

ASX Announcement (ASX: SP3)

## Investor Presentation Notice

**Tuesday 5 July 2022:** Solar security, sensing and visual AI solutions and platforms company Spectur Limited (ASX: SP3) (**Spectur** or the **Company**) is pleased to invite investors to a live webinar with Managing Director Gerard Dyson and hosted by Reach Markets, on Wednesday, (6 July) at 12pm AEST.

Date: Wednesday, 6 July 2022

Time: 12pm AEST

[Book Now](#)

Topics for discussion include:

- How Spectur's unique technology makes communities safer in remote areas without needing people, data cables or power cords.
- Why governments and businesses are adopting the platform to stop theft, trespassing, illegal dumping and vandalism, and to protect people from floods, bushfires, tsunamis, storms and shark attacks.
- Record-high sales pipeline as a basis for further growth, with a 93% year-on-year increase in the weighted pipeline, to \$3.4 million, as of 30 June 2022.
- The company's immediate \$300 million-plus market opportunity with no competition.

The briefing will be live and interactive, where investors will have the opportunity to ask questions directly and you will only need an internet connection to join.

The presentation which will be delivered is attached to this announcement.

The webcast will be hosted by Reach Markets so should you require any technical assistance, please contact them on 1300 805 795.

Investors can register to attend the briefing here: <https://reachmarkets.com.au/the-insider-mtc/>

**Ends.**

This ASX release is authorised by the Board of Directors of Spectur Limited

**For further information, please contact:**

### Corporate enquiries

Spectur Limited  
Gerard Dyson  
p: +61 (08) 9414 9059  
e: [investors@spectur.com.au](mailto:investors@spectur.com.au)

**About Spectur Limited**

Spectur Limited (ASX:SP3 – [www.spectur.com.au](http://www.spectur.com.au)) is an Australian-based developer of security, surveillance and warning solutions powered by solar, IoT [Internet of Things], camera and cloud-based technology. The Company owns the rights to its innovative hardware and disruptive cloud-based systems which are deployed to provide solutions to industries including government and utilities, and the building, construction and civil sector.

Spectur's core products are solar powered deterrence and surveillance systems and associated cloud-based platforms. These systems incorporate cameras, lighting, audible warnings and a hardware IoT platform, remotely accessed and connected via 3G/4G technology to a cloud-based platform. The offering is complemented by a longer distance, 24-hour thermal camera deterrence solution, suitable for customers with long perimeters.

Spectur is used and trusted by small business to multinationals and the Company is currently implementing a strategic growth plan to build market dominance in the Australian government and utilities sector to meet demand for innovative, remote camera and IoT solutions.





# Spectur Limited (ASX:SP3)

Meet the CEO, July 2022

# Disclaimer

This document has been prepared as a summary only and does not contain all information about Spectur Limited's (the "Company's") assets and liabilities, financial position and performance, profits and losses, and the rights and liabilities attaching to the Company's securities. This document should be read in conjunction with any public announcements and reports (including financial reports, third party studies and disclosure documents) released by the Company.

The release, publication or distribution of this presentation in certain jurisdictions may be restricted by law and therefore persons in such jurisdictions into which this presentation is released, published or distributed should inform themselves about and observe such restrictions.

This presentation does not constitute, or form part of, an offer to sell or the solicitation of an offer to subscribe for or buy any securities, nor the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issue or transfer of the securities referred to in this presentation in any jurisdiction in contravention of applicable law.

This document does not purport to be complete and is for informational purposes only: it does not represent financial advice. Persons needing advice should consult their stockbroker, bank manager, solicitor, accountant or other independent financial advisor.

Certain statements made in this presentation are forward-looking statements. These forward-looking statements are not historical facts but rather are based on Spectur Limited's current expectations, estimates and projections about the industry in which Spectur Limited operates, and its beliefs and assumptions. Words such as "anticipates", "expects", "intends", "plans", "believes", "seeks", "estimates" and similar expressions are intended to identify forward-looking statements.

