

**VERRA**  
**MOBILITY™**  
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# Investor Presentation

2026 J.P. Morgan Industrials Conference

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**Craig Conti, Chief Financial Officer**

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# FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements which address our expected future business and financial performance, and may contain words such as “goal,” “target,” “future,” “estimate,” “expect,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “project,” “may,” “should,” “will” or similar expressions. Forward-looking statements include statements regarding changes and trends in the market for our products and services, including expected operating results and metrics, such as revenue growth and expected margins; expansion plans and opportunities; expectations relating to the new contract with NYCDOT; full-year guidance for 2026, including expected total revenue, Adjusted EBITDA, Adjusted EPS, and Free Cash Flow, and the underlying assumptions for the 2026 full-year guidance, including expected weighted average fully diluted share count, effective tax rate and cash taxes, expected depreciation and amortization, expected interest expense, net and total net cash interest, expected change in working capital, expected capital expenditures, and expected operating expenditures; our ability to execute against a focused value-creation strategy designed to strengthen our core, enhance profitability, and position us for durable long-term growth for 2026 and beyond; our ability to meet our long-term outlook; the expected benefits of our smart mobility platform, including margin expansion impact; and expectations concerning our share repurchase program. 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, the impact of negative industry and macroeconomic conditions, including the impact of government actions and regulations, such as tariffs, trade protection measures, or a government shutdown, on our customers or Verra Mobility; customer concentration in our Commercial Services and Government Solutions segments, including risks impacting such segments such as travel demand and legislation, and the risk of losing a customer; risks related to our contract with NYCDOT, which comprises a material portion of our revenue; risks and uncertainties related to our government contracts, including legislative changes, termination rights, delays in payments, audits, and investigations; decreases in the prevalence or political acceptance of, or an increase in governmental restrictions regarding, automated and other similar methods of photo enforcement, parking solutions, or the use of tolling; our ability to successfully implement our acquisition strategy or integrate acquisitions; failures in or breaches of our networks or systems, including as a result of cyber-attacks or other incidents; risks and uncertainties related to our international operations and our ability to develop and successfully market new products and technologies into new markets; our failure to acquire necessary intellectual property or adequately protect our intellectual property; our ability to manage our substantial level of indebtedness; our ability to maintain effective internal controls over financial reporting; our ability to properly perform under our contracts and otherwise satisfy our customers; risks associated with the use of artificial intelligence and related tools; decreased interest in outsourcing from our customers; our ability to keep up with technological developments and changing customer preferences; our ability to compete in a highly competitive and rapidly evolving market; risks and uncertainties related to our share repurchase program; risks and uncertainties related to litigation and other disputes and regulatory investigations; our reliance on specialized third-party providers; and other risks and uncertainties indicated from time to time in documents we filed or will file with the Securities and Exchange Commission (the “SEC”). In addition, no assurance can be given that any plan, initiative, projection, goal, commitment, expectation, or prospect set forth in this presentation can or will be achieved. This presentation should be read in conjunction with the information included in our other press releases, reports, and other filings with the SEC. Additional information regarding the factors that may cause actual results to differ materially from these forward-looking statements is available in our SEC filings, including our 2025 Annual Report on Form 10-K. These forward-looking statements speak only as of the date of this release and except to the extent required by applicable law, we do not assume any obligation to update or revise any forward-looking statement, whether as a result of new information, future events and developments, or otherwise. Understanding the information contained in these filings is important in order to fully understand our reported financial results and our business outlook for future periods.

## Use of Non-GAAP Financial Measures

This presentation uses certain non-GAAP financial information, including earnings before interest, taxes, depreciation and amortization (“EBITDA”), adjusted EBITDA, adjusted EBITDA margin, Free Cash Flow, Free Cash Flow Conversion, Adjusted EPS, Net Debt and Net Leverage.

