

Smart Parking Limited (ASX:SPZ)

Q1 FY21 Business Update

28 October 2020
CEO Paul Gillespie

smartparking.com

Q1 FY21 Update

| Initiatives implemented in FY20 to streamline & strengthen Smart Parking are beginning to deliver positive returns

- Positive Group operating cashflow (including lease payments) of \$0.6m
- Cash on hand at 30 September of \$9.3m (includes UK Coronavirus Business Interruption Loan draw down of \$2.7m)
- UK sales team re-structure delivering results with 56 new site installations for Q1
- UK installed estate performing to expectations despite COVID-19 restrictions
- NZ Services business established with 2 sites currently being installed
- Technology project delays across all territories due to COVID-19, order book and work in progress of \$3.2m
- Strategy to leverage market leading technologies into large global addressable markets intact. 1,000 sites under management expected by June 2023

Business Update – Q1 FY21 delivering positive results

↑ 152%

Car volume continues to recover

**Compared to COVID-19 lows*

↑ 388%

PBN issuance in UK recovering

**Compared to COVID-19 lows*

56
40

New sites added in Q1 FY21,

More committed in Q2 FY21

↑ 8%

Car volumes up on same period last year

**September 2020 vs September 2019*

↓ 8%

PBNs down on same period last year

**September 2020 vs September 2019*

\$9.3m

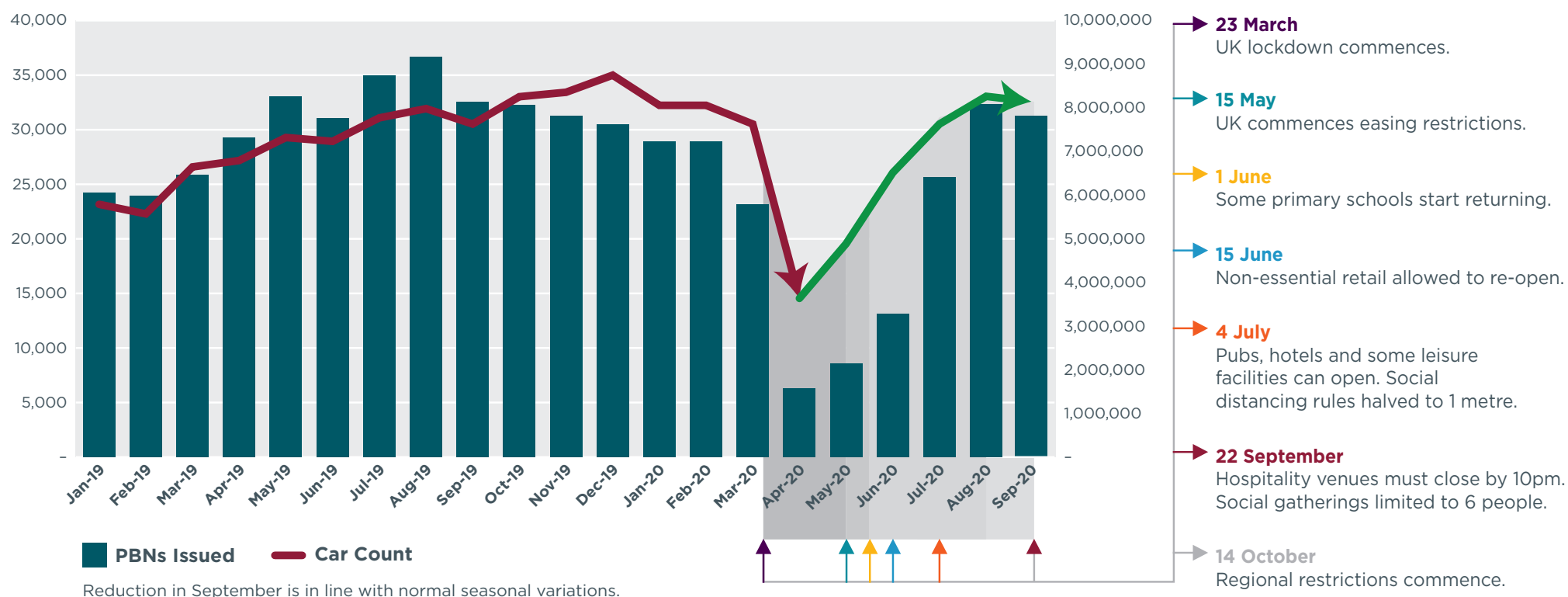
Cash balance at 30 September

**Up \$3m from 30 June 2020 including \$2.7m drawdown of UK Coronavirus Business Interruption Loan*

Recovery continues

| PBNs fell 80% in April compared to the monthly average for the year prior and have rebounded 388% from COVID-19 lows

