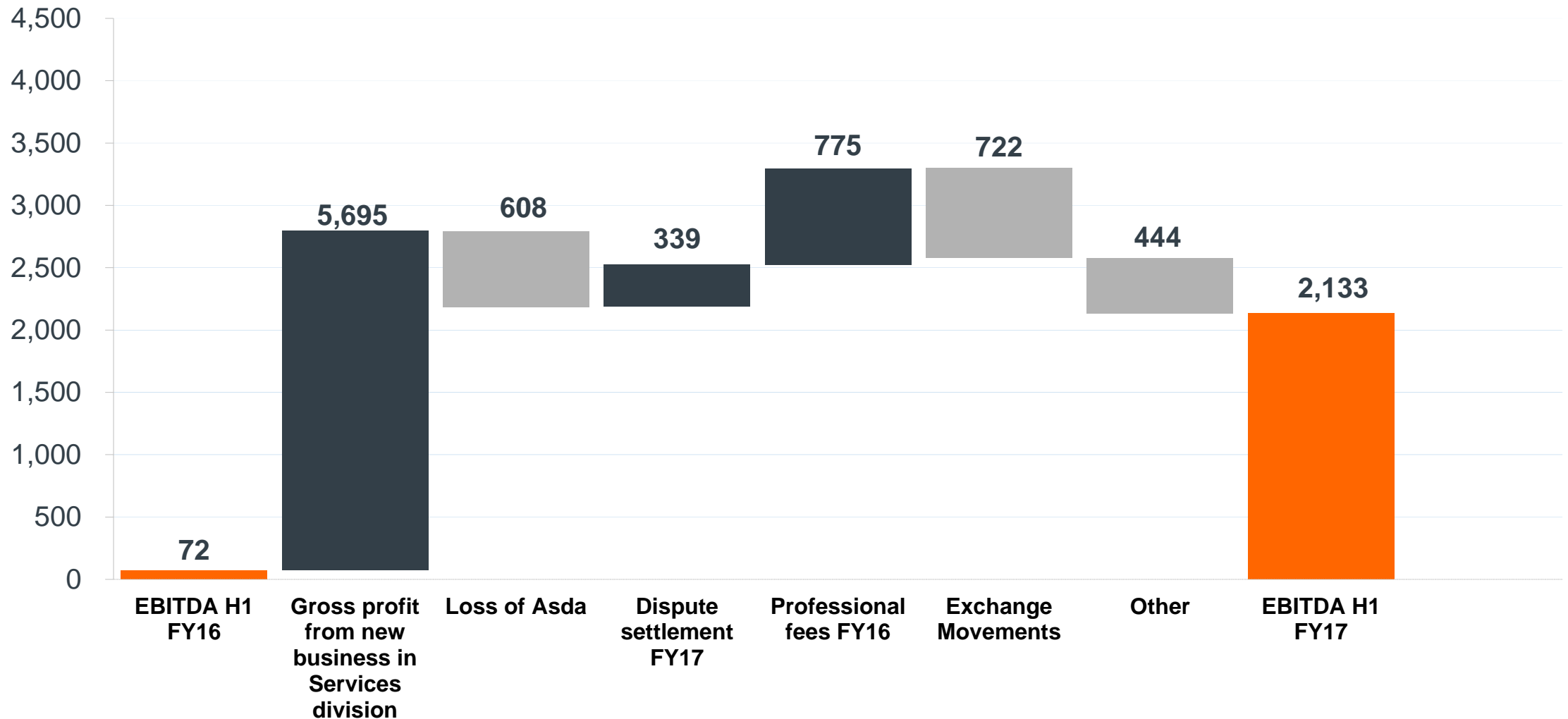
\$12.8m down 19% on H1 FY16 following Asda contract loss & foreign exchange movements

