

Spectur Business Update – Investor Briefing

ASX Announcement | 2 February 2023

Solar security, sensing and visual AI solutions and platforms company Spectur Limited (ASX: SP3) (“Spectur” or the “Company”) will be holding a live and interactive investor briefing today, Thursday 2 February at 11am (AEDT).

Managing Director of Spectur, Gerard Dyson, will discuss results from the December 2022 quarter, the acquisition of 3 Crowns Technologies, recent activities and insights into the future.

Click here to register for the session:

<https://spectur.investorportal.com.au/investor-briefing/>

After registering, you will receive a confirmation email containing a calendar invitation and information about joining the webinar.

The attached presentation forms the basis of the market update.

Ends.

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

To stay up to date on news and announcements, register your details on the [Spectur investor portal](#).

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About Spectur Limited

Spectur Limited (ASX:SP3) 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 warning, 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.

To learn more, please visit: www.spectur.com.au





Spectur Limited (ASX:SP3)

Business Update, February 2023

Disclaimer

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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





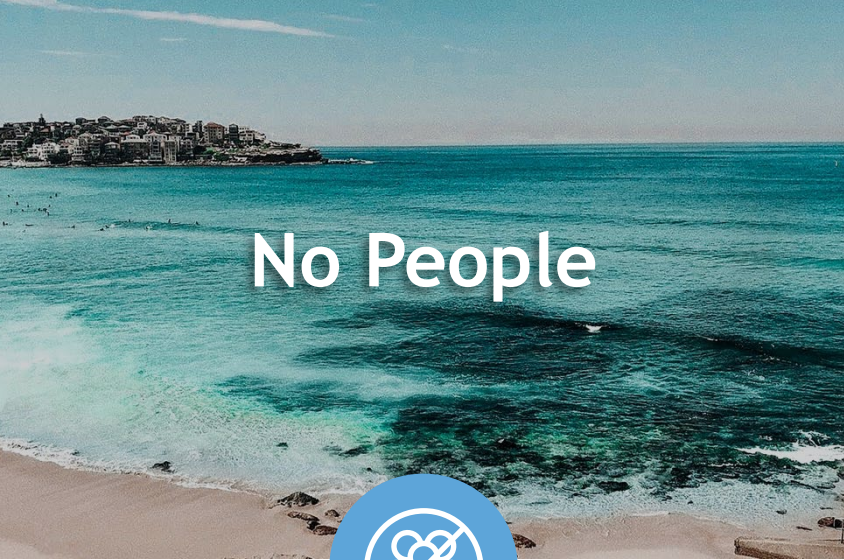
Our Mission

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

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

Revenue model

| |  EQUIPMENT SALES |  SUBSCRIPTIONS |  RENTALS |  SERVICES |
|----------------------------------|---|---|---|--|
| Description | 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 |
| Client need | Prefers CAPEX / lowest lifecycle cost | Mandatory with equipment sales | Prefers OPEX / lowest up front cash costs | Bespoke solutions and other needs |
| Revenue share¹ | 35% | 21% | 30% | 13% |
| Growth Trend² | +38% | +16% | +21% | +27% |

1: H1 YTD FY23
 2: H1 YTD FY23 vs H1 YTD FY22 revenue
 3: Annualised recurring revenue

ARR³



Capital Structure

Key Metrics as at 30 January 2023

Share Trading Information

| | |
|----------------------|------------|
| ASX code | SP3 |
| Listed on ASX | 01/08/2017 |
| Current share price | \$0.031 |
| Market cap | \$6.16m |
| 52 week closing high | \$0.065 |
| 52 week closing low | \$0.025 |

Capital Structure

Current

| | |
|-----------------------------|---------|
| Shares on issue | 192.74m |
| Performance Rights on issue | 29.0m |
| Unlisted Options | 49.9m |

Share Register

| | |
|-------------------------------------|---------------|
| Top 20 shareholders | 32.32% |
| % of register owned by Board & KMPs | 4.11% |

