

**harris**technology  
GROUP LIMITED

**CEO Presentation  
2017 AGM**

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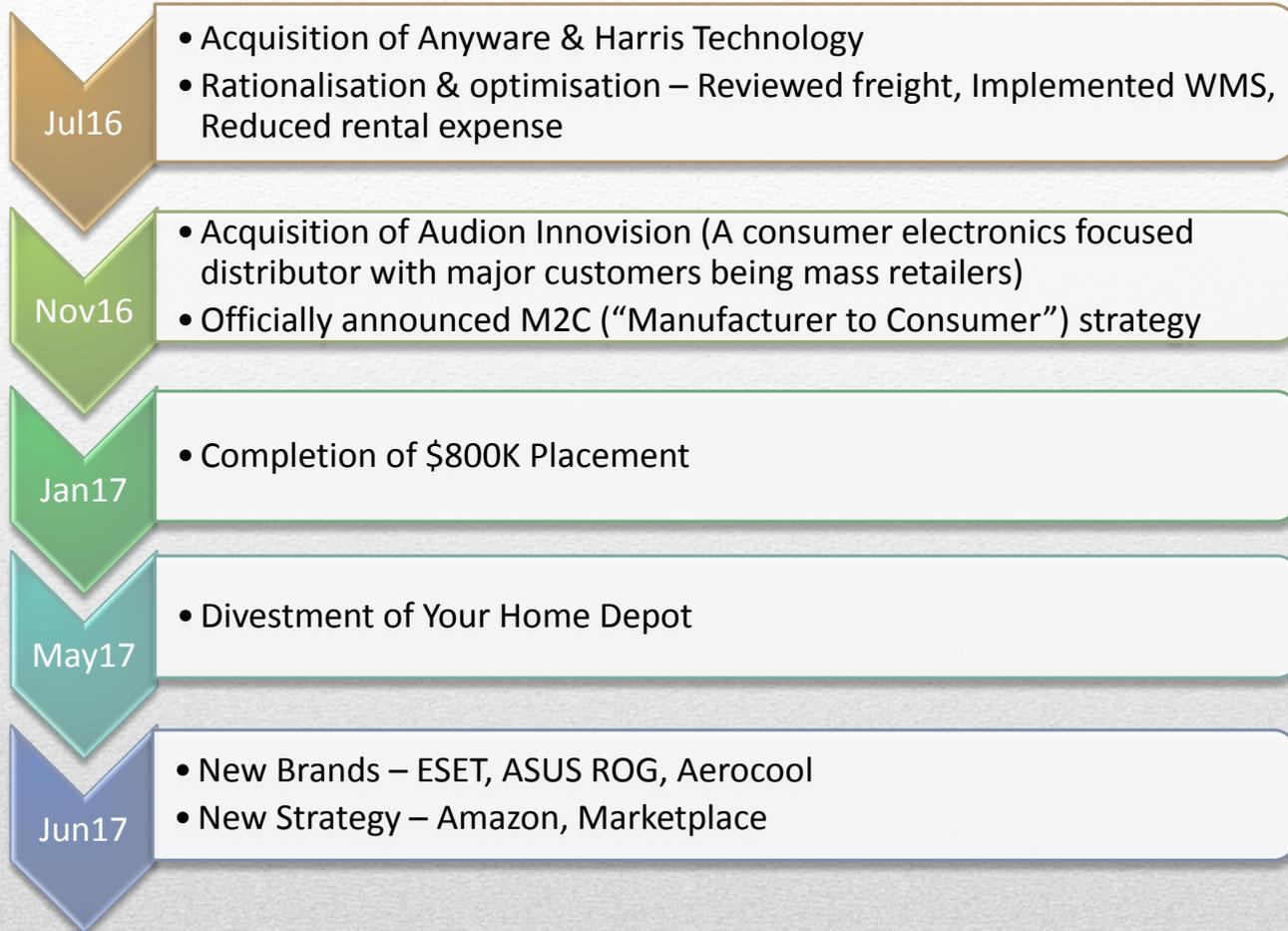
