



Announcement to ASX  
ASX Code: HTG

October 16, 2020

## HARVEST TECHNOLOGY GROUP STRATEGIC PLAN TO DRIVE SCALABILITY AND INTERNATIONAL GROWTH

### HIGHLIGHTS

- Harvest Technology Group launches a Three-Phase Corporate Strategic Plan
  - Phase 1 – Improving speed and setting course for scalability
  - Phase 2 – Establishing income diversity
  - Phase 3 – Expansion and growth
- The Strategic Plan is set against a conditions-based approach and utilises resources from the 2020 Capital Raising.
- Research identifies significant growth prospects in the satellite communications market

**October 16, 2020:** Harvest Technology Group Limited (ASX:HTG) (**Company**) is pleased to announce the release of a Three-Phase Strategic Plan to drive the Company's growth potential in the fast-growing satellite communications market.

The Strategic Plan focusses on the steps required for a global roll-out of the Company's leading-edge technology which enables the secure encrypted transfer of data, high-definition video and audio, regardless of location and network quality.

Already established as a provider of remote solutions to the Australian resources and oil and gas sectors, the Company is now targeting global expansion to capitalise on the predicted growth in demand for high quality video, data, audio communication and remote control solutions, using its Infinity suite of products.

Detailed market research commissioned by the Company has forecast strong growth in demand for both land and maritime based Very-Small-Aperture Terminal (**VSAT**) satellite systems. The other area of projected strong growth is the Wearables market. Wearables are high-tech electronic devices that can be worn and are revolutionising the remote undertaking of inspection, maintenance, repair, and monitoring of assets and equipment.

The Company is already well placed in these sectors (Land VSAT, Marine VSAT and Wearables) with direct customer sales growing very strongly and alliances (e.g. AST, Inmarsat and Realwear) to accelerate uptake. The Company is expected to continue to grow with increase in market share and the sectors themselves growing rapidly (*refer chart on following page*).

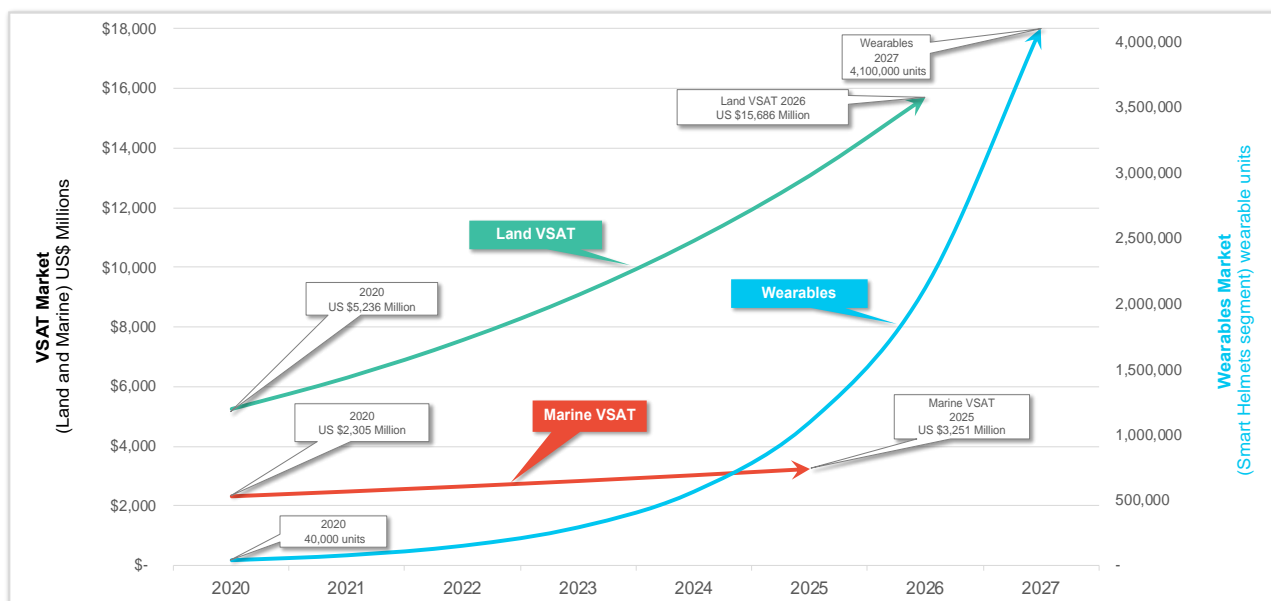
Global research firm MarketsandMarkets Research has predicted that that by 2025, Maritime based VSAT demand will grow to US\$3.25 billion from US\$2.30 billion in 2020, representing a compound annual growth



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ASX Code: HTG

rate (CAGR) of 7.1%. The Land based VSAT market is forecast to grow from US\$3.63 billion in 2020 to US\$15.69 billion in 2026, registering a CAGR of 20.1%.

US-based Global Industry Analysts have forecast the wearables market will reach 31.1 million units, growing at a CAGR of 104.6% between 2020-2027.



Source:

- Land and Marine VSAT: Maritime Satellite Communication Market Global Forecast To 2025 - MarketsandMarkets Research Private Ltd June 2020
- Wearables Market for Smart Helmets segment: Global Smart Augmented Reality (AR) Glasses Industry - Global Industry Analysts July 2020

Phase 1 of the Company's Three-Phase Strategic Plan will initially focus on improving the speed to market for new applications and building production and management systems to enable scalability. Increased emphasis will be placed on development of global alliance and sales opportunities with ramping up of resources to support innovation, business development, and expansion into the US and Europe.

