# **PARKD**

## **2018 AGM PRESENTATION**

**28<sup>TH</sup> NOVEMBER 2018** FASTER, CHEAPER, SMARTER CAR PARKS

## ACHIEVEMENTS



Project Completed



Strong Balance Sheet



Technology Proven



Supply chain performance



Strong Pipeline



Perth Kawasak

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WAUNIVERSAL CRANE HIRE



CITY SUBARU PROJECT UNDER CONSTRUCTION

## **INVESTMENT HIGHLIGHTS**

- Achieved prospectus milestones
- Establishment of the PARKD brand
- Moving into commercial deals with contracts exercised
- Cost and construction efficiencies benchmarked
- Development of the PARKD System for a wider variety of market sectors
- Targeting revenue and profit growth, healthy margins
- Burgeoning markets sectors





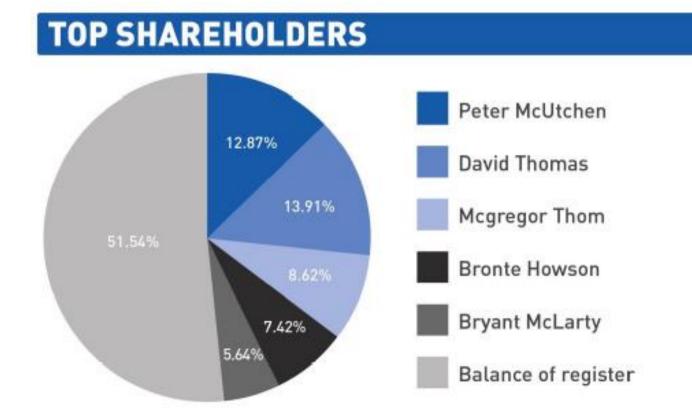
PARKD SUBSTANTIAL COMPLETION CITY SUBARU

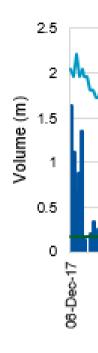
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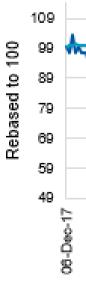
## **CORPORATE SNAPSHOT**

### CORPORATE DETAILS (ASX: PKD)

\$0.175
75.15M shares (PKD) 18.79M listed options (PKDO) exercise price 30c, expire 31/12/19 17.25M unlisted options, exercise price 30c, expire 1/12/20
0.13-0.28
\$13.15 million
\$2.8 million

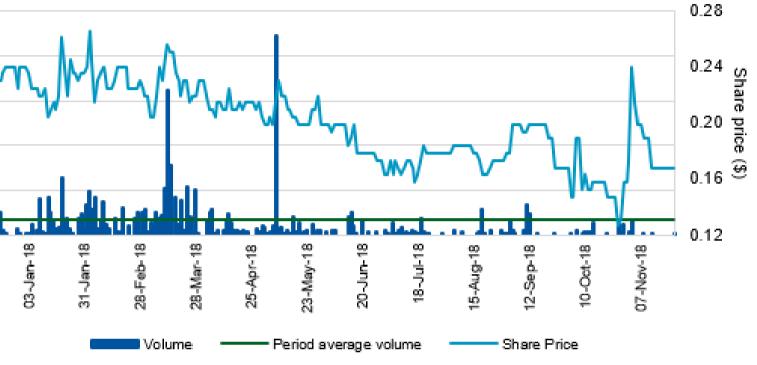






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#### Price and volume

Relative price performance



### BOARD



#### **BRONTE HOWSON** OAM NON-EXECUTIVE CHAIRMAN

Former MD of AHG; ASX:AHG

Bronte Howson has experience in the Australian automotive retailing industry in a career spanning more than 35 years.

He was appointed CEO of Automotive Holdings Group (ASX:AHG) in January 2000 and became Managing Director in 2007. Mr Howson has led AHG from being a private group with operations largely based in Western Australia to becoming the nation's leading listed specialist Automotive and Logistics Group, establishing a track record of driving pro table growth.

Mr Howson is President and a Life Member of the East Perth Football Club and was awarded honorary life membership of Rocky Bay for his support of the charity. He was awarded the Medal in the Order of Australia in the 2016 Queen's Birthday honours list for services to the automotive industry and to charities.

