

Spectur Limited (ASX:SP3)

FY22 Investor briefing

Our value proposition



Imagine if you had someone who could

- **Sense**, using vision, hearing, temperature or any other measurement
- **Think**, and interpret complex senses then make good decisions following agreed rules
- **Act**, in the field through speaking, lights or other “actions” or remotely send messages and direct remote action.

and that person

- **Never got tired**, needed food or water and could function purely on the power of the sun
- **Was always “online”** and happily worked day and night, even on public holidays
- Could **work in remote and dangerous outdoor locations** with no access to services



Our Vision

To make autonomous sensing, thinking and action available anywhere, anytime by harnessing the power of natural resources.

SPECTUR



Sense **Think** Act

Reduce the time to sense and warn, improve communication

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

- Connected to remote sensing
- Visible and audible warnings, in isolation or as a team
- Camera vision in real time, and recorded
- Two-way communication (video and audio)
- Smart signage (remotely updated and deployed)
- Smart access to medical or other equipment

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



Reduce the frequency and cost of crime

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.

Live and recorded surveillance

Farmland, slopes, tailings, construction, remote working, etc

- Able to view and sense in real time, any time
- Recording movement, or regular time-stepped images (time-lapse)
- Great for:
 - Progressing
 - Claims management
 - Incident review
 - Who or what is on site right now?
 - Marketing

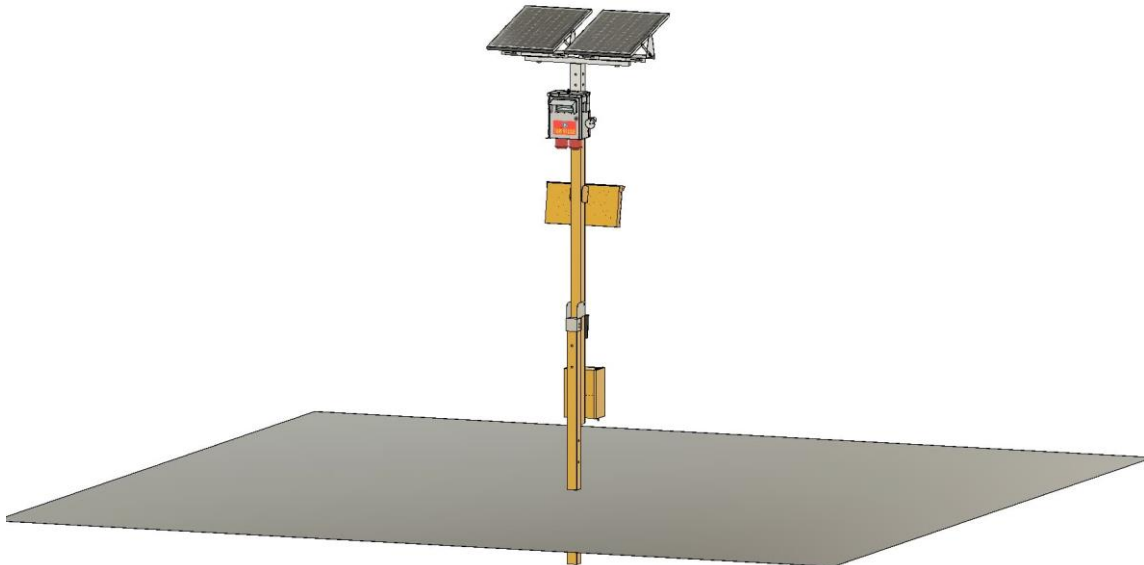
Spectur helps **improve productivity and gather data**, without needing people on site, power or wired internet.

Communication and more...



Communities, subcontractors, suppliers, staff and more

- Pre-programmed and automated spoken warnings
- Live two-way audio (1-way initiation)
- Live two-way audio, one-way video (2-way initiation)
- Fully remotely programmable colour digital signboard
- Smart boxes (in development)
- Access control (in development)



