

HARVEST

A GROUP OF TECHNOLOGY BUSINESSES

HARVEST Technology PLC

Encoded in Harvest's **DNA** is **Passion** for **Digital Transformation** - applied to Business opportunities.

Our drive is based on three key pillars:

- **shareholder value**
- **passion** for growing the business via **technology-enabled** activities
- **People (skilled resources).**





A leading system integrator, PTL delivers specialized technical solutions and software engineering

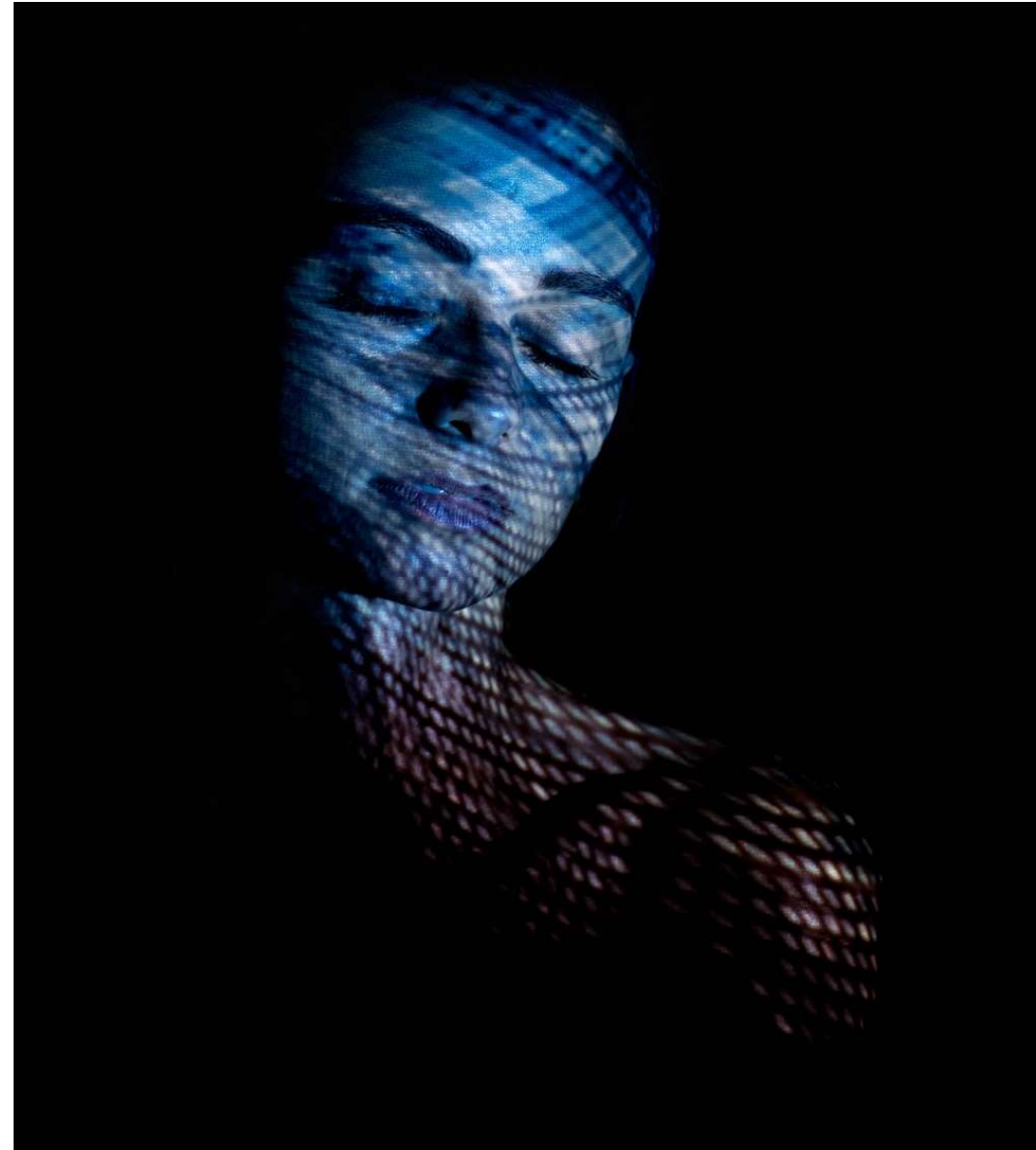


Innovation-driven Payments Specialist dedicated to providing businesses all they need to Accept Payments from Anywhere



A highly specialized team focused on diverse automation solutions and high-end security hardware and software

A fourth company within Harvest is **lpsyon**, the holder of all the **intellectual** property created and deployed by APCO Systems.



