

HARVEST



HARVEST.TECH



Harvest Technology p.l.c.

# 2023 Annual General Meeting

June 27<sup>th</sup> 2023





**Keith Busuttil**  
Chairman

Harvest Technology p.l.c.

# 2023 Annual General Meeting



# Agenda

Harvest Technology p.l.c.  
2023 AGM

01\_ Harvest Current Portfolio

02\_ Business Overview & Future Strategy

03\_ Financial Highlights

04\_ Concluding Remarks

05\_ Resolutions



Harvest Technology p.l.c.

# Current Portfolio



# Our Portfolio





**Clayton Meli**  
General Manager

Business Overview

# Apco Limited

**Security • Automation • Self-Service**

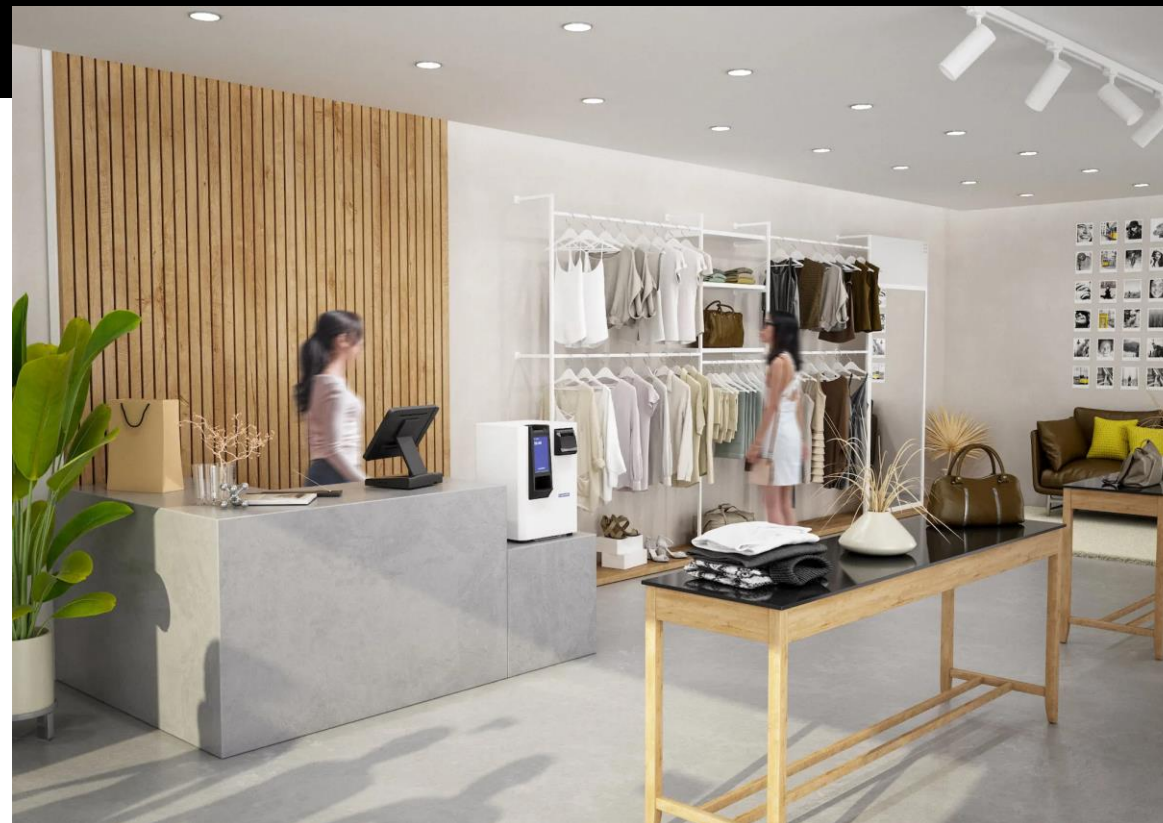




# Our Solutions

Apco Limited

- Physical Security and Fire Detection
- Cash Management / Recycling
- Self-service Terminals including ATM
- Payment, Loyalty, and Access Cards
- Data Security
- **EV Charging Solutions**
- **Drone Solutions**
- **Smart Building Energy Management Solutions**



