

Market Update

MAY 2025

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Spectur at a glance

Investment Highlights

Over 15 years of experience in solar powered AI-driven protection, safety, and warning solutions.

Proven product-market fit, >2,900 devices deployed and >600 customers and a deepening moat through integrated AI, sensing, and communication platforms.

~\$3 billion in addressable markets across Government, Utilities, Construction, Telecommunications, and Council sectors, underpinned by regulatory, ESG and safety drivers.

Growing recurring revenue base with **>60% of revenues recurring** and high margin products.

Positioned for sustainable, profitable growth with a disciplined strategy to fund future expansion from operations rather than dilution.

Transitioning to a scalable SaaS and managed services model

Introducing Our New CEO



ANTHONY SCHMIDT
Chief Executive Officer

Anthony is an experienced senior executive with a proven track record of delivering transformation and growth in technology, operations, and customer-focused businesses.

He joined Spectur in early 2024 as General Manager - Operations and was appointed Acting CEO in January 2025 and confirmed as CEO on April 1st, 2025.

Previously, Anthony led Scancam, an anti fuel theft AI enforcement business, from startup through to acquisition, and brings deep expertise in scaling B2B technology ventures, operational turnaround, and commercialisation strategy.

Why Spectur, Why Now?

“I believe Spectur has an incredible foundation. A technology stack that offers real-world impact and a huge opportunity to evolve into a market leader in SaaS-enabled solutions in solar powered technology. My focus is on strengthening that foundation, unlocking profitable growth, and delivering meaningful, lasting value for all shareholders.”

Anthony Schmidt, CEO



About Us

Our Mission

To lead Australia in solar-powered visual
AI technology, delivering innovative solutions
that empower safer, more secure, cleaner,
and more sustainable businesses and communities
– anywhere, anytime.

What We Do

Spectur protects communities, organisations, and critical infrastructure by delivering intelligent, proactive visual solutions that operate where traditional systems fail – in remote, unpowered, and challenging environments.

Our unique, modular platforms combine solar-powered hardware with advanced sensing, thinking, and acting AI software technologies – transforming passive surveillance into intelligent systems that detect, decide, and respond in real time.



Our Industries



The Challenges We Solve



No People

- Security and surveillance
- Safety and warning
- Environmental monitoring
- AI platforms



No Data Cable

- Temporary locations
- Remote locations
- Harsh environments
- 4/5G connectivity
- Starlink compatible



