



Announcement to ASX  
ASX Code: HTG

October 14, 2021

## **HARVEST TECHNOLOGY GROUP STRIKES RESELLER DEAL WITH GLOBAL SATELLITE PROVIDER SPEEDCAST**

**October 14, 2021:** Harvest Technology Group Limited (ASX:HTG) (Company, Group, Harvest), a global leader in network optimised remote operations, is pleased to announce the execution of a formal worldwide reseller agreement with leading communications and IT services provider, Speedcast Australia Pty Ltd (Speedcast).

Speedcast delivers critical communications services to the maritime, energy, mining, media, telecommunication, cruise, NGO, government, and enterprise sectors, leveraging its Unified Global Network Platform (UGP) to provide fully connected systems that harness technology and applications to transform remote operations. With the world's most comprehensive network, Speedcast enables faster, seamless pole-to-pole coverage from a global hybrid satellite, fibre, cellular, microwave, MPLS, and IP transport network with direct access to public cloud platforms, backed by 24/7 multilingual technical support centres on six continents.

In line with the Group's Three-Phase Strategic Plan launched in October 2020, a key condition of Phase 1 is the development of relationships with global industry partners to support scalability of Harvest's leading-edge technology and rapid diversification of its customer base and revenue streams.

Under the agreement, Harvest's ultra-low bandwidth Network Optimised Livestreaming solutions will be resold by Speedcast to provide remote communications services for customers across sectors such as maritime, mining and telecommunications. Speedcast's technology and applications portfolio currently has over 3,200 customers in 140 countries, serving over 10,000 maritime vessels and over 7,000 active terrestrial sites.

The binding and non-exclusive worldwide agreement is for an initial term of twelve months and renewable annually and is predicated on discount by cumulative sales volume and all sales are based on minimum 12-monthly plans for hire and licensing. All other terms are standard for an agreement of this nature.

This agreement significantly extends the Group's sales capabilities and supports the roll out of its Network Optimised Livestreaming solutions across the globe as well as providing the opportunity to develop elevated sustained levels of Annual Recurring Revenue (ARR). Harvest's ground-breaking technology securely transfers high-fidelity, real-time voice, video, and data over ultra-low bandwidths from anywhere in the world where establishing reliable connectivity is a challenge.



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The significance of this announcement is:

- the intent of the parties to enter into a non-exclusive resale agreement that focuses on developing sales opportunities for Harvest's Infinity products as a complimentary component to Speedcast's value proposition; and,
- the potential for increasing Harvest's global market penetration and diversifying its customer base and revenue stream.

"Our partnership with Harvest aligns with our vision to continually innovate for our customers' success," said Jeffrey Irwin, Vice President, Speedcast Product Management. "Adding Harvest's world-leading, ultra-low bandwidth livestreaming solutions to our portfolio enables our customers across industries to enhance operational efficiencies, strengthen worker safety, and realise cost savings."

"We are delighted to be partnering with Speedcast in a worldwide reseller agreement. With Speedcast having a global presence and a highly regarded reputation, this relationship plays an integral part in Harvest's strategy to expand into new markets and grow our ecosystem. This agreement is a significant endorsement of the quality of Harvest's Network Optimised Livestreaming solution and an important step in our expansion strategy," said Paul Guilfoyle, Harvest Group Managing Director. "We are looking forward to enhancing Speedcast's capacity to deliver new innovative solutions to their customers. The combination of our ultra-low bandwidth technology and Speedcast's impressive network will bolster its global network platform providing fully connected systems that transform remote operations."

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*This announcement was authorised for release by Mr. Paul Guilfoyle, Group Managing Director.*

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### About Speedcast

Speedcast is a leading communications and IT services provider, delivering critical communications services to the Maritime, Energy, Mining, Media, Telecom, Cruise, NGO, Government, and Enterprise sectors. The company leverages its global network platform to provide fully connected systems that harness technologies and applications to transform what remote operations can achieve. With the world's most comprehensive network, Speedcast enables faster, seamless pole-to-pole coverage from a global hybrid satellite, fibre, cellular, microwave, MPLS, and IP transport network with direct access to public cloud platforms. The company integrates differentiated technology offerings that provide smarter ways to communicate and distribute content, manage network, and remote operations, protect and secure investments, and improve the crew and guest experience. With a passionate customer focus and a strong safety culture, Speedcast serves more than 3,200 customers in over 140 countries. To learn more please visit: [www.speedcast.com](http://www.speedcast.com).

### 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](http://www.harvest.technology)

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