



Data. Anywhere.™

Harvest Technology Group Limited (ASX:HTG)

Investor Presentation | May 2020





A Global Opportunity

Harvest Technology Group has an opportunity in the multi-billion dollar satellite communications sector to accelerate growth driven by its proprietary industry agnostic technology that allows real time, secure, encrypted HD transfer of video, audio and data from anywhere in the world





“Smartphone doesn’t equal connectivity”

“Despite all the places we are connected, 60% of the earth’s population still doesn’t have access to any form of high-speed internet and 32% of the earth’s population doesn’t have LTE (4G) coverage.”

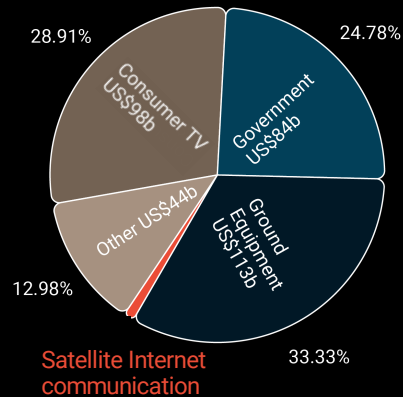
“1.6 billion people don’t have access to mobile networks -- and this includes people living in industrialized nations.”

Lisa Dreher
Forbes Communications Council
Forbes 2018

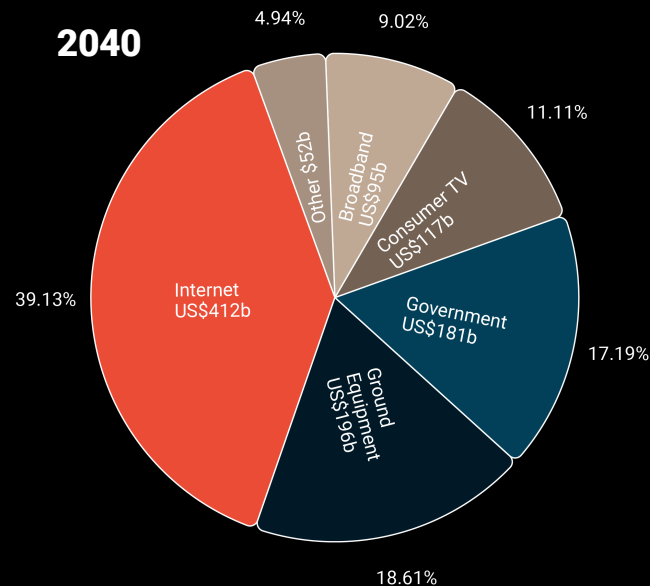
Communication's next giant leap

For Satellite Communications "Morgan Stanley's Space Team estimates that the roughly \$350 billion global space industry could surge to over **\$1 trillion by 2040.**"

