

SPECTUR



# SPECTUR LTD INVESTOR DECK

AUGUST 2017 | ASX:SP3

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# SUMMARY



## Industrial Technology Company operating in the following markets:

Autonomous Security;  
Remote Monitoring; and  
Video Surveillance as a Service (VSaaS) markets.

## Market leading primary product is the Spectur HD4 security camera system

### Immediate Growth plans:

To expand sales Australia wide;  
Increasing percentage of recurring revenues from VSaaS; and  
Expand industries targeted including construction, civil engineering, mining, energy, government and critical infrastructure.

### Current revenue forecast:

\$1.325m for FY17, a strong base for growth.

### Large and global growing market:

Increasing demand for security, remote asset monitoring and VSaaS;  
Forecast industry Compound Annual Growth Rate of 15% +\* in all categories.

\* Source: Transparency Market Report

# THE PROBLEM



## **Ineffective and costly traditional forms of site and asset security**

which includes fixed guards, security patrols, guard dogs and fencing do not provide adequate security or stop site intrusions and are relatively expensive.



**Growing need from mining, utilities and government to cut the cost** of securing, monitoring and managing remote assets.



**Major cost to many global industries** from site theft and site/asset damage.



**Cost** of installation of powered video surveillance systems is expensive, including laying of cables, connection to mains power etc.



# THE SOLUTION



## **Super intelligent security systems:**

Spectur's camera systems provide live intelligent monitoring and live intruder response systems on site, while live images are uploaded to the cloud, a web based client interface which is managed and controlled by the back end platform, which is linked to analytical software and professional monitoring stations, forming a total security system.



## **Autonomous asset monitoring systems:**

Spectur's camera systems can provide live autonomous monitoring of critical infrastructure and assets through the use of additional plug ins including a range of sensors via the inputs and outputs.



## **Rapid and simple deployment:**

Non-powered means fast installation by a Spectur technician or the option to ship direct to clients for self installation, which opens reseller and global market penetration strategies.



## **Cost savings:**

Spectur's security camera systems are able to be installed and monitored for a lower cost than traditional security solutions.

**IOT (INTERNET OF THINGS) MANAGEMENT PLATFORM, ALLOWS THE SYSTEM TO MANAGE MULTIPLE DEVICES WITH A DIGITAL OUTPUT.**

**The global physical security market** is estimated to be valued at approximately **US\$71.17 billion in 2016**

The VSaaS market by **services** was estimated to be valued at US\$1.28 billion in 2016 which is forecast to grow at circa 28%\*

The VSaaS market by **hardware** was estimated to be valued at US\$21.5 billion in 2016 which is forecast to grow at circa 15% \*

Video surveillance and VSaaS **could replace a large portion** of the physical security market

- 28 million HD CCTV cameras are forecast to be shipped globally (2016);
- The total **raw capacity** of enterprise storage used for video surveillance is **forecast to increase by 48% (2016);**

The disruptive growth in remote monitoring and remote management vs physical site attendance can drive take-up via cost savings and increased physical safety.

\* Source: Transparency Market Report

# EARLY COMMERCIAL SUCCESS



## 1

### SEVEN YEARS

The technology has been developed by Spectur over seven years including over 5,000,000 camera hours operation in the field;

## 2

### 99.5%

Operational uptime target for the Spectur HD4 of 99.5%;

## 3

### 800 CAMERAS +

Over 800 camera systems currently deployed in the field;

## 4

### CLIENTS

Existing clients include federal and local government organisations, industrial and commercial companies in Australia;

## 5

### REPEAT BUSINESS

Customer retention at high levels and a large portion of sales from repeat business or referrals; and

## 6

### REVENUE

Revenue CAGR growing in excess of 40% pa over the last three years (FY2015 to FYF2017).

