

Spectur Business Update – Investor Briefing

ASX Announcement | 4 May 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, 4th May at 12pm (AEST).

Managing Director of Spectur, Gerard Dyson, will provide an overview of the Company and discuss the quarterly results and activities for the period ending March 2023.

Click the link below to register for the session or request a recording:

<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)

Investor and Shareholder Briefing, May 2023

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.

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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.



Capital Structure

Key Metrics as at 3 May 2023

Share Trading Information

ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.021
Market cap	\$4.62m
52 week closing high	\$0.06
52 week closing low	\$0.02

Capital Structure

Current

Shares on issue	200.8m
Performance Rights on issue	31.2m
Unlisted Options	49.89m

Share Register

Top 20 shareholders	34.27%
% of register owned by Board & KMPs	3.95%

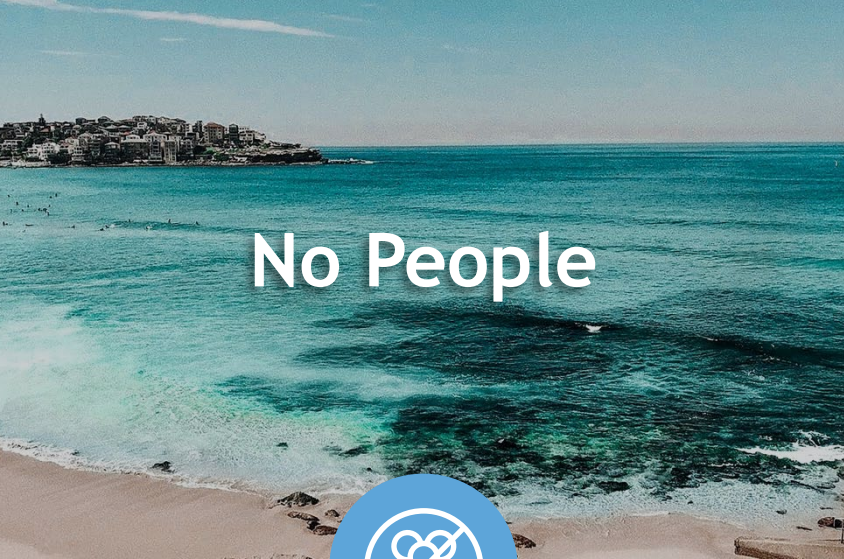
Top Shareholders (as at 3 May 2023)

Coastalwatch Holdings Pty Ltd	4.01%
APPWAM Pty Ltd	2.62%
Mr Peter John Ferris	2.22%
Dr M Ameratunga	2.06%
Sandhurst Trustees Ltd <Equit Inv Dragonfly A/C>	1.89%
National Nominees Limited	1.87%
D & G Amarakoon <Duro Super Fund>	1.82%
Mr DJ Cooper (Non-Executive Chairman)	1.66%
D & G Liontos <Francis Alexandra S/F A/C>	1.65%
BNP Paribas Nominees Pty Ltd <IB AU NOMS Retail Client DRP>	1.63%
Mr Mark Damon Kawecki	1.59%
Fry Super Pty Ltd <INXS Super Fund A/C>	1.54%
Dr GJ Dyson (Managing Director)	1.50%
Jomaho Investments Pty Ltd	1.45%
Sondance Pty Ltd <Jolpet A/C>	1.38%
Camden Equity Pty Ltd <Byrne Hybrid Investment A/C>	1.28%
Mr Alistair Charles Jackson	1.25%
Mr Anton De Silva Gunawardena & Mrs Therese Sasha Mariette Fernando <Serotutor Superfund A/C>	1.05%
Exwere Investments Pty Ltd <Exwere Super Fund A/C>	1.01%
Ms Biljana Smith	0.79%



Our Mission

We make communities safer, smarter and more sustainable in temporary, remote and unpowered outdoor areas.



