

Spectur Limited (ASX:SP3)

Annual General Meeting October 2021

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Agenda

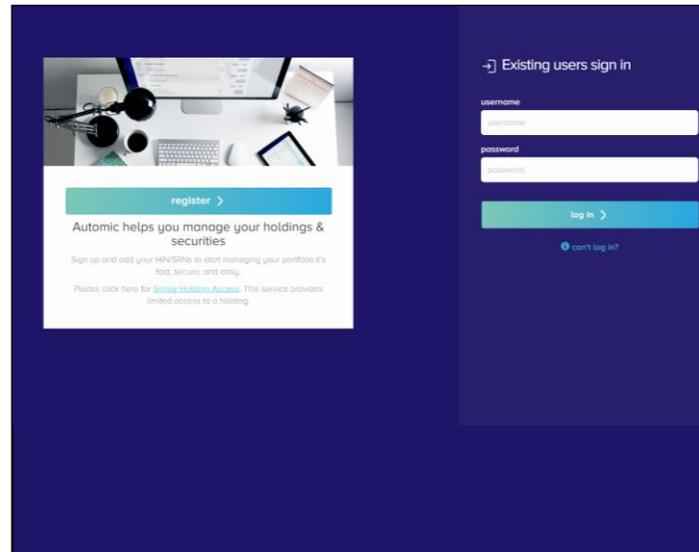


- 1. Welcome to the Annual General Meeting of Spectur and Introduction**
- 2. Open Polling**
- 3. Table proxy results received**
- 4. Resolutions**
- 5. Questions on the resolutions**
 - Open floor and online meeting for questions
- 6. 2-minute time period for final votes – and poll closure**
- 7. Close formal meeting and advise timing of final votes**
- 8. Spectur AGM presentation**
- 9. Questions on the AGM presentation and Spectur business**
- 10. Close meeting**

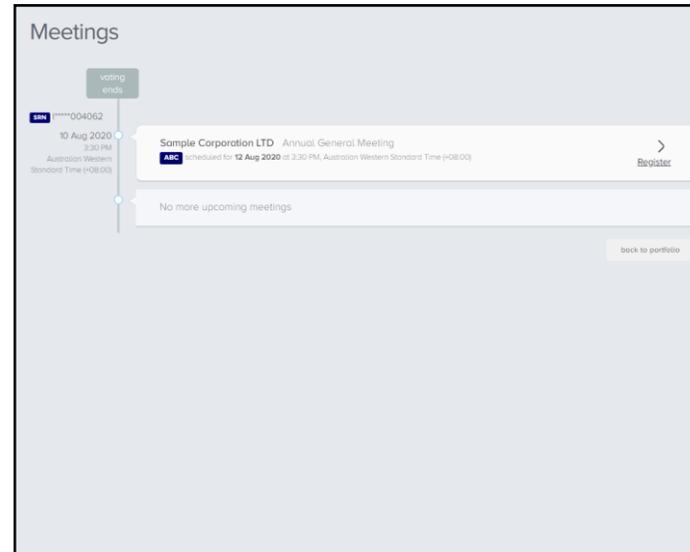
Registration and voting

1. Log in or register at:

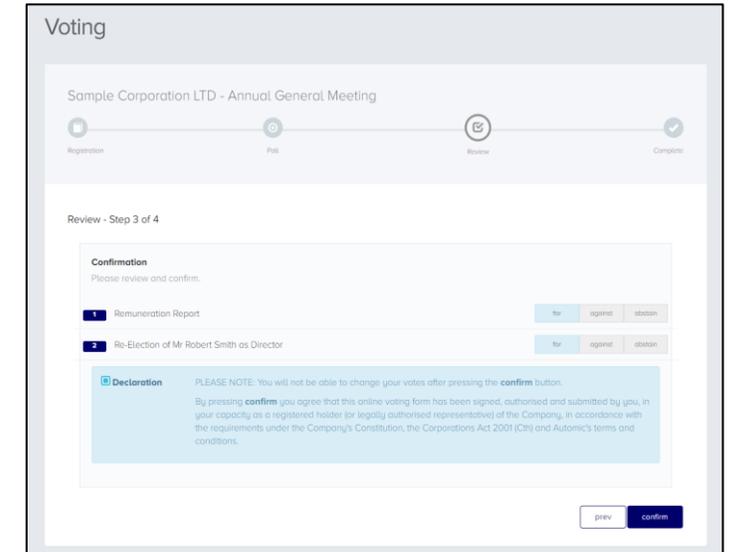
<https://investor.automic.com.au/#/home>



