Spectur Business Update and Webinar Invitation

ASX Announcement | 16/5/2022

Monday 16 May 2022: Solar security, sensing and visual AI solutions and platforms company Spectur Limited (ASX: SP3) ("Spectur" or the "Company") will provide updates to new and existing investors in person and via webinar.

Join Managing Director of Spectur Gerard Dyson for a live and interactive investor briefing where he will discuss the ongoing progress of the Company, its significant market opportunity and the board's strategic plans.

Click here to register for the session:
https://spectur.investorportal.com.au/investor-briefing/

After registering, you will receive a confirmation email containing a calendar invitation and information about joining the webinar.

The attached presentation forms the basis of the market update.

Ends.

This ASX release is authorised by the Board of Directors of Spectur Limited

For further information, please contact:

Gerard Dyson
T: +61 (08) 9414 9059
E: investors@spectur.com.au

Sophie Bradley (IR Executive)
T: +61 450 423 331
E: IR@reachmarkets.com.au

About Spectur

Spectur Limited (ASX: SP3) is an Australian company with the vision to make communities safer through the use of technology. The company offers sales, rental and subscription services built around its flagship camera and sensor-based security platform, the first and currently only solar-powered, programmable solution with low data-dependency and near limitless applications.

Currently, Spectur has a first-mover advantage and no direct competition in a market spanning Australia, NZ and the US, with strategic plans to expand sustainably. The company has demonstrated successful growth with more than 500 clients including Optus, the WA Government and the major construction companies.

To stay up to date on company news and announcements, please register your details on the Spectur Limited investor portal (https://spectur.investorportal.com.au/).

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



Spectur Limited (ASX:SP3)

Market update, May 2022

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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. SpecturLimited 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.

