

A full-page background image featuring a close-up of a worker's arm in a dark, worn jacket, holding a green hard hat. The worker is wearing a high-visibility orange and yellow safety vest. In the background, a large industrial refinery or chemical plant is visible under a dramatic, orange-hued sky at sunset or sunrise. Several tall distillation columns and complex piping structures are silhouetted against the bright light.

Harvest Technology Group Limited

The New Industrial Day

Investor Presentation | 2021



Introduction

How do you work at the edge of what's possible?

Photo by Grant Durr on Unsplash





**When you live or die by
the strength of your
connection?**

The Reality

**60% of the earth's population still
doesn't have access to any form of
high-speed internet.
32% are without 4G coverage.**

Source: Forbes Communications Council | Forbes 2018

Map source: Shodan/John Matherly, Shodan.io





The Big Question

So how do you fill the gap?

The Solution

**Harvest turns sub-grade
connectivity into
Industrial-Grade Connectivity.**





Harvest is the global leader in Industrial-Grade Connectivity.

High-definition, real-time voice, video and data streamed from remote locations where connectivity is poor or absent.



Rugged

Connectivity that works even in the most extreme environments on land, at sea and in the air.



Reliable

Connectivity that delivers high-definition video, audio and data at under 100Kbps, uninterrupted.



Secure

Connectivity that uses the world's strongest standard encryption: 384-bit encoding.

