

Spectur Limited (ASX:SP3)

Market briefing

Our value proposition

Totally wireless solar platforms for

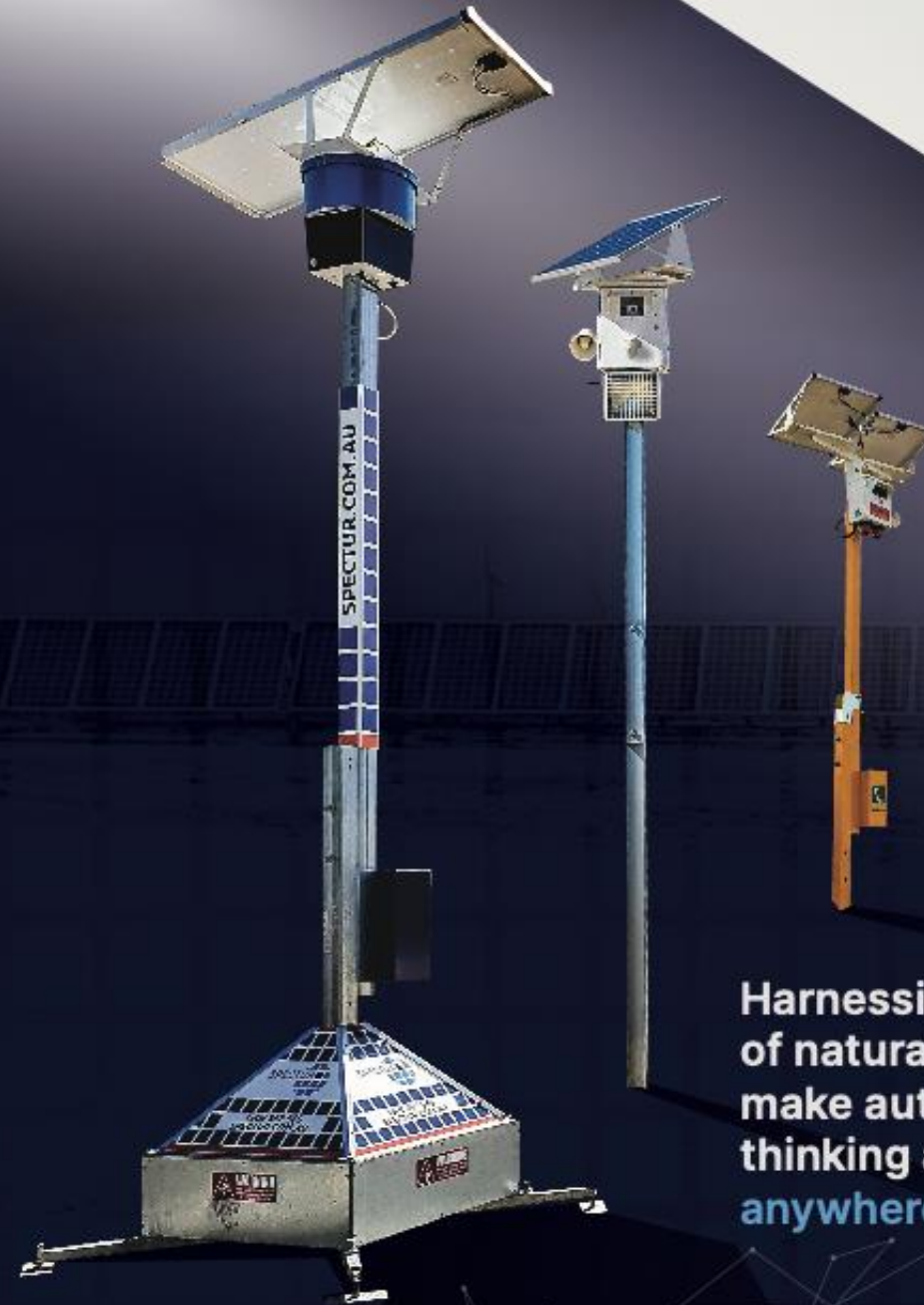
- **Security and surveillance**, acting as a smart (Ai powered) security guard
- **Safety and warning**, acting as a smart, connected lifeguard / ranger / safety officer
- **Expanding Ai and IoT sensing applications**, collecting data, analysing and making decisions, taking actions.

