



Spectur H1 FY25 Financial Results

Spectur Limited (ASX: SP3)

Half Year Financial Results for Period Ending December 31st, 2024

Spectur Limited (ASX: SP3) ("Spectur" or "the Company") is pleased to provide its half-year financial results for the six months ending 31 December 2024 (H1 FY25). Spectur has delivered a strong performance, reflecting strategic growth in recurring revenue and disciplined cost management, positioning the Company for sustainable growth and profitability.

Highlights

- **Total Operating Revenue:** \$4.46 million, up **7%** from \$4.16 million in H1 FY24, driven by growth in recurring revenue streams.
- **Recurring Revenue:** Representing nearly **70%** of total revenues, including:
 - **Subscription Revenue:** Up **26%** to \$1.81 million.
 - **Rental Revenue:** Increased by **9%** to \$1.27 million.
 - **Field Services Revenue:** Grew by **19%** to \$543,000.
- **Net Loss After Tax (NPAT):** Reduced to **\$157K** a **77% improvement** from a \$678K in H1 FY24.
- **Net Cash from Operating Activities:** Positive **\$34K** compared to a **\$200K cash burn** in H1 FY24.
- **Significant reductions in operating expenses are still being realised** – Employee and Admin Expenses included \$1.985m of payroll costs in H1 (already a 9% reduction from \$2.16m in H2 FY2024), and this is expected to fall to approximately \$1.45m in H2. Once all restructuring savings are fully realised, this should result in ongoing payroll cost savings in the order of \$1.4m p.a. compared with FY2024.

Executive Commentary

Anthony Schmidt, CEO of Spectur Limited, commented:

"I am pleased to report a strong half-year performance for Spectur, demonstrating the success of our strategic focus on recurring revenue growth, operational efficiencies, and cost management. We achieved record revenue of **\$4.46 million**, a solid **7% increase** from the previous year, with nearly **70%** of our total revenue now coming from high-margin, recurring streams.

This achievement reflects our continued commitment to delivering innovative, solar-powered security and surveillance solutions, underpinned by our transition towards a SaaS and Solutions Service provider model. Our strategic initiatives, including the expansion of our AI capabilities, digital transformation, and operational optimizations, have enabled us to enhance gross margins to **59%**, significantly reduce costs, and significantly improve profitability.

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"The **77% reduction in net loss** is a testament to the operational excellence and disciplined financial management we have embedded across the organisation, achieved through strategic cost management, including significant reductions in payroll, resulting in a leaner employee cost base. By maintaining a strong emphasis on productivity and customer satisfaction, we expect to see continued improvements in profitability. Our improved cash flow and reduced debt position us well to capitalize on growth opportunities while maintaining financial stability.

Looking ahead, we are focused on further expanding our AI-driven solutions, enhancing our SaaS offerings, and scaling our business efficiently to maximize shareholder value. Spectur is well-positioned for sustainable growth, and I am excited about the opportunities that lie ahead."

Results Overview

- **Revenue Growth:** Total operating revenue of \$4.46 million, a 7% increase compared to H1 FY24. Recurring revenue streams now make up 70% of total revenues, driving financial stability and long-term growth.
- **Profit and Margins:** Gross profit increased by 17% to \$2.65 million, with improved gross margins from 55% to 59%. Net loss after tax reduced by 77% to \$157,000, reflecting strategic cost management and operational efficiencies.
- **Expense and Cost Management:** Operating expenses reduced by 10%, driven by strategic redundancies, digital transformation, and optimized resource allocation. Finance charges dropped 38% following the full repayment of the EGP Capital loan.
- **Cash Flow and Debt Reduction:** Positive cash flow from operating activities of \$34,000 and a reduction in total liabilities from \$4.49 million to \$3.87 million.

Strategic Outlook

Spectur remains focused on its strategic priorities to drive growth and shareholder value creation:

- **Expanding AI Capabilities and Transitioning to a SaaS Model:** Leveraging market leadership in solar-powered security to deliver intelligent monitoring, security, and safety solutions through a software-centric, subscription-based model.
- **Driving Growth and Value Creation:** Expanding strategic partnerships, growing reseller channels, and refining targeted marketing initiatives to widen the addressable market.
- **Scaling Revenue Efficiently:** Continuing digital transformation and operational optimizations to scale revenue without proportional overhead scaling.

Spectur is well-positioned to capitalise on emerging opportunities, driven by its innovative, solar-powered technology and expanding AI solutions. The Company remains committed to delivering value to shareholders through sustainable, profitable growth.

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Spectur Limited (ASX: SP3) is an Australian-based developer of security, surveillance, and warning solutions powered by solar, IoT, camera, and cloud-based technology. Spectur's core products include solar-powered deterrence and surveillance systems, supported by disruptive cloud-based platforms for intelligent monitoring, security, and automation. With a strategic focus on AI-driven solutions, Spectur is transforming into a SaaS and Solutions Service provider, delivering innovative security and safety solutions to government, utilities, construction, and other high-value sectors. The Company is positioned to lead the market in intelligent, solar-powered security solutions, driving growth and value creation for its shareholders.

To learn more, visit: www.spectur.com.au

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