



Spectur Limited (ASX:SP3)

FY23 Results and Company Update (31 August 2023)

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Capital Structure

Key Metrics as at 30 August 2023

Share Trading Information

ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.023
Market capitalisation	\$5.19m
52 week closing high	\$0.04
52 week closing low	\$0.02

Capital Structure

Current

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

Share Register

Top 20 shareholders	40.7%
% of register owned by Board & KMPs	3.82%

Top Shareholders (as at 30 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>	2.38%
Mr Peter John Ferris	2.13%
Fry Super Pty Ltd <INXS Super Fund A/C>	1.86%
BNP Paribas Nominees Pty Ltd <IB AU NOMS Retail Client DRP>	1.84%
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%
Sondance Pty Ltd <Jolpet A/C>	1.23%
MR Mark Damion Kawecki	1.20%
Camden Equity Pty Ltd <Byrne Hybrid Investment A/C>	1.14%

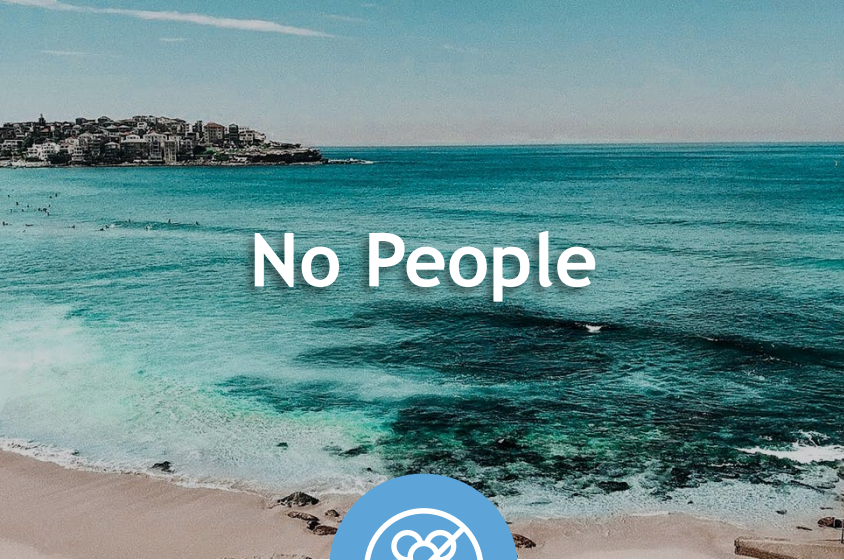


Sense Think Act

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

By providing **disruptively effective** and **efficient** solutions to high value problems

With unique, modular, solar, **sensing, thinking** and **acting** hardware and software solutions and platforms.



No People



No Data Cable



No Power Cord



The challenges we solve

...and the customers we serve

- Security and surveillance
- Safety and warning
- Environmental monitoring
- Smart cities applications
- AI platforms

...in temporary, remote and unpowered locations

- Government & utility
- Building & construction
- Institutional
- Resellers
 - Security companies
 - Hire companies
 - AI companies

