



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

# Investor Overview

William Blair 42nd Annual Growth Stock Conference

June 9, 2022

David Roberts – President and CEO

Craig Conti – Chief Financial Officer

# FORWARD-LOOKING STATEMENTS

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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 that could cause actual results to differ materially from those expressed or implied by such forward-looking statements, including but not limited to (1) the impacts on our operations and business resulting from our delayed 2021 Form 10-K filing (2) the disruption to our business and results of operations as a result of the COVID-19 pandemic; (3) the impact of the COVID-19 pandemic on our revenues from key customers in the rental car industry and from photo enforcement programs; (4) customer concentration in our Commercial Services and Government Solutions segments; (5) decreases in the prevalence of automated photo enforcement or the use of tolling; (6) risks and uncertainties related to our government contracts, including but not limited to administrative hurdles, legislative changes, termination rights, audits and investigations; (7) decreased interest in outsourcing from our customers; (8) our ability to properly perform under our contracts and otherwise satisfy our customers; (9) our ability to compete in a highly competitive and rapidly evolving market; (10) our ability to keep up with technological developments and changing customer preferences; (11) the success of our new products and changes to existing products and services; (12) our ability to successfully integrate our recent or future acquisitions; (13) failures in or breaches of our networks or systems, including as a result of cyber-attacks; and (14) 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

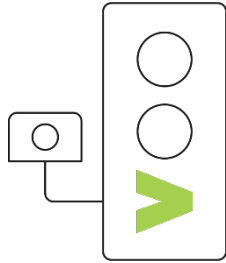
This presentation includes non-GAAP financial measures, including earnings before interest, taxes, depreciation and amortization (“EBITDA”), Pro Forma Adjusted EBITDA, Free Cash Flow, Free Cash Flow Margin and Pro Forma Adjusted Revenue. Pro Forma Adjusted EBITDA is defined as EBITDA adjusted as described in this presentation for historical costs and estimated cost savings and synergies. Free Cash Flow is defined as EBITDA minus capital expenditures, and Free Cash Flow Margin is defined as Free Cash Flow divided by total revenue. Pro Forma Adjusted Revenue adjusts total revenue for non-cash amortization of contract incentive and certain pre-acquisition results. 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.

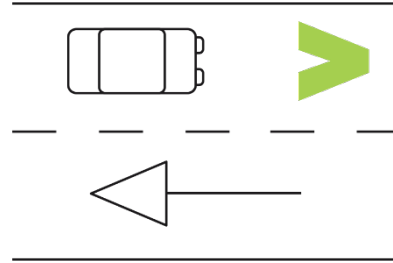
# VERRA MOBILITY SOLVES OUR CLIENT'S MOST COMPLEX PROBLEMS THROUGH DEEP INDUSTRY KNOWLEDGE AND DIFFERENTIATED SOLUTIONS

## SAFE. SMART. CONNECTED.

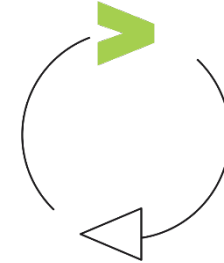
Leading provider of smart mobility solutions that address mission critical mobility needs for cities, fleets, and universities



**Building safer cities**  
by installing, maintaining and managing leading technology that positively impacts driver behavior and enhances road safety.



**Enabling smarter roadways**  
by providing the integrated technology to help rental car companies and large fleet operators manage tolls, violations, and vehicle title and registrations.



**Developing more connected systems**  
by seamlessly connecting people, technology and data across the smart mobility ecosystem.

Enriching lives by making transportation Safer & Easier

# WE OPERATE IN THREE BUSINESS SEGMENTS

## Business Unit

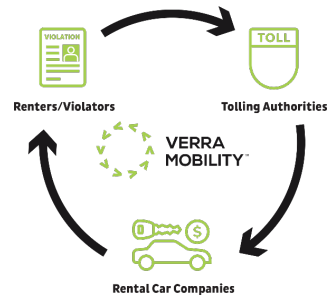
## Business Model

## What we do

## Who we serve

### Commercial Services

\$289M Service Revenue\*



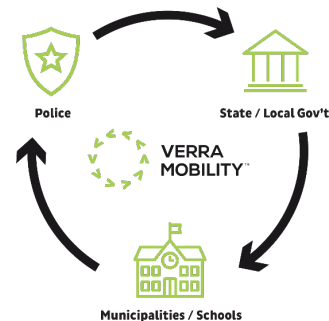
- Outsourced Tolling
- Violations Management
- Title and Registrations Services

Serve our customers through integrated technologies that both reduce cost and add value

- Rental Car Companies (RACs)
- Fleet Management Companies (FMCs)
- Large Fleet Operators

### Government Solutions

\$257M Service Revenue\*



- Hardware, software, installation, and maintenance solutions for traffic management

Provide support needed to identify, issue, enforce, and successfully adjudicate traffic violations

- Municipalities
- Counties
- School districts
- Other governmental entities

### Parking Solutions

\$18M Service Revenue\*



- Deliver an integrated suite of parking software and hardware solutions

End-to-end platform that unifies the entire parking operation, providing operators the tools and data to drive efficiencies

- Universities
- Municipalities
- Healthcare
- Commercial/Private Operators



\* TTM Service Revenue for the period ending March 31, 2022; Parking Solutions represents T2 Systems post-closing (December 7, 2021)



# WHY INVEST IN VERRA MOBILITY?



## **A market leader with highly differentiated platforms**

- Leading provider of road safety cameras in the U.S.
- Leading provider of toll and violation management to rental car and fleet management companies in U.S.



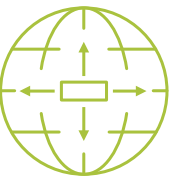
## **Contracted, recurring revenue business model**

- Contracts with the three largest U.S. rental car companies
- Large install base = recurring revenue



## **Proven financial performance**

- Solid financial results with robust margins
- Historically strong free cash flow conversion
- CAGR for service revenue from 2017-2021 = 21%



## **Platform for future growth**

- Connected Fleet, shared economy and smart mobility addressable market growth
- M&A

Leadership, business model and strong financial performance