Although the Company believes that its expectations reflected in the forward-looking statements are reasonable, such statements involve risk and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements. These statements are subject to known and unknown risks, uncertainties and other factors, some of which are beyond the control of Spectur Limited, are difficult to predict and could cause actual results to differ materially from those expressed or forecast in the forward-looking statements. Spectur Limited cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Spectur Limited only as of the date of this presentation.

The forward-looking statements made in this presentation relate only to events as of the date on which the statements are made. Spectur Limited will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this presentation except as required by law or by any appropriate regulatory authority.





# About Spectur

**Sense Think Act**





# Our Mission

We make **communities safer in remote and unpowered areas** by providing the only surveillance solution that can sense a problem, make a decision and take an action - without a cabled connection.





## Who we are

- Surveillance solutions that **don't need people, power or data cables**
- End-to-end solution, using AI to **sense, think and act**
- **Unique technology** - #1 alternative to “do nothing and wear consequences”
- **Proof of concept** in Western Australia & **growing rapidly**
- **Sizeable market opportunity** to roll out in ANZ and US



No People



No Data Cable



No Power Cord



# The challenges we solve

## How to improve safety and security in off-the-grid settings?

- Trespassing
- Theft
- Illegal dumping
- Hooligans
- Bushfire
- Vandalism
- Floods
- Tsunamis
- Shark attacks
- Earthquake

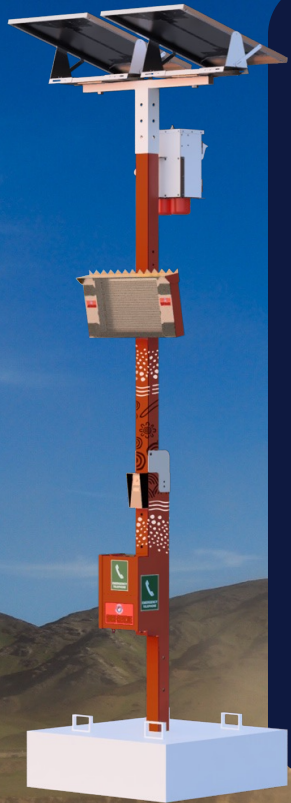
## Pain points

- Increasing frequency and consequences of events
- Peoples' sensitivity to risk growing
- Many areas where current solutions fail



# How we address these challenges

## ON DEVICE



### Sense

- Up to 360-degree vision
- Many different sensors
- Always sensing

### Think

- On-the-edge AI
- Recognises risk & decides action
- Optimises power & data usage

### Act

- On-site (sirens, lights, etc)
- Off-site (via cloud)



- WiFi
- 3G, 4G
- Satellite

## Cloud

- Cloud sense
- Cloud think
- Cloud act
- User settings
- Storage



## Client

- App
- Web
- VMS
- Alerts



## 3<sup>rd</sup> Parties

- AI via APIs
- First responders
- External parties



ON DEVICE

OFF SITE

# Unique competitive advantages



## Sense - Think - Act

- Solves full problem
  - **Sense:** multiple sensors
  - **Think:** make decisions
  - **Act:** do something useful
- No humans needed



## Deployable remotely

- No grid/recharging needed
- Runs 24/7
- Rapid deployment
- Cost, power & data efficient



## One integrated solution





- One device, one interface
- Easy use via app or web
- APIs for multiple integrations
- Fully programmable



## 100% Australian

- 100% Australian designed, coded and manufactured
- Eliminates security issues from foreign technology
- Zero native competitors

# Alternatives compared

	 CONVENTIONAL CCTV	 PERSONNEL	 DO NOTHING	 SPECTUR
Senses	✓	✓	✗	✓
Thinks	✗	✓	✗	✓
Acts	✗	✓	✗	✓
Works without power cable	✗	✓	N/A	✓
Always on	✓	✗	N/A	✓
OK in harsh environments	✓	✗	N/A	✓
Cost effective	✓	✗	N/A	✓
Comment	<i>Needs high degree of human interaction</i>	<i>Not feasible in most environments</i>	<i>#1 competitor</i>	<i>The only cost-effective end-to-end solution</i>









