



Investor Presentation | ASX:HTG

October 2021

Data.
Anywhere.™





Global leader in network optimised connectivity

Our technology enables people to connect and transfer high-fidelity data, video, and audio in real time from anywhere in the world regardless of location, or network quality or congestion



Harvest is the market leader in delivering real time high-fidelity data transfer and connectivity solutions in the most remote environments



100% proprietary technology that is industry and device agnostic, and provides high-fidelity encrypted connectivity utilising the lowest latency and smallest bandwidth possible



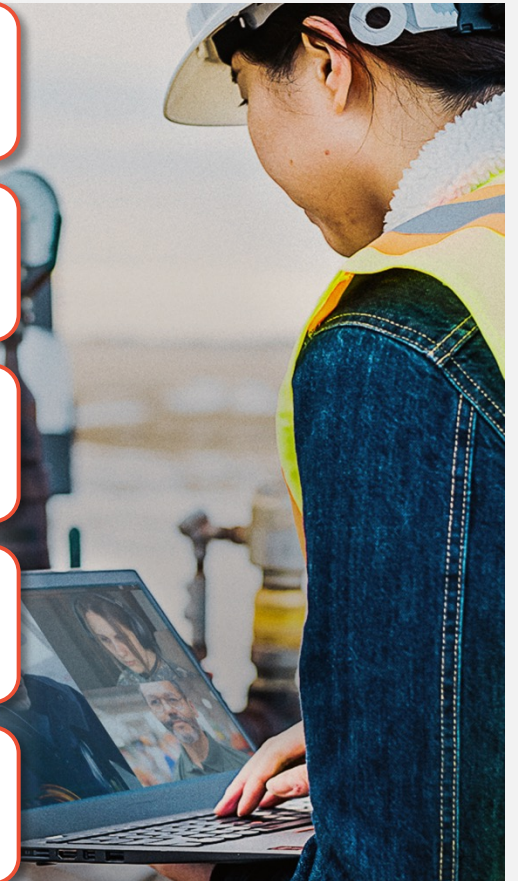
Products diversified across various software applications and hardware devices providing customised end-to-end solutions



Solution of choice for blue-chip customers including major satellite providers (Inmarsat), network providers (Speedcast), Defence, and data intensive end users (Fugro)



Founded in Australia with bases in WA and the U.S.





What is the Harvest solution?

Harvest's proprietary products deliver transmission services that were not previously possible over limited and challenging networks



Data optimisation and transmission technology

- Proprietary customised protocol providing the ability to gain significant optimisation for data transfer compared to a standard transport system
- Embedded error correction technology mitigates a key communications and video streaming issue: packet loss
- Customisable configuration enabling the user to reduce costs by getting the most out of their current communications platform or less complex small communication platform



Industry connection and collaboration platform

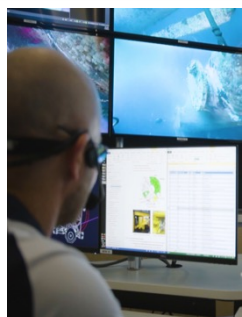
- Field support application that can be installed on existing devices (smartphone, tablet, wearable, etc.) allowing personnel in remote locations to connect, capture and collaborate
- Strong application with light commercial technicians to maximise efficiency in completing break fix, maintenance and inspection tasks requiring personnel with multiple skill sets
- SaaS service readily deployable with in-service hardware

Multiple sectors have high data transmission requirements



Live, high quality and reliable data transmission is critical for real-time decision-making - achieving this in harsh and remote environments with weak and congested networks is very difficult

MARITIME & ENERGY

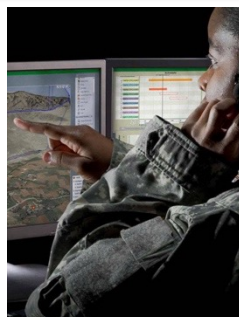


Reliable communications and control in remote, offshore and maritime environments is critical for safe operations

Harvest advantage: Remote connectivity, surveillance, remote control, safety and environment, real-time decision making

Market size: USD\$878M¹

DEFENCE & GOVERNMENT

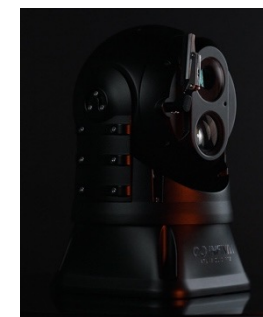


Modern military operations and government depts are data intensive with security and encryption of highest importance