2016



2040

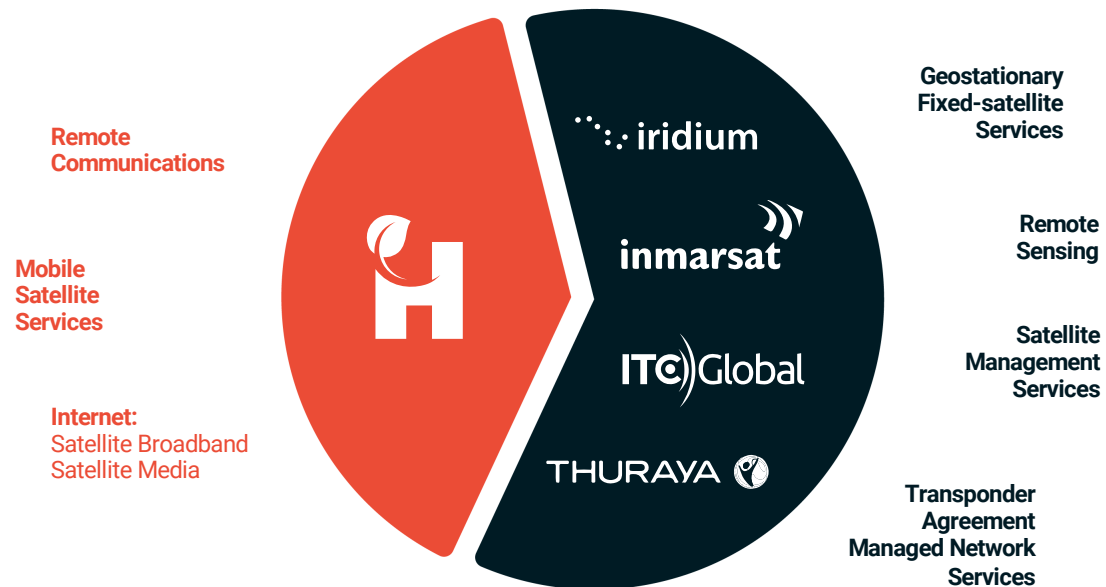


Source: Satellite Industry Association, Morgan Stanley Research, Thomson Reuters, Management



Internet is currently an untapped market that is expected to represent **39% of Satellite Communications by 2040**

Where does Harvest fit in?



Internet represents
39% of Satellite
Communications
by 2040
- Morgan Stanley

Global Satellite Media
Direct to Home
Market was ~\$98B in
2018
- Bryce Study*

Global Satellite
Services Market was
worth
~\$126B in 2018
- Bryce Study*

“Space-enabled services, primarily telecommunications, tend to be more lucrative than the satellite manufacturing and launch services businesses” *

* Bryce Study into Global Space Industry Dynamics

Harvest has developed cutting-edge technology

Harvest has developed and owns unique proprietary software technology for communications, remote control, automation and monitoring applications in any industry



Remote technology and real-time data transfer

Developed proprietary software algorithms that allow the secure encrypted transfer of data, including high definition video and audio, from remote locations via satellite at ultra-low bandwidths



Offshore Solutions, subsea and remote operations

Turnkey solutions for all subsea and remote operations through advanced offshore solutions, communication technology and wearable technology.



Making the impossible, possible



Challenges of satellite communication

- **High cost:** Cost of device for obtaining connection and satellite communication
- **Propagation delay:** The time it takes for a satellite to communicate with Earth can cause an echo over telephone
- **Slow speed:** slow and unreliable with very poor voice connection
- **Lack of connectivity in remote locations:** Near-impossible communication options in remote locations or heavily congested networks
- **Lack of security:** transmission through open telecom network security protocols



The solution offered by Harvest

Harvest Technology has developed **proprietary software algorithms that enable secure encrypted transfer of data**, including high-definition video and audio, from any location via satellite at ultra-low bandwidths.

- Video and audio transfer as low as 32kb/s.
- Remote Robotic Control as low as 8kb/s.
- Low latency at satellite technical limit.

Proven technology that has been used by industry since 2018.



The impact of Harvest's service offering

Harvest Technology makes communication possible where previously impossible.

- Improved speed for voice and data transfer resulting in real-time connectivity
- Live video, audio and data feeds
- Network decongestion
- Applications beyond satellite communications

Strategic partners and clients enabled by technology:



