



SPECTUR

Australia's leading solar cloud-based security and IoT solutions company

Spectur Limited (ASX:SP3)
October 2019

Spectur Limited

Reliable solutions and platforms using cameras and the Internet of Things in unpowered locations.

Reliable solutions to high value problems

- **Deterrence** of crime
- **Surveillance** to improve productivity
- **Warnings** to protect communities
- **Platforms to enable IoT** In unpowered locations

Focus on two major sectors in Australia

- Government, utilities & institutional
- Building & construction

Leveraging technology for enhanced results

- **Australian owned**, design, coded and assembled
- **Solar powered in-field platforms** designed with cameras, IoT, computing, connectivity
- **Cloud-based** storage
- **Bespoke** software and user interfaces, leveraging AI
- **Integrated** field services
- **Sophisticated** sales, marketing and customer relations



Capital Structure

Listed on ASX in August 2017

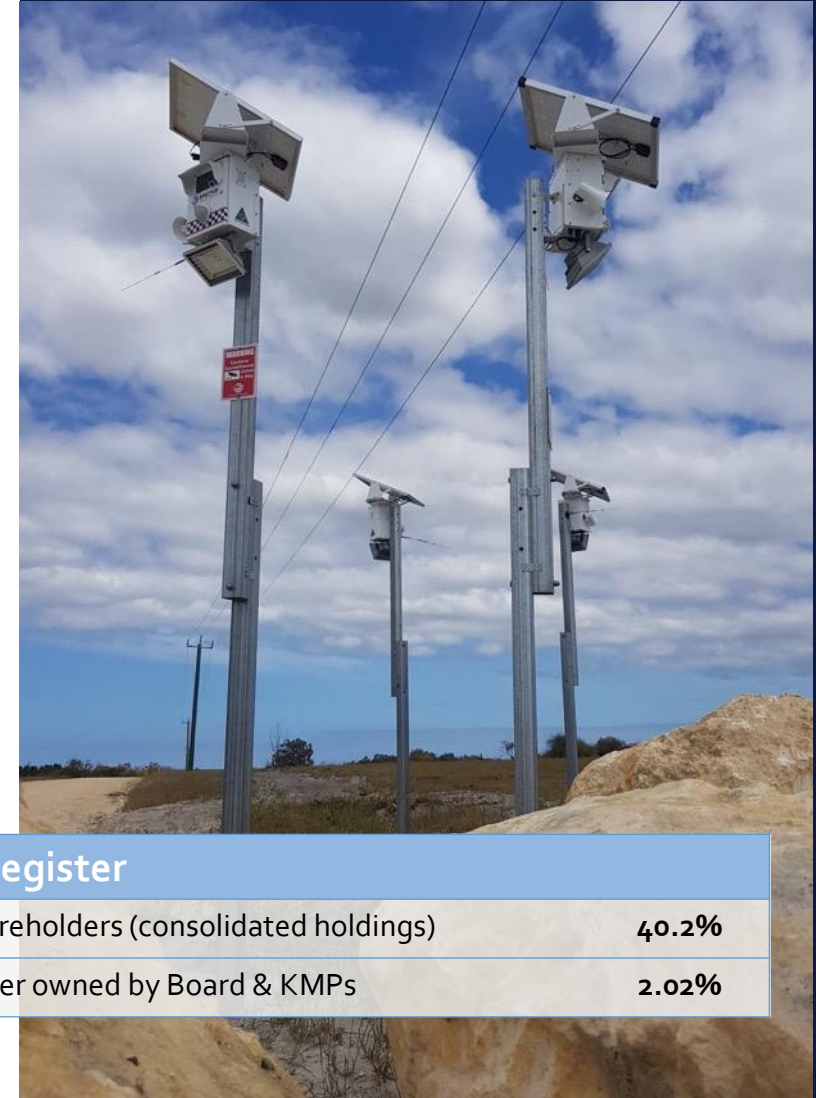
Key Metrics as at 18 October 2019

Share Trading Information

ASX code:	SP3
Listed on ASX:	01/08/2017
Current share price:	\$0.10
Market cap:	\$7.0m
52 week closing high:	\$0.23
52 week closing low:	\$0.086
Average daily volume:	110k
GICS classification:	Technology Hardware & Equipment