# Industries We Serve

Apco Limited



**Banking and  
Fintech**



**Retail**



**Food and  
Beverage**



**Pharma**



**Manufacturing**



**Gaming**



**Hospitality**



**Commercial  
Buildings**





# Our Partners

**PACOM**  
S Y S T E M S

**GUNNEBO**  
For a safer world

**Chubb**safes  
Trusted the world over.

**CASHMATIC**  
reshaping  
the payment  
process

**Consillion**

**KEBA**  
Automation by innovation.

**DN**  
Diebold Nixdorf

**STROMKIND**  
GmbH

**THALES**

**gemalto**

**EAT•N**  
Powering Business Worldwide

**Carrier**

**SPG**  
CONTROLS

**GD** Giesecke+Devrient  
Creating Confidence

**ME**

**NEMO•Q**

**ARCA**

**CISA**

**compu**net  
cards

**HULME MARTIN**  
HEAT SEALERS

**GILBARCO**  
VEEDER-ROOT

**3x**LOGIC

**CSE**  
CREATIVE SECURITY ENGINEERING LTD



# Unmanned Aerial Vehicle

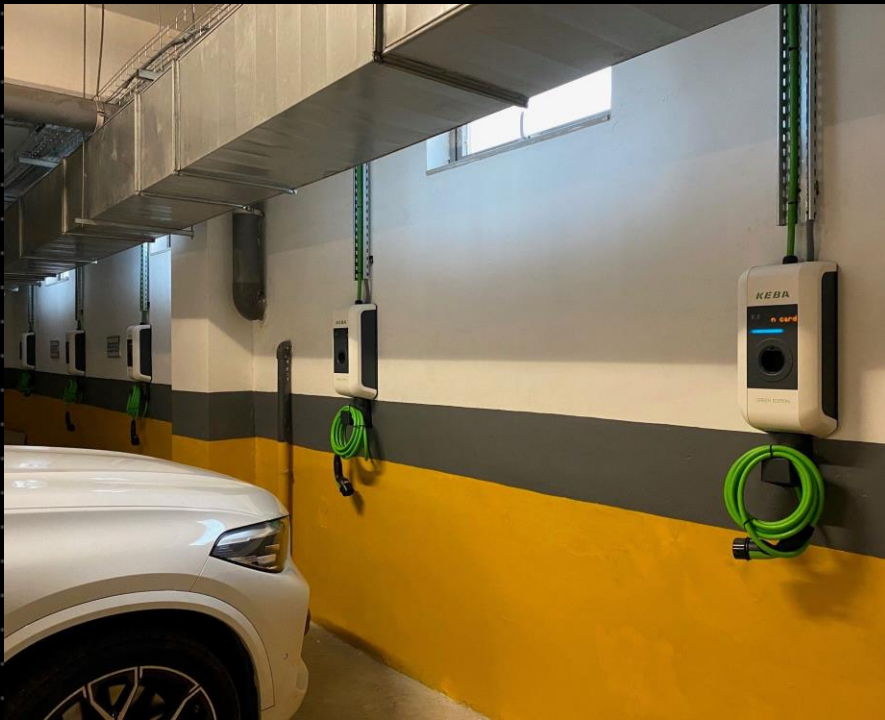
Ongoing Projects and Focus Areas





# EV Charging Solutions

Ongoing Projects and Focus Areas



# Cashmatic: Cash Automation Solution

## Ongoing Projects and Focus Areas

- Restaurants & Pizzerias
- Bakeries
- Bars
- Supermarkets
- Butchers
- Pharmacies
- Wellness Centres

# Cashmatic: Cash Automation Solution

Ongoing Projects and Focus Areas

**460      660      1060**

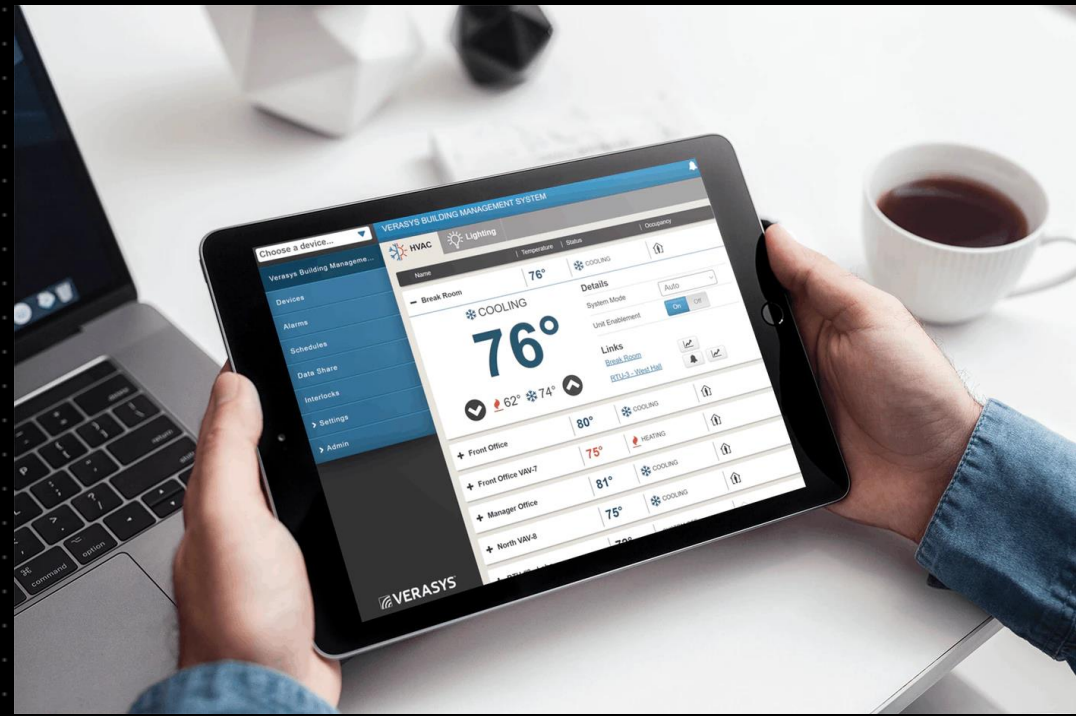


- Restaurants & Pizzerias
- Bakeries
- Bars
- Supermarkets
- Butchers
- Pharmacies
- Wellness Centres



# Smart Building Energy Management Solutions

Ongoing Projects and Focus Areas





**Pierre Attard**  
Managing Director



Business Overview

# PTL Limited

Holistic IT solutions provider enabling faster  
and smarter business decisions.



# A Trusted Partner in Enterprise-Wide Solutions.



## HUMAN RESOURCES

70+ strong professional workforce possesses core knowledge in multiple sectors and hands on experience in diverse solutions



## MULTIPLE SKILLSETS

Solution architects, developers and support teams have in-depth expertise in multiple technologies, and access to our international partners' expertise



## PROJECT MANAGEMENT

Certified team works as a single point of contact to ensure project phases are delivered as per project plan



## DEDICATED SUPPORT

Able to resolve technical difficulties, and respond to emergencies effectively and efficiently

# Our Partners.

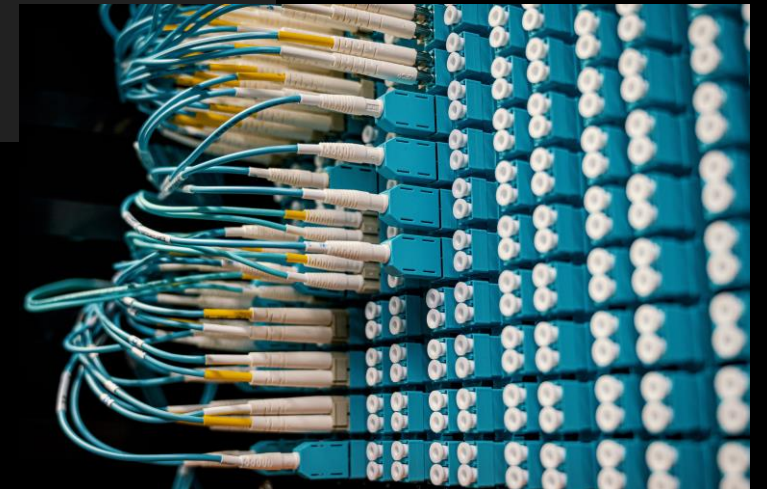
Gold  
Business  
Partner





# 2022 Major Projects

- Nationwide Projects within the Law & Enforcement industry:
  - Secure Connectivity Solution
  - Schengen Information System Upgrade
- Wi-Fi solution implemented at a major local bank





