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CEO AGM Presentation | ASX:HTG

19 November 2024

Solving Remote

NODE STREAM™

Harvest Technology Group AGM FY24



Key Highlights:

1. We are now a sales driven organisation focused on the marketing of incredible technology and support services
2. We have secured new investors with a major investor having invested \$2.2M over the past months with an additional \$1M committed for December
3. We have finished our restructure and now have an efficient cost base
4. Resulting in a much lower breakeven point reduced by \$7.5M from \$14M to \$6.5M
5. Launched our Professional Services offering
6. Strong new partnerships signed with more being negotiated
7. Major contracts under final negotiation
8. We are on confidently on track to execute our 3 year pathway to profit plan

Finalisation of Restructure

- Reducing our operating cash burn is a key plank of our pathway to profit
- With projected cash burn of \$225K a month from January, the company is well placed to achieve profitability
- January 2024 our breakeven point was \$14M
- Stage 1 restructure reduced that to \$10M
- Finalisation of the restructure = \$6.5M revenue breakeven point without impacting our sales & marketing drive
- = Profitability is more achievable and potentially on an accelerated timeline

Harvest Professional Services

- Leveraging our expert team to provide professional services to Nodestream customers
- Previously these services were provided on an adhoc basis, now commercialised as a professional services offering based on customer feedback
- Commenced 1st November
- Secured our first customer
- We expect to sign additional engagements and move to monthly retainers on long term contracts
- = New profitable revenue stream and deeper customer engagement

Strong Sales Partnerships to Drive Growth

Sales Agent: Three Pro Consultants Ltd

- Ireland based specialists in growing SAAS businesses
- Have worked with Harvest for the past year
- Act as a Sales Agent for Harvest Technology Europe (HTE) our new European entity
- Strong qualified pipeline

Strong Sales Partnerships to Drive Growth

Global Reseller: Pulsar International

- US based with offices & customers across the globe
- Satellite solutions provider with additional products and services focussed on the maritime industry
- Act as a Reseller for Harvest Technology Group
- Strong qualified pipeline
- Initial deployments expected to commence by January 2025
- Founder of Pulsar has a long history of successfully working with our CEO, Ilario Faenza. We look to replicate that success again for Harvest

Summary

1. We are executing the plan and are tuning as needed based on customer requirements and market forces
2. We will provide further updates in January for Q2 and February for 1/2 year accounts
3. In closing, the board, our team and I are very excited by the opportunities and are laser focussed on continuing to improve and enhance the company
4. We thank you for your support
5. Questions ?

Ilario Faenza
CEO & Executive Director

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