Phase 2 will move the Company towards income diversity by transitioning the business model away from its current majority focus on energy and resources sectors towards a 50/50 balance with Infinity products and services. The Company will release its first downloadable Infinity Wearwolf decoder software application to the market and move into one single central facility.

Phase 3 of the plan will see the Company continue to transition the business model and have income producing operations in US and Europe, whilst establishing further presence in Europe and Asia. The Company will be seen as a trusted and reliable provider of quality services in Australia and will seek to move into the consumer-based market, with development of key third-party relationships in this arena.

Specific focus areas to be employed in the execution of the strategy include:

- **Technology Innovation**
  - Our Remote Communication Platform will deliver an IoT ecosystem of connected devices including existing and new products



- Q1 CY2021: Initial focus is on delivery of downloadable decoder software application to receive data/video/audio from the Infinity Wearwolf™ wearable device application, including a self-serving sales platform
- Q2 CY2021: a downloadable decoder software application for the Nodestream, including a self-serving sales platform
- Integration of both artificial intelligence (AI) systems and cutting-edge machine learning into our Infinity product suite
- Commercialisation of RemTeq™, available for customers in early CY2021
- Building a team of talented and high-performing product and software engineers and developers
- Development of STEM education initiatives
- **Geographical Expansion and Increased Market Profile**
  - Expansion into the US market
  - Subsequent expansion into European markets
  - Increased marketing and digital presence
  - Actively seek business opportunities to expand market penetration
  - Building a customer success team of talented and focussed business development, sales, customer management, and marketing personnel
- **Alignment and Scalability**
  - Establish strategic alliances and collaborations with globally recognised:
    - Industry solutions and service providers
    - Manufacturers of industrial wearables and satellite/communications hardware
  - Building business systems to enable sales scalability
  - Explore and develop third-party alliances and opportunities in the Consumer market
  - Establish business relationships within the Australian Defence, Space and National Security communities with aspiration to become a trusted provider to 5VEY and Primes

*“The framework for our Strategy is robust, simple and agile. That is, by the end of 2022, to transform from a company supporting the Australian resources sector, into an internationally recognised Satellite Services provider of excellence, servicing the global marketplace including expansion into the US, Europe and Asia. We have put enormous effort into market analysis with expert consultation to ensure this plan is both credible and achievable. We now have a specific roadmap to position Harvest Technology Group as a leading provider of software, products and services to enable secure, trusted communication and control over the most unreliable networks using any device”, said Group Managing Director Mr Paul Guilfoyle.*

*“The business drivers for the strategy are clear, with land-based wireless networks only covering about 10% of the globe and increased demand stretching the ability of current satellite services. Our Infinity proprietary technology is able to boost the capacity of those existing satellites in the same way turbocharging can boost*



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ASX Code: HTG

*the power of a car engine. It is unnecessary that communication in remote areas has to rely on unsecured, low quality and costly services, when we have the technology available to connect everyone everywhere."*

*"We are very excited to roll-out our Strategy and realise our vision to become a leading international provider of software, products and services that enable secure, trusted communication and control for the delivery of high quality, real-time interaction over unreliable networks via any device."*

A copy of the Company's Corporate Strategic Plan is located at the rear of this announcement.

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*This announcement was authorised for release by Paul Guilfoyle, Managing Director.*

**For further information please contact:**

Mr. Paul Guilfoyle

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**About Harvest Technology Group**

Harvest Technology Group Limited (ASX:HTG) is an Australian operated group of companies whose portfolio includes Harvest Technology Pty Ltd and Harvest Infinity Pty Ltd. Harvest Technology is a bespoke subsea technology solutions provider for the energy, resources, and renewables sectors. Harvest Infinity is an innovation company developing remote control, communication, automation and monitoring solutions.

To learn more please visit: [www.harvest.technology](http://www.harvest.technology)



HARVEST TECHNOLOGY  
GROUP LIMITED



CORPORATE  
STRATEGIC PLAN



# Contents

3	Chairman & Managing Director's Overview
4	Our Vision
5	Our Purpose & Our People
6	Our Technology
7	Data.Anywhere.™ – Value Proposition & Competitive Advantage
8	Satellite Communications
9	Key Markets
11	Our Strategy
15	Disclaimer

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# Chairman & Managing Director's Overview

**We are very pleased to present to you the inaugural Strategic Plan for Harvest Technology Group.**



Our journey started with fixing connectivity problems for people in the harsh and hazardous offshore environment of North Western Australia for the oil and gas and mining industries. In delivering these services it became clear we could go further, and that our expertise, technology and services had a much wider application. We realised that we had an opportunity to become a leading international provider of software, products and services that enable secure, trusted communication and control for the delivery of high quality, real time interaction over unreliable networks via any device.

To achieve this goal our plan is built upon a foundation of our people and their values, integrity and talent. The framework for our strategy is robust, simple and agile. That is, by the end of 2022, to transform from a small remote solutions company supporting the Australian resources sector into an internationally recognised satellite services provider of excellence, servicing the global marketplace including expansion into the US, European and Asia regions.

Our plan is based on extensive analysis of market opportunities for the products and services our group will offer. We have engaged the advice of expert consultants to ensure this plan is both credible and achievable.