No People



No Data Cable



No Power Cord



The challenges we solve

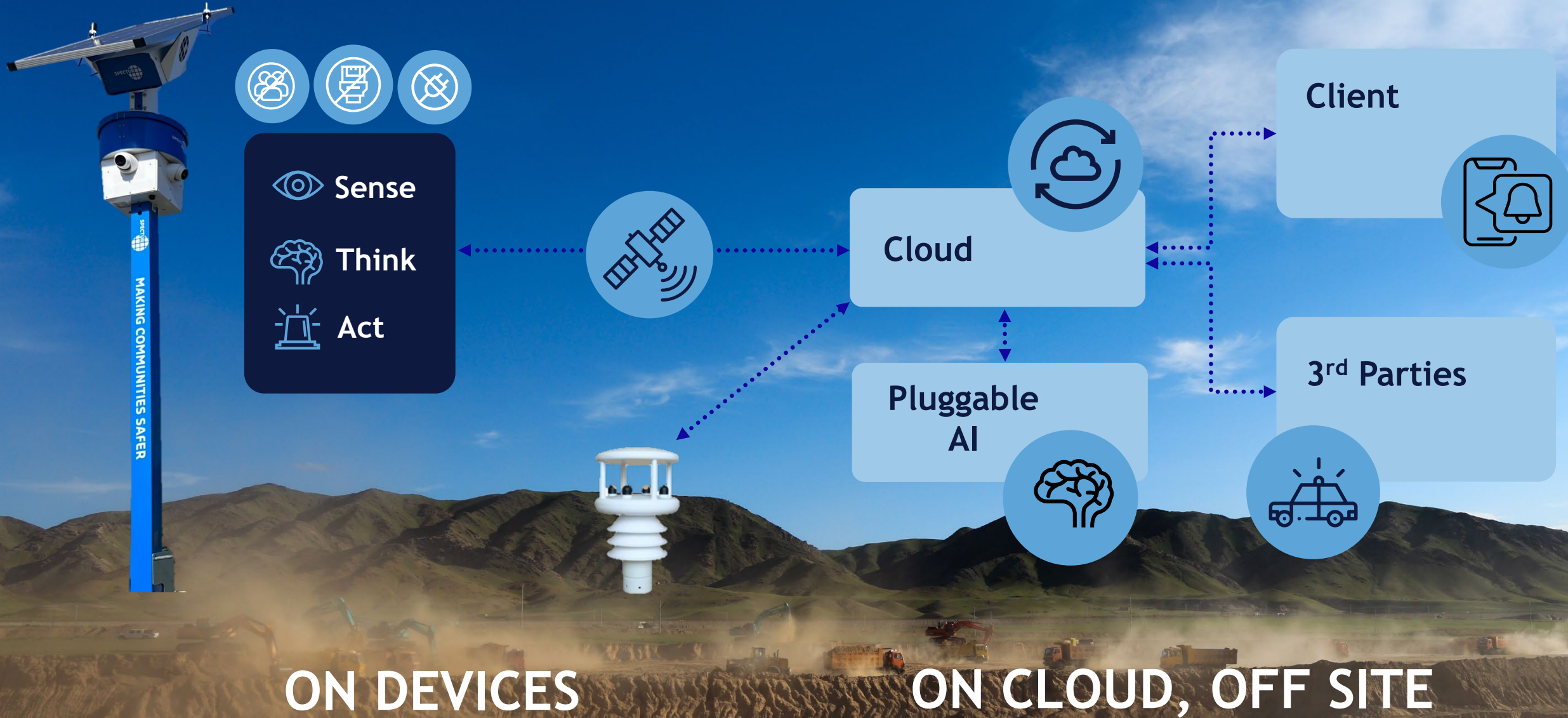
- Safety and warning
- Security
- Environmental monitoring
- Smart cities / AI platforms

...in off-grid and outdoor settings

Pain points

- Increasing events
- Sensitivity growing
- Staffing and cost challenges
- Current solutions fail

How we address these challenges



Unique competitive advantages



Purchase, lease or rent

- Only turnkey security solution for resellers
- Only turnkey programmable solution for AI / software providers



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



Fully integrated

- One device, one interface
- Easy use via app or web
- APIs for multiple integrations
- Fully programmable
- Presents all data in one place



100% Australian

- Data stays in ANZ
- Australian designed and manufactured
- Eliminates security issues from foreign technology
- Zero native competitors



Modular and Open

- Designed as a platform
- Suits 3rd party cameras, sensors, AI, data sources
- Cloud and Hardware