2. Click view and register your attendance for the meeting



3. Record your vote. Once you confirm it is lodged and final



To contact support:
Call 1300 816 159

Proxy Voting Summary

Resolution	For		Against		Discretionary		Totals	Exclusions	Abstain
	Votes	%	Votes	%	Votes	%	Votes	Votes	Votes
1 Adoption of Remuneration Report	19,693,916	99.80%	35,000	0.18%	5,000	0.03%	19,733,916	4,569,937	-
2 Re-election of Director – Ms Bilyana Smith	19,728,916	99.97%	-	-	5,000	0.03%	19,733,916	4,569,937	-
3 Approval to Grant Director Incentive Options to a Director under Employee Incentive Plan – Mr Gerard Dyson	19,693,916	99.80%	35,000	0.18%	5,000	0.03%	19,733,916	4,569,937	-
4 Approval to Grant Director Incentive Options to a Director under Employee Incentive Plan – Ms Bilyana Smith	19,693,916	99.80%	35,000	0.18%	5,000	0.03%	19,733,916	4,569,937	-
5 Approval to Grant Incentive Options to a Director under Employee Incentive Plan – Mr Darren Cooper	19,693,916	99.80%	35,000	0.18%	5,000	0.03%	19,733,916	4,569,937	-
6 Approval to Grant MD Performance Rights to a Director under Employee Incentive Plan – Mr Gerard Dyson	19,693,916	99.80%	35,000	0.18%	5,000	0.03%	19,733,916	4,569,937	-
7 Approval to Grant Facility Options to Lender	15,623,916	99.74%	35,000	0.22%	5,000	0.03%	15,663,916	4,569,937	4,070,000



SPECTUR

Annual General Meeting Company Presentation

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Making our communities safer

Our Vision

To harness the power of natural resources to make autonomous sensing, thinking and action available anywhere, anytime.



Spectur on a page



Focused market sectors

- Government, utilities and institutional
- Building and construction

Australia and New Zealand

- Presence in four states + NZ and growing
- Expanding reseller network

Solutions for high value problems

- **Deterrence** of crime
- **Surveillance** to improve productivity
- **Warnings** to protect communities
- **Communication** platforms for safety
- **Time-lapse** for marketing and management
- **Sensing and AI** for efficient operations
- More coming...

Spectur “Uniques”

- Low power and data consumption
- Integrated platform for multiple applications
- Solar powered, programmable “fog computing” platform
- Custom solutions with production line pricing
- Works better

Spectur DNA

- Design, build, deploy and support hardware and software
- Solar and battery powered / wireless hardware platforms that sense, think and act
- Simple integrated web and app interfaces
- Buy, rent or lease
- Provide solutions and, increasingly, platforms

Capital structure, share price and volume



Key Metrics as at 26 Oct 2021	
Share Trading Information	
ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.09
Market cap	\$9.6m
52 week closing high	\$0.115
52 week closing low	\$0.05
Capital Structure	
Shares on issue	106.3m
Unlisted Options @ 0.10 Exp 30/06/2024	2.2m
Performance Rights on issue	8.5m
Share Register	
Top 20 shareholders	35.2%
% of share register owned by Board & KMPs	4.44%

Top Shareholders (at 26 October 2021)	
National Nominees Limited	4.8%
D & G Amarakoon <Duro Super Fund>	3.4%
Charles Wilkins (Founder)	2.9%
Darren Cooper (Non-Executive Chairman)	2.4%
Dr Malaka Ameratunga	2.4%
Mr Peter Ferris	1.7%
A Gunawardena & T Fernando <Serotutor Superfund A/c>	1.6%
Ms Snezana Bowden	1.5%
Gerard Dyson (Managing Director)	1.4%
Fry Super Pty Ltd <INXS Super Fund A/c>	1.3%
Mr Alistair Charles Jackson	1.2%
BNP Paribas Nominees Pty Ltd	1.2%



