



harristechnology
GROUP LIMITED

Investor Presentation - March

2017

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Who is HT Group Ltd?

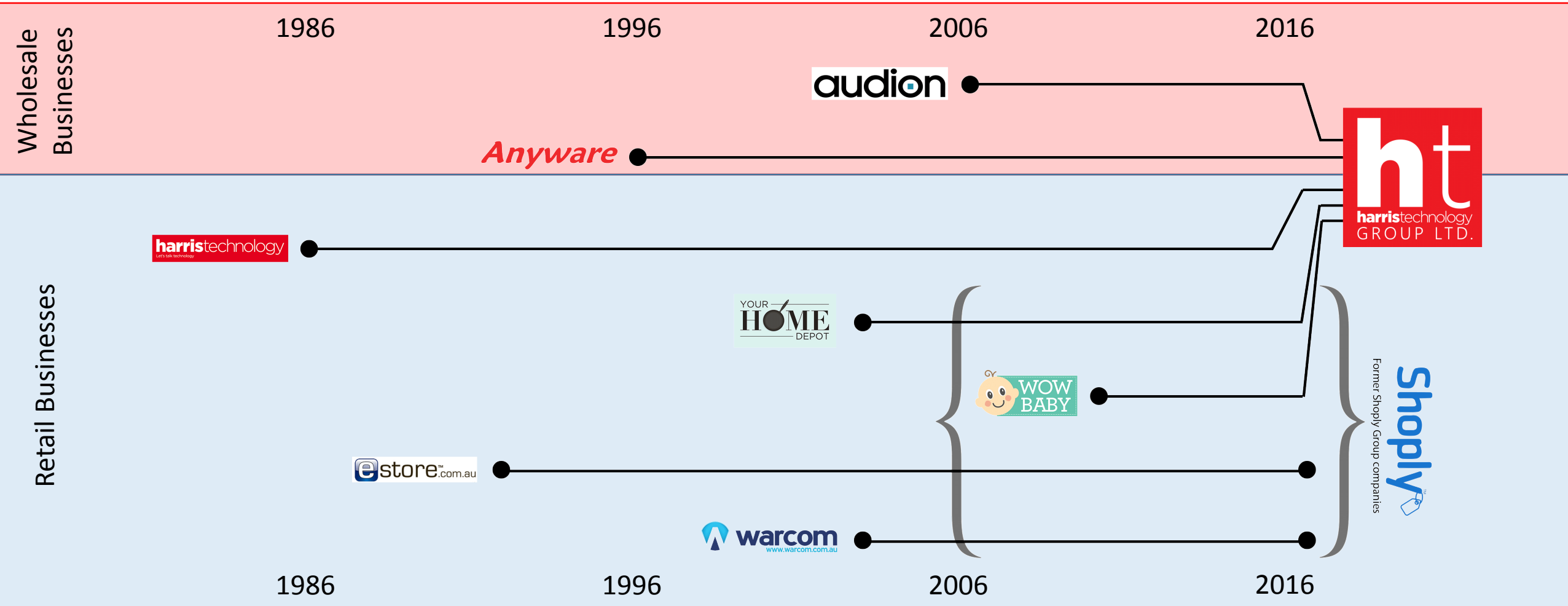
Who is Harris Technology Group Limited?

- Recent events and developments

The Harris Technology Group formed as a result of a merger between the Shoply Group and the Anyware / HT Group in July 2016

- Anyware Corporation Pty Ltd acquired Harris Technology Pty Ltd in June 2015, to form the Anyware/ HT Group.
- In July 2016, ASX-listed Shoply Limited successfully merged with the Anyware / HT Group, and was renamed Harris Technology Group Limited (ASX:HT8).
- Garrison Huang (founder and majority shareholder of Anyware Corporation) was appointed as CEO of Harris Technology Group Limited after the merger.
- Following the merger, Harris Technology Group Limited now operates three retail businesses – Harris Technology (IT products), Your Home Depot (dining and kitchenware) and WowBaby (baby and parenting products).
- The Group has since acquired Audion Innovision Pty Ltd, another distributor in the IT channel.

Who is HT Group Ltd?