...in Australia and New Zealand

Our Modular Solution




MAKING COMMUNITIES SAFER



Sense
Think
Act




AT THE EDGE



Cloud

Modular AI



IN THE CLOUD

Client



Fully integrated
Video & Data Analytics Platform

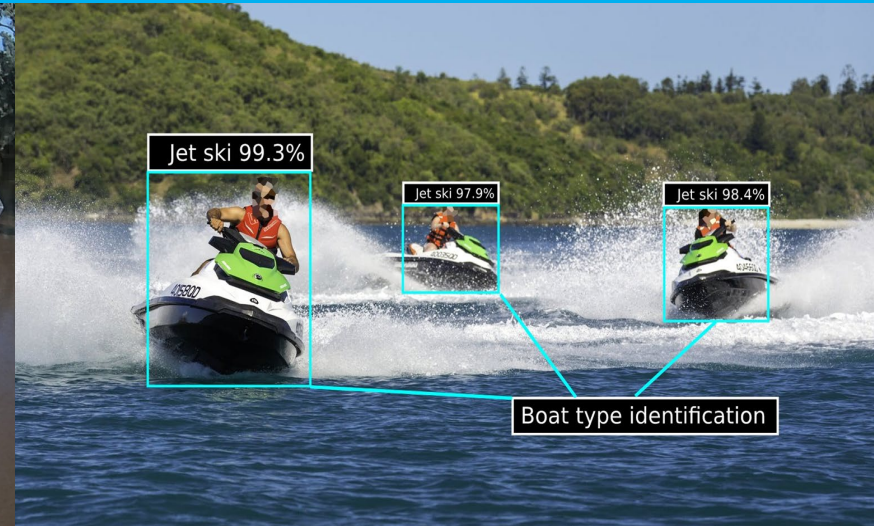


3rd Parties



OFF SITE

Spectur is disruptively effective compared with substitutes and alternatives



Security & Surveillance

Substitutes

- Guards
- Fences
- Locks

Alternatives

- Wired CCTV
- Build your own
- Rent

Spectur

- Cost effective, can purchase
- Always on, watching and deterring
- Calls for help
- Unwired
- Proven (>2,300 deployed)

Safety & Warning

Substitutes

- Ranger/ lifeguard
- Signage
- Hope

Alternatives

- Build your own
- Accept risk

Spectur

- Unique alternative to do “nothing”
- Always on and connected
- 2-way communication and warning
- Unwired
- Fire, flood, shark, crocodile, tsunami

AI Platforms

Substitutes

- Human intelligence

Alternatives

- Build your own
- Wired to cloud

Spectur

- Cost effective, can be leased/ rented
- Edge and cloud AI enabled
- Platform plus hardware services
- Unwired
- Smart cities, parking, traffic, safety...

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

Scope of opportunity

Long term opportunity - large accessible market

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



- Smart city applications
- Integrated sensing and camera data management and action

Platforms

- Nascent



- Power and Camera Platforms
- AI Marketplace

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

An Exceptional Team...

Board

- **Darren Cooper (Non-Executive Chairman)**
 - B.Bus, Masters of Applied Finance, GAICD.
 - 4 years, 11 months tenure, top 12 investor
 - Darren Cooper spent in excess of 20 years in management and senior executive roles. Darren now holds a number of Board and Strategic Advisory roles across a range of industries including government, property, technology and construction.
- **Bilyana Smith (Non-Executive Director)**
 - MBA, B. Arch, GAICD
 - 3 years, 11 months tenure, top 20 investor
 - Bilyana has extensive international experience as a Director, CEO, investor and strategic advisor. Currently Board Director with Fishburners Ltd, Senior Advisor with First Home London, she runs her own advisory practice specialising in business strategy, innovation and marketing.
- **Gerard Dyson (Managing Director)**
 - PhD, B.Eng (Hons), B.Comm, Adv Dip Bus, GAICD, MIEAust, CPEng, NER, APEC Engineer, IntPE(Aus)
 - 4 years, 3 months tenure, top 11 investor
 - Gerard is an experienced executive with prior roles as Group MD (Infrastructure) and EVP (Americas) for Advisian (Worley Limited, ASX:WOR). He has held global, regional and local roles in Australia, USA, Canada, Latin America, Asia and the Middle East.
- **Suzie Foreman (Company Secretary)**
 - B Comm (Econs), CA, FGIA.
 - 5 years, 3 months tenure
 - Ms Foreman has over 20 years experience within the UK and Australia, including 11 years experience with a Big 4, specialising in the areas of audit and corporate services. Ms Foreman has extensive experience in senior management roles including as a Chief Financial Officer and Company Secretary for a range of ASX listed entities from ASX top 300 tier entities to start-up enterprises.

