

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



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

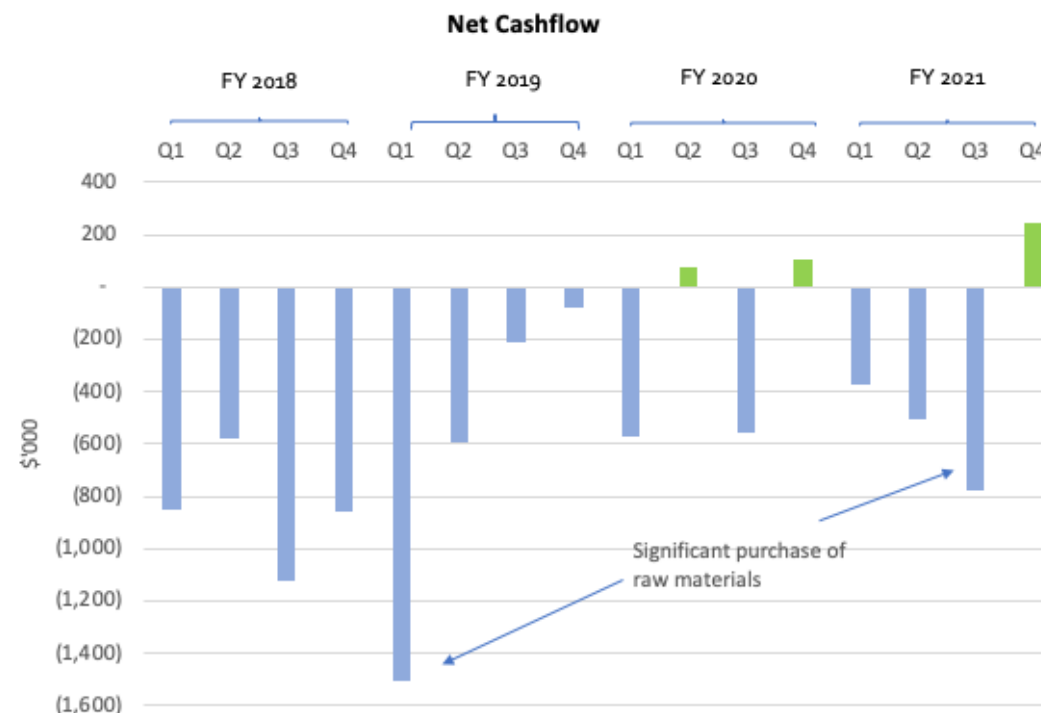
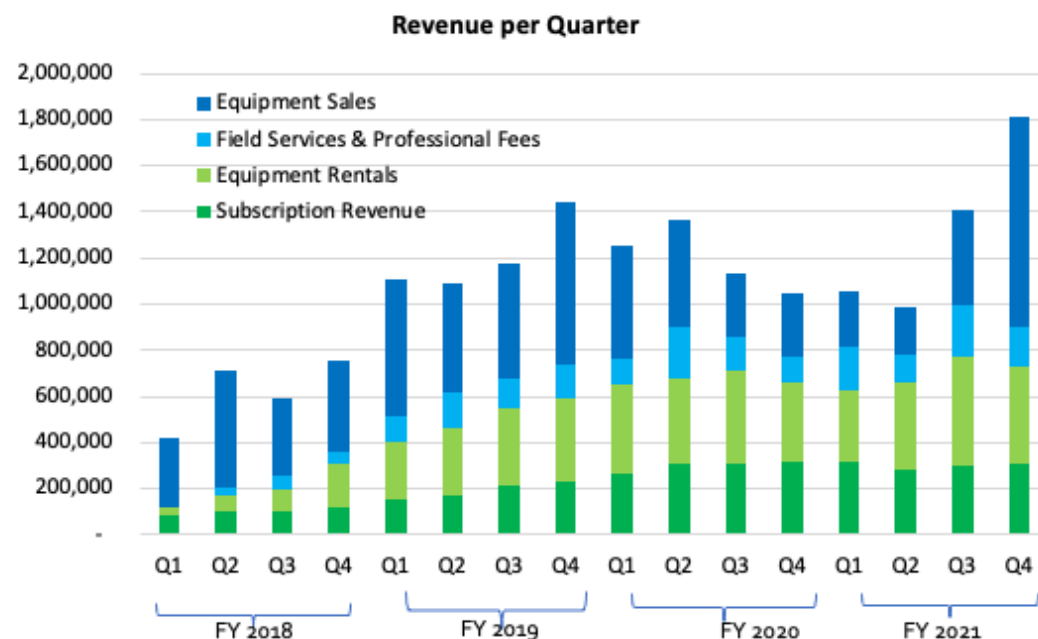
Financial Highlights



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)