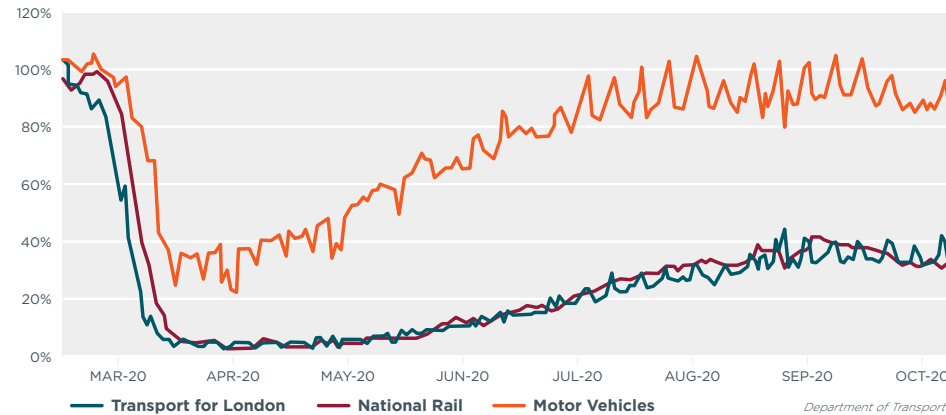
PBNs Issued vs Car Count



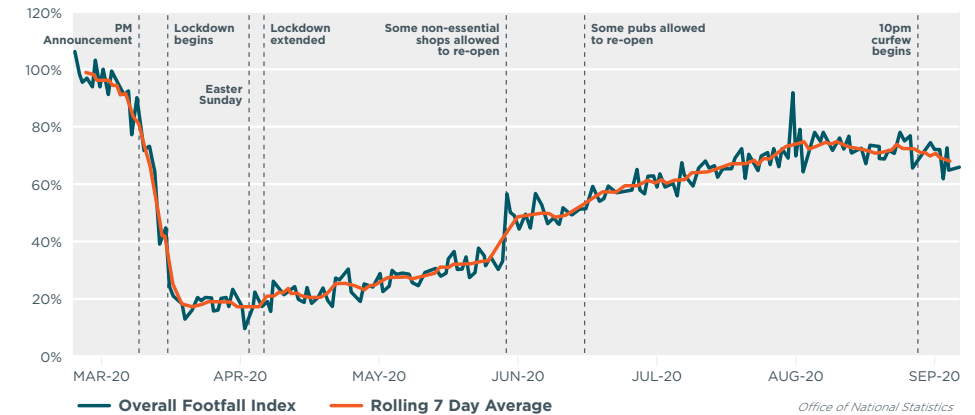
UK motorist & commuter activity

| Strong recovery from COVID-19 lows with a growing trend in the use of motor vehicles vs public transport