Harvest advantage: Remote connectivity, command & control, autonomous systems, security, surveillance

Market size: USD\$34B²

SECURITY AND SURVEILLANCE

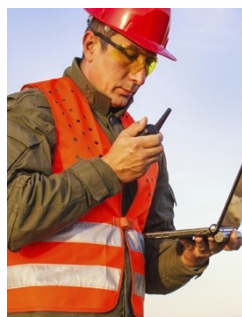


Modern surveillance systems with constant monitoring are highly constrained by steady, reliable bandwidth

Harvest advantage: Data optimisation, ultra-low bandwidth, point-to-point/point-to-cloud, encrypted transfer

Market size: USD\$50B³

UTILITIES & LIGHT INDUSTRY

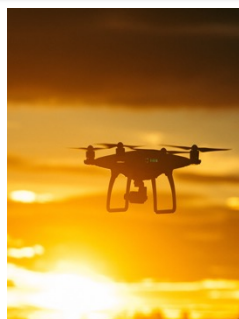


Connectivity for remote workers in utilities and light industrial environments is essential for live decision making and welfare

Harvest advantage: Remote connectivity, field service collaboration, real-time decision making

Market size: USD\$4.9B⁴

UNMANNED SYSTEMS / VEHICLES



Unmanned Systems (UAV) beyond line of sight have huge applications but widespread adoption is constrained by connectivity limitations

Harvest advantage: Remote connectivity & control, situational awareness, data optimisation

Market size: USD\$27.4B⁵

BROADCASTING / CONFERENCING



Video and audio streaming for entertainment and corporate purposes is highly dependent on network quality and available bandwidth

Harvest advantage: Remote connectivity, security, encrypted transfer, video optimisation

Market size: USD\$13.8B⁶

Harvest is supported by strong platform and industry fundamentals



SUBSTANTIAL MARKET OPPORTUNITY

Highly scalable technology ready for deployment across multiple sectors



UNIQUE TECHNOLOGY

Proprietary, industry agnostic, proven, commercialised and in use with blue-chip clients



STRATEGIC PARTNERSHIPS

Technology validated through global strategic partners including Inmarsat, simPRO, and Cisco



