



Q2 2024

Operational and Financial Results



12 August 2024

Disclaimer

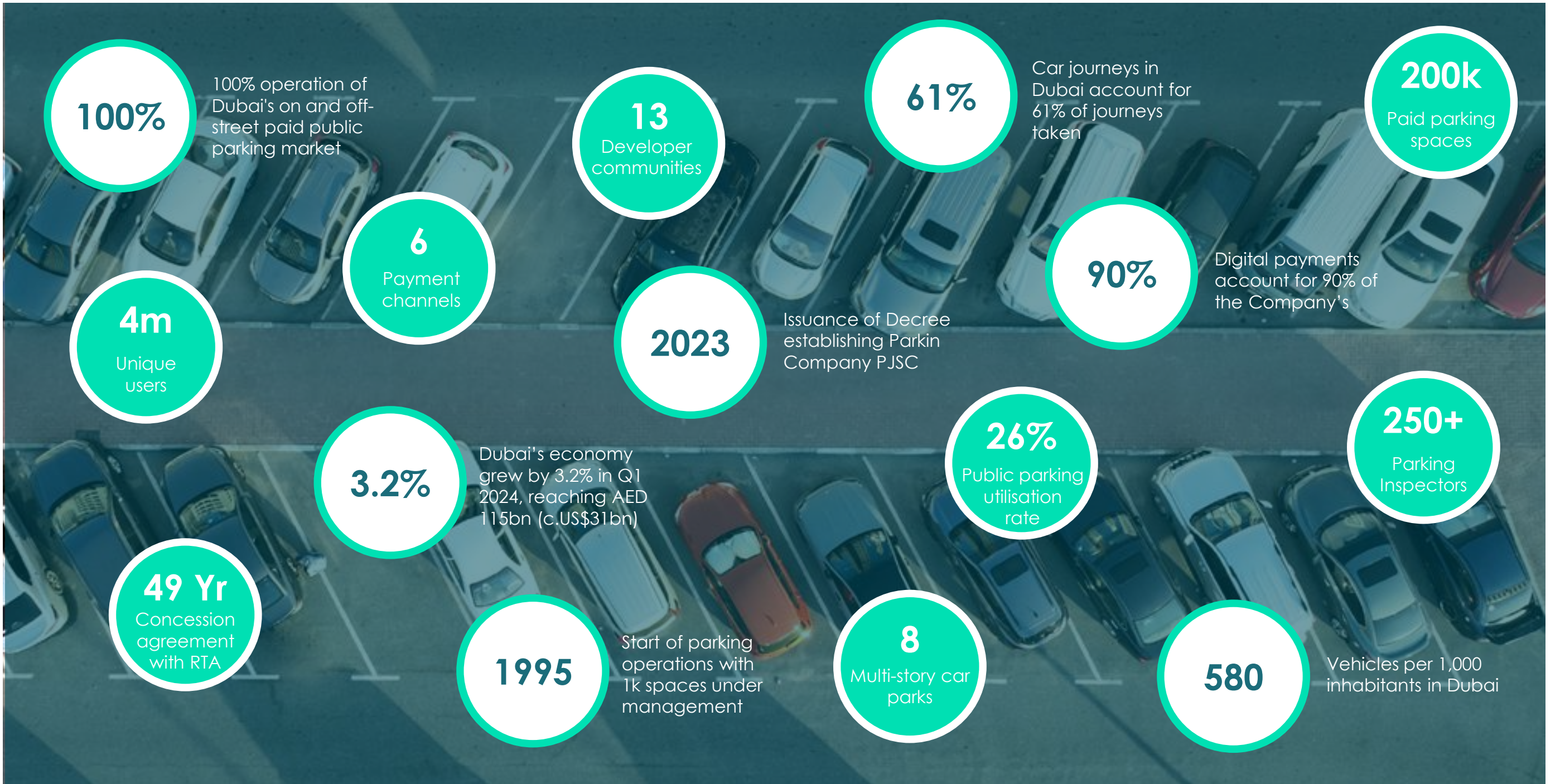


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Who we are



We are the largest provider of paid public parking facilities and services across Dubai





What we do

Our business is a unique blend of operational excellence, technological know-how and enforcement capability



1

Public Parking

On-street and off-street paid public parking spaces

2

Multistory Car Parks (MSCPs)

Parking located near high-traffic areas

3

Permits, Seasonal Cards and Parking Reservations

These provide long-term parking in specific zones / locations for up to 1 year

4

Developer Parking

Dubai has numerous private developer communities. Parkin manages spaces in parking facilities across communities

5

Other Services

Store rentals at MSCPs, Khansaheb concession payments and leasing space rentals

6

Fines

Issued for non-compliance of customers with parking rules and regulations



Q2 2024 vs. Q2 2023 Performance

Continued profitable growth: Revenue +12% / EBITDA +42% / Net Profit +7%

Operational Achievements



200.4k

Paid parking spaces
↑ 3%



28.7m

Parking transactions
↑ 4%



30.7k

of Seasonal Cards
↑ 39%



26%

Public Parking Utilization
↑ 2pp

Financial Achievements



AED 205.5m

Revenue
↑ 12%



AED 134.0m

EBITDA
↑ 42% (65% margin)



AED 95.0m

Net Profit
↑ 7%



AED 135.6m

FCFE⁽¹⁾
100% Cash Conversion⁽²⁾



(1) Free Cash Flow to Equity is defined as Net Cash Flows generated from/used in operating activities + Net Cash Generated from/used in Investing Activities + Net Cashflows from Financing Activities (before any Dividend Payments). FCFE does not include proceeds from the issuance of share capital of AED 60.0 million or the contribution of AED 61.5 million on behalf of the parent, during Parkin's formation