We strongly believe in this Strategic plan and our ability to deliver.

***"Thinking about you and tomorrow. Delivering today."***

A handwritten signature in cursive script that reads "Jeff Sengelman".

**Jeff Sengelman DSC AM CSC**  
Chairman

A handwritten signature in cursive script that reads "Paul Guilfoyle".

**Paul Guilfoyle**  
Group Managing Director



# OUR VISION

We will become a leading international provider of software, products and services that enable secure, trusted communication and control for the delivery of high quality, real time interaction over unreliable networks via any device.

*“We are not just a great technology company.*

*We are a people company that delivers outstanding technology.”*

## Our Purpose

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This Strategic Plan articulates why and how we are moving to realise our Vision. Today when people in organisations that operate in areas of poor connectivity want to interact remotely, simply, safely and securely they often have to rely on unsecured, low quality and costly services or postpone interaction.

This is unnecessary because available technology should enable everyone to connect everywhere.

We envision a world where everyone has access to cost-effective technologies that enable them to connect regardless of location.

We want to bring about this world through our Infinity product suite, a collection of technologies delivering high-quality, real-time interaction over unreliable networks, accessible via any device.

## Our People

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**Great people and their commitment are integral to our strategy.**

Great technological outcomes are driven by people. Our ambition is to foster and unleash a high-performance culture, putting innovation at the heart of our business, while remaining true to our values and our purpose.

We are committed to empowering our people to realise their full potential including safer, more creative and more efficient ways of working. Our culture is based on trust, collaboration and transparency. We give our people more say, new capabilities, tools, and avenues for technology and innovation to support our ongoing transformation.

At a minimum, our leaders must be as exceptional as our products and our people if they are to inspire. We will invest in programs to select and develop the very best leaders that ‘live’ integrity, trust and accountability. They will help implement this strategy and oversee a workplace climate that sets the conditions for success and gets the best out of our people. Within Harvest Technology Group this will include diverse, dispersed high-performance teams. Our leadership is establishing a team of teams led by an outlook focussed on excellence and prepared for the challenges and opportunities ahead.

# Our Technology

*“Our journey started with fixing a problem connecting people, platforms and systems in demanding remote offshore environments.”*

We have developed proprietary software algorithms that allow secure, optimised and encrypted transfer of data, including high definition video, audio and control. Achieved at much lower bandwidths than previously possible, we are enabling connected services from both offshore and remote locations via satellite or congested networks. This is known as our Infinity suite of products and services.

Instrumental to the success of our Infinity products and services is the in-house development of our proprietary software protocol, which is delivered through a combination of software and hardware-based products, which now includes mobile applications and an intuitive user interface for complete end user control.

Our Infinity proprietary protocol enables enhanced and encrypted services such as recordable quality video (Full HD @ 60FPS), data, audio communications and robotics control through satellite networks.

Following successful deployments in remote offshore and onshore industries susceptible to intermittent connection, error prone and low bandwidth networks, Infinity end-to-end services are pioneering a new age of secure and trusted transfer and control capabilities.

## Our Product Range



Nodestream enables secure, low bandwidth, multiple or single channel video feeds to be distributed point-to-point from anywhere in the world via satellite.



Wearwolf™ is a wearable device for delivering real-time live content from personnel working in ANY location, to enable simultaneous review and decision making worldwide in the office or at home.



The Remote Inspection System enables remote control and inspection operations to be carried out safely, securely and more cost effectively, removing personnel from offshore to onshore work environments.



The AVR2 is designed to deliver real-time live video and data streams over low-quality satellite networks point-to-cloud, on virtually any connected smart device via our AVRLive web-based Client Interface.



RemTek™ is a remote-control platform enabling the physical separation of control systems from machines or robots, allowing them to be controlled from anywhere in the world.

# Data. Anywhere.™

Our technology goal is **Data. Anywhere.™**. This includes:

- Efficient use, and repurposing, of customers' existing bandwidth without the need to substantially upgrade network or data plan
- Reduction in bandwidth
- End-to-end secure encrypted data transfer
- Data optimisation with custom error correction over congested / patchy networks
- Industry agnostic
- Enabling communications across satellite networks regardless of location
- Minimal latency @ 50ms plus tech limit
- End user control to adjust bandwidth, latency, and resolution in order to capitalise on optimising available bandwidth



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**TECHNOLOGY  
INNOVATION  
WINNER 2020**

Infinity services are now being recognised<sup>1</sup> for equally admirable benefits when deployed within terrestrial and local networks, such as reduced network congestion, simplified architecture and direct user setup and control.

## Competitive Advantage

Our goal is to maintain a competitive advantage through the consistent delivery of proven technology and services that provide superior competitive solutions to satellite network operators and their clients. This will be achieved through:

### Strong emphasis on trust and reliability.

We do not want to be just a provider of exceptional satellite technology services. Beyond our technology, we understand that people are our customers as well as our most important asset. Our commitment to be a trusted and reliable provider of services and solutions that always operates with integrity, will be a hallmark of our business that builds and preserves a reputation for excellence, and with it, value.

### Dedication to research, development and innovation.

In order to maintain our competitive advantage, it is not enough to be trusted and reliable today. We also have to deliver preferred solutions for our customers of the future. Significant and enduring emphasis on the research and development of enhanced and new products and services that continue to be market leading, will underpin and sustain our future success.