SUSTAINABLE COMPETITIVE POSITION

Backed by in-house trade secrets which cannot be easily replicated or engineered



REVENUE GENERATING & SCALABLE

SaaS and data focus provides high gross margins and rapid distribution benefits



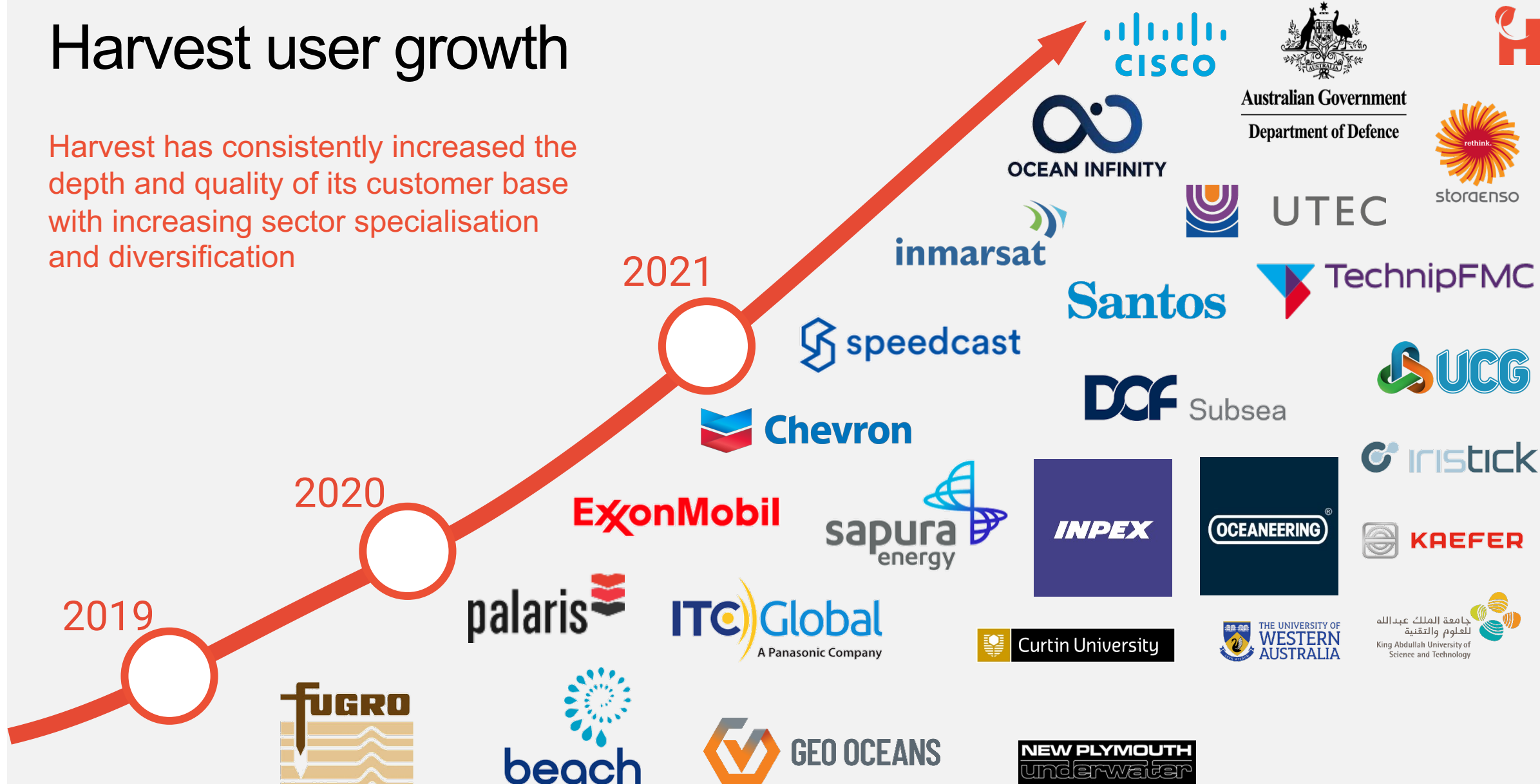
COMMITTED MANAGEMENT

Led by business founders with executive management personally invested and holding ~16% of issued shares



Harvest user growth

Harvest has consistently increased the depth and quality of its customer base with increasing sector specialisation and diversification



A satellite with large solar panels is shown in orbit above a cloud-covered Earth. The sun is visible in the background, creating a bright glow. The company logo, a red stylized leaf, is positioned to the left of the text.

INFINITY Technology

Infinity: the system for mission critical operations



Infinity enables high-fidelity connectivity in the harshest environments, solving key communication problems across multiple sectors

- **Infinity is a specialist suite of industry agnostic software and products enabling the transfer of secure, encrypted, high-fidelity video, data, audio and remote control of assets in real time**
- Transmission is achieved at ultra-low bandwidths regardless of network quality, connection or location
- Distinct advantage over similar technology which can only function on high-quality terrestrial networks with consistently high levels of bandwidth
- Infinity has embedded technology to overcome packet loss - a key issue in the streaming of high-fidelity video over poor networks

Picture quality

Full HD video can be streamed over bandwidths as low as 256kbps; a ~20x improvement on traditional technology

Packet loss mitigation

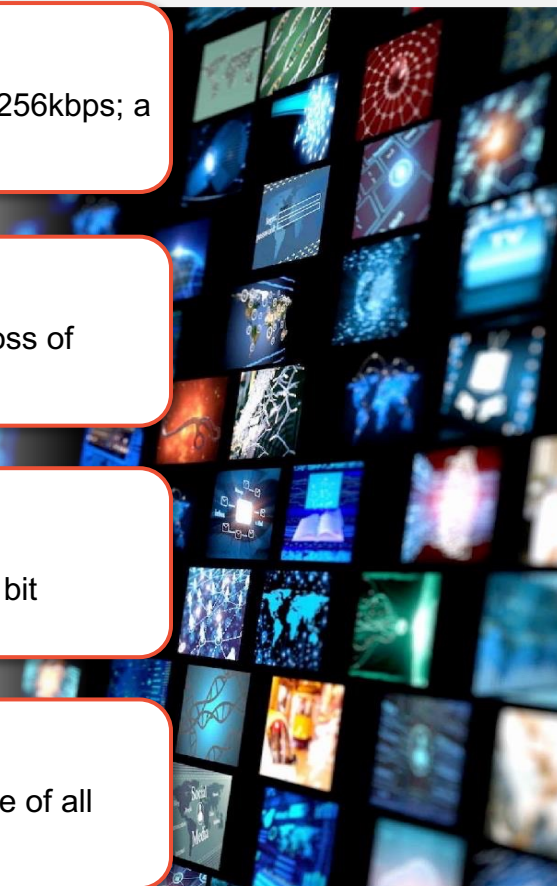
Using Infinity, there can be up to 90% packet loss without loss of connection

