SMART PARKING

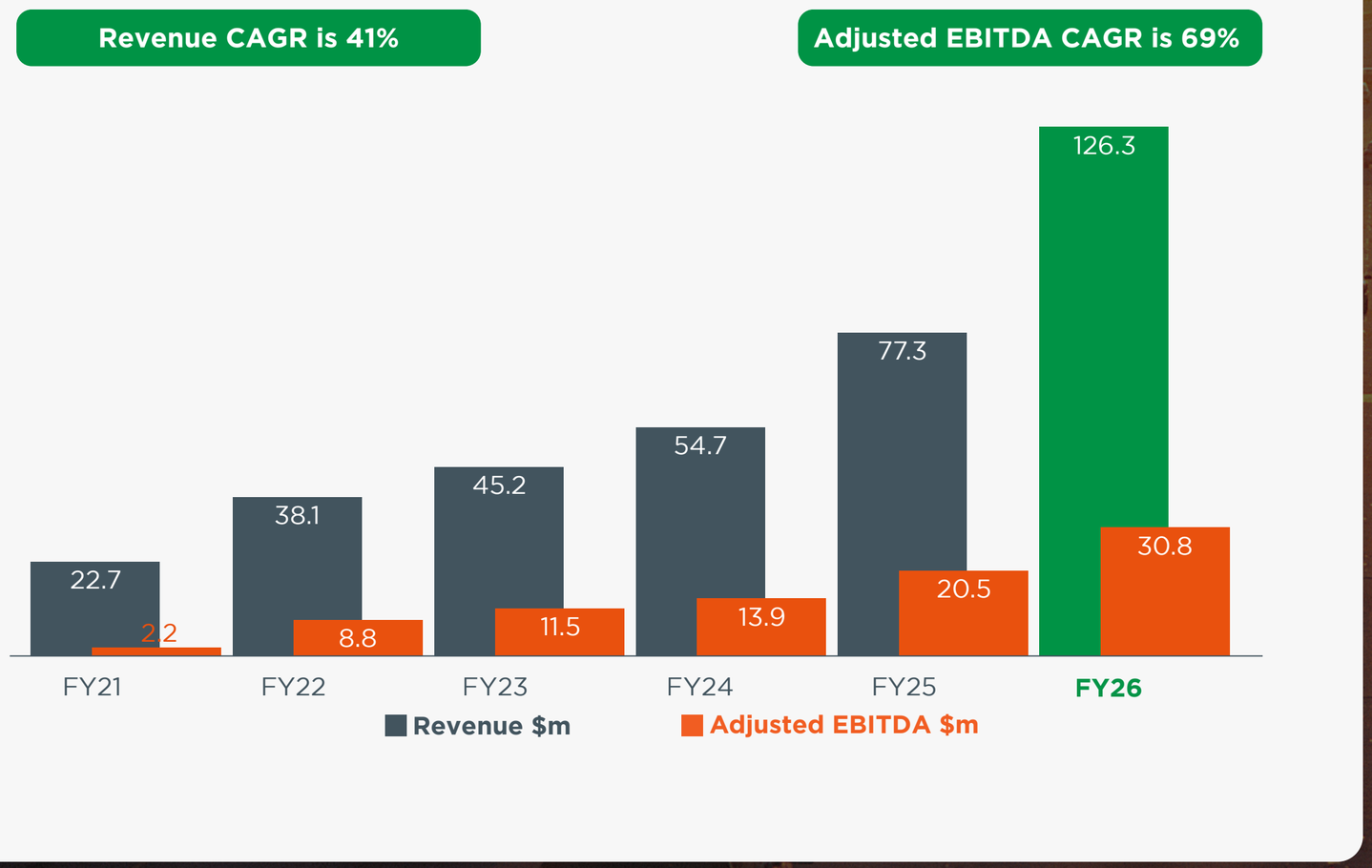
Annual General Meeting



Smart Parking Limited (ASX:SPZ) | 13 November 2026 | CEO Paul Gillespie

smartparking.com

Track record of growth and rising profitability



Superior solutions – technology-led service delivering positive financial outcomes for landowners, retailers and property managers.