(2) Cash Conversion is defined as EBITDA, less Capital Expenditure, divided by EBITDA

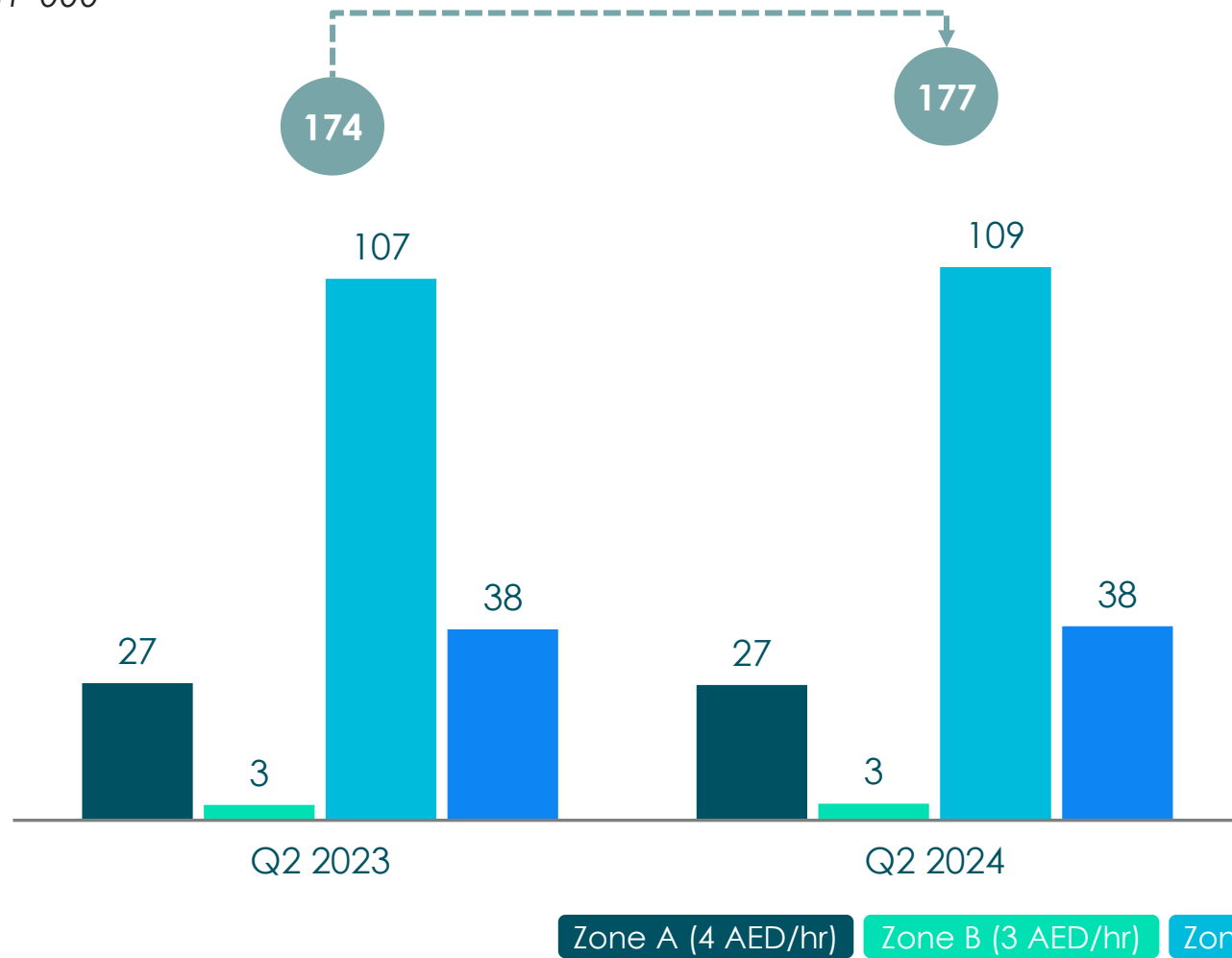


Operational Performance

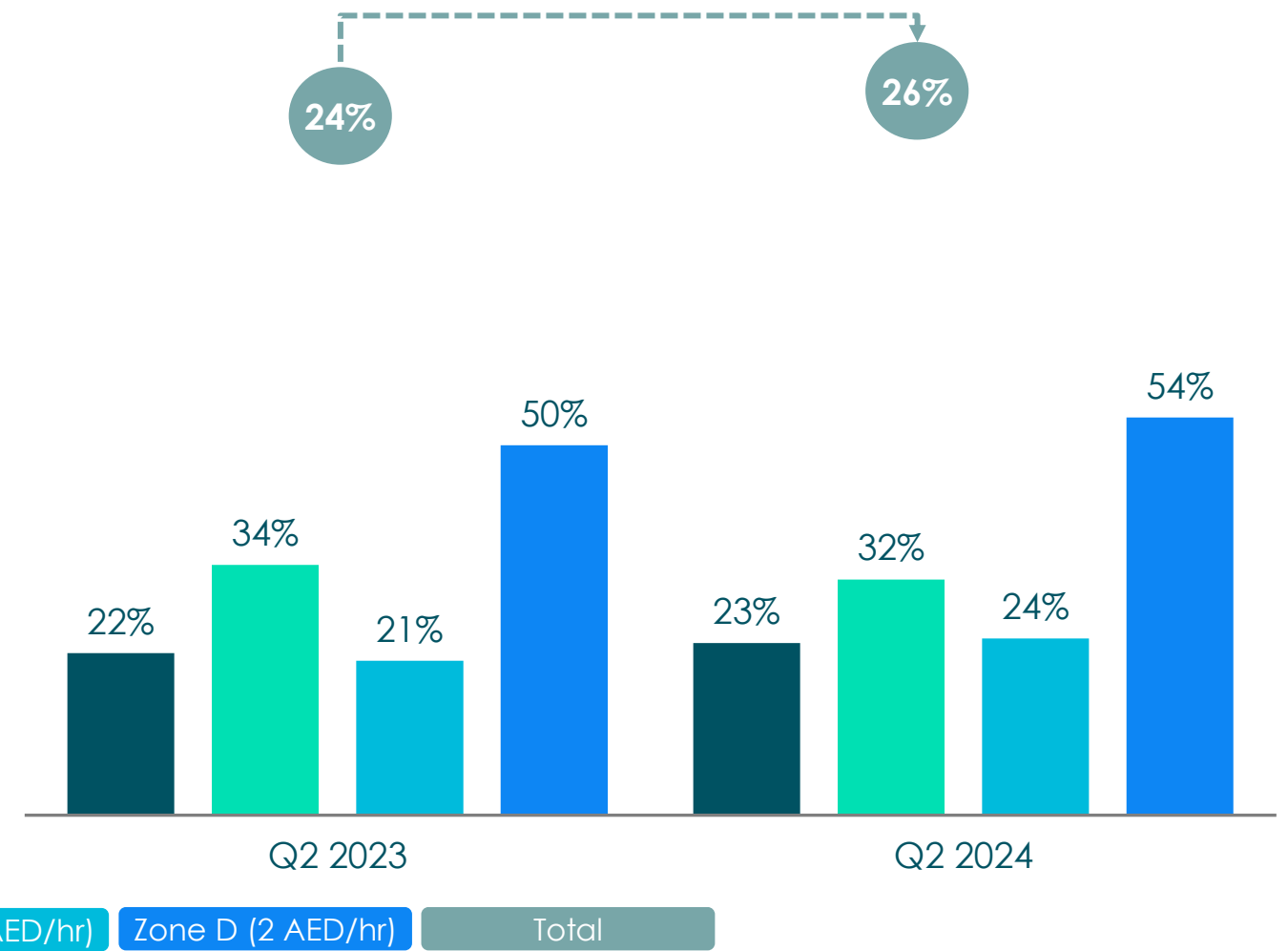
Public parking is our core business, segmented into 4 tariff zones based on street location

Number of paid public parking spaces

In '000



Paid public parking utilization⁽¹⁾



- +2% increase in number of paid public parking spaces
- Of the c.2.9k new spaces added across zones A to D, Zone C was the largest beneficiary with c.2.1k new spots

- Utilization rate +2ppt in Q2 2024, notwithstanding the addition of c.2.9k public parking spaces across zones A to D
- Weighted average hourly tariff steady at 2.01 in Q2 2024

⁽¹⁾ Utilization is based on the maximum possible revenue per zone. For zones A and C, utilisation is calculated as actual zone revenue in the period, divided by the products of: the number of spaces, the hourly tariff, the number of chargeable hours per day and the number of chargeable days in the period. For zones B and D, utilisation is calculated as actual zone revenue divided by the product of: the number of spaces, the daily tariff and the number of chargeable days in the period