Content security

Infinity uses the world's strongest standard encryption: 384 bit

Low latency

Data transmission delivered with low latency is a key feature of all Infinity products

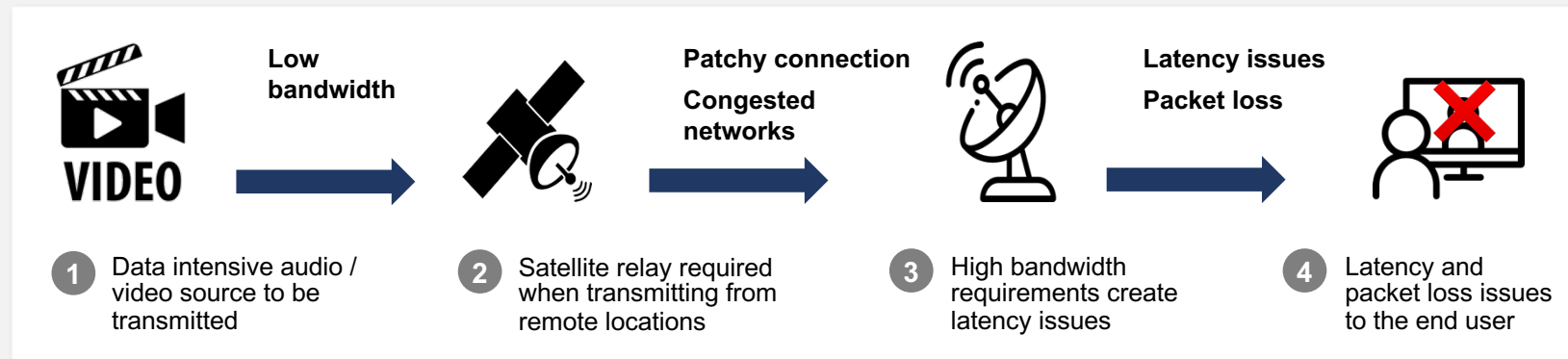




Enabling high-fidelity data transmission on low quality networks and connections

The Infinity protocol allows unprecedented digital connectivity anywhere

Current technology has limited application on low quality networks



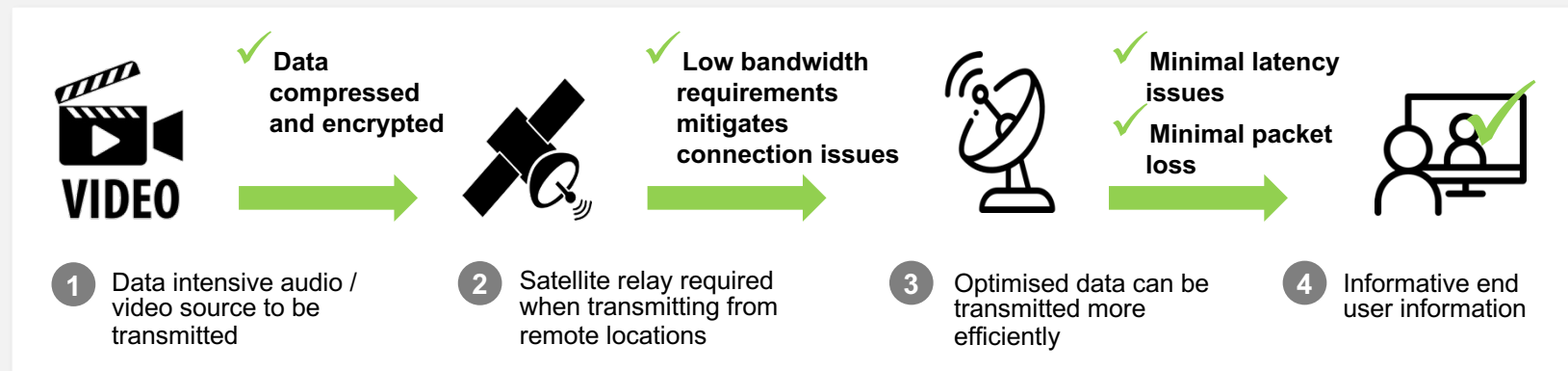
Streaming data heavy information on low quality networks can be very difficult

High latency and packet loss will create transmission issues

Information not received in real time

Decisions not made in real time

infinity technology is highly effective on low quality networks



- ✓ High-fidelity data effectively streamed over poor, congested and contested networks
- ✓ Minimal packet loss and low latency
- ✓ Information received in real time
- ✓ Decisions made in real time