Scope of opportunity

Selected scope indicators in Australia

STATUS QUO

SCOPE OF OPPORTUNITY



Beaches

~100 devices installed



12,000 beaches



Construction

~250 customers



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



Mobile towers

>200 sites in or planned



21,472 towers



Military

4 DoD bases protected



63 bases and hundreds more DoD assets



Councils

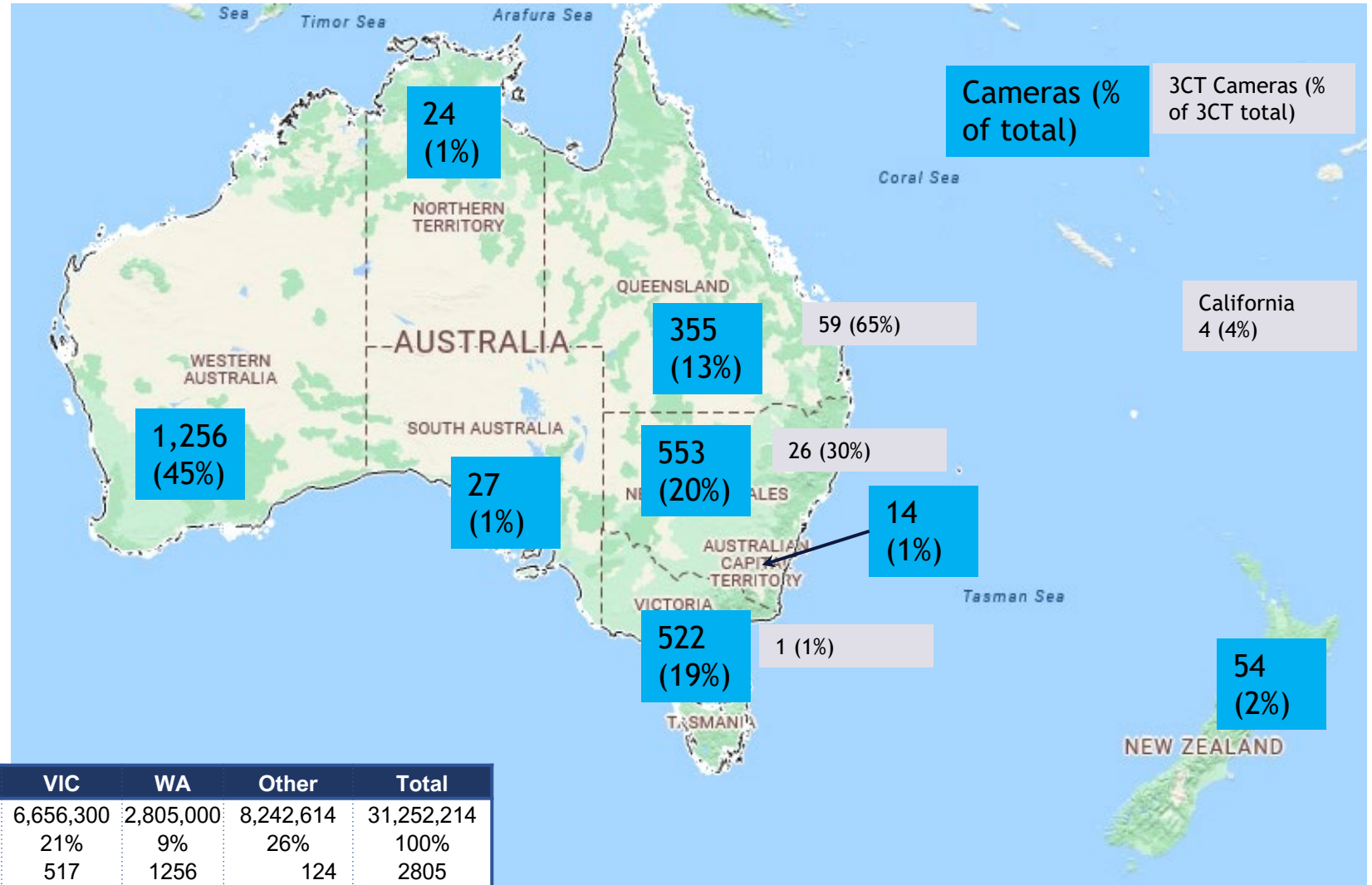
~60 councils served



562 councils

FY23 Installed base

- 2,805 installed cameras (active)
- 2,342 installed systems (active)
- Penetration of 1 camera for every 2,233 people in WA
- Extrapolated to ANZ would mean 5x growth
- Suggests accessible Spectur market share >>\$35m in ANZ
- Overall market is increasing as well
- Competitors less differentiated.