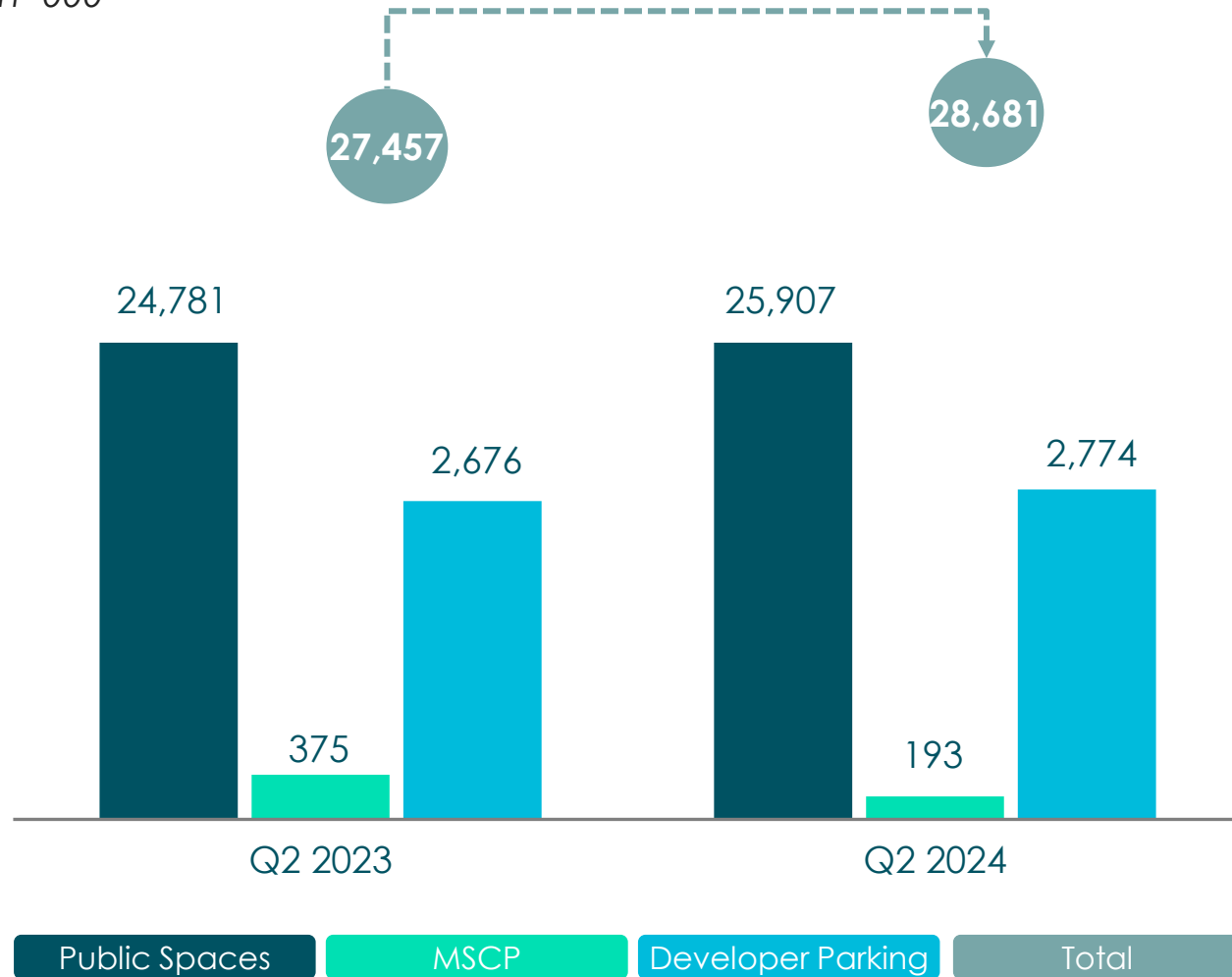


Operational Performance

Continued increase in parking transaction volumes aligns with Dubai's economic growth

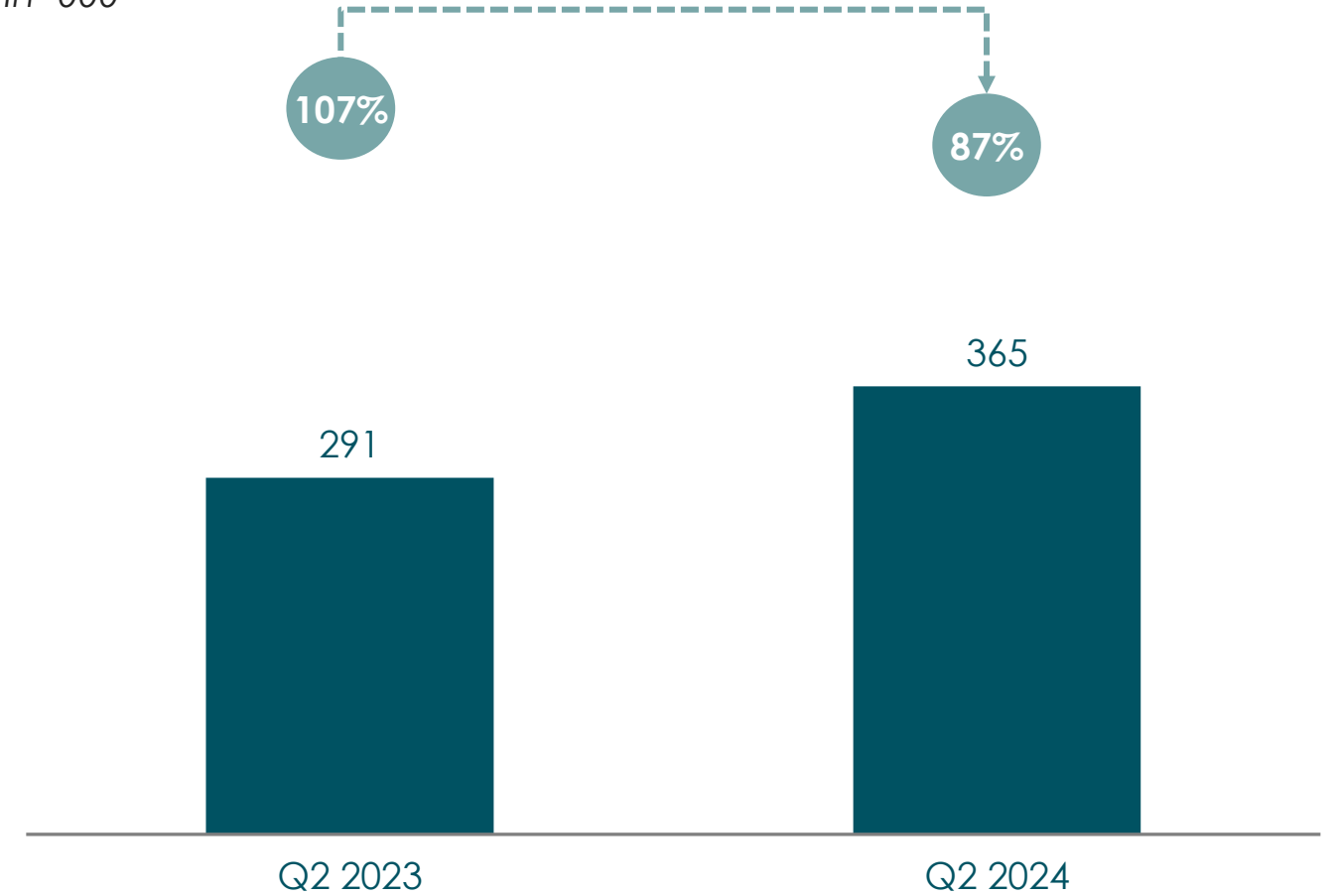
Total number of parking transactions

In '000



Total fines issued / Fine collection rate %

In '000



- +4% increase in number of total parking transactions in Q2 2024
- Public parking +5%, developer parking +4% in Q2 2024
- % of Cashless Payments up to 90% in Q2 2024, vs. 88% in Q2 2023