Harvest's diverse product range enables customised communications solutions



Key Infinity hardware and products



Encoding and decoding software enabling **secure** distribution of data, audio and video feeds **completely through the cloud** and **multi-cast**



Encoding and decoding hardware enabling video feeds to be **securely** distributed **point-to-cloud**



Encoding and decoding software and/or hardware enabling video and audio feeds to be **securely** distributed **point-to-point**



Encoding software enabling **secure point-to-point** video and voice communications on any wearable



Complete **secure point-to-point** command and control hardware and software solution enabling full remote operations from/to anywhere in the world

Key commercial metrics

Gross margins

- SaaS: ~ 85%
- Hardware: ~ 60%

Revenue split

- ~ 60% SaaS
- ~ 40% hardware

Commercialisation plan

- Direct Sales model - Large business and enterprise accounts, e.g. Fugro, ExxonMobil, Santos, Inpex
- Reseller model – Distribution through global resellers
- Integrated technology model – licence software into Partner networks and products, e.g. Inmarsat, Cisco

Partnering with other industry leaders



Harvest has formal agreements with technology leaders in global communications



Integration of Infinity to Webex by Cisco

- Harvest has partnered with Innovation Central Perth which is led by Cisco and Curtin University
- Project to trial, test and determine technical viability of integration of Infinity Nodestream technology to Webex using open API.
- Development underway having commenced in September 2021



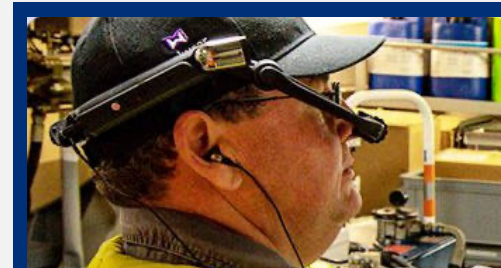
Established global partnership with Inmarsat

- Inmarsat is the world leader in global mobile satellite communications.
- The Harvest and Inmarsat partnership gives Inmarsat customers a combination of trusted satellite communications with Harvest's industry-leading livestreaming capabilities.
- Harvest is a partner of VELARIS Partner Network – ecosystem of expert UAV partners, developers and integrators, including Cobham and Honeywell



Integration and Marketing

- Opsivity and simPRO have entered into a joint marketing agreement. simPRO is a field service management system enabling scheduling and management of field jobs
- simPRO has >150,000 users and 5,500 business customers worldwide.
- The simPRO API integration enables field technicians to use Opsivity and tie artifacts created within Opsivity to a job in simPRO to enable a complete view of the job.



Case studies



Infinity has a strong track record in delivering optimised data solutions to users operating in harsh and remote environments



The challenge

- Sapura Energy, a global O&G platform, lacked the communication technology to provide expert remote deck support to its offshore vessels

Key issues

- Streaming HD video to remote users
- Bandwidth availability in maritime environments

Harvest solution

- ✓ In just two weeks Harvest connected eight existing onboard CCTV cameras to Sapura's command centre in Kuala Lumpur. These cameras now deliver secure high-quality live streams over low satellite bandwidth
- ✓ Harvest is also developing AI driven automated Event Alerts that will notify operations when personnel enter a restricted area or if there is a man down event