Unique

- **Integrated hardware and software**, optimized for low power and data consumption
- **Fog computing platform** bringing cloud and edge processing together to reduce cost by an order of magnitude or more
- **Expandable and modular** to allow new software and hardware applications speed to market



Sense Think Act



**Harnessing the power
of natural resources to
make autonomous sensing,
thinking and action available
anywhere, anytime...**

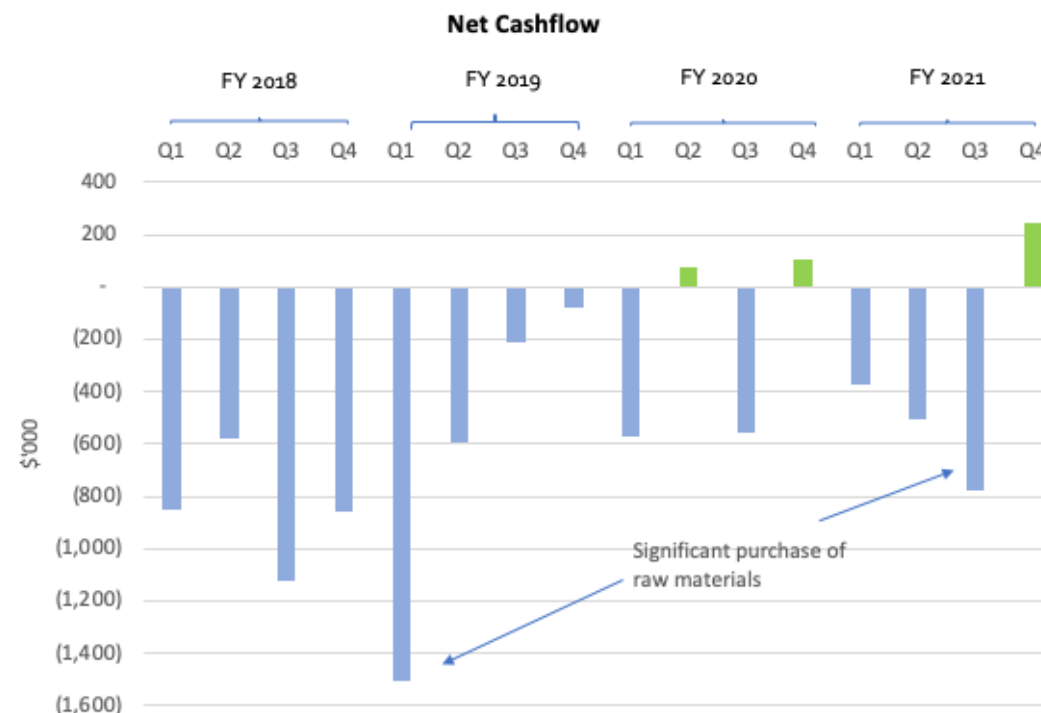
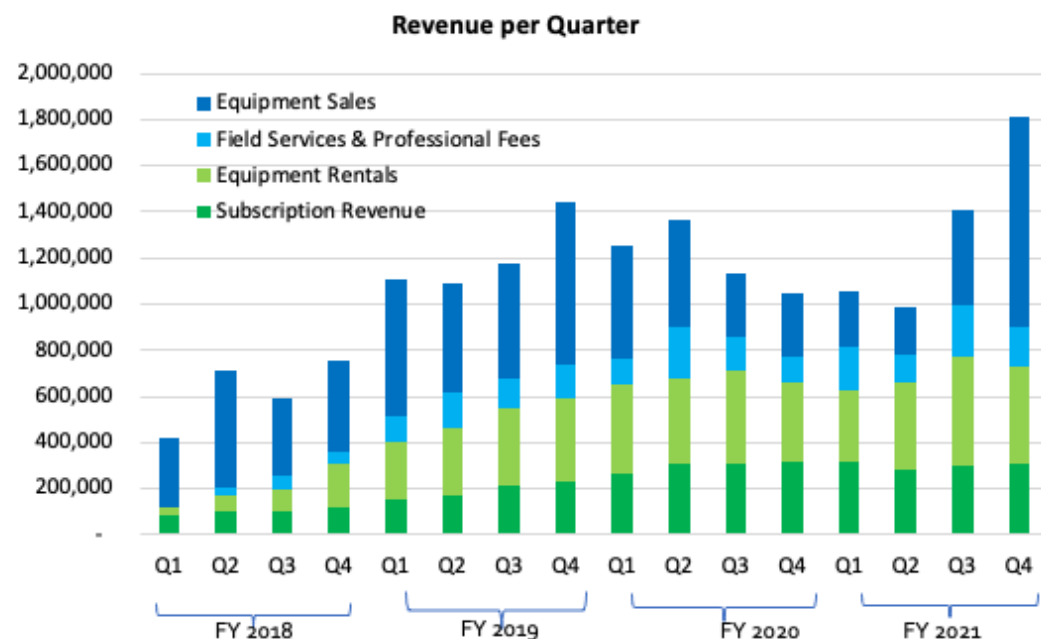
Financial Highlights