Addressable market



Scenario	Geographic presence	Offering	Sales channel	Customer sectors	Potential Revenue (AUD)
Today	50% WA, 45% Vic, Qld, NSW <5% NZ	Security and surveillance, warning and safety systems	Inbound, in house, limited resellers	Government, building / construction, security, safety and community services, utilities	>\$5.2m
Balanced Australia & NZ at WA penetration levels ¹	9% WA, 75% Rest of Australia 16 % NZ	No change	Sales footprint expanded into NT and SA	No change	>\$28m
ANZ market dominance ²	No change	No change	Expanded use of re-sellers to address regional areas	No change	>\$45m
Expanded customer base ³	No change	No change other than minor engineering for cyclone regions	Additional sales team with customer sector experience	Deepen and expand customer base to include larger industrials and farming	>\$90m
Product expansion ⁴	No change	Broader IoT offering Broader Ai offering	No change	No change	>\$180m
US expansion ⁵	ANZ, Texas, California	No change	No change	No change	>\$580m

Notes:

The above table is intended to provide a conservative indication of market size and opportunity. The math assumes each additional row is incremental growth and does not consider risks or adverse changes in the business environment. It is not a forecast of revenue for Spectur Ltd.

1. Population of WA is 2.8m, population of Qld (5.2m), Vic (6.6m), NSW (8.2m), NZ (4.9m) and total Australia and NZ is 30.65m in aggregate. Assume WA has 25% market share and other locations increase to this level.
2. Assume that selling the product through third party distributors on top of growing organic sales could lead to 40% market penetration.
3. Expand customer base to include larger industrials and farming sector. Conservatively estimate that sales would double.
4. Product expansion via a broader IoT and Ai offering conservatively assumes a doubling of potential revenue.
5. Population of Texas (29.2m) + California (39.5m) is 68.7m. Assume two American states have the same penetration as Australia and New Zealand.

Capital structure, share price and volume



Key Metrics as at 28 July 2021

Share Trading Information	
ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.088
Market cap	\$9.35m
52 week closing high	\$0.10
52 week closing low	\$0.041

Capital Structure

Shares on issue	106.3m
Unlisted Options @ 0.10 Exp 30/06/2024	2.2m
Performance Rights on issue	8.5m

Share Register

Top 20 shareholders	35.2%
% of share register owned by Board & KMPs	4.28%

Top Shareholders (as at 28 July 2021)

National Nominees Limited	4.0%
D & G Amarakoon <Duro Super Fund>	3.4%
Charles Wilkins (Founder)	3.3%
Darren Cooper (Non-Executive Chairman)	2.4%
Dr Malaka Ameratunga	2.4%
Mr Peter Ferris	1.7%
Facoory Investments (QLD) Pty Ltd	1.7%
Ms Snezana Bowden	1.5%
BNP Paribas Nominees Pty Ltd	1.5%
A Gunawardena & T Fernando <Serotutor Superfund A/c>	1.4%
Gerard Dyson (Managing Director)	1.4%
Mr Alistair Charles Jackson	1.2%
Fry Super Pty Ltd <INXS Super Fund A/c>	1.2%