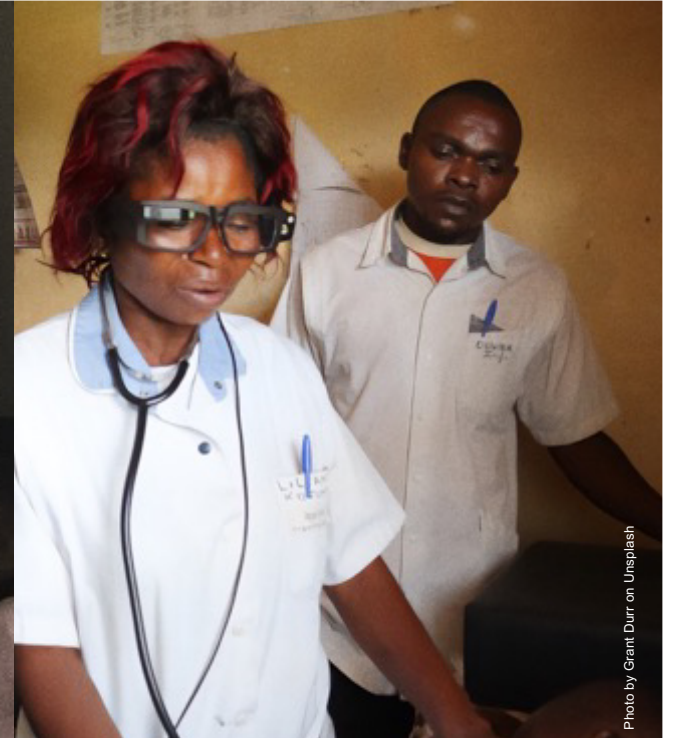


Proven

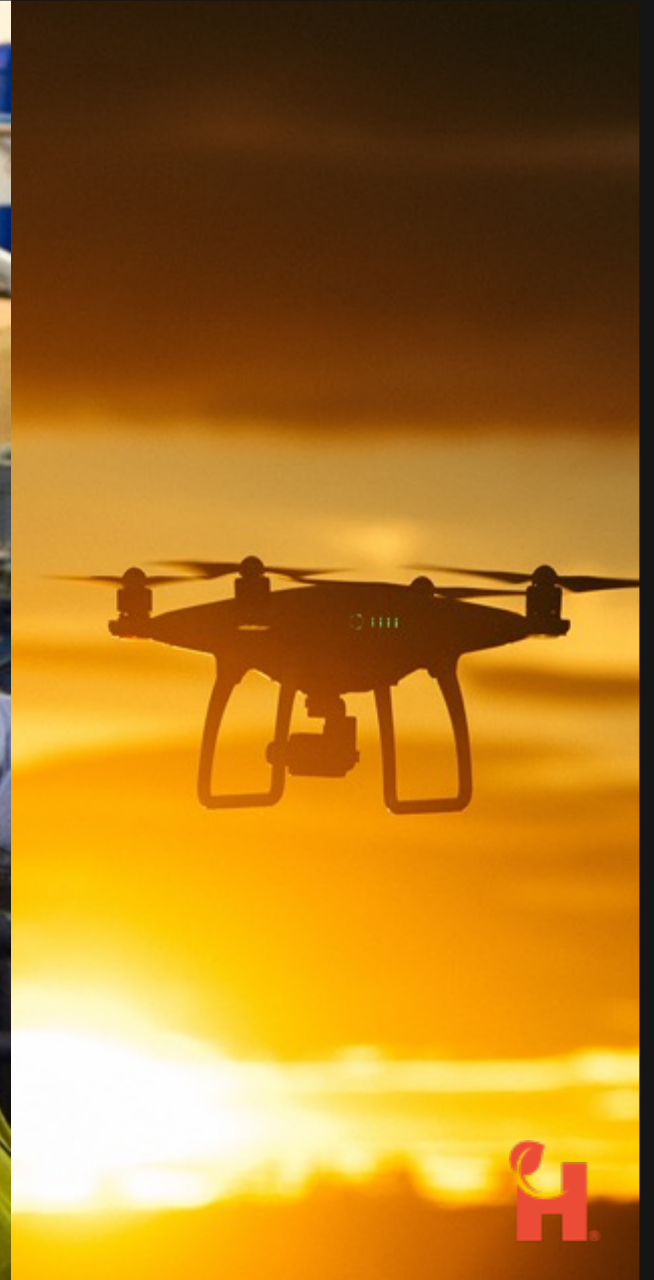
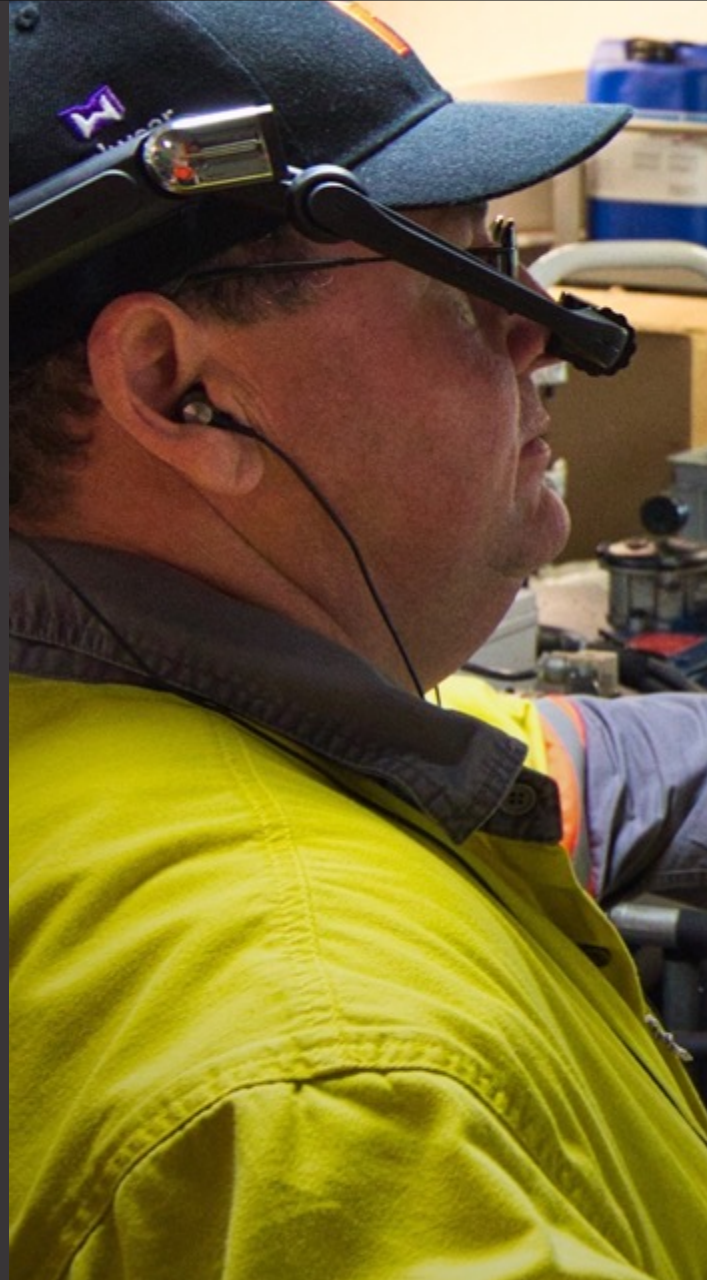
Connectivity that's commercialised and in use by blue-chip clients.