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### PETER MCUTCHEN

MANAGING DIRECTOR

#### Immediate Past President, Concrete Institute of Australia (WA)

Peter McUtchen has 14 years experience in the structural design and construction of specialist concrete buildings and structures. Peter's experience in the construction industry was founded with the specialist subcontractor Soletanche Freyssinet where he developed his expertise in the design and construction of post-tensioned structures and management of construction projects.

Upon establishing the Freyssinet brand in the Western Australian market, he transitioned into the engineering consulting industry becoming the Practice Manager for ADG Engineers (a national structural and civil engineering consultancy).

Peter's experience with Freyssinet spanned 11 years in both Australia and the United Kingdom, where he specialised in the design of post-tensioned structures and management of the building and construction areas of the business.

Peter's work at ADG Engineers in Perth focused on providing complete structural designs and solutions for builders and developers whilst continuing to partner with specialist subcontractors in the design of post-tensioned structures.

Peter is the Immediate Past President of the West Australian branch of the Concrete Institute of Australia where he represents corporate partners and individuals working in the concrete industry.







### **ROBERT (BOB) FREEDMAN**

#### NON-EXECUTIVE DIRECTOR

#### Former Chairman of SRG, Chairman of Highway Construction

Mr Freedman is the former Chairman and a current Non-Executive Director of SRG Ltd (ASX:SRG), a leading Australian specialist design and construction company with over 50 years' experience supporting the construction of high-profile global projects.

He has been associated with SRG (then Structural Systems Ltd) since 1970 when he joined the business as founding Manager for Western Australia. He then held the role of Managing Director from 1985 until 2009 and has been a Director since 1985, serving as Chairman of the Board between 2009 and 2014.

Over the past five decades at SRG, Mr Freedman has been involved in the design and construction of many iconic projects, including Centrepoint Tower and Stadium Australia in Sydney, Eleanor Schonell Bridge in Brisbane, Colonial Stadium and Rod Laver Arena in Melbourne and the Emirates Tower in Dubai.

He was responsible for establishing SRG's overseas operations in Asia, the United Kingdom, the Middle East and South Africa. Mr Freedman is also the current Chairman of Highway Construction, a West Australian owned civil engineering contractor specialising in the specialising in the delivery and management of road, bridge and pavement construction contracts across Australia.

### **BRYANT MCLARTY**

#### NON-EXECUTIVE DIRECTOR

#### Chairman MacEquity

Bryant Mclarty is the Executive Chairman of Mac Equity Partners, a boutique Western Australian stockbroking and corporate advisory business operating since 2009. Clients include ASX listed, public and private companies, wholesale high net worth investors and overseas funds who are provided with a range of services including capital raising, share trading, corporate advisory, marketing, presentation, consulting and strategic advice.

Mr Mclarty has over 20 years' experience in public capital markets and raising capital for technology ventures. Bryant was the Executive Chairman of PharmAust Limited (ASX: PAA), during which time it provided highly specialised medicinal and synthetic chemistry services on a contract basis to clients.

Bryant was also a Non-Executive Director of Avation PLC (LSE: AVAP), a specialist commercial passenger aircraft leasing company managing a feet of 24 aircraft, from 2008 to 2013.

## **COMPLETED PROJECT OVERVIEW – CITY SUBARU**

### Site and Development

Area: 1400m^2 Number of Bays: 98 Number of modules: 190 Structure Type: Relocatable

### **Construction Performance**

Footings: 9 weeks PARKD System Assembly: 12 Crane days & 3.5 men Assembly and fit-out: 6 weeks

### **CIVICE DELTA 50 YEARS Construction ReinForced CONSTRUCTION**

**Construction Partners on the Project** 

### **Project Achievements**

- •Assembly of PARKD System completed ahead of construction program
- Performance of supply chain exercised and proven
- •Cost and construction efficiencies benchmarked
- PARKD System Evolution in response to lessons learnt on site



### **PARKD'S SYSTEM IN OPERATION**



Footings complete and site prepared for PARKD System assembly



Crane Day 1. Column installation



Crane Day 4. Slab panel installation



Crane Day 6. Slab panel installation complete



Crane Day 12. Substantial completion of structure



View of underside of the car park structure at Practical Completion





### **CURRENT PROJECTS**

**Inner City Perth Development Client: Vector Management Status: Contracted feasibility** Estimated project value: \$9,000,000 Area: 13750m<sup>2</sup> (Approx.) Number of Bays: 381 Structure Type: Relocatable