No Power Cord

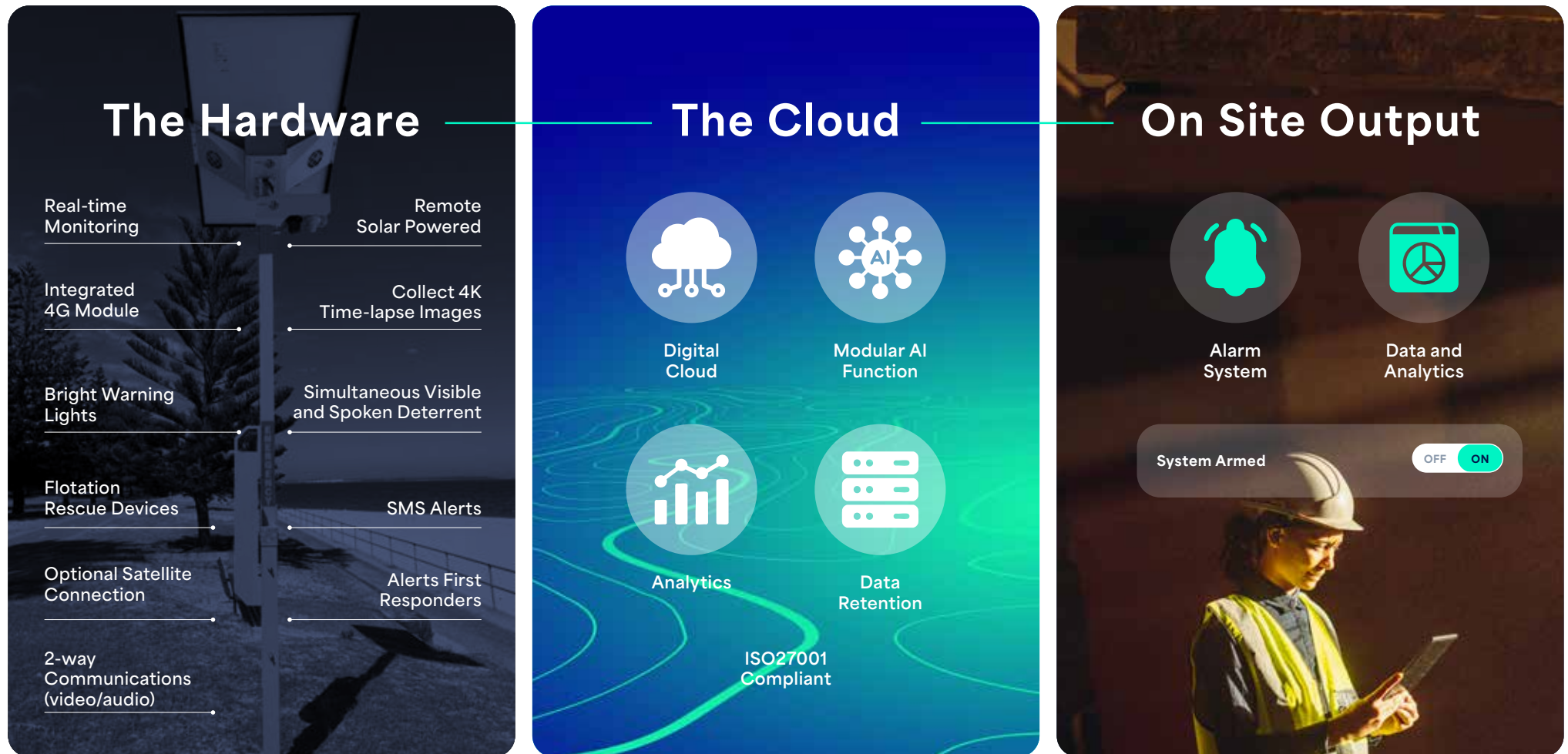
- Unpowered locations
- Robust and versatile
- Diverse applications
- Scalable solar solutions
- Go where others fail

for the people
we serve


any location,
anytime

all across
the country

And How We Solve Them



Alternatives Compared

	Conventional CCTV	Personnel	Doing Nothing	 SPECTUR
Senses	✓	✓	-	✓
Thinks	-	✓	-	✓
Acts	-	✓	-	✓
Works without power cable	-	✓	N/A	✓
Always on	✓	-	N/A	✓
OK in harsh environments	✓	-	N/A	✓
Cost effective	✓	-	N/A	✓
Comments	<i>Needs high degree of human interaction</i>	<i>Not feasible in most environments</i>	<i>#1 Competitor</i>	<i>The only cost-effective end-to-end solution</i>



Our Offering

Our Offering



Hardware



Cameras

HD7: Single-camera solar platform for high-definition surveillance.

STA7: Solar powered and versatile system offering up to 4 camera coverage.

240X: Mains-powered, adaptable for indoor and outdoor applications.

ERB7: Emergency Response Beacon providing visual and audible alerts in critical situations.

SS7: The dual camera workhorse designed for cost effective construction solutions.



Power

STA-Power:

Modular solar battery system ensuring continuous power supply

STA-Power Trailers:

Mobile, rapid-deployment units for flexible surveillance

Enablement Platform for Custom Solutions:

Powers bespoke safety, AI, monitoring, or emergency systems beyond traditional surveillance—opening up new verticals like environmental sensing, communication relays, and warning devices.



Installation

Flexible Installation Options

Our systems are designed for flexibility, with installation options ranging from permanent in-ground mounts to relocatable concrete blocks and mobile trailer bases.

This versatility allows us to meet the needs of diverse environments – from urban infrastructure projects to remote, rugged sites.

