

## Spectur Update – Security Technology Conference Presentation

ASX Announcement | 11 July 2024

**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 as part of the NWR Security Technology Conference, Thursday 11 July at 2:45pm (AEDT).

Managing Director of Spectur, Gerard Dyson, will introduce the business, discuss performance this year and provide insights and guidance into the future.

Click the link below to register for the session:

[https://us02web.zoom.us/webinar/register/WN\\_wLslhuXsTWuFFnAYD23XVg#/registration](https://us02web.zoom.us/webinar/register/WN_wLslhuXsTWuFFnAYD23XVg#/registration)

After registering, you will receive a confirmation email containing a calendar invitation and information about joining the virtual conference.

To ask a question or find out more, visit our investor hub at:

<https://investorhub.spectur.com.au/link/weYdoy>

The attached presentation forms the basis of the conference presentation.

**Ends.**

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

**For further information, please contact:**

**Spectur Limited**

Gerard Dyson – Managing Director

p: +61 (08) 9414 9059

To stay up to date on company news and announcements, and ask questions, investors are encouraged to subscribe at the Spectur [InvestorHub](#).

### About Spectur Limited

Spectur Limited (ASX:SP3) is an Australian-based developer and manufacturer of security, surveillance, warning, environmental monitoring and AI solutions and platforms, 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, surveillance, environmental monitoring and AI 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 or satellite technology to a cloud-based platform.

Spectur has nearly 40 employees across Australia and New Zealand, with offices in Brisbane, Sydney, Melbourne, Adelaide, Perth and Auckland. The company services more than 600 active customers with close to 3,000 camera systems currently deployed.

The Company design, codes, manufactures, sells, installs and maintains our hardware and software technology – providing a single point of contact able to configure to suit customer needs.

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 using 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.





# Spectur Limited (ASX:SP3)

NWR Security Technology Conference, 11 July 2024



# 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 presentation does not constitute, or form part of, an offer to sell or the solicitation of an offer to subscribe for or buy any securities, nor the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issue or transfer of the securities referred to in this presentation in any jurisdiction in contravention of applicable law.

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.

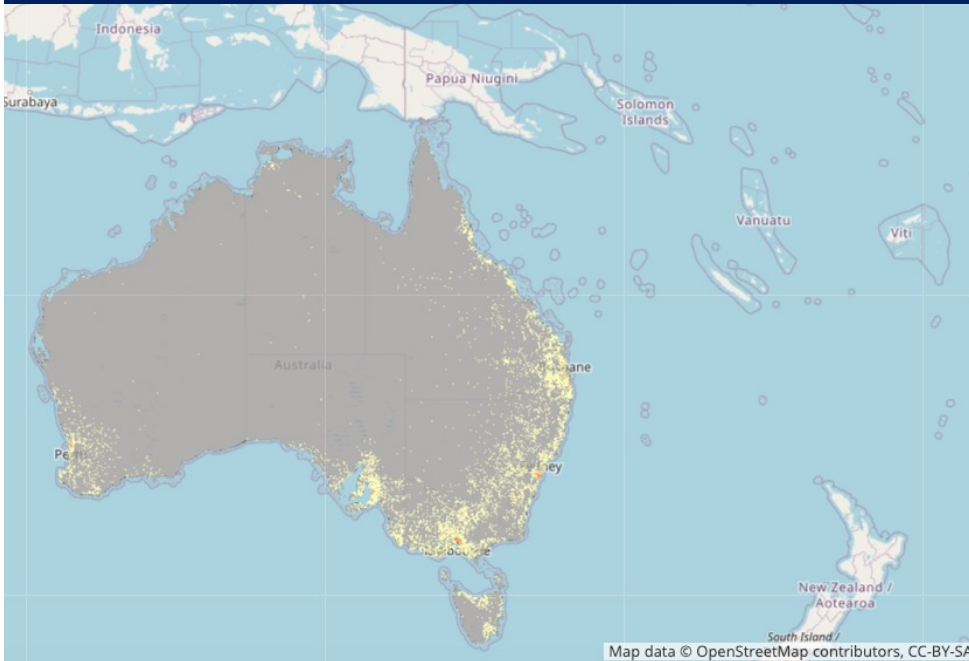






# Solving large and growing challenges

- Safety, security and sustainability concerns growing
  - Hard to find the right people
- Technology solutions can complement people in remote, temporary or unwired locations
  - Technology needs connectivity and power