Strong growth in revenues and earnings over the last six years.

Multi-year growth strategy in large addressable markets. Strong balance sheet to fund organic growth strategy.

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

FY26 Highlights – Record Results

Revenue of $126.0m[1,2] up

63%

** Compared to PCP*

Adjusted EBITDA $30.8m[2,3] up

50%

** Compared to PCP – includes territory establishment costs in Switzerland of $3.8m. Excluding these costs **Adjusted EBITDA increases to 69%** improvement on PCP.*

UNPATA[6] of $11.4m up

73%

** Compared to PCP*

Adjusted free cash flow of $20.0m[5] up

56%

** Compared to PCP*

Cash of $17.4m[4] up

37%

** Compared to 30 June 2025*

2,083 ANPR sites generating revenue across six territories

16%

** Compared to PCP*

1 Excludes interest income of $0.3m.
2 Includes 12 months of Peak Parking (USA) (2025: 4 months)
3 Excludes non-recurring/non-operating costs.
4 Excludes $9.9m of cash held on behalf of customers.

5 Excludes Switzerland cash flow, non-recurring/non-operating items & FX.
6 UNPATA is calculated as underlying net profit after tax before the after-tax impact of amortisation of customer relationships from acquisitions, non-recurring/non-operating items, foreign exchange gains/losses, and includes the normalisation of tax expense. UNPATA is a non-IFRS financial measure.

Key Messages

- ✓ **Leveraging proprietary technologies and capabilities** to drive scale and earnings growth across all territories
- ✓ **Growth track record continuing** – 119 Q1 additions, 63 Q1 removals (> 50% is active churn, SPZ decision to remove) from the estate, 2,129 sites as at 30 September 2026. Full-year target intact
- ✓ **On track to deliver 3,000 ANPR sites by December 2028.** Total TAM > 150,000 sites plus 2bn parking spaces in the USA
- ✓ **Q1 FY27 results are in line with expectations** – ongoing growth in sites and revenues, Q1 PBN issuance +8%. Investments in the US to build sales capability
- ✓ **FY27 to benefit from continued debt resolution** in the UK, contributions from new sites in established markets, and improving performance in new territories
- ✓ **Positive regulatory outcome** in the UK with a new Private Parking Code of Practice
- ✓ **CEO relocated to the US** to drive long-term growth in the world's largest parking management market

Regional Review – FY26

| Leveraging core technology and capability in existing and new territories

	Established Markets		Major Growth Markets		Complementary Markets	
						
	UK	**NZ**	**USA**	**Germany**	**Denmark**	**Switzerland**
FY26 Results	**Strong Revenue Growth**	**Building Scale, Expanding Margin**	**New ANPR Sites Accelerating**	**Growth Accelerating**	**Scaling Manual Operations**	**Building Foundations**
TOTAL SITES	**1,525** total sites **14%**[1] up on PCP	**310** total sites **30%**[1] up on PCP	**156** total sites[2] **14%**[1] up on PCP	**150** total sites **40%**[1] up on PCP	**66** total sites **38%**[1] up on PCP	Utilising market vertical experience with locations in QSR
TOTAL PBNs	**779,960** PBNs up **4%**	**238,314** PBNs up **27%**[1]	**12,113** PBNs issued	**122,850** PBNs up **47%**[1]	**4,082** PBNs down **53%**[1,3]	PBN issuance commenced
REVENUE ($000s)	**84,887** Up **62%**[1]	**8,831** Up **19%**[1]	**25,338**	**5,596** Up **40%**[1]	**298** Down **77%**[1,3]	**0**
Adjusted EBITDA ($000s)	**25,861** Up **54%**[1]	**4,120** Up **30%**[1]	**6,302**	**(1,005)** Up **33%**[1]	**(2,939)** Down **105%**[1,3]	**(3,783)**
Adjusted EBITDA Margin	**30.5%** Down **1.4%**[1]	**46.7%** Up **3.9%**[1]	**24.9%**	**(18.0%)** Up **19.5%**[1]	**N/M**	**N/M**
TAM	**45,000 sites**	**3,000 sites**	**2bn parking spaces**	**90,000 sites**	**10,000 sites**	**10,000 sites**

