

Smart Parking Limited (ASX:SPZ)

# AGM Presentation

19 November 2021  
CEO Paul Gillespie

[smartparking.com](https://www.smartparking.com)

# Smart Parking Ltd (ASX:SPZ)

A global company focused on delivering industry leading technology innovations and solutions within the parking industry

## Parking management services

Provision of parking management solutions, predominantly servicing the retail sector, managing agents and land owners. With a large number of sites in the UK, SPZ has recently launched in two new territories, with accreditation achieved in NZ and Queensland, Australia to run parking management services.

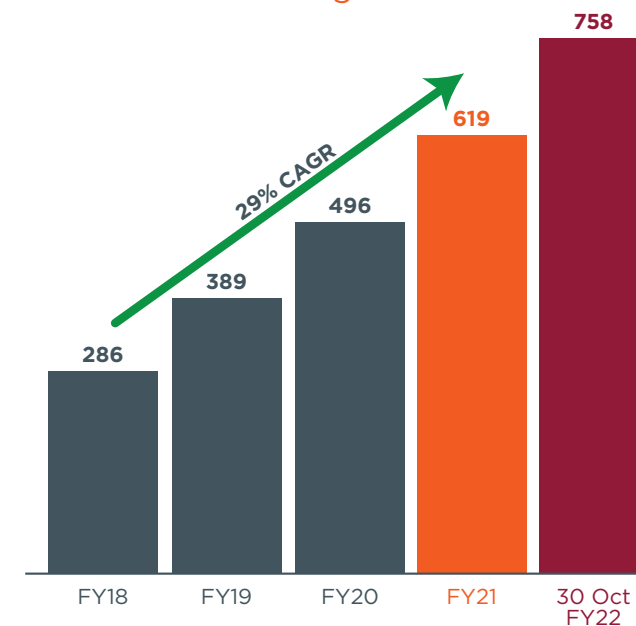
## Technology

The sale of Smart City and IoT (Internet of Things) technology, hardware and software predominantly for parking solutions around the world.

## Research & development

We develop proprietary solutions to enhance Smart City, IoT and ANPR software/hardware for both the Technology and Parking Management divisions.