Board of Directors

»» Andrew Plympton

Chairman

- Brings a wealth of experience in a diverse range of commercial activities
- Over 35 years' experience in financial services industry and boards of ASX Companies



»» Garrison Huang

CEO / Managing Director

- Majority shareholder of Anyware, MD of Anyware since 1997
- Appointed MD and CEO of Harris Technology in 2015
- Holds Bachelor's Degree in Engineering, Graduate Diploma in Computer Systems Engineering and Graduate Certificate in Marketing



»» Bob Xu

Executive Director

- Has served as Business Director of Anyware Corporation since 2012
- Shareholder of Anyware, through associated entity AZA International
- Holds a Diploma in Mechanical Engineering from the Shanghai Aviation Technology Institute, and studied Engineering for four years at Tongji University



»» Mark Goulopoulos

Non-Executive Director

- Associate Director of Wealth Management at Patersons Securities
- Over 15 years' experience as an investment adviser
- Co-founder of companies in the digital arena focussed on e-commerce / mobile applications



»» Howard Chen

Non-Executive Director

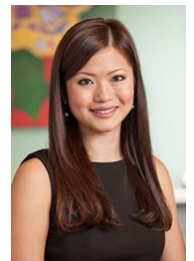
- Managing director of Ultra Imagination Technology Pty Ltd. owner of lifestyle tech brand "mbeat"
- Masters of Microelectronics degree from Griffith University; also a member of the Institution of Engineers Australia



»» Alyn Tai

Company Secretary

- Practising lawyer
- Specialises in the areas of corporate and commercial law, and the provision of company secretarial and legal counsel services to ASX-listed entities





What does HT Group do?

What does HT Group do?

The group operates under a dual wholesale and retail business model, which:

- provides security of diversified income
- has established strength in national distribution
- is now a major player in online retail
- operating under the iconic Harris Technology name
- has considerable strength in China including sourcing, logistics and support staff hosted in Shenzhen
- is positioned to unite these business segments to launch a cutting-edge direct-to-consumer model



What does HT Group do?

Wholesale business summary - Anyware

Anyware

- Anyware launched in 1996, entered IT accessories niche
- Established importing and distribution business
- 5 branches, each with full office and warehouse facilities, 75+ staff
- Strength in selling to the 'DIY' channel, predominantly independent resellers
- More than 60 established brands, available from over 2000 reseller locations



What does HT Group do?

Wholesale business summary - Audion

- Strength in Mass Retail channel; JB HiFi, Harvey Norman, MYER, JR Duty Free, etc
- Smaller group of key brands available from more than 100 major retail locations



Synergies between Anyware and Audion businesses :

- Acquisition provides avenue for Anyware into major retail stores
- Modest customer overlap denotes significant potential to grow both markets
- Product range for each is similar yet quite different

What does HT Group do?

Retail Business summary

- Harris Technology dates back to 1986, one of Australia's oldest IT retailers
- A pioneer in the Australian eCommerce industry
- Many years Aus #1 for Business IT
- Formerly owned by Coles Group, Wesfarmers
- Today HT is a trusted, online-only reseller of business IT equipment to SMB



What does HT Group do?

Retail Business summary (cont)

- July's merger introduced diversity to the retail offering with Your Home Depot and Wow Baby
- Positioned to add more market segments, grow into complete 'online department store'