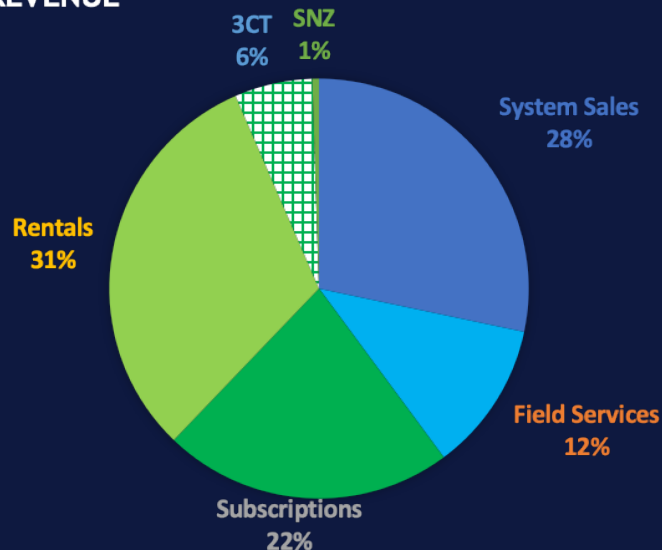
experienced, invested, aligned

Executive

- **Peter Dickinson (CTO)**
 - B.Eng (Hons)
 - 1 years, 6 months tenure
 - Peter is an experience engineer, product manager, CEO and CTO with a long track record with companies at the intersection of hardware and software. Prior experience as a Co-Founder as well as international experience in the USA.
- **Ben Young (ANZ Sales & Marketing Manager)**
 - B.Eng (Hons), MBA
 - 6 months tenure, top 16 investor
 - Ben has been in technical sales for his full career. With extensive experience across global business (based in NZ, UK and Australia) with multi-nationals through to emerging organisations. Ben most recently was leading the ANZ team for RedEye Apps.
- **Russell Holt (GM 3CT Operations)**
 - 7 months tenure, 16 prior years with 3 Crowns
 - Russell has over 10 year's experience managing & leading technology businesses. At 3 Crowns he led the product and commercialisation team of Australia's largest sports apps before taking on strategic partnerships and M&A. Prior to this he had a varied career in publishing, professional snowboarding and the natural complement - derivatives trader for Macquarie Bank.
- **Aaron McHours (GM Field Services)**
 - B.Comm, Cert III ElectroTechnology
 - 6 years, 1 month tenure
 - Aaron brings a multifaceted, 15-year background in the security technology industry. He has operated as customer, integrator, vendor and manufacturer with global giants including Honeywell, Panasonic and NEC; successfully building, developing and leading teams in Australia and internationally.

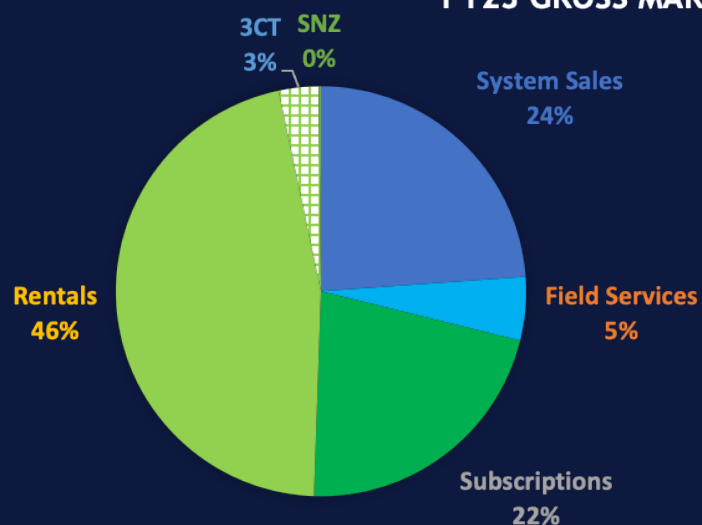
FY23 Highlights

FY23 REVENUE



60%
Recurring
Revenue

FY23 GROSS MARGIN



71%
Recurring
Gross Margin

Key numbers

FY23 Revenue

\$7.4m +26%

FY23 ARR

\$4.4m +32%

FY23 Operating Cash

-\$1.3m -2%

FY23 Receipts from Cust.