Capital Structure

Shares on issue:	68.6m
Options – Listed (exercisable at \$0.20, 31 December 2020)	11.0m
Options – Unlisted (exercisable at \$0.20, on or before 31 December 2020)	9.3m
Options (exercisable at \$0.37 on or before 31 December 2020)	150k
Options (exercisable at \$0.50, on or before 31 December 2020)	2.0m
Performance Rights on issue:	7.3m

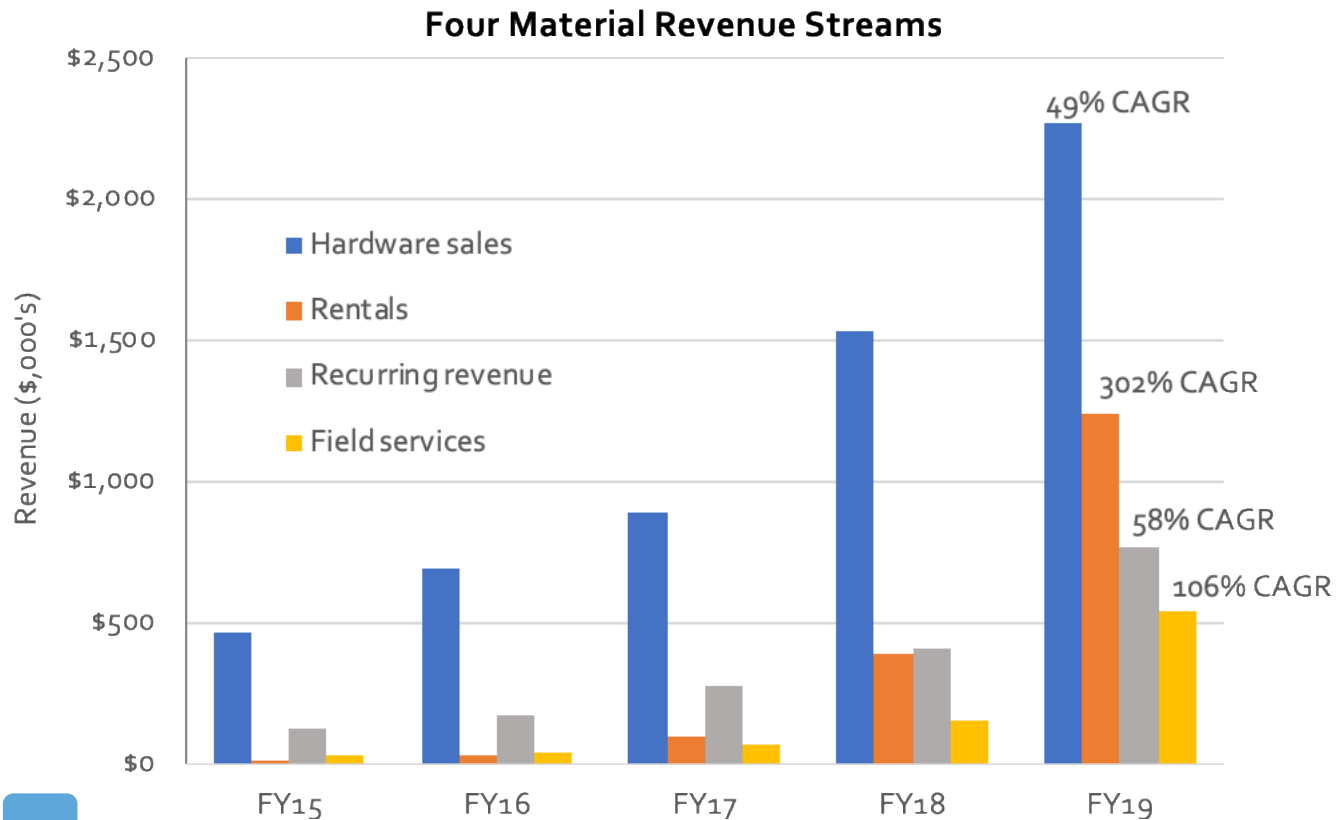


Share Register

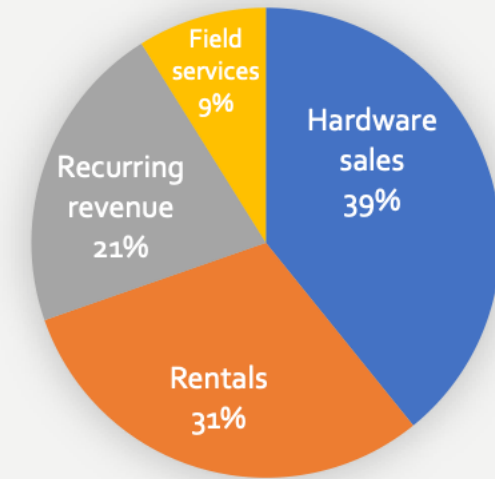
Top 20 shareholders (consolidated holdings)	40.2%
% of register owned by Board & KMPs	2.02%

