

Spectur Update – Live Presentation and Q&A today

ASX Announcement | 24 October 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 on Thursday 24 October at 11:30am (AEDT).

The Managing Director of Spectur, Gerard Dyson, will:

- Expand on key observations from Q1 performance;
- Address questions asked before COB Tuesday 22 October; and
- Participate in a live Q&A with online participants, following the presentation.

Click the link below to register for the session:

<https://zoom.us/meeting/register/tJwkcuvpzgJGtA31VHQoDUspEiwPGplqOga#/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

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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 4G or satellite technology to a cloud-based platform.

Spectur has nearly 30 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

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)

Investor Briefing, 24 October 2024

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

Disclaimer

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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.

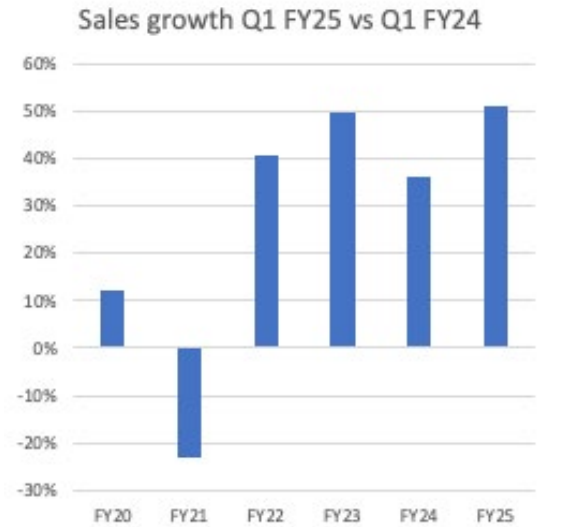
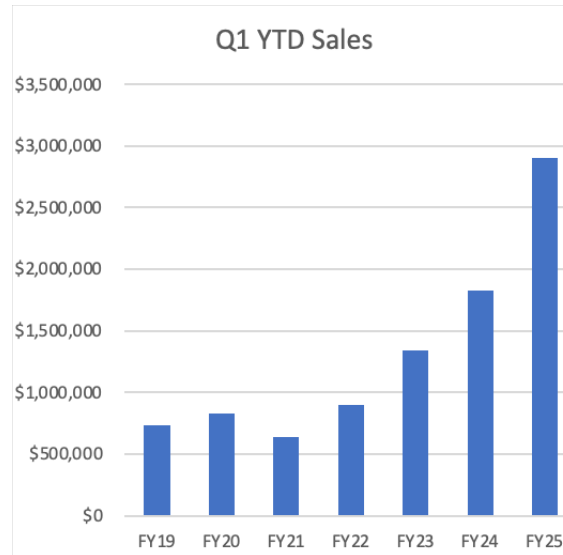
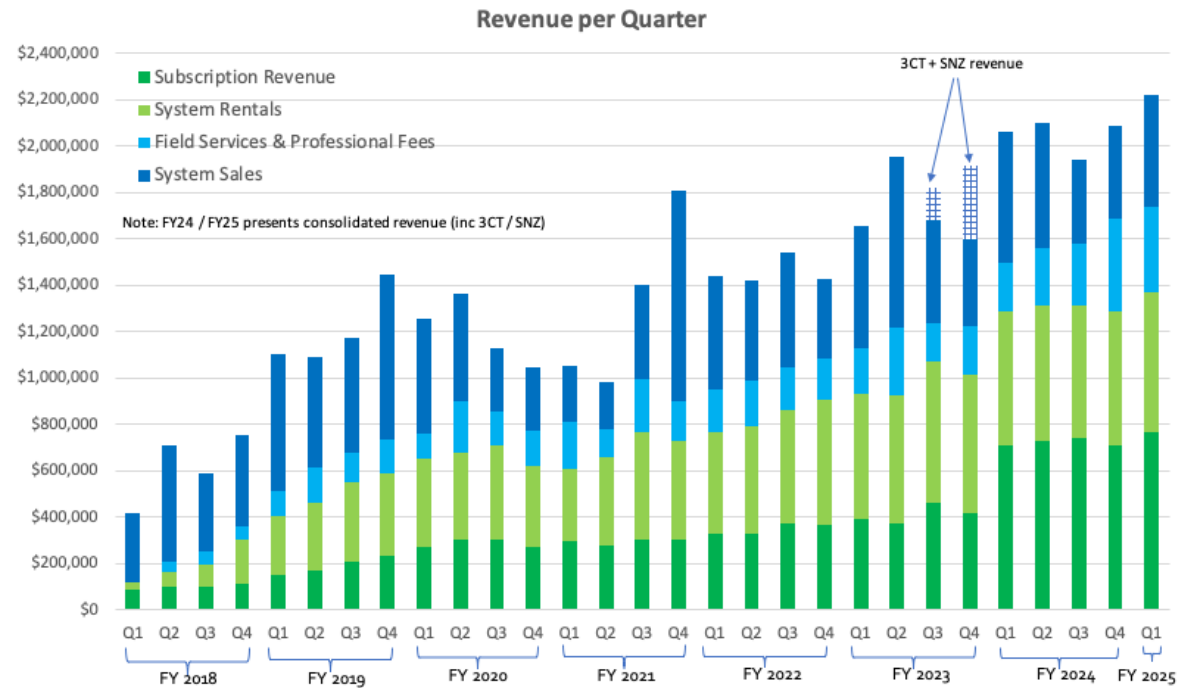
The forward-looking statements made in this presentation relate only to events as of the date on which the statements are made. Spectur Limited will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this presentation except as required by law or by any appropriate regulatory authority.