About Spectur

Sense Think Act





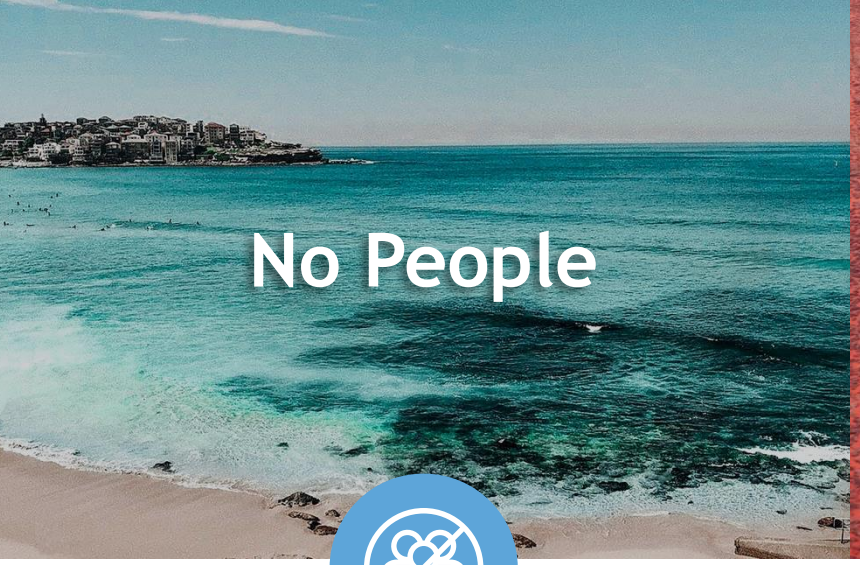
Our Mission

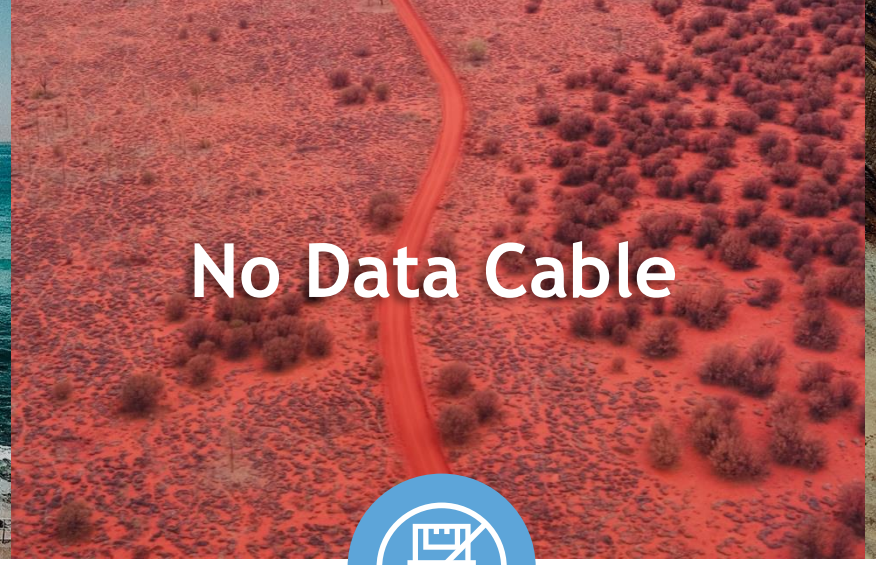
We make **communities safer in remote and unpowered areas** by providing the only surveillance solution that can spot a problem, make a decision and take an action – without a cabled connection.

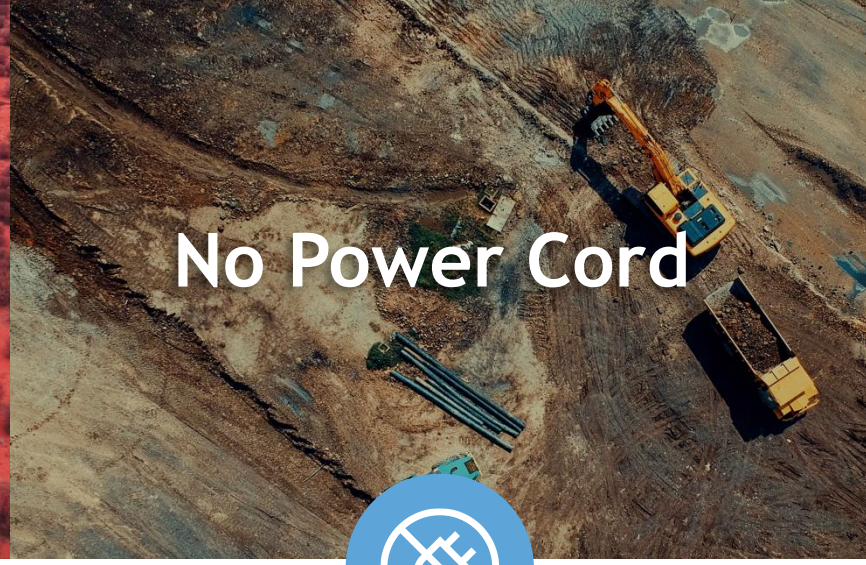


Who we are

- Surveillance solutions that **don’t need people, power or data cables**
- End-to-end solution, using AI to **sense, think and act**
- **Only technology** of its kind – #1 alternative is to do nothing
- **Proof of concept** in Western Australia & **growing rapidly**
- Sizeable **market opportunity** to roll out in ANZ and US







The challenges we solve

How to improve safety and security in off-the-grid settings?