Metric	NSW	QLD	VIC	WA	Other	Total
Population	8,193,500	5,354,800	6,656,300	2,805,000	8,242,614	31,252,214
% of Australia + New Zealand	26%	17%	21%	9%	26%	100%
# cameras	553	355	517	1256	124	2805
# people per camera	14,816.5	15,083.9	12,874.9	2,233.28	66,472.69	11,141.61
# cameras if all at WA penetration rate	3,668.82	2,397.73	2,980.5	1,256	3,690.81	13,993.86
Growth if all at WA penetration rate	6.6	6.8	5.8	1.0	29.8	5.0

Company Update

Recent milestones

Acquisition

- Three Crowns Technologies - acquired in February 2023
- Spectur NZ JV partner bought out - March 2023

Revamped sales and marketing

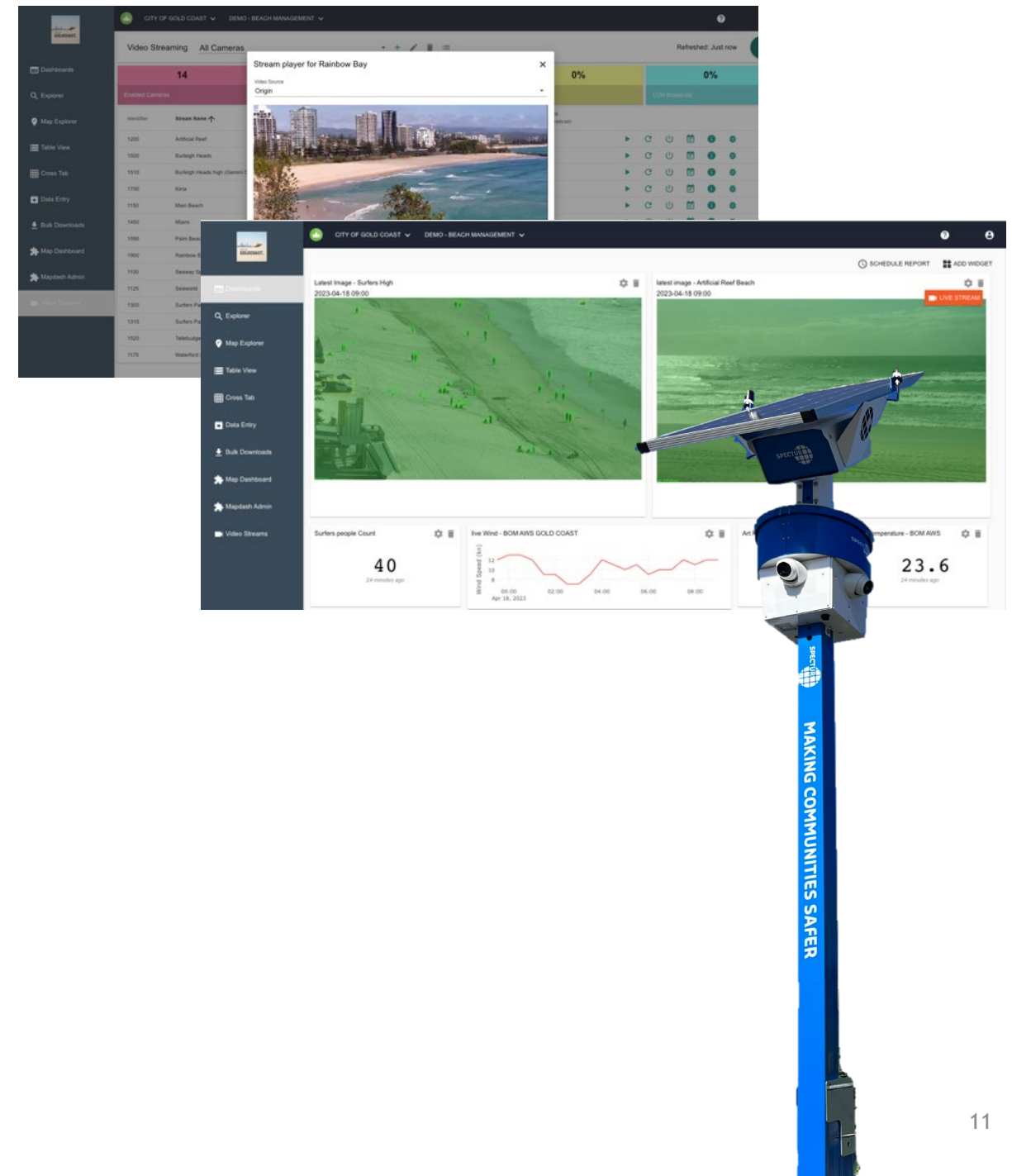
- Strategic recruit with proven performance
- Integrating marketing with sales and driving outbound sales
- Quotes already submitted for combined 3CT Spectur offerings