The challenge

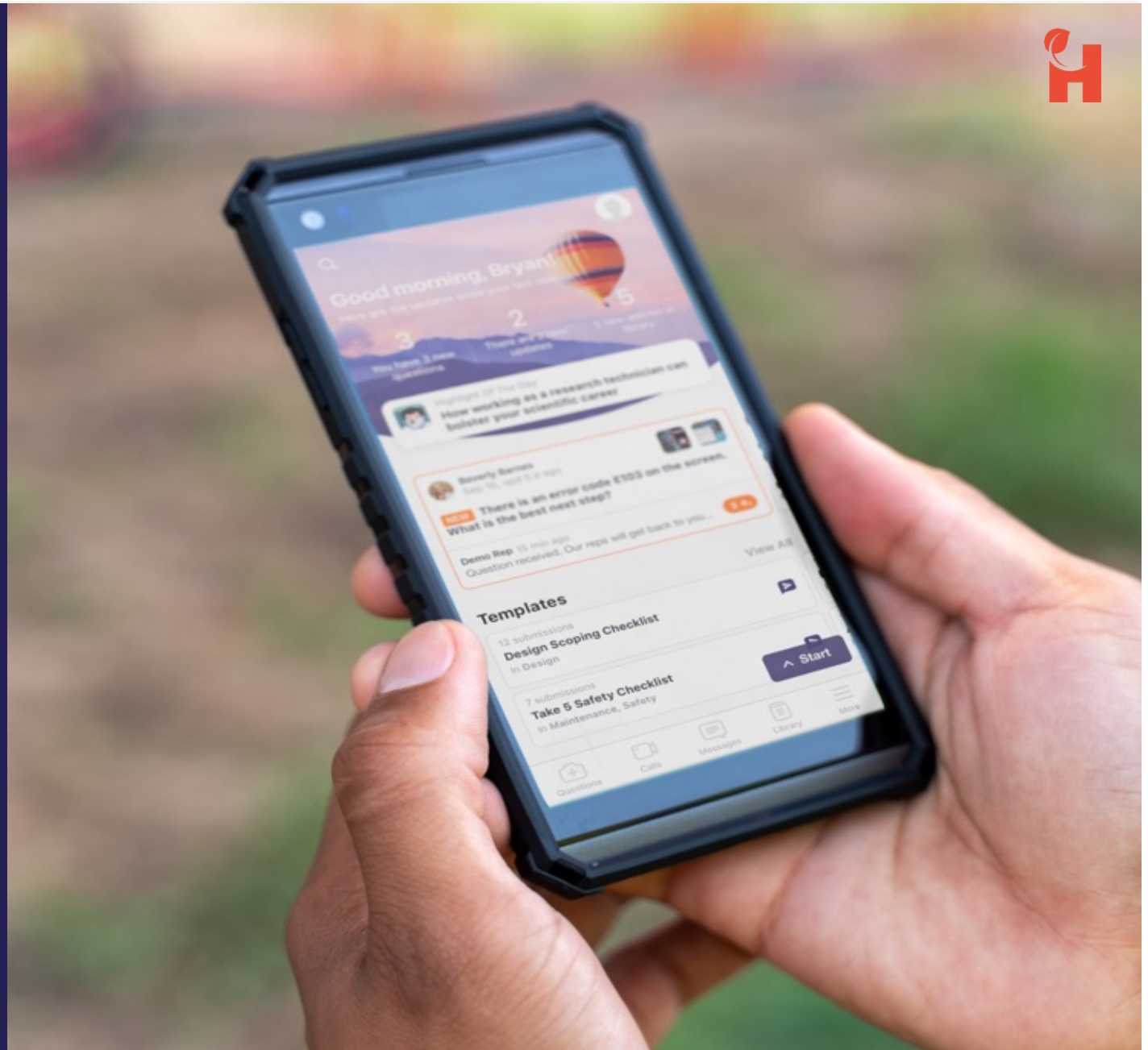
- Fugro, the world's leading Geo data specialist, had reached the operational ceiling of its available bandwidth

Key issues

- Heavy data requirements and unable to optimise allocation of bandwidth

Harvest solution

- ✓ Harvest optimised Fugro's existing network capacity to allow ~80% more video throughput and enabled variable bandwidth control to support Fugro's
- ✓ At the push of a button, Fugro can dial in more bandwidth in Quality Mode to ensure they get clear and accurate pictures and data
- ✓ Can switch to ultra-low latency for remote control requiring split-second decisions





Opsivity is a field support application (SaaS) that can be installed on existing devices - smartphone, tablet, laptop, or wearable device - allowing technicians to connect, capture, and collaborate.

Field Service Collaboration

Connect technicians from anywhere with subject matter experts and documentation. Accelerate onboarding of new field hires using the know-how of your most experienced people.

Field Service Management

Collaboration to deliver faster solutions for break-fix, maintenance and inspection. Associate assigned jobs with questions, checklists and video calls.

Field Service Knowledgebase

Maximal uptime and efficiency by linking field teams with operational expertise. Capture interactions in real time to archive organisational know-how. Enable anytime access for future issue resolution.

Market opportunity

500 million light industry and 100 million heavy industry workers worldwide.⁷

Target industries include oil and gas, utilities, offshore marine, transport and logistics, telecommunications, and repair services.