<sup>1</sup> "Inmarsat, AST and Harvest Technology Group enter into Global Marketing Alliance for Remote Monitoring Solutions", October 7, 2020, ASX [https://asx.api.markitdigital.com/asx-research/1.0/file/2924-02290627-6A999898?access\\_token=83ff96335c2d45a094df02a206a39ff4](https://asx.api.markitdigital.com/asx-research/1.0/file/2924-02290627-6A999898?access_token=83ff96335c2d45a094df02a206a39ff4)

A satellite with large solar panels is shown in orbit above the Earth's horizon. The sun is visible in the upper left, creating a bright glow and lens flare effect. The satellite is a complex structure with a central body and several large, rectangular solar panel arrays.

# Satellite Communication

Satellite communication can be defined as the direct communication between devices. This communication is made possible by utilising satellites in orbit as communication channel networks where data is transmitted from remote locations to allow users to receive and respond to the transmitted information. The main beneficiaries of satellite communication include maritime operators, broadcasters, remote operations, remote communities and the resource sector, including major oil and gas and mining operators.


The business drivers for satellite communications and applications are clear. Land-based wireless networks only cover roughly 10% of the globe and satellite provides coverage in areas where terrestrial wireless services are physically unable to reach.

The asset management industry requires satellite systems for coverage in support of fleet tracking, supply chain management, and general asset tracking needs. The advent of advanced Internet of Things (IoT) solutions leveraging machine to machine communications and other supporting technologies, enables anytime, anywhere and any type of asset tracking.

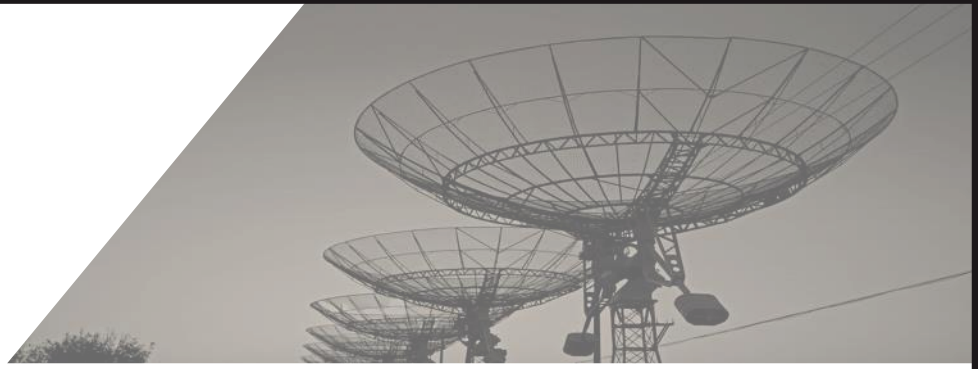
While geosynchronous (GEO) satellites provides the bulk of this today, it is not the ultimate solution for latency sensitive applications and/or those that require high bandwidth for data transfer. There is a market need for additional satellite systems to provide bandwidth on demand, with uninterrupted connectivity and support for mission critical operations requiring ultra-reliable communication.

This is a similar business case for industrial applications that are time-sensitive and utilise 5G - the private network sector. While 5G is poised to dramatically increase terrestrial radio density, 5G coverage is limited and there is the need for satellite networks to fill the service gaps. New satellite systems also offer an option for 5G backhaul with the advent of low earth orbit (LEO) and medium earth orbit (MEO) satellite networks.

Satellite services also provide coverage for business solutions that are often problematic and/or in remote areas such as mining operations, deep-water exploration and agriculture in third-world countries. Satellite communication is also important in certain industries that require continuous network coverage such as oil and gas, transportation systems involving hybrid networks for autonomous vehicles, and other mission critical services. In addition to providing continuous coverage in areas not practical by terrestrial systems, satellites may also provide continuous service in the event terrestrial systems have a service outage or congested network.

A wide-angle aerial photograph showing a coastline with a mix of land and water. There are white clouds scattered across the landscape, and the horizon is visible in the distance under a clear sky.