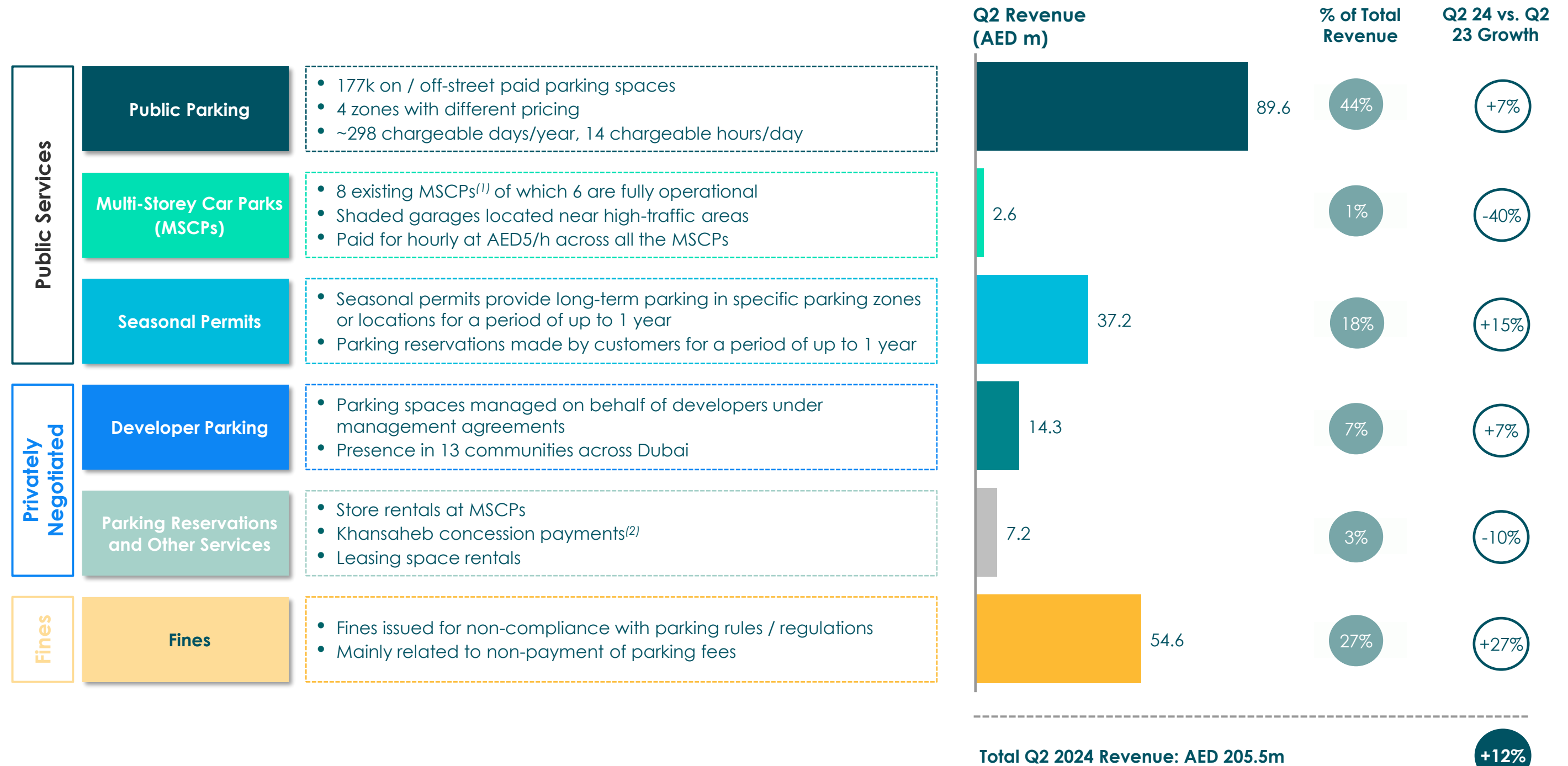
- Number of fines issued +25% in Q2 2024
- Number of fines generated by smart inspection scan cars more than doubled vs. Q2 2024
- Fines collection rate: 87% in Q2 2024 vs. 107% in Q2 2023

Segmental Breakdown



Top line revenue growth driven by higher Public Parking, Seasonal Card / Permit and Developer Parking revenues