For source information refer to Slide 24 – References



Opsivity™ provides significant operational support to field teams in three ways

Designed to run on the full range of devices that field technicians already use and trust, such as smartphones, tablets, laptops, and wearables

ARTIFICIAL INTELLIGENCE

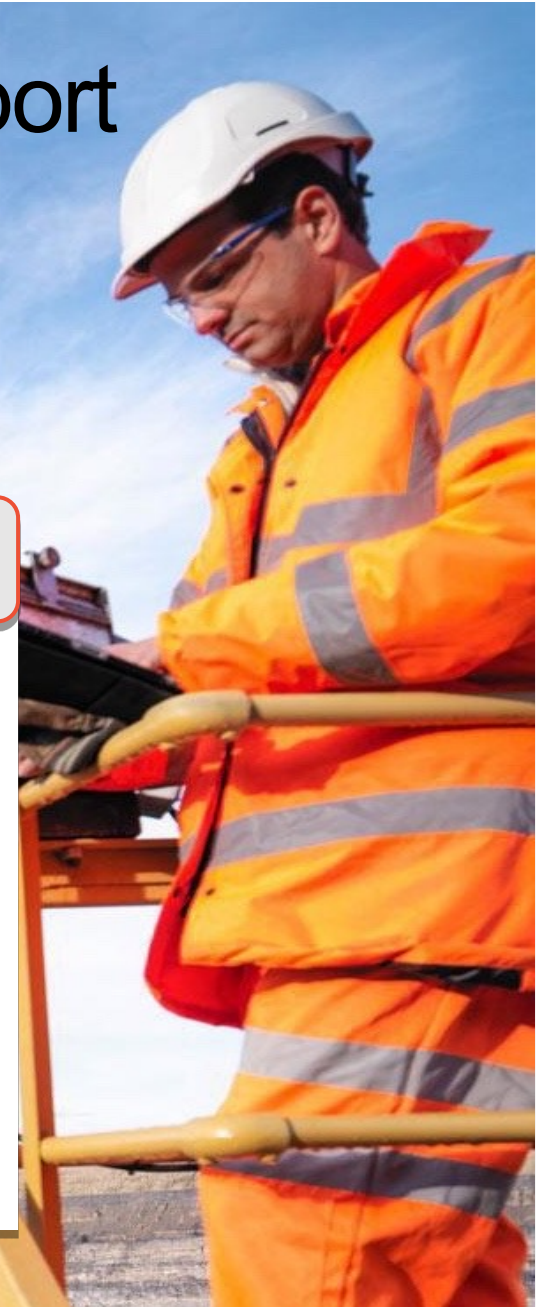
- AI enabled Smart Recommendation helps solve field issues in real-time and avoid costly downtime
- Field Technicians can easily access checklists, procedures, articles and previous solutions to aid problem resolution

AUGMENTED REALITY

- AR 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

PROACTIVE OPERATIONAL KNOWLEDGEBASE

- Proactive operational knowledgebase gives organisations the ability to retain, grow and share field expertise of their most seasoned technicians
- Every support interaction is stored, searchable, and utilises AI algorithms to propagate time saving expertise on demand with the entire field team





Future Developments

Harvest's growth journey



Looking into tomorrow



Harvest
today

Phase 1: Speed and scalability



Establish
business
systems and
infrastructure

Build products,
teams, offices,
partnerships,
and distribution
networks

Establish
customer base
for products

Reach new US
& global
markets.
Acquisition of
US based
SaaS company

Integrate
SaaS / AI
capabilities,
Opsivity US
product launch
and scale
distribution

Phase 2: Income diversity and expansion



Marketing to
grow customer
relationships
partners, and
sales

Integrate
enhanced
Nodestream
software
version into
Harvest
platforms

Become
trusted
technology
supplier for
Defence and
Government

Grow
ecosystem of
customers and
partners within
selected
sectors/areas
of operation

Phase 2 & beyond



Expansion and growth

Growth in Global Ecosystem

Global expansion by region:

- UK/Europe
- Leverage global distribution through resellers

Research and Development

Future Products:

- Infinity Nodestream enhanced platform
- Continued development of AI integration

Government and Defence

Increased Focus:

- Ongoing Government and Defence engagement
- Encrypted communication development critical



Appendices



Capital Structure

HTG share price



HARVEST TECHNOLOGY GROUP LTD

ASX Code	HTG
Share price (@15/09/2021)	\$0.32
Shares on issue	529,444,650
Convertible notes (@2.2 cents) (IR 10%)	\$4,000,000
Unlisted options*	12,520,000
Performance Rights	56,000,000
52 week high	\$0.50
52 week low	\$0.25
Market capitalisation	\$172.1m

DIRECTOR AND EXECUTIVE MANAGEMENT INVESTMENT & SHAREHOLDING

Executive Management	15.93%
Directors (Non-Exec)	3.66%

TOP 5 SHAREHOLDERS

Mr Paul Guilfoyle (Managing Director)	6.67%
Carl Charalambous	6.12%
Schaffer Corporation Limited	4.42%
Invia Custodian Pty Ltd	4.42%
Ms Linda Shields (Chief Commercial Officer)	3.74%

* The unlisted options have various strike prices ranging from \$0.065 - \$0.12. Please refer to ASX announcement dated 14th September 2021 for full breakdown of unlisted options / securities on issue.