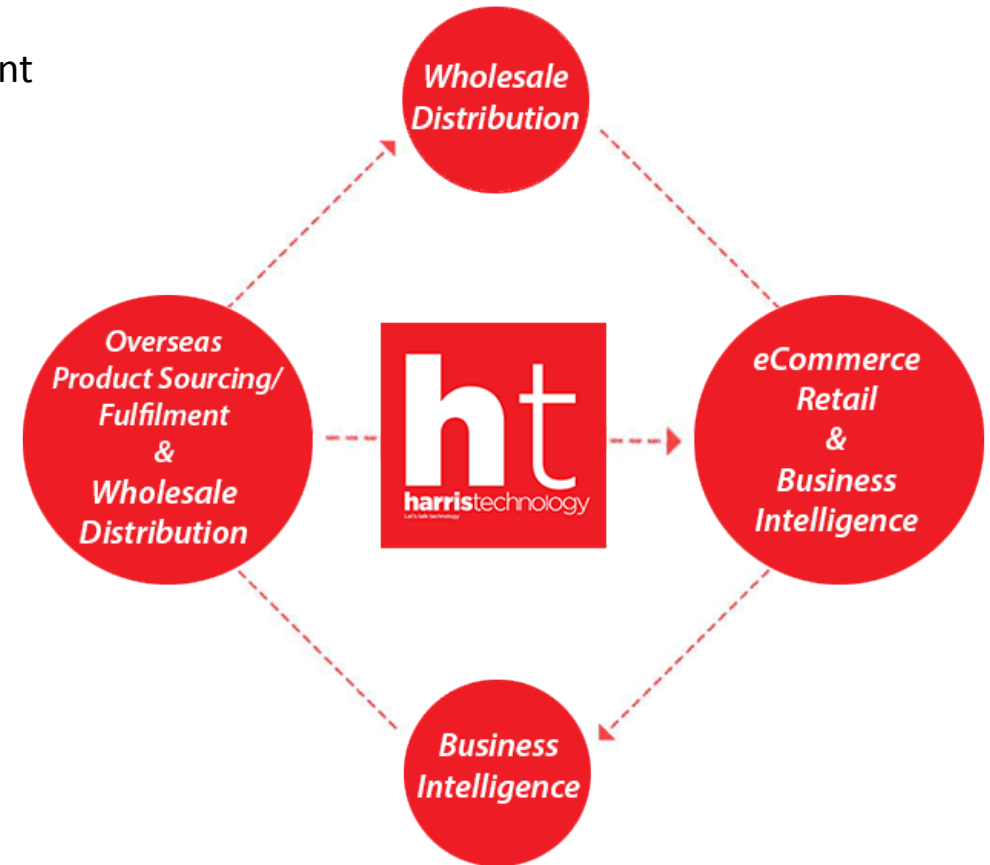


What is HT Group's goal?

What is HT Group's goal?

Our goal is to become the Number One eCommerce retailer in Australia, propelled by our revolutionary Cross Border sourcing and fulfilment process.

- Building a dominant, multi-channel retail business requires **differentiation** from existing eCommerce models
- Efficiency, systems and range are **vital**, but these alone are insufficient
- We will offer a **superior** business proposition than our competitors
- We are positioned to offer a **unique** differentiation – what we call “**Cross Border Direct Shipping with Local Presence.**”



Cross Border Direct Shipping with Local Presence (CBDSLPL)



- Revolutionary new **M2C** (Manufacturer-to-Consumer) business model
- Utilises Anyware's existing infrastructure and knowledge of importing and distribution
- Direct-to-consumer model from China to Australia
- Initially for Your Home Depot and Wow Baby businesses, scalable to others
- Provides major benefits:
 - No local stock holding required
 - Cost saving is maximised for all parties
 - Business is direct to end user (Direct Model - almost Factory to Consumer)
 - Full local support via existing local presence, including customer support call centre
 - Provides confidence, trust and loyalty unavailable to overseas-only suppliers
 - Existing Chinese partner's company structure and resources can be fully utilised
 - Scalable to expand into verticals such as furniture, travel goods, sporting goods etc.



How we will achieve this:

Our people

» Michael Fox

General Manager - HT Group

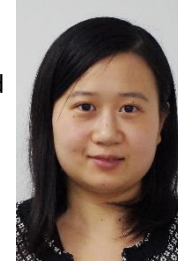
- Holds Graduate Certificate in Professional Management / Bachelor Business, Associate Diploma Business Management, completing Diploma in HR
- Over 20 years' experience in business management/operations for IT companies



» Amy Guan

Chief Financial Officer

- Bachelor of Law & Finance, Masters in Professional Accounting & CPA Qualified
- 8 year career in financial and senior financial positions
- Current CFO at Anyware Corporation, Harris Technology



» Tyson Gillespie

Chief Information Officer

- Over 20 years' experience in creative and development with Fairfax
- Expertise in software development and hardware management
- Brings a vast knowledge of design and technology experience to the group



» Cameron Anstee

National Marketing Manager

- Over 20 years' experience in distribution, retail and marketing
- Considerable marketing and sales skill across a range of disciplines
- Holds Advanced Diploma in Marketing, Cert IV in Workplace Training