Top Shareholders (as at 30 January 2023)

| | |
|---|--------------|
| APPWAM Pty Ltd | 2.73% |
| National Nominees Limited | 2.33% |
| Mr Peter John Ferris | 2.18% |
| Dr M Ameratunga | 2.14% |
| Sandhurst Trustees Ltd <Equit Inv Dragonfly A/C> | 2.12% |
| D & G Amarakoon <Duro Super Fund> | 1.89% |
| Mr DJ Cooper (Non-Executive Chairman) | 1.73% |
| D & G Lontos <Francis Alexandra S/F A/C> | 1.72% |
| Mr Mark Damon Kaweck | 1.66% |
| BNP Paribas Nominees Pty Ltd <IB AU NOMS Retail Client DRP> | 1.63% |
| Dr GJ Dyson (Managing Director) | 1.56% |
| Fry Super Pty Ltd <INXS Super Fund A/C> | 1.56% |
| Jomaho Investments Pty Ltd | 1.51% |
| Sondance Pty Ltd <Jolpet A/C> | 1.44% |
| Mr Alistair C Jackson | 1.16% |
| Mr Anton De Silva Gunawardena & Mrs Therese Sasha Mariette Fernando <Serotutor Superfund A/C> | 1.10% |
| Camden Equity Pty Ltd <Byrne Hybrid Investment A/C> | 1.09% |
| Exwere Investments Pty Ltd <Exwere Super Fund A/C> | 1.06% |
| Charles Richard Wallace Wilkins | 0.82% |
| Biljana Smith | 0.82% |



Company Update

Sense Think Act



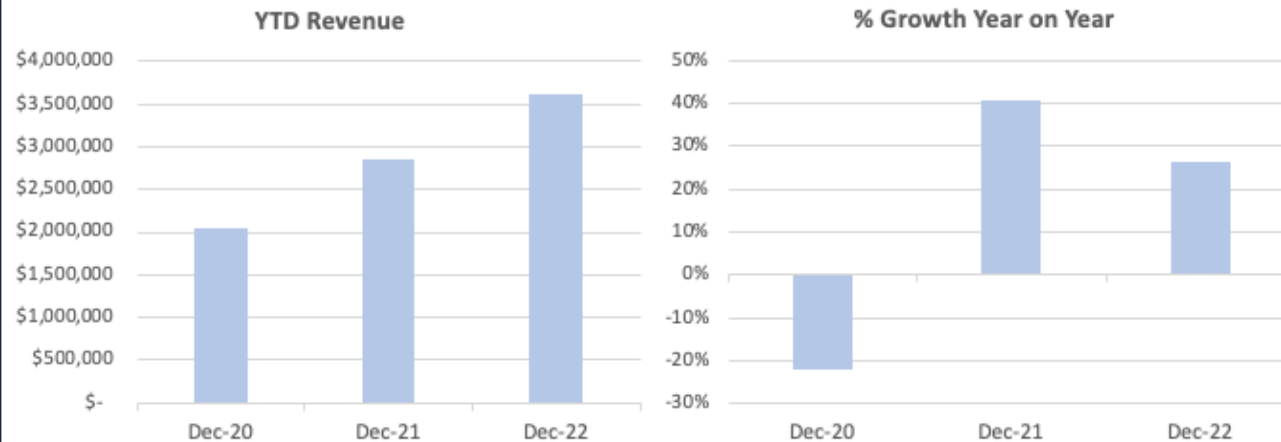
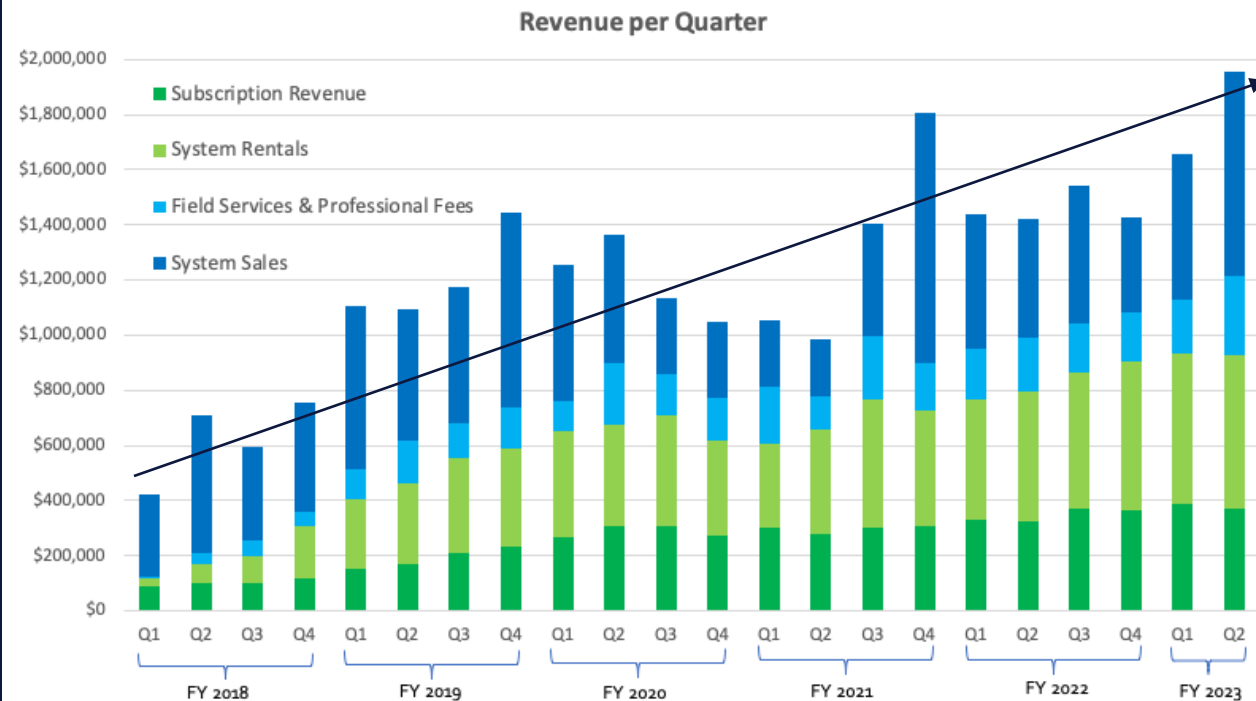
Quality revenue growth in the past and present

