



Announcement to ASX
ASX Code: HTG

October 19, 2021

HARVEST TECHNOLOGY GROUP EXPANDS ECOSYSTEM WITH INMARSAT GLOBAL

HIGHLIGHTS:

- **Harvest Technology Group has signed a Memorandum of Understanding with Inmarsat Global as a development partner for Inmarsat's VELARIS Partner Network**
- **Inmarsat's VELARIS Partner Network is intended to establish an ecosystem of expert Unmanned Aerial Vehicle (UAV) partners to overcome barriers to mainstream rollout, improving connectivity, removing line of sight restrictions, and developing reliability of in-flight UAV identification, security and segregation**
- **Harvest has been accepted as a member of the Inmarsat Enterprise Application and Solution Provider (ASP) program for providers of software and hardware solutions and original equipment manufacturers in commercial land markets**
- **Inmarsat Global is the world leader in global mobile satellite communications**

October 19, 2021: Harvest Technology Group Limited (ASX:HTG) (Company, Harvest, Group), a global leader in network optimised remote operations, is pleased to announce that it has formalised a memorandum of understanding (MOU) with Inmarsat Global Limited (Inmarsat) as a development partner of its VELARIS Partner Network, and Inmarsat Enterprise have welcomed Harvest as a member of its Application Solution Provider (ASP) programme.

Created by Inmarsat, the VELARIS Partner Network is intended to establish an ecosystem of expert Unmanned Aerial Vehicle UAV partners, developers, and integrators with industry-leading knowledge to ensure the promise of the commercial UAV market is fully realised. The network is designed to support the scalable potential of the UAV market by overcoming barriers to mainstream rollout, improving connectivity, removing line of sight restrictions, and developing reliable in-flight UAV identification, security, and segregation.

The MOU will have Inmarsat and Harvest working together to further develop the VELARIS Partner Network through coordination of joint marketing and promotional activities, leading to sales integration for program-generated sales. Harvest and Inmarsat also agree to jointly engage with regulators and associated administrations to drive required change within the UAV industry.

In response to the limitations facing UAVs, Inmarsat has developed Inmarsat Velaris (Velaris), a bespoke connectivity service designed specifically for the commercial UAV sector. A global, reliable, and totally scalable



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command and control service, Velaris enables UAVs to be trackable and controllable beyond visual line of sight (BVLOS). Powered by the Inmarsat ELERA global satellite network, Velaris will provide reliable and consistent connectivity solutions to allow UAVs to fly securely BVLOS and integrate with other air traffic.

Further enhancing the growth of Harvest's global ecosystem, it has been welcomed as a member of Inmarsat Enterprise's ASP programme. Harvest will gain access to Inmarsat's global satellite connectivity and regional presence to scale its solutions into new sectors and geographies. The ASP programme is open to new entrants, disruptors and established brands who have developed an innovative digital product or service but may need additional support to exploit the benefits of satellite enabled Internet of Things (IoT) solutions. Inmarsat provides dedicated technical guidance on how to integrate and support its highly reliable satellite services, go-to-market strategy planning and exposure to the Inmarsat distribution channel to enable access to new markets.

Companies operating in locations and regions without reliable connectivity, or which have mission-critical connectivity needs, use the Inmarsat ASP programme to access a broad choice of satellite-enabled IoT solutions developed by a range of member providers that enhance the efficiency, safety, and sustainability of their businesses. Focus vertical markets for the programme include agriculture, aid and NGO, energy, exploration and leisure, media, mining, transport, and utilities.

Harvest's Infinity technology is built on protocols that provide secure real-time high-fidelity audio-visual streaming and control capabilities from anywhere in the world using the lowest possible bandwidth, and across any network, regardless of quality or congestion. Fundamentally, this enables remote installations to be viewed and inspected from anywhere, providing immediate feedback to a company's headquarters or base, delivering real-time decision making, and transforming how their customers carry out field operations.

"It's exciting for us to join Inmarsat's ASP programme because we have reached the stage as a company where we need reliable, global connectivity and a trusted partner to help us scale across our business in the mining, oil and gas, and utilities industries," said Paul Guilfoyle, Group Chief Executive Officer. "At Harvest, our ambition is to improve connectivity for front-line team members and the people that support them. Our ability to maintain the highest level of security and data fidelity during transmission means we provide an ideal solution for companies in all industries."

"We are beyond thrilled to be taking the next step with Inmarsat within the UAV sector working with Inmarsat's VELARIS Partner Network. Our team looks forward to creating enhanced UAV capabilities and solutions together with global partners that share a common vision and commitment to the sector," said Paul Guilfoyle. "This follows a highly successful Inmarsat Partner stand at UK's largest UAV event, DroneX Trade Show and Conference in London last week. The trade show is dedicated to demonstration of UAV products, parts, accessories and services from global providers."

The non-binding MOU for VELARIS Partner Network has a renewable term of 12-months and whilst in the initial stages there is no revenue attributable to the MOU, both companies intend to jointly identify and pursue commercial opportunities with a view to advancing into a formal revenue share agreement. Unless otherwise



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agreed, each party shall be responsible for its own costs in connection with the MOU. The Company will continue to keep the market informed of any material updates.

The significance of this announcement is the demonstrated intent of both Harvest and Inmarsat to come together with their shared vision for delivering innovative solutions to customers and making long-term strategic change in the UAV sector to overcome barriers preventing full realisation of UAV potential on a global scale, with the view to jointly identifying prospective customers and implementing a shared revenue arrangement.

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This announcement was authorised for release by Mr. Paul Guilfoyle, Group Chief Executive Officer.

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About Inmarsat Global

Inmarsat is the world leader in global, mobile satellite communications. It owns and operates the world's most diverse global portfolio of mobile telecommunications satellite networks, and holds a multi-layered, global spectrum portfolio, covering L-band, Ka-band and S-band, enabling unparalleled breadth and diversity in the solutions it provides. Inmarsat's long-established global distribution network includes not only the world's leading channel partners but also its own strong direct retail capabilities, enabling end to end customer service assurance.

Inmarsat operates across a diversified portfolio of sectors and holds leading positions in the Maritime, Government, Aviation and Enterprise satcoms markets, operating consistently as a trusted, responsive and



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high-quality partner to its customers across the globe.

About Inmarsat Enterprise

Inmarsat Enterprise is the leading global provider of satellite-enabled managed connectivity services for land-based organisations. We are enabling the Industrial Internet of Things (IoT) and helping transform business outcomes across a diverse set of sectors, including agriculture, aid and NGO, media, mining, oil and gas, renewable energy, transport, and utilities.

To learn more please visit: www.inmarsat.com

To learn more about Inmarsat Velaris, please visit: aviation/services/velaris.html

To learn more about Inmarsat's ASP programme, please visit: asp-programme.html

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

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