Industrial-Grade Connectivity is life-changing and life-saving.

Transferring high-definition
video and data, Key People
can assist frontline
team members in real time
from anywhere in the world.



**Embedded
connectivity**
is enabling the
fastest-growing
device markets.



Industrial-Grade Embedded Systems for Wearables

**Delivering faster
time-to-resolution rates
in the field.**



Industrial Smart Glasses

Industrial Wearable Market

31 M
units by 2027

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



Industrial-Grade Embedded Systems for Remote Inspection

Providing a better
way to inspect
remote operations.



Photo by Sorasak on Unsplash



Unmanned Aerial Vehicles
(UAV) aka drones

UAV Market in USD

\$5.8_B
2018

UAVs Sold

274_k
2018

*Commercial Drone Market Size, Share & Trends Analysis
Report - Grand View Research, Inc. - June 2019



SaaS-based services
are
revolutionising
field
operations.



SaaS Solutions for Collaboration

Harvest makes remote access and collaboration reliable.

SaaS

Connected Worker Market: USD

\$50_B

100M Connected Worker =
Avg cost \$500/year - \$50B

*Polaris Market Research



Satellite Communication Connectivity

Industrial-Grade Connectivity
has the opportunity to
generate an additional
> US\$1 billion for
industry through
compressing satellite
data by 50%.

Maritime Satellite Communication

Market Size, by Region, USD Million

Region	2020	2025
North America	217	308
Europe	198	287
APAC	257	379
MEA	79	111
Latin America	70	95
Total	\$821	\$1,180

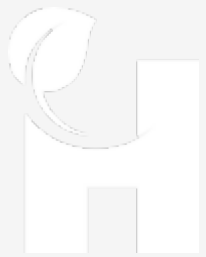
*Maritime Satellite Communication Market - global forecast to 2025



Revenue Model

Harvest's growth is supported by recurring revenue.

Harvest will strategically navigate two routes to market and globally integrate its technology over the next five years.



Embedded Systems

Licensing

Targeting high-growth satellite communication, UAV and wearable markets



SaaS

Subscription

Direct software and workflow applications





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 Managing Director,
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.



Andy

Lowery

US President

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

Jaron

Warburton

*Head of Innovation &
Development, 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

Linda

Shields

*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.





Leadership Team

cont'd



Colin

Napier

*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.



David

Fosberg

Chief Customer Officer

Customer First orientation with more than two decades of global experience across three continents. While previously serving as Vice President 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.

Jimmy

Dean

*Business Development
Manager, 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.



Diranne

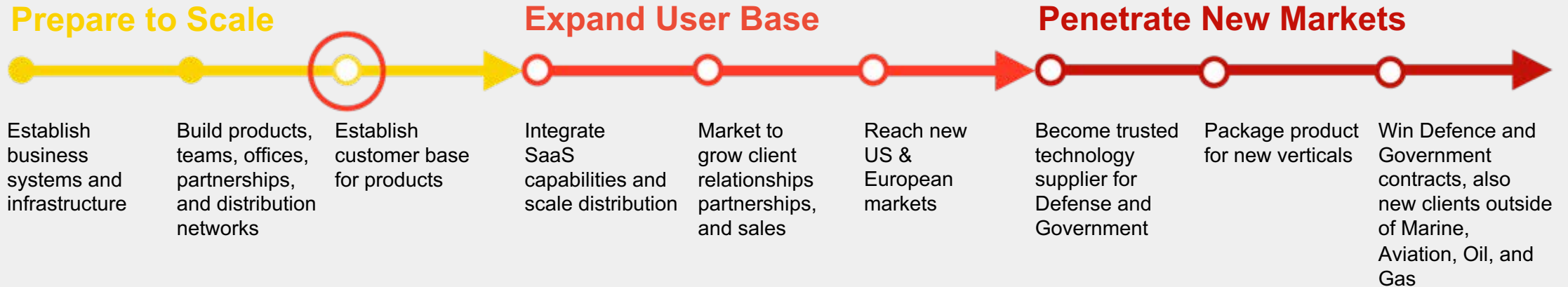
Lee-Renwick

*Chief Technology Officer,
Founder*

Dynamic and experienced professional with a proven background in logistical engineering, technology and software solutions in the Oil and Gas Industry, and over 26 years of direct subsea integrity and commercial diving experience coupled with extensive ROV and software systems experience.



