



Spectur Limited (ASX:SP3)

FY23 Results and Company Update (31 August 2023)

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Capital Structure

Key Metrics as at 30 August 2023

Share Trading Information

ASX code	SP3
Listed on ASX	01/08/2017
Current share price	\$0.023
Market capitalisation	\$5.19m
52 week closing high	\$0.04
52 week closing low	\$0.02

Capital Structure

Current

Shares on issue	225.8m
Performance Rights on issue	26.8m
Unlisted Options	49.9m

Share Register

Top 20 shareholders	40.7%
% of register owned by Board & KMPs	3.82%

Top Shareholders (as at 30 August 2023)

APPWAM Pty Ltd	7.21%
Coastalwatch Holdings Pty Ltd	3.56%
Jomaho Investments Pty Ltd	3.51%
Sandhurst Trustees Ltd <Equit Inv Dragonfly A/C>	2.38%
Mr Peter John Ferris	2.13%
Fry Super Pty Ltd <INXS Super Fund A/C>	1.86%
BNP Paribas Nominees Pty Ltd <IB AU NOMS Retail Client DRP>	1.84%
D & G Lontos <Francis Alexandra S/F A/C>	1.67%
National Nominees Limited	1.66%
D & G Amarakoon <Duro Super Fund>	1.62%
Dr GJ Dyson (Managing Director)	1.51%
Mr DJ Cooper (Non-Executive Chairman)	1.48%
Sondance Pty Ltd <Jolpet A/C>	1.23%
MR Mark Damion Kawecki	1.20%
Camden Equity Pty Ltd <Byrne Hybrid Investment A/C>	1.14%



Sense Think Act

We make communities **safer, smarter** and more **sustainable** in temporary, remote and unpowered outdoor areas.

By providing **disruptively effective** and **efficient** solutions to high value problems

With unique, modular, solar, **sensing, thinking** and **acting** hardware and software solutions and platforms.



No People



No Data Cable



No Power Cord



The challenges we solve

...and the customers we serve

- Security and surveillance
- Safety and warning
- Environmental monitoring
- Smart cities applications
- AI platforms

...in temporary, remote and unpowered locations

- Government & utility
- Building & construction
- Institutional
- Resellers
 - Security companies
 - Hire companies
 - AI companies

...in Australia and New Zealand

Our Modular Solution







 Sense
 Think
 Act




MAKING COMMUNITIES SAFER

AT THE EDGE



Cloud



Modular AI

IN THE CLOUD



Client

Fully integrated
Video & Data Analytics Platform

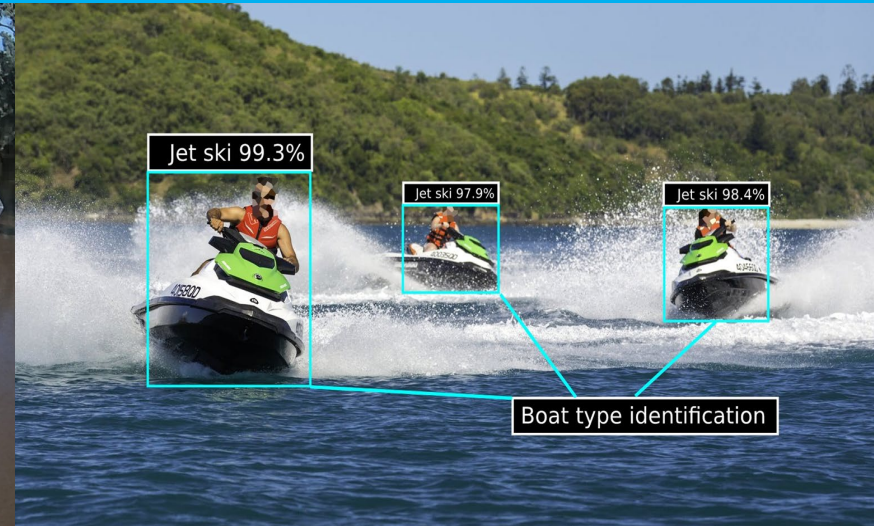




3rd Parties

OFF SITE

Spectur is disruptively effective compared with substitutes and alternatives



Security & Surveillance

Safety & Warning

AI Platforms

Substitutes

- Guards
- Fences
- Locks

Alternatives

- Wired CCTV
- Build your own
- Rent

Spectur

- Cost effective, can purchase
- Always on, watching and deterring
- Calls for help
- Unwired
- Proven (>2,300 deployed)

