

Smart Parking Limited (ASX:SPZ)

Rapid Insights Conference

14 May 2026

CEO Paul Gillespie

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



CEO Key Messages

- Site growth accelerating to **1,979** at the end of April 2026 (1,852 as at 31 December 2025).
- UK PBNs return to growth; volumes up 10% (January–April) versus PCP, as expected.
- Investing for US growth, scaling sales team and acquiring new locations in prioritised territories. Early stages of a long-term growth runway, building the foundations for enduring success.
- CEO relocating to the USA in H1 FY27.
- Improved UK aged debt recovery processes ongoing.
- Profitability increasing in Germany: Site installations and PBN issuance accelerating, with 52% April FYTD growth in PBNs.
- Switzerland: Transitioning to growth phase following completion of major investments; contracts and installations now scaling.
- Robust balance sheet provides the optionality to pursue strategic M&A, driving increased scale and earnings accretion.

Q3 FY26

1,943 ANPR Sites

up 17%



**Compared to PCP*

Growth in Parking Breach Notices up

19%

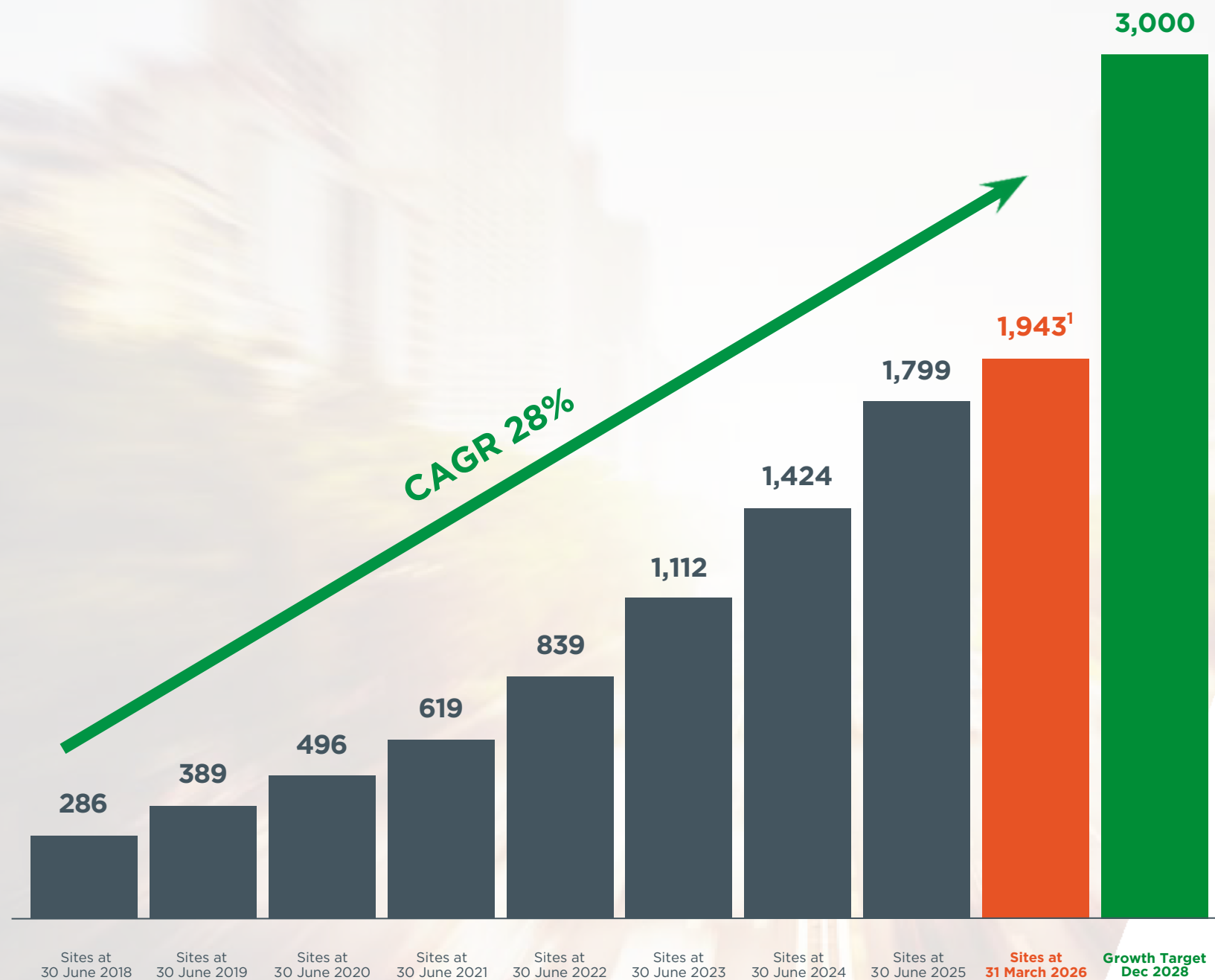


**Q3 FY26 Compared to Q3 FY25*

Q3 ANPR Sites and PBNs

| Disciplined execution of growth strategy

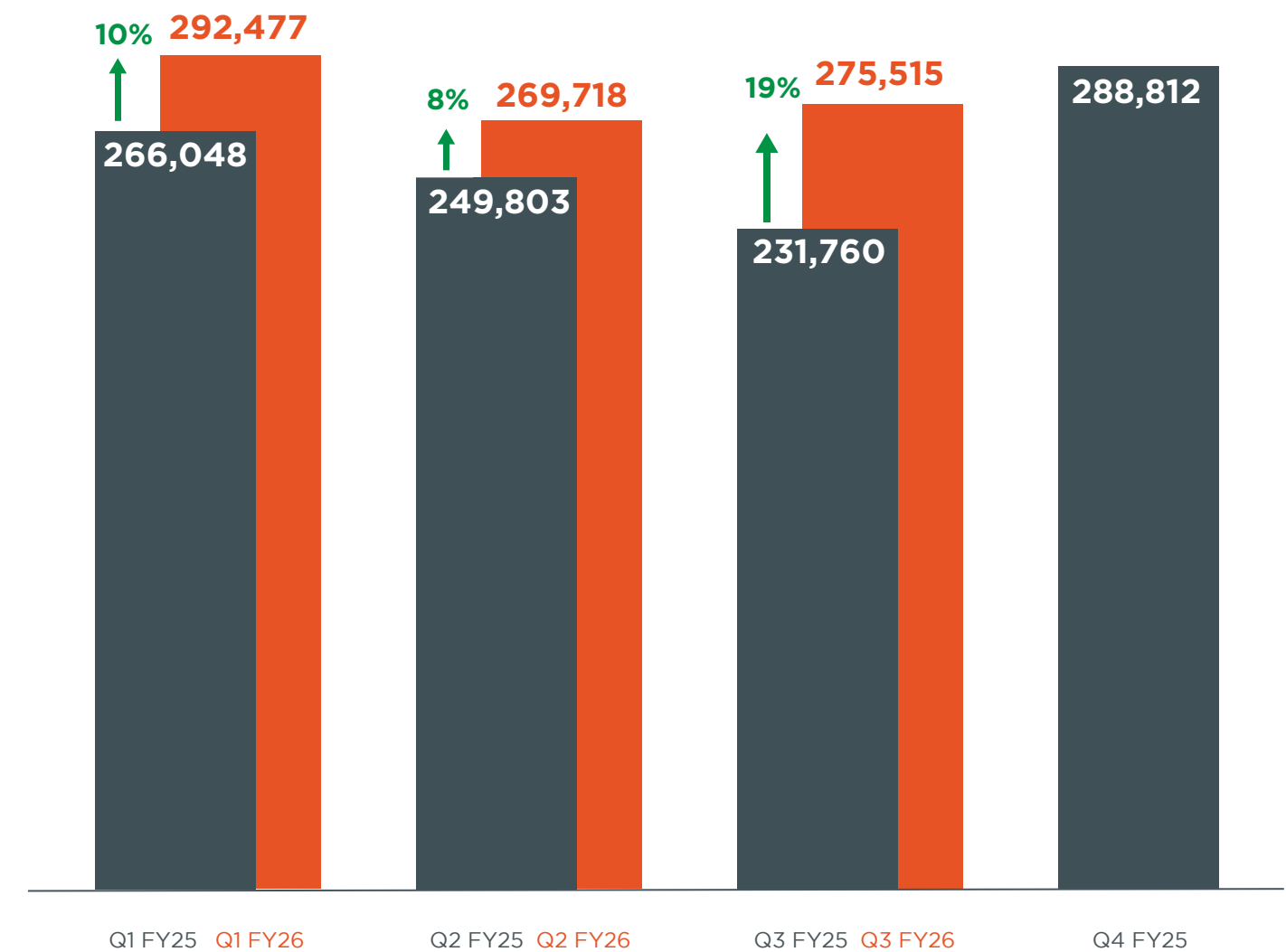
Total Group ANPR Sites



¹ Includes the removal of 71 sites in Queensland, Australia in H1 FY26 - equipment redeployed to New Zealand. Total ANPR sites at 30 April 2026 1,979

Parking Breach Notices Issued

YTD Q3 FY26 Average Quarterly PBNs of 279,237 (up 12% on PCP)



Reduction in PBNs in Q2 and Q3 is in line with normal seasonal variations.

Regional Review - April 2026 FYTD



| Return to growth in UK PBNs as expected



UNITED KINGDOM

- **UK PBNs return to growth; volumes up 10% (January–April) versus PCP. Positive performance in light of macro challenges.**
- 115 new live sites from January to April 2026.
- Improved aged debt recovery processes ongoing.
- TAM of 45,000 sites.