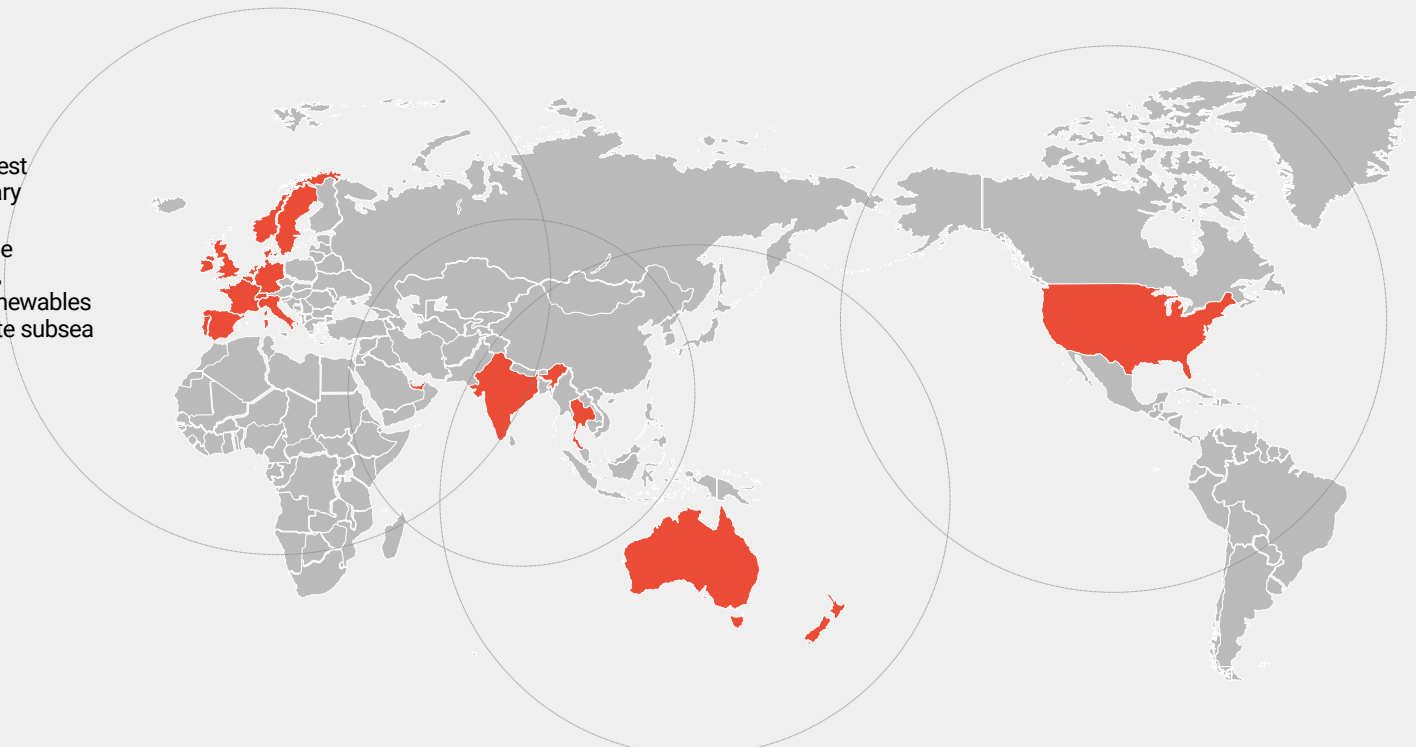
Fugro
Deliver the Harvest Infinity proprietary communication technology to the offshore Energy, Resources & Renewables Sector for remote subsea inspection.



Applied Satellite Technology
Jointly market and distribute the Harvest Infinity proprietary communication technology through AST's global satellite network. AST represent Iridium, Inmarsat, ITC Global and other global satellite network providers



Realwear Inc
Expand into new vertical markets with the Harvest Infinity proprietary remote communication technology pre-installed on Realwear wearable devices globally.



Enabled by Technology:



The Infinity product suite



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.