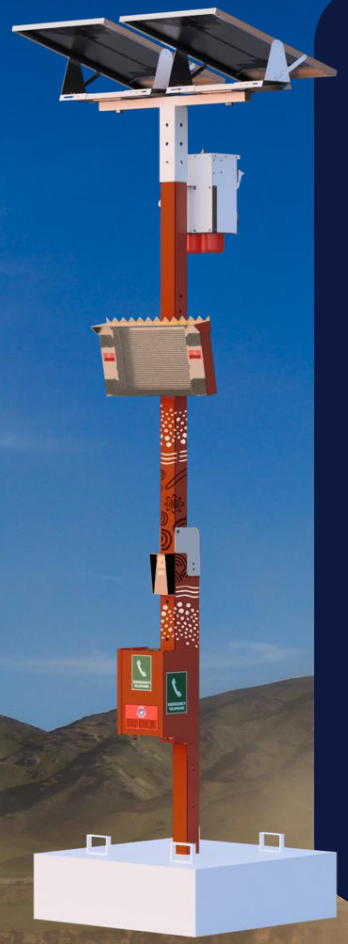
- Trespassing
- Theft
- Illegal dumping
- Hooligans
- Bushfire
- Vandalism
- Floods
- Tsunamis
- Shark attacks
- Earthquake

Pain points

- Increasing frequency and consequences of events
- Peoples' sensitivity to risk growing
- Many areas where current solutions fail

How we address these challenges

ON DEVICE



Sense
- Up to 360-degree vision
- Many different sensors
- Always sensing

Think
- On-the-edge AI
- Recognises risk & decides action
- Optimises power & data usage

Act
- On-site (sirens, lights, etc)
- Off-site (via cloud)

- WiFi
- 3G, 4G
- Satellite

Cloud
- Cloud sense
- Cloud think
- Cloud act
- User settings
- Storage

Client
- App
- Web
- VMS
- Alerts

3rd Parties
- AI via APIs
- First responders
- External parties

Example: Campsafe Australia[1]

Making remote campsites in WA safer

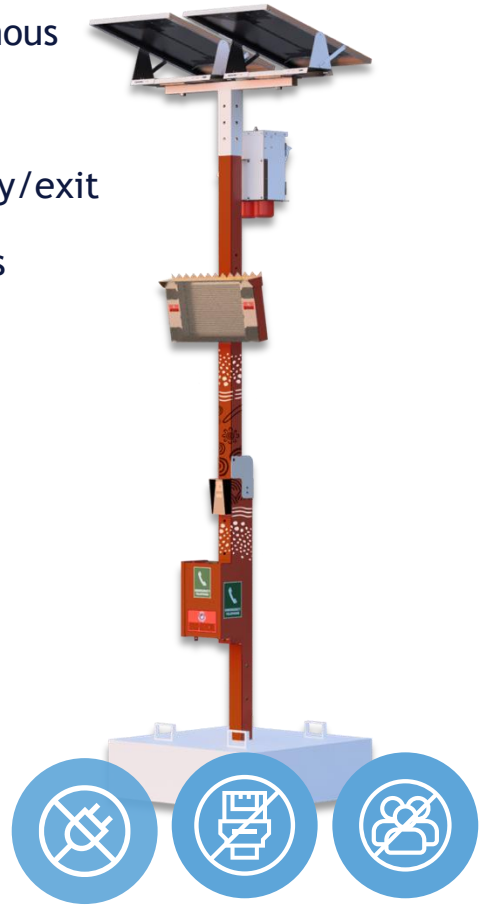
Challenge

- Who is where and when?
- Are campers OK?
- How to warn them of dangers?
- How can they get help?
- How to deter anti-social behaviour?
- How to prosecute crime?



