OSD

HARVEST TECHNOLOGY GROUP



CEO AGM Presentation ASX:HTG

19 November 2024

Solving Remote

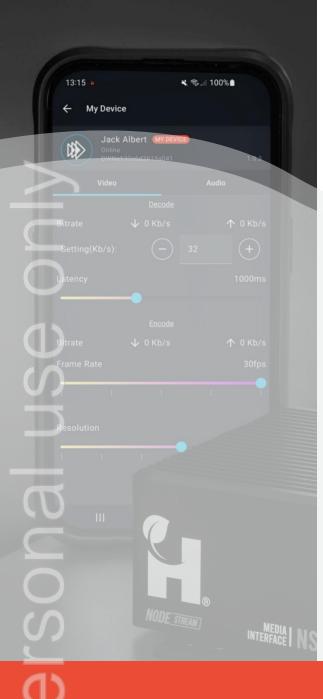


Harvest Technology Group AGM FY24

Key Highlights:

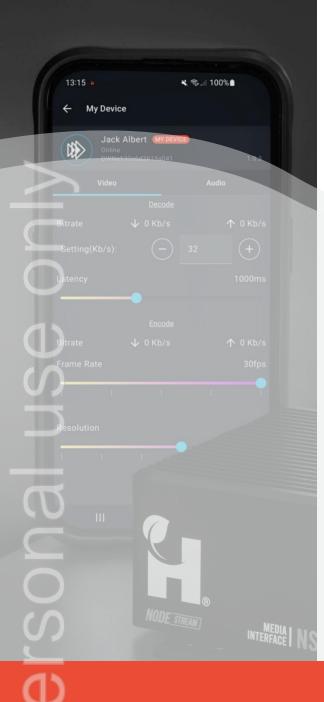
- We are now a sales driven organisation focused on the marketing of incredible technology and support services
- 2. We have secured new investors with a major investor having invested \$2.2M over the past months with an additional \$1M committed for December
- 3. We have finished our restructure and now have an efficient cost base
- 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

Harvest Technology Group Limited



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

Harvest Technology Group Limited



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

Harvest Technology Group Limited

HARVEST TECHNOLOGY GROUP

Postal Address: 7 Turner Avenue, Technology Park, Bentley WA 6102, Australia Telephone: +61 (03) 9415 4000 or 1300 850 505 Investor Email: investor@harvest-tech.com.au Website: https://harvest.technology

Solving Remote