Business

- Today: >2,700 devices deployed with >600 customers
- Growing share of institutional contracts
- Investments of 2022 bearing fruit

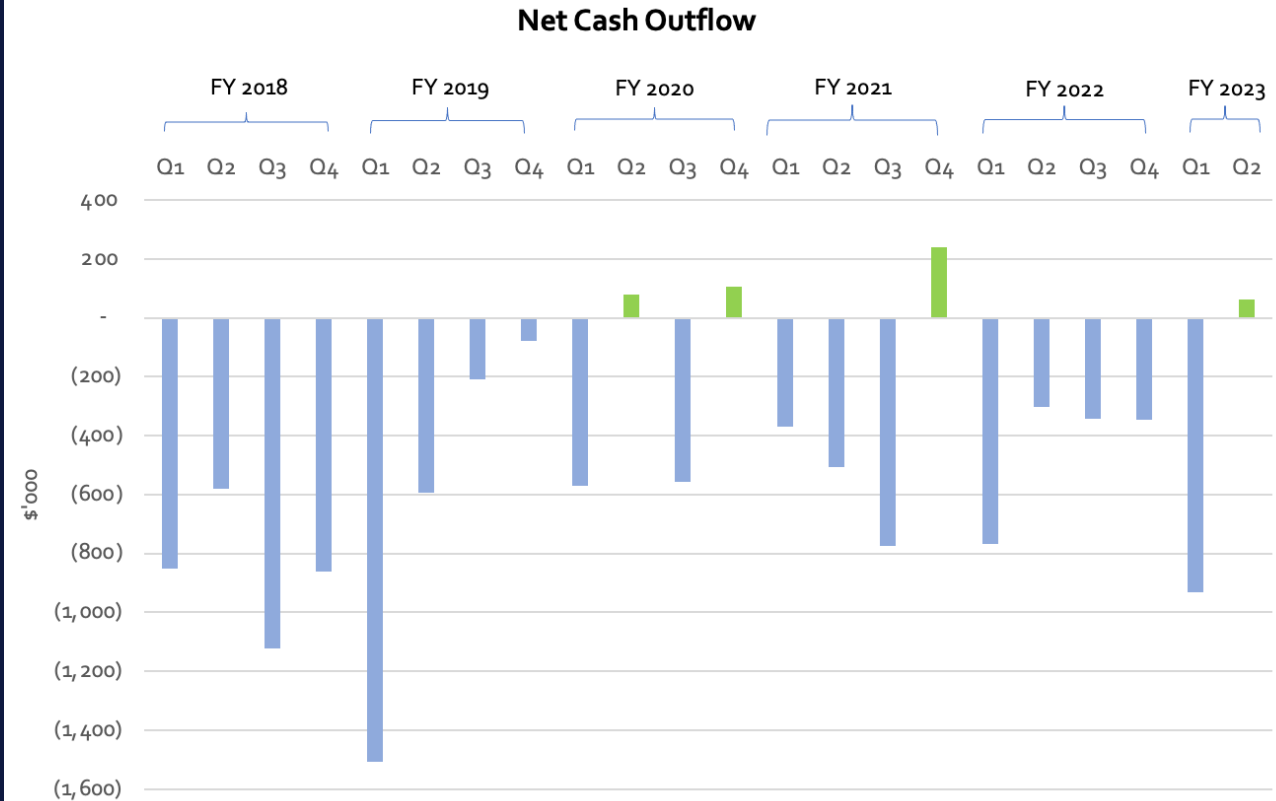
Revenue

- Q2 FY23 all-time record (\$1.857m, +18% vs Q1 FY23)
- H1 FY23 all-time record (\$3.6m, +26% vs H1 FY22)
- 51% of Dec 22 YTD revenue (\$1.857m) is ARR