Hardware

SOLAR-ENGINEERED FOR AUTONOMY

Purpose-built to operate independently in remote and off-grid environments, Spectur systems integrate high-efficiency solar arrays with intelligent STA power modules to maximise uptime and performance—day and night.

INTEGRATED POWER & CLOUD PLATFORM

Our hardware is fully integrated with Spectur's cloud infrastructure, enabling real-time system health monitoring, AI processing, and device management. Intelligent telemetry modules report on power, performance, and environmental conditions.

INDUSTRIAL-GRADE DESIGN

Engineered for harsh Australian conditions—heat, wind, dust, and rain—using corrosion-resistant materials, sealed housings, and passive thermal regulation for long-term field reliability.

HIGH-DEFINITION, INTELLIGENT VISION

Advanced cameras with edge-AI capabilities support licence plate recognition, behavioural analytics, time-lapse, and live streaming—delivering situational awareness and automated alerts when it matters most.

STA-Power Module

Smart, Modular Solar Power for the Edge

Powering Critical Systems, Anywhere.

The **STA-Power** module is Spectur's proprietary solar battery solution, engineered to deliver **continuous, autonomous power**. More than just a solar battery, STA-Power is the intelligent backbone that enables flexible, long-term operation of security, surveillance, and warning systems without reliance on the grid.

Modular Solar-Battery Architecture

Scalable design to suit varied power loads and environmental conditions—ideal for high-demand AI applications, remote sites, and diverse form factors.

Always-On, Always-Available

Delivers reliable 24/7 operation with smart charging, deep-discharge protection, and intelligent energy prioritisation.

Hardware Agnostic

Enables integration of third-party cameras, sensors, and communication devices—Spectur or non-Spectur—thanks to universal voltage and interface options.

Seamless STA Ecosystem Integration

Native compatibility with Starlink or e/5G connections, provides the vital link to the cloud for real time alerts, warnings and calls to action.

Built for Australia's Harshest Environments

Rugged construction tested in coastal, arid, and high-temperature conditions to support mission-critical uptime for months or years.



Software

Spectur's software ecosystem powers intelligent, real-time responses to safety, security, and environmental challenges. Our platform capabilities span detection, alerting, monitoring, AI-driven analysis, live streaming, and data capture—enabling customers to act faster, reduce risk, and operate more efficiently.



Spectur Connect

Our core cloud platform that enables remote device management, alert configuration, health monitoring, and system automation across the fleet.




Envirocoms

A specialised solution for environmental monitoring and public safety communications, ideal for government and research-based applications.



Secure Go

A mobile-friendly app interface for live notifications, real-time alerts, and visual verification of events—empowering field response teams.



Live Stream

Enables low-latency, high-quality video feeds from remote locations, supporting real-time surveillance and operational awareness.


Together, these solutions form a scalable software suite that transforms standalone cameras into powerful, AI-enabled edge devices—delivering visual intelligence and actionable insights to our customers.

Professional Expertise

At Spectur, our team of dedicated professionals brings deep expertise across engineering, AI, IoT, and field deployment to deliver tailored, high-impact solutions for our clients.

From initial consultation through to deployment and ongoing support, we partner with clients to solve complex problems—enhancing safety, compliance, and operational efficiency in even the most remote or demanding environments.





At Spectur, our value lies not just in the components we build, but in the complete solutions we deliver. By combining solar-powered hardware, intelligent software platforms and expert professional services, we turn complex challenges into outcomes that matter.

**End-to-End Solutions that
Protect, Inform and Empower**

Our Solutions

Our solutions are actively deployed across Australia, delivering safety, security, and critical warnings where they're needed most:



Autonomous Security Solutions for asset protection.

Combine with alarm monitoring and guard security, for a complete protection system.



Critical Infrastructure Defense

Remote and rapid deployment to reduce threats and secure critical infrastructure.



Illegal Dumping

Enabling authorities to provide better amenity against illegal rubbish dumping.



Emergency beacons

With integrated voice support for remote and high-risk environments.