Substitutes

- Ranger/ lifeguard
- Signage
- Hope

Alternatives

- Build your own
- Accept risk

Spectur

- Unique alternative to do "nothing"
- Always on and connected
- 2-way communication and warning
- Unwired
- Fire, flood, shark, crocodile, tsunامي

Substitutes

- Human intelligence

Alternatives

- Build your own
- Wired to cloud

Spectur

- Cost effective, can be leased/ rented
- Edge and cloud AI enabled
- Platform plus hardware services
- Unwired
- Smart cities, parking, traffic, safety...

Scope of opportunity

Selected scope of immediate indicators in Australia

STATUS QUO

SCOPE OF OPPORTUNITY



Beaches

>200 devices installed



12,000 beaches



Construction

>250 customers



5,750 medium & large companies (20+ FTEs)



Mobile towers

>200 sites and growing



21,472 towers



Military

>4 DoD bases protected



63 bases and hundreds more DoD assets



Councils

>60 councils served



562 councils

Scope of opportunity

Long term opportunity - large accessible market

STATUS QUO

SCOPE OF OPPORTUNITY

Geography

- Major Australian / NZ capitals



- Regional Australia and NZ
- Rest of world

Customers

- Government and Utilities
- Building and construction
- Institutional
- Resellers



- Mining and Energy
- Agriculture
- Defense
- Logistics
- AI and IoT partners

Solutions

- Security and surveillance
- Safety, warning and comms
- Maritime and environmental



- Smart city applications
- Integrated sensing and camera data management and action

Platforms

- Nascent



- Power and Camera Platforms
- AI Marketplace

Unique competitive advantages



Purchase, lease or rent

- To suit all commercial imperatives
- Only turnkey solution for **resellers**



Sense - Think - Act

- Solves full problem
 - **Sense:** multiple sensors
 - **Think:** make decisions
 - **Act:** do something useful
- No humans needed



Deployable remotely

- No grid/recharging needed
- Runs 24/7
- Rapid deployment
- Cost, power, data efficient



Fully integrated

- Many devices, one interface
- Easy use via app or web
- APIs for multiple integrations
- Fully programmable
- Presents all data in one place



100% Australian

- Data stays in ANZ
- Australian designed and manufactured
- Eliminates security issues from foreign technology
- Zero native competitors



Modular and Open

- Designed as a platform
- Suits 3rd party cameras, sensors, AI, data sources
- Cloud and Hardware

An Exceptional Team...

Board

- **Darren Cooper (Non-Executive Chairman)**
 - B.Bus, Masters of Applied Finance, GAICD.
 - 4 years, 11 months tenure, top 12 investor
 - Darren Cooper spent in excess of 20 years in management and senior executive roles. Darren now holds a number of Board and Strategic Advisory roles across a range of industries including government, property, technology and construction.
- **Bilyana Smith (Non-Executive Director)**
 - MBA, B. Arch, GAICD
 - 3 years, 11 months tenure, top 20 investor
 - Bilyana has extensive international experience as a Director, CEO, investor and strategic advisor. Currently Board Director with Fishburners Ltd, Senior Advisor with First Home London, she runs her own advisory practice specialising in business strategy, innovation and marketing.
- **Gerard Dyson (Managing Director)**
 - PhD, B.Eng (Hons), B.Comm, Adv Dip Bus, GAICD, MIEAust, CPEng, NER, APEC Engineer, IntPE(Aus)
 - 4 years, 3 months tenure, top 11 investor
 - Gerard is an experienced executive with prior roles as Group MD (Infrastructure) and EVP (Americas) for Advisian (Worley Limited, ASX:WOR). He has held global, regional and local roles in Australia, USA, Canada, Latin America, Asia and the Middle East.
- **Suzie Foreman (Company Secretary)**
 - B Comm (Econs), CA, FGIA.
 - 5 years, 3 months tenure
 - Ms Foreman has over 20 years experience within the UK and Australia, including 11 years experience with a Big 4, specialising in the areas of audit and corporate services. Ms Foreman has extensive experience in senior management roles including as a Chief Financial Officer and Company Secretary for a range of ASX listed entities from ASX top 300 tier entities to start-up enterprises.