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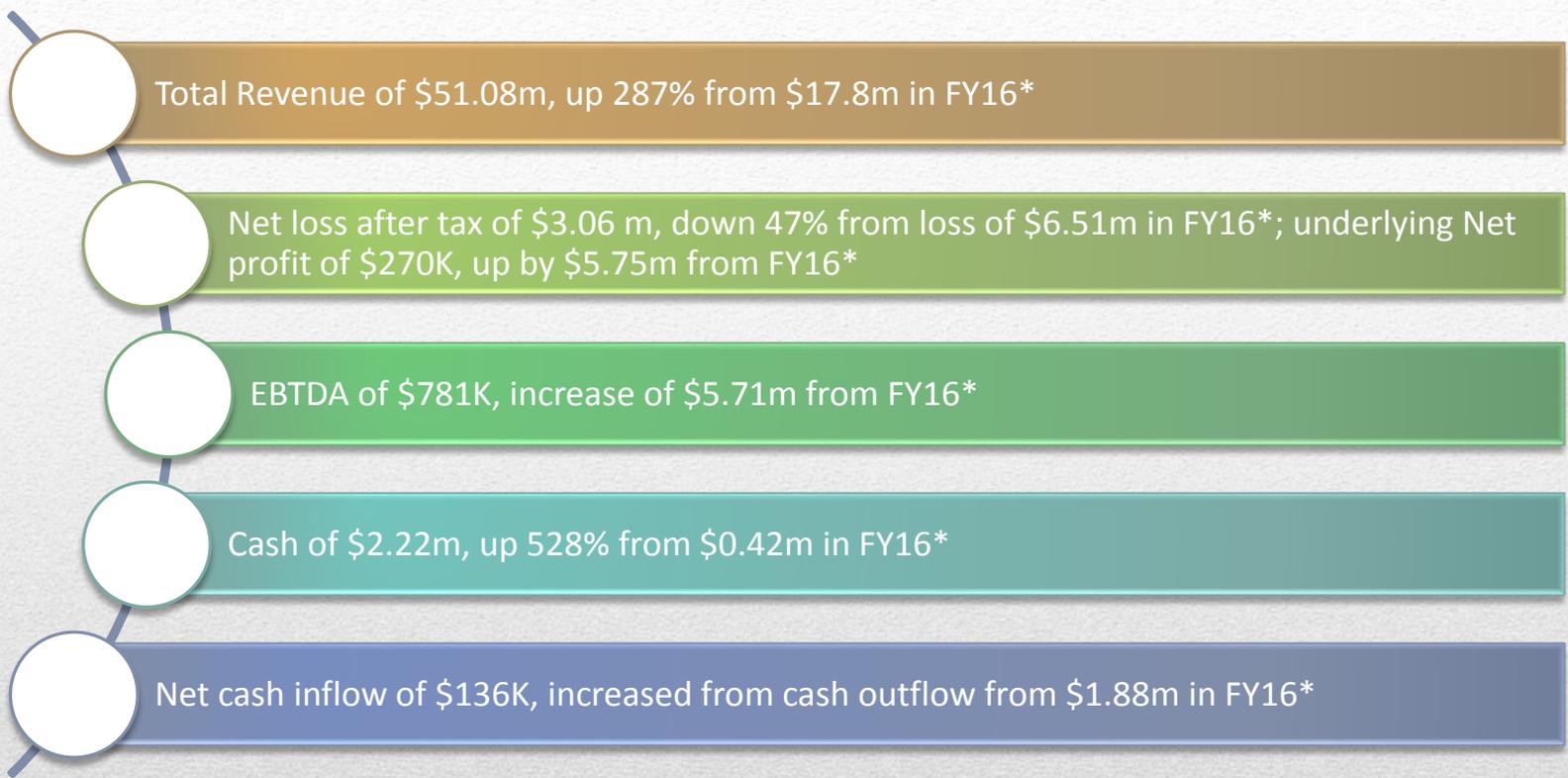
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# Highlights - 2016/17

