



Announcement to ASX
ASX Code: HTG

14th November 2024

HARVEST TECHNOLOGY GROUP PARTNERS WITH PULSAR INTERNATIONAL FOR GLOBAL CUSTOMERS

14th November, 2024: Harvest Technology Group Limited (ASX:HTG) (**Company, Harvest, Group**) announces today that as the global market for real-time video streaming, live voice, and live data is on the cusp of transformation, Harvest Technology Group has executed a reseller agreement with Pulsar International (Pulsar) via their Pulsar Solutions Inc. entity.

The reseller agreement is the result of Pulsar's market review of Nodestream™ and its competitors, combined with the trust built over a twenty year business relationship between Ilario Faenza (CEO Harvest Technology Group) and Robert Sakker (CEO of Pulsar International).

Pulsar provides organizations and individuals with the connectivity solutions needed to live and work in places with limited or no connectivity. Pulsar's innovative land mobile and maritime satellite Internet solutions allow people and organizations to operate in critical, rural, and remote environments on land or at sea. These satellite solutions give workers and their families peace of mind, and help organizations increase productivity while meeting their health and safety obligations. Not only does this keep people connected, it also means important assets can be monitored — wherever they are located.

Pulsar's investments into satellite technologies have helped them become a leading provider of remote mobility satellite services and solutions to global markets. Benefitting from owning and operating their own key technologies, it allows Pulsar to control and optimize the end-to-end experience for customers. The combination of the Pulsar network with direct connection to major mobile satellite networks including Iridium, Viasat/Inmarsat, Starlink, Thuraya, and Globalstar enables Pulsar to offer managed hybrid network solutions, providing customers with better, faster, and more flexible mobile solutions.

Pulsar has offices in the USA, Canada and Mexico, in South America in Brazil, Colombia and Peru, and in Europe in The Netherlands, Cyprus and Greece, providing expanded reach and local support for Harvest products and services.

Under the agreement, Harvest's products and solutions will be resold across Pulsar's existing & prospective customer base.



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The binding and non-exclusive worldwide reseller agreement is for an initial term of 3 years with 12 month extensions (subject to mutual agreement) after the initial term. The agreement provides volume discounts and the parties will work together to secure larger customers via tailored pricing for products & services. While the take up and revenue attributable to this reseller agreement is presently not known, Harvest looks forward to working closely with Pulsar. The agreement contains standard termination provisions with immediate termination for breach by either party.

The Company will continue to keep the market informed of any material updates.

Ilario Faenza , Group CEO Harvest Technology Group commented, *"We are delighted to partner with Pulsar and to expand our reach globally. A key pillar of our 3 year plan is leveraging strong partners that can provide a fuller solution with additional products and services. I am thrilled to be working with Robert Sakker and his team, we have a track record of partnering with material benefits for all parties. Key focus is capturing market share, leveraging the established relationships of the Pulsar global team."* **Faenza continued.**

Robert Sakker, commented, *"We have been evaluating the Nodestream™ solution for several months and comparing to its competitors. The unique Nodestream™ technology has demonstrated remarkable success and cost-effectiveness. We look forward to working closely with Ilario Faenza, CEO of Harvest Technology Group, and his team to introduce Nodestream™ and other Harvest Technology products to our existing and prospective customers and look forward to a long and fruitful partnership."*

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This announcement was authorised for release by the Board of Directors.

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About Harvest Technology Group



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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. Headquartered 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: <https://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.

Forward Looking Statements

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices, or potential growth of Harvest Technology Group Limited, are, or may be, forward looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results and developments may differ materially from those expressed or implied by these forward-looking statements depending on a variety of factors.