Growing Revenue

And gross margins improving to 60% in FY20 Q1



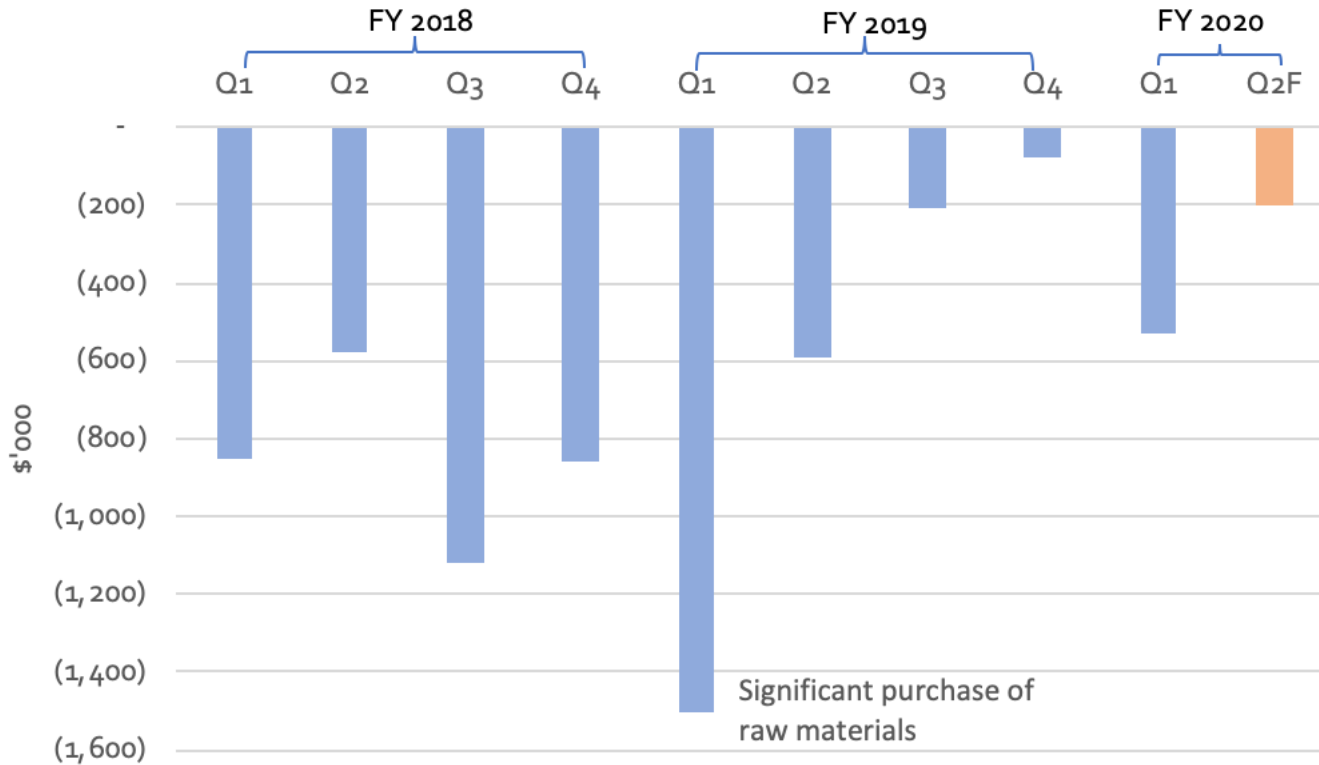
Revenue FY20 Q1
\$1.26m



Improving Cash Performance

Moving to cash self-generation

Net Cash Outflow



Outlook

- Improvement continues
- Working capital buffer sufficient to move to net cash generation and positive earnings without additional capital raising

Past Activity

Spectur is predictable.

FY19 Q4

- Reviewed and revised corporate strategy
- Restructured the organization to deliver on the strategy
- Began hiring into strategy
- Set the budget, dashboard and KPIs for FY20



FY20 Q1

- Developed and implemented the customer intimacy program
- Continued recruiting into strategy
- Commenced internal sales training
- Redesigned the marketing platform and engaged new partners
- Set the direction for the next phase of research and development

Saying what we do, doing what we say

Future Activity

Continuing the strategy roll out

FY20 Q2

- Examine adjacent product expansion options
- Conclude the R&D roadmap for the next 2 years
- Engage additional sales people (2 more)
- Conclude new website and digital marketing redesign
- Implement cold calling at scale (leveraging new customer database)
- Accelerate proactive customer outreach (existing customer database)