**VISION:** Empower safer, smarter and more sustainable communities

**MISSION:** Provide simple, economic solutions for remote, temporary or wireless locations using autonomous sensing, thinking and acting platforms.

# Security guard complement

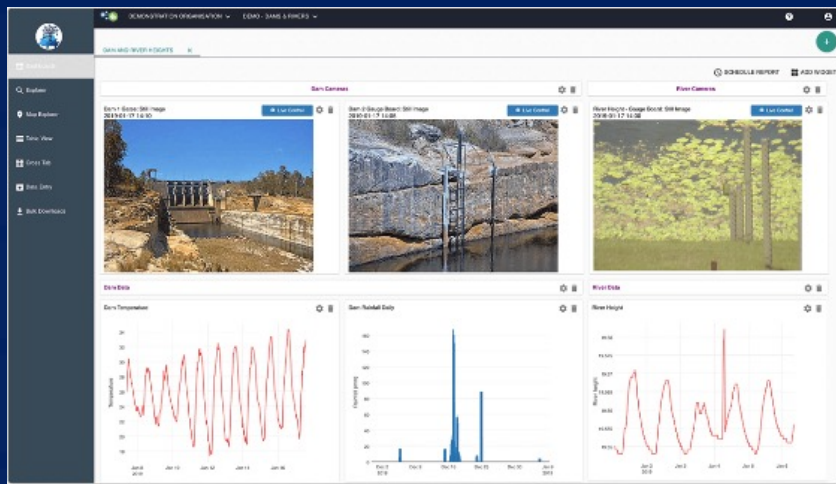
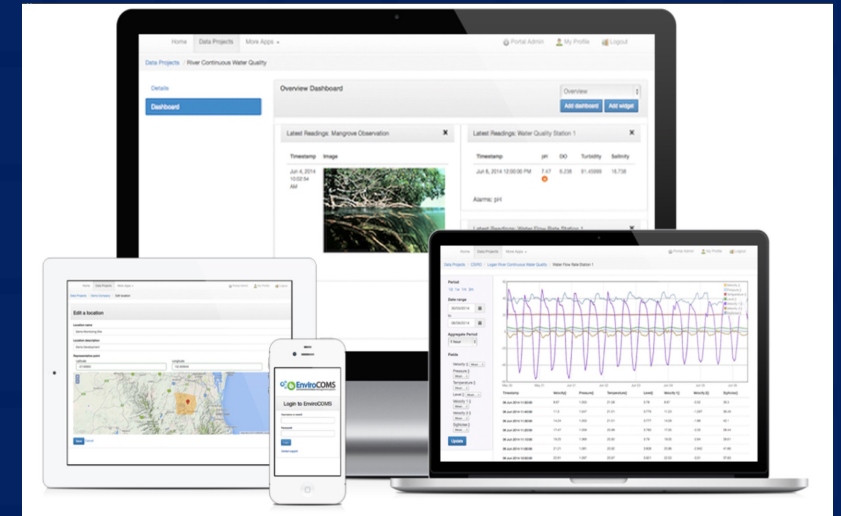
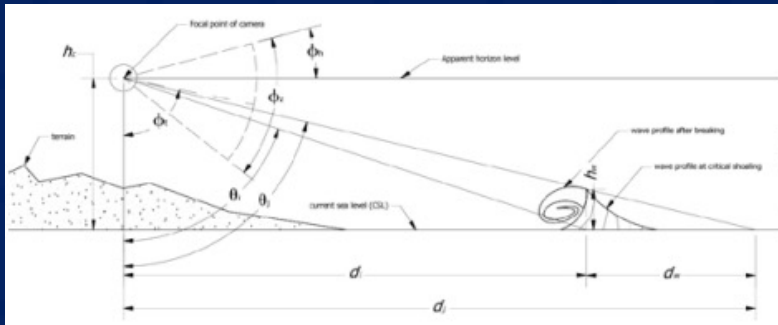