# Key Markets



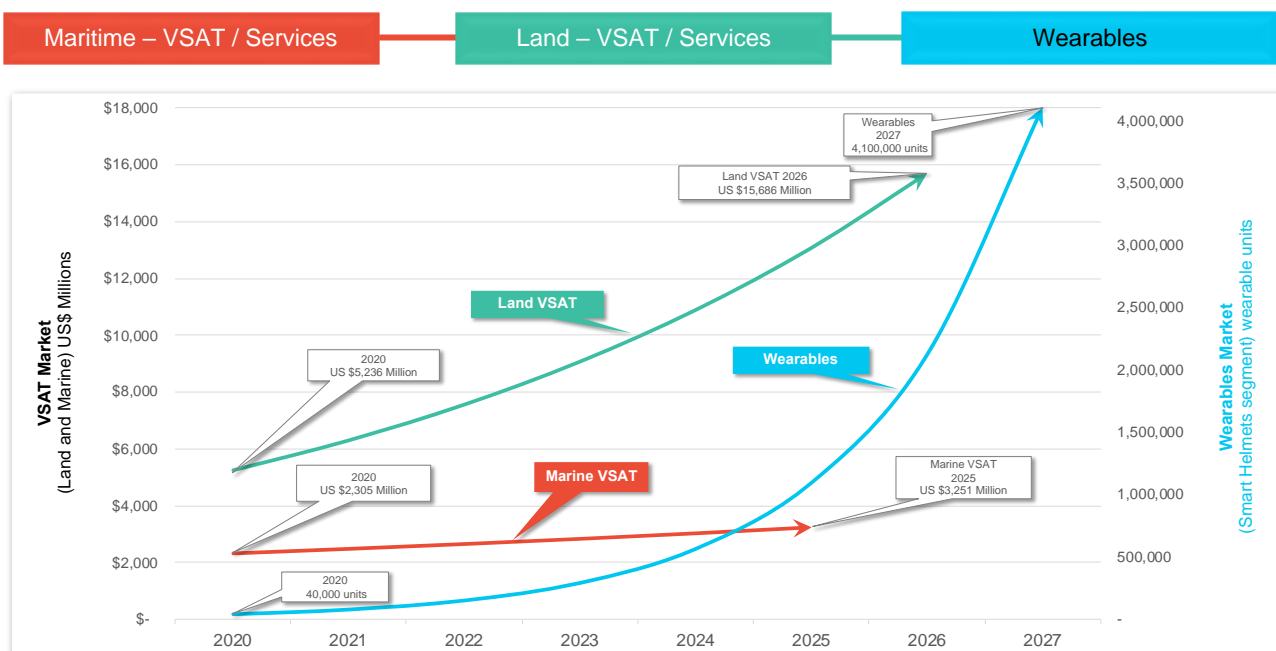
The global demand for secure trusted communications for delivery of enriched data and real time interaction over satellite, congested and unreliable networks is rapidly expanding. We have an opportunity in the multibillion-dollar satellite communications sector, to accelerate growth driven by our proprietary, industry agnostic technology that allows real time, secure encrypted high definition transfer of video, audio and data anywhere in the world.

Very-Small-Aperture Terminal (VSAT) is estimated to lead the maritime satellite communication market in 2020. In terms of regions, APAC is estimated to lead the maritime satellite communication market in 2020. It is the largest hub of import and export business. For instance, in 2018, 41% of the total loaded goods originated from Asia and 61% of total unloaded goods were received from the same region. APAC and North America are the main revenue contributors to the maritime satellite communication market. Both regions are expected to show steady growth during the forecast period. Hence, the implementation of satellite communication in these regions is higher than other regions. Europe is also an advanced region in terms of the adoption of maritime satellite communication technologies and the trend is expected to continue in the near future.

Wearable Technology or "wearables", is a category of electronic devices worn as accessories, embedded in clothing, or implanted in the user's body. Such devices are hands-free gadgets with practical uses, powered by microprocessors and enhanced with the ability to send and receive data via the Internet. The rapid adoption of such devices has placed wearable technology at the forefront of the IoT movement.

Wearables for industrial customers have demonstrated globally their value for inspections, maintenance, repairs, and equipment servicing to be carried out in remote environments. The COVID-19 pandemic has dramatically increased demand for connected worker solutions. The ability to provide augmented reality (AR) solutions to a connected worker along with remote communications has been proven to minimise the need for technical experts or specialists to travel to industrial sites and offshore assets.

The following key markets are essential for extending our market position, growth and movement towards globalisation, in a sustainable way.



Source:

- Land and Marine VSAT: Maritime Satellite Communication Market Global Forecast To 2025 - MarketsandMarkets Research Private Ltd June 2020
- Wearables Market for Smart Helmets segment: Global Smart Augmented Reality (AR) Glasses Industry - Global Industry Analysts July 2020

## Maritime - VSAT / Services

The overall market size is expected to grow from US\$2,305M in 2020 to US\$3,251M by 2025, at a CAGR of 7.1% during the forecast period. The solutions segment is estimated to dominate the maritime satellite communication market with the larger market size of US\$1,484M in 2020 and projected to reach US\$2,072M by 2025. The services segment is expected to grow at a higher CAGR of 7.5% from 2020 to 2025 and projected to reach the market size of US\$1,180M by 2025.

The services market for maritime satellite communication consists of voice, video, data, and tracking and monitoring. The data transferred through maritime satellite communication terminals is a combination of data (messaging and email), voice, video, and tracking and monitoring information. The maritime satellite communication service packages are provided to access bundles of data, video, voice, and tracking and monitoring information. The video service segment is expected to show the highest growth, while the data service segment is projected to dominate the market during the forecast period.



Source: Maritime Satellite Communication Market Global Forecast To 2025 - MarketsandMarkets Research Private Ltd June 2020

## Land - VSAT / Services



The small Satellite market was valued at US\$3,632.4M in 2018 and is expected to reach US\$15,686.3M by 2026. Registering a CAGR of 20.1%.

The small satellite market is anticipated to grow significantly during the forecast periods owing to numerous factors such as the increase in demand for small satellites for earth observation services in numerous sectors, including agriculture, energy, civil engineering, oil and gas and others, which consequently fuels the use of small satellites. Cube Sats are increasingly being used by defence organisations globally to include the battlefield communications, gather information from unattended sensors, and monitor space weather. Other applications of small satellites in the defence sector include medium resolution imagery, Tactical communication and geo space and atmospheric research. As compared to conventional satellites small satellites have shorter development cycles, smaller development team, which correspondingly decreases the manufacturing and launching costs.