# 2023 Ongoing Projects

- Second IT project in Mauritius at the Ministry for Finance
- Banking Software & Hardware
  - ATMs
  - Cheque Processing Software (CPS)
  - ATM Controller software (ATOM)



# 2023 Ongoing Projects

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# Looking ahead...

## Focus Verticals

1. Health

2. Banking & Finance

3. Law & Enforcement





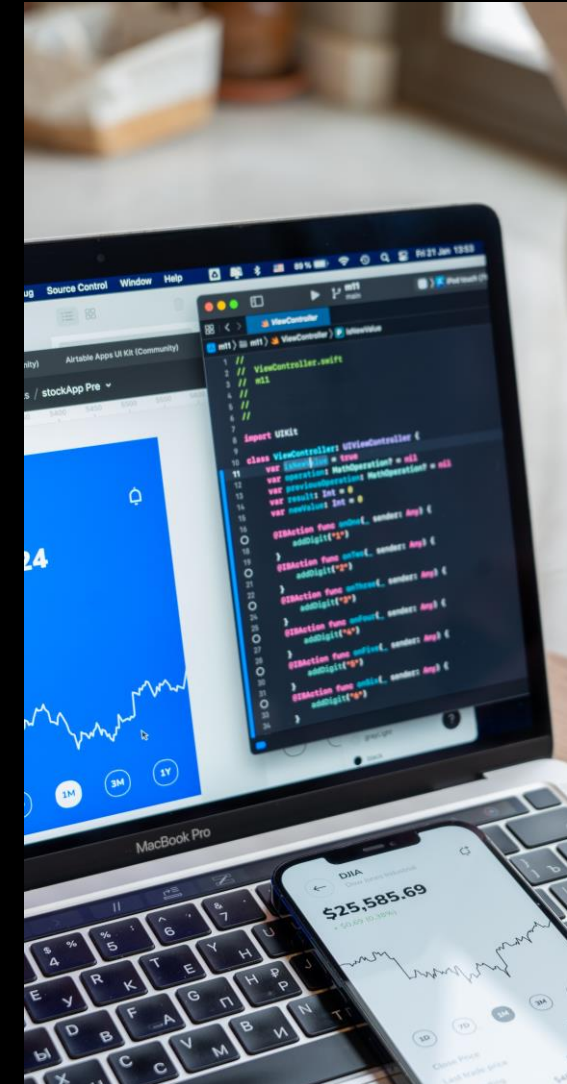
# Looking ahead...

Focus Solutions

1. Cybersecurity

2. ERP

3. IT Managed Services





**George Kakouras**  
Managing Director

Business Overview

# Apcipay

Two decades of payments,  
connecting acquiring banks to merchants





# Trusted payments platform

Apcipay

40 Acquirers



25 countries &  
30+ languages



240+ Alternative  
Payment  
Methods

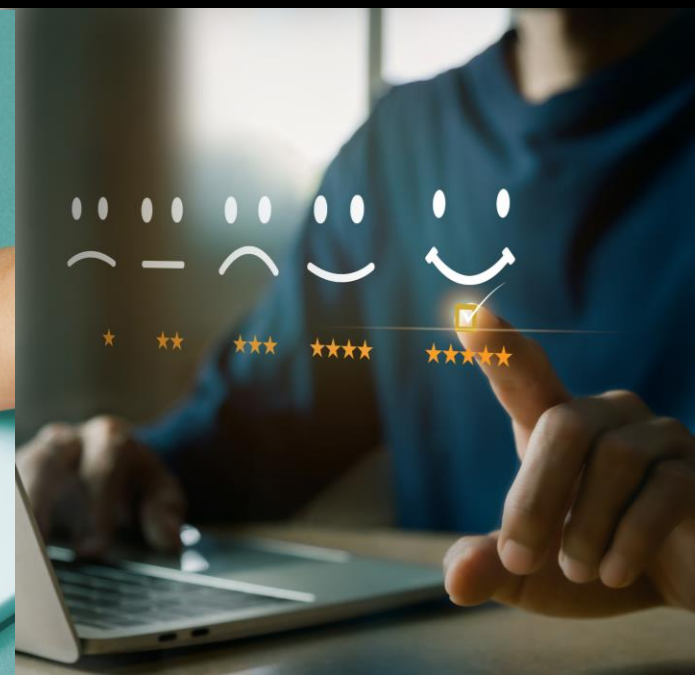
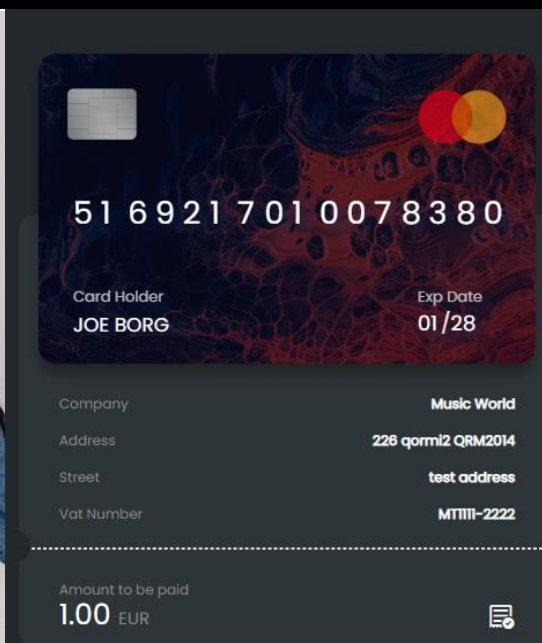