Sites Managed - ANPR



**10 MILLION CARS PER MONTH**  
THROUGH UK ESTATE



**OVER 31m SMARTCLOUD**  
TRANSACTIONS PER DAY



**OVER 600 CUSTOMERS**  
WORLDWIDE



**OPERATING IN OVER**  
**10 TERRITORIES**



## FY21 Highlights – Recovery Underway

**619** Total sites  
up 25% 

*\*As of 30 June 2021 compared to PCP*

Adjusted EBITDA  
\$2.2m up 

**354%**

*\*Compared to PCP*

Growth in parking  
breach notices up 

**278%**

*\*Q4 FY21 compared to PCP*

Cash of  
**\$10.7m**

*\*At 30 June 2021*

Free cash flow positive

**\$1.1m**

Q4 Adjusted EBITDA margin

**21.8%**

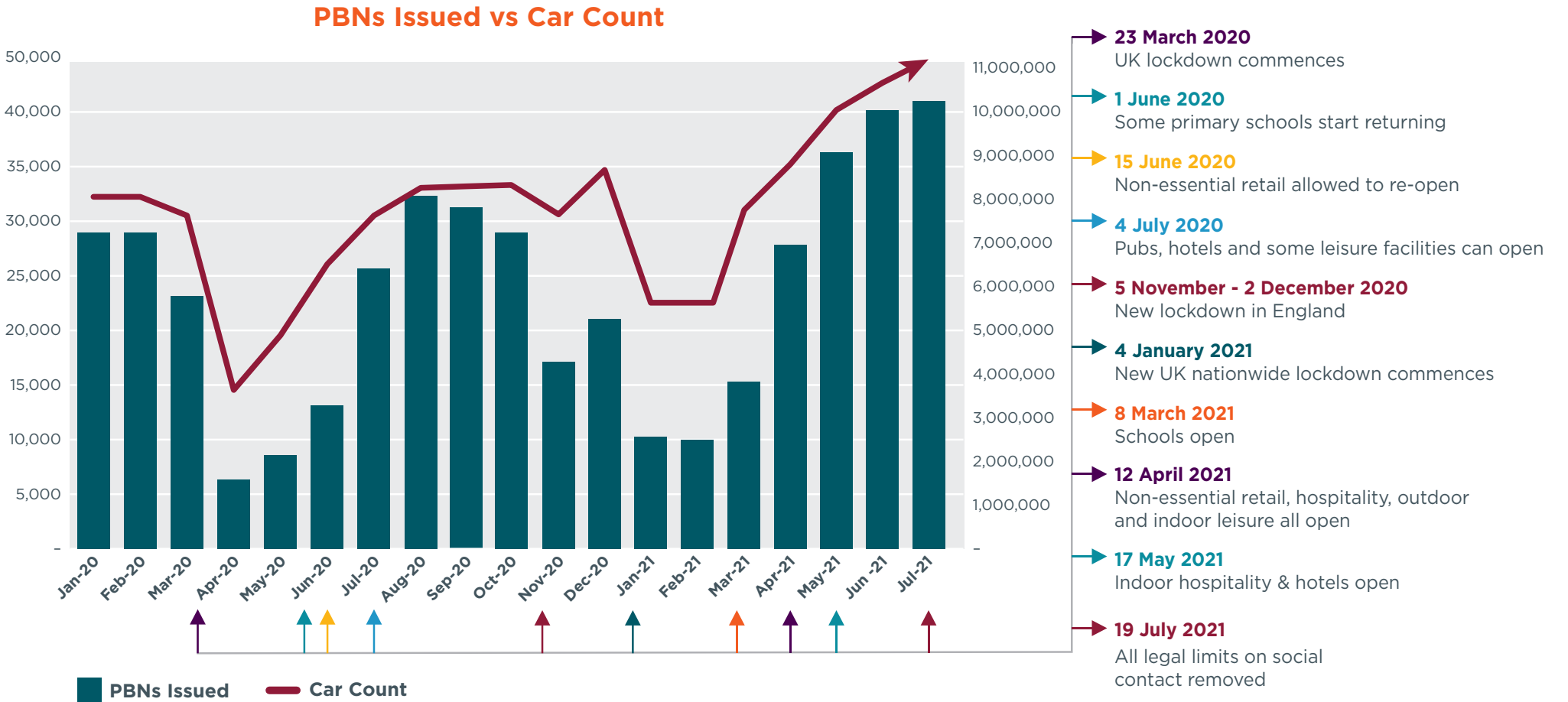
# SPZ FY21 in review | Smart Parking Group

- UK Parking Services business experienced rapid growth as COVID-19 restrictions eased, with all key metrics at or around pre-pandemic levels.
- The business experienced a strong recovery in Q4 FY21 with Parking Breach Notices increasing 278% compared to Q4 FY20.
- 619 total group sites under management as at 30 June.
- NZ Parking Services business launched with performance ahead of group averages for PBN issuance, with 6 sites installed at 30 June, scope for significant growth.
- Established Australian Parking Services business, started in Queensland with first sites installed in Q1 FY22.
- Technology delivered a maiden profit despite global pandemic.
- Overheads were down 20% with personnel costs down 21% as a result of the cost saving initiatives implemented in FY20.
- The Group recognised a one-off benefit of \$6.9m in FY21 related to the resolution of the VAT dispute which included a cash refund of \$2.9m.
- Spent \$1.1m on share buy-back to 30 June.



# UK pandemic tracker

| Strong recovery in Q4 – vaccination progress continues, and PBNs now exceeding pre-pandemic levels.



Reduction in PBNs in September & October is in line with normal seasonal variations.

ersonal use only



# FY22 business update

| Strong growth trajectory in the UK whilst expanding into new addressable markets in New Zealand, Australia and Europe.

