



Announcement to ASX
ASX Code: HTG

January 24, 2022

HARVEST TECHNOLOGY GROUP SIGNS MSA TO JOIN INMARSAT'S MARITIME NETWORK

HIGHLIGHTS:

- **Harvest Technology Group and Inmarsat have signed a new master services agreement (MSA) for Harvest to join Inmarsat's new maritime initiative as a Certified Application Provider (CAP)**
- **Inmarsat is the world-leader in communications at sea with over 45,000 connected vessels across the globe, from bulk carriers, oil and gas vessels, cruise liners, fishing fleets to leisure/pleasure craft**
- **Inmarsat's CAP network hosts an ecosystem of innovative market-leading providers who offer dedicated applications utilising Inmarsat's Fleet Connect service**
- **Signing the MSA and joining the CAP network with Inmarsat is a major step towards securing Harvest's target of 1,000 maritime licenses by end of 2022¹**
- **A pilot scope is currently underway with one of Inmarsat's major maritime customers who operates more than 150 vessels**
- **Significantly, this MSA demonstrates the shared vision of Harvest and Inmarsat to commercially collaborate on delivering end-to-end solutions to customers, while increasing Harvest's global footprint and diversifying its customer base**

January 24, 2022: Harvest Technology Group Limited (ASX:HTG) (**Company, Harvest, Group**) is pleased to announce that it has entered a master services agreement (MSA) with Inmarsat Global (Inmarsat) to become a member of its maritime Certified Application Provider (CAP) network.

Through the CAP network, Harvest will offer its livestreaming Infinity technology together with Fleet Connect dedicated bandwidth as a one-stop-shop packaged service direct to Inmarsat's customers. Inmarsat will promote and market the solution to its maritime customers and channel the leads to Harvest for conversion.

Created by Inmarsat, the CAP network is intended to establish an ecosystem of innovative and emerging market-leading providers offering dedicated applications for use with Inmarsat's Fleet Connect service to make data capture, analysis, and intelligence easier, and enhance efficiency, safety, and sustainability for ship owners and operators. Fleet Connect is a dedicated bandwidth service that provides global connectivity to the maritime sector and is independent of a vessel's primary bandwidth. Inmarsat is the world leader in maritime satellite communications connecting over 45,000 vessels worldwide. Fleet Connect allows application providers to have an always-on, or on-demand, two-way communication channel to the vessel. Applications

¹ Page 10, HTG Investor Presentation issued to ASX on December 13, 2021



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include fleet management, fuel efficiency, telehealth, equipment monitoring, remote training, and cyber security solutions.

Other applications include performing onboard remote surveys without the need to send survey personnel offshore, enabling land-based experts anywhere in world to provide live support and crew welfare support (real-time two-way audio and video) via Harvest's wearable and mobile camera solutions over the Inmarsat Maritime satellite network. Benefits of remote support to the vessel brings increased speed to resolution, reduction in safety and environmental risks, and reduction in carbon footprint.

This new MSA significantly enhances Harvest's relationship with Inmarsat. Inmarsat and Harvest are also development partners on the Inmarsat VELARIS network and Harvest is a member of the Inmarsat Enterprise Application and Solution Provider (ASP) program.

Paul Guilfoyle, HTG's Group CEO said, "We are incredibly excited to enter this MSA with Inmarsat. We will work closely with the Inmarsat team to deliver an industry leading livestreaming solution to the maritime sector. This MSA, coupled with our reseller agreement with Speedcast, will provide Harvest access to over 55,000 maritime vessels. We are working closely with other major groups to further expand our coverage to secure our target of a minimum of 1,000 maritime licenses by the end of 2022."

Harvest and Inmarsat completed an extensive certification and validation process prior to entering the MSA. The MSA has an initial term of 12-months and is automatically renewable. A pilot scope is currently underway with one of Inmarsat's major maritime customers which is the operator of more than 150 vessels.

The significance of this announcement is the demonstrated intent of both Harvest and Inmarsat to commercially collaborate on their shared vision for delivering innovative end-to-end solutions to customers and driving long-term strategic change to enable digitalisation within the global maritime industry, and the potential for increasing Harvest's global market penetration and the diversification of its customer base and revenue streams.

The Company will continue to keep the market informed of any material updates.

- End -

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

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About Inmarsat

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.

The company has an unrivalled track record of operating the world's most reliable global mobile satellite telecommunications networks, sustaining business and mission critical safety & operational applications for more than 40 years. It is also a major driving force behind technological innovation in mobile satellite communications, sustaining its leadership through a substantial investment and a powerful network of technology and manufacturing partners.

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 high-quality partner to its customers across the globe.

To learn more please visit: www.inmarsat.com

To learn more about the CAP network, please visit: www.inmarsat.com/certified-application-providers

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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