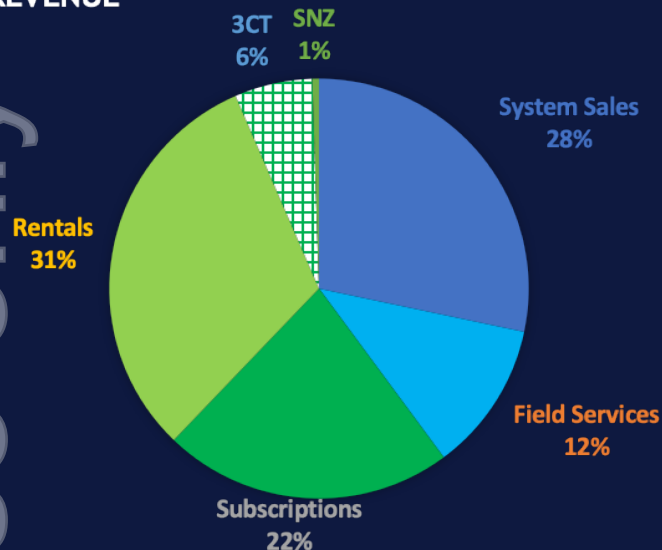
experienced, invested, aligned

Executive

- **Peter Dickinson (CTO)**
 - B.Eng (Hons)
 - 1 years, 6 months tenure
 - Peter is an experience engineer, product manager, CEO and CTO with a long track record with companies at the intersection of hardware and software. Prior experience as a Co-Founder as well as international experience in the USA.
- **Ben Young (ANZ Sales & Marketing Manager)**
 - B.Eng (Hons), MBA
 - 6 months tenure, top 16 investor
 - Ben has been in technical sales for his full career. With extensive experience across global business (based in NZ, UK and Australia) with multi-nationals through to emerging organisations. Ben most recently was leading the ANZ team for RedEye Apps.
- **Russell Holt (GM 3CT Operations)**
 - 7 months tenure, 16 prior years with 3 Crowns
 - Russell has over 10 year's experience managing & leading technology businesses. At 3 Crowns he led the product and commercialisation team of Australia's largest sports apps before taking on strategic partnerships and M&A. Prior to this he had a varied career in publishing, professional snowboarding and the natural complement - derivatives trader for Macquarie Bank.
- **Aaron McHours (GM Field Services)**
 - B.Comm, Cert III ElectroTechnology
 - 6 years, 1 month tenure
 - Aaron brings a multifaceted, 15-year background in the security technology industry. He has operated as customer, integrator, vendor and manufacturer with global giants including Honeywell, Panasonic and NEC; successfully building, developing and leading teams in Australia and internationally.