Quarter 1 highlights

Q1 FY25 Revenue and sales

Highlights

- Total revenue \$2.228m up 8% on Q1 FY24
- Recurring revenue \$1.372m up 6% on Q1 FY24
- Record quarter of sales with \$2.756m up 51% on Q1 FY24
- Opportunities:
 - Distributors
 - Resellers
 - Utilities
 - Government
 - Constructors and developers
- Pipeline continues to grow



Q1 FY24 Cashflow

Highlights

- \$253k of net operating cash used compared to:

\$720k (Q1 FY24)

\$337k (Q4 FY24)

- Receipts up 15% to \$2.602m
- Staff costs \$297k down on Q1 FY24 (\$182k on Q4 FY24)

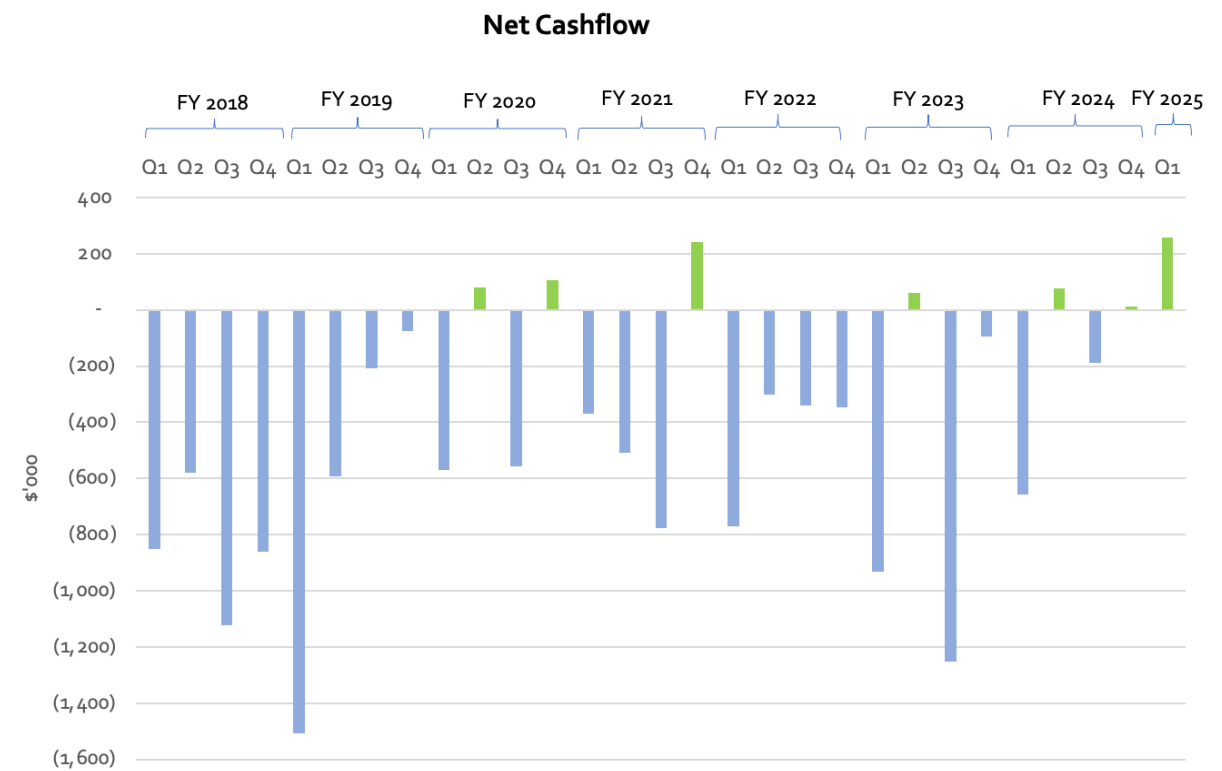
- Product manufacturing and operating costs up \$400k in Q1 FY24 (and \$324k on Q4 FY24)