Verra Mobility believes that these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to Verra Mobility’s financial condition and results of operations. These financial measures are not recognized measures under GAAP and they are not intended to be and should not be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted EPS, Free Cash Flow, Net Debt and Net Leverage are non-GAAP financial measures as defined by SEC rules. This non-GAAP financial information may be determined or calculated differently by other companies. A reconciliation of Verra Mobility’s non-GAAP financial information to GAAP financial information is provided in the Appendix hereto and in Verra Mobility’s Form 8-K, filed with the SEC, with the earnings press release for the period indicated.

Verra Mobility is not providing a quantitative reconciliation of Adjusted EBITDA, Adjusted EPS, and Free Cash Flow to the nearest GAAP metric in our 2026 financial guidance, in reliance on the “unreasonable efforts” exception for forward-looking non-GAAP measures set forth in SEC rules because certain financial information, the probable significance of which cannot be determined, is not available and cannot be reasonably estimated without unreasonable effort and expense.

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

## FY 2025 Key Metrics

Total Revenue<sup>1</sup>  
**\$979M**

Service Revenue<sup>2</sup>  
**94%**

Adj EBITDA<sup>1</sup>  
**\$416M**

Adj. EBITDA Margin  
**42%**

Free Cash Flow<sup>1</sup>  
**\$137M**

Free Cash Flow Conversion<sup>3</sup>  
**33%**

## Global Presence

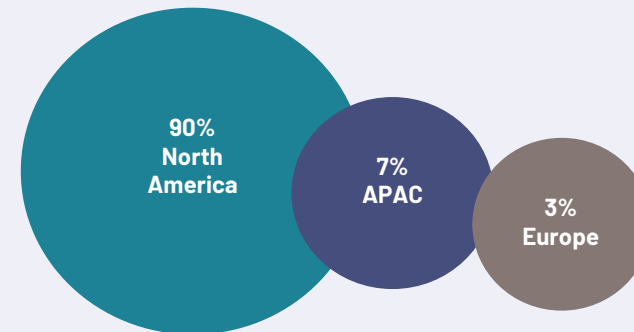


**~1,900**  
Employees Globally



**~2,300+**  
Customers Served Globally

## Consolidated Sales by Geography<sup>4</sup>













<sup>1</sup> See the Appendix for reconciliations of the non-GAAP financial measures, including Adjusted EBITDA, Adjusted EBITDA Margin, Free Cash Flow and Free Cash Flow Conversion to the most directly comparable GAAP financial measure. Shows Trailing Twelve Months for Q4 2025. Trailing Twelve Months or "TTM" refers to the trailing four quarters and is calculated by adding the sum of the current quarter's and the prior three quarters' financial metric being measured.

<sup>2</sup> Based on company analysis; ratio of service revenue to total revenue

<sup>3</sup> Represents Free Cash Flow divided by Adj. EBITDA for Q4 2025 TTM; see page 24 for a reconciliation of Free Cash Flow to Adjusted EBITDA conversion

<sup>4</sup> Based on FY 2025 reported financials

# Positioned for Continued Growth & Profitability

	Commercial Services (~45% <sup>1</sup> )			Government Solutions (~47% <sup>1</sup> )			Parking Solutions (~8% <sup>1</sup> )			
<b>Business Segment</b>	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			
<b>Expected L/T Core Revenue Growth</b>	MSD			HSD			MSD			
<b>Historical Key Financials</b>	Total Revenue CAGR 2021 – 2025 <sup>4</sup> <b>14%</b>		FY 2025 Segment Profit Margin <sup>4</sup> <b>65%</b>	Total Revenue CAGR 2021 – 2025 <sup>2</sup> <b>13%</b>		FY 2025 Segment Profit Margin <sup>2</sup> <b>26%</b>	FY 2025 Total Revenue <sup>3</sup> <b>\$83M</b>		FY 2025 Segment Profit Margin <sup>3</sup> <b>14%</b>	
<b>Core Products and Solutions</b>	<b>Toll Services</b> 	<b>Violation Processing</b> 	<b>Title &amp; Registration</b> 	<b>Speed Safety</b> 	<b>Transit Bus Lane Enforce</b> 	<b>School Bus Stop-Arm Safety</b> 	<b>Red-Light Safety</b> 	<b>SaaS</b> 	<b>Services</b> 	<b>Hardware</b> 