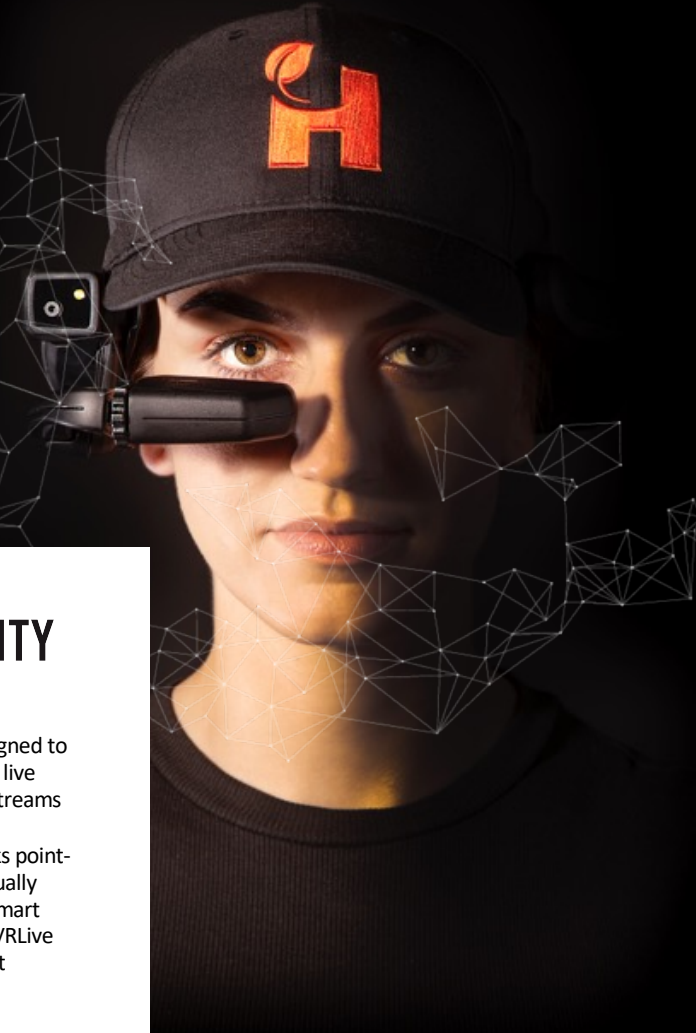
The Remote Inspection System enables remote control and inspection operations to be carried out safely, securely and more cost effectively, removing personnel from offshore to onshore work environments.



The Cleverbuoy™ is isolated, self-powered and satellite linked point-to-cloud. It enables live data streaming from offshore including direct subsea video and data feeds for the purpose of monitoring and inspection.



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.



Case Studies - examples of current work programs

“From the comfort of their swivel chair in Gngangara, using the same joystick that F-16 fighter pilots use, operators are controlling submersible robots to conduct inspections, repairs and maintenance on infrastructure for LNG giant Woodside in the North West Shelf.”

*Sydney Morning Herald
4th October 2019*



Problem:
People working in high risk locations connected by high latency, low bandwidth, expensive satellite connections.

Solution:
Remote Inspection System

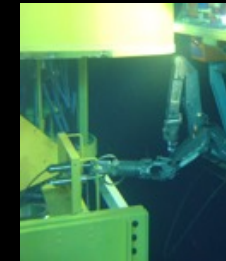
The Remote Inspection System (RIS) live stream of video, audio, and other data coupled with Remote Control capability enables the removal of personnel from offshore environments by allowing remote operations to be carried out safely, securely and more cost-effectively from onshore control centres. Our Collaboration with Fugro Australia Marine offers the RIS under license as 'Fugro next' with an ongoing Telstra partnership to support the remote operations at the International Telecommunications Centre in Gngangara, Western Australia.



Problem:
Unavailability of, and cost associated with, subject experts and specialist personnel required to attend, inspect and operate in remote and offshore locations.

Solution:
Remote Communications

The Infinity Wearwolf™ is a wearable device that delivers real time live content from the wearer, operating in ANY location, to those in the office, at home, or elsewhere globally, for the purpose of performing simultaneous review and decision-making. The Wearwolf provides point-to-point video and communications for live analysis of critical tasks or for third party and stakeholder assessments; and is currently being used by a number of Operators on the North West Shelf of Australia.



Problem:
Requirement for physical manned control of remote operated vehicles in high risk environments.

Solution:
Robotics Control

In 2018 operations changed forever when the Infinity Remote Control System enabled truly remote operations by allowing an offshore subsea ROV to be controlled remotely from thousands of kilometres away in an onshore operations centre. The system enabled ROV Remote Control and Robotic Manipulator control aided by low-bandwidth video transfer and Augmented Reality. The first successful live remote pilotage of ROV was executed for Woodside Energy from Fugro's remote operations centre in Perth.