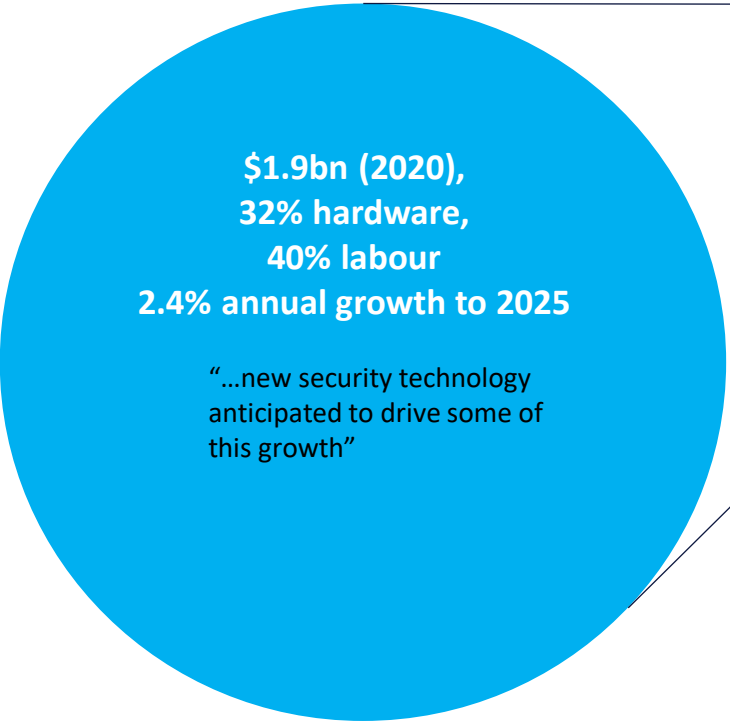
National Nominees Limited	4.0%
D & G Amarakoon <Duro Super Fund>	3.4%
Charles Wilkins (Founder)	3.3%
Darren Cooper (Non-Executive Chairman)	2.4%
Dr Malaka Ameratunga	2.4%
Mr Peter Ferris	1.7%
Facoory Investments (QLD) Pty Ltd	1.7%
Ms Snezana Bowden	1.5%
BNP Paribas Nominees Pty Ltd	1.5%
A Gunawardena & 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

Australia²

\$100m

\$20m

New Zealand⁵

\$270m

Texas + California⁶

Estimated solar / outdoor safety & warning market³

\$15m

\$3m

\$40m

Solar / outdoor smart city, IoT sensing and controls market⁴

\$?m

\$?m

\$?m

Total addressable market for Spectur

>>\$115m

>>\$23m

>>\$310m

+

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

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

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 re-sellers 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

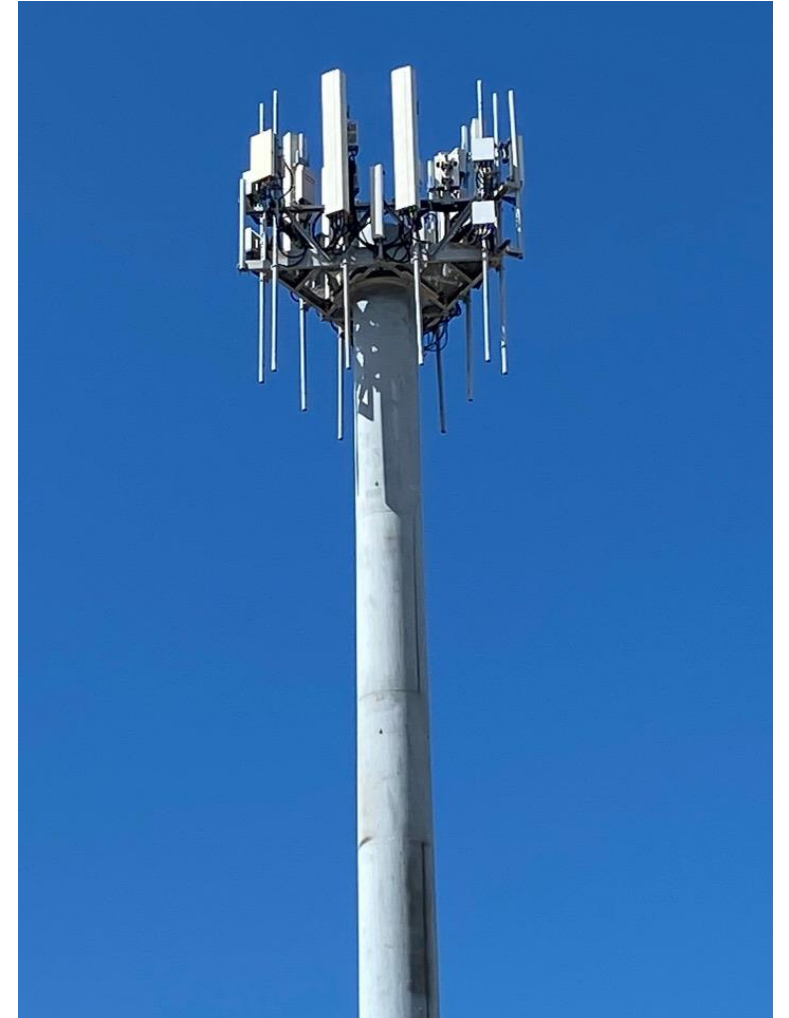
Construction and building

- 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...