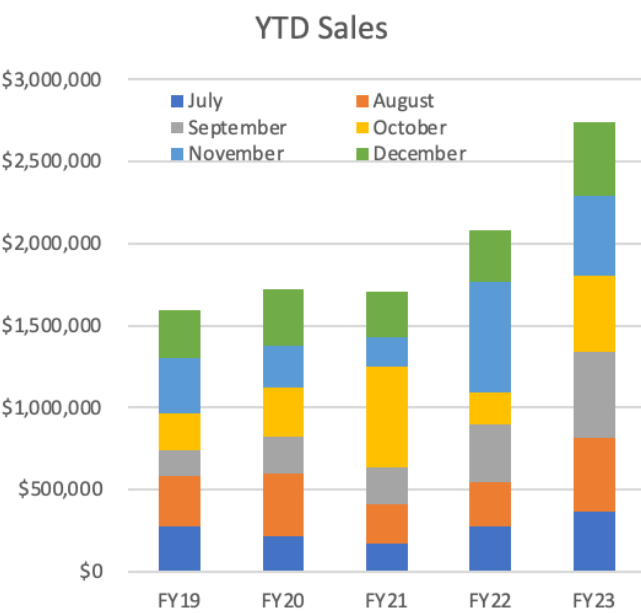
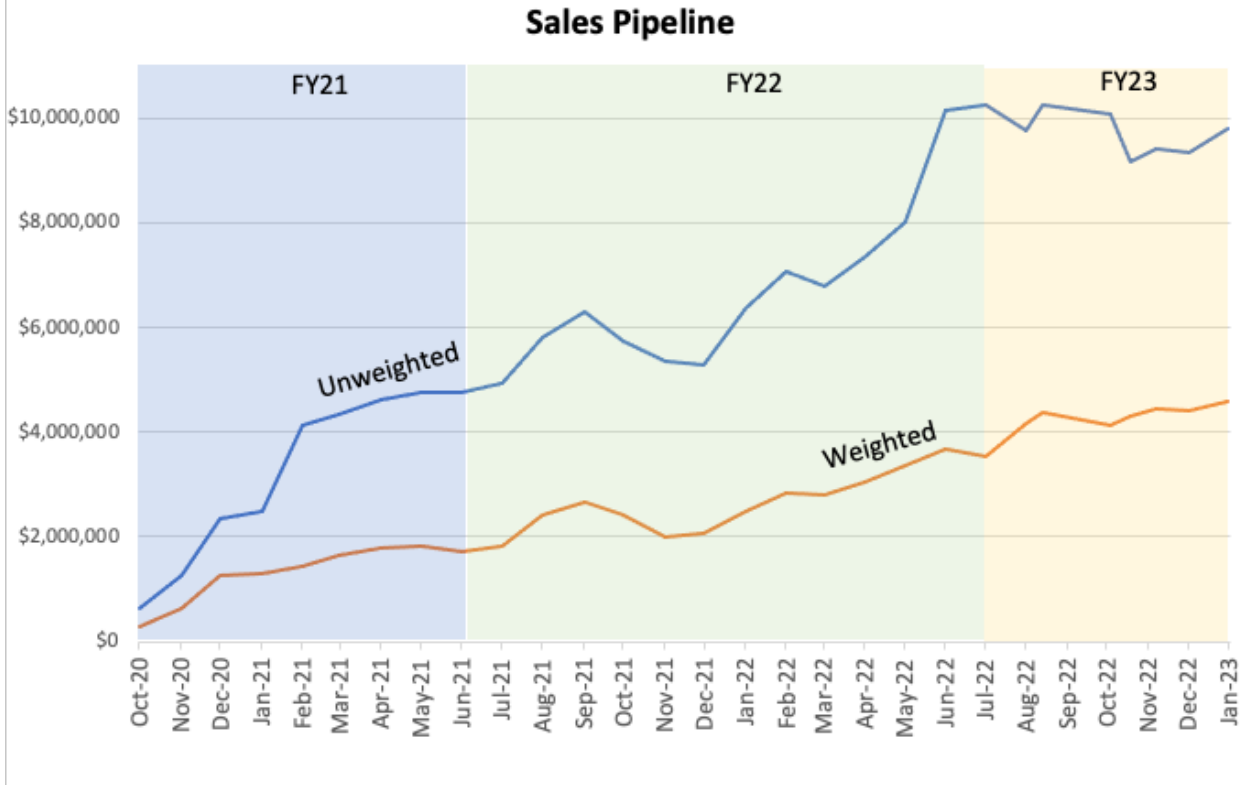
Foundations for growth

- Healthy balance sheet
 - \$244k cash generated from operations and overall increase in net cash of \$61k.
- At 31 December 2022:
 - \$2.869m cash
 - \$1.1m debt
- Fully vertically integrated business with >55% gross margin



Foundations for growth

- Substantial, growing sales pipeline
 - Unweighted: \$9.8m (31 December 2022)
 - Weighted: \$4.6m (31 December 2022)
- Record YTD sales
 - \$2,714k new contracts¹
 - 32% increase on December YTD FY22

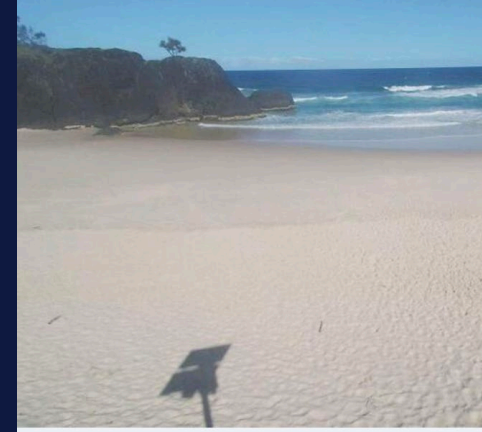


Notes:

1. H1 FY23. Sales contracts can be for extended months, not singular revenue events. Sales do not convert to revenue until hardware is installed.

Recent wins in dominated niche

- Extensive media coverage and growing awareness on East and West Coasts.
- Spectur is the dominant name in solar beach camera-based platforms.



