

**VERRA  
MOBILITY™**  
Safe. Smart. Connected.

# Investor Overview

**Baird 2023 Global Consumer, Technology & Services  
Conference**

**June 6, 2023**

**David Roberts – President and CEO**

**Craig Conti – Chief Financial Officer**

# Forward-looking Statements

This presentation includes “forward-looking statements” within the meaning of the “safe harbor” provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as “forecast,” “intend,” “seek,” “target,” “anticipate,” “believe,” “expect,” “estimate,” “plan,” “outlook,” and “project” and other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. Such forward-looking statements include projected financial information.

Such forward-looking statements with respect to revenues, earnings, performance, strategies, prospects and other aspects of the business of Verra Mobility Corporation and its subsidiaries (collectively, “Verra Mobility” or the “Company”) are based on current expectations and judgements of the Company as of the date of this release. The Company disclaims any intent or obligation to update forward-looking statements hereafter. Forward-looking statements involve risks and uncertainties and a number of factors could cause actual results to differ materially from those currently anticipated. These factors include, but are not limited to: (1) customer concentration in our Commercial Services and Government Solutions segments; (2) our ability to manage our substantial level of indebtedness; (3) risks and uncertainties related to our government contracts, including legislative changes, termination rights, delays in payments, audits and investigations; (4) decreases in the prevalence of automated and other similar methods of photo enforcement, parking solutions or the use of tolling; (5) our ability to keep up with technological developments and changing customer preferences; (6) our ability to compete in a highly competitive and rapidly evolving market; (7) decreased interest in outsourcing from our customers; (8) the success of our new products and changes to existing products and services; (9) our ability to successfully implement our acquisition strategy or integrate acquisitions; (10) failure in or breaches of our networks or systems, including as a result of cyber-attacks; (11) our ability to manage the risks, uncertainties and exposures related to our international operations; (12) our ability to acquire necessary intellectual property and adequately protect our existing intellectual property; (13) risks and uncertainties related to our share repurchase program; (14) our reliance on a limited number of third-party vendors and service providers; (15) our ability to maintain an effective system of internal controls; (16) risks and uncertainties related to litigation, disputes and regulatory investigations; (16) our ability to properly perform under our contracts and otherwise satisfy our customers; (17) the impact of COVID-19 on our business and results of operations; and (18) other risks and uncertainties indicated from time to time in documents filed or to be filed with the Securities and Exchange Commission (the “SEC”) by Verra Mobility. These risks, uncertainties and other factors are further described under “Risk Factors,” “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and elsewhere in the documents filed with the SEC from time to time.

You are cautioned not to place undue reliance upon any forward-looking statements, including the projections, which speak only as of the date made. Verra Mobility does not undertake any commitment to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.

## Use of Non-GAAP Financial Measures

This presentation includes non-GAAP financial measures, including earnings before interest, taxes, depreciation and amortization (“EBITDA”), Free Cash Flow and Free Cash Flow Conversion. Free Cash Flow is defined as cash flows from operating activities minus capital expenditures, and Free Cash Flow Conversion is defined as Free Cash Flow divided by Adjusted EBITDA. These non-GAAP financial measures may be determined or calculated differently by other companies. As a result, they may not be comparable to similarly titled performance measures presented by other companies. Reconciliations of these non-GAAP measurements to the most directly comparable GAAP financial measurements have been provided elsewhere in this presentation.

Verra Mobility uses these non-GAAP financial metrics to measure its performance from period to period both at the consolidated level as well as within its operating segments, to evaluate and fund incentive compensation programs and to compare its results to those of its competitors. In addition, the Company also believes that these non-GAAP measures provide useful information to investors regarding financial and business trends related to the Company’s results of operations and that when non-GAAP financial information is viewed with GAAP financial information, investors are provided with a more meaningful understanding of the Company’s ongoing operating performance. These non-GAAP measures have certain limitations as analytical tools and should not be used as substitutes for net income, cash flows from operations, earnings per share or other consolidated income or cash flow data prepared in accordance with GAAP.