1 Compared to the previous corresponding period.
2 Includes 30 contracted ANPR locations at 30 June 2026.
3 Denmark switched to manual operations from 1 July 2025, resulting in lower issuance and higher costs.

Leveraging world-class technology and AI capabilities

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

SmartCloud AI Engine processed

548m

images in FY26

SmartCloudHub client portal users

1,515

Technology deployed at scale

274m

vehicle movements recorded in FY26

New AI-driven appeals chatbot

4,769

threads responded to in Sept. in UK & NZ

AI-driven appeals solution reduces processing time by 50%

PBNs issued in FY26

1.3m

Executing the USA Growth Strategy

| CEO relocated to the US in October to strengthen execution capabilities and drive long-term growth in the world's largest parking management market

Focus on:

- ✓ **Building sales and operational** scale to accelerate new site additions
- ✓ **Drive high-frequency sales activity** across all active states
- ✓ **Extend technology differentiation and competitive advantage** through proprietary SmartCloud products
- ✓ **Latest acquisition, American Parking** (completed 1 July 2026), performing in line with expectations
- ✓ **40 contracted ANPR** customers at 30 September 2026
- ✓ **233 total US sites** under management as at 30 September 2026
- ✓ **Disciplined M&A strategy** to complement organic growth

Regulatory update

| SPZ is taking a proactive approach to engaging with regulators across all our territories

- ✓ **Substantially upgraded in-house capability** with the new hire of a Chief Commercial & Regulatory Officer
- ✓ **Strategies to:**
  - encourage enhanced regulatory compliance standards
  - adopt constructive and consistent regulatory settings
  - reduce regulatory risk
- ✓ The **new UK Private Parking Code of Practice is overwhelmingly positive**, raising industry standards while retaining the £100 maximum parking charge and the £70 maximum debt recovery fee. Further consultation on the debt recovery fee is expected in 2027
- ✓ Opportunities to proactively engage with regulators in Denmark, New Zealand, and key US states

Q1 FY27 key metrics

| Ongoing growth across all markets, with US growth investments

Revenue of $31.4m up 11%

*Compared to PCP. Up 15% in constant currency.

Adjusted EBITDA $8.0m up 1%

*Compared to PCP. Up 5% in constant currency.

US investments in sales and execution capabilities $2m

*Annualised cost

ANPR site growth to 2,129 18%

*Compared to PCP

PBNs issued 315,342 up 8%

*Compared to PCP

Group average PBN value in line with Q1 FY26

*Compared to PCP

*Q1 results are unaudited

FY27 Priorities | Scorecard

- ✓ **Q1 performance** overall in line with expectations – ongoing growth in sites and revenues. Investments in the US to strengthen sales capability
- ✓ **2H FY27** assumes acceleration in site growth and PBN issuance
- ✓ **In August, we said:**
  - 450–600 net new organic ANPR sites to be added to the estate in FY27 – **on track**
  - Expected $5m EBITDA benefit in the UK from enhanced debt resolution – **in line**
  - Germany – profitability improves in line with site growth – break-even expected to be achieved during FY27 – **in line, site growth slower in Q1, set to accelerate in 2H**
  - Switzerland EBITDA to improve to c. -$2.5m, **sales pipeline expanding with recent contract wins**
  - Denmark EBITDA loss in FY27 expected to reduce to $1.5m – **on track, costs reduced**
- ✓ **UK regulatory risk significantly reduced** with the new Private Parking Code of Practice. Proactive approach to engaging with regulators across all territories
- ✓ **Share buyback purchases underway** – $5m programme

Thank you.

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