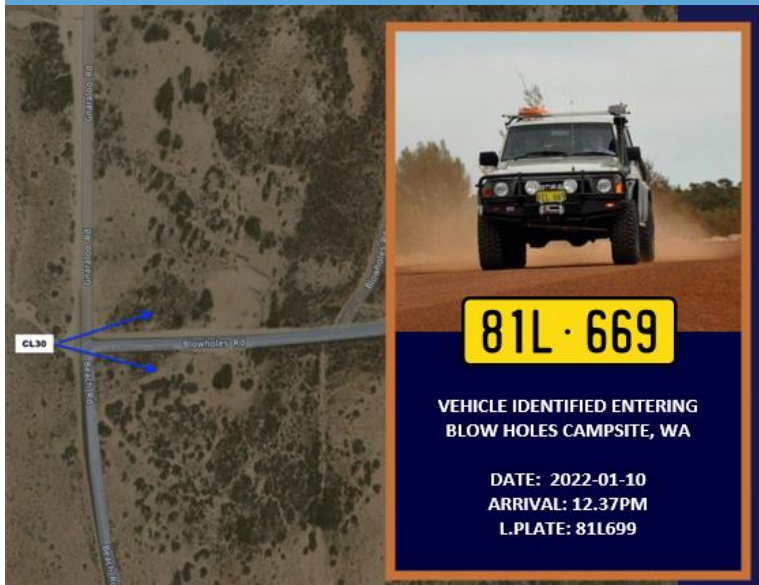
Solution

- Fully wireless and autonomous
- Live view
- Records license plate, entry/exit
- Emergency sirens, speakers
- Video phone
- Connected to
  - Emergency services
  - Warning systems
- Fast & easy deployment
- Low cost



Effect

- Ability to warn
- Deterrent of crime
- Emergency communications
- Increased safety for campers



1: Campsafe Australia is currently being tested for wider rollout

Unique competitive advantages



Sense - Think - Act

- Solves full problem
  - **Sense:** multiple sensors
  - **Think:** make decisions
  - **Act:** do something useful
- No humans needed

Deployable remotely

- No grid/recharging needed
- Runs 24/7
- Rapid deployment
- Cost efficient

One integrated solution

- One device, one interface
- Easy use via app or web
- APIs for multiple integrations
- Fully programmable

100% Australian

- 100% Australian designed, coded and manufactured
- Eliminates security issues from foreign technology
- Zero native competitors

Alternatives compared

	CONVENTIONAL CCTV	PERSONNEL	DO 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	✓
Comment	*Needs high degree of human interaction*	*Not feasible in most environments*	*#1 competitor*	*The only cost-effective end-to-end solution*

Company Update

Sense Think Act



Revenue model

	EQUIPMENT SALES	SUBSCRIPTIONS	RENTALS	SERVICES
Description	Full system (requires subscription)	Use of service after purchase (app, data etc)	Limited-time use (rental and lease models)	Development, customisation, integration, installation, relocation, support
Client need	Prefers CAPEX / lowest lifecycle cost	Mandatory with equipment sales	Prefers OPEX / lowest up front cash costs	Bespoke solutions and other needs
Revenue share[1]	32%	24%	32%	12%
Growth Trend[2]	+57%	+17%	+20%	+2%