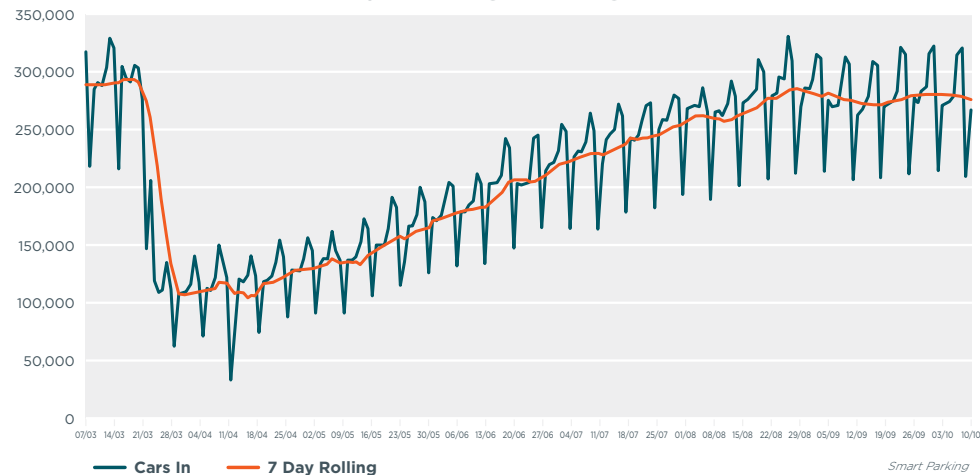
UK Commuter Behaviour



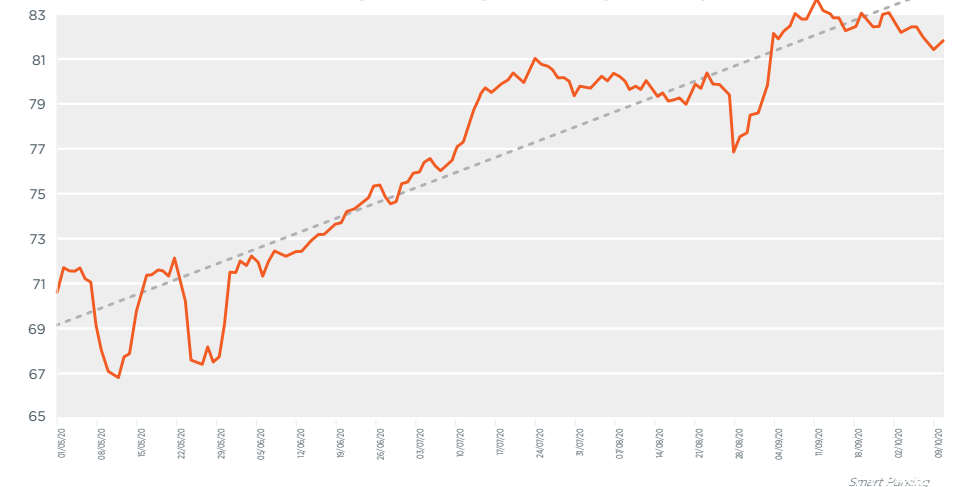
Footfall Index



7 Day Rolling Average Cars In



7 Day Rolling Average Stay



Managed Services

| Positive growth across the business

UK

- Added 56 sites in Q1 with the objective of delivering 200 new ANPR installations in FY21*
- KFC UK & Ireland installations have commenced, with 15 sites installed
- SPZ is focused on achieving 1,000 ANPR installations under management by June 2023

NZ

- Accreditation achieved to become an ANPR parking services operator in New Zealand
- First two customer sites currently being installed

