

## Market Update: Revenues accelerate through July and August

ASX Release: September 2018

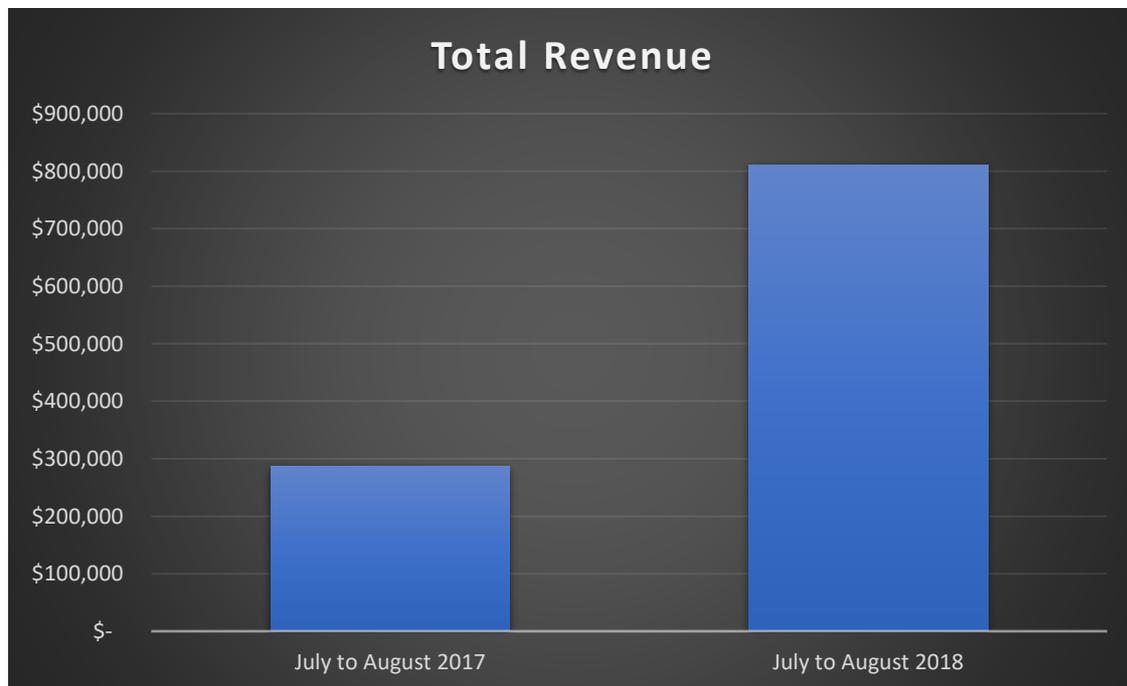
### HIGHLIGHTS:

- Revenues accelerate to over \$800,000 for the first two months of the September quarter (compared to same period last year of \$275,000);
- Pricing review to increase margins and recurring revenues;
- Continued focus on Tier 1 clients and large company wide contracts;
- Investment in additional stock during FY18 in place to meet anticipated demand.

**6 September 2018:** Australian-based remote security monitoring systems and cloud based technology solutions company ('Spectur' or 'the Company') (**ASX:SP3**) is pleased to announce that it has generated continued revenue growth in the months of July and August.

### Revenue growth accelerates

The Company has recorded overall revenues (unaudited) for July and August 2018 of greater than \$800,000. Revenues for the September quarter have already surpassed the previous June '18 quarter (\$755,000). July and August 2017 comparable revenues were circa \$275,000.



The east coast expansion continues to accelerate business activities, as well there has been a general increase in activities across the board. Spectur is forecasting revenue for the September quarter '18 to exceed \$1,000,000, which will constitute another expected record result.

### **Pricing model changes implemented**

The Company has recently reviewed its pricing strategy and has implemented improvements to pricing of products and services provided to closer reflect associated costs. This effectively improves overall gross margins in line with our previously announced strategy. These pricing amendments are also intended to increase recurring revenue streams, however the effects on recurring revenue streams may take time to flow through to total revenues due to pre-payments.

### **General Business Update**

The Company has invested in additional stock in the first 2 months of the current quarter to ensure adequate inventory of camera units to address the strong demand it is currently experiencing. Spectur notes that the December quarter is traditionally the busiest quarter annually, and will be gearing up to meet the anticipated demand.

The Company is targeting a reallocation of some operational and corporate expenditure to ensure activities on the east coast are supported.

Spectur MD, Peter Holton stated: “We are very pleased with the acceleration of revenues across the business. It highlights the fantastic effort from the team and validates our decision to invest strongly in national expansion. We also have turned our attention to a refined pricing strategy to further improve gross margins. We are actively targeting larger company wide contracts to Tier 1 clients for enterprise level solutions as well as continuing to explore new business activities in new industries and verticals outside of traditional security.”

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### **ABOUT SPECTUR**

Spectur Limited 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 key industries that Spectur currently services are the building/construction/civil industry and the critical infrastructure industry. The Company's focus is to service the commercial, industrial and governments sectors. Spectur's core product is the HD4 security camera system and associated cloud based platform. The HD4 is a solar powered battery backup security system which is remotely accessed and connected via 3G/4G technology which is connected to the cloud based platform. The Company is rapidly implementing a growth plan to firstly grow revenues and market share in the Australian security surveillance sector and, secondly to penetrate other key strategic markets.

### **FORWARD-LOOKING STATEMENTS**

This announcement contains forward-looking statements which are subject to elements of uncertainty, risk and other factors which could cause the actual results or outcomes to differ materially from those stated. These statements are based on an evaluation of current economic, contractual and operating conditions, as well as assumptions regarding future events. These events are, as at the date of this announcement, expected to take place, but there cannot be any guarantee that such events will occur as anticipated, when anticipated or at all given that many of the events are outside Spectur's control.

Accordingly, neither Spectur nor any of its directors, officers, employees, contractors or agents, gives any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this announcement will actually occur as and when anticipated.