

ASX Announcement | 28 February 2023

## Spectur's Statement of Works with Optus near-doubles to over \$2 million via new Variation Order

### Highlights

- Spectur has received an updated Statement of Works through a Variation Order for the existing Statement of Works from Optus Fixed Infrastructure Pty Ltd (Optus) for \$956k.
- The value of the amended Statement of Works is now \$2,023,758.
- MD Gerard Dyson will hold an online investor briefing this Thursday 2<sup>nd</sup> March at 12pm (AEDT) to discuss this announcement, half year results and the recent acquisition of 3 Crowns Technologies. [Register here or request a replay.](#)

**Tuesday 28 February 2023:** Solar security, sensing and visual AI solutions and platforms company Spectur Limited (ASX: SP3) (**Spectur** or the **Company**) is very pleased to announce the signing of an updated Statement of Works for Goods and Services (SoW) through the receipt of a Variation to Statement of Work (VA) from Optus Fixed Infrastructure Pty Limited (Optus) for \$956k. This brings the value of the amended Statement of Works to \$2.02 million.

The original 5-year term Master Supply Agreement (MSA) and 2-year term SoW that operated within this MSA were signed and disclosed in an ASX announcement on 18 November 2021.

The key contracts include:

- A Master Supply Agreement (MSA) (base terms and Goods & Services Module) with Singapore Telecommunications Limited (Singtel), for a 5 year term.
- A Statement of Works (SoW) that operates within this MSA, applying to Singtel Optus Pty Limited (Optus) assets within Australia, for a 2 year term.

The MSA was originally due to expire on 16 November 2026 and the SoW on 16 November 2023.

The VA document summarises the changes to an updated SoW (Appendix A) and predominantly:

- Extends the term of the SoW to 31 December 2025
- Updates the Goods and Services to reflect optimised practices and updated technology
- Updates the pricing and works schedules
- Updates the Estimated Value under the SoW from \$1,068,140 to \$2,023,785 (an increase of \$955,645)

The updated SoW extends the multi-year rollout of Spectur hardware, services and software subscriptions to protect and service remote assets of Australian telecommunications leaders; Optus and Australia Tower Networks.

It is expected that Purchase Orders will be issued in the near term, which will comprise a subset of the additional \$956k added to the SoW.

## Executive commentary

### Spectur Managing Director, Gerard Dyson, said:

*"Spectur commenced supporting Optus and associated companies (e.g. Australia Tower Networks) in 2020. Over this time we have continued to work with Optus to improve and update our hardware, software and reporting systems, to suit their operations. This relationship and the positive impact that Spectur solutions have had in reducing theft, vandalism and disruption, has led to a continuation and expansion in the deployment of Spectur platforms."*

*"A key part of our strategy is to grow our income from institutional contracts. We see this step-up in our engagement with Optus as a validation of the return on investment that we can deliver for bluechip customers."*

*"This Variation Order, which we will not record as a sale until the Purchase Orders are received, comes hot on the heels of a record start to sales in 2023. January and February sales results have continued the month on month growth that we saw in H1 and underpin our confidence in ongoing strong revenue growth for the balance of the financial year."*

### Join a briefing

MD Gerard Dyson will hold an online investor briefing this Thursday 2<sup>nd</sup> March at 12pm (AEDT) to discuss this announcement, half year results and the recent acquisition of 3 Crowns Technologies.

Register or request a replay here: <https://spectur.investorportal.com.au/investor-briefing/>

### Ends.

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

### For further information, please contact:

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

### 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](http://www.spectur.com.au)

**Forward-Looking Information:**

This announcement contains forward-looking information that is based on Spectur's expectations, estimates and projections as of the date on which the statements were made. This forward-looking information includes, among other things, statements with respect to Spectur's business strategy, plans, development, objectives, performance, outlook, growth, cash flow, projections, targets and expectations, negotiations, and product/service development. Generally, this forward-looking information can be identified by the use of terminology such as 'outlook', 'anticipate', 'project', 'target', 'potential', 'likely', 'believe', 'estimate', 'expect', 'intend', 'may', 'would', 'could', 'should', 'scheduled', 'will', 'plan', 'forecast', 'evolve' and similar expressions. Persons reading this announcement are cautioned that such statements are only predictions, and that Spectur's actual future results or performance may be materially different. Forward-looking information is subject to known and unknown risks, uncertainties and other factors that may cause Spectur's actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking information.



**APPENDIX A**  
**Singtel / Optus - Material Information**

<b>Term of Agreement</b>	<ul style="list-style-type: none"><li>• The Base MSA terms expire on 16 November, 2026</li><li>• The SoW expires 31 December, 2025.</li></ul>
<b>Nature of products and services</b>	<ul style="list-style-type: none"><li>• Spectur designed and built hardware;</li><li>• field services including installation, relocation and maintenance at sites located across Australia;</li><li>• monitoring services;</li><li>• software subscriptions.</li></ul>
<b>Value of Contract</b>	<ul style="list-style-type: none"><li>• Current SoW is for \$2,023,758</li><li>• Schedule of rates contract</li></ul>
<b>Other material information</b>	<ul style="list-style-type: none"><li>• Spectur to deliver in response to Purchase Orders under this SoW.</li></ul>