Hardware advances

- STA-Power launched (modular power solution, registered design)
- Major upgrades for scale and stability in cloud
- Advanced prototyping of HD6 (registered design) and STAW6 (wired solution)

Cost savings

- Hardware costs
- Data costs
- Overhead costs



Fruits of Acquisition

3CT

- >\$1m of recurring revenue per year, shifting hardware / software balance
- Positive EBITDA last 3 years.
- More customers in our target areas, including a US customer
- Dominance in beach technology
- An expanded tech stack providing dashboard, analytics, data ingestor and storage, saving years of development.
- Cost synergies
- Revenue synergies and a broader range of offerings
- Circa \$500k in net tangible assets
- Talent in management, software and data science.

Spectur NZ

- Control, reduced costs and simplicity
- >\$800k and growing sales pipeline



Actively monitor, deter, alert, warn and protect.

New Zealand's smartest security and warning solutions.

Talk to an expert



Q3 FY23 YTD Results

Business

- Today: >2,900 devices deployed with >600 customers
- Addition of 3CT capabilities and customers

Revenue (pre-3CT and Spectur NZ)

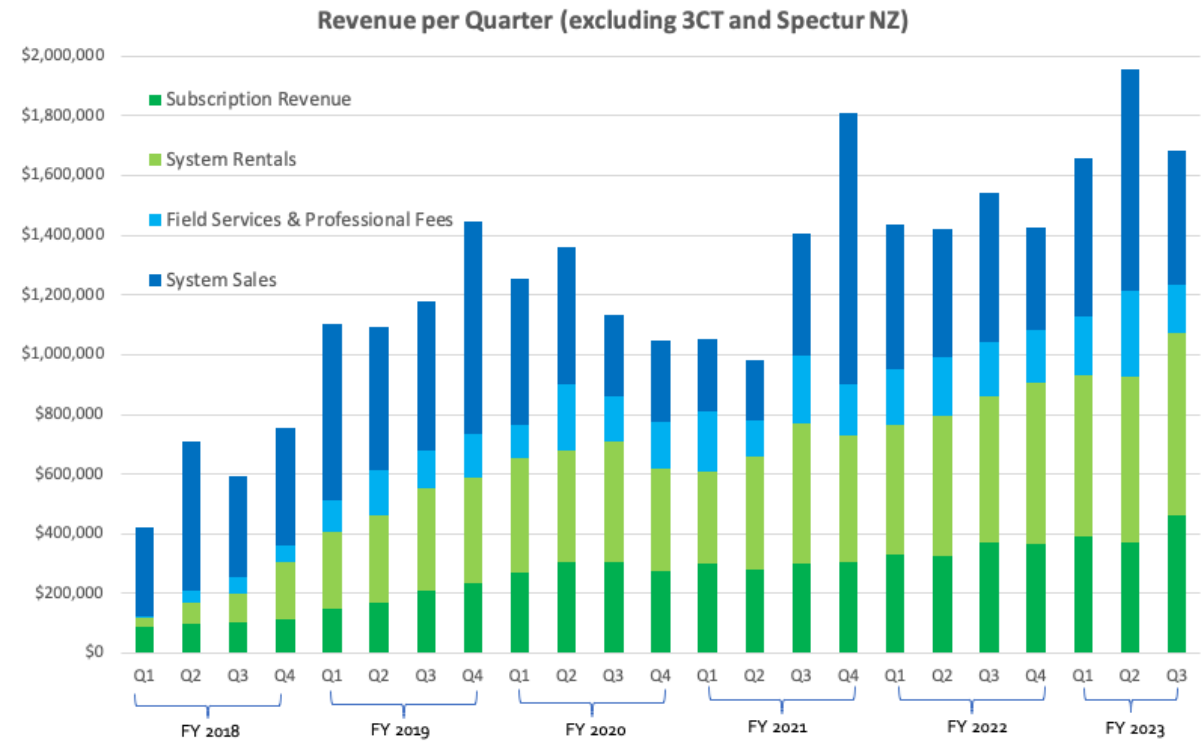
- Q3 FY23 (\$1.683m, +9% vs Q3 FY22)
- Q3 YTD FY23 (\$5.298m, +20% vs Q3 YTD FY22)

