

Spectur Limited (ASX:SP3)

Spectur receives largest ever order Forecasts over 81% increase in FY revenue

ASX Announcement | 07/05/2019

Highlights

- Spectur has received an order for thirty-nine HD systems, its largest ever order to date
- Global expansion strategy underway, as Company strengthens its relationship with New Zealand distribution channel partner
- Working capital debt facility negotiation progressing with major Australian bank, expected to be finalised within the next few months
- Spectur expects to deliver full-year revenue for FY19 in the range of \$4.5 million to \$4.7 million, increasing from \$2.48 million the year before
- Spectur remains well-positioned to become cashflow self-sufficient

Security systems and cloud-based technology solutions company Spectur Limited (ASX:SP3) ("Spectur" or "the Company") is pleased to announce that it has received a record number of large orders, with full-year revenue for FY19 expected to be in the range of \$4.5 million to \$4.7 million. The lower end of this range would represent an increase of 81% on FY18's revenue of \$2.48 million.

Success in local and government sectors

The significant acceleration of revenues throughout FY19 has occurred through continued engagement with larger customers, and successful penetration into the state and local government sectors. This includes products such as Spectur's Shark Warning System, where initial deployments on a trial basis enabled state and local governments to experience the benefits of Spectur's remote monitoring and surveillance technologies.

Largest number of orders to date

The recent receipt of an order from the WA Department of Planning, Lands and Heritage follows the WA State Government's purchase of a number of Shark Warning Systems. This most recent order for thirty-nine HD systems is the largest order Spectur has received to date, with these units being deployed to monitor illegal land access, dumping and other activities.

Expanding product application

From Shark Warning Systems, applications are now expanding to include controlling illegal access, dumping and more. The Company is now poised to deploy three systems to Kakadu National Park on a "paid trial" basis to monitor access and provide protection for significant Aboriginal sites and artefacts. If successful, this trial is expected to expand significantly.

Lanskey Constructions, a WA-based national construction and project management company, has also recently advised of their intent to purchase six of the Spectur's higher-value thermal camera systems to protect its long boundaries during darkness. Australian explosives company Johnex has purchased six HD systems to protect its site. In addition, John Holland has recently purchased a further four HD5 systems to deploy on its Melbourne rail project.

New Zealand expansion underway

In addition to the significant acceleration of sales in Australia, the Company is pleased to report that it has shipped an additional ten systems to its distribution channel partner in New Zealand for deployment to potential clients on a sale and/or rental basis, marking Spectur's entrance into international markets.

Executive Commentary

Spectur Managing Director Peter Holton says: "These large orders from State and Government Departments, Local Governments and larger corporate clients are significant, as they strengthen our recurring revenue streams of income and demonstrate the enterprise-grade quality of Spectur's systems, and the wide range of applications and deployment scenarios for the Company's products."

Spectur Chairman Darren Cooper says: "This significant revenue growth off the back of larger clients and larger orders positions Spectur to become cashflow self-sufficient in the short term. In addition, we continue to negotiate with one of Australia's 'big 4' banks for a working capital debt facility, and we expect to be in a position to announce a finalised facility within a few months. With the new debt facility and progression towards becoming cashflow positive, Spectur is well-placed to further accelerate its growth objectives."

Ends.

For further information, please contact:

Corporate Enquiries

Spectur Limited
Darren Cooper
p: +61 413 120 606

Media Enquiries

The Capital Network
Julia Maguire
p: +61 419 815 386
e: julia@thecapitalnetwork.com.au

About Spectur Limited

Spectur Limited (ASX:SP3) is a security systems and cloud-based technology solutions company. Spectur designs, develops, and manufactures monitoring systems used to protect organisations and businesses in Australia's commercial, industrial and government sectors. Spectur's core product is the HD4 wireless solar security camera system which is connected to a cloud-based platform. Other products include a timelapse camera, a thermal security camera and a shark warning system. The Company is rapidly implementing a growth plan to first grow revenues in the domestic market and then strategically expand into global markets. To learn more please visit: <https://spectur.com.au>

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.