Key numbers

FY21 Highlights

- Revenue \$5.2m (H2 \$3.2m, Q4 \$1.8m)
- Cash at 30/6/21 \$1.68m, undrawn loan facility of \$1.5m
- Rental and SaaS ARR \$3.2m
- Probability weighted sales pipeline (at 9/8/21) of >\$5m



FY21 Q4 Highlights

- Highest Quarterly Revenue
- Highest Quarterly Equipment sales
- 2nd Highest Quarterly Rental revenue

Capital structure, share price and volume



Key Metrics as at 28 July 2021

Share Trading Information	
ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.088
Market cap	\$9.35m
52 week closing high	\$0.10
52 week closing low	\$0.041

Capital Structure

Shares on issue	106.3m
Unlisted Options @ 0.10 Exp 30/06/2024	2.2m
Performance Rights on issue	8.5m

Share Register

Top 20 shareholders	35.2%
% of share register owned by Board & KMPs	4.28%

Top Shareholders (as at 28 July 2021)

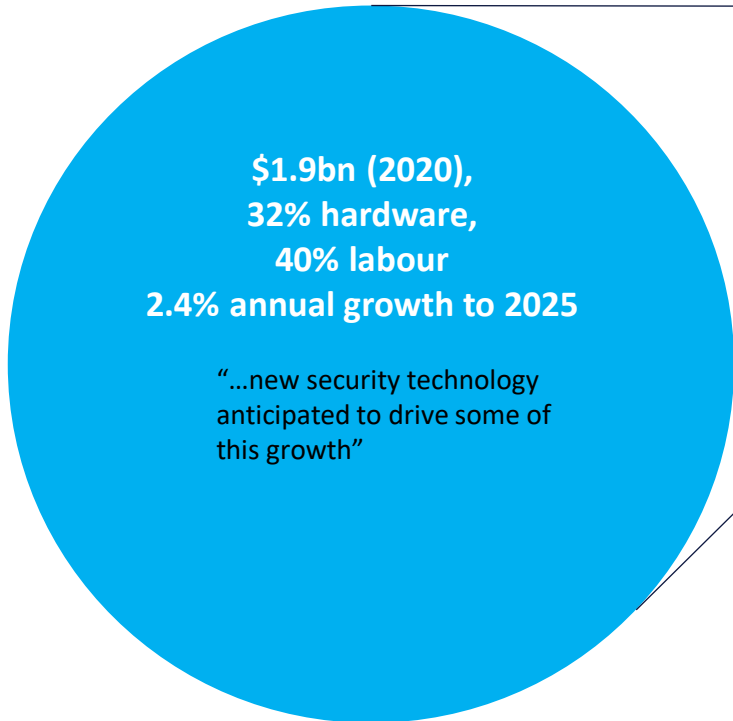
National Nominees Limited	4.0%
D & G Amarakoon <Duro Super Fund>	3.4%
Charles Wilkins (Founder)	3.3%
Darren Cooper (Non-Executive Chairman)	2.4%
Dr Malaka Ameratunga	2.4%
Mr Peter Ferris	1.7%
Facoory Investments (QLD) Pty Ltd	1.7%
Ms Snezana Bowden	1.5%
BNP Paribas Nominees Pty Ltd	1.5%
A Gunawardena & T Fernando <Serotutor Superfund A/c>	1.4%
Gerard Dyson (Managing Director)	1.4%
Mr Alistair Charles Jackson	1.2%
Fry Super Pty Ltd <INXS Super Fund A/c>	1.2%



