

## Spectur Business Update – Presentation

ASX Announcement | 31 October 2023

**Outdoor sensing, thinking and acting solutions and platforms company Spectur Limited (ASX: SP3) \** present the attached deck today (Tuesday 31 October 2023), available at the Spectur InvestorHub portal: <https://investorhub.spectur.com.au/link/Ve95oe>

Managing Director of Spectur, Gerard Dyson, provides an overview of Spectur, the Q1 activities, future strategy and addresses some recent questions.

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



# Spectur Limited (ASX:SP3)

Investor Briefing, 31 October 2023

Presented on InvestorHub at <https://investorhub.spectur.com.au/announcements>

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## 3 + 1 Things

1. Re-introduce you to Spectur
2. Walk through our latest highlights
3. Show how we are going to get dominant chunk of a large and growing market

Answer some questions that have recently arisen



## Beaches

No lifeguard, surveyor, coastal scientist?



## Construction sites

No security guard, safety officer, contracts manager?



## Bush or parkland

No ranger, security officer, waste manager?



**Technology can fill some critical elements of these roles**

It just needs to sense, think and act...

...but what about power and data?

# Our Mission

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

We do this by leveraging our unique solar-powered, sensing, thinking and acting hardware connected via an easy, open and AI-assisted cloud and interface.





