



# Spectur Limited (ASX:SP3)

NWR Investor Presentation

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## Reduce the time to sense and warn

### Beaches, parks, remote sites, bushland, isolated utilities, construction

- Connected to remote sensing
- Projecting visible and audible warnings, in isolation or as a team
- Provide camera vision in real time, and recorded
- Modular
  - Two-way communication option (video and audio)
  - Smart signage option (remotely updated and deployed)

Spectur helps **improve safety for the community**, without needing people on site, power or wired internet.

## Reduce the frequency and cost of crime

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Security companies, remote utilities, charities, building and construction sites, bushland, parking lots, outdoor assets

- Detect trespassing with the lowest false alarms
- Visual and spoken warning on site to stop crime before it starts
- Automated notification
- Live and edge / cloud recorded CCTV and event-based camera vision
- Modular:
  - Two-way communication option
  - Smart signage option
  - Remote sensor options

Spectur helps **stop crime before it starts**, without needing people on site, power or wired internet.

## Improve productivity

### Construction sites, remote facilities, logistics, warehousing

- Live and recorded camera vision for remote
  - Progressing
  - Claims management
  - Labour productivity review
  - Supplies on site
- Time-lapse recording of site progress and change

Spectur helps **inform decisions and improve productivity**, without needing people on site, power or wired internet.

## Spectur's solutions...



Many businesses and government entities have operations "outdoors". In these places, people, power and internet cabling can be cost prohibitive.

Spectur help sense, think and act outdoors, to provide safety, security and productivity solutions.

The needs and potential for outdoor solutions are growing, and so are we.



Spectur has **unique modular hardware platforms**, optimized for power and data efficiency of cameras, sensors, devices and artificial intelligence



Spectur has **unique modular software platforms** at edge, cloud and in Apps, optimized for low power and data applications

Spectur has deployed more than 2,000 systems with more than 20 million field hours of optimization.

There is **nothing like it.**



## Focus

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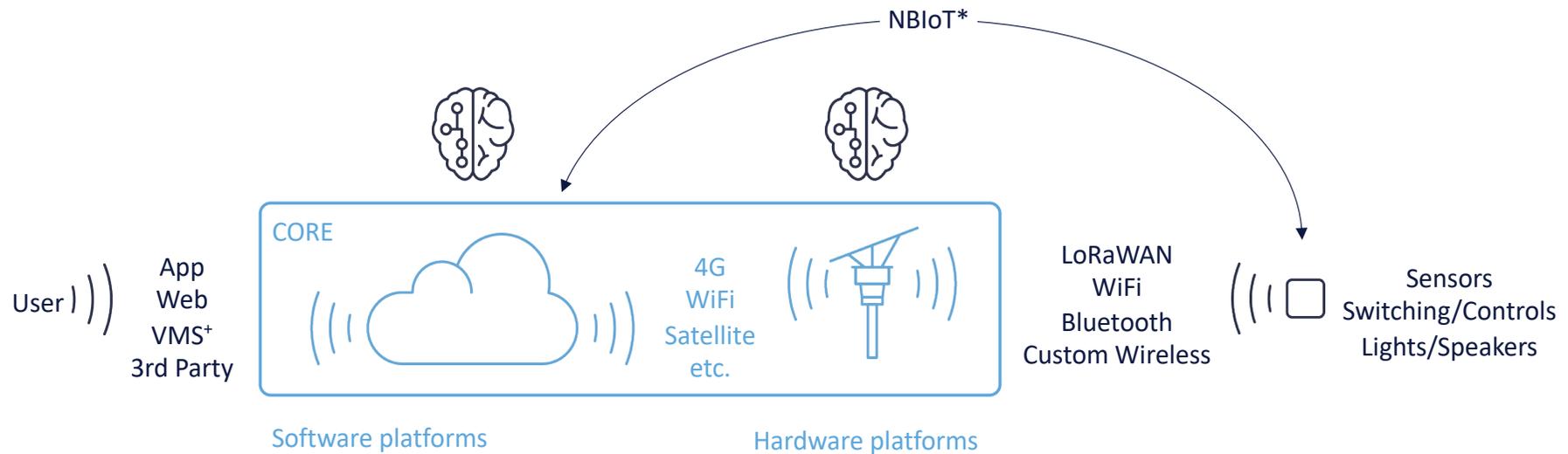


### A focused and growing market

- Outdoor applications for customers in
  - Government and Utilities
  - Building and Construction
- based in Australia and New Zealand
- that need solutions in
  - Safety
  - Security
  - Productivity