Future Developments



Communication Technology Software Platform



Future Product Communication Technology Software Platform









Future Uses

- Enterprise point-to-point software solutions, SaaS and mobile application for secure encrypted communication at ultra-low bandwidth transmitted anywhere.

Benefits

- Making mobile communication available everywhere via satellite networks.
- Connecting people that have never been connected before.
- Reducing congestion.
- A reduction in the need for travel.
- Interaction with current product suite.
- Video and audio live data transfer as low as 32kb/s

Markets

-  Energy & Resources
-  Defence
-  First response-ER/Police/FES
-  Communications
-  Consumer market
-  VSAT / Marine Satellite
-  Remote Inspection
-  Aviation

“Nearly every industry relies upon satellite technology in some way — from agriculture to banking to transportation”

*International Telecommunication Union
Houlin Zhao ITU Secretary-General.
February 2019*

Remote Control



Future Product

Remote Control of robots, driverless vehicles and unmanned vessels

Future Uses

- Control of unmanned devices through the Internet of Things (IoT) aided by machine learning and working towards Artificial Intelligence control through data collection and analysis. Remote robotic control aided by Augmented Reality.

Benefits

- Removal of personnel from harsh environments by enabling remote control from ANYWHERE in the world.
- Local network restrictions are outflanked.
- Robotic remote control down to 8kb/s with almost zero latency.



Markets

-  Energy & Resources
-  Defence
-  Aviation
-  Transportation
-  Marine

“A Perth technology innovation hub that is already sending remote-controlled submersibles to the bottom of the ocean now has its sights set on outer space”

*The West Australian
October 2019*

Media and Data Transfer



Future Product Media and Data Transfer

Future Uses





- Transfer and live streaming of secure encrypted media (video and audio) and data over ultra-low bandwidth connections.
- News media broadcasting capitalising on a decongested network.

Benefits

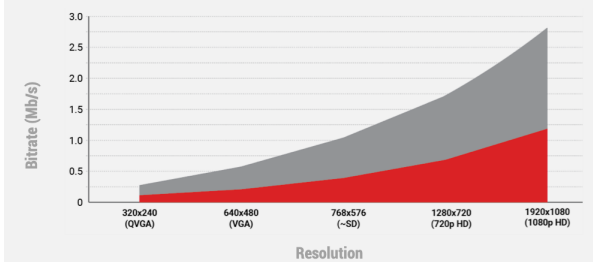
- Reduction in media transmittal bandwidth. Increased security with point-to-point applications.

For a zero-loss system Web Video (e.g. Netflix™) an SD video uses in the order of 1.1 Mb/s for transfer, versus Harvest Infinity UDP which uses 512 kb/s for the transfer of a surface video with a high rate of change (i.e. movement). For a subsea video with low turbidity (i.e. clear water), this transfer bitrate drops further to 128 kb/s.



Markets

-  Media and Journalism
-  Entertainment
-  Data server houses
-  Secure conferencing

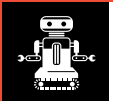
Zero Error Streaming Bitrate Comparison



Legend

-  Harvest proprietary customised User Datagram Protocol (UDP)
-  AVC MPEGTS (e.g. Web Video / Netflix)

Key growth drivers - Scale and acceleration



Technology

- Further development of encoding software on third-party hardware/devices
- Development of software distribution model through reliable and scalable cloud services (SaaS)
- Development and launch of:
 - Customer experience (CX) platform
 - Communications software platform
 - Remote-control software for driverless/unmanned vehicles/devices
 - Media and Data transfer system
- Intensified research and development of software solutions



Strategic Partners

- Form a number of strategic alliances within target markets to:
 - Increase market penetration
 - Develop Global presence



Customers

- Expand business into new markets in UK/Europe, USA and Middle East
- Focus on targeting key identified customers to diversify client base and increase market penetration