No People



No Data Cable



No Power Cord



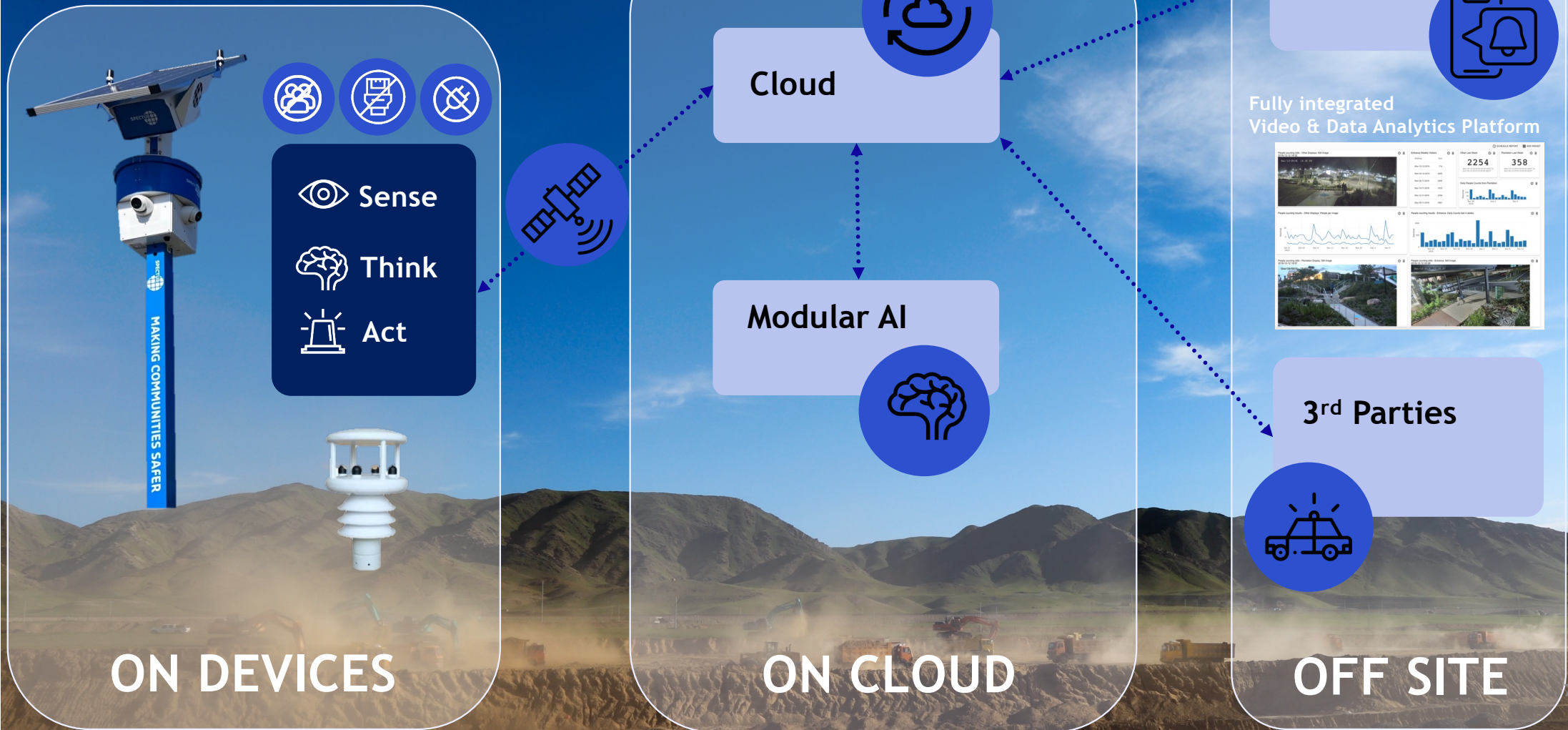
## Challenges we solve

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

...in off-grid, temporary and outdoor settings

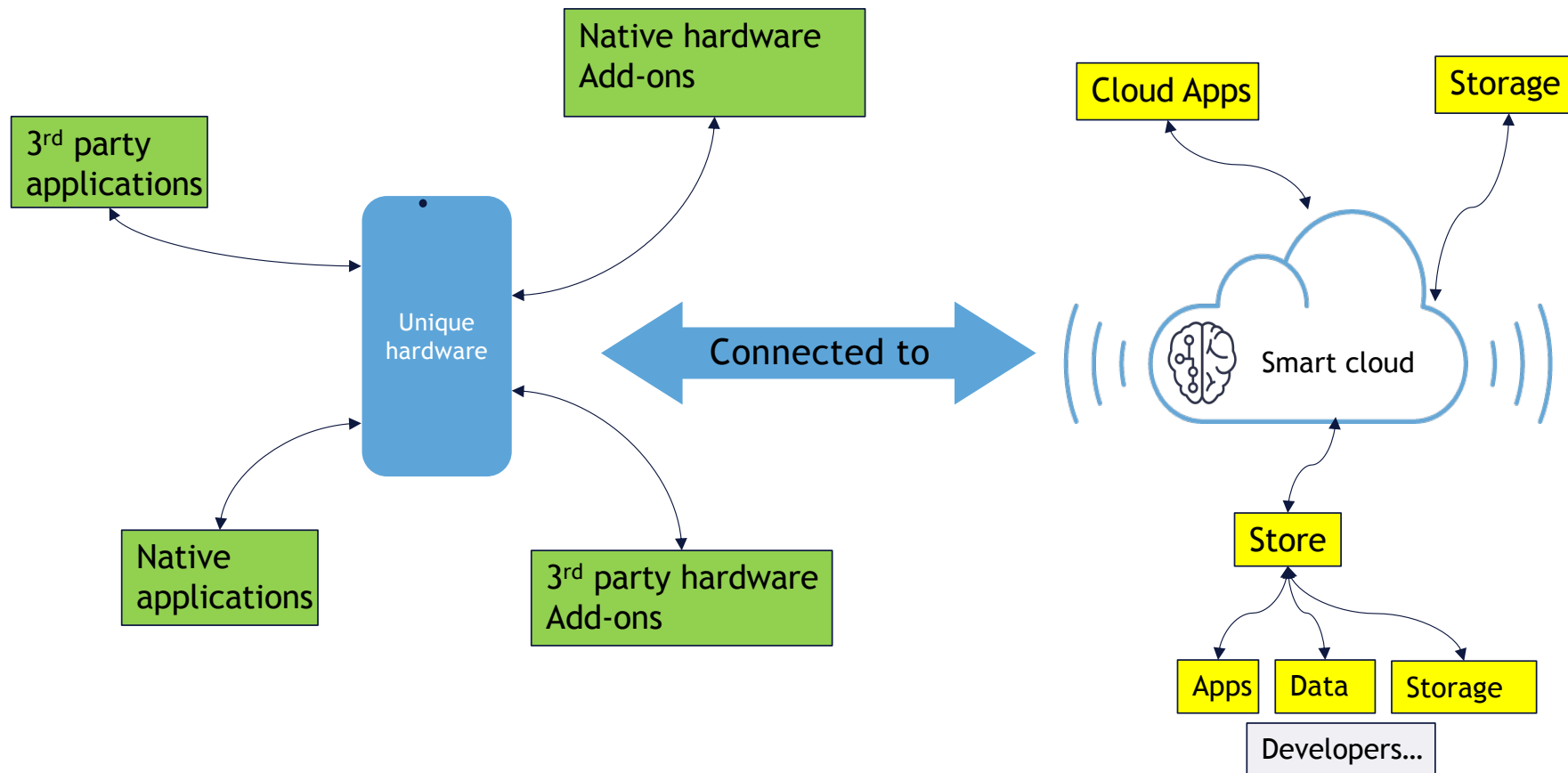


# The solution platform

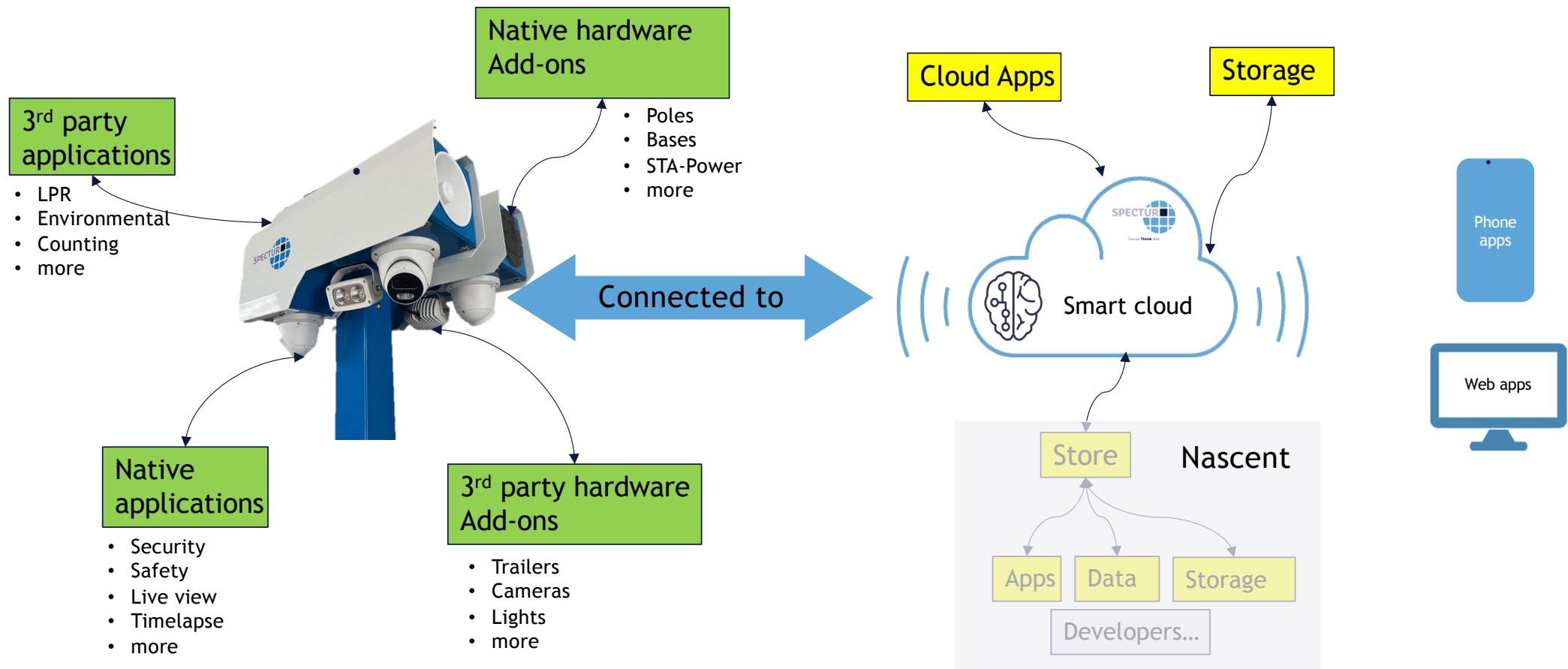




# Imagine an ecosystem...



# Spectur...



# 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
- Zero native competitors



## Modular and Open

- Designed as a platform
- Cameras, sensors, AI, data