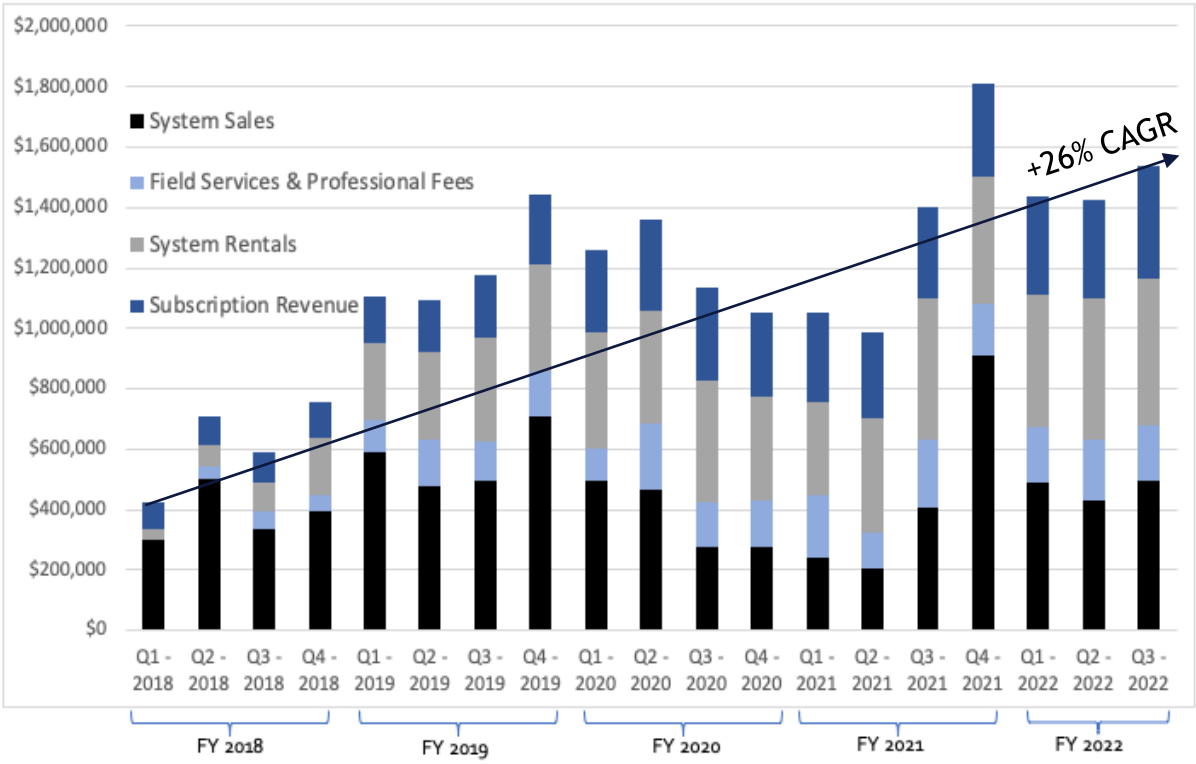
1: Q3 FY22 YTD
2: Revenue Q3 FY22 YTD vs Q3 FY21 YTD
3: Annualised recurring revenue

ARR[3]

Strong track record as basis for growth

- >2,000 devices deployed with >500 clients
- **Revenue growing fast** and sticky (55% ARR)
- Growing share of **institutional contracts**
- Record and growing sales **pipeline**
- **Dominant WA position** ($2.4m rev, ~25% market share)

Revenue per Quarter



Market Opportunity

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Industry applications and use case examples

Target industries

- Construction and building
- Local, state, federal government
- Utilities
- Community services
- Asset managers
- Transport and logistics
- Industrial, energy, resources
- Security service providers
- AI companies