In Constant Currency

Revenue is down 2% and **EBITDA is up \$2.8m** despite loss of Asda

*LY FX = Constant Currency

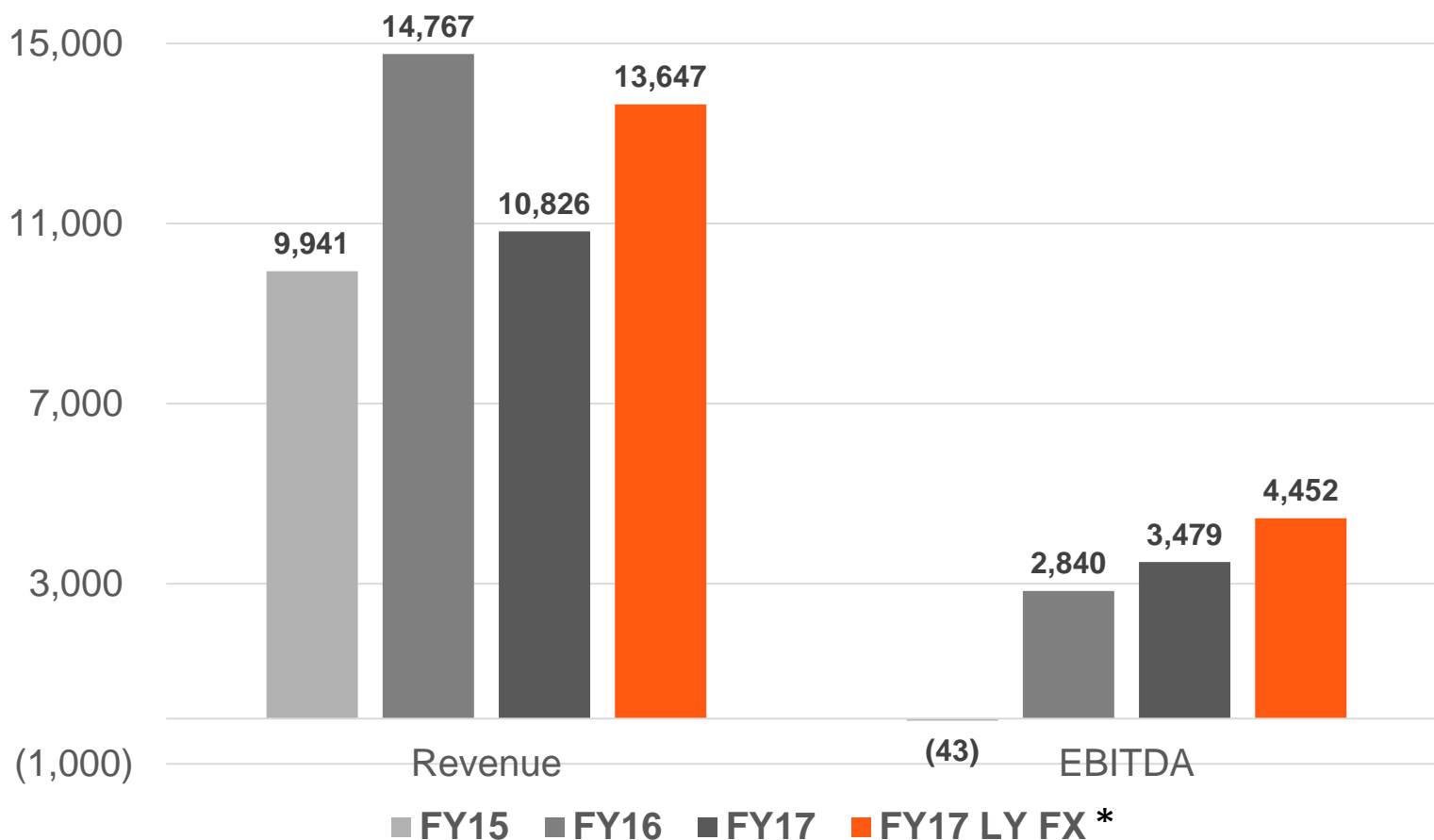
Profitability Changes | H1 FY17 (\$000's)