- Strong start to the financial year with October YTD revenue growth of 53%, 30% Adjusted EBITDA margin (+820bp expansion) and an increase in addressable markets (ANZ, EU).
- UK Parking Services business experiencing rapid growth through disciplined execution of growth strategy. Details of UK Parking Bill under discussion – positive long-term industry outlook.
- Completed acquisition of Enterprise Parking Solutions with 68 new sites in Q1.
- 758 total group sites under management as at 31 October - on track for 1,000 sites under management by June 2023.
- NZ Parking Services business growth strategy temporarily impacted by COVID-19 restrictions. 13 sites now installed, scope for significant growth. Australian growth to resume as lockdowns lift, highly attractive market.
- Constructive regulatory framework in mainland Europe, scope for expansion.
- Technology order book intact with \$3.3m of booked orders predominantly to be recognised in H2 FY22.
- Positive outlook for further growth in Q2. H1 FY22 revenue expected to be around \$16.4-16.9m, 64% change vs PCP. Adjusted EBITDA expected to be around \$4.4-4.7m, 223% change vs PCP.

## October YTD

**758** Total sites  
up 22% 

*\*As at 31 Oct 2021 compared to 30 June 2021*

Revenue of  
\$11.4m up 

**53%**

*\*Compared to PCP*

Adjusted EBITDA  
\$3.4m up 

**130%**

*\*Compared to PCP*

Cash of  
**\$10.3m**

*\*At 31 Oct 2021*

Growth in parking  
breach notices up 

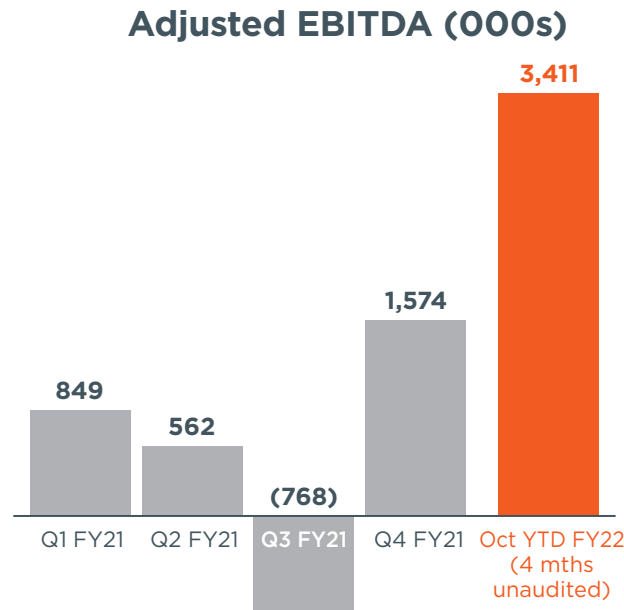
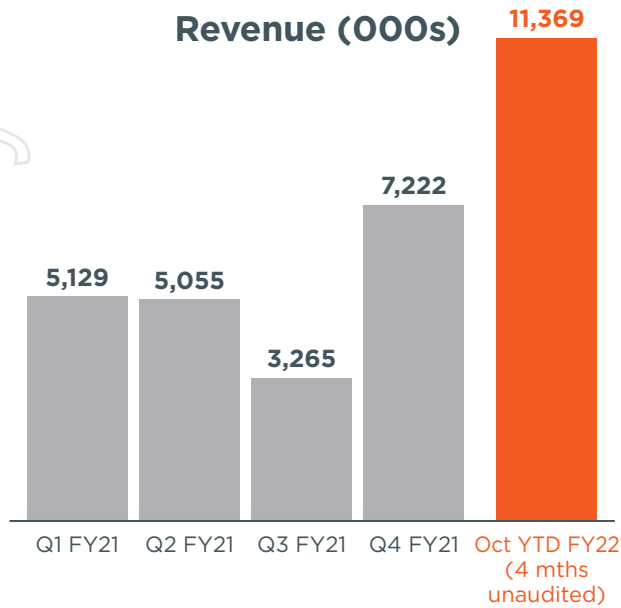
**60%**