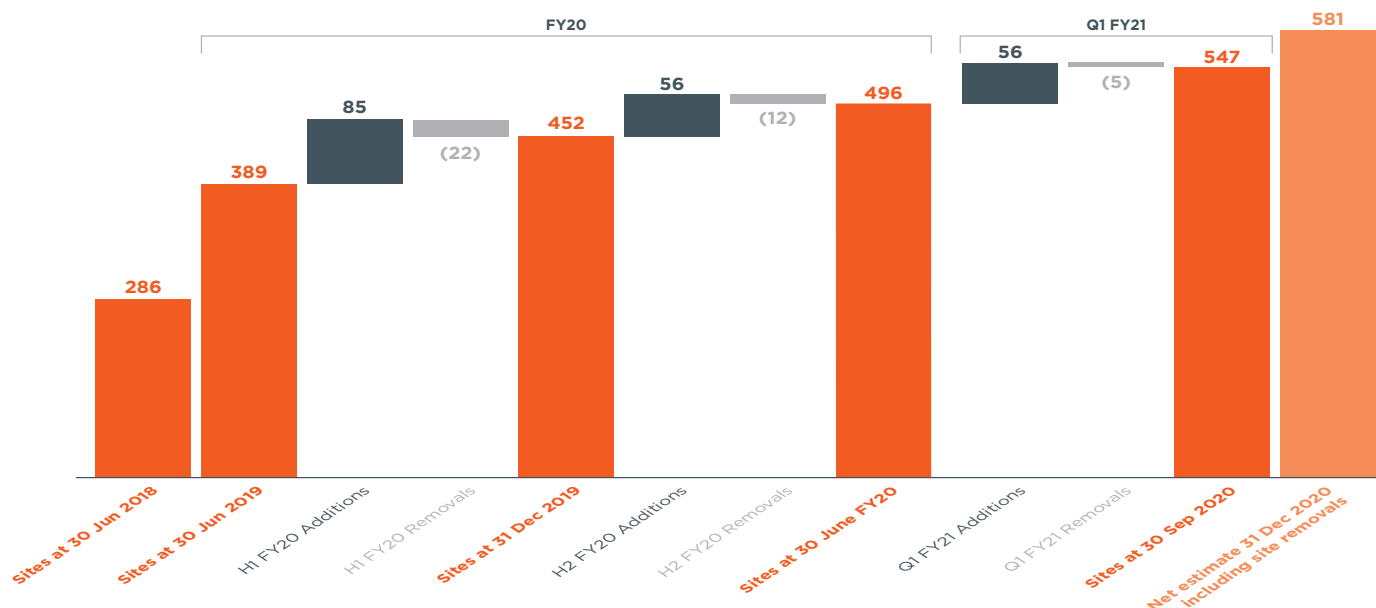
**Subject to no future UK-wide COVID-19 lockdowns.*



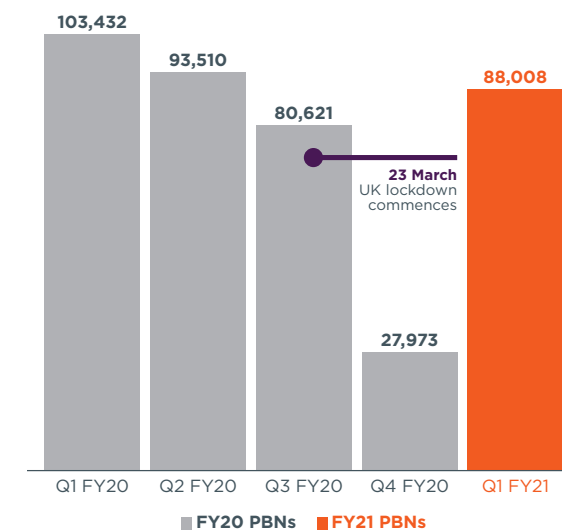
UK Growth

| 56 new sites added in Q1 FY21 with 40 new committed sites in Q2 FY21 pipeline

Site Reconciliation



Parking Breach Notices Issued



Reduction of PBNs in Q2 & Q3 is in line with normal seasonal variations

Technology

| Continuing to execute growth strategy – \$3.2m of contracted orders

- Gatwick Airport - Equipment has been delivered, and the deposit received. Installation due for H2 FY21
- Recent contract win for Queen Victoria Market (Melbourne, Australia) to install a parking guidance systems across 500 bays in H2 FY21
- Order book and work in progress of \$3.2m
- Annualised personnel savings of \$1.2m from a reduction in head count
- SPZ focused on the goal of the technology division being cashflow positive. Technology business cashflow positive in Q1



Smart Parking outlook

| Market recovery and new opportunities for growth

- Q2 FY21 underway with 40 new ANPR installations in the pipeline
- UK PBN issuance in-line with expectation and will be monitored carefully with new regional lockdowns in place
- UK market opportunity intact and SPZ are committed to growing the ANPR installation base
- Focused on growing the NZ Managed Services offering with more sites in the pipeline for Q2
- New IoT product launches in progress that will open up wider pools of customers and greater revenue opportunity in the technology business
- Large addressable market available in both Managed Services (UK & NZ) and Technology businesses
- Smart Parking have the capital and capability to execute the growth strategy
- All forward-looking statements can be subject to change depending on COVID-19 restrictions easing or increasing