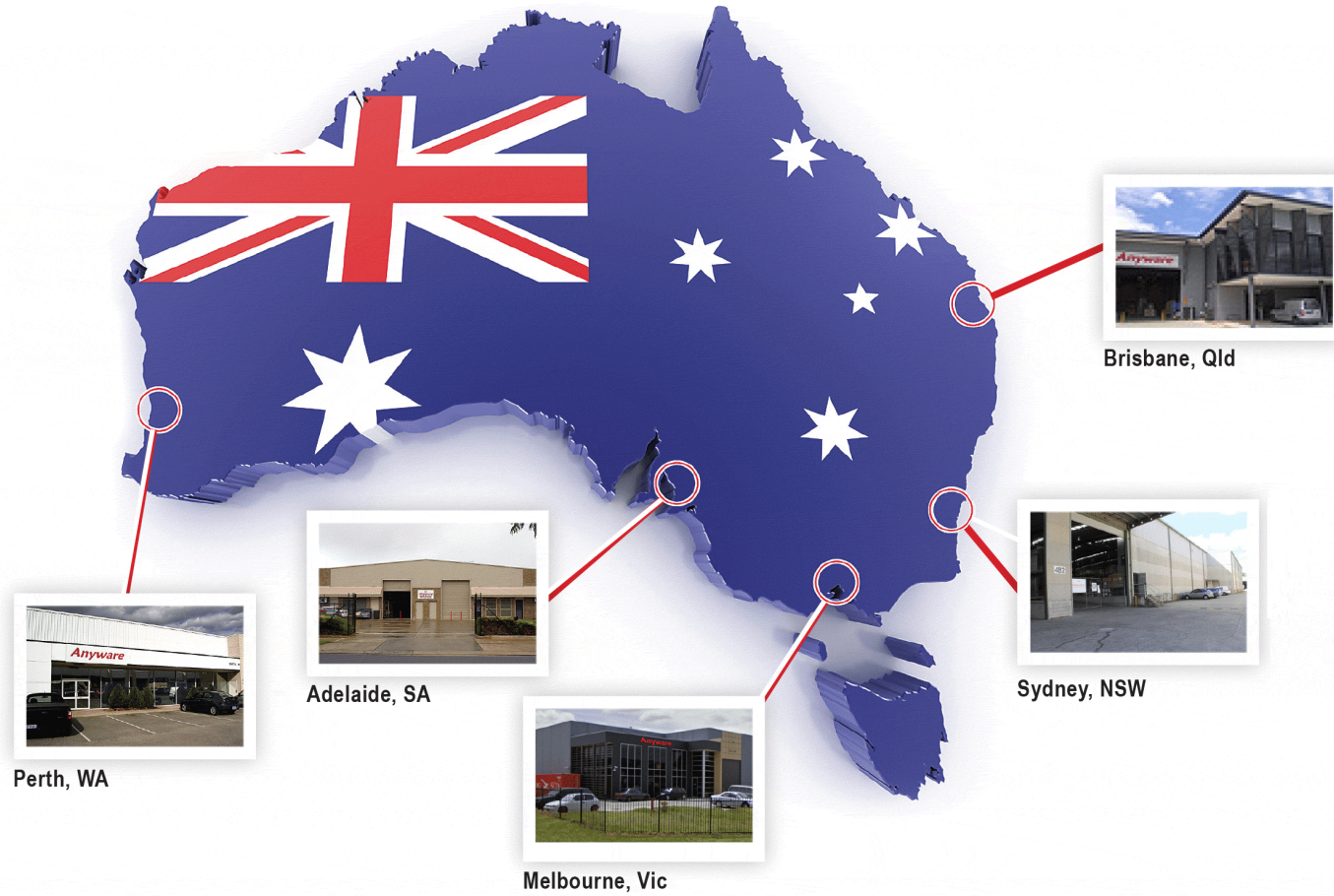
» Aaron Steel

YHD Operations Manager

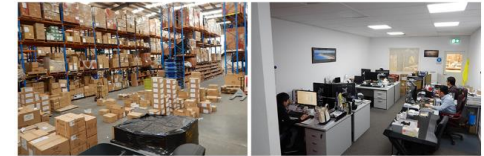
- 22 years career in retail, wholesale and distribution
- Heavily sales and product focused
- Exceptional skill and considerable experience in high-profile brand name product management