Resources

- Increase resource capability for support services, IT, marketing, quality control, and product design and development
- Collaborate with third party IOT development firm to define future platform road mapping and planning



Network

- Build global business development team - engage local representatives in UK/Europe, USA and Middle East
- Increase resellers network to accelerate sales worldwide

Product Development Scalability

Remote Communications
Software and Hardware*

Future Products:

- Communications Platform SaaS
- Decoder Software Application

Remote Control

Future Products:

- Agnostic Remote Control Platform

Media and
Data Transfer

Future Product:

- Media and Data Transfer
- Data Optimisation



SaaS → XaaS

Development from hardware with pre-installed software to Software as a Service leading to Everything as a Service

** Hardware development will eventually taper in the transition from hardware with pre-installed software to SaaS and Data Transfer services.*

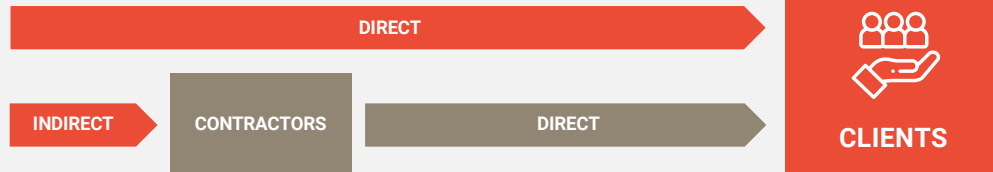
Revenue - How do we make money?

Current Markets

-  Energy & Resources
-  Defence
-  Communications
-  Remote Inspection

Future Markets

-  First response-ER/Police/FES
-  Consumer market
-  VSAT / Marine Satellite
-  Aviation
-  Marine
-  Media and Journalism
-  Entertainment
-  Data server houses
-  Secure conferencing



REVENUE STREAMS:

Project / Charter with Agreed Contract
Terms for:

- Day Rate
- Lump Sum
- Cost plus
- Monthly Hire



CURRENT REVENUE STREAMS:

- **Recurring Revenue**
 - Hire of hardware with preinstalled software
 - Monthly licence and tech support fees
 - Subscription to Cloud-based Client Interface
- **Direct Sales Revenue**
 - Purchase of hardware with preinstalled software
 - One-Off Application Download
 - Installation Software Application to 3rd Party Hardware

POTENTIAL REVENUE STREAMS:

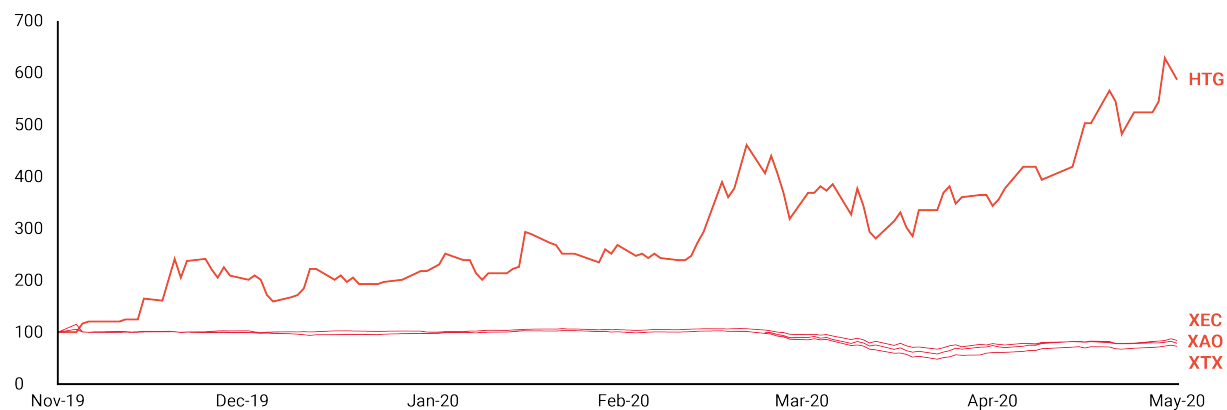
- SaaS leading to XaaS (**Software as a Service → Everything as a Service**)
- % Data Transfer