Our Solutions Continued



Maritime Safety

Provide the community with live waterway conditions, vital for planning safer trips to sea.



Project Management

Review progress of large-scale projects overtime manage deliverable.



Shark Safety

Remote and rapid deployment for government & council to reduce threats and secure critical infrastructure.



Environmental monitoring

Including flood detection and data logging for water authorities.

Competitive Advantages



Completely Automated

No humans needed
Solves full problem with three key features

Sense
multiple sensors

Think
makes decisions

Act
useful action



Deployable Ready

No grid or recharging needed

Runs 24/7

Rapid deployment

Cost, power and data efficient

Engineered for harsh rugged environments



Fully Integrated

Many devices, one interface

Easy to use via application or via website

APIs for multiple integrations

Fully programmable

Presents all data in one place



Modular and Open

Designed as a platform

Suits 3rd party cameras, sensors, AI, data sources



100% Australian

Data stays in Australia

Australian designed and manufactured

Eliminates security issues from foreign technology

Zero native competitors



Purchase, Lease or Rent

To suit all commercial imperatives

Only turnkey solution for resellers



Market Opportunity

Market Opportunity

Spectur operates within a large and expanding market for AI-enabled, solar-powered sensing and communication solutions. Our long-term opportunity spans diverse geographies—including major metropolitan and regional areas across Australia, with future expansion potential into global markets.

\$3B addressable market across Australia.

Expanding global potential in protection, environmental monitoring, and remote safety.

Strong tailwinds from government safety mandates, ESG initiatives, and cost-efficient infrastructure.

Opportunity exists across all sectors with minimal penetration to date, positioning Spectur for accelerated expansion.

Scope of Opportunity: Immediate Indicators in Australia

Sector	Current Deployments	Total Addressable Market in Australia
Beaches	>200 devices installed	12,000 beaches
Construction	>250 customers	5,750 medium and 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



Company Performance

Business Model and Revenue Streams

Pivot to recurring revenue SaaS – change over time

SUBSCRIPTION

Recurring SaaS -
Software Licences
for use of systems

36% of revenue

RENTAL INCOME

Rental and
lease models
(recurring)

29% of revenue

HARDWARE SALES

Full systems (requires
subscriptions)

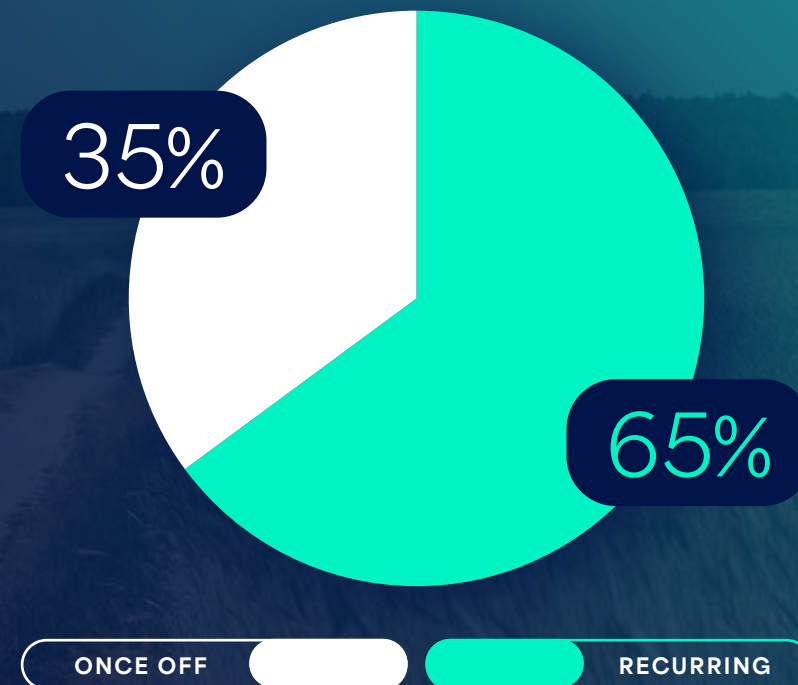
18% of revenue

SERVICES & MAINTENANCE

Income from
maintenance, field
and professional
services

17% of revenue

REVENUE SPLIT FIXED AND RECURRING



As of March 31st 2025 unaudited.