# Lifeguard and ranger complement



# Scientist complement



### Activity Logger

[Catch Report](#)
[Smart Drumline Catch](#)

<b>LOCATION</b> 28° 59' 56.4" S, 153° 36' 59.76" E	<b>TIME</b> 04:45 pm	<b>WATER TEMPERATURE</b> <input type="text"/>
<b>NET/DRUM LINE</b> Drumline: 4 - Test beach 4	<b>ACTIVITY</b> Checked Drumline	<b>BAIT</b> Mullet
<b>SMART BUOY #</b> <input type="text"/>	<b>BAIT REMAINING (%)</b> <input type="text"/>	<input type="checkbox"/> FALSE ALARM

**ACTIVITY NOTES**

☐ NET VISUAL

**GEAR RESET**  
☒ YES ☐ NO

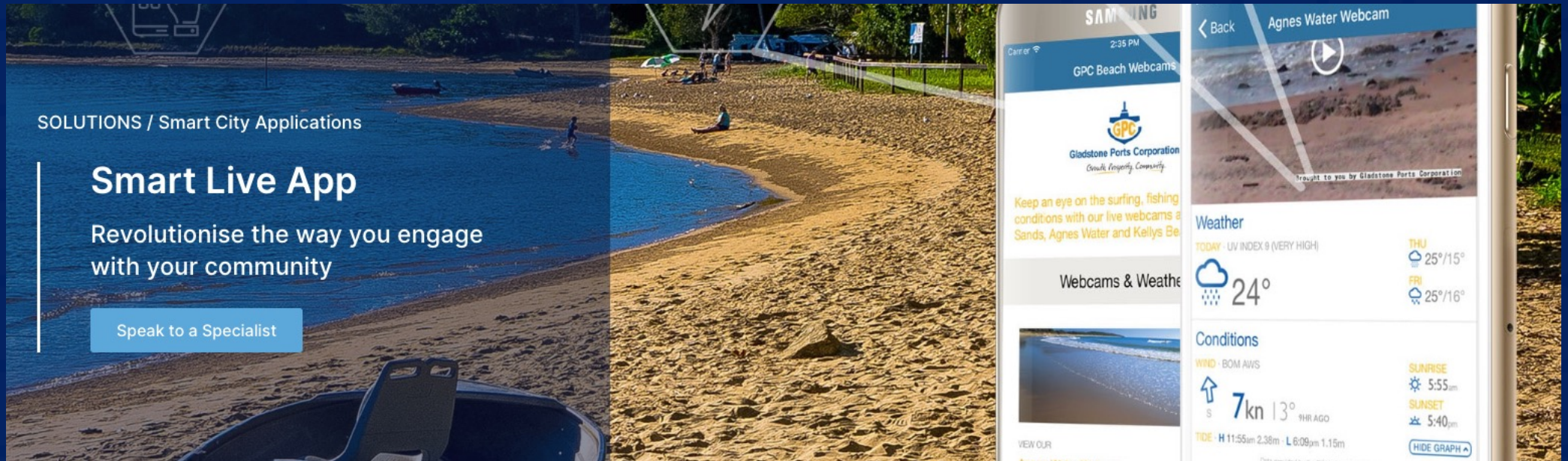
**GEAR RESET TIME**

**ATTACHED FILES**

WHITE SHARK



# Public relations complement



SOLUTIONS / Smart City Applications

## Smart Live App

Revolutionise the way you engage with your community

[Speak to a Specialist](#)