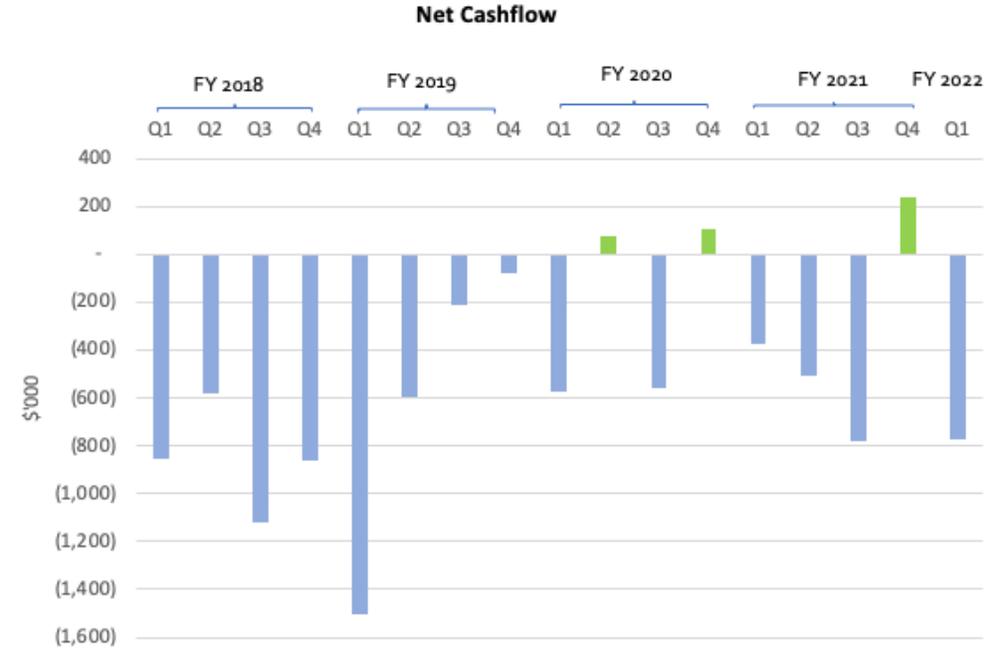
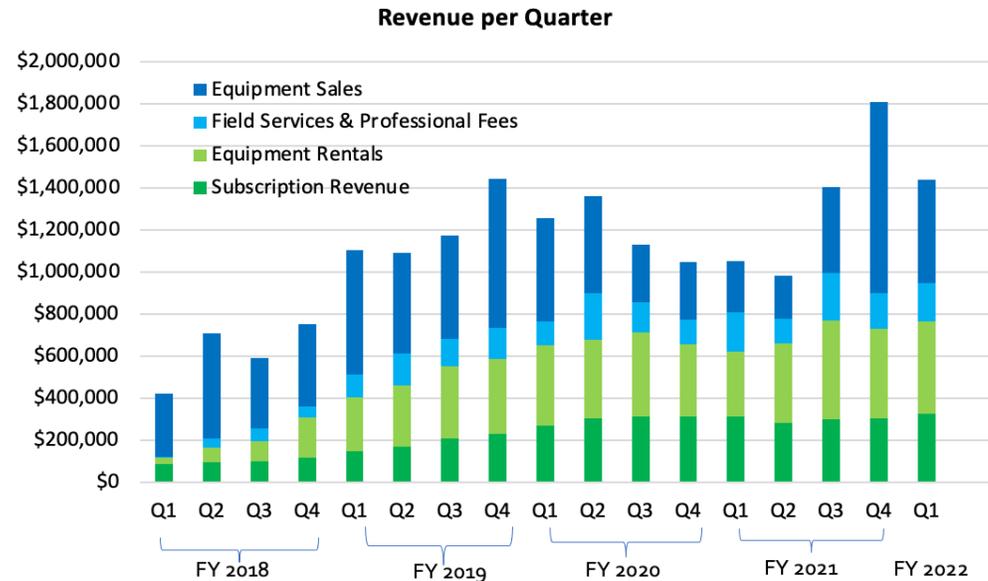
Financial Highlights



Key numbers

Growth and progress at end of Q1 FY22

- FY21 Revenue \$5.2m, (Q1 FY22, \$1.44m)
- Cash at 30/9/21 \$0.92m, undrawn loan facility of \$1.5m
- Best Q1 and best September in history