Existing national footprint



Dandenong South, Melbourne



Rydalmere, Sydney



Banyo, Brisbane



Osborne Park, Perth

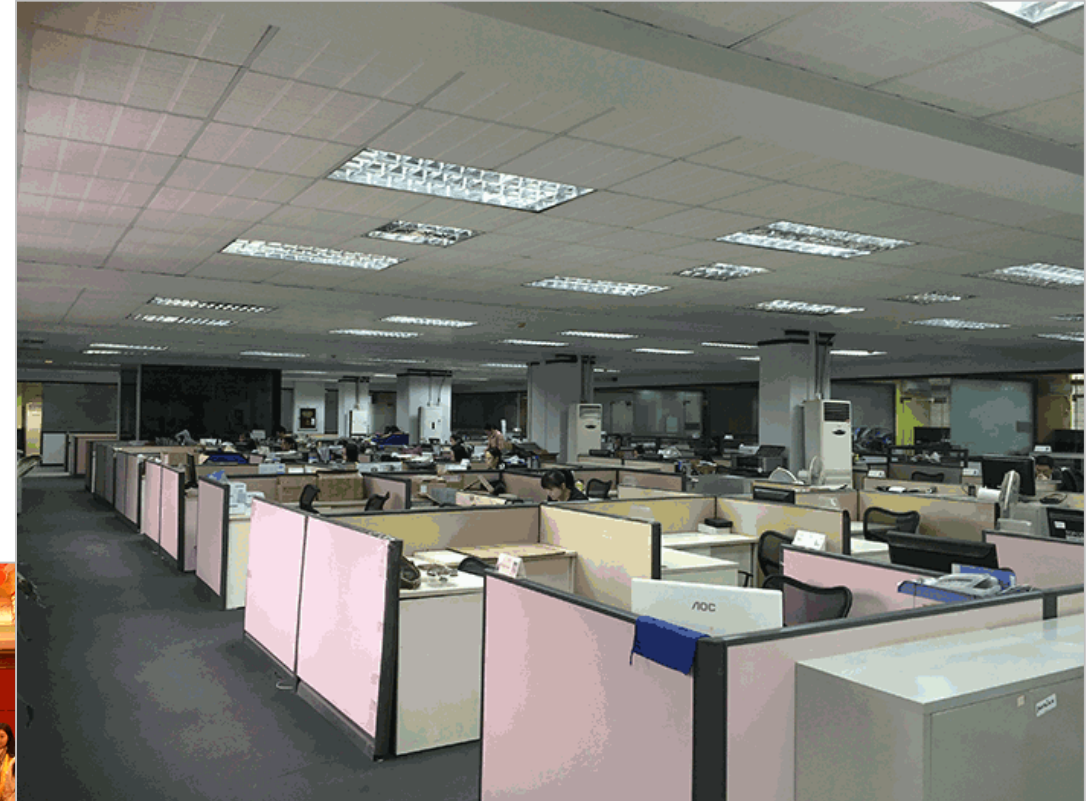


Findon, Adelaide



Established partnerships in China

- Long-term collaboration and financial partnership with Celesta, China
- Currently 9 staff dedicated to Anyware business
- Plus extended sourcing and logistics teams
- Capabilities – sourcing & manufacturer relationships, QA, logistics, finance



Track Record of Success

- Our experience of 20 years in Wholesale, multi-award-nominated
 - Customer Service, sales, product management/sourcing
 - Marketing team – cutting edge digital
 - In-house IT development team
- 30 years in retail, one of the most recognised names in Business IT
- Leveraging strong brand to build upon that name
- Already established in numerous verticals (Your Home Depot, WowBaby)
- Building a conglomerate of businesses positioned to offer multi-category online shopping



Summary

Summary

- **Broad, established Wholesale Distribution Business**
- **Iconic 30-year retail business with brand equity**
- **Diverse growth avenues in growing markets**
- **Key partnerships in China for sourcing and logistics**
- **Cross Border distribution model**
- **Experienced Board comprising Directors with documented business successes**



Thank You