**GPC Beach Webcams**

Keep an eye on the surfing, fishing conditions with our live webcams at Sands, Agnes Water and Kellys Beach

**Webcams & Weather**

**Agnes Water Webcam**

**Weather**

TODAY: UV INDEX 9 (VERY HIGH)

THU 25°/15°

FRI 25°/16°

**Conditions**

WIND: BOM AWS

7kn 13° 9HR AGO

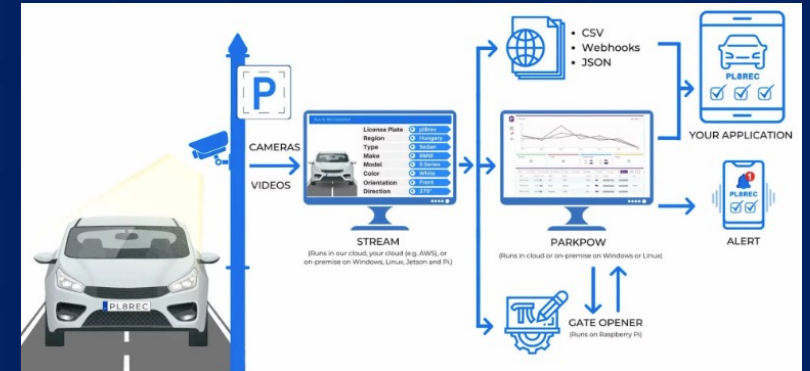
SUNRISE 5:55am

SUNSET 5:40pm

TIDE: H 11:55am 2.38m · L 6:09pm 1.15m

[HIDE GRAPH](#)

# Platform applications



# What we do is difficult

## Whats happening?

- Hardware is hard, cycle times long
- Environmental conditions are harsh
- Power and connectivity economic starvation
- Capital intensive
- Wired markets are orders of magnitudes larger
  - There are many "rifle shot solutions"

## How it benefits Spectur

- Fewer competitors, experience counts
- Reliability, longevity and performance challenges thin the herd further
- Excludes most software-centric companies
- The behemoths go for today's volume, leaving the unwired niche underserved
- But no common, cost-effective, reliable and open platforms

# And that's great

# Profitable growth strategy

**UVP:** Reliable, simple and cost-effective solutions and platforms for end customers and resellers. Enabled by a modular hardware and software sensing, thinking and acting platform

## CUSTOMERS:

- **DIRECT:** Government, utilities, construction, not-for-profits, institutional. Testing the energy and resources spaces.
- **PLATFORM and RESELLERS:** Artificial intelligence, sensing, security, asset management, consulting, system integrators, distributors

**WHERE:** Major capitals in Australia and New Zealand (for full Service Spectur). Resellers with an increasingly global remit.

## Offerings

### Solutions

- Security
- Warning
- Sustainability
- Safety
- Smart City
- Environmental

### Hardware platforms

- Sensing
- AI
- Battery power
- Vision
- Solar

### Software platforms

- Camera and sensor management
- Workflow
- Data ingestion
- Integrations and reporting systems
- Apps





