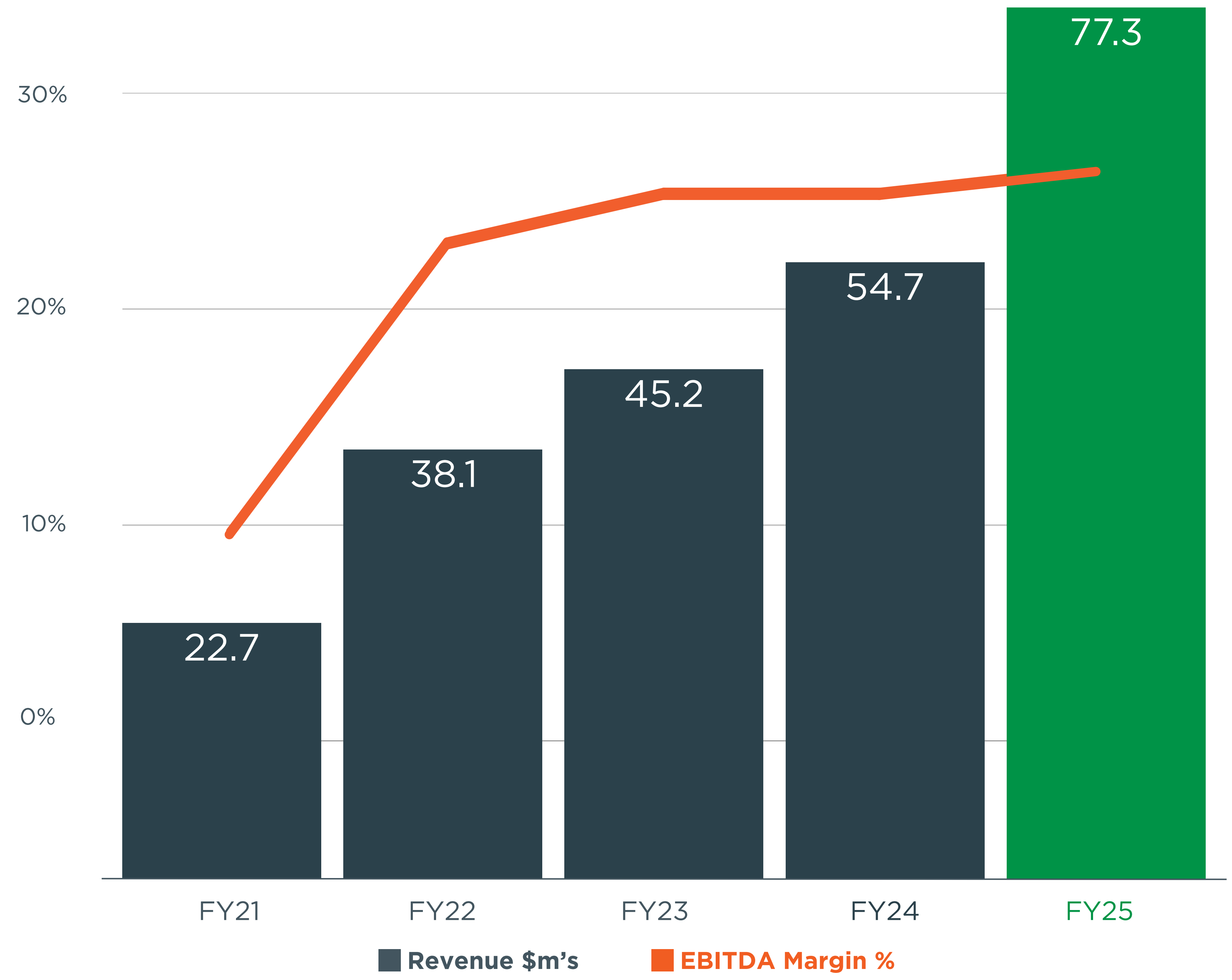
Smart Parking Limited (ASX:SPZ)

Evans & Partners SMID Conference

29 October 2025
CEO Paul Gillespie

smartparking.com

Track record of growth and rising profitability



Strong growth in revenues and margin expansion over the last 5 years.

Share price up 816% (over 5 year period) 27 October 2025.

Multi-year growth strategy in large addressable markets.

Robust technologies and management capability to deliver long term sustainable growth.