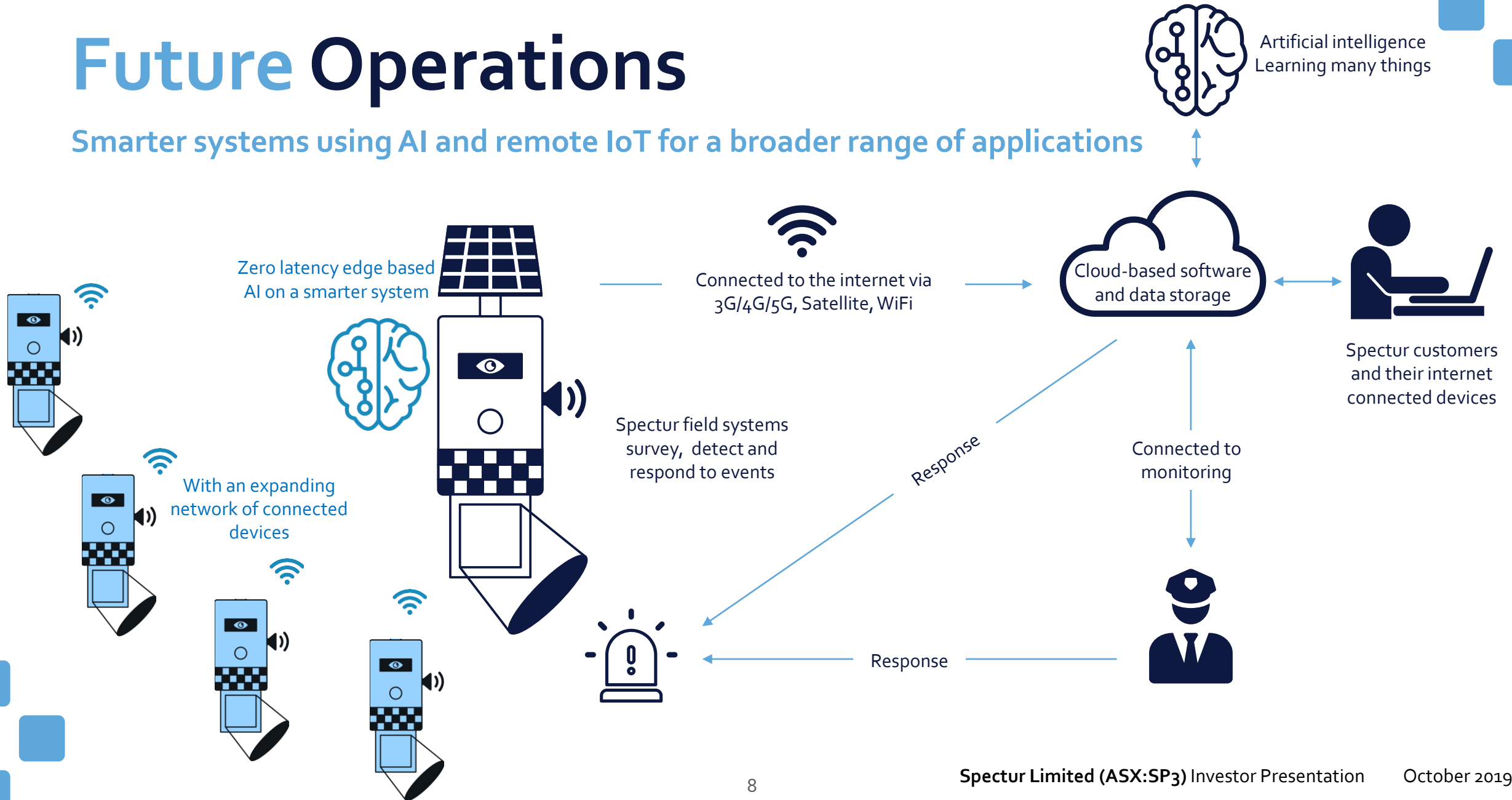
FY20 H2

- Recruit final sales person (Q3) for FY.
- Minimum viable product for next generation field platform (Q3)
- Sales ramp up being felt (all sales team onboarded)
- Digital marketing changes being felt
- New marketing collateral rolled out
- Commercial product for next generation field platform ready for sale (Q4)

Setting the scene for FY21

Future Operations

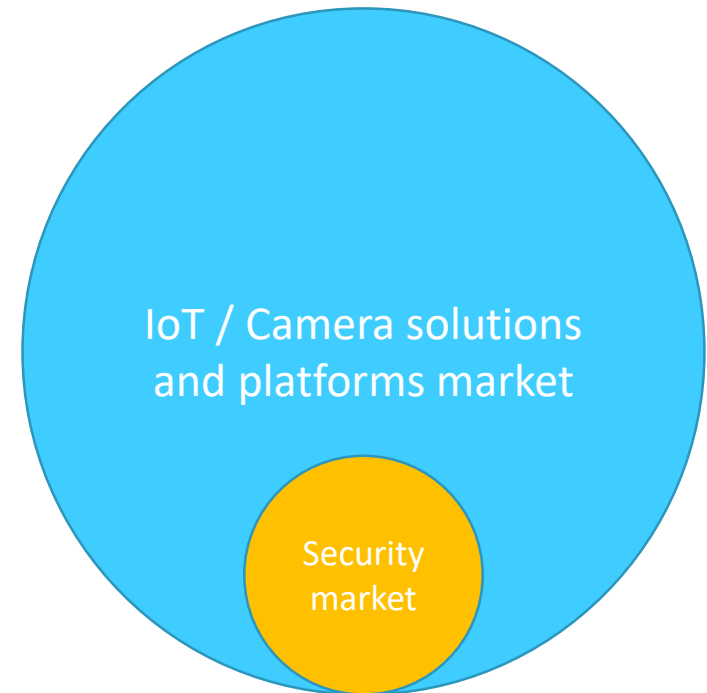
Smarter systems using AI and remote IoT for a broader range of applications



Spectur is Evolving

From security to IoT and camera technology solutions and platforms company

- Ongoing improvements in financial performance (revenue, cash, earnings)
- Working capital buffer sufficient to move to net cash generation and positive earnings without additional capital raising
- New technology platform ready for commercialisation at end of financial year
- Range of solutions that can be provided will expand
- Sales team onboarded and effective by end of FY
- Effects of changes in marketing platform effective by end of financial year