# Company Update

**Sense Think Act**





# Revenue model

	 <b>EQUIPMENT SALES</b>	 <b>SUBSCRIPTIONS</b>	 <b>RENTALS</b>	 <b>SERVICES</b>
<b>Description</b>	Full system (requires subscription)	Use of service after purchase (app, data etc)	Limited-time use (rental and lease models)	Development, customisation, integration, installation, relocation, support
<b>Client need</b>	Prefers CAPEX / lowest lifecycle cost	Mandatory with equipment sales	Prefers OPEX / lowest up front cash costs	Bespoke solutions and other needs
<b>Revenue share<sup>1</sup></b>	32%	24%	32%	12%
<b>Growth Trend<sup>2</sup></b>	+57%	+17%	+20%	+2%

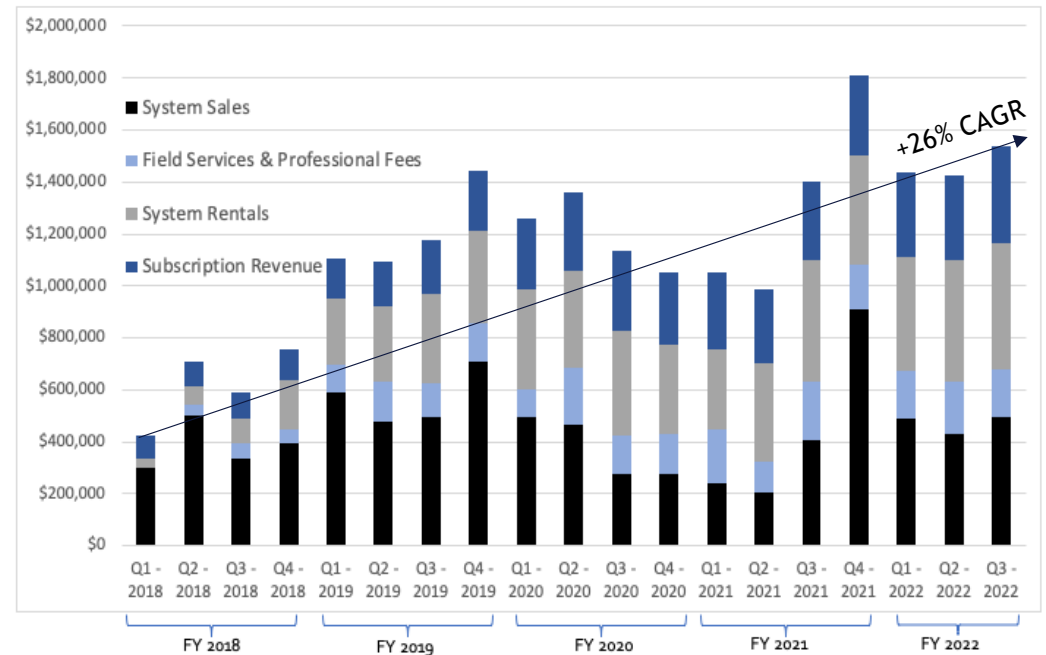
1: Q3 FY22 YTD  
 2: Revenue Q3 FY22 YTD vs Q3 FY21 YTD  
 3: Annualised recurring revenue

ARR<sup>3</sup>

# Record-high sales pipeline as a basis for further growth

- >2,500 devices deployed with >600 customers
- Revenue growing fast and sticky (55% ARR)
- Growing share of institutional contracts
- Dominant WA position (\$2.4m rev, ~25% market share)
- Pipeline
  - Unweighted: \$8.35m (77% increase on June 21)
  - Weighted: \$3.35m (94% increase on June 21)

## Revenue per Quarter



## Recent wins in dominated niche

- Recent (June) sale of additional 8 Emergency Response Beacons to SLSNSW
- 33 beach warning systems deployed (18 more to be deployed soon)
- Pipeline with >40 additional beach warning systems
- Potential for >90 beach warning systems deployed before the end of 2022...
- Spectur is the dominant name in solar beach camera-based platforms.