Acquisition Implications

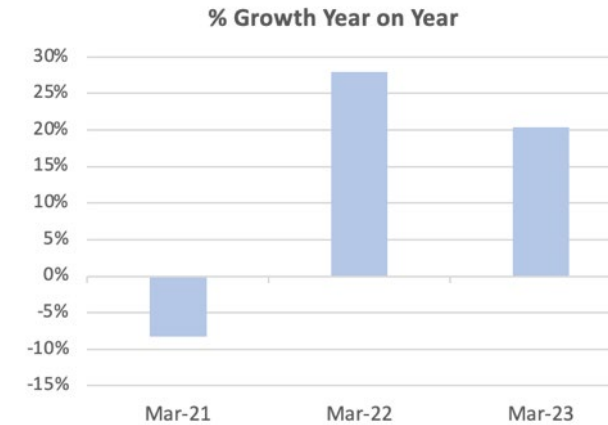
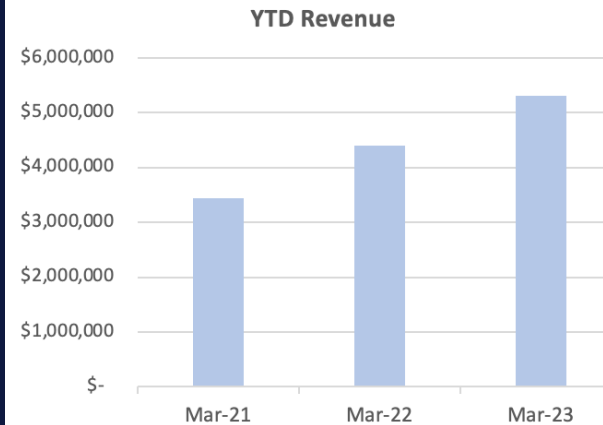
- 3CT acquisition occurred 17th February 2023. Revenue currently run-rating at approximately \$100k/month (recurring).
- Spectur NZ fully acquired on 17th March 2023. Q3 YTD FY23 revenue (\$NZ97k, +54% vs Q3 YTD FY22)

ARR run-rate

- \$1.074m (Q3 FY23) = \$4.296m annualized, excluding 3CT
- \$250k (estimated 3CT quarterly recurring revenue) = \$1m annual
- \$1.324m/ quarter or \$5.3m ARR