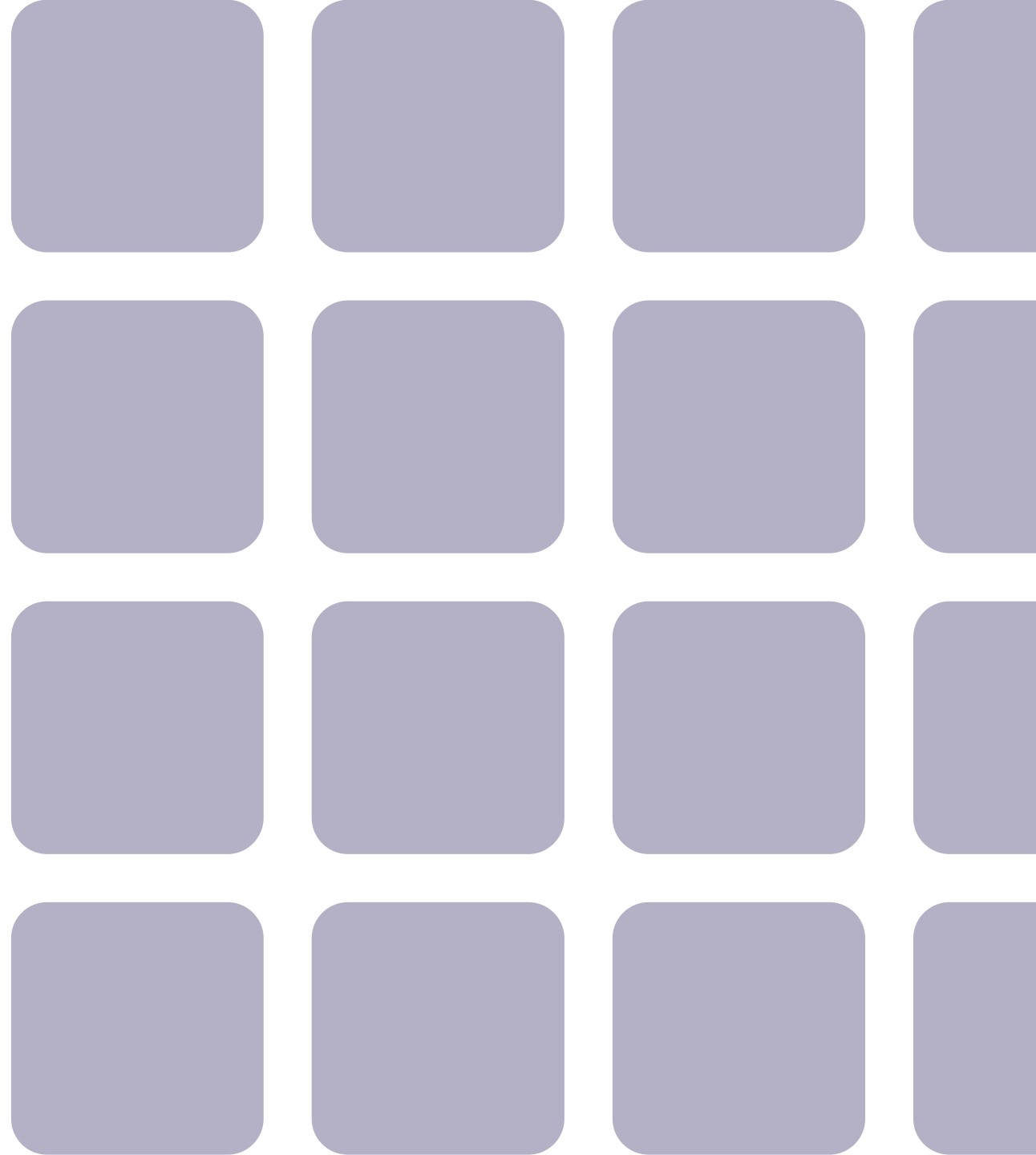




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Spectur Limited

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