# Business model

## Point in time: Hardware sales and services

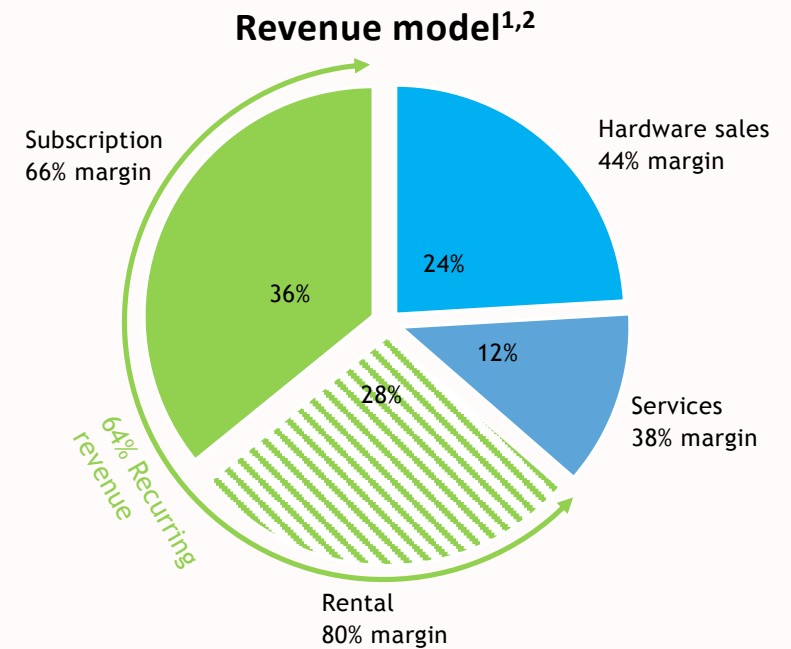
- Hardware sales drives subscription growth
- Services includes field and professional

## Recurring: Subscriptions, rental and long term leasing

- Additional analytics, AI, reporting and services grows subscription
- Rental model meets customer flexibility needs

Note:

1. Revenue split based on FY24 May YTD split
2. Gross margin % based on FY24 H1 results





# FY24 Performance

## Revenue<sup>1</sup>

- Total FY24 revenue forecast of \$8.2m up 11% on FY23 \$7.4m
- Annualized recurring revenue forecast of \$5.3m up 20% on FY23 \$4.4m

## Operating cash and balance sheet

- Reduced operating cash use to \$631k for May 31<sup>st</sup> YTD FY24 (first 11 months)
- More than \$650k (annualized) removed from operating costs in H2.
- Repaid primary debt
- Costs are expensed (not capitalized), acquired intangibles written off

## Sales Growth

- FY24 sales growth was 42% greater than FY23.

## New Technology stack

- Fully replaced and upgraded hardware / firmware technology stack

Note:

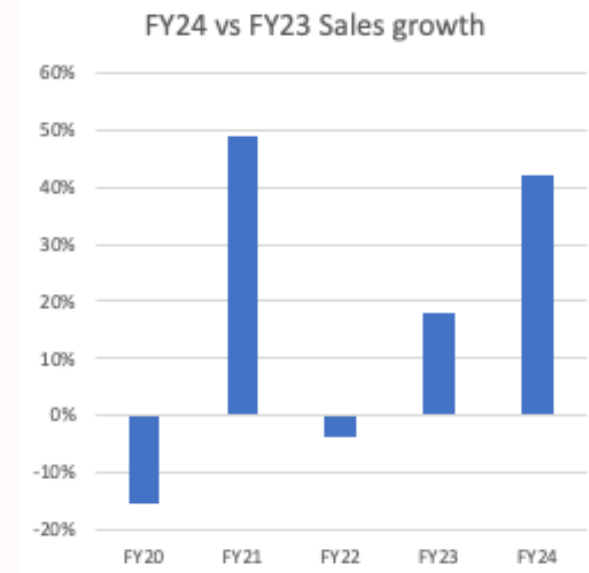
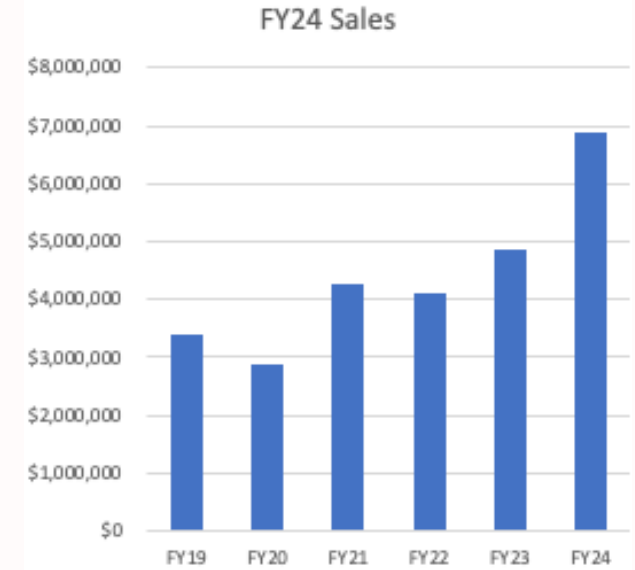
1. Subject to audit and final adjustments