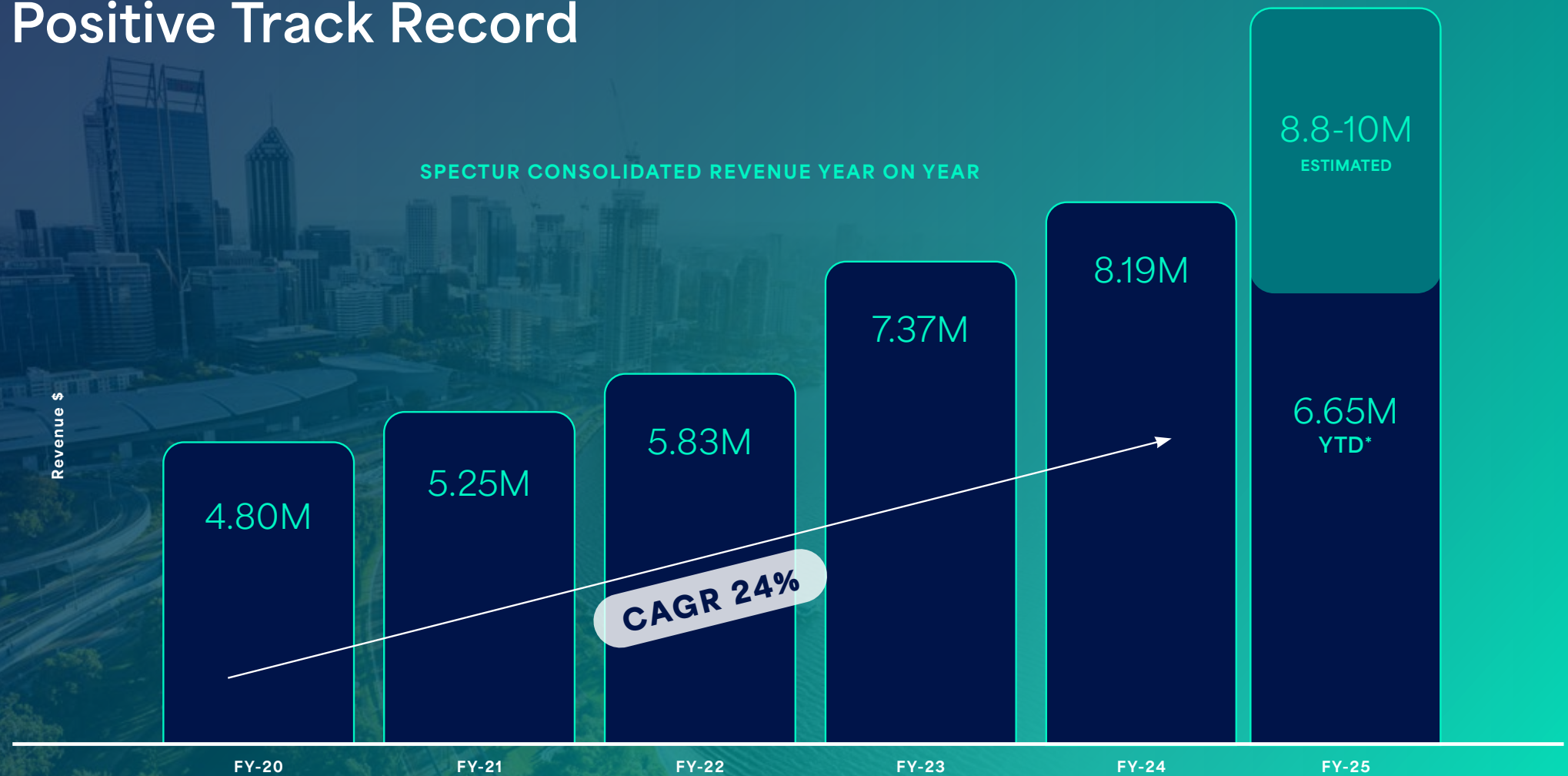
Strong Quarter on Quarter Performance

FIXED INCOME VS RECURRING INCOME



Audited to December 31st, forecast as per guidance

Positive Track Record



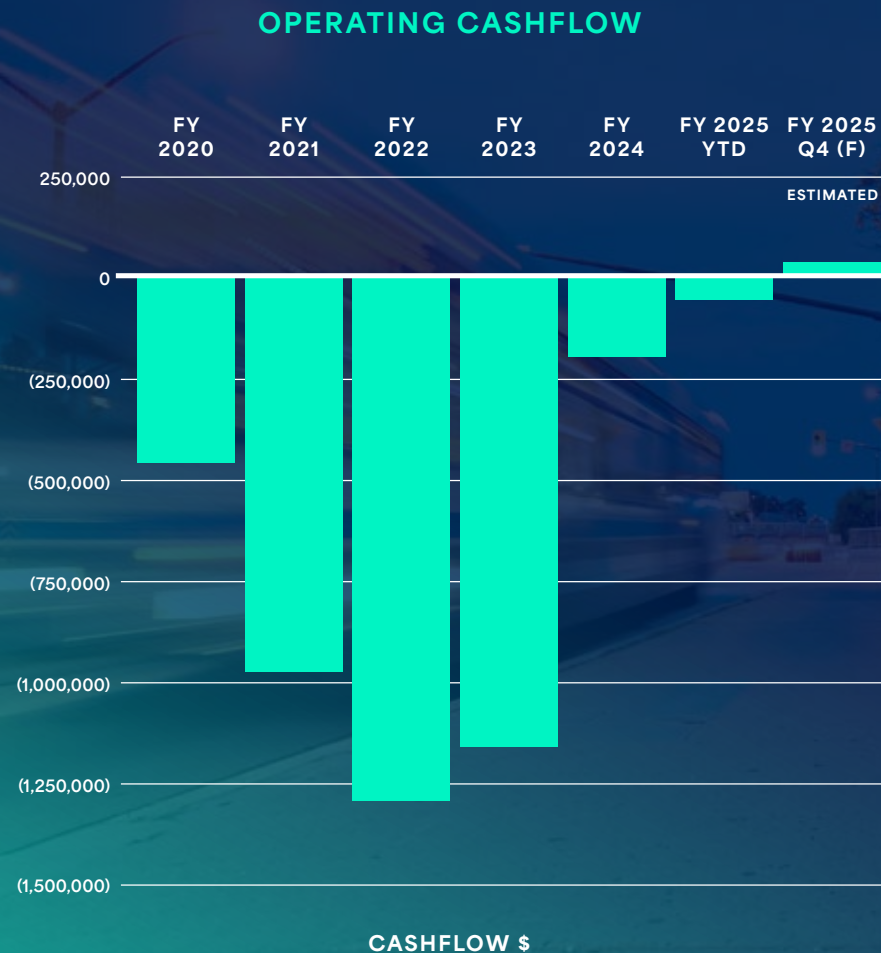
* as of March 31st, audited *forecast unaudited.

Operating Cashflow

After a period of aggressive development and growth in strategic operations, the company is now optimising for sustainable, positive cashflow.

Our growth strategy will focus on self-sustaining cashflow, rather than dilutionary equity raises.

Expected to become operational cashflow neutral by the end of June 2025 with more than \$1.5M p.a. of cost reduction initiatives implemented.





Strategic Outlook

Growth Strategy and Roadmap

Our 1-2 Year Priorities

SCALE SOFTWARE & AI PLATFORM

Investment in cloud infrastructure and cost optimisation

Implementation of companywide ISO27001 accreditation

Unlock solutions-based offerings with expanded AI capability

EXPAND HARDWARE PLATFORM OFFERINGS

Commercialise STA-Power and mobile trailers

Increase flexibility through hardware-agnostic platform integrations

Launch SS7 product post MVP soft launch

GROW RECURRING REVENUE

Drive Maintenance and Managed Service offerings

Deepen enterprise and government contracts

Expand SaaS and subscription offerings

Increase rental volume with the competitive SS7 solution

RESTRUCTURE & REPOSITION FOR GROWTH

Complete cost base reset to enable self-funded strategic expansion

Overhaul of internal ERP and systems for scaling.