UK Management Services | FY17 H1



EBITDA margin growth continues into FY17 H1



EBITDA

Up 22% on H1 FY16

Up 56% in constant currency
on H1 FY16

EBITDA margin

Up from 19.2% to 32.0%

Revenue

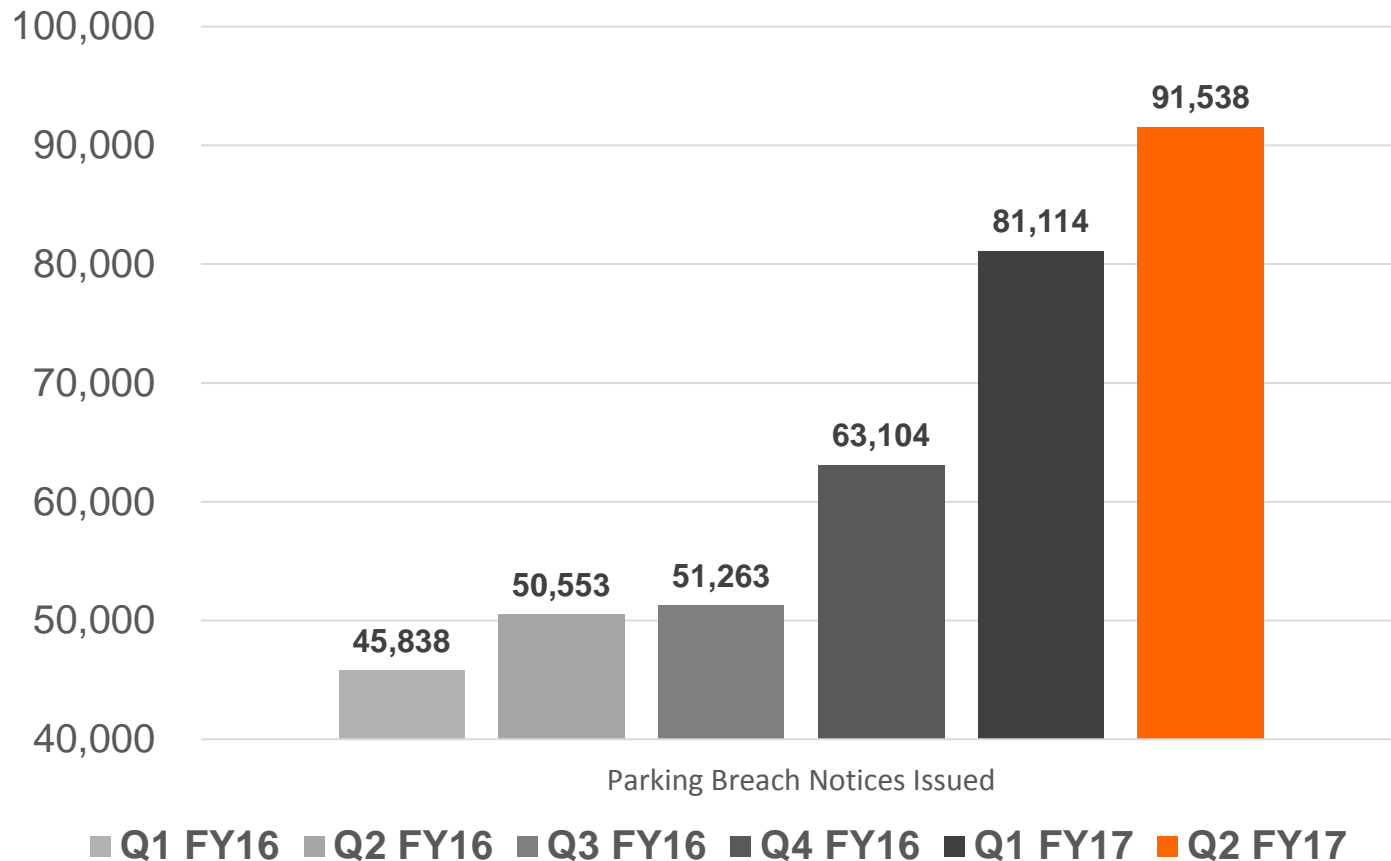
\$10.8m is down 27% on H1 FY16
following Asda contract loss and
foreign exchange movements