Immediate lookahead

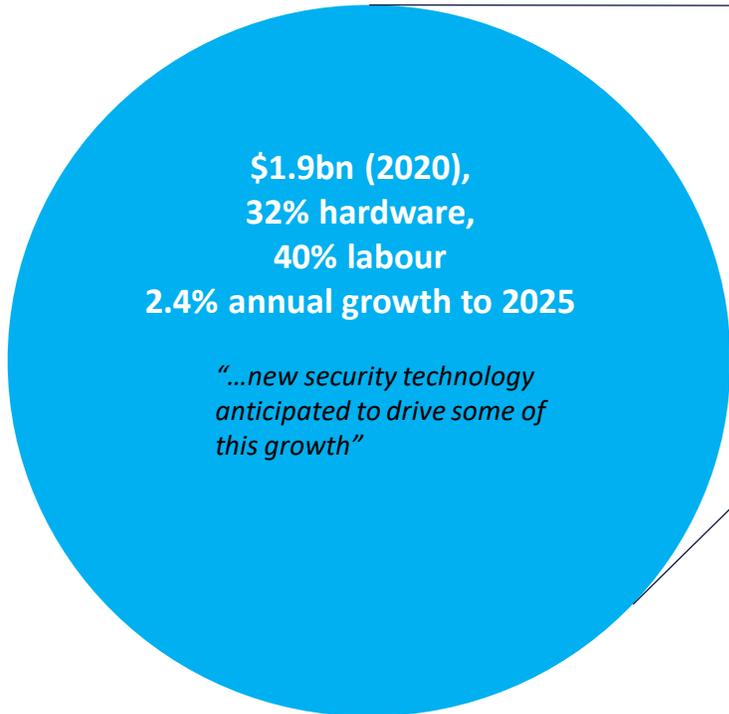
- Probability weighted pipeline of \$2.68m at end of Q1 FY22
- Entering seasonal high period, coinciding with lockdown easing



Addressable market



Current market size and projection for security system installation and monitoring in Australia¹