NEW ZEALAND

- **31% growth in PBNs for April FYTD compared to PCP.**
- PBN value increased from \$85 to \$95 on 100 sites.
- 43 new live sites from January to April 2026.
- TAM of 3,000 sites.



SWITZERLAND

- **3 Initial new contracts signed. Revenues due to commence mid CY26.**
- Investment in management, sales and operations is complete.
- Growth in the pipeline through increased sales activity in prioritised cantons.
- TAM of 10,000 sites.



USA

- **19 total ANPR sites across existing locations.**
- Investing in additional sales capabilities based in the following cities: Austin (TX), Atlanta (GA), Dallas (TX), Houston (TX), Indianapolis (IN), Seattle (WA) and Tampa (FL).
- Significant growth in the pipeline compared to February.
- Some site rotation as we grow the ANPR estate.
- TAM of 2B parking spaces.



GERMANY

- **52% growth in PBNs for April FYTD compared to PCP.**
- Profitability has been expanding since January break even.
- TAM of 90,000 sites.



DENMARK

- **Continuing to run manual enforcement operations.**
- Maintaining existing infrastructure and working closely with Danish Industry and regulators in anticipation of positive regulatory outcomes.
- TAM of 10,000 sites.

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



TAM 2bn PARKING SPACES



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 has 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



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.



2024



February

Launched a technology driven Parking Management business in Denmark.



July

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

2023



April

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

2022



January

Launched a technology driven Parking Management business in Germany.



March

Expanded into New Zealand in March of 2021.

August

Completed acquisition of Enterprise Parking solutions in August.

2021

Thank you.

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