

ASX Announcement

Mid-Quarter Update: Record Financial Performance

Highlights

- Spectur delivers record \$815k in revenue and positive EBITDA for May; raising group annualised recurring revenue (ARR) to more than \$3m
- Forecasting Q4 FY21 revenue of \$1.8m and FY21 revenue of \$5.2m
- 30 June cash balance expected to be above \$1.3m
- Debt facility in place, available for activation at 30 days' notice
- Spectur on track to have 50 telco-related systems deployed in FY21, with a strong pipeline of further opportunities

Wednesday 2 June 2021: Solar security, sensing and visual AI solutions and platforms company Spectur Limited (ASX: SP3) (**Spectur** or the **Company**) is pleased to provide a market update on current financial and sales performance, and full year guidance for FY21.

Record monthly revenue and EBITDA recognised in May 2021

Following substantial ongoing sales, installations and delivery of key projects, Spectur has recognised \$815k of revenue in May 2021. The previous highest monthly revenue was \$565k in June 2019. The Company expects revenue in June 2021 in the order of \$600k.

May 2021 is also the first month in which Spectur has recognised positive EBITDA, with unaudited results indicating a positive May EBITDA contribution of more than \$100k.

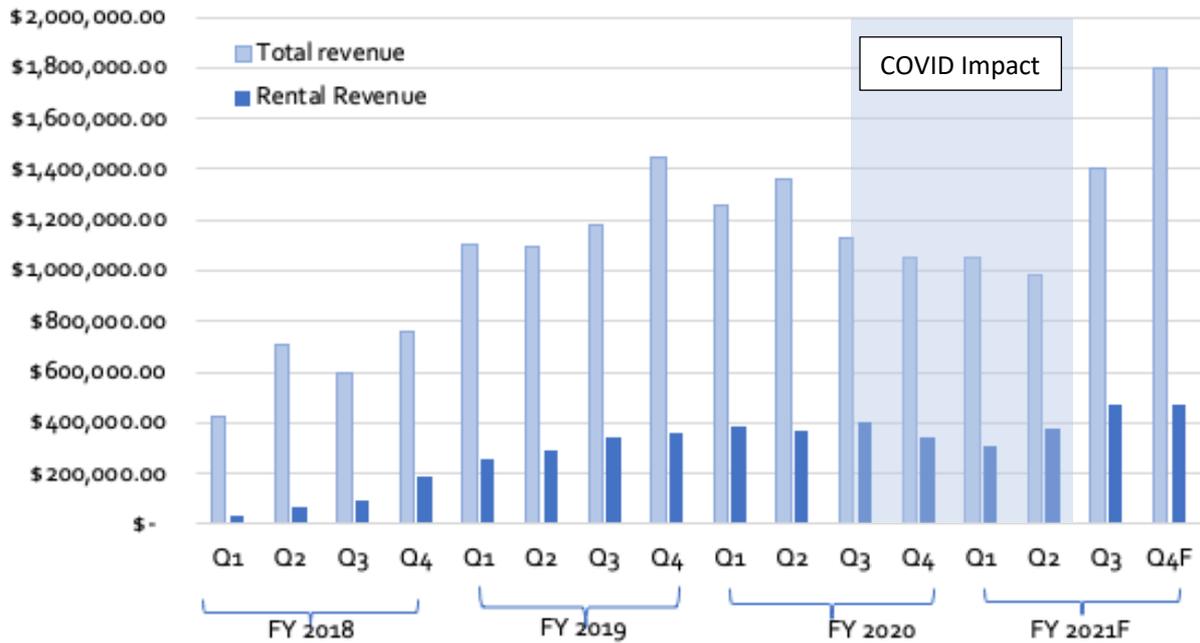
The past few months have seen a shift back to customers primarily purchasing rather than renting Spectur systems, reversing the trend seen during H1 FY21 when uncertain business conditions prevailed. In the month of May 2021, Spectur sold 60 units, a volume not seen since June 2019. This improving sales traction has helped Spectur to increase its base of recurring revenue, with group annualised recurring revenue (ARR), including rental and subscription revenue, now in excess of \$3m.

Full Year Back to Growth

Consistent with the strong revenue recorded in Q3 FY21 and a record month of May 2021, Spectur expects to post another record revenue quarter in Q4 of approximately \$1.8m, which would complete a record half year of \$3.2m and a full year revenue result of \$5.2m with a much greater run rate.

These results reflect the ongoing recovery in Spectur's revenues following substantial impacts associated with government and community responses to COVID-19 in 2020. Four of the five months of calendar year 2021 to date have delivered record revenues for Spectur, illustrating growing market adoption of Spectur solutions and success of the Company's strategy.