Technology Landscape – Activity/Transformation/Partners

- **Payment Industry**

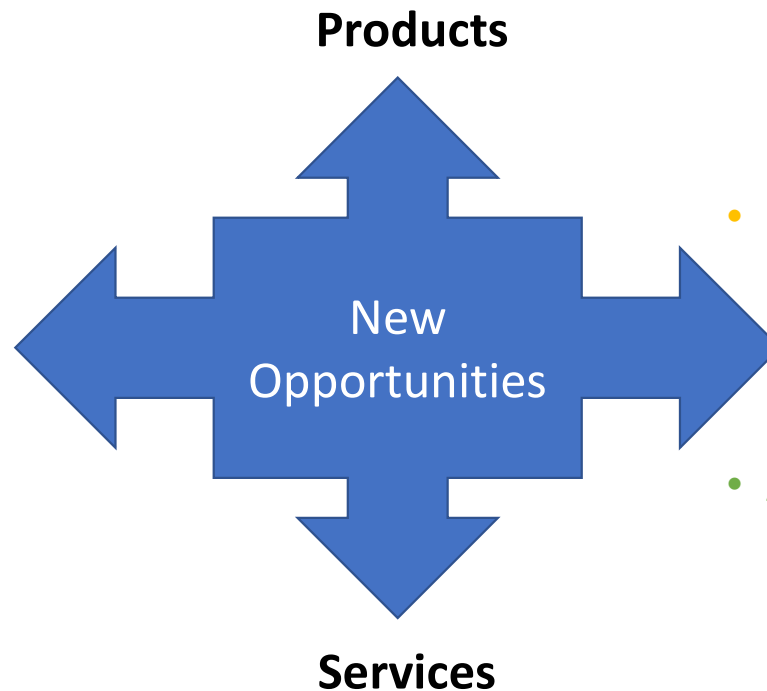
- API Provisioning - Gateway
- Analytics
- Fraud

- **Tech, Integration, Analysis**

- Software Development
- Hardware/Conf./Install. Etc.
- Networking/Cloud

- **Automation/Security**

- ATM's
- Fuel Payment Terminals
- Banking / Retail



- **Payment Industry**

- Virtual Currencies (**IBM**)
- Crypto (**IBM**)
- Wallets (**MS**)

- **New Tech**

- Blockchain (**Microsoft**)
- Artificial Intelligence/AI (**IBM/MS**)
- More Cloud (**Microsoft**)

- **Automation/Security**

- IoT (**Diebold/NCR**)
- RPA (**IBM**)
- Multi-Experience (**Diebold/NCR**)

Growth - Transformation drivers / enablers



Strong and lasting relationships with **existing** and **new** partners



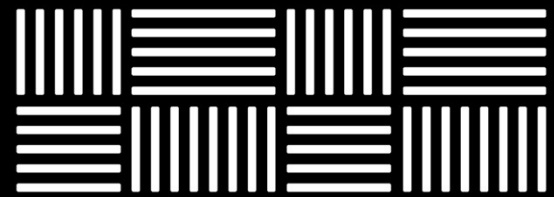
Solid portfolio of products/services for markets which **provide value add**



International footprint gained through experience with major partners



Top employer in the industry, retaining and growing **talent** through its own Technology Academy