100+ Currencies

# Focus Areas

Investment in our Product

- Augment Team
- Next generation Platform
- Value added service
- Customer Satisfaction





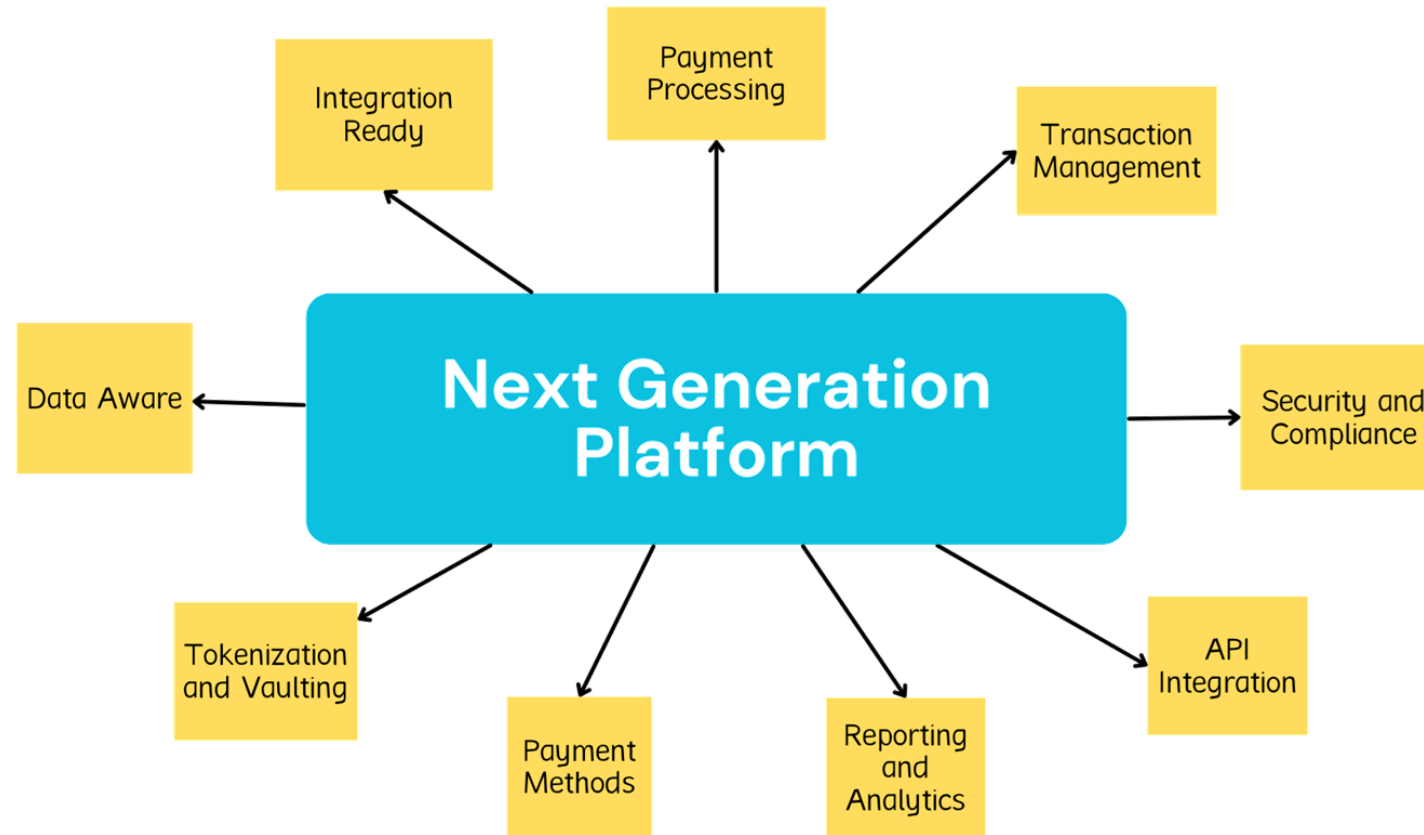
**Gabriel Sultana**  
Chief Technical Officer