Source: Maritime Satellite Communication Market Global Forecast To 2025 - MarketsandMarkets Research Private Ltd June 2020

## Wearables

Wearable units are projected to reach 31.1M units by the year 2027, growing at a CAGR of 104.6% between the period 2020-2027. Simple assisted reality glasses are projected to grow at a 101.9% CAGR to reach 12.3M units by the end of 2027. After an early analysis of business implications of the Covid-19 pandemic and its induced economic crisis, growth in the MR Holographic displays segment is readjusted to a revised 113.5% CAGR for the next 7-year period. This segment currently accounts for a 32.9% share of the global Smart Augmented Reality (AR) Glasses market.

The US accounts for over 31% of the global market size in 2020, while China is forecast to grow by 98.3% CAGR for the period of 2020-2027. The Smart Glasses Augmented Reality (AR) market in the US is estimated at 64.2K units in the year end 2020. The country currently accounts for a 30.97% share in the global market. China the world's second largest economy is forecast to reach an estimated market size of 4.4M units in the year 2027 trailing a CAGR of 98.4% through 2027. Alongside other noteworthy geographic markets are Japan and Canada, each forecast to grow at 93.8% and 89.7% respectively over the 2020-2027 period. Within Europe, Germany is forecast to grow at approximately 70.7% CAGR while the rest of European market will reach 4.4M units by the end of 2027.

The Smart Helmets segment corners a 23.7% share in 2020. In the global Smart Helmets segment, USA, Canada, Japan, China and Europe will drive the 93.5% CAGR estimated for this segment. These regional markets accounting for a combined market size of 39.2K units in the year 2020 will reach a projected size of 4M units by the close of the analysis period. China will remain among the fastest growing in the cluster of markets. Led by countries such as Australia, India and South Korea. The market in Asia Pacific is forecast to reach 4.1M units by the year 2027.

Source: Global Smart Augmented Reality (AR) Glasses Industry - Global Industry Analysts July 2020



# Our Strategy

Given the high speed at which new technology and information communication technology (ICT) products are being developed and applied globally, it is important that we move at speed and at scale in order to leverage the technology advantages we currently hold and to exploit new opportunities.

This strategy is set against a conditions-based approach and is utilising the resources of the 2020 capital raising.

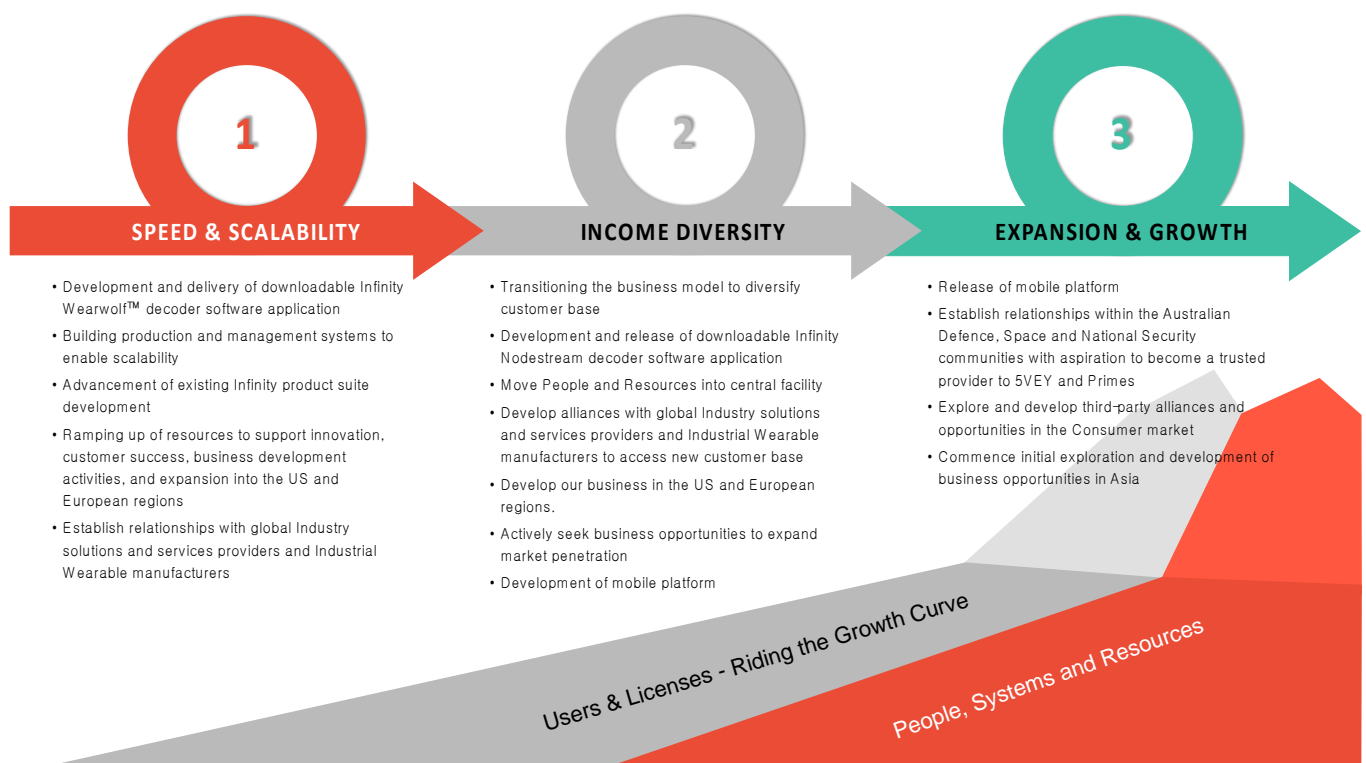
Our strategy can be summarised in three (3) phases:

- Phase 1 – Improving speed to market and setting course for scalability
- Phase 2 – Establishing income diversity
- Phase 3 – Expansion and growth

Underpinned by a series of synchronised implementation plans that acknowledge the crucial challenges of successfully growing an organisation, transitioning to new markets and sectors as well as significantly scaling up growth, this strategy purposefully uses a conditions-based methodology. This ensures that the foundations for success are established before proceeding onto more ambitious phases thereby reducing risk, cost and complexity.