Getting ready to scale

Technology

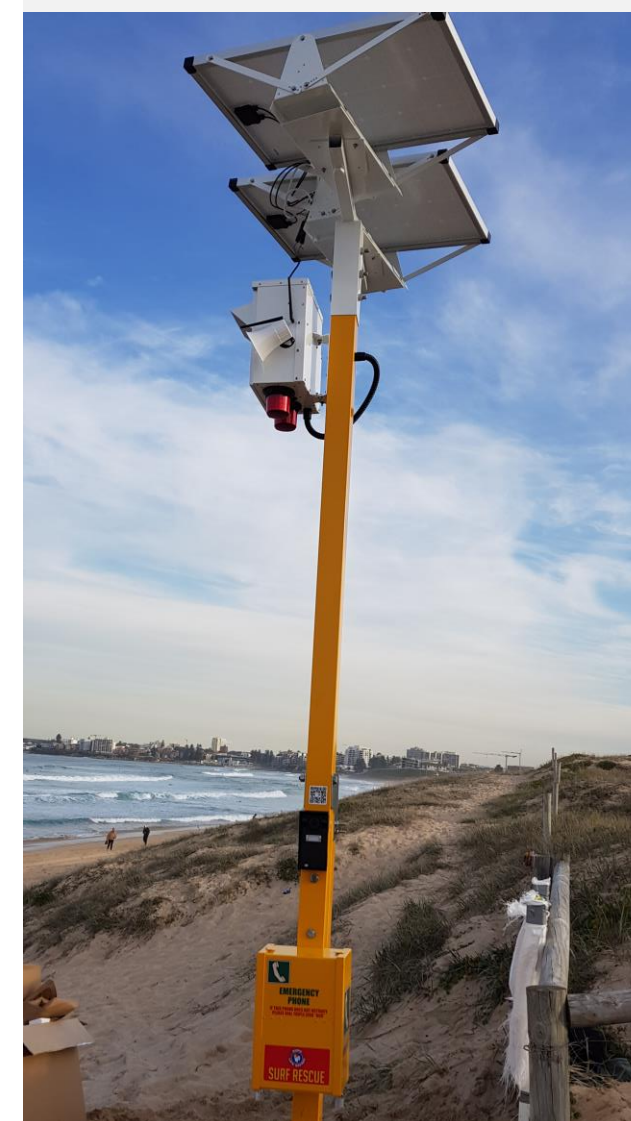
- Mature production to **match demand and protect margins**
- Expand AI, sensing, hardware and software applications to **provide desired features**
- Advance modularization to allow **more 3rd party cameras, peripherals and software, faster**
- **Improve the user experience** through enhanced GUI and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



Spectur Limited (ASX:SP3)

Gerard Dyson

Managing Director

investors@spectur.com.au

Important notice and disclaimer

This document has been prepared as a summary only, and does not contain all information about Spectur Limited's (the "Company's") assets and liabilities, financial position and performance, profits and losses, and the rights and liabilities attaching to the Company's securities. This document should be read in conjunction with any public announcements and reports (including financial reports, third party studies and disclosure documents) released by the Company.

The release, publication or distribution of this presentation in certain jurisdictions may be restricted by law and therefore persons in such jurisdictions into which this presentation is released, published or distributed should inform themselves about and observe such restrictions.

This presentation does not constitute, or form part of, an offer to sell or the solicitation of an offer to subscribe for or buy any securities, nor the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issue or transfer of the securities referred to in this presentation in any jurisdiction in contravention of applicable law.

This document does not purport to be complete and is for informational purposes only: it does not represent financial advice. Persons needing advice should consult their stockbroker, bank manager, solicitor, accountant or other independent financial advisor.

Certain statements made in this presentation are forward-looking statements. These forward-looking statements are not historical facts but rather are based on Spectur Limited's current expectations, estimates and projections about the industry in which Spectur Limited operates, and its beliefs and assumptions. Words such as "anticipates", "expects", "intends", "plans", "believes", "seeks", "estimates" and similar expressions are intended to identify forward - looking statements.

Although the Company believes that its expectations reflected in the forward-looking statements are reasonable, such statements involve risk and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements. These statements are subject to known and unknown risks, uncertainties and other factors, some of which are beyond the control of Spectur Limited, are difficult to predict and could cause actual results to differ materially from those expressed or forecast in the forward-looking statements. Spectur Limited cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Spectur Limited only as of the date of this presentation.

The forward-looking statements made in this presentation relate only to events as of the date on which the statements are made. Spectur Limited will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this presentation except as required by law or by any appropriate regulatory authority.