# Spectur Integrated Technology



Designed, built and coded in Australia to be modular, rugged and easy to use

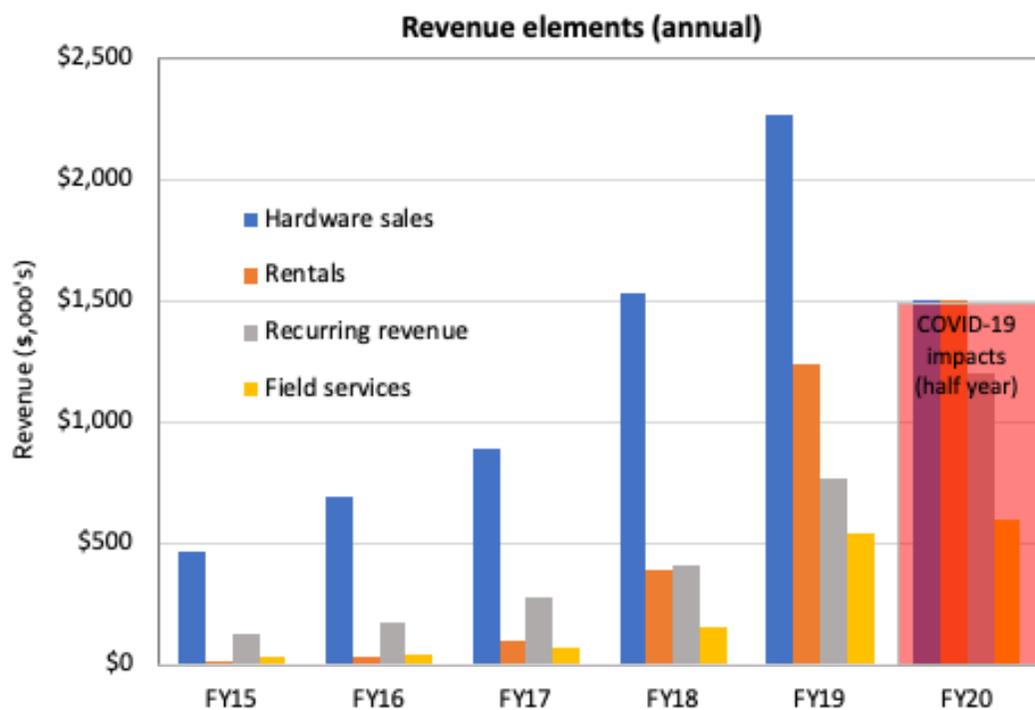
Spectur designs and builds integrated hardware and software platforms to provide outdoor solutions optimized for power and data

Its **hard** to do and replicate

+ Video Management System

\* NB IoT, Narrow Band Internet of Things

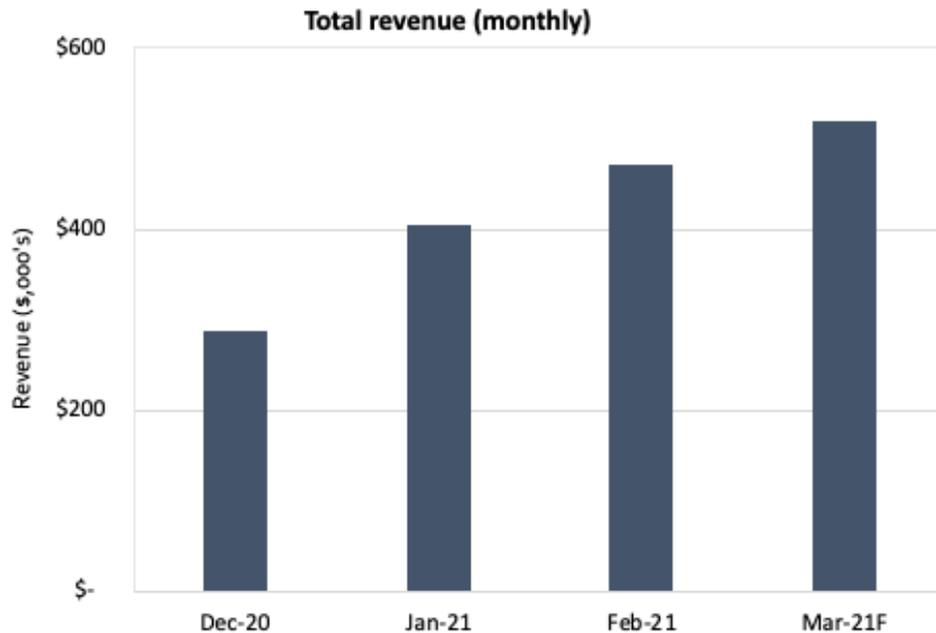
## Rapid growth, with a pause in calendar 2020



February 2021 YTD results		
Revenue element	Proportion	GM%
Hardware sales	24%	31%
Rentals	34%	75%
Recurring revenue	27%	67%
Field services	15%	12%
<b>Total</b>	<b>100%</b>	<b>53%</b>



## Growth trajectory resumes



- Best January on record
- Best February on record
- Best March forecast (~\$520k)
- FY21 Q3 expected to be >40% up on FY21 Q2
- ARR\* + Rental run rate of >3m/yr (\$1.2m/yr + \$1.8m/yr)
- Very strong sales pipeline
- \$2.2m cash at end of Q2-FY21
- Additional technology features pending
- Traction with sales and marketing
- Traction with growth in strategic sectors
- COVID impacts continue to lessen
- Production issues sorted

### Spectur

- has a unique and valuable position in a growing market
- has navigated COVID-19 impacts and returned to growth

\*ARR = Annual Recurring Revenue = monthly recurring revenue, annualized.

## Capital Structure



Key Metrics as at 19 March 2021	
<b>Share Trading Information</b>	
ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.072
Market cap	\$7.65m
52 week closing high	\$0.10
52 week closing low	\$0.041
<b>Capital Structure</b>	
Shares on issue	106.3m
Performance Rights on issue	6.5m
<b>Share Register</b>	
Top 20 shareholders	33.7%
% of register owned by Board & KMPs	4.28%

Top Shareholders (as at 19 March 2021)	
National Nominees Limited	3.8%
Charles Wilkins (Founder)	3.7%
D & G Amarakoon <Duro Super Fund>	3.1%
Darren Cooper (Non-Executive Chairman)	2.1%
Mr Peter Ferris	1.7%
Dr Malaka Ameratunga	1.7%
Ms Snezana Bowden	1.7%
Mr Kieran Maurice Moran	1.4%
Gunawardena & T Fernando <Serotutor Superfund A/c>	1.4%
Gerard Dyson (Managing Director)	1.4%
Fry Super Pty Ltd <INXS Super Fund A/c>	1.2%
Sandhurst Trustees Ltd <Equit Inv Dragonfly A/c>	1.2%

Current ARR multiple of 6.4, only 27% of Total revenue

## Contact Details and Investor Enquiries

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