Financial Performance



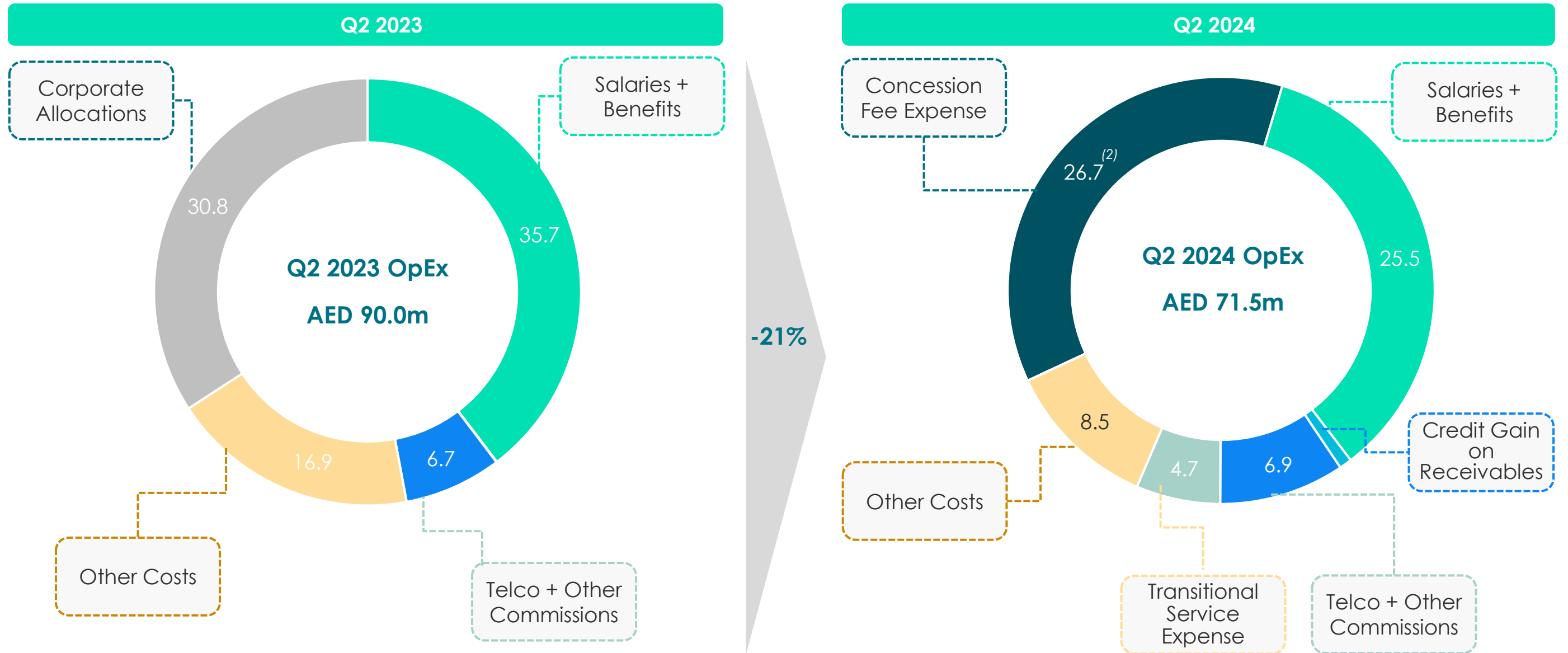
(1) Sabkha MSCP has been demolished and will be reinstated under a PPP. Rigga MSCP is under maintenance and remains on track to resume operations end of Q4 2024

(2) Khansaheb is accounted for under Other Services



OpEx: ongoing focus on efficiencies

OpEx⁽¹⁾ decreased 21% in Q2 2024



- Q2 2024 opex 21% lower vs. Q2 2023, due to lower staff and corporate allocation costs
- Employee benefits expense expected to increase in future quarters due to continued hiring to build up the company's internal capabilities and re-alignment of salaries from RTA to Parkin contracts from Q2 24 onwards.
- Transitional Service Expense relates to transitional support provided to Parkin by RTA for a period of up to 2 yrs from 1 Jan 2024 (eg. IT, admin, marketing, security, smart services)

(1) Operating expenses include all expenses except finance costs

(2) Annual concession amortization expense of c.AED 29m will apply until the end of concession life in 2072



Improving Profitability

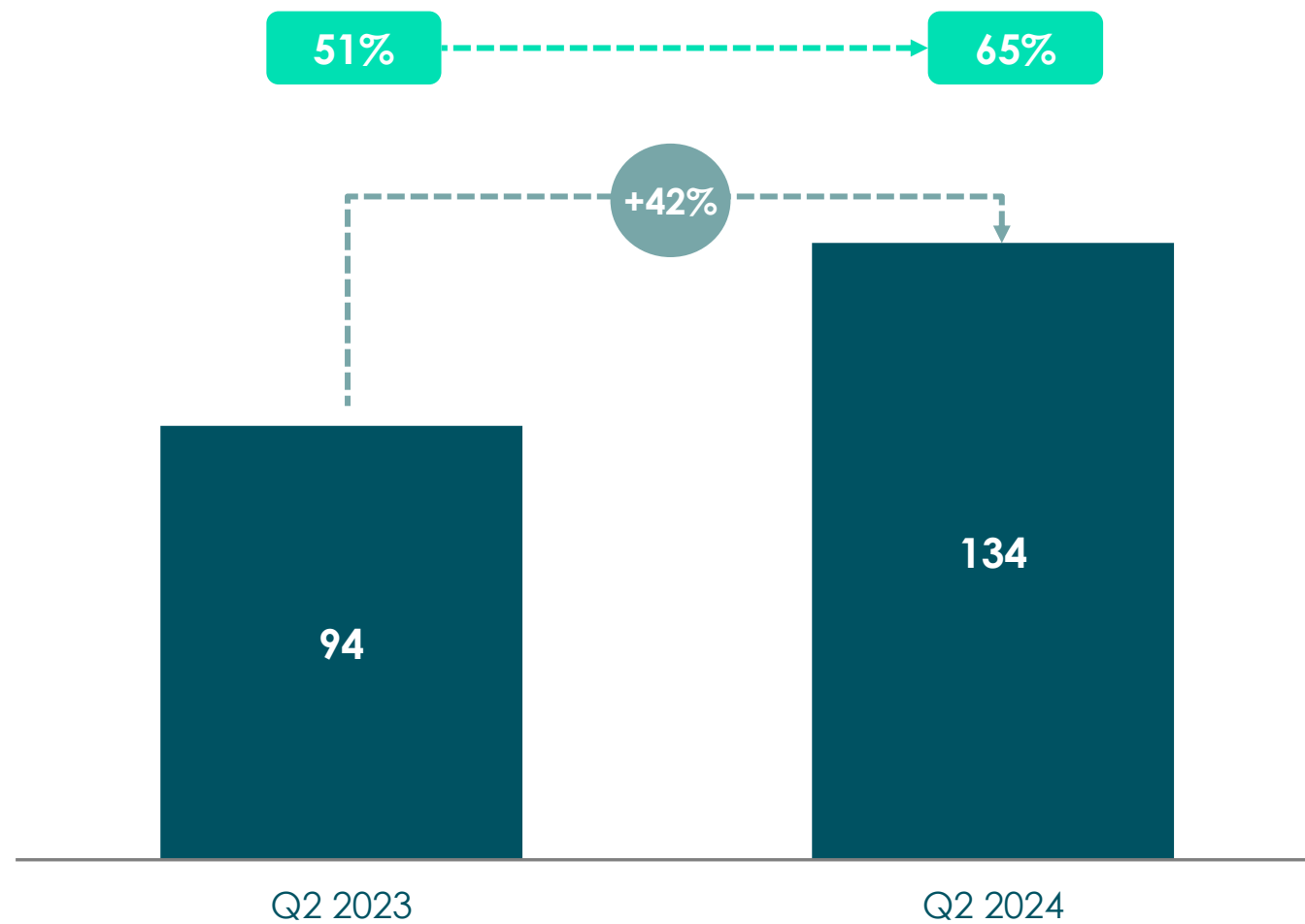
Superior operating margin: Q2 2024 EBITDA margin of 65%