Swimmers saved by Emergency Response Beacon



Dolphin dies at Shelly Beach - Northern Beaches Advocate

northernbeachesadvocate.com.au • 1 min read

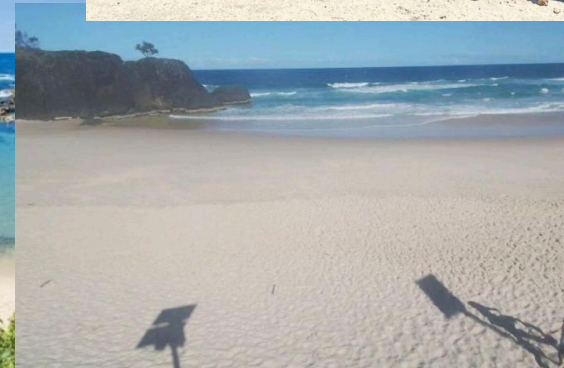


Emergency Response Beacons for beach swimmers | 7NEWS



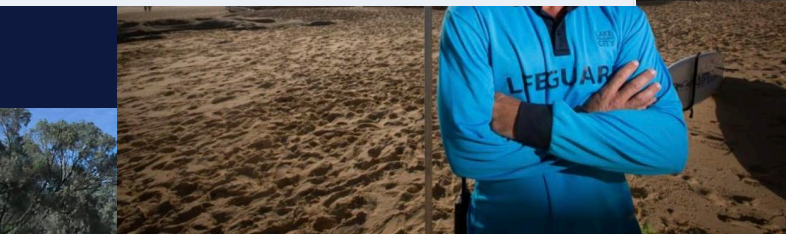
Emergency Response Beacons Installed at Malabar Beach

easternsuburbsmums.com.au • 2 min read



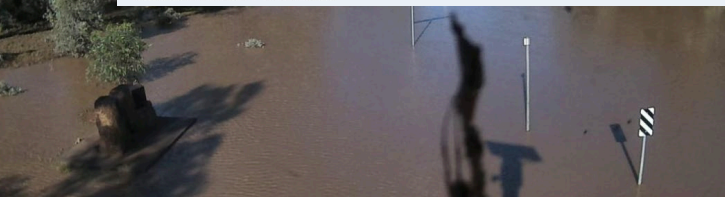
Emergency Response Beacon for Lennox Head in 2023

echo.net.au • 2 min read



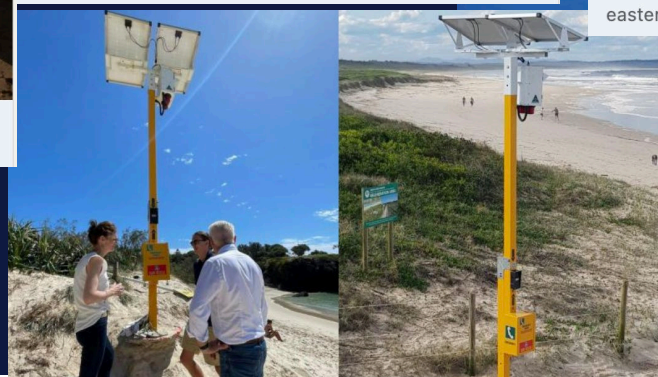
New data prompts Lake Mac lifeguards to raise summer flags for longer

lakemac.com.au • 2 min read



Keeping communities safe around floodwaters | Spectur

spectur.com.au • 4 min read



Emergency Response Beacons - Surf Life Saving NSW



Warning for Perth's northern beaches



Swimmers wait for lifeguards at Belconnen, Belconnen and Tallows wait for lifeguards

et.au • 2 min read



Strategy Update

Sense Think Act



Strategy - our growth plan



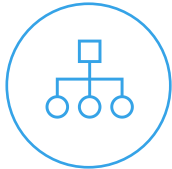


Growth progress

Our plans



Our progress



SA and regional expansion

- Additional sales, installation and facilities
- Access under-served market and build dominance
- Improved margins and revenue