*LY FX = Constant Currency

UK Management Services | ex Asda



Growth in parking breach notices set to continue



Parking Breach Notices
account for 75% of
Management Services revenue

Incremental EBITDA margin
on new sites with technology is 70%

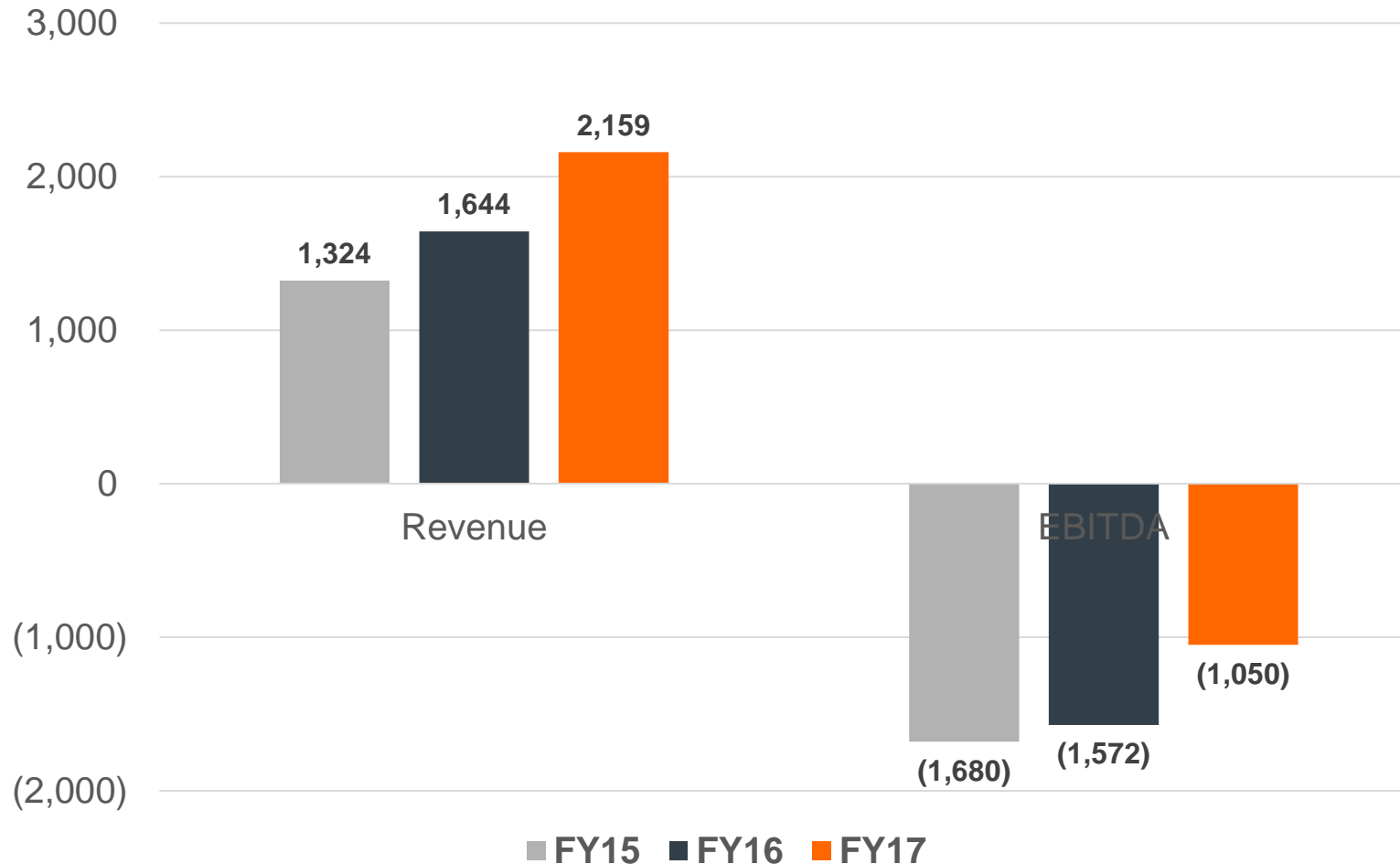
Strong growth expected

Expect strong growth in Q4 with the
positive impact of seasonality and
from the deployment of technology
on new sites

Technology | FY17 H1



Improvement in Revenue & EBITDA result



EBITDA

Performance improves 33% on H1 FY16

New Wins

New contract wins in the UK, New Zealand and Australia

Growth Ahead

Stronger performance expected in H2 based on sales pipeline

Group Financial Position



Completed \$11.1m capital raising

(\$000's)	Dec 2016	Jun 2016
Current Assets	21,859	11,050
Non Current Assets	7,221	8,929
Total Assets	29,080	19,979
Current Liabilities	5,033	7,190
Term Liabilities	133	-
Total Equity	23,914	12,789

Current Assets & Equity reflect \$11.1m capital raising

Fixed Asset Additions of \$0.5m related mainly to the deployment of technology in the UK which has led to improved earnings

Borrowings related to facility used to acquire hardware for deployment on parking sites in the UK

Group Cash Flow



Capital raising of \$11.1 million funds for future growth and adds new institutions

Net operating cash outflow of \$0.2m, Q2 had operating cash inflows of \$0.3m

Closing cash of \$14.1m, excludes cash held on behalf of customers

(\$000's)	Dec 2016	Dec 2015
Operating cash flows	(246)	(2,178)
Investing cash flows	(351)	(1,591)
Financing cash flows	11,411	(93)
Net cash flows	10,814	(3,862)
Closing cash	14,086	1,631

Fixed Asset additions of \$0.4m 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 on 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.