Harvest is revolutionising field collaboration for industry.



Traction

Phase 1 investments increased Harvest's capacity to scale.

People

- Appointed seasoned technology entrepreneur Andy Lowery as US Director and President
- Appointed David Fosberg as Chief Customer Officer
- Since December 2019, more than 100% increase in People resources for the group including software development, innovation, sales and business development, IT and corporate services

Systems & Infrastructure

- Implemented Cloud-based Enterprise Resource Planning system (SAP) across the group
- Achieved ISO9001 accreditation
- Undertook third-party cybersecurity audit and implemented group policy and systems
- Entered into heads of agreement for the lease of a purpose designed state of the art innovation hub located in Technology Park WA

Market Growth

- New strategic development agreements with key industry players
- Engaged a number of new major global customers
- Saw strong new customer and user growth with little-to-no marketing effort
- Launched Harvest Technology Group Inc. in the USA
- Expansion of Infinity platform to include UAV integration to the Wearwolf™ wearable headset
- Released RemTeq™ remote control platform for ROV and UAV
- Developed a world-leading popup – UTM (rapid-deployment Airspace Management platform) for small UAVs
- Released the Infinity Wearwolf™ decoder software application in beta for customer trial



User growth.

Significant increase in customers using our products since 2019



LATEST NEWS: Harvest selected as Key Supplier

Ocean Infinity is building the world's largest fleet of unmanned sea-going surface robots.

"We are pleased to be working with Harvest, an industry leader in remote communication technology. Giving our remote operators the information they need will enable us to deliver the safest, most environmentally-friendly service in the industry."

– Dan Hook, Managing Director,
Ocean Infinity

Armada's unmanned surface ships deploy submersible robots capable of depths down to 6,000 meters. They are remotely controlled via land-based command centers thousands of kilometers away in Austin, Texas, and Southampton, England.

oceaninfinity.com

Next Steps....

- US Launch of SaaS platform for Industrial Collaboration by August 2021
- Build our global Customer Success team under David Fosberg
- Go-to-market for Infinity and Wearwolf™ downloadable software applications
- Transition by team into purpose-designed innovation hub in July 2021
- Monetise agreements for embedded systems with key global customers
- Continue diversification of customer base
- Continue expansion of our key resource – People
- Commence building relationships with 5VEY primes and contractors
- Successfully navigate the business from Phase 1 to Phase 2



Support Harvest's Industrial-Grade revolution.



Unique Technology

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

Strategic Partnerships

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

Sustainable Competitive Position

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

Revenue Generating & Scalable

- High-gross margin business that is SaaS and data-focused to allow for rapid distribution of the technology

Substantial Market Opportunity

- Multi-billion market opportunities
- Worldwide applicability and scalable as a software solution in a growing market

Committed Management

- Executive Management personally invested and hold 16.18% of issued shares

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Capital structure



HARVEST TECHNOLOGY GROUP LTD

ASX Code	HTG
Share price (@19/03/2021)	\$0.35
Shares on issue	492,872,376
Convertible notes (@2.2 cents) (IR 10%)	\$4,000,000
Unlisted options*	7,260,000
Performance Rights	56,000,000
52 week high	\$0.50
52 week low	\$0.087
Market capitalisation	\$172.5m

DIRECTOR AND EXECUTIVE MANAGEMENT INVESTMENT & SHAREHOLDING

Executive Management	16.18%
Directors (Non-Exec)	3.60%

TOP 5 SHAREHOLDERS

Mr Paul Guilfoyle (Managing Director)	6.67%
Invia Custodian Pty Ltd	4.42%
Schaffer Corporation Limited	4.42%
Ms Linda Shields (Chief Commercial Officer)	3.71%
Arab Capital Holdings (Non-Exec Director)	3.00%

* The unlisted options have various strike prices ranging from \$0.065 - \$0.15. Please refer to ASX announcement dated 26th February 2021 for full breakdown of unlisted options / securities on issue.

INDEXED VALUES