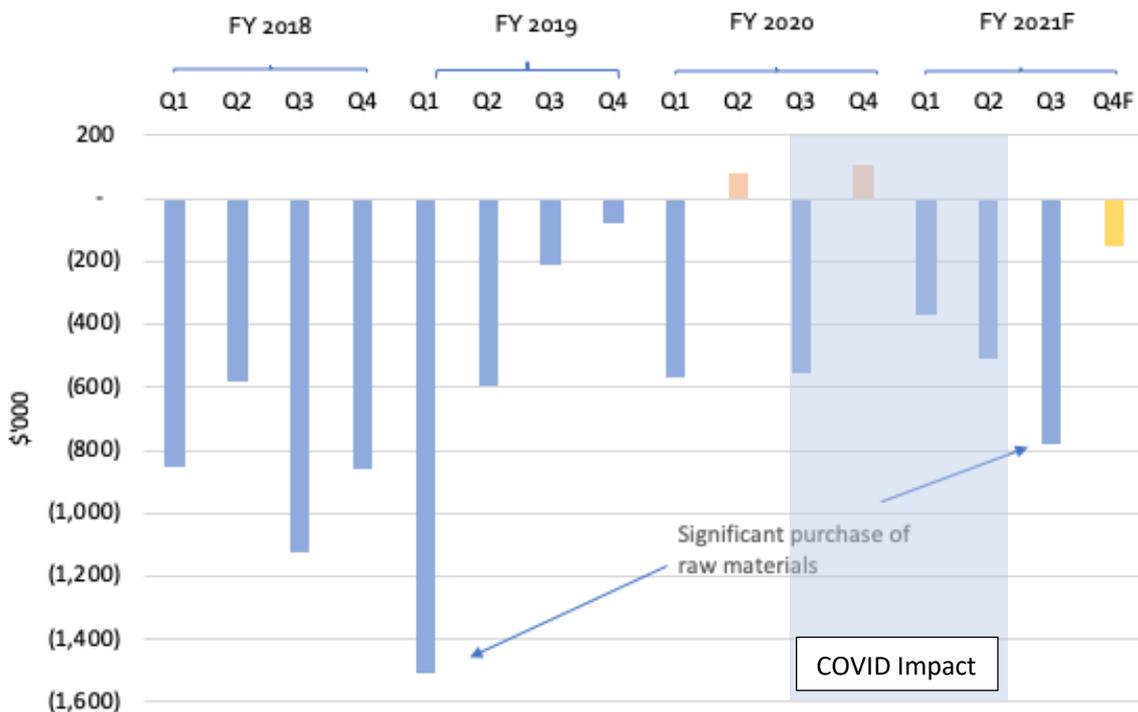
Revenue per Quarter



Strong Balance Sheet

In Q3 FY21, Spectur made investments in raw materials both to manage its supply chain risk and to respond to significant orders that are now being fulfilled. This resulted in quarterly operating cash consumption of \$689k. The Company expects Spectur's operations to consume approximately \$150k of operational cash in Q4 FY21, culminating in a 30 June 2021 cash balance of the order of \$1.3m. In combination with a debt facility in place for 1st July 2021, Spectur has a solid foundation of \$2.8 million in available capital to manage the Company's ongoing growth and working capital needs.

Net Cash Outflow



Larger Sales Orders Continue

Looking beyond the Company's immediate generation of increasing revenues and cash, the Spectur sales pipeline remains healthy, with probability-weighted opportunities currently in excess of \$4m. Recently, sales wins under the Company's materiality threshold of approximately \$150k with a large name-brand constructor, plus ongoing growth in the supply of Spectur systems to the telecommunications industry of 30 so far this calendar year, with another 20 planned for June, are both indicative of a maturing of Spectur's solutions and its clientele.

Spectur Managing Director, Gerard Dyson, said:

"The revenue trend of calendar year 2021 signals a return to the historic levels of growth that have characterised Spectur. Our H2 FY21 revenue forecast of \$3.2m represents an increase of more than 60% on H1 and demonstrates a strong rebound and building momentum that we are carrying into FY22.

"Strong sales prospects across a range of customers, a stable team, improving gross margins and some recent reductions in overhead costs point to improved earnings and an inflection point in Spectur's operational and financial performance. With existing cash reserves and a shareholder-friendly debt facility, Spectur is well positioned to continue its rejuvenated growth trajectory, and continues to review several strategic acquisition targets which offer potential to accelerate the Company's growth."

Ends.

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

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About Spectur Limited

Spectur Limited (ASX: SP3 – www.spectur.com.au) is an Australian-based developer of security, surveillance and warning solutions powered by solar, IoT [Internet of Things], camera and cloud-based technology. The Company owns the rights to its innovative hardware and disruptive cloud-based systems which are deployed to provide solutions to industries including government and utilities, and the building, construction and civil sector.

Spectur's core products are solar powered warning, deterrence and surveillance systems and associated cloud-based platforms. These systems incorporate cameras, lighting, audible warnings and a hardware IoT platform, remotely accessed and connected via 3G/4G technology to a cloud-based platform. The offering is complemented by a longer distance, 24-hour thermal camera deterrence solution, suitable for customers with long perimeters.

Spectur is used and trusted by small business to multinationals and the Company is currently implementing a strategic growth plan to build market dominance in the Australian government and utilities sector to meet demand for innovative, remote camera and IoT solutions.