

Spectur Limited (ASX:SP3)

Investor Briefing, August 2023

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Capital Structure

Key Metrics as at 3 August 2023

Share Trading Information

ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.025
Market cap	\$5.64m
52 week closing high	\$0.04
52 week closing low	\$0.02

Capital Structure

Current

Shares on issue	225.8m
Performance Rights on issue	26.8 m
Unlisted Options	49.9m

Share Register

Top 20 shareholders	40.9%
% of register owned by Board & KMPs	3.82%

Top Shareholders (as at 3 August 2023)

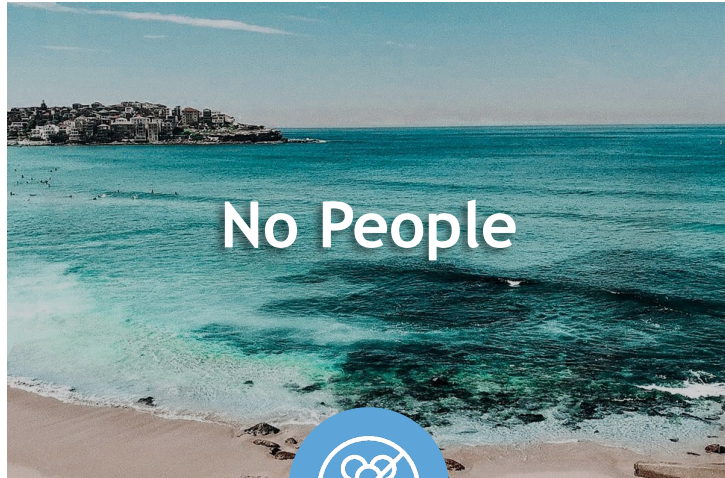
APPWAM Pty Ltd	7.21%
Coastalwatch Holdings Pty Ltd	3.56%
Jomaho Investments Pty Ltd	3.51%
Sandhurst Trustees Ltd <Equit Inv Dragonfly A/C>	2.49%
Mr Peter John Ferris	2.06%
Fry Super Pty Ltd <INXS Super Fund A/C>	1.86%
BNP Paribas Nominees Pty Ltd <IB AU NOMS Retail Client DRP>	1.82%
D & G Lontos <Francis Alexandra S/F A/C>	1.67%
National Nominees Limited	1.66%
D & G Amarakoon <Duro Super Fund>	1.62%
Dr GJ Dyson (Managing Director)	1.51%
Mr DJ Cooper (Non-Executive Chairman)	1.48%
MR Mark Damion Kawecki	1.41%
Sondance Pty Ltd <Jolpet A/C>	1.23%
Camden Equity Pty Ltd <Byrne Hybrid Investment A/C>	1.14%



Our Mission

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

We do this leveraging our unique solar-powered, robotic hardware connected via an easy, open and AI-assisted interface.



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
- Explosion of AI
- Current solutions fail