Addressable market



Current market size and projection for security system installation and monitoring in Australia¹

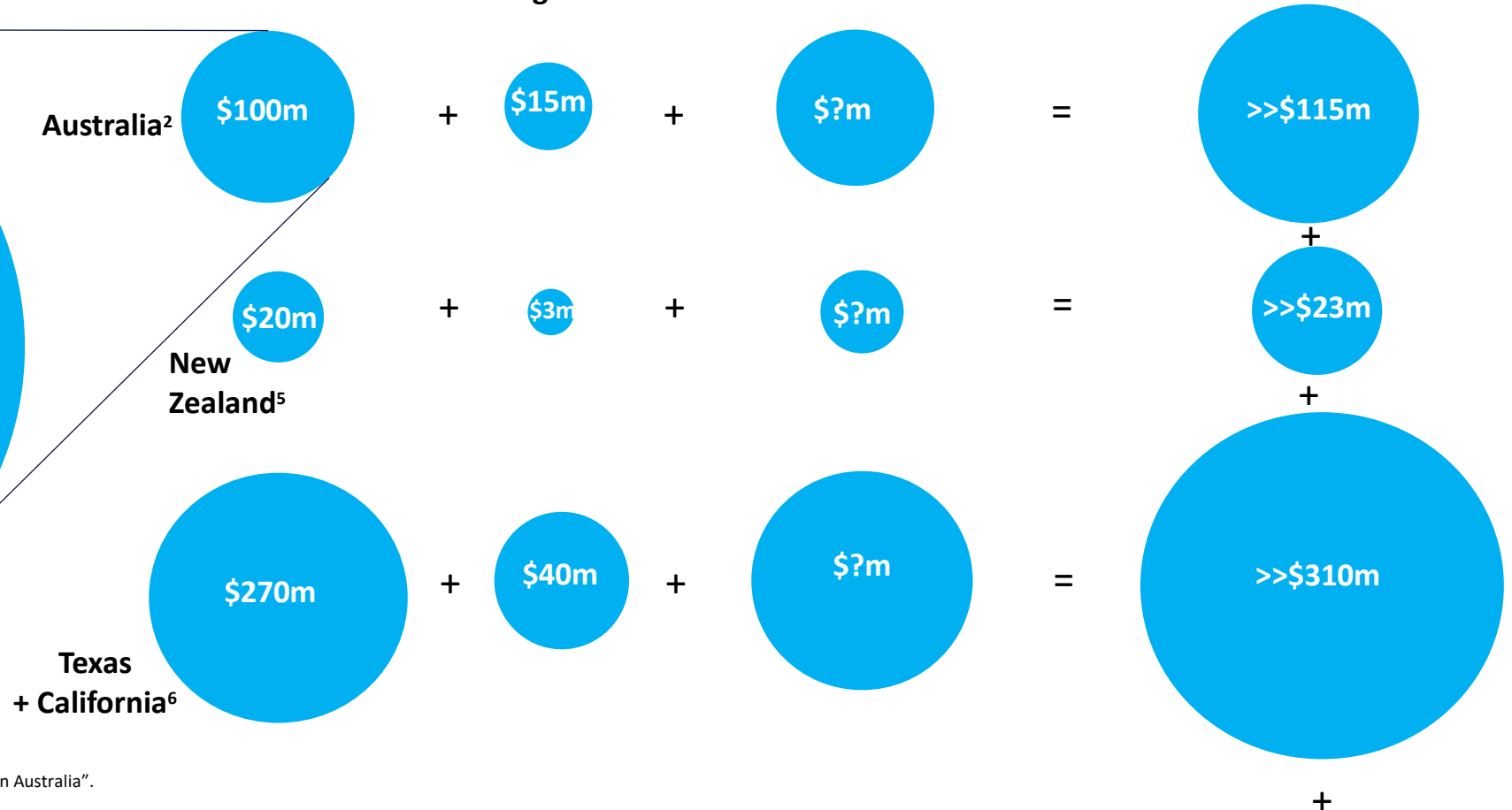


Estimated solar / outdoor security market

Estimated solar / outdoor safety & warning market³

Solar / outdoor smart city, IoT sensing and controls market⁴

Total addressable market for Spectur



1. Source: IBIS World, May 2020, “Security System Installation and Monitoring in Australia”.
2. Conservative estimate that 5% of total market is outdoors.
3. Estimate that outdoor safety and warning market is 15% of security market in Australia (based on Spectur sector experience)
4. At 20% CAGR, Smart Cities market size expected to touch a Value USD 297.7 Billion by 2026, Says Facts & Factors (cited in GlobalNewsWire: April 29, 2021 09:07 ET)
5. Population of Australia is 25.8m (2021) and New Zealand is 4.9m. (19% of Australia) – prorating ostensibly similar markets
6. Population of Texas and California in 2021 is 29.2m and 39.5m (68.7m or 266% of Australia) – prorating comparable markets

Rest of the world with regular sunlight? >>\$?m

Many options for market growth



Scenario	Geographic presence	Offering	Sales channel	Customer sectors
Spectur FY21 Revenue \$5.2m (<4.5% of Australian addressable market)	50% WA, 45% (Vic, Qld, NSW), <5% NZ	Security and surveillance, warning and safety systems	Inbound, in house, limited resellers	Government, building / construction, security, safety and community services, utilities
Potential options for market growth				
ANZ market dominance ¹	No change	No change	Sales footprint expanded into NT and SA. Extended use of resellers to address regional areas	No change
Expanded customer base ²	No change	No change other than minor engineering for cyclone regions	Additional sales team with customer sector experience	Expand customer base to include larger industrials and farming
Product expansion ³	No change	Broader IoT offering Broader Ai offering	No change	No change
US expansion ⁴	ANZ, Texas, California	No change	No change	No change

Notes:

The above table is intended to provide a conservative indication of market size and opportunity. It is not a forecast of revenue for Spectur Ltd. See slide 5 for source data.

1. Population of WA is 2.8m, population of Qld (5.2m), Vic (6.6m), NSW (8.2m), NZ (4.9m) and total Australia and NZ is 30.65m in aggregate. Assume that selling the product through third party distributors on top of growing organic sales could lead to 40% market penetration.
2. Expand customer base to include larger industrials and farming sector.
3. Product expansion via a broader IoT and Ai offering
4. Population of Texas (29.2m) + California (39.5m) is 68.7m.

Key customers



Shift in focus to larger customers

Utilities

- Strong ongoing growth in telecommunications
- Growing forward order book with multiple customers