EBITDA and EBITDA Margin

In AED m

EBITDA

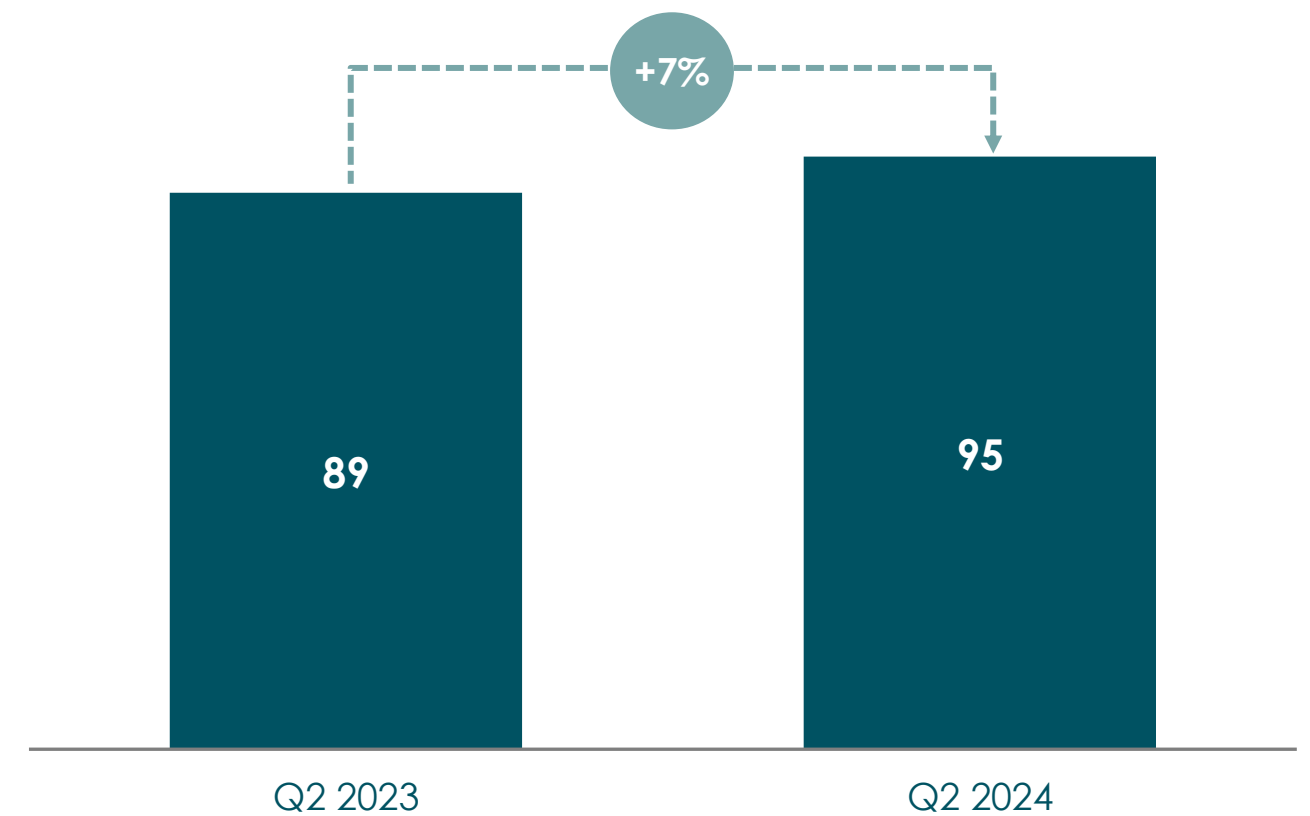
EBITDA Margin



Net Income and Net Interest Margin

In AED m

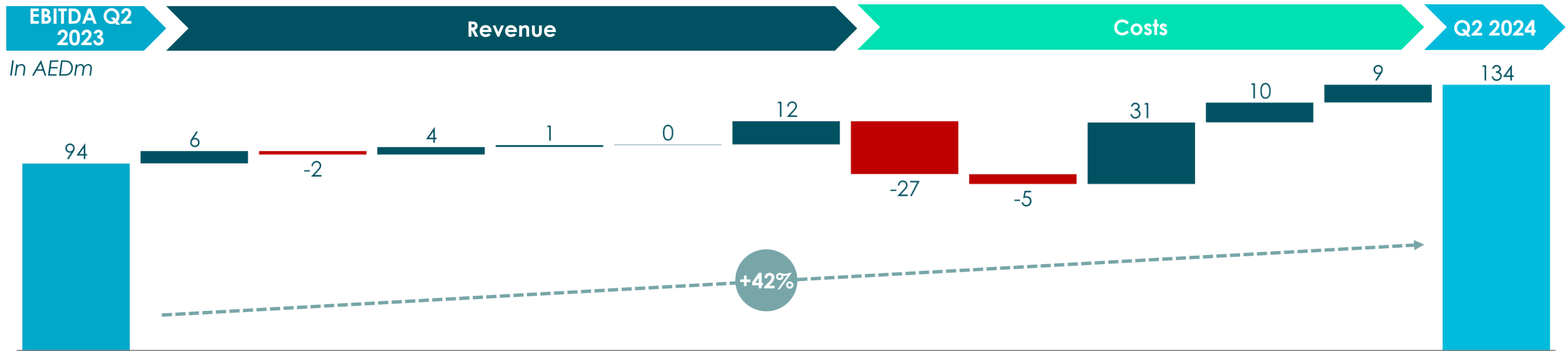
Net Income



- Continued margin expansion driven by higher revenues, significant decrease in staff costs and lower maintenance expenses