The solution platform

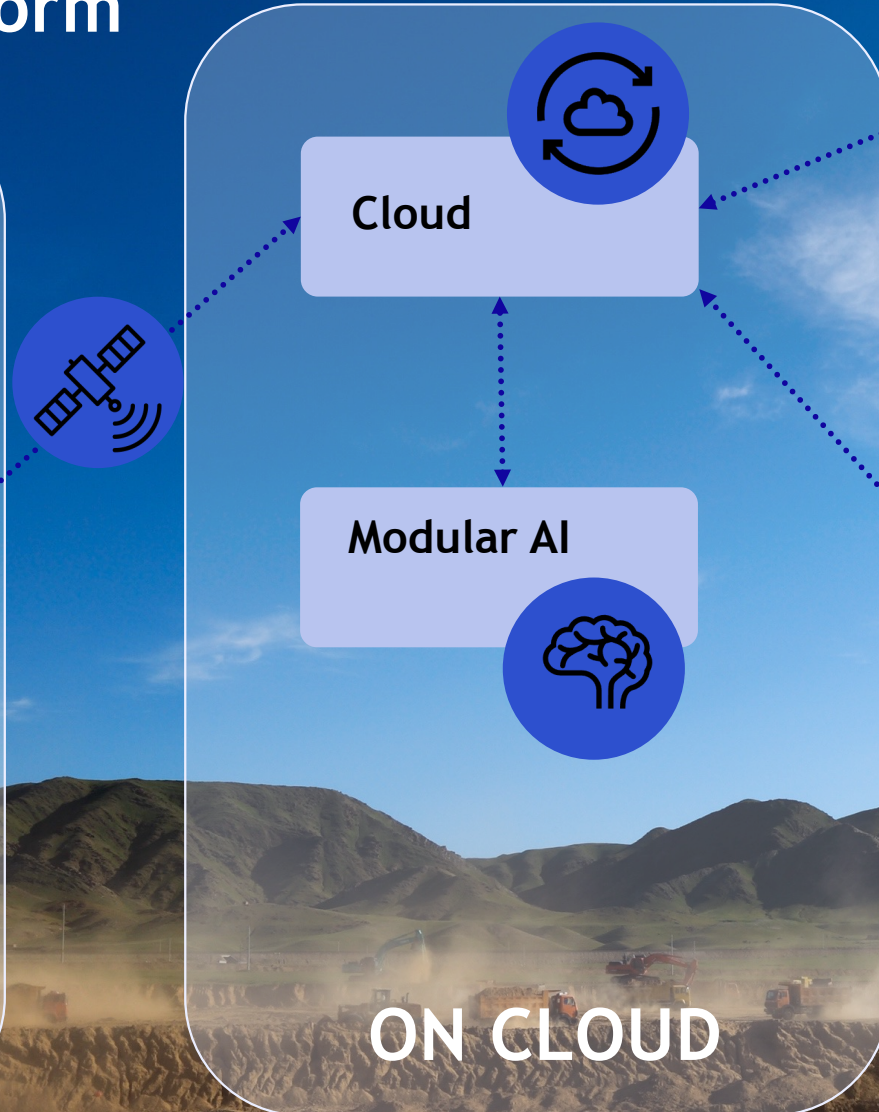


ON DEVICES

MAKING COMMUNITIES SAFER

- Sense
- Think
- Act

Icons: People, Construction, No Signal



ON CLOUD

Cloud

Modular AI

Icons: Cloud with Refresh, Brain



OFF SITE

Client

3rd Parties

Fully integrated Video & Data Analytics Platform

2254	358
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Icons: Client (Person with Bell), 3rd Parties (Truck)

Unique competitive advantages



Purchase, lease or rent

- To suit all commercial imperatives
- Only turnkey solution for resellers



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

- Many devices, 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

Long term opportunity

STATUS QUO

SCOPE OF OPPORTUNITY

Geography

- Major Australian / NZ capitals

- Regional Australia and NZ
- Rest of world

Customers

- Government and Utilities
- Building and construction
- Institutional
- Resellers

- Mining and Energy
- Agriculture
- Defense
- Logistics
- AI and IoT partners

Solutions

- Security and surveillance
- Safety, warning and comms
- Maritime and environmental

- Endless smart city applications
- Integrated sensing and camera data management and action

Platforms

- Nascent






- Power and Camera Platforms
- AI Marketplace

Scope of opportunity

Selected scope of immediate indicators in Australia

STATUS QUO

SCOPE OF OPPORTUNITY

 Beaches	>200 devices installed	→	12,000 beaches
 Construction	>250 customers	→	5,750 medium & large companies (20+ FTEs)
 Mobile towers	>200 sites and growing	→	21,472 towers
 Military	>4 DoD bases protected	→	63 bases and hundreds more DoD assets
 Councils	>60 councils served	→	562 councils

FY23 Results

Business

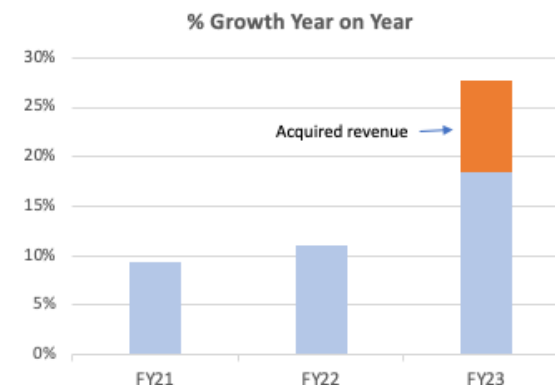
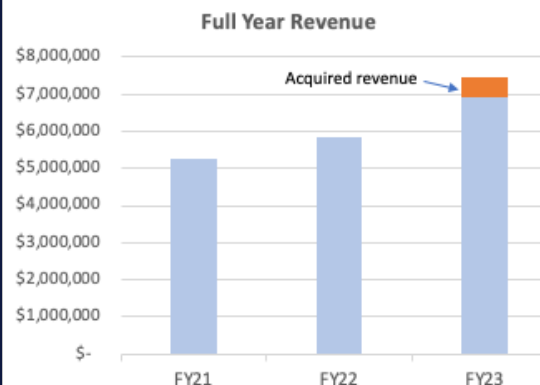
- Today: >2,900 devices deployed with >600 customers
- Robust and scalable hardware, cloud, web and app platform
- Acquisitions in February and March now contributing to consolidated Group revenue
- Solid organic and acquisitive growth