- Cloud and edge

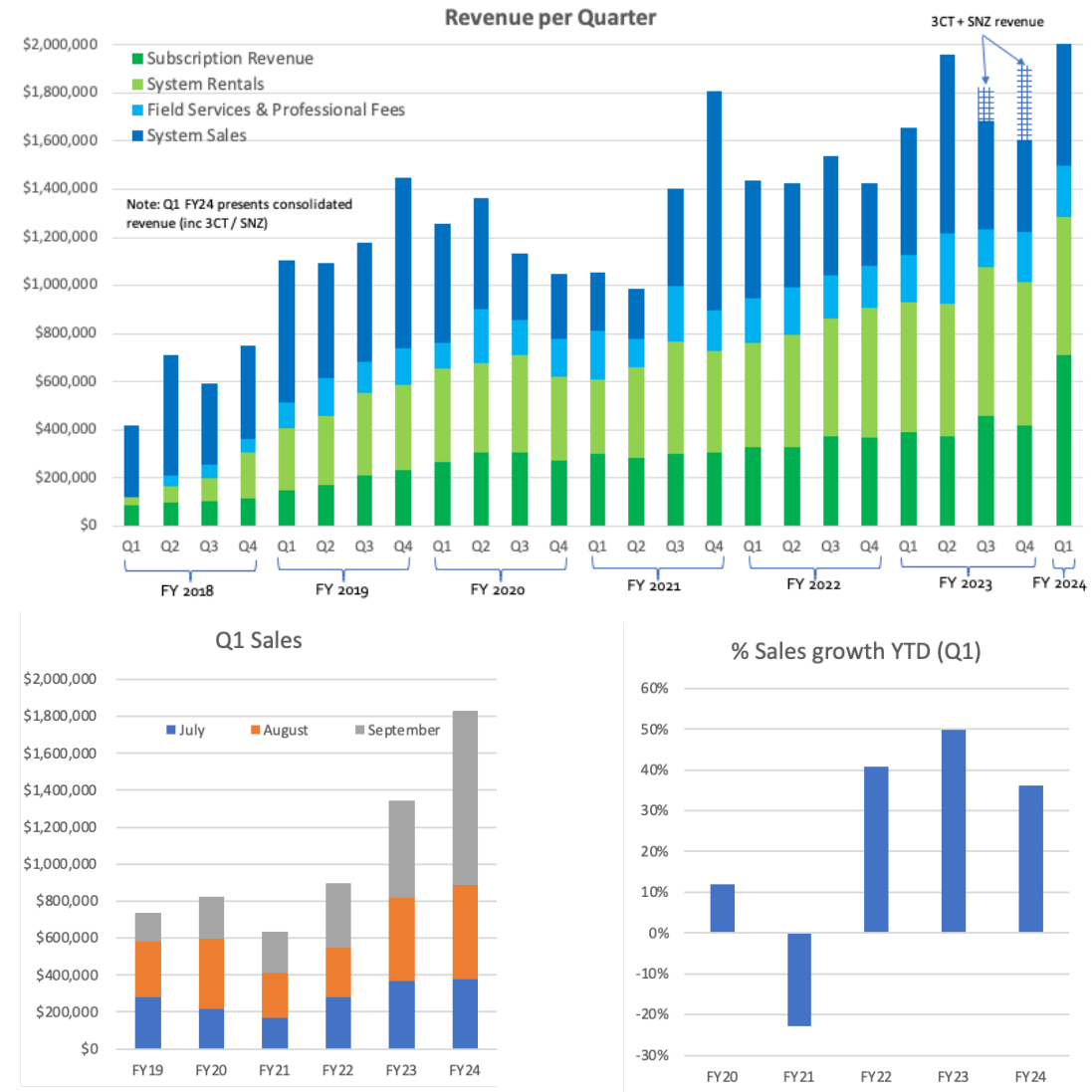
# Quarter 1 highlights



# Q1 FY24 Revenue and sales

## Highlights

- Total revenue \$2.063m up 25% on Q1 FY23
- Recurring revenue \$1.286m up 38% on Q1 FY23
- Record quarter of sales with \$1.827m
- Opportunities:
  - Local / state government
  - Construction and LPR
  - Telecommunications
  - Security resellers
  - AI and sensing
  - Safety and warning
- Pipeline continues to grow



# Q1 FY24 Cashflow

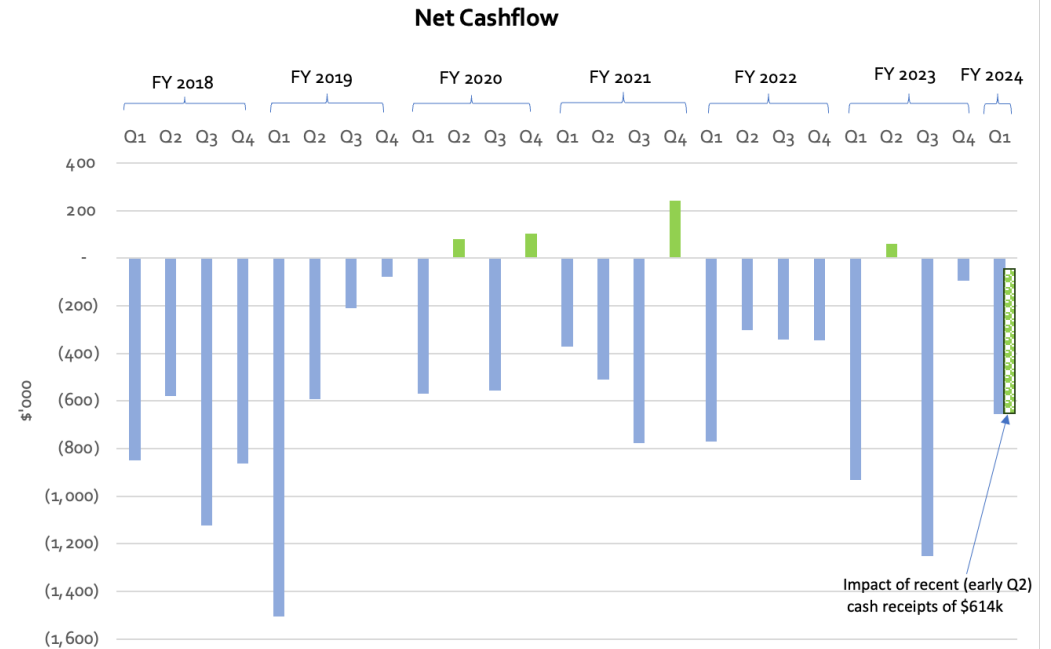
## Highlights

- \$720k of net operating cash used including

- Inventory growth (\$142k)
- One-off and annual costs (\$346k)

\$232k underlying net operating cash used

- Cash balance at end of quarter \$0.866m
- Operating expenses include 3CT and SNZ entities.
- Q1 always has seasonal high cash outflows - not an analog for full year performance
- Cash balance at 23 October 2023 \$1.452m (down \$70k on 30 June 2023)
- Debt balance at 23 October 2023 \$500k (down from \$650k on 30 June 2023)



# Other Q1 FY24 achievements

- Two new NEDs engaged (Rhett Morson / Marco da Silva) - support future growth plans
- \$75K placement to Marco da Silva at 2c (a premium to 5-day VWAP and last traded price)
- Hardware stack refresh - improvements on all key metrics
  - HD6 complete and pending launch (HD5 ended production)
  - STA7 first production run in progress (STA6 ended production)
  - Next generation UI / UX commenced (V1.0 in field trials in Q2)
- In-house marketing (starts 25 October 2023)
- Cash control
- Overhead control
- Margins improvement