# Strong sales and pipeline

- Full year growth of 42% over FY23
- Substantial forward sales underpinning future revenues
- Reseller, OEM and distribution partners all growing
- Solarcam coming in Q1 FY25

*At 30 June 2024 Spectur had nearly \$18m of unweighted opportunities in the Company CRM, with \$11.5m of these opportunities having a potential contract value greater than \$500k, that are expected to be won, lost, closed or otherwise resolved within the next 12 months*



# Strategic focus for FY25

## Sales and Marketing:

- Marketing integrated Spectur solutions to segments where we can lead. (margin/market dominance)
- For commoditized solutions, we have Solarcam. (scale)

## Technology:

- Double down on simplicity, reliability and performance (AI, UI) (customer satisfaction and retention)
- Modular and efficient hardware and software (expanding to support OEM hybrids and integrators) (scale)

## Operational:

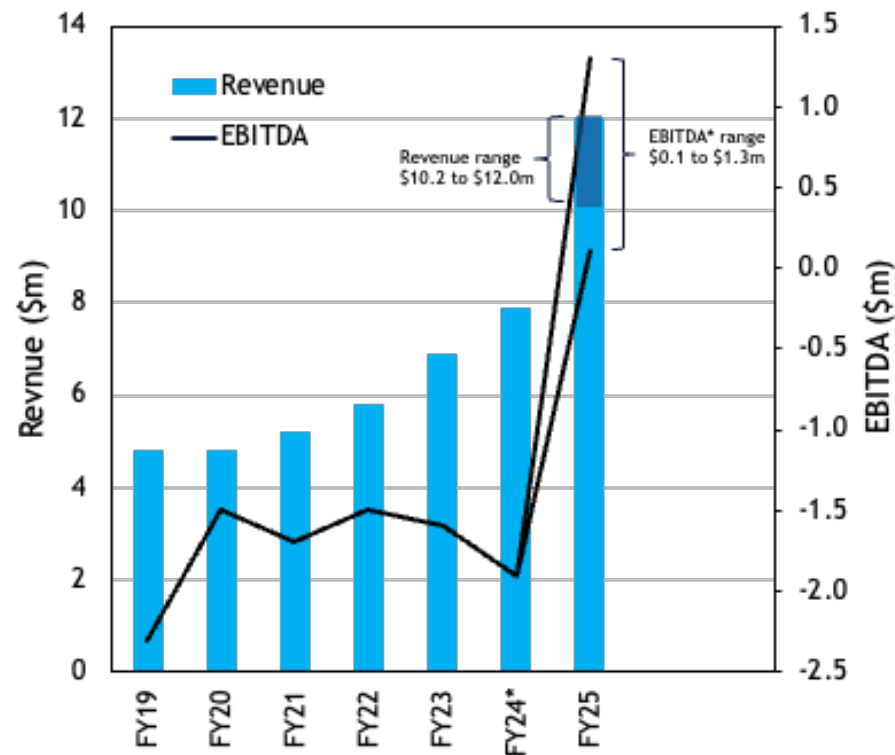
- The #1 service experience. (customer satisfaction, retention and advocacy)
- Installation and reseller network built out (scale)
- Highly productive teams (ERP and associated processes)