Full Year Revenue

Entity	FY22	FY23	FY23 Contribution to Group	FY23/FY22 Improvement	FY23/FY22 Group Improvement
Spectur Limited	\$5.828m	\$6.900m	\$6.900m	18%	18%
Spectur NZ	NA	\$0.122m	\$0.033m (from 17 March 2023)	NA	NA
3CT	NA	\$1.259m	\$0.505m (from 17 February 2023)	NA	NA
Total	\$5.828m	\$8.281m	\$7.438m	42%	28%

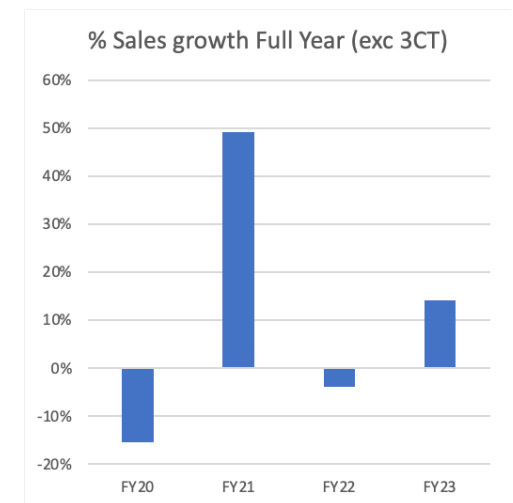
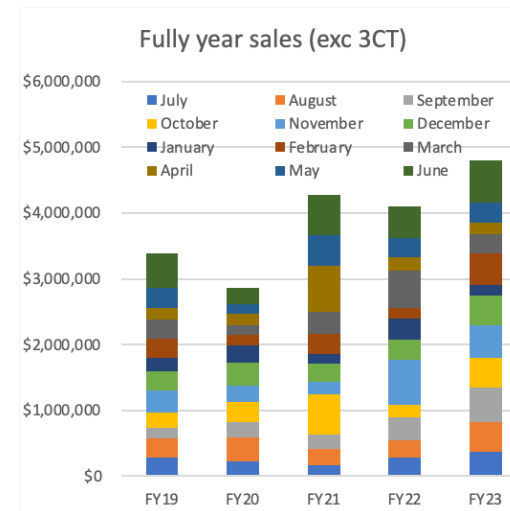
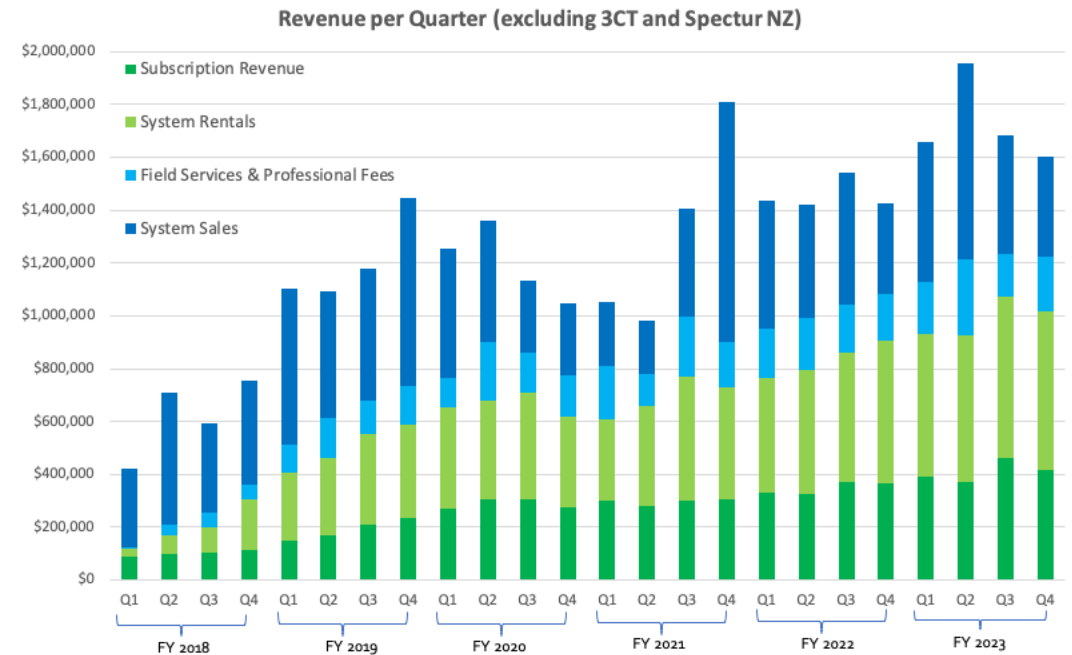
Full Year Recurring Revenue