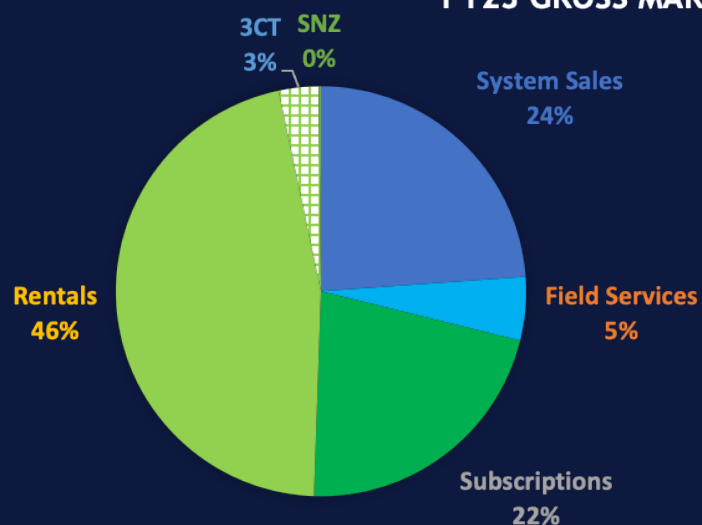
FY23 Highlights

FY23 REVENUE



60%
Recurring
Revenue

FY23 GROSS MARGIN



71%
Recurring
Gross Margin

Key numbers

FY23 Revenue

\$7.4m +26%

FY23 ARR

\$4.4m +32%

FY23 Operating Cash

-\$1.3m -2%

FY23 Receipts from Cust.

\$8.4m +28%

FY23 Adjusted EBITDA

-\$1.6m -9%

Q4 FY23 Revenue

\$1.9m +34%

Q4 FY23 ARR

\$1.3m +47%

Q4 FY23 Operating Cash

-\$6k +242k

Debt at 30 June 2023

\$0.65m -7%

Cash at 30 June 2023

\$1.52m +142%

Note - percentages compared to FY22, Q4 FY22 or 30 June 2022

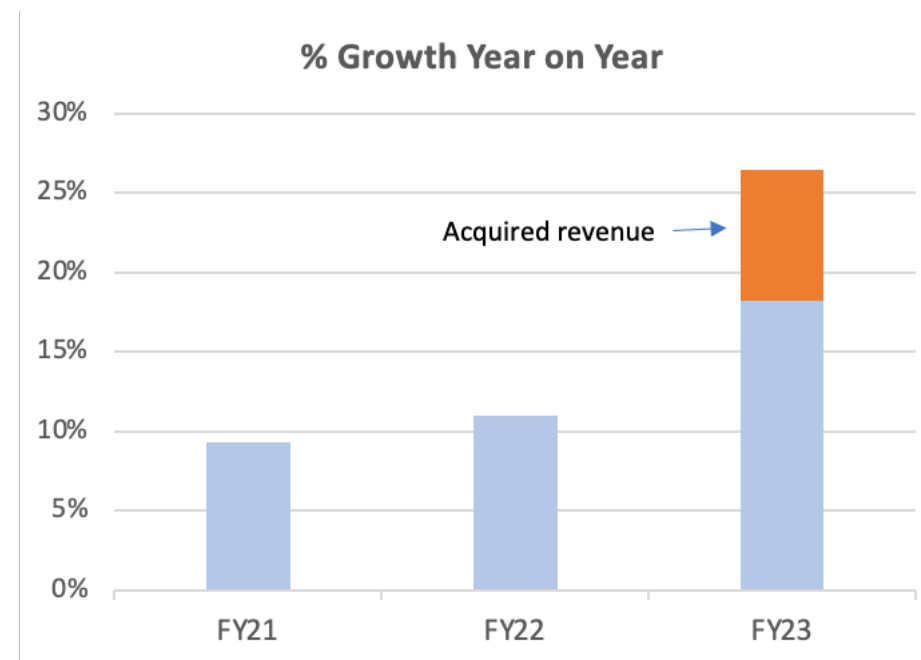
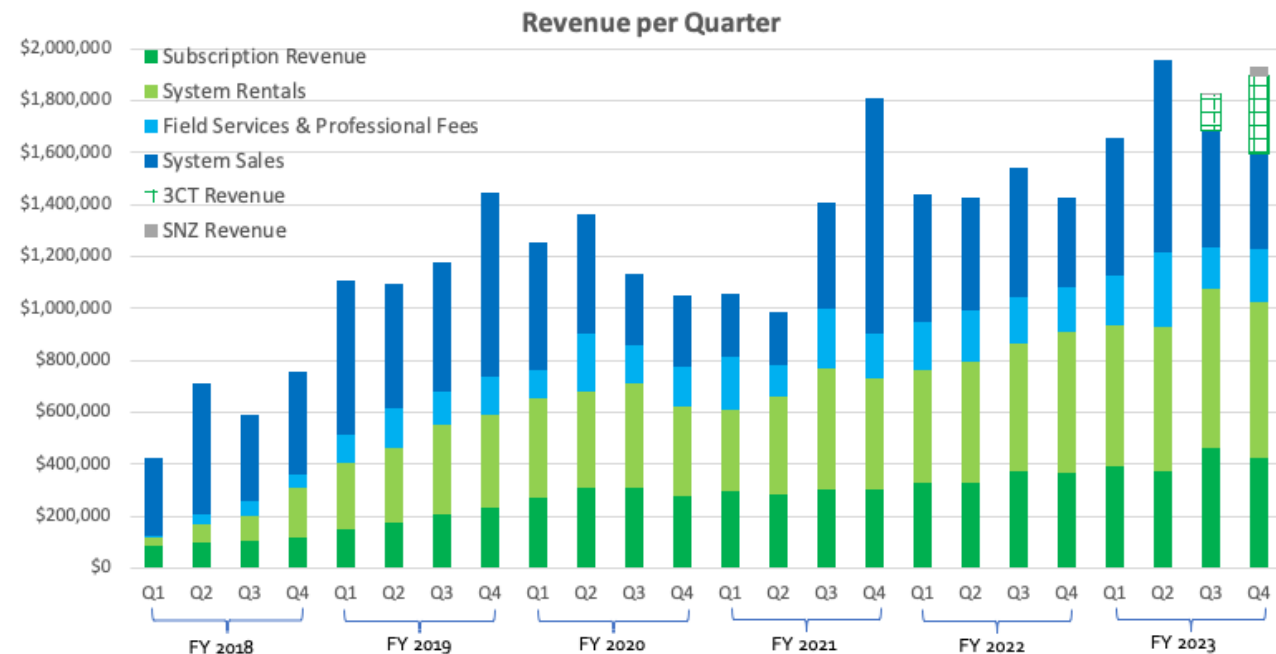
FY23 Highlights