## M&A:

- Ready for the next one(s)
- Accelerate penetration of Spectur into target markets (scale, margin, market dominance)



# Market Guidance for FY25



Note:

1. Revenue and EBITDA are consolidated
2. EBITDA is "adjusted EBITDA", defined as earnings before interest, tax, depreciation, amortisation, and share-based payments
3. FY24 and FY25 EBITDA forecasts exclude pending full year adjustments





# Capital Structure

## Key Metrics as at 9 July 2024

### Share Trading Information

ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.020
Market cap	\$5.08m
52 week closing high	\$0.029
52 week closing low	\$0.015

### Capital Structure

#### Current

Shares on issue	267.5m
Performance Rights on issue	59.9 m
Unlisted Options	83.2m

### Share Register

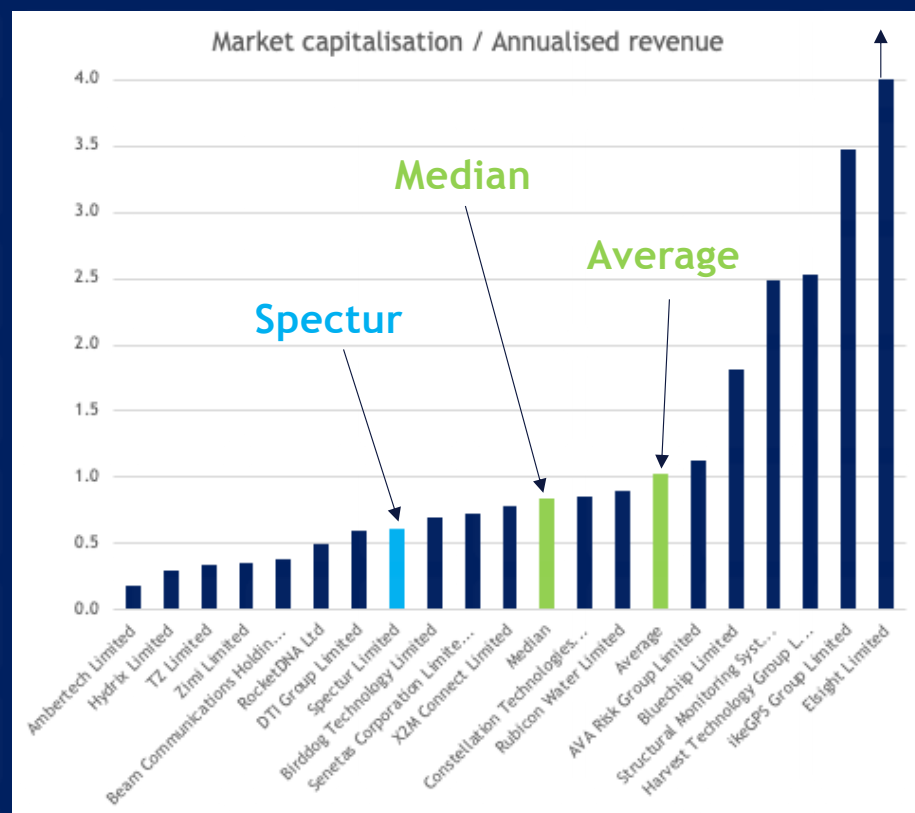
Top 20 shareholders	48.3%
% of register owned by Board & KMPs	5.5%