Entity	FY22	FY23	FY23 Contribution to Group	FY23/FY22 Improvement	FY23/FY22 Group Improvement
Spectur Limited	\$3.329m	\$3.948m	\$3.948m	18%	18%
Spectur NZ	NA	\$0.037m	\$0.007m (from 17 March 2023)	NA	NA
3CT	NA	\$1.259m	\$0.505m (from 17 February 2023)	NA	NA
Total	\$3.329m	\$5.244m	\$4.460m	57%	34%



Recent and pending sales

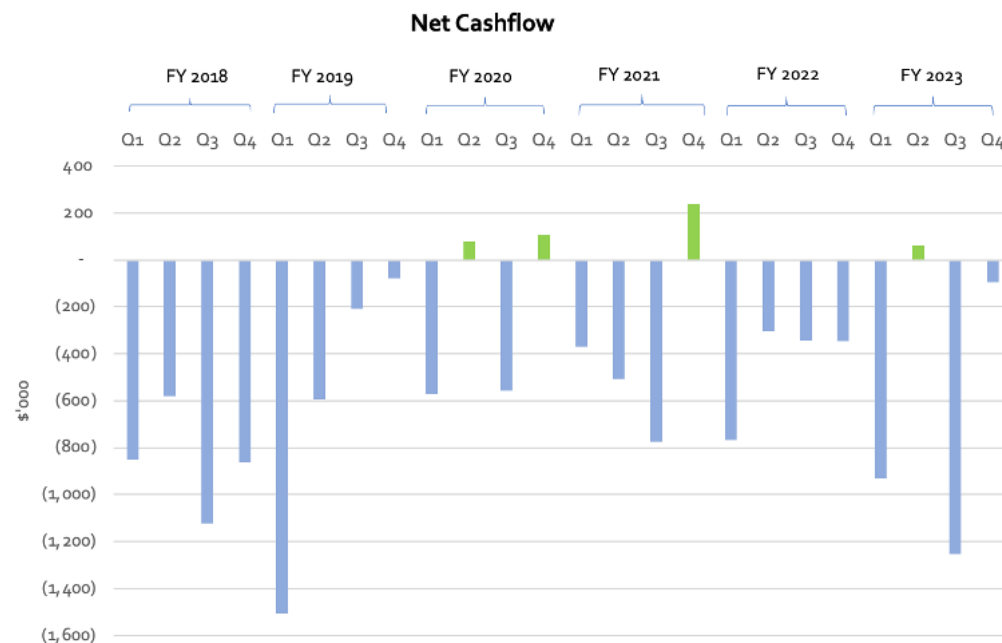
- Strong finish to year with \$642k sales in June 2023
- Full year sales up 14% to \$4.7m, excluding 3CT.
- Positive shift in momentum since June after slower H2 start.
- Opportunities:
 - Ongoing growth in South Australia
 - Combined Spectur / 3CT opportunities
 - Reseller momentum (security, hire, AI)
 - Beach safety expansion
 - Modular power solutions
 - Utilities expansion
 - WALGA and Local Buy, accelerating government growth
- Pipeline continues to grow



Cashflow

Highlights

- Only used \$6k of operating cash in Q4
- Cash balance at end of quarter \$1.523m
- Debt reduced to \$650k, term extended to December 2024



Q4 FY23 Cashflows

Entity	Operating	Investing	Financing	Net Cash
Spectur Limited	(\$12k)	(\$226k)	\$8k	(\$230k)
Spectur NZ	(\$25k)	\$38k	(\$3k)	\$10k
3CT	\$31k	\$94k	-	\$125k
Group	(\$6k)	(\$94k)	\$5k	(\$95k)

Notable FY23 Achievements

- EGP Loan reduced to \$650k from \$1.1m and extended to December 2024 from December 2023
 - \$500K Placement to repay \$450k of debt at no discount to last traded price (2c).
 - Reseller market expanded substantially, providing access to lower capital intensity growth
 - Acquisition of 3CT and full control of Spectur NZ
 - Built out sales & marketing resources and leadership
 - US market entry study undertaken (and delayed)
 - Cloud and DevOps environment fully refreshed - ready for scale, reliability, margin and performance improvement
 - Hardware platform fully refreshed - ready for scale, reliability, margin and performance improvement
- ...and it looks awesome...

Business primed for profitable growth

- Infrastructure built for scale
- Reduced overheads
- Improved margins
- Better customer experience
- Growing top line



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

Operational Excellence

- Improve GM%
- Constrain overhead growth

- Automation, systems and processes

FY24

FY25

FY26

Summary



Making communities safer, smarter and more sustainable



Deeper technology moat and value proposition.



Positioned for improve GM%, EBITDA, and cash performance in FY24



Drive to fund capital from operations, before additional aggressive growth plans



Sense Think Act



Contact Us

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Sense Think Act