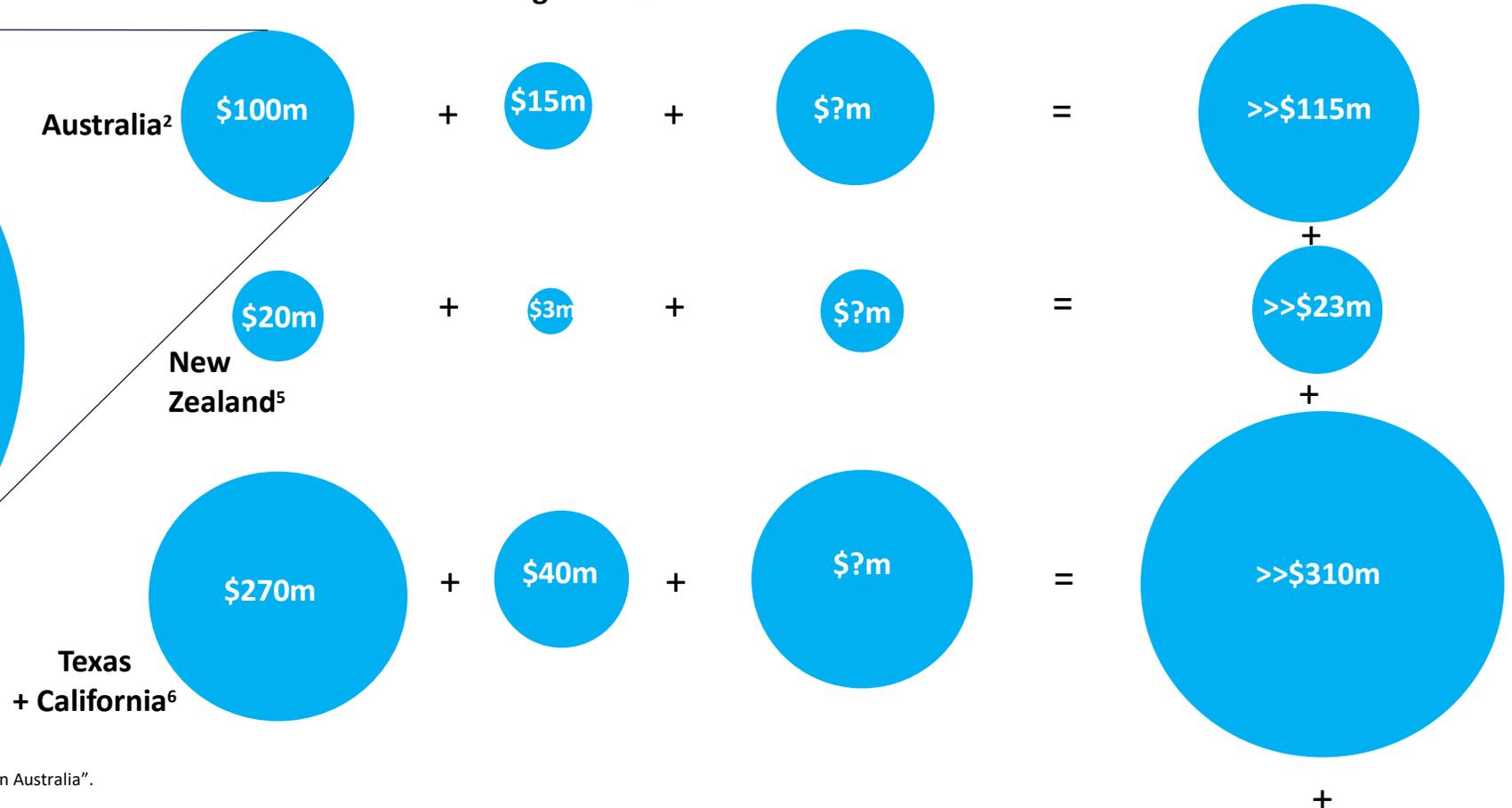


Estimated solar / outdoor security market

Estimated solar / outdoor safety & warning market³

Solar / outdoor smart city, IoT sensing and controls market⁴

Total addressable market for Spectur



1. Source: IBIS World, May 2020, "Security System Installation and Monitoring in Australia".
2. Conservative estimate that 5% of total market is outdoors.
3. Estimate that outdoor safety and warning market is 15% of security market in Australia (based on Spectur sector experience)
4. At 20% CAGR, Smart Cities market size expected to touch a Value USD 297.7 Billion by 2026, Says Facts & Factors (cited in GlobalNewsWire: April 29, 2021 09:07 ET)
5. Population of Australia is 25.8m (2021) and New Zealand is 4.9m. (19% of Australia) – prorating ostensibly similar markets
6. Population of Texas and California in 2021 is 29.2m and 39.5m (68.7m or 266% of Australia) – prorating comparable markets

Rest of the world with regular sunlight? >>>\$?m

Past and pending strategic performance

FY21 Outcomes

Good

- More than \$2m of work from customers with accounts >\$100k
- Major update on brand and marketing
- Expanded reseller network (Spectur NZ)
- Launch of new technology platform (STA6)
- Revenue recovery in H2

Challenges

- COVID-19, associated lockdowns and impacts
- Challenges in supply chain
- Launch of new technology platform

FY22 Outcomes and plans

Good

- Record September and rentals (to date)
- SWC5 launched
- Successful application and trials of multiple 3rd party AI

Challenges

- COVID-19 and associated lockdowns and impacts
- Challenges in supply chain

Planned

- STA7 (a global platform) and modular power
- Ongoing focus on differentiated customers
- Scalable production model (for volume and global customers)
- Systems and process maturation to match scaling

FY23 plans

Strategy

- STA7 (a global platform) in production
- Expansion of safety and warning solutions
- Expansion of 3rd party sensing and AI
- Geographic expansion
- M&A acceleration

Improving size and quality of sales opportunities

Opportunities in pipeline

Security and surveillance

- Expansion of number and scale of telecommunication customers
- Growing interest from mining construction customers
- Defense asset security
- Water utilities
- Resellers and security industry / integrators
- Local councils
- Power utilities
- Major constructors and construction alliances for infrastructure projects

Sensing

- For security applications
- Asset management

AI and smart cities

- People counting and associated analytics
- Traffic management and counting
- Parking applications
- Lighting solutions
- Mesh networking

Safety and warning

- Expansion with current customers
- Beach warning systems in states outside of WA and NSW
- Inland waterway protection and warning
- Local council interest and expansion
- Deployment of first aid solutions / emergency response

Concluding remarks

- Strong recovery in H2 FY21
- Record Q1 of \$1.44m (particularly impressive given Spectur's seasonality historically favours Q2 and Q4)
- \$2.68m weighted sales pipeline (\$6.3m unweighted)
- >\$2.4m accessible capital
- Recurring revenue run rate of >\$3.1m / year (based on September results)
- Expanded product and solution platform (with safety, warning and communications extensions)
- Better cash / revenue performance forecast for Q2 compared to Q1
- COVID impacts lessening
- Production and sourcing issues extensively mitigated
- Building a platform for future expansion

Spectur has a unique offering in a large accessible market and a strategy to realise the potential.

Contact Details

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