**Client: Eurokars** Number of Bays: 250



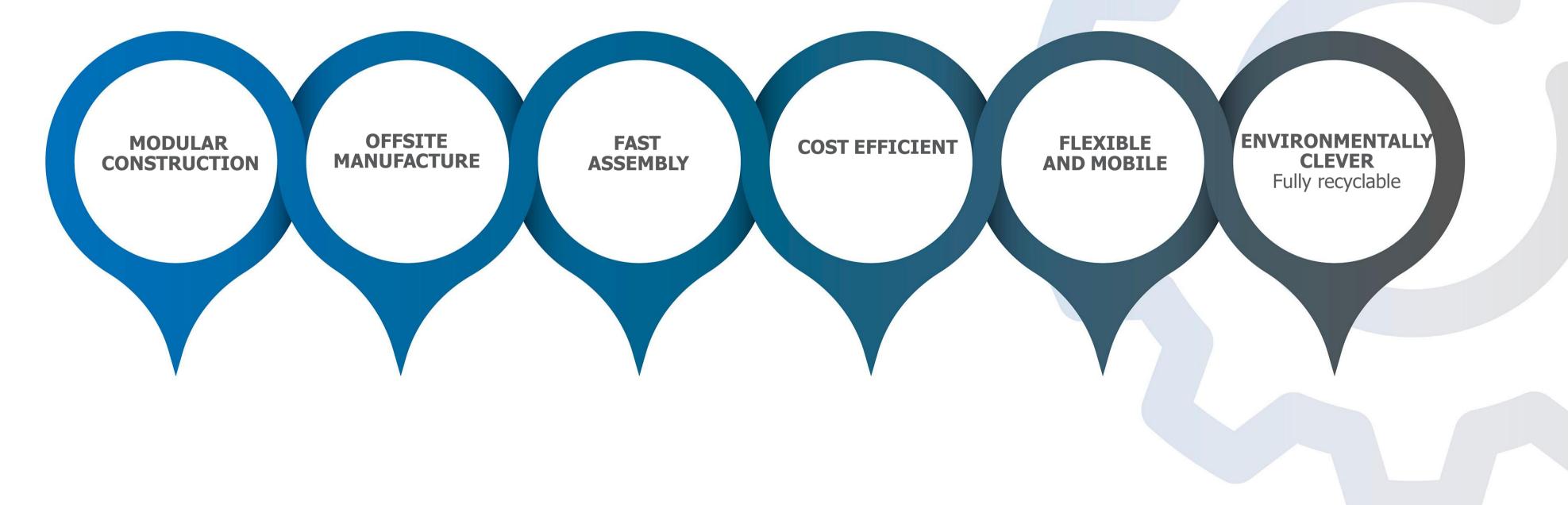




- Mazda Bayswater **Status: Contracted feasibility** Contract value: \$2,000,000 Area: 2800m<sup>2</sup> (Approx.)
- Structure Type: Permanent