Commercial Pipeline & Market Opportunity

Key Pipeline Initiatives

Rock Fishing safety pilot (ERB)

Expansion of warning systems:
shark alerts, bushfire, muster points, ERB and flood monitoring

Government safety and environmental monitoring projects, including vessel monitoring

Further expansion into
telecommunications and critical infrastructure

Major Sector Opportunities

Critical Infrastructure:
24-site monitoring ongoing and asset protection in telecommunications

Resources:
Evacuation system automation for miners and explosive suppliers

Regional Councils:
Post-flood monitoring

Coastal Councils:
People counting, public safety, tourism data

Construction:
Olympics and other large infrastructure projects

National Parks:
monitoring and data collection

Strategic Focus

Mature AI capabilities to continue to add value in solution solving and high margin products

Expansion of safety and warning systems

Increase SaaS revenue streams and solutions

Launch new Market Solutions

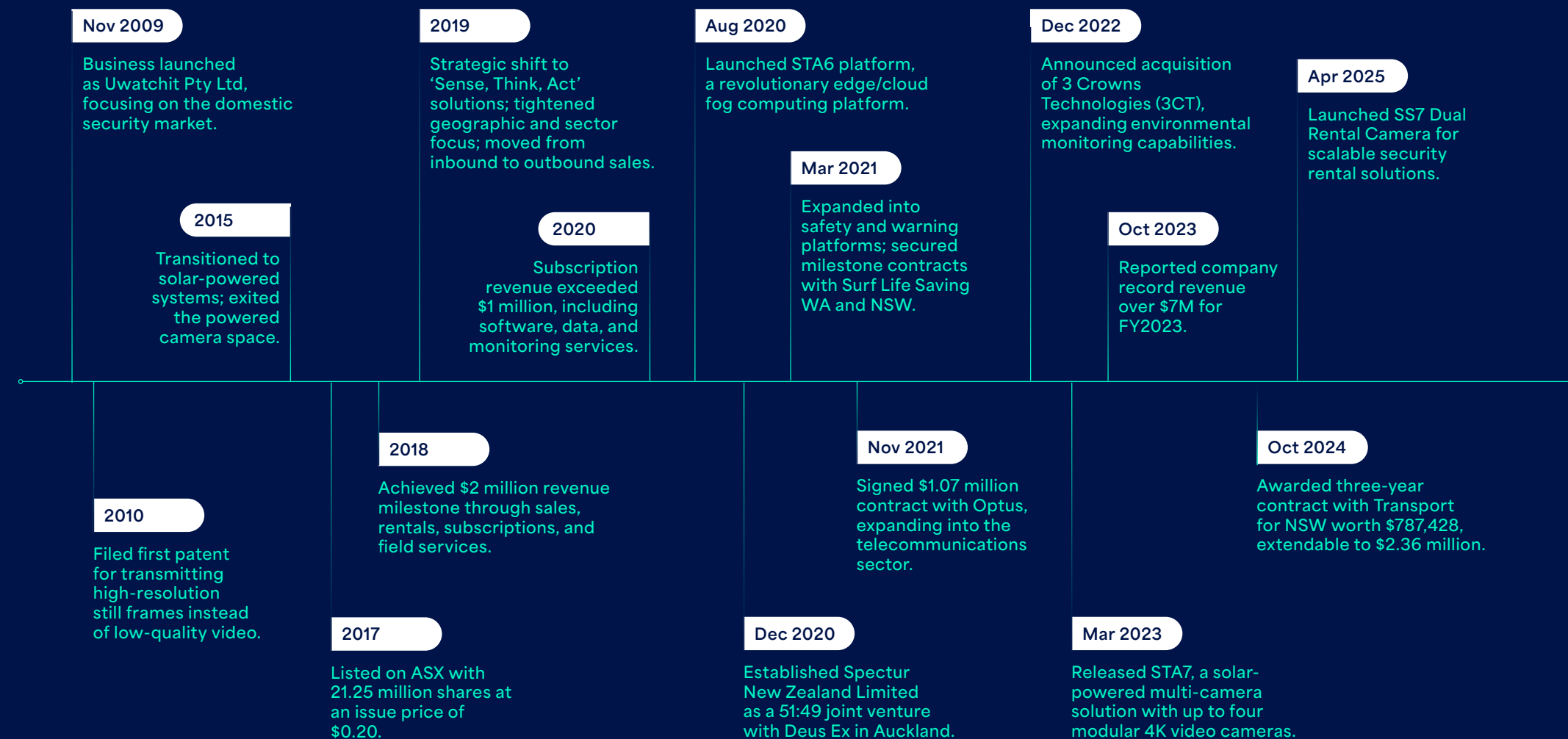
Drive National Footprint

ISO27001 implementation to further solidify government and enterprise accessibility.



Appendices

Investment Highlights Timeline



Capital Structure

Key Metrics at 05 May 2025

Share Trading Information

ASX Code	SP3
Listed on ASX	01/08/2017
Current Share Price	\$0.013
Market Capitalisation	\$4.0M
52 Week Closing High	\$0.24
52 Week Closing Low	\$0.11

Capital Structure

Shares on Issue	308,150,124
Current Performance Rights on Issue	40,411,727
Unlisted Options	60,327,374

Share Register

Top 20 Shareholders	58.9%
% of Shares owned by Board and KMPs	8.9%

Top Five Shareholders

	Shares	% Owned
APPWAM PTY LTD	56,688,575	18.40%
JOMAH INVESTMENTS LTD	22,524,644	7.31%
DARREN JOHN COOPER	12,284,655	3.99%
SANDHURST TRUSTEES LTD <Equity inv Dragonfly>	11,162,678	3.62%
GERARD JOHN DYSON	8,564,604	2.78%

The Board



DARREN COOPER
Non-Executive Chairman