*\*Compared to PCP*

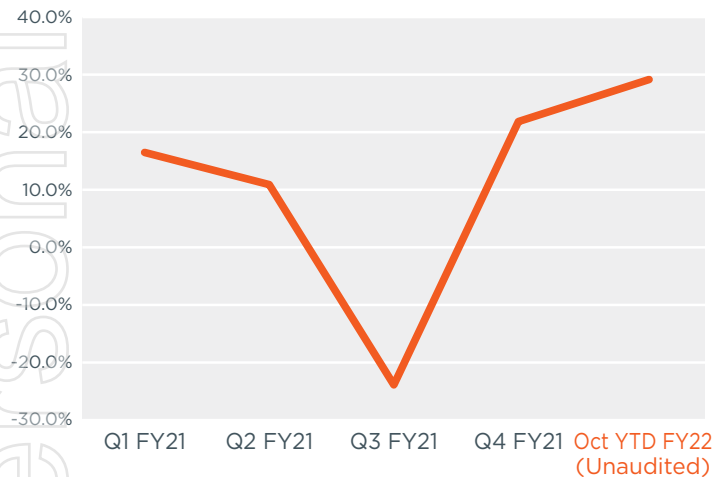
**1,500**

New global sites target  
by June 2025

# FY22 – Margin expansion



**Adjusted EBITDA % Margin Chart**



- All time record margin.
- Scale benefits driving operational gearing.
- Favourable margin mix.
- High incremental margin on additional PBNs.
- Overheads up 38% on PCP with increased headcount, staff returning from furlough, reinstatement of salaries, and from increased activity.