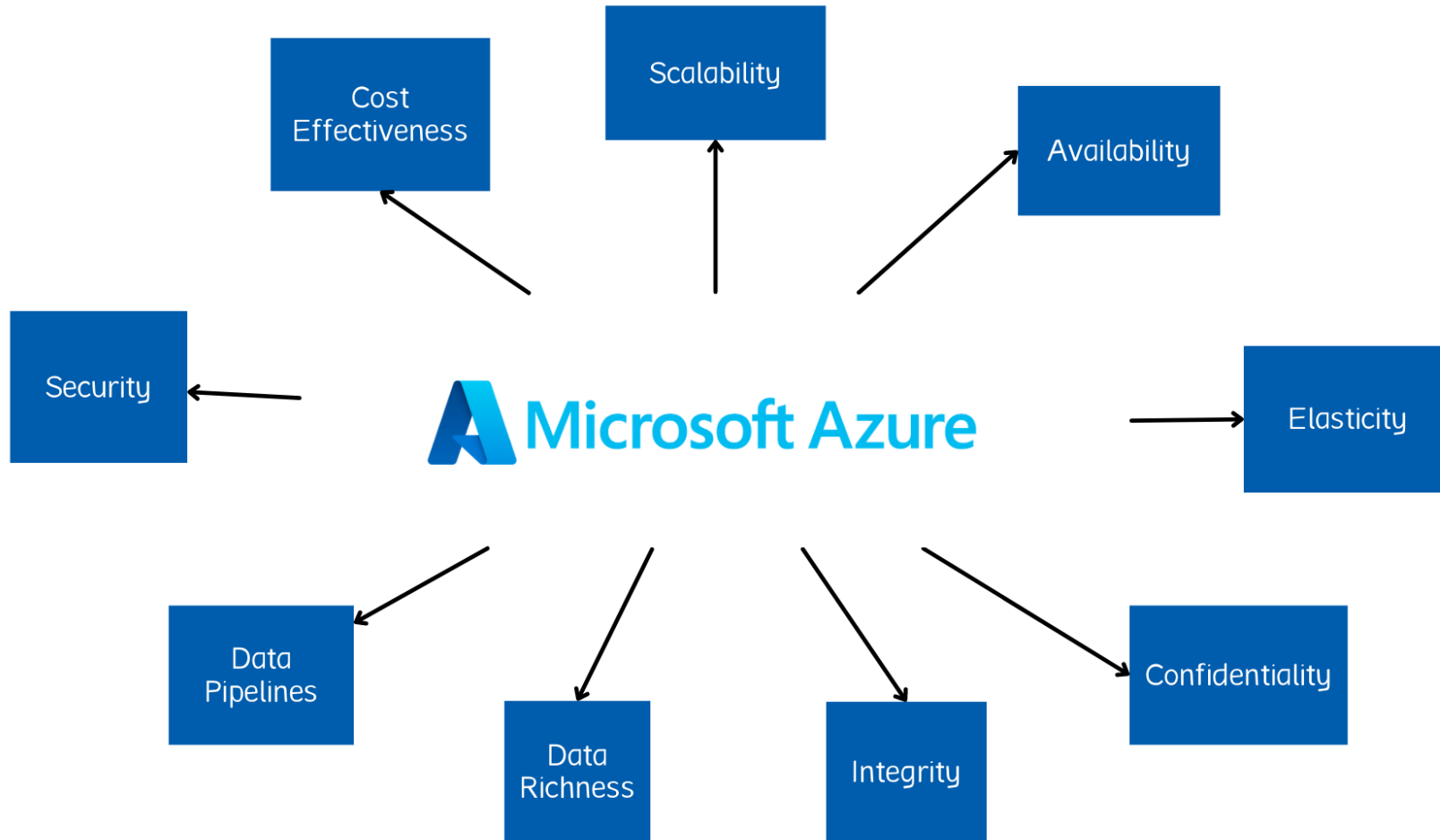
Business Overview

# Apcipay

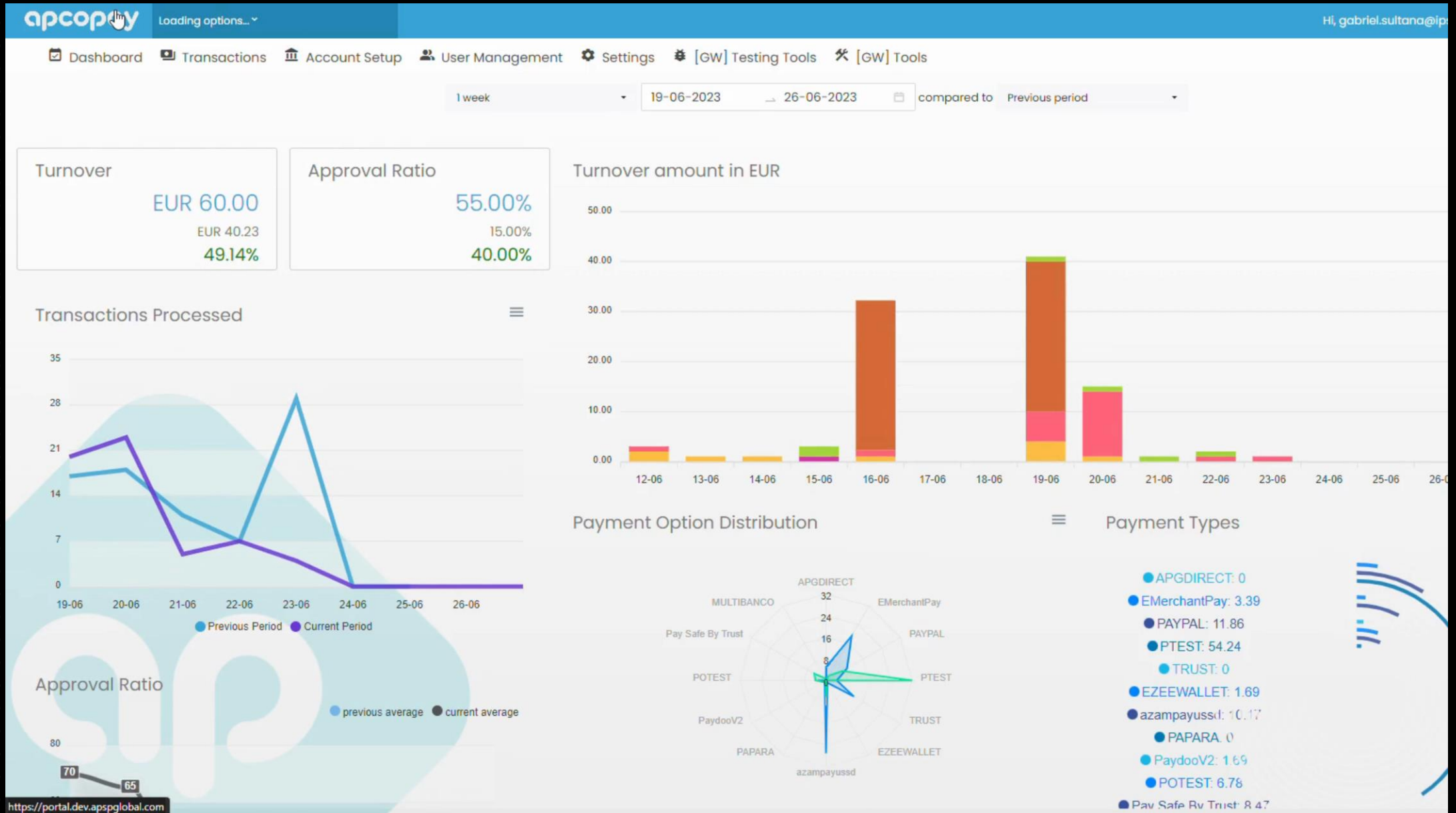
New Payment Gateway  
Investment in Platform Upgrade