Use case examples

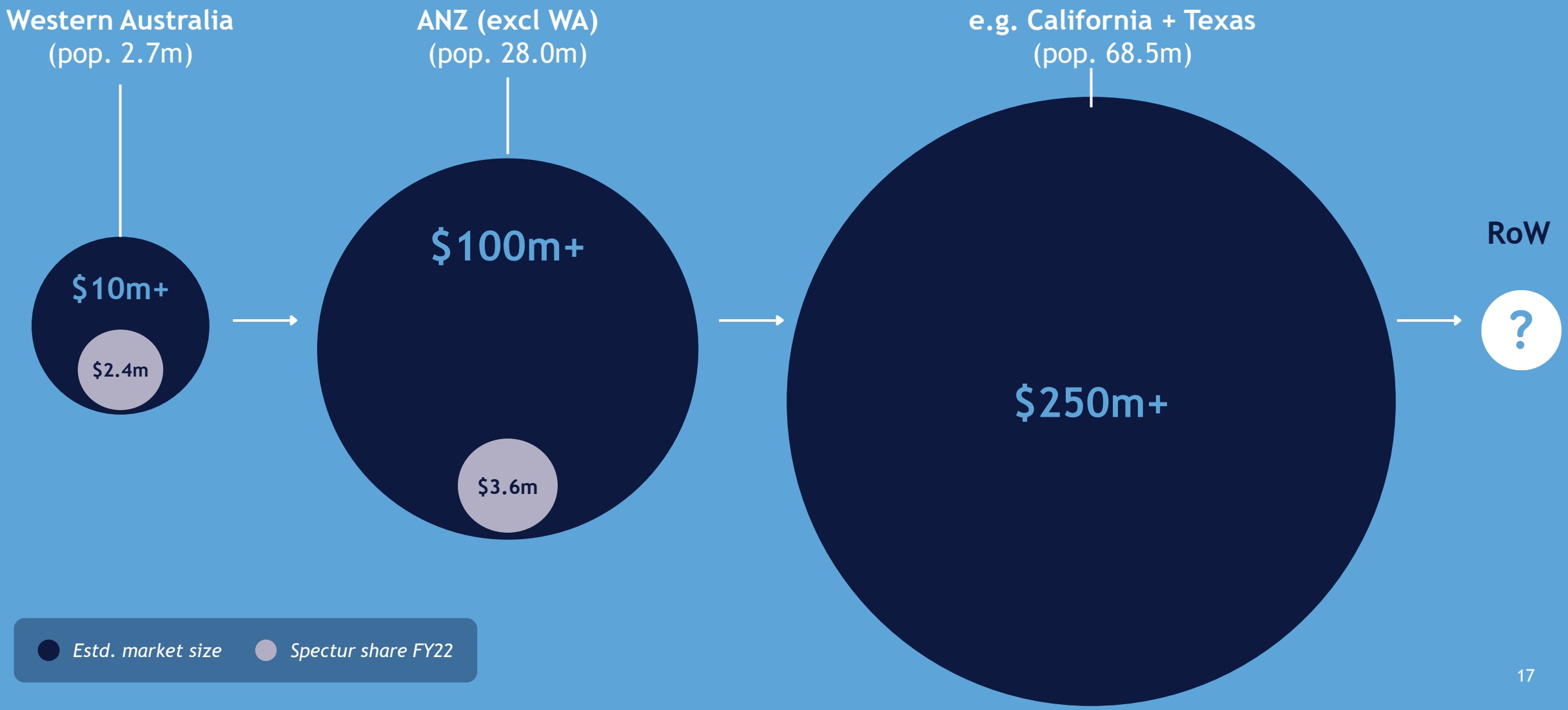


Scope of opportunity
Selected scope indicators in Australia

	STATUS QUO		SCOPE OF OPPORTUNITY
Beaches	**33** devices installed	→	**12,000** beaches
Construction	**253** companies signed up	→	**5,750** medium & large companies (20+ FTEs)
Mobile towers	**102** sites protected	→	**21,472** towers
Military	**4** DoD bases protected	→	**63** bases and hundreds more DoD assets
Councils	**49** councils served	→	**562** councils

Near-term target market - estimated size

Western Australia is a blueprint for expansion in ANZ and beyond



Strategic Outlook

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Strategy – our growth plan

- ANZ Market domination
- Global ready product

Growth

- US market entry
- Enterprise ready for scale
- Expanded customer value

	Today	12 months	24 months
Sales Channels	• Select & on-board **resellers** (NT / Regions) • Build out **sales team** (SA)	• Select & on-board **resellers (international)** • Online sales	
Markets	• **Sector-targeted** marketing • Research and **test US** expansion	• Select **entry into US** via resellers	
Product	• Design and build for **scale** • Expand **plug & play** capability • **Certifications, standards** and **quality** assurance	• Expand **share of wallet** (sensing, AI) • Further expand **modularity and simplicity** • Build online and reseller **portals**	

Executive Team



Dr Gerard Dyson (MD)

- Experienced MD and Engineer with extensive international experience
- Past executive roles with global consulting and engineering firm, Worley (ASX:WOR).
- Strong background in consulting and construction across the infrastructure, energy and resources sectors.
- BEng (Hons) BCom PhD AdvBusMan MIEAust CPEng NER APEC Engineer IntPE(Aus) GAICD
- Joined Spectur in 2019



Robin Walford (COO)