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



<sup>1</sup> Based on FY 2025 results

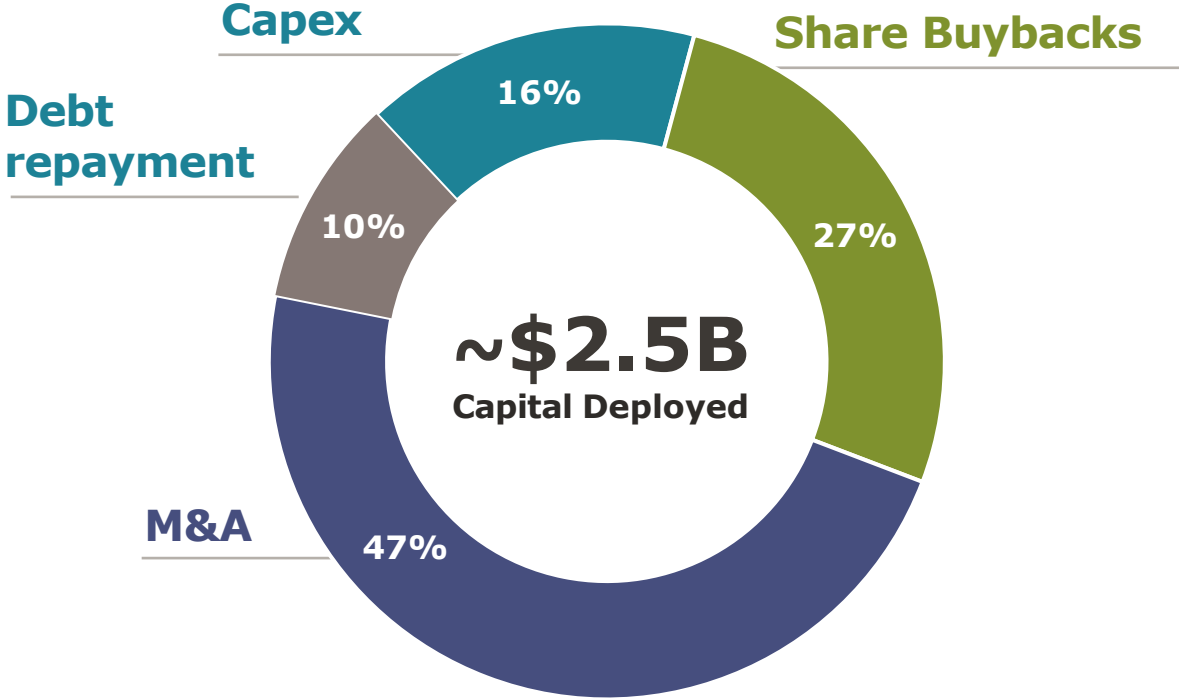
<sup>2</sup> Reflex transaction closed June 2021

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

<sup>4</sup> 2021 COVID-19 impacted

# Demonstrated History of Disciplined Capital Allocation

## 2018 – 2025 Capital Deployment



## Capital Allocation Snapshot

- 1 Organic Investment**
  - Revenue generating capital expenditures (e.g., cameras)
  - Proprietary software development
  - Minimal maintenance capital
- 2 Strategic M&A**
  - Approximately \$1.2 billion invested last 7 years
  - Augment scale and enter new market segments / geographies
- 3 Share Buybacks**
  - >\$650 million returned in the past 5 years

Demonstrated ability to allocate capital across multiple opportunities

An aerial, top-down view of a busy city intersection. The image is semi-transparent, allowing the street scene, including cars, buildings, and a curved road, to be seen through a dark grey overlay. In the center, the words "Thank You" are written in a large, white, sans-serif font. Below the text is a short, horizontal lime green line. In the bottom left corner, there is a logo for "VERRA MOBILITY" with the tagline "Safe. Smart. Connected." and a circular arrangement of lime green arrows pointing towards the center.

# Thank You

**VERRA  
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