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\*Comparatives represent FY16 results from pre-acquisition entity of Shoply Limited

# Performance Overview 2016/17

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\$'000,000	FY17	FY16**	FY16	FY15	FY14
Revenue	51.1	54.1	17.8	18.5	1.7
Gross Profit	9.1	8.8	1.2	3.2	0.2
EBITDA	0.8	0.9	(5.7)	(2.2)	(1.5)
Net CF	0.1	1.4	(1.9)	(1.2)	2.9
Current Ratio	1.13	1.32	0.47	1.16	3.82
Cash balance	2.2	2.3	0.4	2.3	3.5

\*\*Comparatives represent FY16 results from pre-acquisition entity of Anyware Corporation

# Key figures 2014-2017

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## M2C

During FY16/17, The Group partnered with a Shenzhen/China company to do proof of concept test, so far, we are pleased to share with you that we are very happy with the outcome.

The company has made a small profit during this period and we have not incurred any major expenses.

## M2C

The Group is in a final stage in our negotiation with a Hong Kong conglomerate to start a partnership in the M2C business operation in China.

We hope to make an announcement very shortly. We expect the business operations to be launched in early 2018.

# The Year Ahead – FY18 Strategy

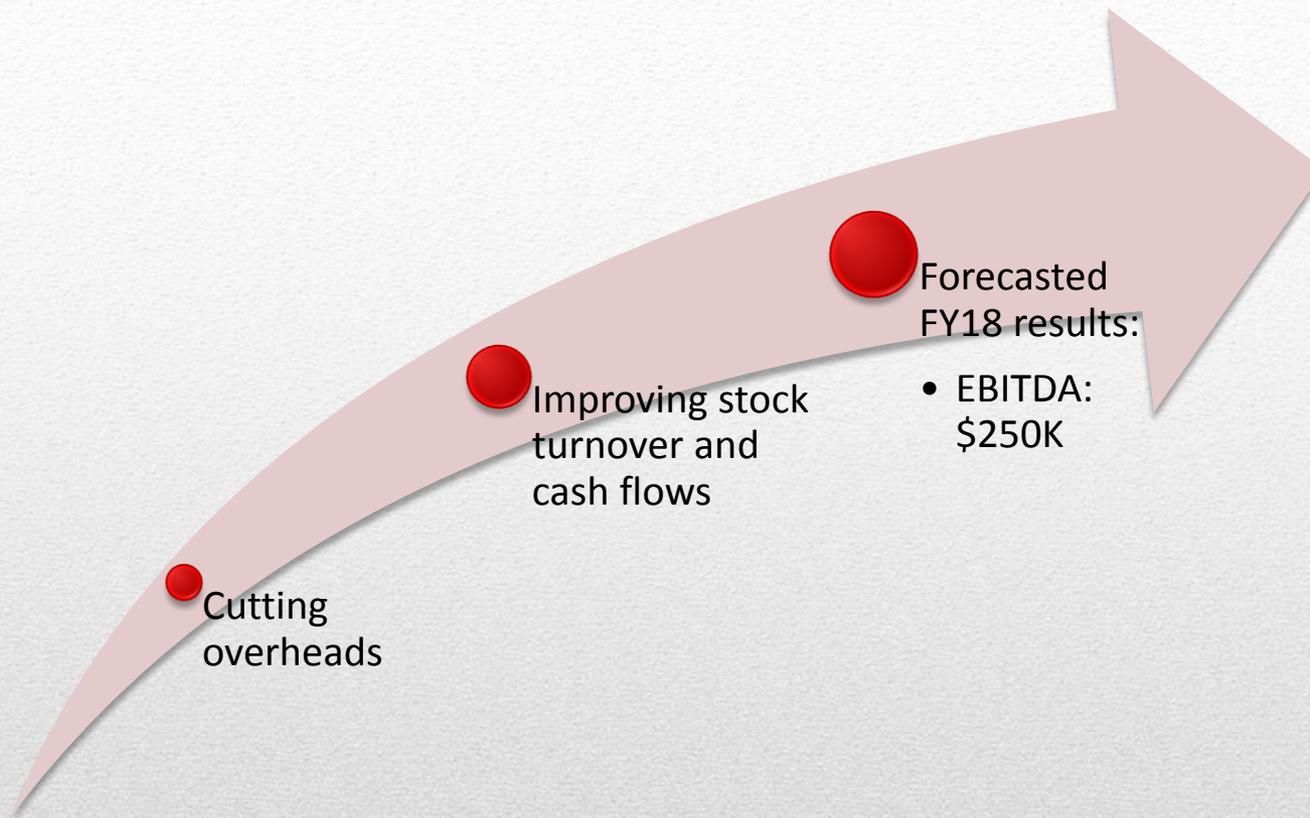
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- Closely working with all key vendors to ensure that we can grow our sales with the imminent launch of Amazon in Australia
- “Amazon is going to help our business because it provides a very strong platform from which we can sell all of our products either via our resellers or via vendor dedicated stores.”

## **The Year Ahead – FY18 Strategy**

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# The Year Ahead – FY18 Outlook

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