SPZ snapshot

SMART PARKING

ANPR SITES 1,799 expanding under management

* As at 30 Sep 2025
** 71 Sites removed from Queensland - technology redeployed to New Zealand

SITE CAGR 31% sustained growth

* Over 7 year period to 30 Jun 2025

FY25 REVENUE $77.2m

* For FY25 financial year

EBITDA MARGIN 26.6% delivering sustainable growth

* For FY25 financial year

335 Global Employees

* As at 30 Sept 2025

US Footprint Peak Parking acquired Feb 25

Total TAM 250k+ Expanding market opportunities

Proprietary Technology

Growth strategy – multiple drivers

| Three key pillars for growth

Organic growth

Growth in sites = growth
in PBNs = **revenue & profitability**

High incremental margin
leveraging existing fixed
cost base

Existing and New markets:

TAM 45,000 SITES

Market entry in February 2025.
Significant market opportunities to build scale and leverage SPZ market

TAM 3,000 SITES | TAM 90,000 SITES | TAM 10,000 SITES | TAM 10,000 SITES

New territories

Investigating and evaluating
new market territories across Scandinavia, mainland Europe and USA

Focused on territories with appropriate regulatory environment where SPZ can
leverage SmartCloud IP and market leading AI driven technology

Acquisitions

Good pipeline of opportunities
Adding scale where SPZ have successful operations and market intelligence

Disciplined selection criteria:
Strategic fit, technology and **earnings accretion**

Ability to leverage technology and deep domain expertise to
deliver synergies

Expanding our addressable market - scaling across multiple territories

| Disciplined acquisition track record- complements strong organic growth

2021

March

Expanded into New Zealand in March of 2021.

August

Completed acquisition of Enterprise Parking solutions in August.

2022

January

Launched a technology driven Parking Management business in Germany.

April

Completed the acquisition of NE Parking and are working with customers to upgrade suitable sites from manual operations to a technology led solution.

2023

July

Completed the acquisition of ParkInnovation and working to upgrade suitable sites in Germany from manual operations to a technology led solution.

2024

February

Successfully launched a technology driven Parking Management business in Denmark.

March

Completed the acquisition of the assets in Local Parking Security working to upgrade suitable sites in the UK from manual operations to a technology led solution.

2025

February

In February, completed the acquisition of Peak Parking.

July

Successfully launched a Parking Management business in Switzerland.

Why we win

| Enhancing returns for site owners by deploying market-leading technology and best practice compliance

SmartCloud Hub customer portal

Disciplined sales execution

Diversified customer portfolio:

- Retail
- Property agent
- Hospitality venues
- Hospitals
- Entertainment venues
- Transportation hubs
- Hotels
- Fast food restaurants
- Supermarkets

High quality hardware delivery

Smart Parking camera installation monitors all car movements and collates contraventions - 233m vehicles recorded in FY25.

Proprietary technology

All image data is processed through proprietary SmartCloud AI engine - over 490m images processed in FY25.

Working to high regulatory standards.

Government agency provides car owner details. Deep domain expertise in compliance requirements and matching exemptions to ensure accuracy and adherence to legislation.

Highly disciplined process

Parking Breach Notice is sent to owner for payment - 292,000 PBNs issued in **Q1 FY26.**

How it works

| High return capital light model

- ✓ Capex of $18k to install each site (SPZ retains ownership of the equipment)
- ✓ Each incremental site generates 680 Parking Breach Notices per year generating revenue of $42.5k
- ✓ Incremental EBITDA margin of 55%
- ✓ Payback of 9 – 10 months
- ✓ Targeting 500 – 700 new sites in FY27
- ✓ Contract term of 3 – 5 years

** Based on mature businesses in UK, NZ & Germany*
*** Indicative metrics based on FY25 data, future performance may vary*