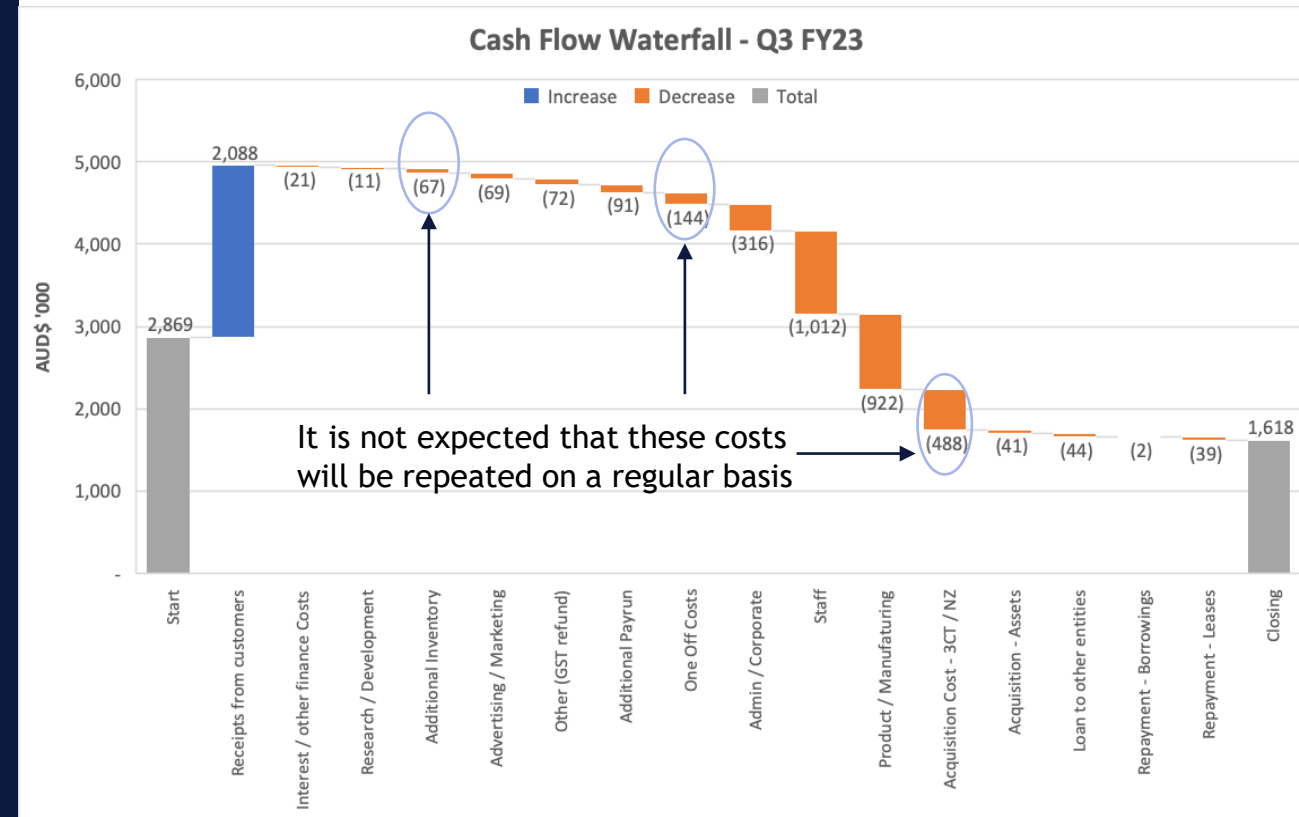
Excludes Spectur NZ and 3CT



Cashflow

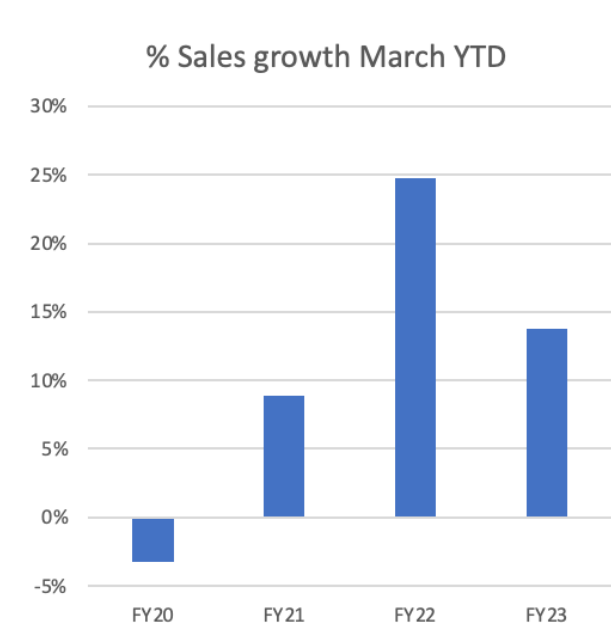
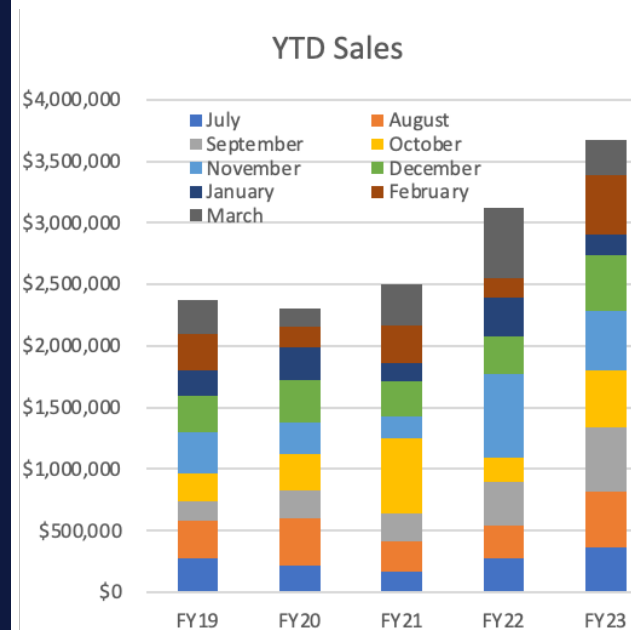
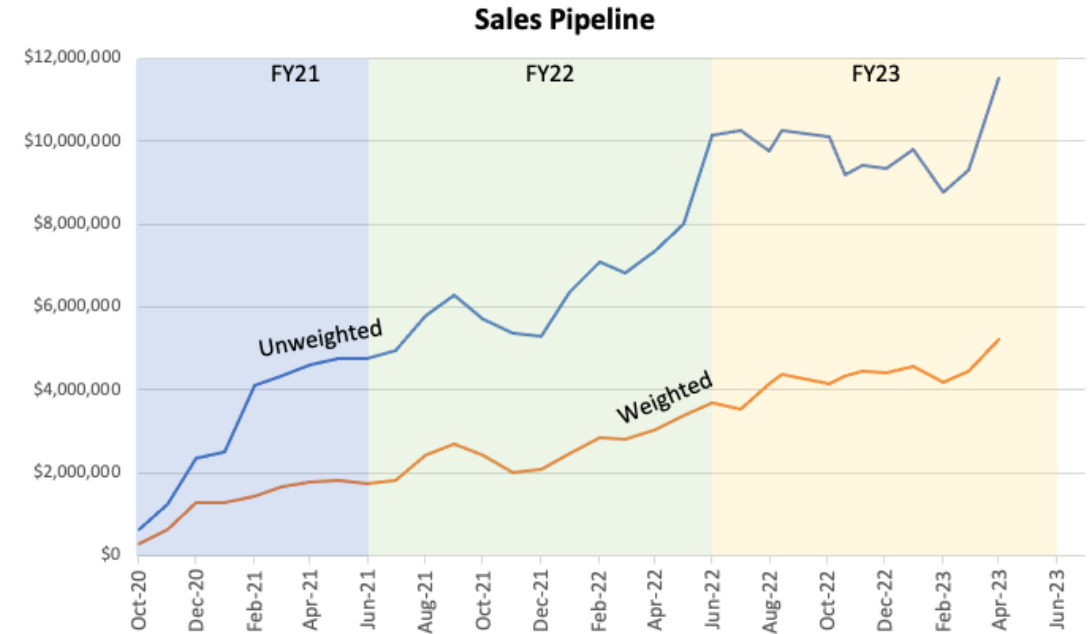
- Net cash used in operating activities: \$636k
 - Legal acquisition costs \$18k
 - Cloud infrastructure upgrade for scale \$56k
 - ERP implementation \$40k
 - Recruitment of new Sales & Marketing Manager \$30k
 - Build in inventory \$67k
 - Total of \$211k, leaves \$425k underlying operating cash for qtr
- Additional payroll in Q3 compared with Q2 (\$91k).
 - Leaves \$334k Q3 equivalent to Q2.
- Acquisitions included cash (3CT and Spectur NZ), with net cash cost of \$488k