BUSINESS UPDATE

Management Services

- UK Services business continues to deliver growth

Technology

- New wins in the UK, New Zealand and Australia

Management Services | FY17 H1



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

Revenue from parking breach notices
makes up 75% of revenue
grew 41% in constant currency
in H1 FY17 on H1 FY16

Management Services | March Update



Smart Parking 2017 installations

11 new ANPR sites in January

20 new ANPR sites in February

More than 20+ new ANPR expected to
be installed in March

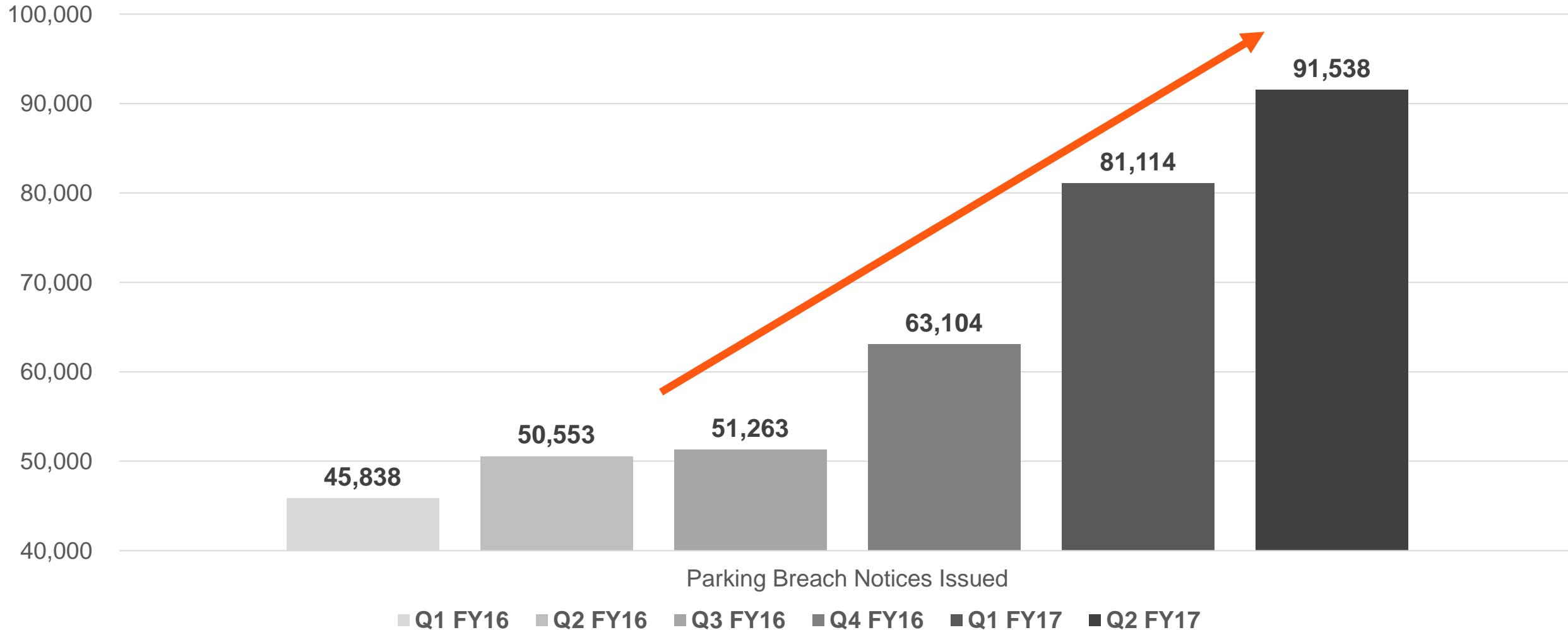
25 new installations planned for April

**Robust pipeline of more than
100 new sites to install
beyond April 2017**

UK Management Services | ex Asda



Growth in parking breach notices set to continue



Management Services | How it works



Parking management improving customer satisfaction & revenue generation

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☒ Q 1
☐ Q 2
☐ Q 3



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



Management Services | FY17 H1



UK Services business continues to deliver great results



Site installation and customer acquisition continues
Over 100 new sites **in the pipeline** for installation in H2



