



Announcement to ASX
ASX Code: HTG

October 6, 2021

HARVEST TECHNOLOGY GROUP COMMENCES PHASE 2 WITH LAUNCH OF OPSIVITY TO MARKET

HIGHLIGHTS

- **Harvest Technology Group Limited wholly owned US subsidiary Harvest Technology Group Inc. announces its rebranding to Opsivity Inc.**
- **Opsivity Inc. launches its software-as-a-service (SaaS) Opsivity brand to market**
- **Opsivity launch successfully completes Phase 1 of Harvest's Three-Phase Strategic Plan and transitions the Group into Phase 2**
- **Opsivity will target the light and heavy industrial field support sectors, approximated to be 500 million and 100 million workers worldwide respectively by McKinsey and World Economic Forum¹**

October 6, 2021: Harvest Technology Group Limited (ASX: HTG) (Harvest, Company, Group), a global leader in network optimised remote operations, is pleased to announce the launch of its wholly owned software-as-a-service (SaaS) subsidiary in the US, which has been rebranded as Opsivity Inc. (Opsivity).

The launch of Opsivity is a key milestone for Harvest as it marks the successful completion of Phase 1 and transition to Phase 2 of the Company's three-phase strategic plan announced in October 2020. Phase 1 of the plan was focused on implementing foundational systems and resources to improve speed to market, and ready the Group to support Phase 2 scalability of Harvest's ground-breaking technology, which securely streams high-definition, real-time voice, video, and data over ultra-low bandwidths from anywhere in the world where connectivity is congested or contested.

The acquisition of SnapSupport Inc. (SnapSupport) in June 2021 was a critical element of Phase 1 as it delivered a proven and fit-for-purpose SaaS-based mobile platform. Harvest has since made significant enhancements to the original platform, including User Interface (UI) upgrades and a new integration with leading job and project management software, simPRO. These enhancements, the rebranding of the subsidiary and the official launch of Opsivity provide the platform for executing Phase 2, which aims to deliver significant growth in Annual Recurring Revenue (ARR) and diversification of Harvest's global customer base.



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Opsivity is designed to run on the full range of devices that field technicians already use, such as smartphones, tablets, laptops, and wearables, and provides significant operational support to field teams in three ways:

1. Artificial Intelligence (A.I) enabled Smart Recommendation helps solve field issues in real-time and avoids costly downtime. Field Technicians can easily access checklists, procedures, articles, and previous solutions to aid problem resolution.
2. Augmented Reality (A.R.) Field Collaboration features ensure Technicians are never alone in their effort to solve issues. Technicians are automatically connected to Subject Matter Experts via live chat or video, where annotated photos of the situation are shared, and solutions are achieved.
3. Proactive operational Knowledgebase gives organisations the ability to retain, grow and share field expertise of their most seasoned technicians while enhancing ramp-up of new hires. Every support interaction is stored, searchable, and utilises A.I. algorithms to propagate time saving expertise on demand with the entire field team.

Opsivity has identified specific market segments in the field service management space where the company sees multiple opportunities for growth. Opsivity will target the heavy industry field support sector which has approximately 100 million workers worldwide and the light-industrial category with approximately 500 million workers worldwide. Opsivity will commence an immediate and aggressive marketing campaign primarily in the US to be followed by the broader global market. Target industries include oil and gas, utilities, offshore marine, transport and logistics, telecommunications, and repair services.

“It is highly satisfying for the entire group to have reached Phase 2 of our strategic plan. A lot of hard work has gone into readying the business for a global commercialisation push and we are excited by the opportunities now within our grasp,” said Paul Guilfoyle, Harvest Group Managing Director. “The combination of our technology and the Opsivity SaaS platform will provide a unique and critical real-time support product for the field operations market.”

The Opsivity Inc. team is led by President Andy Lowery and supported by Madhu Augustine, Head of SaaS Engineering who joined Harvest as part of the SnapSupport acquisition, and the global Harvest Group Leadership Team located across Australia and US regions.

Commenting on the new platform, Mr Lowery said, “Harvest’s significant enhancements to product, strategy, and leadership since acquisition are reflective of the new direction for the Opsivity business and brand.”

Investor Briefing

To update current and potential shareholders, Harvest will shortly host an investor briefing by webcast, details of which will be provided by separate announcement.



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

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About Harvest Technology Group

Harvest Technology Group Limited (ASX: HTG) is a global leader in network optimised remote operations that deliver real-time remote control, communication, automation and monitoring capabilities for the energy, resources, and renewables sectors. Based in Perth, Australia, the group of companies is revolutionising remote field services with ultra-low bandwidth Network Optimised Livestreaming solutions that enable customers to stay connected to operations and personnel anywhere in the world while utilising just a fraction of existing bandwidth resources.

To learn more please visit: www.harvest.technology

If you would like to receive the HTG Insights Newsletter for future updates, please visit our website and subscribe at the bottom of the page.

To learn more about Opsivity, please visit: www.opsivity.com

¹ Source: McKinsey Global Institute Connected World discussion paper Published Feb 2020, McKinsey Global Institute & World Economic Forum Future of Jobs report Oct 2020