# Challenges

Impacting 2022-2023 Revenues

**1. Dependency on our customer's success**

**2. Gaming Industry**

**3. Increased Banking Regulations**

**4. Margin Pressure**

# Looking Ahead

**Renewal of Payment Provision  
Services with Government of Malta**

**Launch of our new generation platform**

**Focus on value added services**

**Partnerships with platform providers**

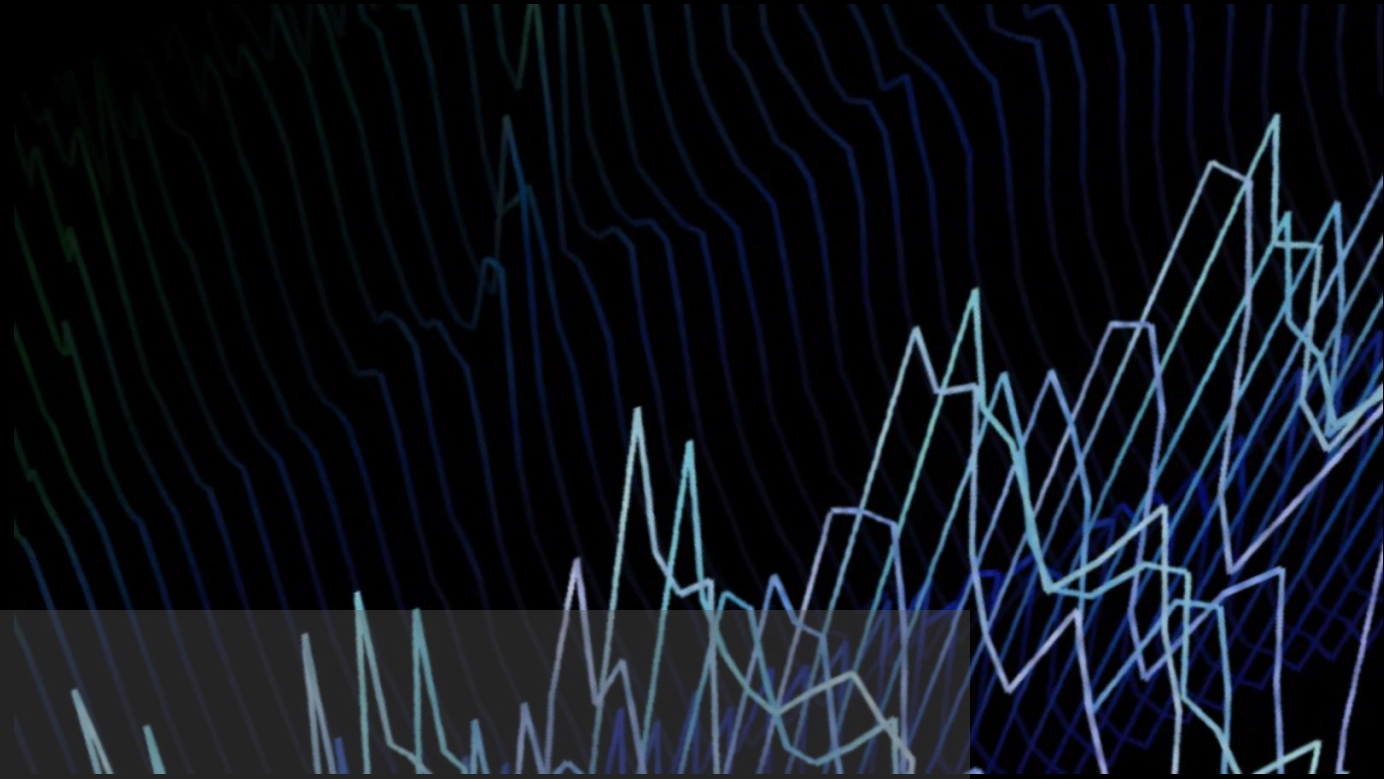
**Diversify: Travel / Retail / Hospitality  
/Healthcare / Insurance**