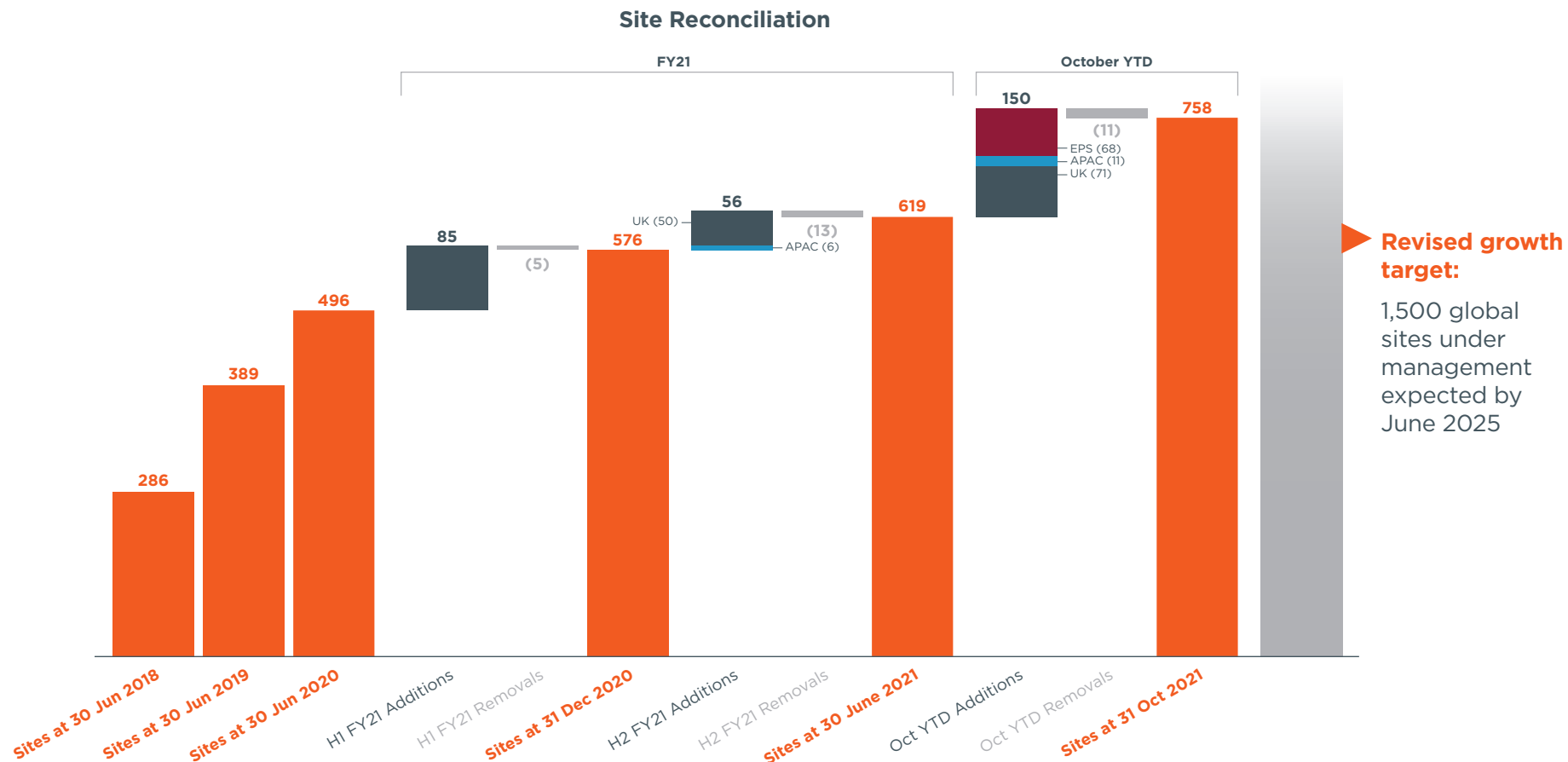
Revenue up  
**53%**  
on PCP



Adjusted EBITDA up  
**130%**  
on PCP



# Management services – estate growth



## UK ANPR roll out continues

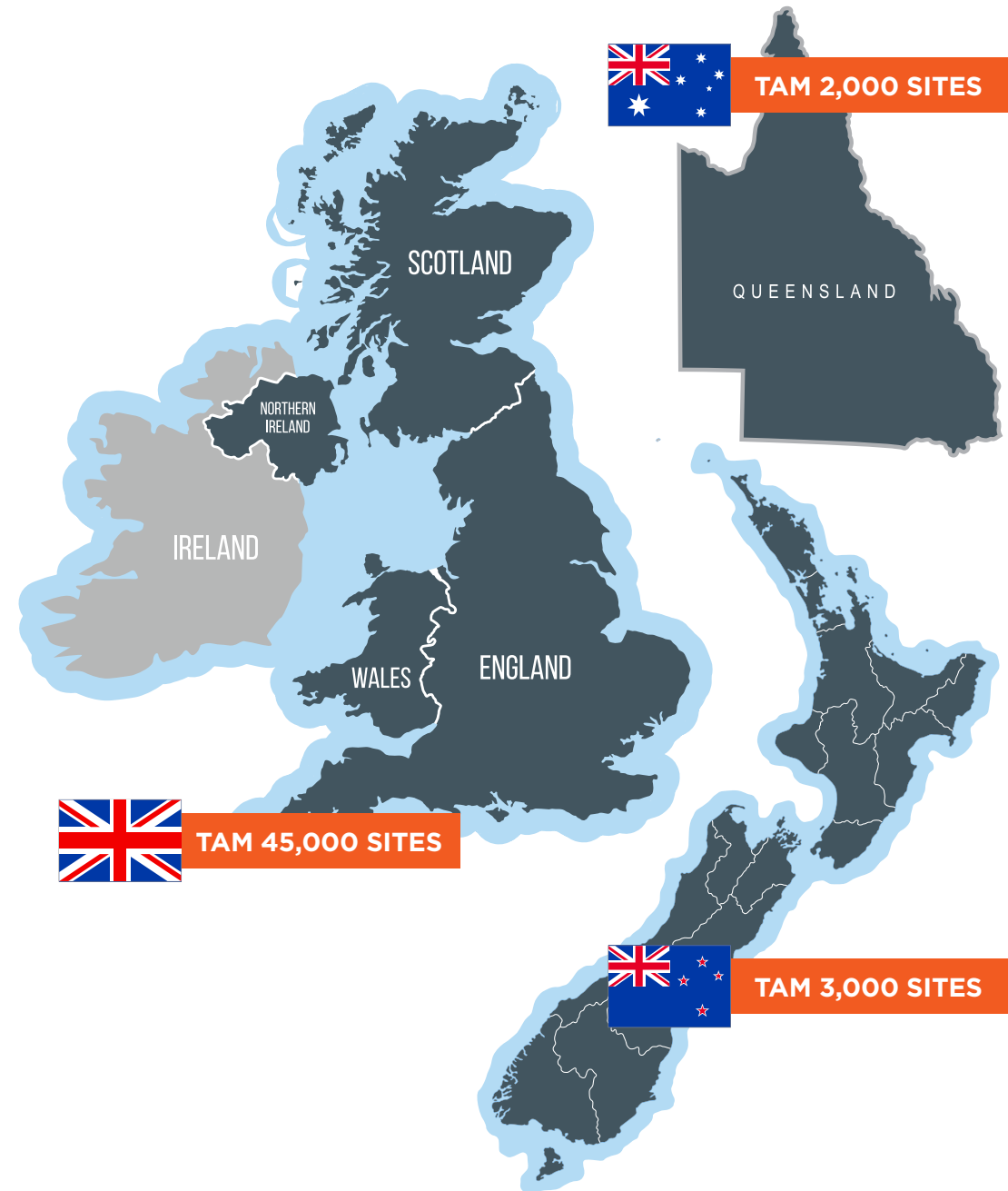
- **71** new sites installed in October YTD with 11 removed.
- **68** new sites from acquisition of Enterprise Parking Solutions.
- Site optimisation, review & losses will lead to higher removals in November & December.

## Growing APAC managed services

- **17** sites in New Zealand/Australia installed (as at 31 October)
- Installations heavily impacted by country and regional lockdowns.

# New medium term guidance target

- Original 1,000 sites target by June 2023 intact.
- New additional target of **1,500 sites** globally by June 30 2025.
- **UK** total addressable market – 45,000 sites.
- **NZ** estimated addressable market – 3,000 sites.
- **Queensland, Australia** estimated addressable market – 2,000 sites.
- Constructive regulatory framework in mainland Europe – scope to deploy proprietary technology at scale.





# Technology and R&D

| Continuing to execute growth strategy – leveraging proprietary technology

- Proprietary technology platform to support growth in Managed Services and entry into new markets.
- Order book and work in progress of \$3.3m underpins strong H2 outlook.
- Through our growing Services relationship with KFC we are leveraging our technology expertise to transform the Click & Collect customer experience, with deployment in H1 FY22.
- Delivered SmartCloud enhancements to provide NZ ANPR services workflow.
- Proprietary IoT compliance product delivered to Moonee Valley client in Q1.



# FY22 priorities

- Deliver revised growth target of 1,500 global sites under management by June 2025.
- Continued execution of UK growth strategy – 180 net new sites in FY22.
- Grow new territories with ANPR model in countries with appropriate jurisdictional framework including European countries.
- NZ Parking Services business underway with 13 sites under management.
- Australian Parking Services business underway with 8 sites under management.
- Leverage new technology products into new and existing customers.
- Well capitalised to fund further strategic acquisition opportunities in new territories.

*\* All forward-looking statements can be subject to change depending on COVID-19 restrictions easing or increasing.*



Thank you.

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