## Top Shareholders (as at 9 July 2024)

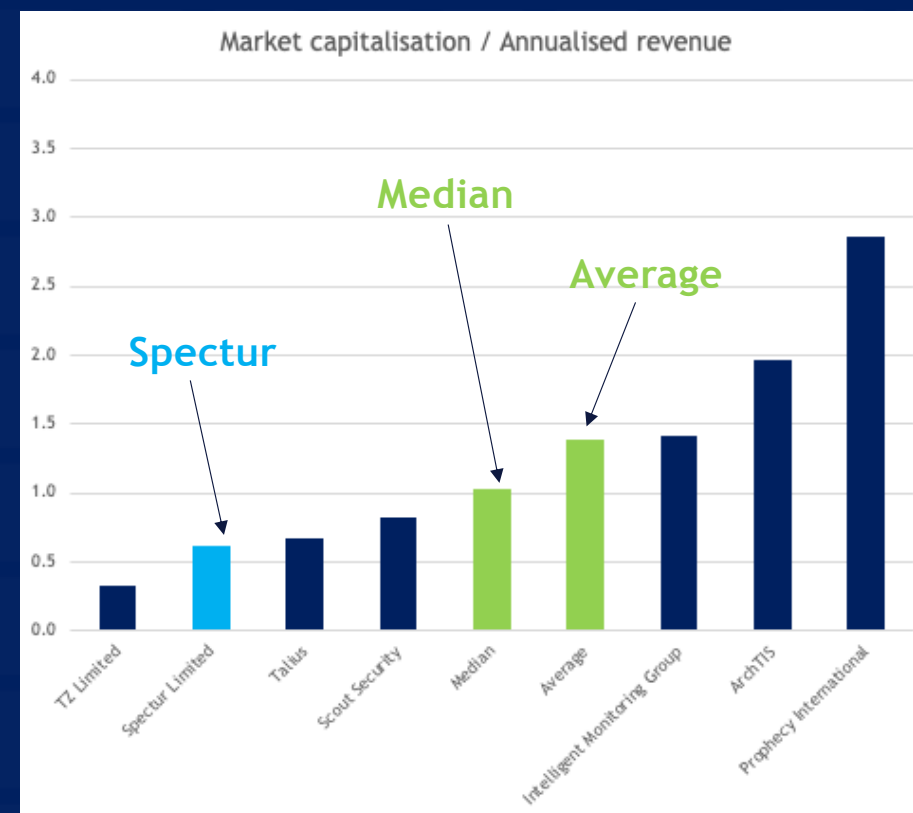
APPWAM Pty Ltd	13.40%
Jomaho Investments Pty Ltd	3.75%
Coastalwatch Holdings Pty Ltd	3.01%
Sandhurst Trustees Ltd <Equit Inv Dragonfly A/C>	2.69%
Mr DJ Cooper (Non-Executive Chairman)	2.57%
National Nominees Limited	2.34%
Mr Peter John Ferris	2.17%
S&K Hodges Investments Pty Ltd	1.94%
Mr George Lontos & Mrs Cristina Lontos	1.72%
Putney Bridge Investments Pty Ltd	1.68%
Fry Super Pty Ltd <INXS Super Fund A/C>	1.57%
Dr GJ Dyson (Managing Director)	1.53%
Anneis Pty Ltd (Non-Executive Director)	1.40%
D & G Amarakoon <Duro Super Fund>	1.36%
Mr Benjamin Young (Executive Sales & Marketing Manager)	1.28%



# Valued below peers



Note:  
1. Based on 19 companies ASX published data as at 10am AWST 10 July 2024 utilizing annualized H1 FY24 total revenue



Note:  
1. Based on 7 companies ASX published data as at 10 July 2024 utilizing annualized H1 FY24 total revenue

# Summary

We are a growing and soon to be profitable technology stock, with an appropriately de-risked balance sheet, leaner operations and solid sales backlog and pipeline.

**Compelling** and proven value proposition

**Undervalued** relative to ASX and security technology peers

**Accelerating** performance and sales growth underpinning future revenue and profitability.



# Contact Us

Investor enquiries  
Spectur Limited (ASX:SP3)



**Gerard Dyson**  
MANAGING DIRECTOR

[investors@spectur.com.au](mailto:investors@spectur.com.au)

**Sense Think Act**