\$8.4m +28%

FY23 Adjusted EBITDA

-\$1.6m -9%

Q4 FY23 Revenue

\$1.9m +34%

Q4 FY23 ARR

\$1.3m +47%

Q4 FY23 Operating Cash

-\$6k +242k

Debt at 30 June 2023

\$0.65m -7%

Cash at 30 June 2023

\$1.52m +142%

Note - percentages compared to FY22, Q4 FY22 or 30 June 2022

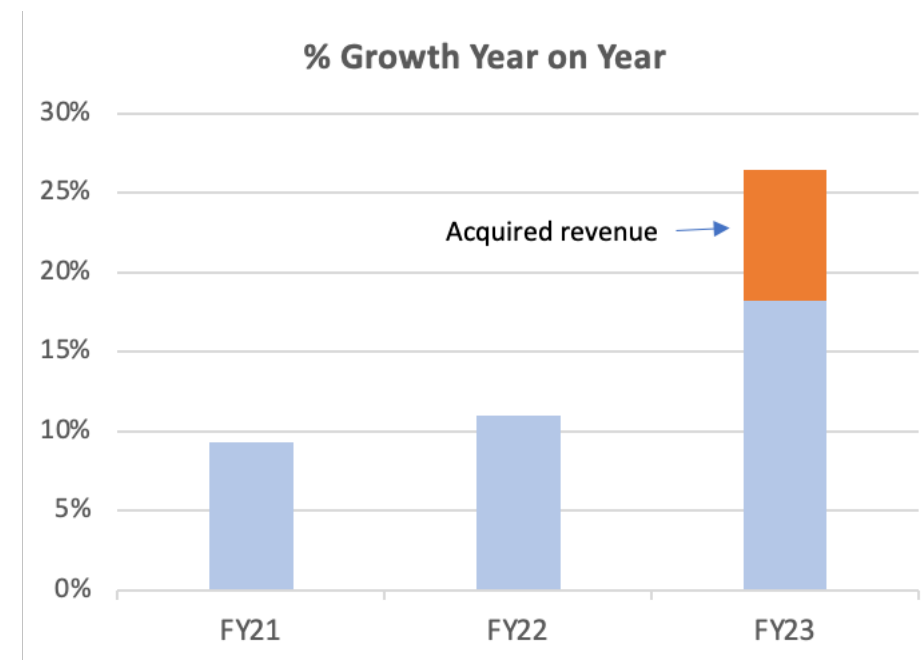
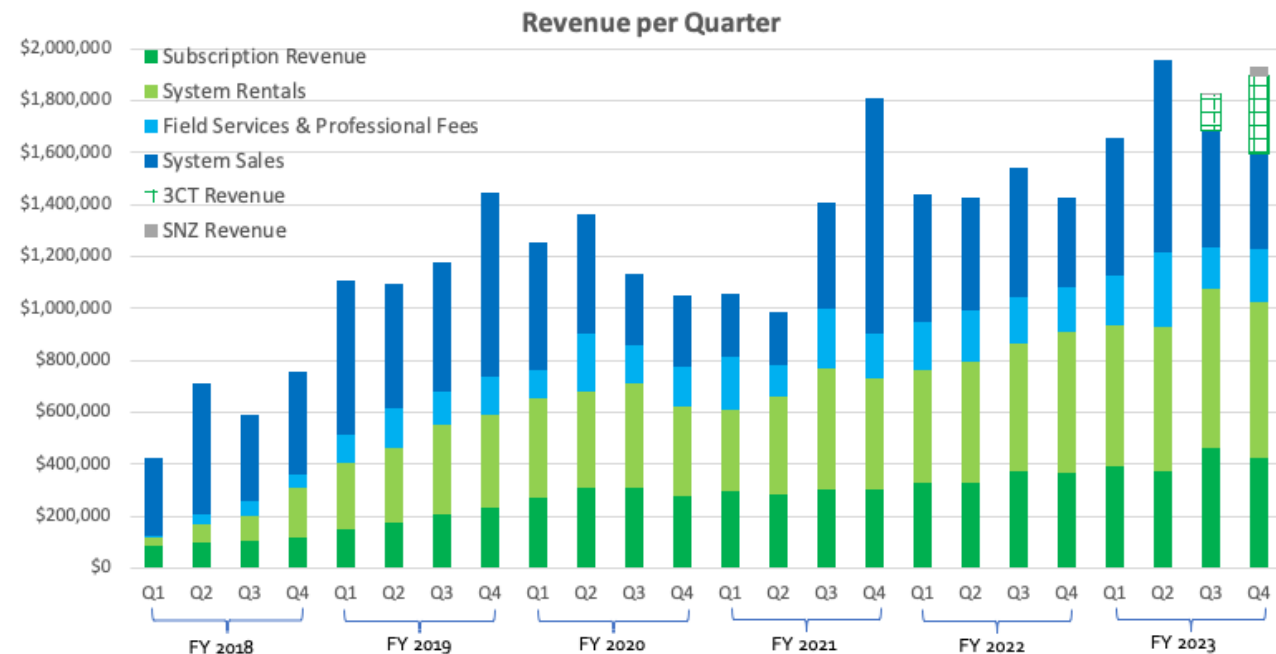
FY23 Highlights

Financial

- Growing organic (18%) and consolidated (26%) revenue
- Q4 FY23 recurring revenue (\$1.3m) gives ARR run rate of \$5.3m
- Operating cash consumption decreasing, aligned with cash and profit strategy
- Debt down to \$650k and extended.
- High gross margin - grown from 55% to 56% (58% organic)

Business

- Deliberately focused on finite sectors / solutions / geographies
- Today: >2,900 devices deployed with >600 customers
- Robust and scalable hardware, cloud, web and app platform
- Suite of differentiated, valuable offerings to target customers
- Rapidly growing market