## The 3 Phases

In order to accelerate our growth potential and to maximise returns to shareholders, we have established a strategy that focusses on a three phase conditions-based approach. These phases are:



# Key Deliverables

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In order to achieve our strategy, we plan to transform from a small remote solutions company supporting the Australian resource sector, into an internationally recognised Satellite Services provider of excellence, servicing the global marketplace by the end of 2022. We have set the following operational goals:

- **Technology Innovation**

- Our Remote Communication Platform will deliver an IoT ecosystem of connected devices including existing and new products
  - Q1 CY2021: Initial focus is on delivery of downloadable decoder software application to receive data/video/audio from the Infinity Wearwolf™ wearable device application, including a self-serving sales platform
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- Building a team of talented and high-performing product and software engineers and developers
- Development of STEM education initiatives

- **Geographical Expansion and Increased Market Profile**

- Expansion into the US markets
- Subsequent expansion into European markets
- Increased marketing and digital presence
- Actively seek business opportunities to expand market penetration
- Building a customer success team of talented and focussed business development, sales, customer management, and marketing personnel

- **Alignment and Scalability**

- Establish strategic alliances and collaborations with globally recognised:
  - Industry solutions and service providers
  - Manufacturers of industrial wearables and satellite/communications hardware
- Transition people and resources into one single central facility
- Building production and business management systems to enable sales scalability
- Explore and develop third-party alliances and opportunities in the consumer market
- Establish business relationships within the Australian Defence, Space and National Security communities with aspiration to become a trusted provider to 5VEY and Primes

# Investing in Innovation

New global frontiers of innovation globally within the satellite communications arena are bringing more portable and lower cost satellite gateways to the market. These developments create opportunities for our Infinity products and services. Not only do our products offer customers an optimised, secure and economic ultra-low bandwidth service but also provide satellite providers the opportunity to repurpose bandwidth within their client base.

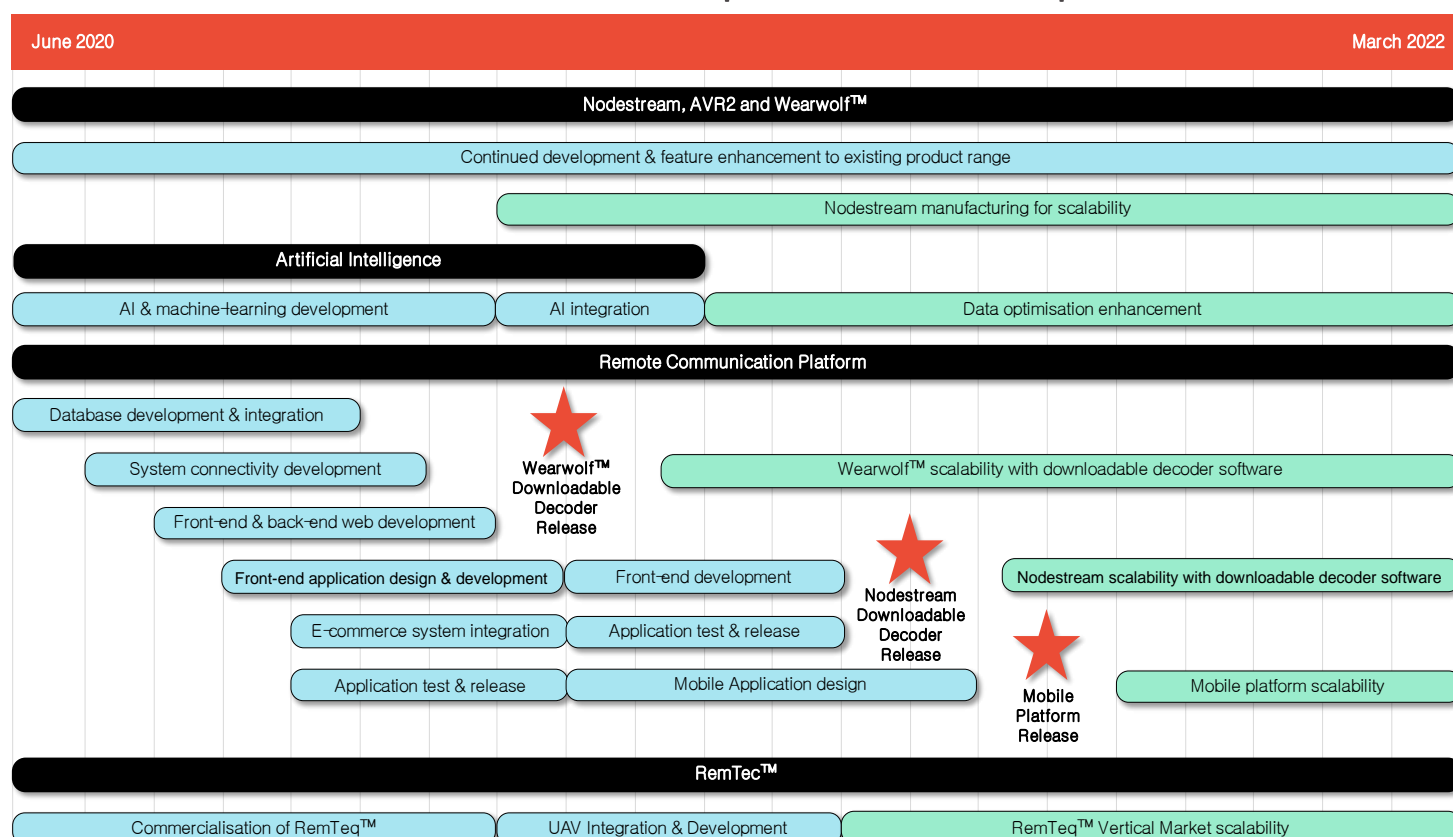
Further data optimisation is also being made possible by utilising both artificial intelligence (AI) and machine learning to upscale video footage intelligently for crisp details and motion consistency. These provide us an opportunity to deliver a higher resolution feed for lower bandwidth consumption and make use of improved error correction for a lossless connection.