Leadership Team



Jeffrey Sengelman

Chairman

A 30-years industry veteran including the rank of Special Operations Commander of the Australian Army, Jeff is a trusted senior adviser to Government and the Chief of the Defence Force on security issues of national significance, a principal adviser on Counter Terrorism, and a distinguished member of the Harvest Technology Group board.



Paul Guilfoyle

Group Chief Executive Officer, Founder

20 years' experience in the marine services and technology sectors with a proven track record in business transformation and spearheading strategic shifts within an organisation. Focused on driving future competitive advantage and profit performance, and ensuring customers receive first-rate service quality.



Linda Shields

Group Chief Commercial Officer, Founder

Consistent performer dedicated to shaping and delivering commercial strategy to improve growth and business performance, with 25 years' experience in marketing services, client relations, business system implementation, and commercial management, spanning hospitality, retail, finance, property, marine, energy, and resource sectors.



Colin Napier

Group Chief Financial Officer, Founder

30 years' experience in accounting with extensive practical experience in sale and purchase of businesses, developing Board and management reports, preparing financial reports, raising debt funding (in excess of \$125M), cashflow projections and control, and capital investment analysis.



Jaron Warburton

Head of Innovation, Founder

Experienced leader in innovation with a strong engineering background and history of software and firmware innovations and advancements in the energy sector. Skilled in Petroleum, Gas, Safety Management Systems, Electronics Hardware Design and Java.

Leadership Team *cont'd*



Jimmy Dean

Group Solution Architect, Founder

Proven innovation manager and problem solver with an extensive 28-year remote environment career in offshore oil and gas, mining and Royal Australian navy. Key driver of enabling customers with innovative solutions to grow their businesses whilst getting personally involved with their journey.



Andy Lowery

President Opsivity Inc.

As founder and CEO, Andy took Realwear from a run rate of \$2M to \$100M in less than 5 years. An authority on industrial manufacturing, pioneering augmented reality in an enterprise setting, he served at the forefront of engineering and managing operations in some of the most demanding industrial, defence and manufacturing environments.



Patrick Neise

Group Chief Technology Officer

A nuclear submariner in the U.S. Navy and Red Team member of the U.S. National Security Agency (NSA). Joined RealWear as Chief Information Security Officer and Chief of Engineering. Holds a Doctorate in Engineering, Masters in Information Security Engineering, Masters in Information Technology Management, and Bachelors in Electrical Engineering.



David Fosberg

Group Chief Customer Officer

Customer First orientation with over two decades of global experience. While previously serving as VP of Sales & Marketing for Samsung Electronics, grew revenues 55% to \$1.4 Billion, and held similar leadership positions with Intel and Dell with roles spanning from cloud computing, wireless, open source, SaaS and smart devices.

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References



Slide 4: Multiple sectors have high data transmission requirements

- 1 MarketsandMarkets™ Report, Maritime Satellite Communications, Market Value by Service 2022, Published Date: June 2020 | Report Code: TC 4008
- 2 MarketsandMarkets™ Report, Military Communications Market, Market Value 2021, Published Date: November 2020 | Report Code: TC 2356
- 3 Emergen Research Report, Video Surveillance Market, Market Value 2021, Published Date: October 2020 | Report ID: ER_00209
- 4 MarketsandMarkets™ Report, Global Markets Wearable Report, Industrial Wearable Market, Market Value 2022, Published Date: November 2019
- 5 MarketsandMarkets™ Report, UAV – (Unmanned Aerial Vehicle) 2021 value 27.4BUSD, Published Date: Jun 2021 | Report Code: AS 2802
- 6 Research Nester, Assessment of the Global Video Streaming Infrastructure Market, Published Date: September 2020

Slide 14: Opsivity

- 7 McKinsey Global Institute Connected World discussion paper, Published Date: February 2020, and McKinsey Global Institute & World Economic Forum Future of Jobs Report, Published Date: October 2020

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