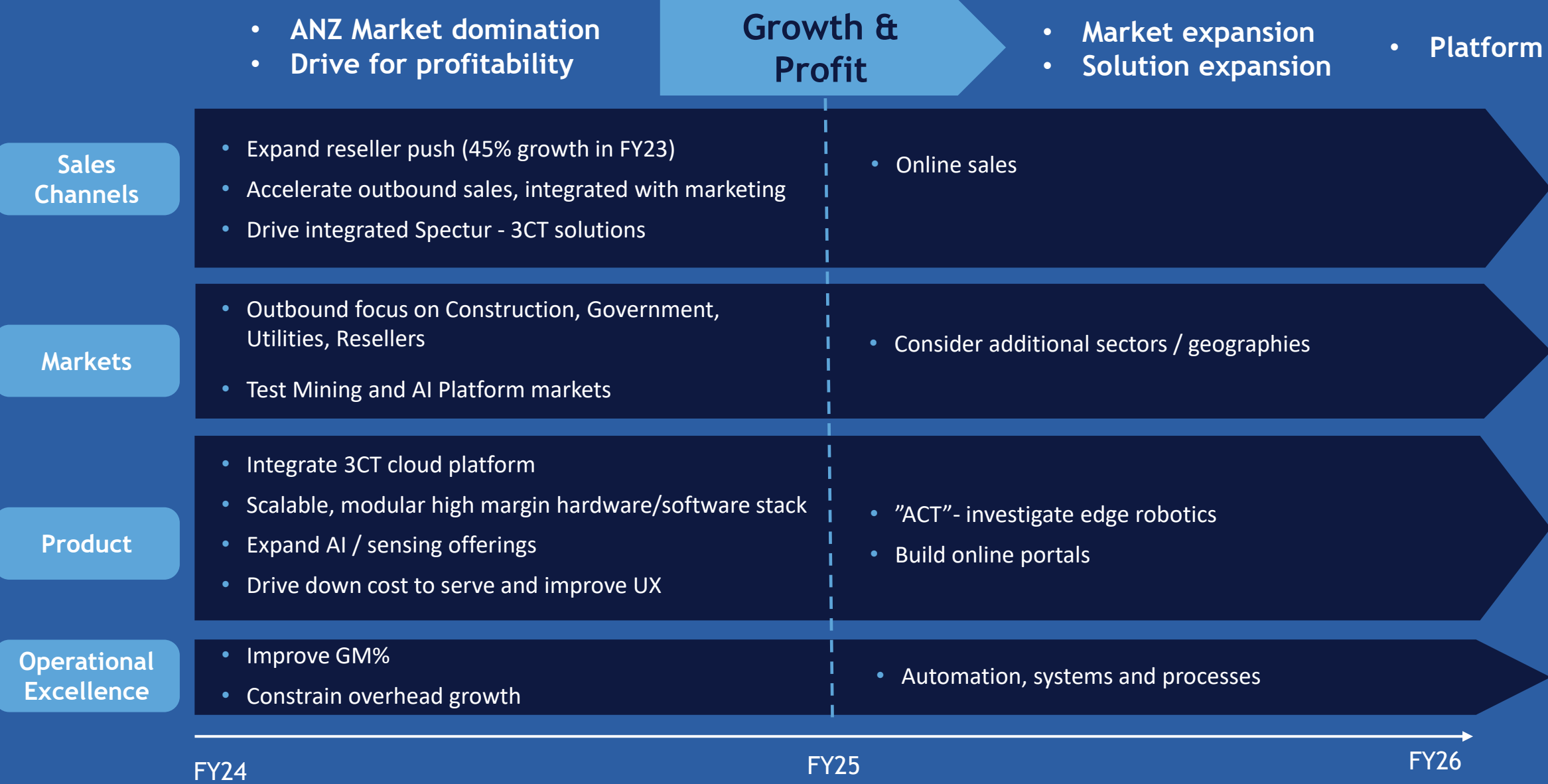


Spectur primed for profitable growth

- Infrastructure built for scale
- Reduced overhead foundation
- Improved and improving margins
- Better customer experience
- Growing top line



Strategy - Leverage the built foundation



Summary



Making communities safer, smarter and more sustainable



Deep technology moat and value proposition with large accessible market



Proven product-market fit with high and growing margins



Exceptional, aligned team



Recent substantial investments for scale, bearing fruit in FY24



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



Sense Think Act



Contact Us

Investor enquiries
Spectur Limited (ASX:SP3)



Gerard Dyson
MANAGING DIRECTOR

investors@spectur.com.au

Sense Think Act

