

ASX Announcement | 14/06/2019

Spectur Limited (ASX:SP3)

Spectur Reaches Agreement on \$1m Debt Facility to Support Continued Growth

Highlight

- Reaches agreement with Westpac Banking Corporation (ASX:WBC) on the key terms of a \$1.0 million debt facility, subject to credit approval, final due diligence and execution of a Facility Agreement
- The debt facility will allow Spectur to continue the rapid execution of its strategic plan
- The flexibility of the debt facility enables Spectur to respond to dynamic opportunities
- In addition to the debt facility, Spectur had over \$1m cash at bank as at June 1, 2019
- Spectur is in a period of sales growth, having just recorded a month of record revenue

Security systems and cloud-based technology solutions company Spectur Limited (ASX:SP3) ("Spectur" or "the Company") is pleased to announce that it has secured key terms for a debt facility ("the facility") from Westpac Banking Corporation (ASX:WBC) ("Westpac").

The key attributes of the facility include:

- A revolving line of credit of \$1.0 million;
- Total margin of 4.18% over Bank Bill Rate – "all in" pricing of 7.20% p.a.;
- Secured by a General Security Agreement given by the Company; and
- Subject to various other draw down terms and conditions.

Credit approval is anticipated prior to end of FY'19, with finalisation and settlement of the facility expected shortly thereafter.

Debt facility to support continued growth and risk management

The debt facility will provide a valuable additional source of funds that will enable the Company to continue pursuing its strategy and secure operating cash flow for fluctuations associated with higher value orders.

This month, Spectur sold 12 Thermal Imaging Cameras to provide deterrence solutions for a large scale solar energy farm, valued at \$137,000 in direct sales revenues, with additional recurring Software as a Service (SaaS) fees. The order is illustrative of Spectur's ongoing development of the utilities sector and the higher value opportunities arising from this industry.

The ability to draw down on a credit facility in real-time in response to future dynamic opportunities will increase the financial agility of the Company as it pursues market dominance in its targeted sectors.

The debt facility comes at a time of strong growth for the Company, which last month achieved a record month of revenue of \$516,000 [ASX Announcement: June 11, 2019]. The record revenue was a result of a combination of higher-value orders from larger customers and higher-margin product sales.

Following the record month, Spectur expects to deliver full-year revenue of \$4.6m, consistent with earlier guidance. The Company had over \$1m cash at bank (as at June 1, 2019).

Spectur Executive General Manager and incoming Managing Director (effective July 1, 2019) Gerard Dyson said: "We are very pleased with the agreement we have reached with Westpac. Obtaining this facility greatly increases our ability to grow aggressively and manage our working capital requirements. This facility is a key enabler of our ongoing growth strategy, which in May resulted in a record month of revenue."

Ends

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ABOUT SPECTUR

Spectur Limited (ASX:SP3) is an Australian-based company which owns the rights to its innovative hardware and disruptive cloud based IOT and security systems which operate in Australia. The two largest industries that Spectur currently services are the government / utilities sector and the building/construction/civil industry. Spectur's core products are solar powered deterrence and surveillance systems and associated cloud based platform. These systems incorporate cameras, lighting, audible warnings and a hardware IoT platform. The systems are remotely accessed and connected via 3G/4G technology to a cloud based platform. Spectur has also added long distance, 24-hour thermal camera surveillance and off-grid warning systems to complement its existing product base. The Company is implementing a strategic growth plan to build market dominance in the Australian government and utilities sector whilst continuing to grow and service the building/construction/civil industry.

To learn more, please visit: www.spectur.com.au

ABOUT WESTPAC

Westpac Banking Corporation (ASX:WBC) is Australia's first bank and oldest company, one of four major banking organisations in Australia and one of the largest banks in New Zealand.

To learn more, please visit: www.westpac.com.au