HARVEST

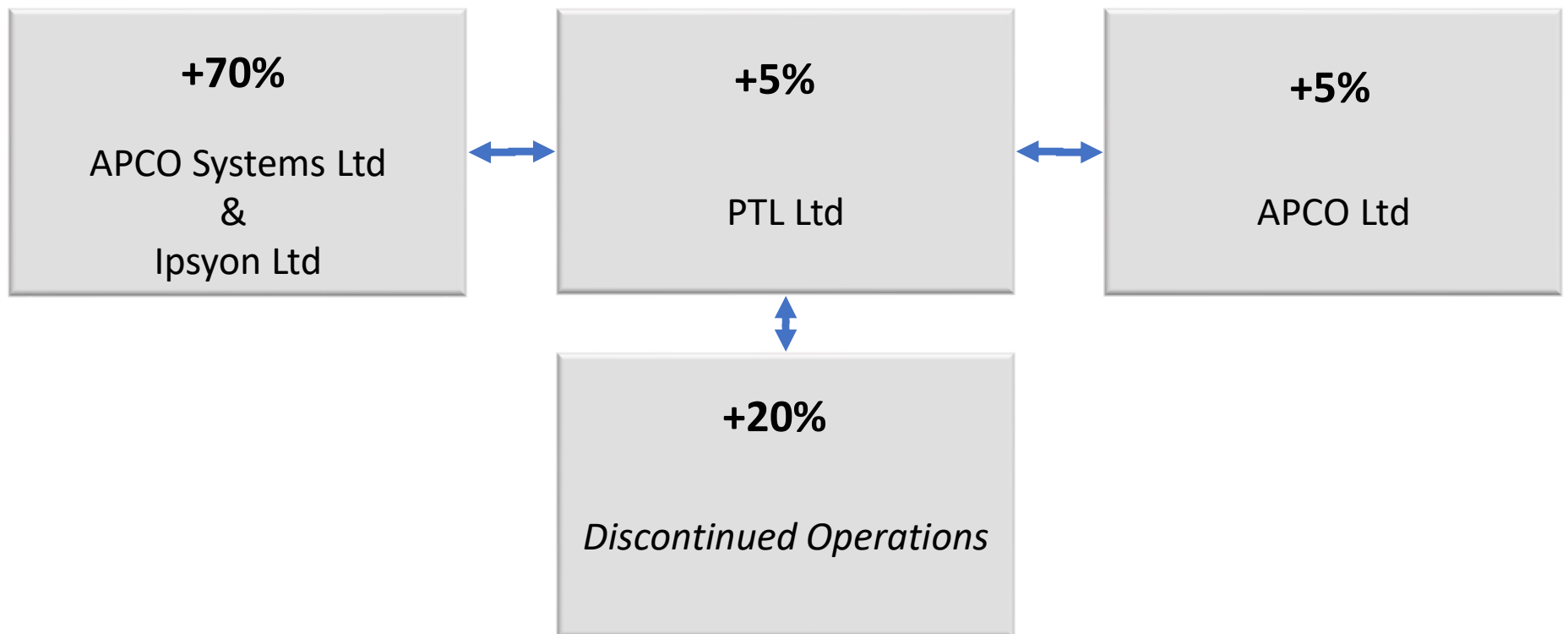
FINANCIAL HIGHLIGHTS

Extract of Consolidated Income Statement - 2019 vs prior year

	2019	2018
Revenue	€16.0m	€15.6m
EBITDA	€3.9m	€1.4m
Pre-tax Profit	€3.0m	€0.9m
	EBITDA Margin 24%	EBITDA Margin 9%
	PBT Margin 19%	PBT Margin 5%

Variance
+ € 0.4m
+ € 2.5m
+ € 2.1m

+€2.1 Million improvement in NPBT of 2019 vs prior year



Extract of Consolidated Income Statement - 2019 vs Projections

	2019 - Actual	2019 - Projections	Variance
Revenue	€16.0m	€15.4m	+ € 0.6m
EBITDA	€3.9m	€3.2m	+ € 0.7m
Pre-tax Profit	€3.0m	€2.3m	+ € 0.7m
	EBITDA Margin 24%	EBITDA Margin 21%	
	PBT Margin 19%	PBT Margin 15%	

Extract of Consolidated Financial Position 2019 vs *prior year*

FINANCIAL POSITION	2019 Actual €	2018 Actual €
Non-Current assets	11.3m	10.4m
Current Assets	9.7m	9.2m
Total Assets	21.0m	19.6m
Current Liabilities	7.7m	7.9m
Non-Current Liabilities	2.9m	2.5m
Total Liabilities	10.6m	10.4m
Net Assets	10.4m	9.2m

Extract of Consolidated Cashflow 2019 vs prior year

	2019-Actual	2018- Actual
Cash from Operating Activities	€3.4m	(€0.6m)
Cash from Investing Activities	(€0.3m)	(€0.5m)
Cash from Financing Activities	(€1.6m)	€1.0m
Closing Cash Balance	€1.8m	€0.3m

KEY RATIOS 2019 vs *prior year*

	2019-Actual	2018 -Actual
Return on Equity Ratio	20%	6%
Current ratio	1.25	1.16
Gearing Ratio	18%	27%
Earnings per share*	9c17	2c55

**For both years this has been recomputed based on the re-denomination of the shares [22.8m shares]*

Extract of Consolidated Income Statement - As at 30th June 2020 vs *prior year*

	June 2020-Actual	June 2019-Actual
Revenue	€9.0m	€7.5m
EBITDA	€2.3m	€1.7m
Pre-tax Profit	€1.9m	€1.4m
	EBITDA Margin 26%	EBITDA Margin 23%
	PBT Margin 21%	PBT Margin 18%

HARVEST – Salient Points for FY 2020 (to date)

**Q2 Consolidated
Net Profit before Tax**

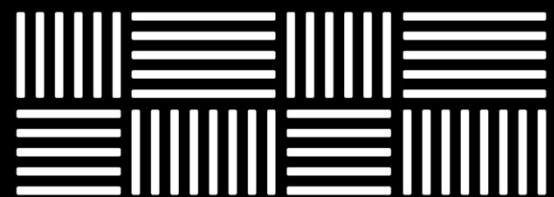
**Actual: €1,865,000 vs :Projections: €1,547,000
[+21 %]**

**Declared and paid a further
Dividend for 2019**

Net Dividend: 1cent 8 per share

**Declared an Interim Dividend
for 2020**

Net Dividend: 2cent 4 per share



HARVEST

NEXT



Key Goals/Tactics

- Shareholder **Value**
- Meet (& focus on more) **Budgets**
- **Products to Services**
- Manage current operating challenges
- **Maximize** Vendor relationships
- Explore **potential investments / acquisitions**
- **Widen Academy Reach**
- Continue to **Strengthen Workforce** diversity / flexibility

THANK YOU