Striving for the highest security connection enhancements to block cypher encryption technology have driven us to ensure connections remain robust and secure. Our Infinity encrypted protocol utilises the next generation encryption Gimli block cypher with a 384-bit permutation to achieve unmatched levels of high security with high performance across a broad range of device platforms.

The ability to apply new technology across our R&D activities is creating a major opportunity for the Group. Currently, 80% of the planet rely on remote or poor connectivity solutions. We are applying AI, AR and machine learning to allow us to identify patterns that would have been almost impossible to identify using traditional methods.

Where these exciting technologies take us is only limited by imaginations, but it is clear that access to trusted data anywhere and everywhere, to connect our world, deliver services and confidently operate devices and systems, is a growing and enduring opportunity. through our investment and commitment to innovation and research collaborations with the best and brightest, we will ride this wave and stay at the forefront into the future.

## Product Development Roadmap





## Measures of Success

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**We will become a leading international provider of software, products and services that enable secure, trusted communication and control for the delivery of high quality, real-time interaction over unreliable networks via any device.**

We have set the following measures of success:

- Significant growth in the number of users of our technology
- Income producing businesses in the US and European regions
- Mainstream integration of our technology with Tier 1 communications and industry providers
- Established relationships with globally recognised services providers and manufacturers who actively use and promote our technology
- Delivery of consumer-based mobile device applications
- Integration of our technology on wearables through manufacturers and global software providers
- Delivery of consumer-based wearable applications
- Establish research and development collaborations with internationally recognised centres of excellence

## Conclusion

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With this strategic plan, we will realise our vision to become a leading international provider of software, products and services that enable secure, trusted communications and control for the delivery of high quality, real time interaction over unreliable networks via any device.

By following a conditions-based phased approach, we will effectively transition to a more diverse and international business model that delivers significant growth in key rapidly expanding markets, through our globally established customer base.

**We have the plan. We have the people.  
We have the technology. We can and we will.**

# Disclaimer

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This Corporate Strategic Plan ("plan") has been prepared by Harvest Technology Group Limited ("HTG", "Company", "Harvest", "we" or "our").

Material used in this plan is only an overview and summary of certain data selected by the Management. It is intended to provide background information only and may not be reproduced or redistributed in whole or in part nor may its contents be disclosed to any other person.

This plan may include forward-looking statements. You can identify these statements by the fact that they use words such as "anticipate", "estimate", "expect", "project", "intend", "plan", "believe", "target", "may", "assume" or similar words or expressions. We have based these forward-looking statements largely on our current expectations and projections about future events and trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations and objectives, and financial needs. These forward-looking statements are subject to a number of risks and uncertainties. The future events and trends discussed in this plan may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur. This plan also includes technical, financial, market and related industry statements which are based on publicly available information, or from data held on file at the Company.

Statements in this plan are made only as of the date of this plan unless otherwise stated and the information in this plan remains subject to change without notice. Reliance should not be placed on information or opinions contained in this plan.

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## Market Information Disclaimer

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- Global Maritime Satellite Communication Market Size
  - Market size estimates are conservative/realistic as opposed to optimistic/aggressive.
- Exchange Rate
  - Dollar fluctuations are not expected to be serious enough to affect the forecasts to a significant extent. Fall in the value of dollar is expected to enhance revenue growth opportunities for the US multinationals, whereas stability in the value of dollar is expected to stabilise the price of imports and exports.
- Quantitative Assumption
  - The market size may not add up to the total, as it has been rounded off.
- Global Economic Condition
  - The global economy is assumed to be stable, exhibiting strong positive growth. It is expected to apply to economies of countries.
- Financial Statistics
  - All revenue and financial insights were extracted from company websites or annual reports, market reports, which are true to the best of our knowledge.
- Sources of Market Information
  - Maritime Satellite Communication Market Global Forecast To 2025 - MarketsandMarkets Research Private Ltd June 2020
  - Global Smart Augmented Reality (AR) Glasses Industry - Global Industry Analysts July 2020



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