(1) EBITDA is defined as profit for the year/period excluding depreciation and amortisation and finance expense

EBITDA Variance Analysis



- Public Parking
- MSCPs
- Permits and Seasonal Cards and Parking Reservations
- Developer Parking
- Other Services
- Fines
- Concession Fee Expense
- TSA
- Corporate Allocations
- Employee Benefits
- Various Expenses⁽¹⁾

- EBITDA +42% vs. Q2 2023, driven by higher revenues + a lower operating cost base
- EBITDA margin = 65% (+14 p.p vs. Q2 2023)

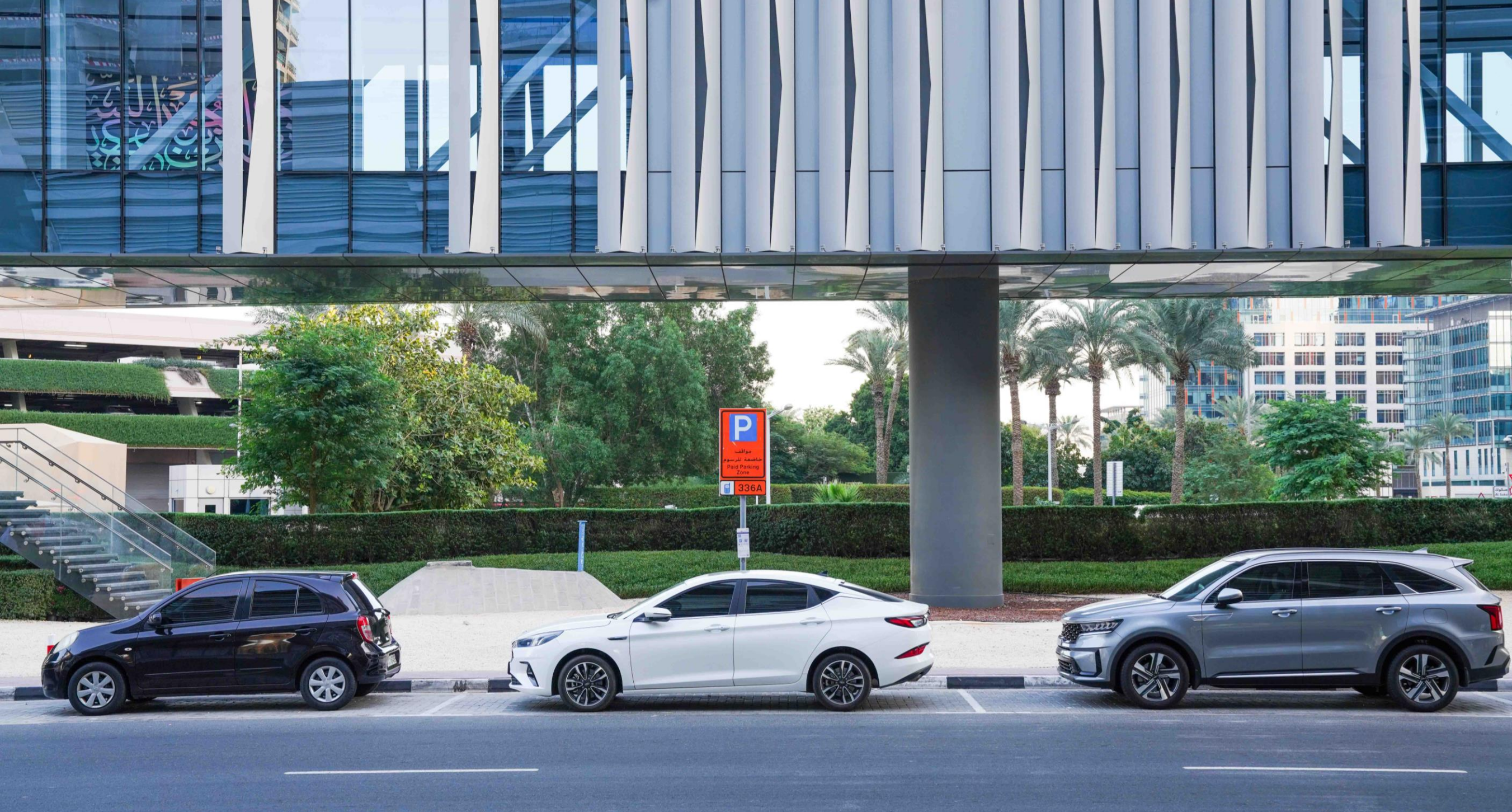
Parkin's carve-out initiative led to a material reduction in operating costs, notably driven by:

- 89% decrease in G&A
- 29% decrease in employee benefits

Overall revenues +12%

- Public Parking +7%
- Developer Parking +7%
- Permits & Seasonal Cards +15%

(1) Various expenses consists of maintenance expense of AED 3m, variable lease expense of AED 1m, impairment reversal/(loss) on trade receivables of AED 1m and other expenses of AED 5m



For more information, please visit www.parkin.ae
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