## PARKD CAR PARK SYSTEM

### PARKD's system based on fundamental advantages over conventional construction







### **SOLUTIONS**





for electric and autonomous car markets

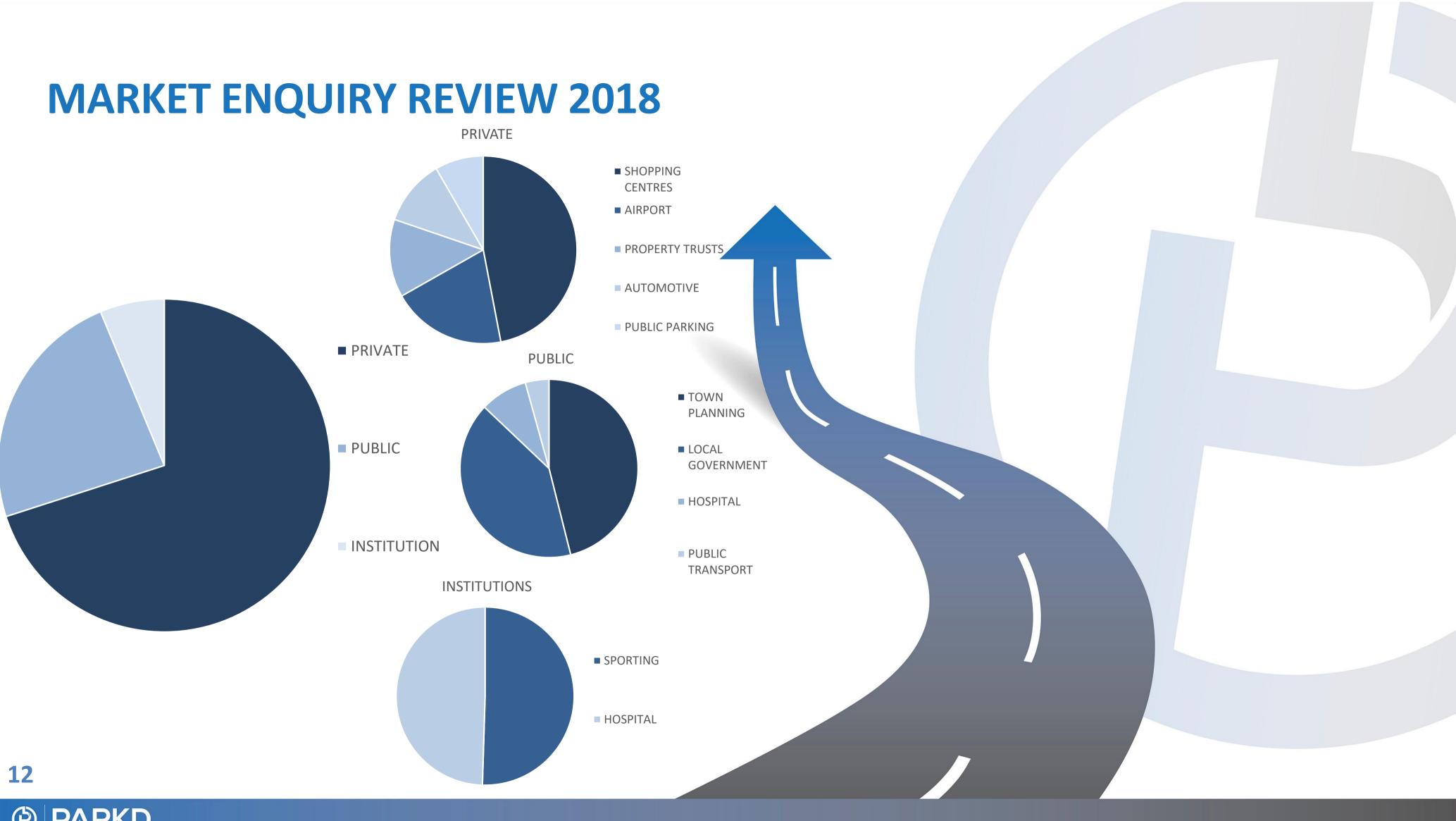
### **COMMERCIAL DIVERSIFICATION**

## MARKET OPPORTUNITY

- Current Government spending on Public Transportation infrastructure along with the disruptions predicted in personal transportation technology is demanding rapid construction and development of car parks
- Down turn in residential and commercial markets may drive demand for 'lazy land' solutions
- Increasing electric vehicle ownership may drive the demand for specialised charging car park developments
- Focussed on markets where our system is in most demand: automotive dealerships, shopping centres and transport infrastructure however actively observing burgeoning demand in broader markets
- Characteristics of the system has created demand from asset intensive virgin markets







## STRONG BUSINESS FUNDAMENTALS

- Rich pipeline of customer inquiry supports belief in market demand, multiple contracts under negotiation
- Scalable, low capital intensity business model
- Low corporate overheads
- Experienced, skilled management team







## **GROWTH HORIZONS**



- Maximising contract revenue from turn key construction, consulting and design services - Scaling up and building profitability

**STEP** 

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- Exploring licencing opportunities

- Setting a strong financial platform

**EVOLUTION** 

Continuously evolve and improve its technology to maximise contract potential





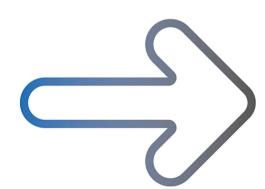
STEP 3

Diversification of commercial activities
Property and Operation

Leasing
Charge stations and Electric Vehicles
Territorial expansion



### Target milestones through FY19 and FY20



Expansion into next horizon growth activities – confirmation financial platform in place from operational success.

Engagement by major infrastructure organisations – as sub-contractor or as a partner

Securing contracts beyond our initial target market segment (auto retailing)

Demonstrated ability to deliver on time, profitably and to high levels of customer satisfaction

Finalisation of commercial scale construction contracts







## **VALUE PROPOSITION**

- PARKD transitioning to commercial operations
- Generating first revenue
- Focussed on profitable growth and balance sheet
- Strength of pipeline in FY19
- Market experienced board focussed on driving shareholder value





## CONTACTS



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### PETER MCUTCHEN

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