## Business primed for profitable growth

- Infrastructure built for scale
- Better customer experience
- Improving overheads / margins
- Growing top line





# Capital Structure

## Key Metrics as at 30 October 2023

### Share Trading Information

ASX code	SP3
Listed on ASX	01/08/2017
Current share price (cents)	1.7
Market cap	\$3.9m
52 week closing high (cents)	3.5
52 week closing low (cents)	1.7

### Capital Structure

#### Current

Shares on issue	229.5m
Performance Rights on issue	28.7 m
Unlisted Options	49.9m

### Share Register

Top 20 shareholders	43.3%
% of register owned by Board & KMPs	3.82%

## Top Shareholders (as at 30 October 2023)






APPWAM Pty Ltd	9.13%
Coastalwatch Holdings Pty Ltd	3.51%
Jomaho Investments Pty Ltd	3.45%
Sandhurst Trustees Ltd <Equit Inv Dragonfly A/C>	2.34%
Mr Peter John Ferris	2.27%
Fry Super Pty Ltd <INXS Super Fund A/C>	1.83%
D & G Lontos <Francis Alexandra S/F A/C>	1.70%
Anneis Pty Ltd <Avislad A/C> ( <b>Pending Non-Executive Director</b> )	1.63%
National Nominees Limited	1.63%
D & G Amarakoon <Duro Super Fund>	1.59%
BNP Paribas Nominees Pty Ltd <IB AU NOMS Retail Client DRP>	1.56%
Dr GJ Dyson ( <b>Managing Director</b> )	1.48%
Mr DJ Cooper ( <b>Non-Executive Chairman</b> )	1.45%
Sondance Pty Ltd <Jolpet A/C>	1.21%
Mr Mark Damon Kaweck	1.18%



**What is the future for Spectur?**

# Scope of opportunity

## Selected scope of immediate indicators in Australia

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

# Scope of opportunity

## Long term opportunity

	STATUS QUO		SCOPE OF OPPORTUNITY
Geography	<ul style="list-style-type: none"><li>○ Major Australian / NZ capitals</li></ul>	→	<ul style="list-style-type: none"><li>○ Regional Australia and NZ</li><li>○ Rest of world</li></ul>
Customers	<ul style="list-style-type: none"><li>○ Government and Utilities</li><li>○ Building and construction</li><li>○ Institutional</li><li>○ Resellers</li></ul>	→	<ul style="list-style-type: none"><li>○ Mining and Energy</li><li>○ Agriculture</li><li>○ Defense</li><li>○ Logistics</li><li>○ AI and IoT partners</li></ul>
Solutions	<ul style="list-style-type: none"><li>○ Security and surveillance</li><li>○ Safety, warning and comms</li><li>○ Maritime and environmental</li></ul>	→	<ul style="list-style-type: none"><li>○ Endless smart city applications</li><li>○ Integrated sensing and camera data management and action</li></ul>
Platforms	<ul style="list-style-type: none"><li>○ Nascent</li></ul>	→	<ul style="list-style-type: none"><li>○ Power and Camera Platforms</li><li>○ AI Marketplace</li></ul>

# 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



Deep technology moat and proven product market fit.



Metrics improving in Q1 and positioned for ongoing improvement in GM%, EBITDA, and cash performance



Executing a profitable growth strategy, to target a large and growing market



**Sense Think Act**

# Questions

From our Investor hub and elsewhere



# Questions

- Are you going to have an in-person AGM?
- What is happening with resellers?
- Why did subscriptions go down?
- Why are staff costs up compared with last year?
- Is the business performance actually improving?
- Why is this quarter operating cash more than last quarter?
- One off and admin costs are so high - why?
- What is with the one-off costs?
- When will you stop burning cash?
- Are you relying on R&D return to get over the line next quarter?

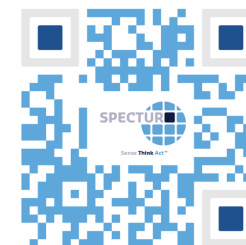
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