Componentry and consumables (for stock and rental) up \$149k on Q1 FY24 and \$266k on Q4 FY24

Monitoring costs up \$181k on Q1 FY24 and \$106k on Q4 FY24

One-off project overruns of \$39k (compared to Q1 FY24) and \$54k (compared to Q4 FY24)

- Q1 one-off overhead costs of \$102k
- \$154k increase in rental fleet in quarter.
- Cash balance at end of quarter \$1.023m (including capital raise of \$465k and R&D loan of \$270k).





Capital Structure

Key Metrics as at 21 October 2024

Share Trading Information

ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.018
Market cap	\$5.38m
52 week closing high	\$0.024
52 week closing low	\$0.015

Capital Structure

Current

Shares on issue	298.9m
Performance Rights on issue	60.3m
Unlisted Options	43.8m

Share Register

Top 20 shareholders	51.1%
% of register owned by Board & KMPs	9.01%

Top Shareholders (as at 21 October 2024)

APPWAM Pty Ltd	13.91%
Jomaho Investments Pty Ltd	7.53%
Sandhurst Trustees Ltd <Equit Inv Dragonfly A/C>	3.65%
Dr GJ Dyson (Managing Director)	2.86%
Coastalwatch Holdings Pty Ltd	2.69%
Mr DJ Cooper (Non-Executive Chairman)	2.30%
S & K Hodges Investments Pty Ltd <S & K Hodges Retirement A/C>	1.94%
Mr Peter John Ferris	1.94%
National Nominees Limited	1.74%
Putney Bridge Investments Pty Ltd <Chris & Julia Titley S/F A/C>	1.72%
Benjamin Young (Sales and Marketing Manager)	1.60%
D & G Lontos <Francis Alexandra S/F A/C>	1.54%
Fry Super Pty Ltd <INXS Super Fund A/C>	1.47%
Anneis Pty Ltd <Avlisad A/C>	1.25%
Mr D S Amarakoon & Mrs G G R Amarakoon <Duro Superfund A/C>	1.22%
Peter Dickinson (Chief Technology Officer)	0.95%
Sondance Pty Ltd <Jolpet A/C>	0.93%
Si Corporation Pty Ltd <Santo Carlini DT A/C>	0.92%

Strategic Plan for FY25+

Strategic shifts and emphasis for FY25

Sales and Marketing:

- Selling and marketing integrated Spectur solutions to segments where we can lead. (margin/market dominance)
- For commoditized solutions to core customers, we (will) have Solarcam. (scale)

Technology:

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

Operational:

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

M&A:

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

Summary



Substantial improvements in cash from productivity and FY24 downsizing



All new hardware technology slate, and inventory



Sales and pipeline continue to grow, underpinning future revenue



Heavy operational focus on execution and profitability



Sense Think Act

Questions

From our Investor hub and elsewhere



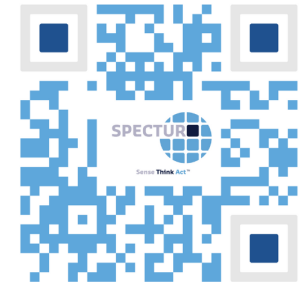
To ask your questions and get answers, visit
<https://investorhub.spectur.com.au/>

Sign up to our investor hub!

Our investor hub delivers on our commitment to provide an enhanced investor experience.

It's a dedicated channel where we can continue to interact regularly with shareholders and investors who wish to stay up-to-date and have their questions answered.

Scan the QR code or visit:
<https://investorhub.spectur.com.au/>



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