# RAPID GROWTH PLANS



**Dominate the Australian market:** expansion into all states to drive revenues and camera installations

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**Target new industries:** to capitalise on demand for remote asset monitoring and autonomous management

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**Research and Development:** bringing new products and service extensions to market

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**Global strategy:** target US and other markets (pending international certifications)

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**Sector Acquisitions:** Seek to acquire or partner with synergistic technology and operating businesses that can assist with growth.



# RESEARCH AND DEVELOPMENT A POINT OF DIFFERENCE



- Research and Development centre in Melbourne to become the centre of Company wide R&D efforts;
- New product lines in various stages of the development to ensure an ongoing two year new product development pipeline;
- Targeting Security, Video, VSaaS and IOT markets for commercial and industrial grade products and services; and
- Potential for corporate activities via acquisition and partnerships to expand product technology, distribution and services capability.

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**THE COMPANY IS BUILT ON ONGOING RESEARCH AND DEVELOPMENT AND HAS A STRONG PIPELINE OF PRODUCTS AND SERVICES THAT IT PLANS TO DEVELOP AND BRING TO MARKET AS PART OF IT'S AGGRESSIVE GROWTH STRATEGY**

# INDUSTRIES THAT UTILISE VIDEO SURVEILLANCE AND VaaS



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

**OIL AND GAS  
CONSTRUCTION  
STORAGE YARDS  
POWER GENERATION  
ASSET/PROJECT MONITORING  
GOVERNMENT (FEDERAL & LOCAL COUNCILS)  
CRITICAL INFRASTRUCTURE  
PROPERTY MANAGEMENT  
AGRICULTURE  
ENVIRONMENTAL  
SECURITY  
MARINE**

# THE SPECTUR REVENUE MODEL



## UP FRONT REVENUES INCLUDE:

**Direct sales** of camera systems to end customers;

**OEM (Original Equipment Manufacturer) or reseller** sales of camera systems; and

**Rentals of camera systems.** Delivery of camera systems to site on daily or monthly rental terms.

## RECURRING REVENUES INCLUDE:

**Camera software and cloud storage.** A monthly fee is charged for ongoing use of the intelligent camera software, cloud based software and cloud storage;

**Video Surveillance as a Service (VSaaS) / full monitoring station integration.** Clients can opt to have their system monitored by Spectur via a professional security monitoring station in addition to on-site and autonomous alarm systems and client monitoring; and

**Spectur provides data plans for 3G/4G mobile connectivity.**

# THE BOARD OF DIRECTORS AND SENIOR MANAGEMENT



**RICHARD WILKINS**  
EXECUTIVE CHAIRMAN



**PETER HOLTON**  
MANAGING DIRECTOR



**STEPHEN BODEKER**  
NON-EXECUTIVE  
DIRECTOR



**ANDREW HAGEN**  
NON-EXECUTIVE  
DIRECTOR



**SUZIE FOREMAN**  
COMPANY SECRETARY



**DR NICK LE MARSHALL**  
TECHNOLOGY AND  
DEVELOPMENT  
MANAGER



# CAPITAL STRUCTURE / TOP 10 SHAREHOLDERS



**41,000,000 Fully Paid Ordinary Shares - FPO**

**13,250,000 Options (20c 2020)**

**21,000,000 Performance Shares (revenue milestones)**

TOP TEN - FPO	Number	%
1 GILLIAN WOODFORD	2,500,000	
2 MR PETER ANTHONY	2,000,000	
3 CHARLES RICHARD WALLACE WILKINS	1,592,500	
4 PETER WILLIAM HOLTON & SARAH JANE FRANCES HOLTON	1,520,000	
5 PABASA PTY LTD	1,125,000	
6 OLDVIEW ENTERPRISES PTY LTD	1,065,785	
7 L C RINALDI	1,000,000	
8 BASAPA PTY LTD	1,000,000	
9 DRP 2006 SUPER PTY LTD	717,500	
10 GASMERE PTY LTD	715,000	
<b>TOTAL</b>	<b>13,235,785</b>	<b>32.3%</b>



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## MANAGING DIRECTOR

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