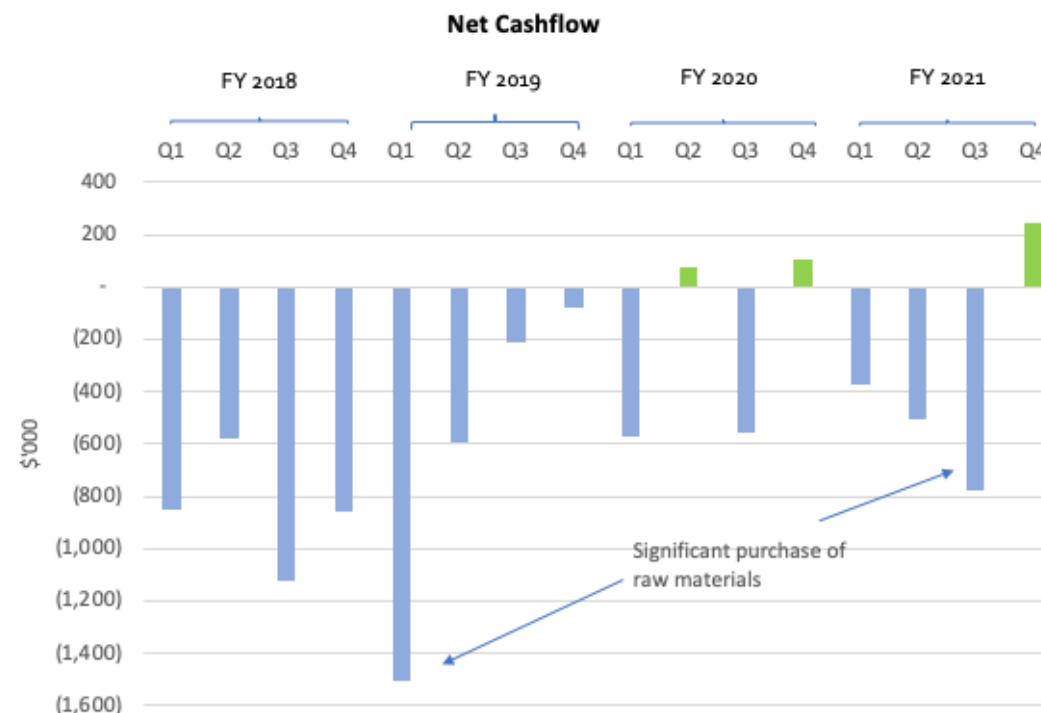
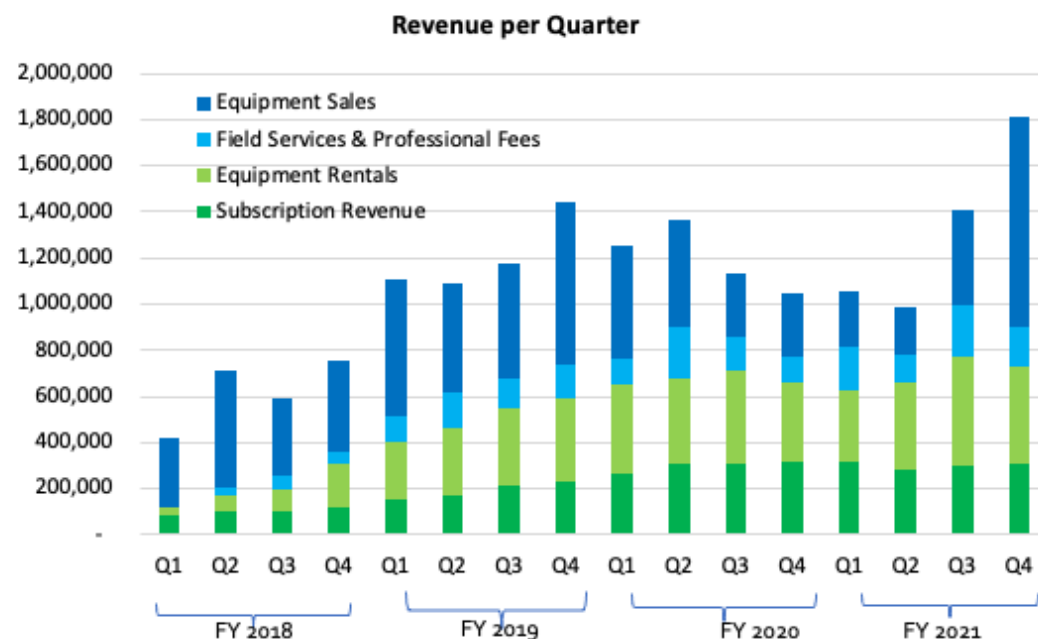
Financial Highlights



Key numbers

FY21 Highlights

- Revenue \$5.2m (H2 \$3.2m, Q4 \$1.8m)
- Cash at 30/6/21 \$1.68m, undrawn loan facility of \$1.5m
- Rental and SaaS ARR \$3.2m
- Probability weighted sales pipeline of >\$4m



FY21 Q4 Highlights

- Highest Quarterly Revenue
- Highest Quarterly Equipment sales
- 2nd Highest Quarterly Rental revenue

Key customers



Focus on larger customers

Utilities

- Strong ongoing growth in telecommunications, growing forward order book with multiple customers