Note: 3CT currently self funding for cash.



Foundations for growth

- Substantial, growing sales pipeline
 - Unweighted: \$11.509m (31 March 2023)
 - Weighted: \$5.203m (31 March 2023)
- Majority of Optus extension not included in sales but remains in pipeline until purchase orders received.
- Pipeline at historic high levels, but some delays have shifted contract awards and led to subdued March.
- Sales and pipeline does not include 3CT opportunities
- Spectur NZ unweighted pipeline \$830k (31 March 2023)
- April sales pipeline (not reported) includes combined Spectur / 3CT opportunities and growth/ conversion in Spectur NZ.



Strategy - Leverage the built foundation

- ANZ Market domination
- Drive for profitability

Growth & Profit

- Market expansion
- Solution expansion

- Platform

Sales Channels

- Expand **reseller push** (45% growth in FY23)
- Accelerate outbound sales, integrated with marketing
- Drive integrated Spectur - 3CT solutions

- Online sales

Markets

- Outbound focus on Construction, Government, Utilities, Resellers
- Test Mining and AI Platform markets

- Consider additional sectors / geographies

Product

- Integrate 3CT cloud platform
- Scalable, modular high margin hardware/software stack
- Expand AI / sensing offerings
- Drive down cost to serve and improve UX

- "ACT"- investigate edge robotics
- Build online portals
- Expand ISO27001 from 3CT to Spectur

Operational Excellence

- Improve GM%
- Constrain overhead growth

- Automation, systems and processes

FY24

FY25

FY26

Summary



Make communities safer, smarter and more sustainable



Deeper technology moat and value proposition.



Excellent revenue and sales, with healthy pipeline



A strategic pathway to profit



Sense Think Act



Contact Us

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Sense Think Act