# Market Opportunity

**Sense Think Act**



# Industry applications and use case examples

## Target industries

- Construction and building
- Local, state, federal government
- Utilities
- Community services
- Asset managers
- Transport and logistics
- Industrial, energy, resources
- Security service providers
- AI companies

## Use case examples



# Scope of opportunity

## Selected scope indicators in Australia

### STATUS QUO

### SCOPE OF OPPORTUNITY



Beaches

**33** devices installed



**12,000** beaches



Construction

**253** companies signed up



**5,750** medium & large companies (20+ FTEs)



Mobile towers

**102** sites protected



**21,472** towers



Military

**4** DoD bases protected



**63** bases and hundreds more DoD assets



Councils

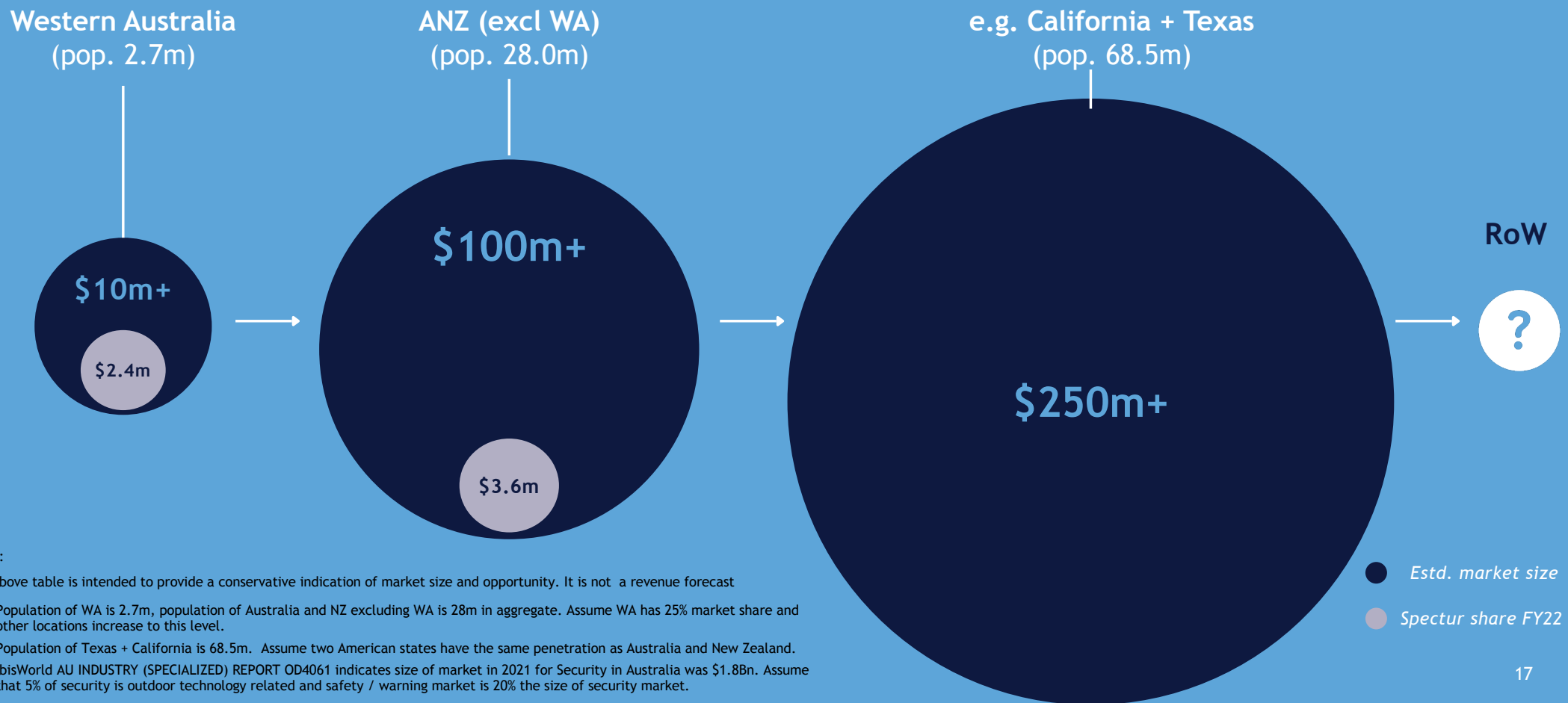
**49** councils served



**562** councils

# Near-term target market - estimated size

Western Australia is a blueprint for expansion in ANZ and beyond



Notes:

The above table is intended to provide a conservative indication of market size and opportunity. It is not a revenue forecast

1. Population of WA is 2.7m, population of Australia and NZ excluding WA is 28m in aggregate. Assume WA has 25% market share and other locations increase to this level.
2. Population of Texas + California is 68.5m. Assume two American states have the same penetration as Australia and New Zealand.
3. IbisWorld AU INDUSTRY (SPECIALIZED) REPORT OD4061 indicates size of market in 2021 for Security in Australia was \$1.8Bn. Assume that 5% of security is outdoor technology related and safety / warning market is 20% the size of security market.





# Strategic Outlook

**Sense Think Act**





# Strategy - our growth plan

- ANZ Market domination
- Global ready product

## Growth

- US market entry
- Enterprise ready for scale
- Expanded customer value

### Sales Channels

- Select & on-board **resellers** (NT / Regions)
- Build out **sales team** (SA)

- Select & on-board **resellers (international)**