Corporate

Capital structure

INDEXED VALUES:



HARVEST TECHNOLOGY GROUP

ASX Code

Share price

Shares on issue

Convertible notes (\$4M @ 2.2 cents)

Unlisted options

Unissued Performance Shares

Unissued Performance Rights

52 week high

52 week low

Market capitalisation

HTG

\$0.125 (18th May 2020)

361,229,029

181,818,182

39,756,667*

55,000,000

17,398,710

\$0.17

\$0.022

\$45.2m

DIRECTOR AND EXECUTIVE MANAGEMENT INVESTMENT & SHAREHOLDING

Executive Management

Directors (Non-Exec)

17.42%

4.72%

TOP 5 SHAREHOLDERS

Mr Paul Guilfoyle

Gangus Pty Ltd

Schaffer Corporation Limited

Ms Michelle Anderson

Ms Linda Shields

7.79%

6.04%

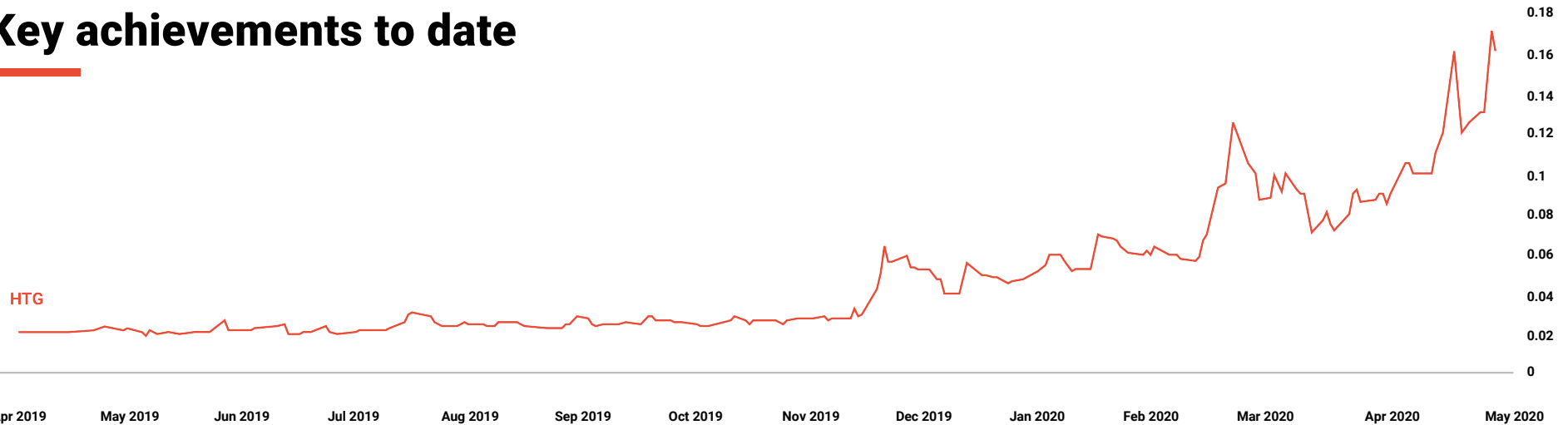
6.04%

4.69%

4.50%

* The unlisted options have various strike prices ranging from \$0.03 - \$0.15. Please refer to ASX announcement dated 1st May 2020 for full breakdown of unlisted options / securities on issue.