- Experienced CEO, sales leader and serial entrepreneur
- Former CEO of Vista Energy for 12 years, leading the start-up to become a successful and profitable enterprise.
- Brings a wealth of experience in sales, having been involved in sales and sales leadership for most of his career.
- Joined Spectur in 2020



Frederik Mare (Finance)

- Globally experienced Financial Controller and accountant
- Extensive career in financial accounting across a diverse range of industries from automotive to health care.
- Particular skills in financial management, budgeting, audit, customer service and corporate finance.
- BCom
- Joined Spectur in 2018



Peter Dickinson (CTO)

- Experienced CTO, Product Manager, MD and Engineer
- Recently sourced from Emesent, a rapid scale up of CSIRO 3D scanning technology.
- Global (Silicon Valley) experience
- More than two decades experience in the intersection of remote sensing, Cloud services and machine learning.
- BEng (Hons)
- *Joined Spectur in 2022*

Board



Darren Cooper (Chair)

- Independent Non-Executive Chairman of the Board and Remuneration and Nomination Committee
- More than 20 years experience in management and senior executive roles
- Holds multiple Board and strategic advisory roles across a range of industries including property, construction, labour hire, professional services and telecommunications
- GAICD
- *Joined Spectur in 2018*



Dr Gerard Dyson (ED, MD)

- Experienced MD and Engineer with extensive international experience
- Past executive roles with global consulting and engineering firm, Worley (ASX:WOR).
- Strong background in consulting and construction across the infrastructure, energy and resources sectors.
- BEng (Hons) BCom PhD AdvBusMan MIEAust CPEng NER APEC Engineer IntPE(Aus) GAICD
- *Joined Spectur in 2019*



Bilyana Smith (NED)

- Non-executive Director of the Board and member of the Remuneration and Nomination Committee
- Board Director with Fishburners Ltd, Advisory Board member with First Home London and runs an advisory practice specialising in strategy and innovation.
- Extensive international experience as a Company Director, CEO and strategic advisor.
- BArch, MBA, GAICD
- *Joined Spectur in 2019*

Summary & investment thesis

- **Superior turnkey solution** to a range of global challenges
- Significant **moat** in a **large & growing market**
- **Proof of concept** demonstrated in WA
- **High-margin** product with **recurring revenues**
- **Strategic plan** for organic growth in ANZ, US
- Experienced, aligned & highly motivated **team**



Capital Structure

Key Metrics as at 12 May 2022	
Share Trading Information	
ASX code	SP3
Listed on ASX	01/08/2017
Current share price	$0.049
Market cap	$5.2m
52 week closing high	$0.115
52 week closing low	$0.047
Capital Structure	
Shares on issue	106.3m
Performance Rights on issue	10.6m
Unlisted Options	6.6m
Share Register	
Top 20 shareholders	**36.86%**
% of register owned by Board & KMPs	**4.62%**

Top Shareholders (as at 12 May 2022)	
National Nominees Limited	**3.8%**
D & G Amarakoon <Duro Super Fund>	**3.4%**
Dr M Ameratunga	**3.1%**
Mr CRW Wilkins (Founder)	**2.6%**
Mr PJ Ferris	**2.4%**
Mr DJ Cooper (Non-Executive Chairman)	**2.4%**
Fry Super Pty Ltd <INXS Super Fund A/C>	**2.1%**
Mr G Liontos & Mrs C Liontos <Francis Alexandra S/F A/C>	**2.0%**
A Gunawardena & T Fernando <Serotutor Superfund A/c>	**1.6%**
Dr GJ Dyson (Managing Director)	**1.6%**
Ms S Bowden	**1.5%**
BNP Paribas Nominees Pty Ltd <IB AU NOMS Retail Client DRP>	**1.4%**

Contact Us

Investor enquiries
Spectur Limited (ASX:SP3)



Gerard Dyson
MANAGING DIRECTOR

investors@spectur.com.au

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