Accomplished executive with over 20 years' leadership experience across property development, financial services, and listed company operations.

Darren holds a Bachelor of Business and a Masters of Applied Finance and is also a GAICD.

[Joined Spectur in 2018](#)



GERARD DYSON
Non-Executive Director

Gerard has more than 25 years experience across a range of local and global roles. Dr Dyson holds Honours and PhD qualifications in Engineering as well as a Bachelor of Commerce and Advanced Diploma in Business Management. He is also a GAICD.

[Joined Spectur in 2019](#)



MARCO DA SILVA
Non-Executive Director

With over 21 years of experience, Marco is the CEO of Grant Transformers and the Managing Director of Antipodes Power Solutions, specialising in power conditioning and renewables.

Marco's expertise lies in electrical engineering and manufacturing. He is passionate about providing specialised solutions tailored to meet customers' precise needs.

[Joined Spectur in 2023](#)



SUZIE FOREMAN
Company Secretary

Chartered accountant with 25+ years' experience across startups to ASX 300 companies in the UK and Australia.

Specialist in corporate governance, financial reporting, and ASX company secretarial services.

[Joined Spectur in 2017](#)

Investment Thesis

Making communities safer, smarter and more sustainable.

Cost base reset to position for profitable growth

Scaling cloud and AI platform

Deep technology moat and value proposition with large accessible market.

Drive to fund capital from operations and drive investment in growth from surplus rather than dilution.

Position company to high value SaaS and service provider business.

Grow existing and add to recurring revenue Streams

Expand national footprint and addressable markets.



CONTACT DETAILS

Anthony Schmidt, CEO

Email: investors@spectur.com.au

Phone: 1300 802 960

Website: www.spectur.com.au

ASX Code: SP3



**See it all,
Secure it all.**