33% Improvement in EBITDA performance

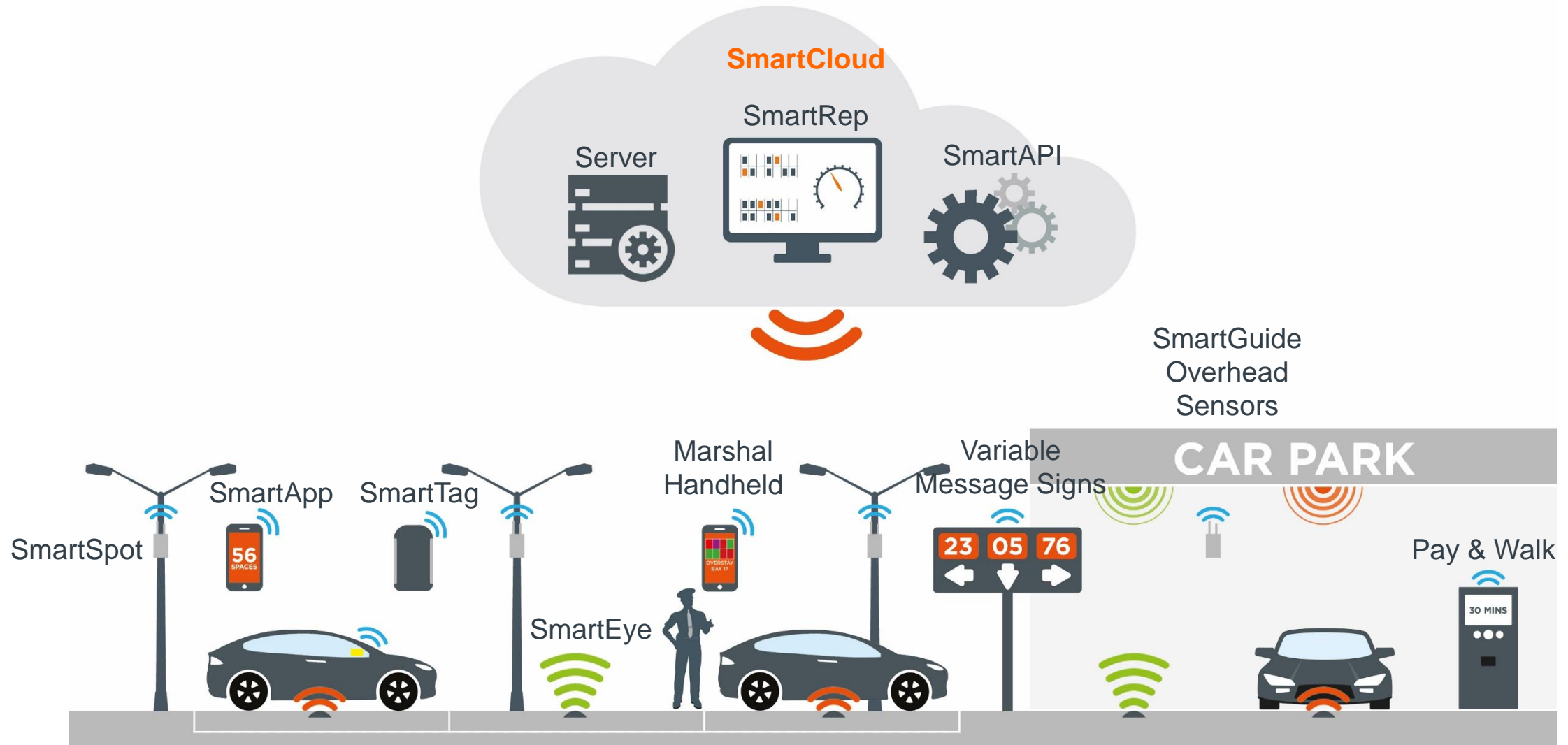
Secure new customers
across UK, New Zealand and Australia:

- Cardiff City Council
- Leeds City Council
- Wesfarmers Limited (ASX:WES)
owned Coles Supermarkets
- Wilson Parking New Zealand

Technology | How it works



Providing effective parking management solutions around the world



Technology | Expansion ramps up



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



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

UK: Leeds City Council order to install 200 sensors

Australia: Coles Supermarkets order to install 640 sensors across three locations