- Online sales

### Markets

- **Sector-targeted** marketing
- Research and **test US** expansion

- Select **entry into US** via resellers

### Product

- Design and build for **scale**
- Expand **plug & play** capability
- **Certifications, standards** and **quality** assurance

- Expand **share of wallet** (sensing, AI)
- Further expand **modularity and simplicity**
- Build online and reseller **portals**

Today

12 months

24 months

# Summary & investment thesis



Superior turnkey solution to a range of global challenges



Significant moat in a large & growing market



Proof of concept demonstrated in WA



High-margin product with recurring revenues and growing pipeline



Strategic plan for organic growth in ANZ, US



Experienced, aligned & highly motivated team



**Sense Think Act**



# Capital Structure

## Key Metrics as at 4 July 2022

### Share Trading Information

ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.046
Market cap	\$4.9m
52 week closing high	\$0.115
52 week closing low	\$0.035

### Capital Structure

Shares on issue	106.3m
Performance Rights on issue	7.7m
Unlisted Options	6.6m

### Share Register

Top 20 shareholders	<b>41.27%</b>
% of register owned by Board & KMPs	<b>4.62%</b>

## Top Shareholders (as at 4 July 2022)

National Nominees Limited	<b>3.8%</b>
D & G Amarakoon <Duro Super Fund>	<b>3.4%</b>
Dr M Ameratunga	<b>3.1%</b>
Mr CRW Wilkins (Founder)	<b>2.6%</b>
Mr PJ Ferris	<b>2.6%</b>
Mr DJ Cooper (Non-Executive Chairman)	<b>2.4%</b>
Fry Super Pty Ltd <INXS Super Fund A/C>	<b>2.3%</b>
Mr G Lontos & Mrs C Lontos <Francis Alexandra S/F A/C>	<b>2.0%</b>
A Gunawardena & T Fernando <Serotutor Superfund A/c>	<b>1.6%</b>
Dr GJ Dyson (Managing Director)	<b>1.6%</b>
Mr L Cunneen	<b>1.5%</b>
BNP Paribas Nominees Pty Ltd <IB AU NOMS Retail Client DRP>	<b>1.4%</b>



# Contact Us

Investor enquiries  
Spectur Limited (ASX:SP3)

---



**Gerard Dyson**  
MANAGING DIRECTOR

[investors@spectur.com.au](mailto:investors@spectur.com.au)

**Sense Think Act**