Financial

- Growing organic (18%) and consolidated (26%) revenue
- Q4 FY23 recurring revenue (\$1.3m) gives ARR run rate of \$5.3m
- Operating cash consumption decreasing, aligned with cash and profit strategy
- Debt down to \$650k and extended.
- High gross margin - grown from 55% to 56% (58% organic)

Business

- Deliberately focused on finite sectors / solutions / geographies
- Today: >2,900 devices deployed with >600 customers
- Robust and scalable hardware, cloud, web and app platform
- Suite of differentiated, valuable offerings to target customers
- Rapidly growing market



Spectur primed for profitable growth

- Infrastructure built for scale
- Reduced overhead foundation
- Improved and improving margins
- Better customer experience
- Growing top line



Strategy - Leverage the built foundation

- ANZ Market domination
- Drive for profitability

Growth & Profit

- Market expansion
- Solution expansion
- Platform

Sales Channels

- Expand reseller push (45% growth in FY23)
- Accelerate outbound sales, integrated with marketing
- Drive integrated Spectur - 3CT solutions

- Online sales

Markets

- Outbound focus on Construction, Government, Utilities, Resellers
- Test Mining and AI Platform markets

- Consider additional sectors / geographies

Product

- Integrate 3CT cloud platform
- Scalable, modular high margin hardware/software stack
- Expand AI / sensing offerings
- Drive down cost to serve and improve UX

- "ACT"- investigate edge robotics
- Build online portals

Operational Excellence

- Improve GM%
- Constrain overhead growth

- Automation, systems and processes

FY24

FY25

FY26

Summary

→ Making communities safer, smarter and more sustainable

→ Deep technology moat and value proposition with large accessible market

→ Proven product-market fit with high and growing margins

→ Exceptional, aligned team

→ Recent substantial investments for scale, bearing fruit in FY24

→ Drive to fund capital from operations, before additional aggressive growth plans



Sense Think Act



Contact Us

Investor enquiries
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Sense Think Act