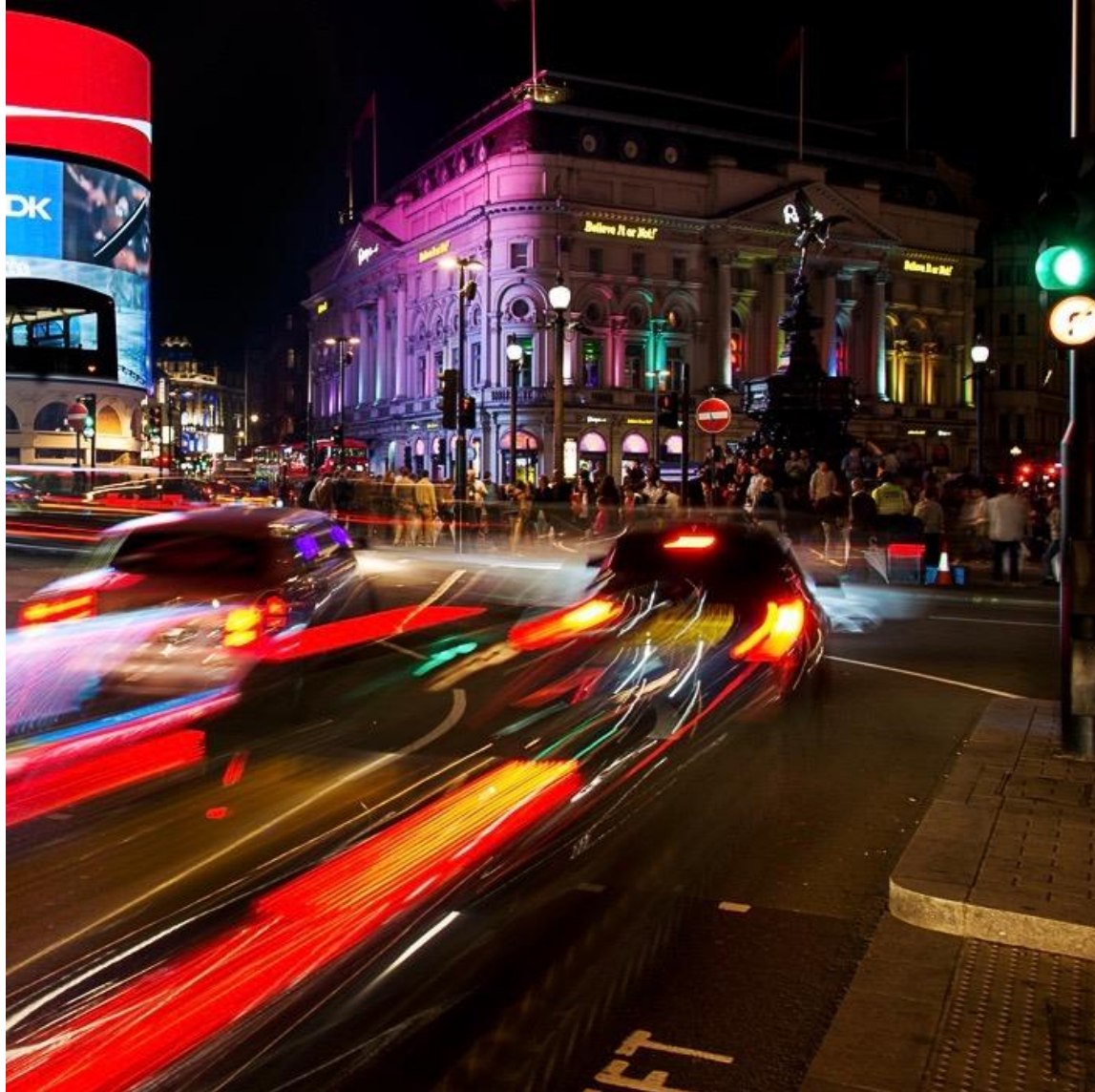
New Zealand: Wilson Parking order to install 680 sensors across three locations



OUTLOOK

- Strong pipeline of business
- Growing client relationships
- Well placed to capture demand
- Investing in technology innovation
- Fully funded to execute strategy

Smart Parking | Outlook



“Following the success of our capital raising Smart Parking has begun 2017 **fully funded** and well placed to **execute our growth initiatives** and **capture global demand**.

We look forward to expanding our sales and operational capacity in the UK in order to ramp up the installation of technology for the services business. **The Company has never been in a stronger position and is excited about our pipeline of business.”**

Smart Parking CEO Paul Gillespie



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