Government

- State and local government growth, with maturing (larger) relationships

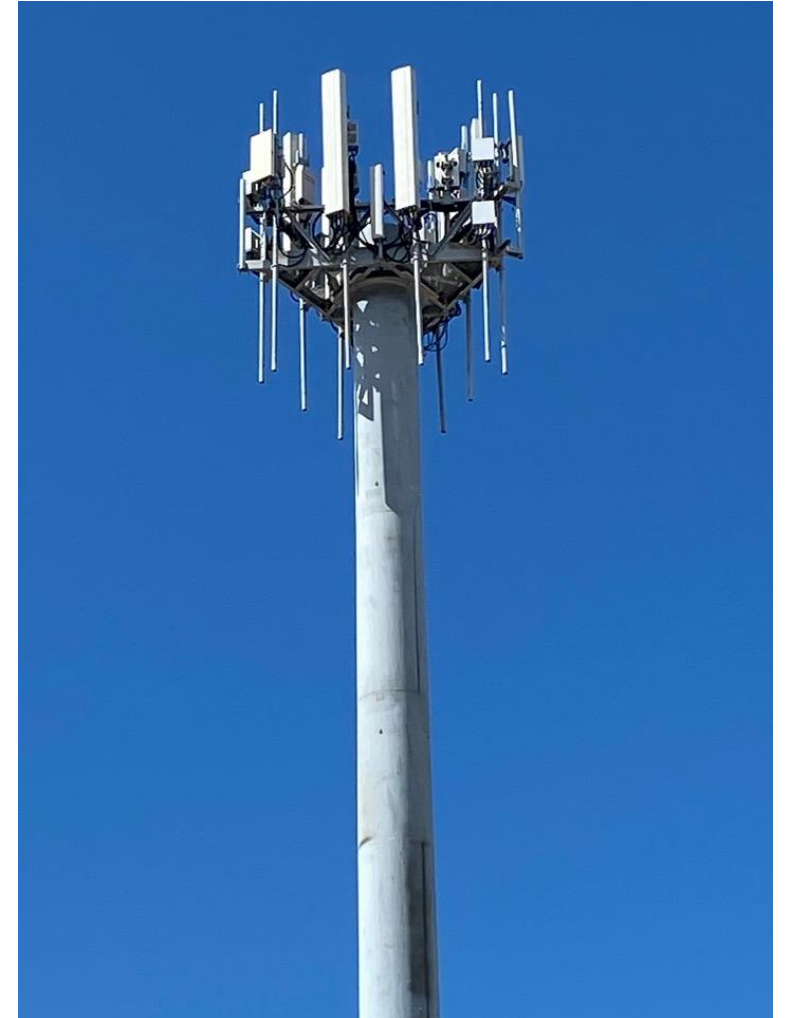
Construction and building

- Push into larger construction alliances and larger contractors

Safety and community services

- Expansion of shark warning system to Surf Life Saving as well as other charities

...Spectur has more than 500 active customers...



Getting ready to scale

Technology

- Mature production to **match demand and protect margins**
- Expand AI, sensing, hardware and software applications to **provide desired features**
- Advance modularization to allow **more 3rd party cameras, peripherals and software, faster**
- **Improve the user experience** through enhanced GUI and dashboard

Sales consolidation

- Continue reseller expansion to make it **easier for customers to get sales and support**
- Build on outbound and account management led **sales growth to target strategic customers**