Globalised modular platform

- Scalability / reliability / global standards / simplicity
- Enables sales through resellers and global markets
- Reduced cost to supply and support per system
- Increased revenue



Expansion in marketing

- Globalise digital assets
- Increase content



Inventory risk mitigation

- Acquire long lead electronics componentry
- De-risk ability to supply and reduce out-of-cycle re-engineering overheads



USA entry preparations

- Market entry travel and study
- Business and channel establishment

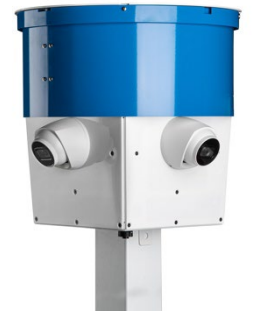
- SA business leader recruited, started 26 September 2022
- NZ business expansion of facilities and infrastructure

- STA6s launched - modular mid-life update
- Modular (lithium) power system launched

- .com website established and multiple domains secured
- Increase in quantity and quality of content
- Newsletter / EDM launched

- 80% of core electronics components acquired, avoiding mid-cycle re-engineering costs
- Reducing production costs / increasing productivity

- EMDG grant received
- Extending preparatory phase





3 Crowns Technology - pending acquisition

3 Crowns Technology

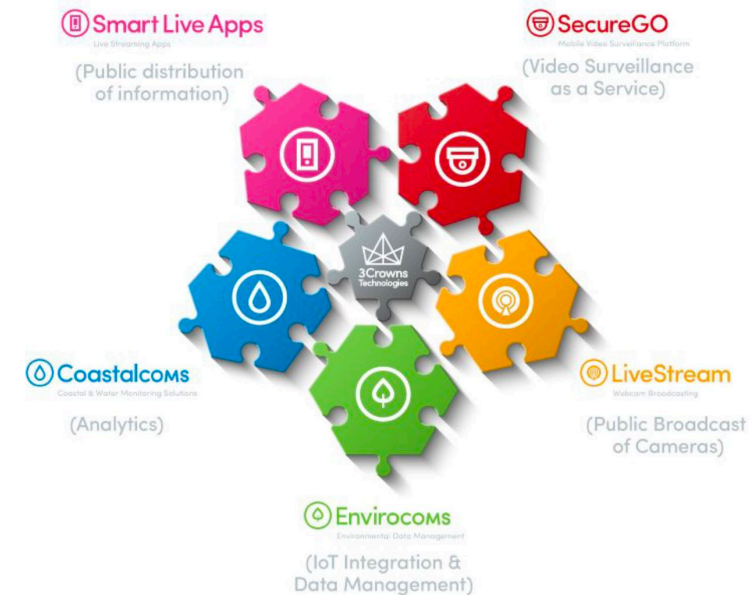
- Provides real-time camera and sensor data, associated analytics and reporting to government, utility and corporate sectors.
- Solves problems in:
 - Emergency services
 - Smart cities
 - Coastal management
 - Public space management
 - Environmental monitoring
- Using a cloud-based web and mobile platform, well suited to remote and mobile sensors and cameras:
 - Camera, sensor, network and AI agnostic
 - 3CT core platform enables multiple customer solutions from 1 camera
- FY22 results:
 - \$1.3m revenue (\$1m ARR)
 - EBITDA \$59k
- Debt free, includes net tangible assets (including cash) of circa \$500k

Status and next steps

- Seeking completion of transaction mid-February 2022
- Integration to commence on completion
- Further communications to follow post completion

Acquisition rationale

- Deepens the existing technology moat
- Accelerates and de-risks existing strategy by at least 2 years
- Builds market domination, particularly in beach technology
- Provides a foothold in the US
- Increases revenue (and ARR in particular) for limited net cash spend
- Cost and revenue synergies reduce time to break even



Summary



Excellent revenue and sales for H1 FY23, with healthy pipeline



Positive cash quarter in Q2 FY23



Technology moat expands with pending 3CT acquisition.



Accelerating growth initiatives



Focus on integration, sales and operations



Sense Think Act



Contact Us

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