**Acquisitions to grow our business**





**Chris Fenech**  
Chief Financial Officer



Business Overview

# Financial Highlights

**Financial Year 2022**





# Extract of Consolidated Income Statement

2022 Actuals vs Projections & Prior Year

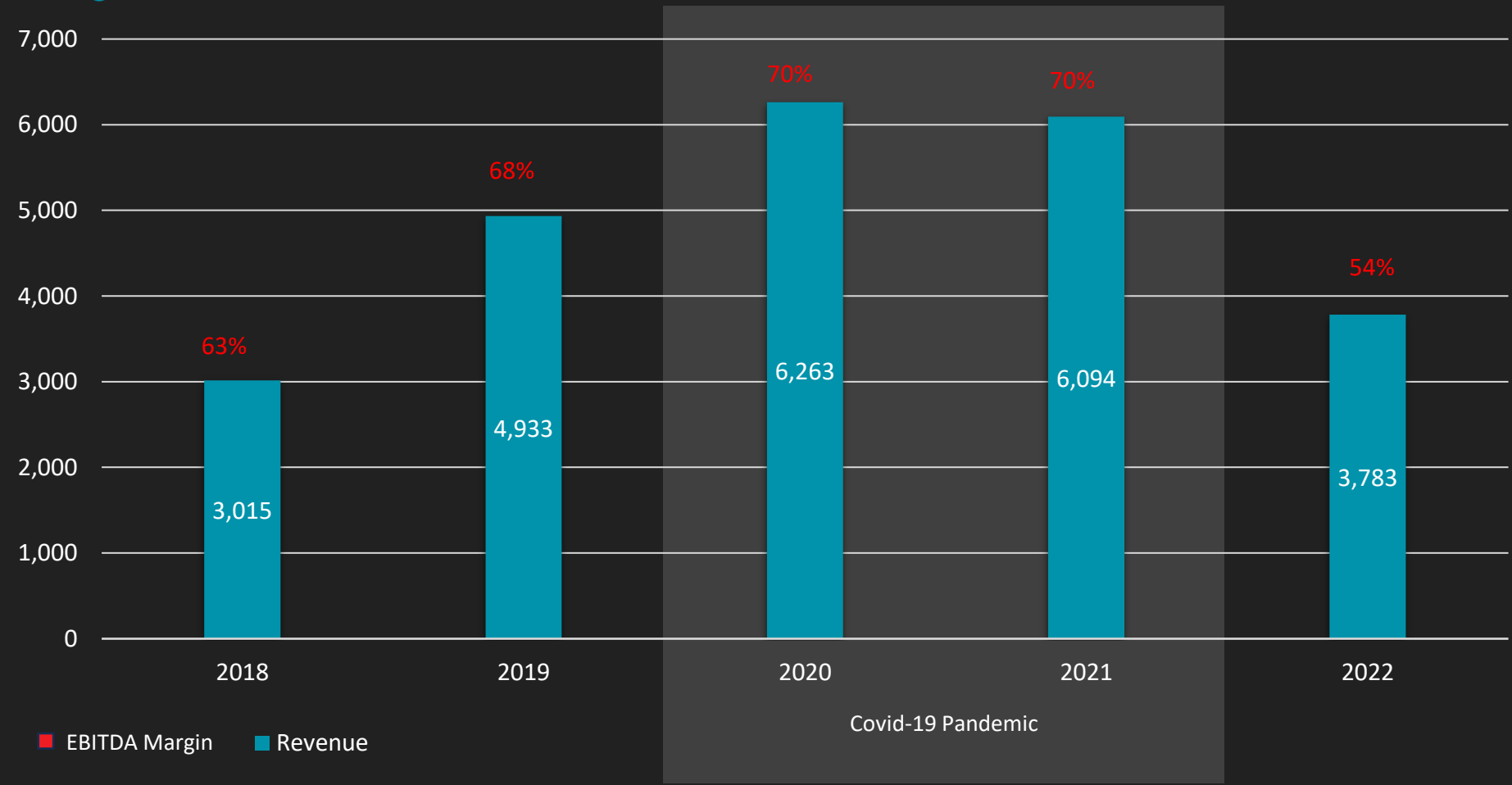
	2022 Actual	2022 Projections	2021 Actual
Revenue	€16.3m	€23m	€15.7m
EBITDA	€2.9m	€3.9m	€4.7m
Pre-tax Profit	€2.1m	€3m	€4.0m
EBITDA Margin	18%	17%	30%
PBT Margin	13%	13%	25%