Strategic acquisitions

- Continue search and review of **acquisitive growth options within strategy**



Contact Details and Investor Enquiries



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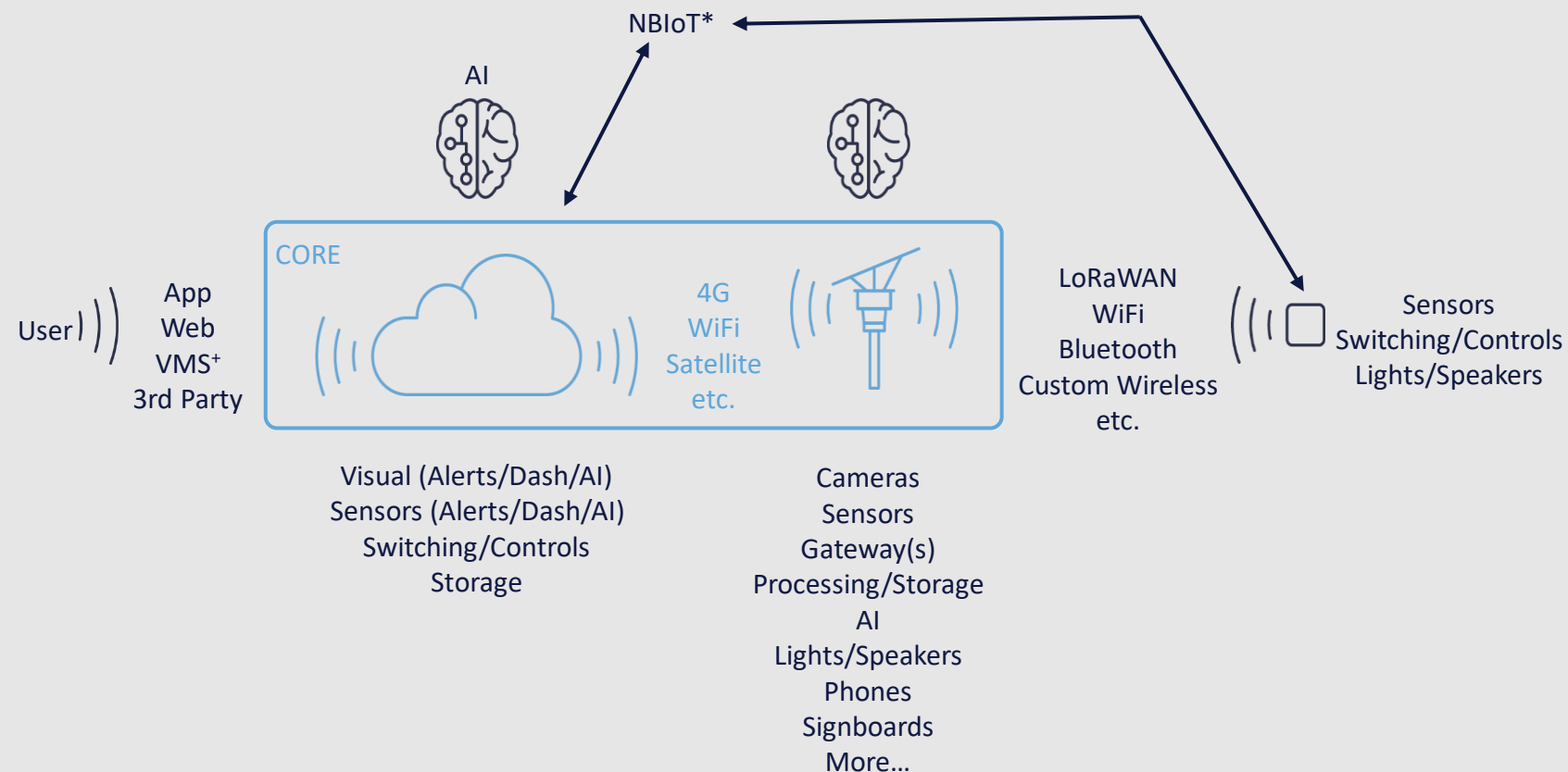
Appendices

Reduce the time to sense and warn, improve communication

Reduce the frequency and cost of crime

Live and recorded surveillance

Communication, productivity and more...



+ Video Management System

* NBLoT, Narrow Band Internet of Things

Performance	Does more	Anyone can access	Service
<ul style="list-style-type: none">• Day and night vision quality• Lowest false alarms• Highest rates of detection• Integrates into ONVIF* and more• Video streaming	<ul style="list-style-type: none">• Up to 4 cameras in 4K or thermal• Up to 200m detection range• Programmable Edge and cloud AI• Any sensor integration• Fully expandable• Customisable hardware / software	<ul style="list-style-type: none">• Buy + subscribe• Short term rent (all inclusive + installation)• Long term lease (all inclusive, with buyout provision)	<ul style="list-style-type: none">• Located in all major cities• Solutions oriented team• Long term NPS >50

* ONVIF is an open industry forum that provides and promotes standardized interfaces for effective interoperability of IP-based physical security products

How is Spectur Unique?



Integrated Technology	Optimised Data / Power	Total Data Control	Fog Computing
<ul style="list-style-type: none">• Hardware, software, applications + 3rd parties• Single application / interface• Locally designed, manufactured and coded• Customisable	<ul style="list-style-type: none">• Solar powered platforms• Algorithms and design to limit expensive or finite data / power	<ul style="list-style-type: none">• Control all data pathways• Store in secure local clouds or servers• Short term field storage• Not stored, processed or managed internationally.	<ul style="list-style-type: none">• Optimised edge /cloud AI• Fully programmable• With 3rd party integration• Optimised for low power / data

...No one can do so much, with so little data and power...