Government

- State and local government growth, with maturing (larger) relationships

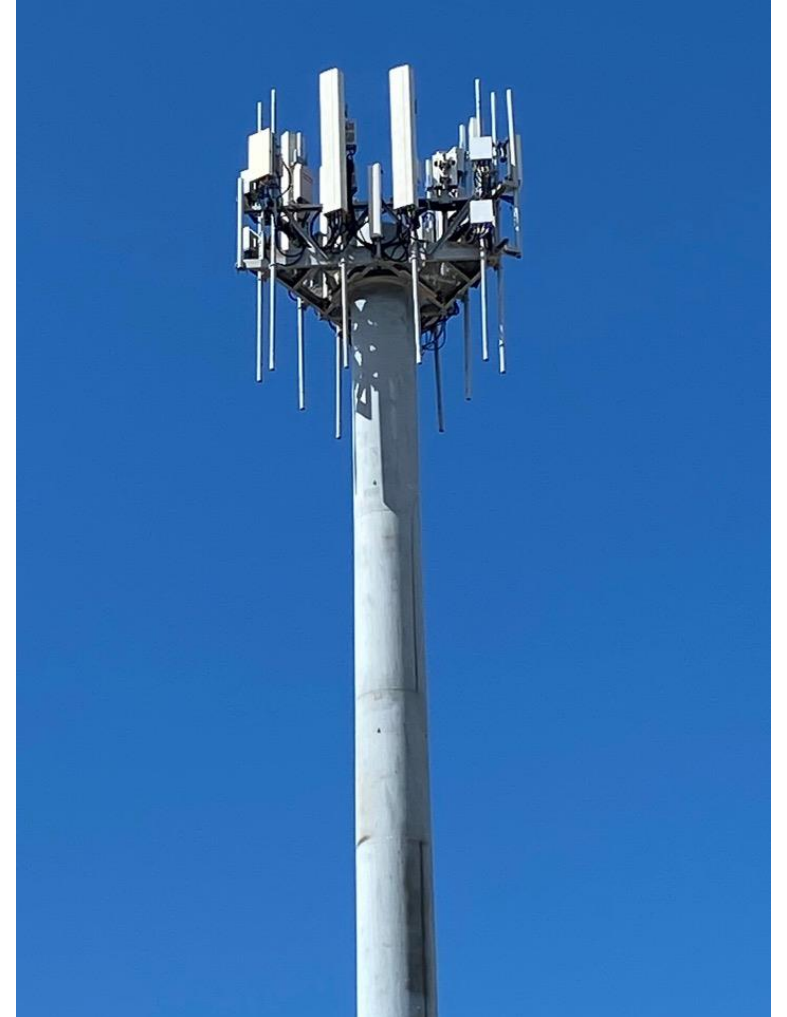
Construction and building

- Push into larger construction alliances and larger contractors

Safety and community services

- Expansion of shark warning system to Surf Life Saving as well as other charities

...Spectur has more than 500 active customers...



The Future



Getting ready to scale

Technology

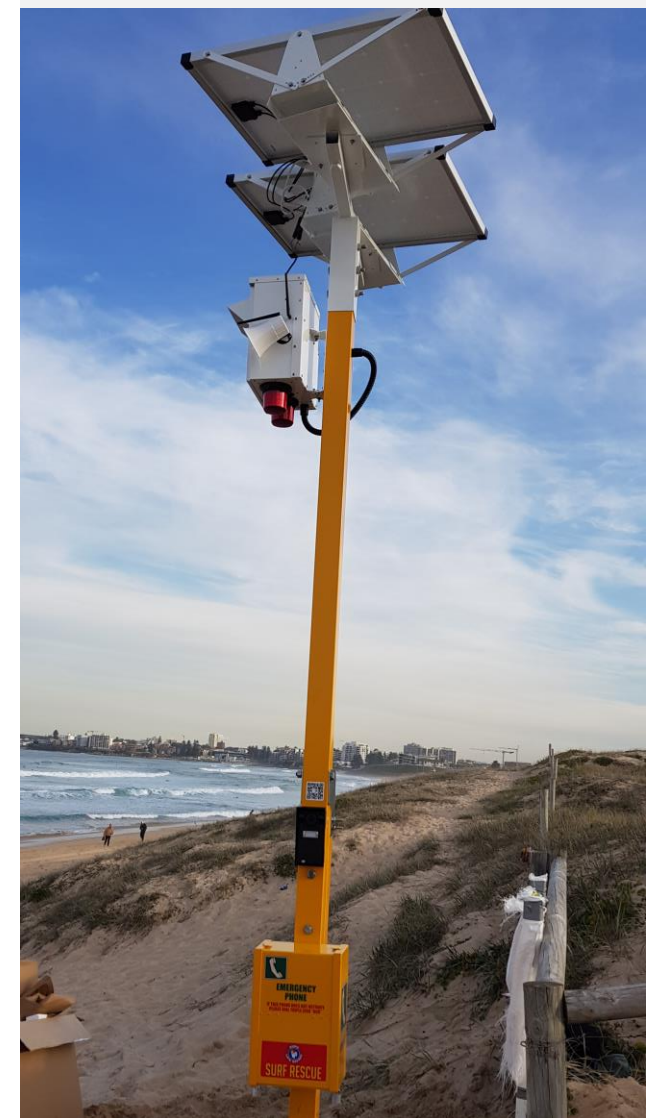
- Mature production to **match demand and protect margins**
- Expand AI, sensing, hardware and software applications to **provide desired features**
- Advance modularization to allow **more 3rd party cameras, peripherals and software, faster**
- **Improve the user experience** through enhanced GUI and dashboard

Sales consolidation

- Continue reseller expansion to make it **easier for customers to get sales and support**
- Build on outbound and account management led **sales growth to target strategic customers**

Strategic acquisitions

- Continue search and review of **acquisitive growth options within strategy**



Contact Details and Investor Enquiries



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