Scaling our international footprint

| Leveraging core technology and expanding out addressable markets





FY25 Results	UK Continuing Growth	NZ Building Scale	Germany Growth Accelerating	Denmark Established Beachhead	USA Integration on Track
GROWTH IN SITES	**1,335** total sites **19%**[1] up on PCP	**238** total sites **47%**[1] up on PCP	**107** total sites **60%**[1] up on PCP	**48** total sites Opened Feb 2024	**139** total sites
GROWTH IN PBNs	Up **13%**[1]	Up **48%**[1]	Up **37%**[1]	**8,668** PBNs issued	-
REVENUE ($000s)	**52,523** Up **19%**[1]	**7,395** Up **62%**[1]	**4,003** Up **43%**[1]	**1,295** Up **1,084%**[1]	**10,220**[2]
ADJUSTED EBITDA ($000)	**16,748** Up **17%**[1]	**3,164** Up **128%**[1]	**(1,499)** Up **11%**[1]	**(1,430)** Down **139%**[1]	**3,083**[2]
Adjusted EBITDA Margin	**31.9%** Down **0.8%**[1]	**42.8%** Up **12.5%**[1]	**(37.5%)** Up **23.0%**[1]	**(110.5%)** Up **437.8%**[1]	**30.2%**[2]
TAM	**45,000 sites**	**3,000 sites**	**90,000 sites**	**10,000 sites**	**2B parking spaces**

1 Compared to previous corresponding period.
2 Post acquisition period from 1 March 2025 to 30 June 2025.

NEW

Switzerland

- **Established the business in July 2025**
- **Managing Director recruited**
- **Operational structure set up complete**
- **Further recruitment underway for sales and operational team**

FY25 Highlights - record results

Revenue of $77.2m[1,2] up

42%

* Compared to PCP

Adjusted EBITDA $20.5m[2,3] up

47%

* Compared to PCP

1m PBNs issued, up

21%

* Compared to PCP

Adjusted free cash flow of $13.3m up

15%

* Compared to PCP

Cash of $12.7m[4] up

75%

* Compared to 30 June 2024

EPS of 1.45cps[2,5] up

37%

* Compared to PCP

1 Excludes interest income of $0.2m.
2 Includes 4 months of Peak Parking (USA)
3 Excludes non-recurring/non-operation costs.
4 Excludes $8.7m on cash held on behalf of customers.
5 Weighted average number of ordinary shares is 374,573,995 up 7% on PCP.


SMART PARKING
Q1 FY26
Business
Update

Q1 FY26 key metrics

| Ongoing growth across all markets

Revenue of $28.3m up
69% ↑

**Compared to PCP*

Adjusted EBITDA $7.9m up
56% ↑

**Compared to PCP*

Building scale across multiple markets
Live in Countries 6

**Compared to PCP*

ANPR site growth to 1,799
21% ↑

**Compared to PCP*
***** 71 Sites removed from Queensland - technology redeployed to New Zealand***

PBNs Issued - 292,477 up
10% ↑

**Compared to PCP*

Group average PBN value up
17% ↑

**Compared to PCP*

**Q1 results are unaudited*

Q1 FY26 Trading update

| Positive start to FY26 ongoing growth across all markets

UNITED KINGDOM

- **Enhanced recovery process delivering higher yield per PBN - up 19% on PCP.**
- Total site installations up 18% on PCP with strong pipeline in place.

USA

- **Highly accretive and on track to exceed 25% accretion (on a proforma basis).**
- Integration complete. Growth underway. 7 new locations live in Indiana.
- 10 ANPR sites installed - 8 sites issuing PBNs to date.

NEW ZEALAND

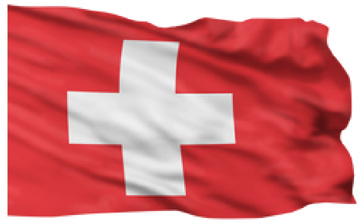
- **48% growth in Q1 FY26 of PBNs compared to PCP**
- Total site installations up 47% on PCP with strong pipeline in place.

GERMANY

- **34% growth in Q1 FY26 of PBNs compared to PCP.**
- Total site installations up 65% on PCP with strong pipeline in place.

DENMARK

- Over 50 sites installed.
- Changes in regulation reducing PBN issuance - utilisng technology to maximise PBN output.



SWITZERLAND

- Established July 2025.
- Recruitment of the team is complete.
- Sales pipeline underway.

Growth Priorities – 3,000 Organic ANPR Site Target

- ✔ Long term organic site target of 3,000 sites under management by December 2028, affirmed.
- ✔ Long term strategy execution continuing with the highly accretive acquisition of Texas based Peak Parking. The acquisition provides SPZ with access to the largest parking operations market in the world to leverage our market leading proprietary technology.
- ✔ Continuing to drive organic growth in the UK, Germany, Denmark, New Zealand, Switzerland and the USA.
- ✔ Continued focus on expansion into new territories and maintained disciplined M&A strategy and strong balance sheet.

** All forward-looking statements can be subject to change.*

Thank you.

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