Key achievements to date



April 2019

- Harvest Technology becomes part of Smart Marine Systems Ltd - equity raise of \$2.5M with 32% investment from Executive Team
- Signed collaboration agreement with Fugro
- Perth head office opened



May 2019
Barecon bareboat charter signed with VOS for VOS Shine DP2 vessel for 25 months



July 2019
Strategic investment of \$1.1M from high-net worth individuals



July 2019
Take delivery of VOS Shine in Netherlands



September 2019
VOS Shine vessel arrives in Australia and completes inaugural fibre optic cable lay project in NT



October 2019
Beach Energy geophysical and geotechnical project in the Bass Strait secured until end Jan 2020



December 2019
Purchase of Advanced Offshore Streaming using \$4M of convertible notes raised plus additional funds from rights issue



February 2020

- Cooper Energy ROV campaign in Bass Strait completed
- Advanced Offshore Streaming renamed "Harvest Infinity Pty Ltd"
- Release of Infinity product range



March 2020

- Release of Wearwolf™ product at AOG Exhibition & Conference
- Esso ROV Survey project completed showcasing remote subsea engineering from home
- Harvest Technology achieves \$10M annual revenue
- First tranche of performance rights are triggered



April 2020

- Group renamed Harvest Technology Group Ltd
- Agreement signed with AST to jointly market and distribute Harvest Infinity proprietary communication technology through AST's global satellite network

Driven by an experienced management team



Paul Guilfoyle
Managing Director

Paul Guilfoyle has over 20 years' experience in the marine services and technology sectors with a demonstrated history transitioning companies from start-up into sustainable business enterprises.

Having been involved in a number of senior and executive roles throughout his career, Paul has a proven track record in business transformation, and is well-versed in spearheading strategic shifts within an organisation with a focus on driving future competitive advantage and profit performance and ensuring Clients receive first-rate service quality.



Colin Napier
Chief Financial Officer

Colin Napier has over 30 years' experience in the accounting profession. The first 12 years as a public accountant with international firms such as pwc and RSM Bird Cameron. The last 20 years have included a 5-year role as CFO of Coogee Chemicals and over 2 years as CFO of ASX listed Neptune Marine Services during their turnaround phase.

He has a Bachelor of Commerce from UWA, is a Chartered Accountant and Colin holds an Executive MBA from the Australian Graduate School of Management.



Linda Shields
Chief Commercial Officer

With over 25 years' experience spanning retail, hospitality, finance, property, marine, oil & gas, and mining industries, Linda Shields has spent the majority of her career in key roles involving marketing services, client relations, business system development and implementation, contract and commercial management.

Linda is a natural people person capable of effectively collaborating with internal and external stakeholders whilst managing complex scopes and high volumes of work towards productive targets.



Diranne Lee-Renwick
Chief Technology Officer

Dynamic and experienced professional with a proven background in logistical engineering, technology and software solutions in the Oil and Gas Industry. With over 25 years of direct Subsea Integrity and commercial diving experience Diranne Lee-Renwick has worked throughout Australia, United Kingdom and USA and boasts a 14 year Operator tenure.

With an entrepreneurial spirit Diranne has successfully brought to market a number of new technologies and is co-author of several industry research papers.

Why Harvest Technology Group?

UNIQUE TECHNOLOGY

Proprietary industry agnostic communications technology that is both proven, commercialised and in use with blue-chip clients

STRATEGIC PARTNERSHIPS

Established global strategic partners including AST, Fugro and Realwear enabling leveraging of client base

SUSTAINABLE COMPETITIVE POSITION

Unique proven trade secret solution which can't be easily replicated.



REVENUE GENERATING & SCALABLE

SaaS and data focus with a high gross margin business and allows for the rapid distribution of the technology

SUBSTANTIAL MARKET OPPORTUNITY

Multi billion market

Worldwide applicability and scalable as a software solution in a growing market

COMMITTED MANAGEMENT

Executive Management have personally invested and hold 17.42% of issued shares.



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

References:

Smartphone doesn't equal connectivity - Forbes
Communication's Next Giant Leap - Morgan Stanley
Global Satellite Services Market - Global Space Industry Dynamics
From the comfort of their swivel chair in Gnangara - Sydney Morning Herald
Nearly every industry relies upon satellite technology - International Telecommunication Union
A Perth technology innovation hub - The West Australian



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