# Market-leading financial profile across a range of attractive markets

## TTM Q1 2023 Key Metrics

Total Revenue<sup>1</sup>  
**\$763M**

Re-occurring Revenue<sup>2</sup>  
**94%**

Adj EBITDA<sup>1</sup>  
**\$351M**

Adj. EBITDA Margin  
**46%**

Free Cash Flow<sup>1</sup>  
**\$177M**

FCF/AEBITDA Conversion<sup>3</sup>  
**50%**

## Global Presence

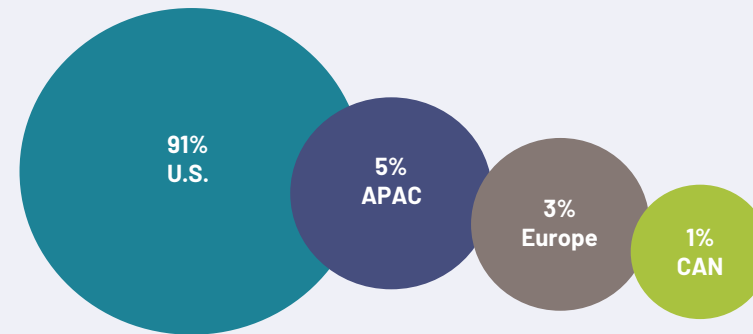


**~1,600**  
Employees Globally



**~2,400**  
Customers Served Globally

## Consolidated Sales (FY22) by Geography













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<sup>1</sup> Based on historical financials

<sup>2</sup> Based on company analysis

<sup>3</sup> Represents Free Cash Flow divided by Adj. EBITDA for TTM Q1 2023

# Positioned for Continued Growth & Profitability

Business Segment	Commercial Services (~44% <sup>1</sup> )			Government Solutions (~45% <sup>1</sup> )			Parking Solutions (~11% <sup>1</sup> )			
		Market leader in toll and violation management for commercial fleets			Industry leader in automated traffic enforcement for cities and school districts			Leading technology provider of end-to-end parking management solutions in North America		
L/T Core Revenue Growth	HSD			MSD			HSD			
Historical Key Financials	Srcv Revenue CAGR 2018 - Q1 2023 TTM		Q1 2023 TTM Adj. EBITDA Margin	Srcv Revenue CAGR 2018 - Q1 2023 TTM <sup>2</sup>		Q1 2023 TTM Adj. EBITDA Margin <sup>2</sup>	Q1 2023 TTM Revenue <sup>3</sup>		Q1 2023 TTM Adj. EBITDA Margin <sup>3</sup>	
	10%		64%	22%		36%	\$81M		18%	
Core Products and Solutions										
	Toll Services 	Violation Processing 	Title & Registration 	Speed Safety 	Transit Bus Lane Enforce 	School Bus Stop-Arm Safety 	Red-Light Safety 	SaaS 	Services 	Hardware 

**High quality businesses with market leadership positions & differentiated solutions**














<sup>1</sup> Based on FY 2022 results

<sup>2</sup> Redflex transaction closed June 2021

<sup>3</sup> T2 transaction closed December 2021

# A Growth Playbook to Deliver Strong Organic Growth

	Commercial Services	Government Solutions	Parking Solutions
<b>1. Grow the Core</b> 	 Grow managed vehicle fleets	 Open new cities	 Add new universities & municipalities
<b>2. Expand into Adjacent markets and offerings</b> 	 European expansion	 Scale and accelerate Bus Lane and Work Zone	 Open new market segments; e.g., expand presence in large U.S. cities
<b>Expected L/T Organic Growth</b>	<b>HSD</b>	<b>MSD</b>	<b>HSD</b>
<b>3. Capture Emerging opportunities in Connected Fleet and Urban Mobility markets</b>	 New connected fleet services	 Smart city platform	 Curb monetization
<b>Upside Driven by M&amp;A and Innovation</b>			

**Existing businesses to drive strong organic growth**

An aerial, top-down view of a busy city intersection. The image is centered around a large white text 'Thank You' with a short horizontal line underneath. The background shows a complex road layout with multiple lanes, crosswalks, and buildings. A yellow dashed arrow graphic points towards the bottom right corner.

# Thank You

The logo for VERRA MOBILITY, featuring the company name in a bold, sans-serif font and the tagline 'Safe. Smart. Connected.' in a smaller font below it. A yellow dashed arrow graphic points towards the logo from the bottom left.

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