# Segment Reporting

Payment Processing Services



APCOPAY Performance – in €'000



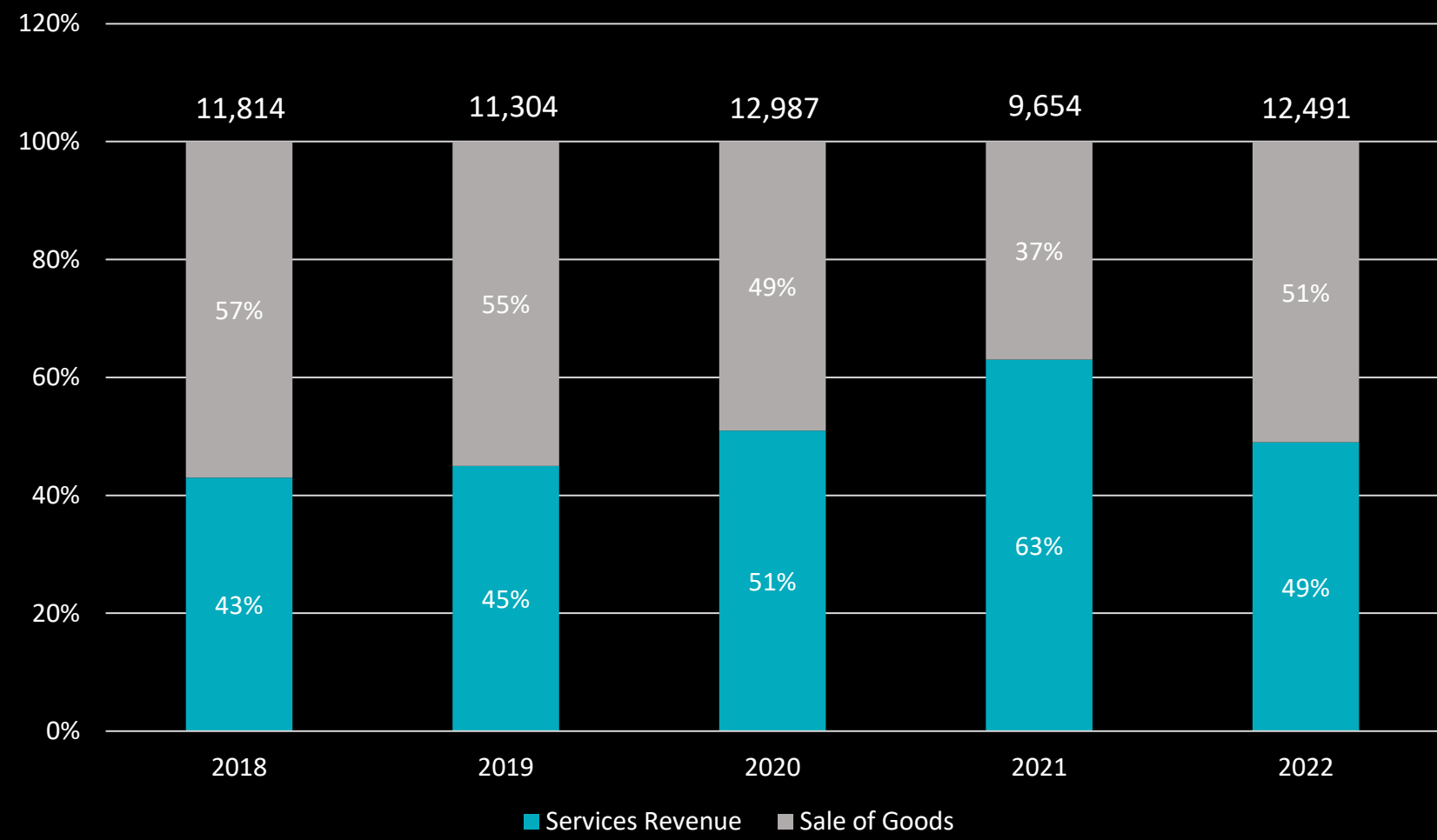
■ EBITDA Margin ■ Revenue

# Segment Reporting...

Retail and IT Solutions



Retail and IT Solutions Revenues- in €'000



## Extract of Consolidated Financial Position 2022 vs prior year

FINANCIAL POSITION	2022 Actual €m	2021 Actual €m
Non-current assets	9.9	10.2
Current assets	11.3	12.4
<b>Total Assets</b>	<b>21.2</b>	<b>22.6</b>
Current liabilities	7.1	8.4
Non-current liabilities	0.5	0.8
<b>Total Liabilities</b>	<b>7.6</b>	<b>9.2</b>
<b>Net Assets</b>	<b>13.6</b>	<b>13.4</b>



# Extract of Consolidated Cashflow

2022 vs Prior Year

	2022 Actual €m	2021 Actual €m
<b>Cash from Operating Activities</b>	1.6	3.5
<b>Cash from Investing Activities</b>	(0.4)	(0.4)
<b>Cash from Financing Activities</b>	(1.5)	(2.5)
<b>Closing Cash Balance</b>	2.7	3.0

# Key Performance Indicators

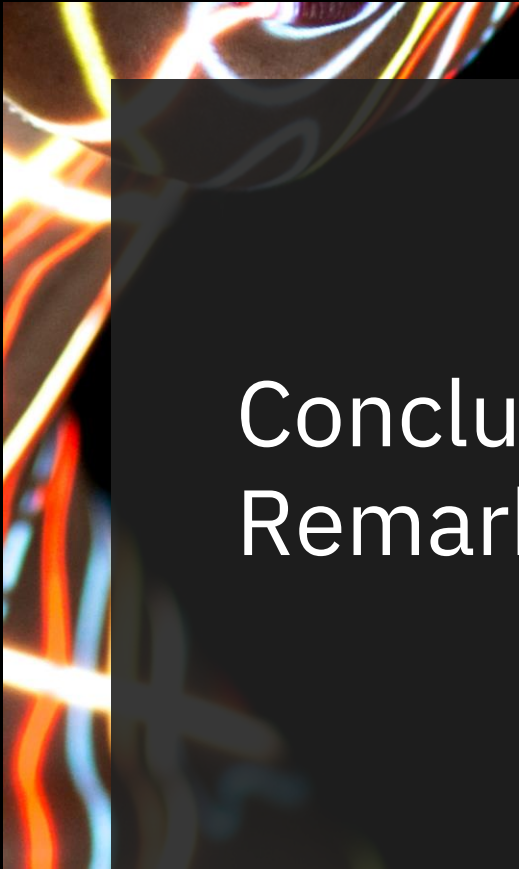
2022 vs Prior Year

Return on Equity Ratio	10%	20%
Current Ratio	1.6	1.5
Gearing Ratio	0%	0%
Earnings per Share	6c	12c
Dividend Paid & Declared	3.5c	6c

# Projected Financial Performance

2023 compared to 2022

	2022-A	2023-F
Revenue	€16.3m	€20.4m
EBITDA	€2.9m	€2.3m
PBT	€2.1m	€1.4m



# Concluding Remarks

- Business Transition
- Strategic Initiatives
- M&A
- Dividends





Harvest Technology p.l.c.

# Resolutions



# Ordinary Resolutions

## 1. To approve 2022 audited financial statements

That the Audited Consolidated Financial Statements of the Company for the financial year ended 31 December 2022, together with the Directors' Report and Auditors' Report thereon, be hereby received and approved.

# Ordinary Resolutions

## 2. Dividend

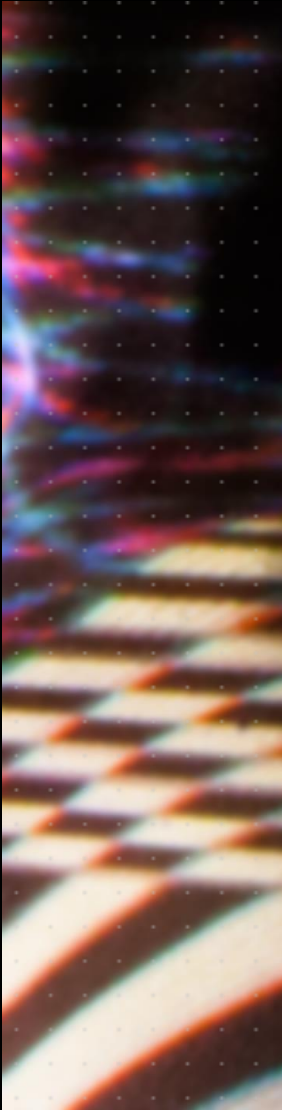
That the aggregate of the net interim dividends declared by the Directors on 5 August, 2022 amounting to €455,613 (equivalent to €0.020 per share), on 2 December, 2022 amounting to €227,806 (equivalent to €0.010 per share), and on 13 April, 2023 amounting to €113,903 (equivalent to €0.005 per share), in total amounting to €797,322 (equivalent to €0.035 per share), be considered the aggregate net dividend for the financial year ended 31 December, 2022, and such aggregate net dividend be and is hereby approved.

# Ordinary Resolutions

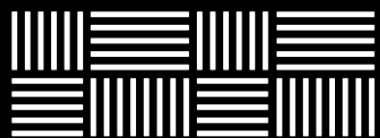
## 3. Re-appointment of Auditors

That the appointment of Grant Thornton as auditors of the Company be hereby approved and that the Board of Directors be hereby authorised to fix their remuneration.





We appreciate your attendance.  
Thank you!



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# 2023 Annual General Meeting

June 27<sup>th</sup> 2023

